

DEVELOPMENT COMMITTEE

Meeting Agenda

DATE & TIME: WED NOV 21, 2018 at 3 PM

LOCATION:

Center for the Inland Bays

39375 Inlet Road, Rehoboth Beach, DE 19971

Meeting called by: Mike Dunmyer, Committee Chair

Attendees:



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

Call to Order

Meeting Agenda Review

Approval of Previous Meeting's Minutes

Consent Agenda (see next page)

Old Business

Annual Development Plan Update -- Chris. (15 min)

Annual Appeal Update -- Anna. Review of goals, progress on appeal and next steps. (10 min)

Committee Membership: each committee member to report on progress to bring two potential members each to the committee -- All. (10 min)

Holiday Party -- Anna. Description of event and member actions. (10 min)

New Business

Giving Tuesday -- Anna. Brief description of goal and member actions. (10 min)

Next Meeting Date

Adjourn

Consent Agenda

1. Pettus-Crowe Foundation Grant. In October, the Center received an \$11,000 grant from the Pettus-Crowe Foundation to fund the Terrapin Education and Research Project in its FY19 Workplan. The foundation is a small family foundation near DC and the ask was arranged by CIB donor John Grandy.
2. Donor Research Software. We are currently investigating options for additional fundraising software to provide us with wealth information and major gift giving history for our current constituents, as well as access to a database that will allow us to seek out new donors. Our existing donor database, Bloomerang, has integrated options of varying levels that are appealing. However, we are researching other non-integrated platforms as well to see what best suits our needs.
3. 25th Anniversary Gala. Susie Ball has agreed to be the Gala committee chair for the event on Friday September 27th and is recruiting members to serve on the committee with her and Anna Short.
4. James Farm Master Plan Implementation Update. Groundbreaking event scheduled for NOV 16. Bid for entrance work accepted from Gateway. Additional bid from Gateway for the remaining parking lot elements from Gateway came in over \$43,600 to \$70,600 over depending on curbing alternative. This amount plus and additional estimated \$18,000 for signage and gate is needed for phase I completion. CIB and County are exploring options to fund the parking lot to allow construction to continue on schedule. Options for solicitation in short order include Dogfish Head, Carl M. Freeman Foundation, Delaware Community Foundation. Currently arranging meeting with Rob Tunnell through Board Member Rob Robinson for donation of compost for event lawn.