



DEVELOPMENT COMMITTEE

Meeting Minutes

DATE & TIME: Thursday, August 14, 2025 at 4 pm

LOCATION: Center for the Inland Bays,
39375 Inlet Rd
Rehoboth Beach, DE 19971

Remote: [Use google calendar link](#)

Meeting called by: Jerry Esposito, Chair

Attendees: Jerry Esposito, Ken Sigvardson, Dave Keil, Patti Drago, Bryan Ochs, Richard Mais, Christophe Tulou, Marina Feeser, Gus Mergenthaler, Pat Coluzzi.

AGENDA ITEMS

Call to Order

Meeting was called to order at 4:01 pm

Meeting Agenda Review

No changes to today's meeting agenda

Approval of [Previous Meeting's Minutes](#)

Motion by Dave Keil, seconded by Ken Sigvardson, approved unanimously

Old Business

Development Reports: [June](#), [July](#)

Marina Feeser presented both the June and July development reports, noting slow fundraising months, but a steady increase in monthly donors. Need about \$8k to reach \$50k donor match. She also highlighted upcoming events.

Results from Non-Decked Out Message

Marina Feeser described the results of email and social media messaging in lieu of a Decked Out event this year.

Cape Water Tours

Marina Feeser described past and upcoming Vine and Brine tours in partnership with Cape Water Tours.

Oyster Week

Marina Feeser described events associated with Oyster Week in August.

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.

Discussion of fundraising ideas ensured. No further Committee action required.

New Business

Federal Funding update - Christophe

Christophe Tulou updated the Committee on the federal funding situation, which has stabilized but remains highly uncertain going forward.

Proposed Fundraising Strategy Shift - Christophe

Christophe Tulou suggested placing greater emphasis on developing sustaining and more substantial donations to the Center. A discussion of the tie-in between the fundraising strategy and the Center's re-visioning process ensured. No formal action taken.

James Farm Preserve Susie Center Fees/donations / Naming Rights donations – Ochs

https://docs.google.com/document/d/1xtQuo_4znvZP2S449fZUroW54bkogsja/edit?usp=drive_link&oid=101612356152817073746&rtpof=true&sd=true Pages 46 and 59

- *If committee could review the document and provide feedback to Bryan*
- *Hazardous weather procedures?*

Public Comment

Jerry Esposito addressed the group to see if there were any public comments. No comments or hands raised.

NEXT MEETING:

Proposed for Thursday, October 9 , 2025 / 4:00 PM

Adjourn

Ken Sigvardson motioned to adjourn, Dave Keil seconded. Meeting adjourned at 5:10 pm.

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