

## DEVELOPMENT COMMITTEE

### Meeting Minutes



DELAWARE CENTER FOR THE  
**INLAND BAYS**  
Research. Educate. Restore.

DATE & TIME: Thu, September 10, 2020 at 3PM

LOCATION: *Remote (via Zoom)*

Meeting called by: *Jerry Esposito, Committee Chair*

Attendees: *Susie Ball, Chris Bason, John Grandy, Aimee Isaac, Richard Mais, Pat Ragan, Anna Short, Ken Sigvardson*

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### AGENDA ITEMS

Call to Order                      3:10 pm

Meeting Agenda Review

Approval of Previous Meeting's Minutes

R. Mais made a motion to approve. J. Grandy seconded. Unanimous approval.

Old Business

#### Get Out Update

-Approx. \$5,000 raised to date. A. Short informed the committee that the campaign will be featured in the general eBlast next week and an email will also be sent to past Decked Out attendees asking for their support. The social media campaign will continue throughout the end of the month.

-A. Short encouraged those members who are not already participating to start a fundraiser or contribute to the campaign as best they can.

-Matching donor pledges currently total \$5,500 have been secured. A. Short will continue to follow up with those prospects who have yet to respond.

#### Capital Campaign Update

-A. Short shared the first meeting of the Steering and Major Gifts committee will meet Thursday, September 17th at 2 pm. The first meeting will focus primarily on orienting members to the project and their role in the campaign.

-Proposals have been submitted to ORPT and the Crestlea Foundation. Five more proposals are anticipated for submission before the end of the month.

-The campaign is still on-target to go public in early 2021, though a refined timeline will need to be discussed with MacIntyre Associates.

#### Board Recruitment Update

-C. Bason shared that at the last Executive Committee meeting, it was decided that it was time to resume recruitment for the vacant board seat. 5 prospects to contact were identified and C. Bason, S. Ball, A. Isaac, A. Short are in the process of reaching out to gauge interest.

*Statement of Purpose:* The Development Committee of the Delaware Center for the Inland Bays is a network of Board members, loyal donors, business and community leaders working to achieve the philanthropic goals of the Center through a collaborative effort with the Board and the Center's staff.

The Delaware Center for the Inland Bays mission is to preserve, protect and restore Delaware's Inland Bays and their watershed.

-C. Bason explained it was important to discuss this today because the new Board member will likely serve on the Development Committee. C. Bason asked if the committee had any suggestions for additional prospects to consider. None were shared at this time.

#### New Business

##### Fundraising Training Review and Application

-A. Short provided a review of concepts from the DANA Fundraising Training provided by Stephanie Cory during the previous two meetings. The review focused specifically donor cultivation and how to prepare for questions the donor might ask. A. Short asked committee members to answer a select number of questions in their own words to be shared at the next meeting.

##### Relationship Action Plan (RAP)

-A. Short shared the RAP with the committee and explained it's purpose. The committee then selected action items to complete and added new prospects to the plan.

NEXT MEETING: THURSDAY, OCTOBER 8TH, 2020 AT 3PM

Adjourn      4:19 pm