



## DEVELOPMENT COMMITTEE

### Meeting Agenda

DATE & TIME: Thursday April 9, 2026 at 4 pm

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

Remote: Development Committee Meeting  
Thursday, March 12 · 4:00 – 5:00pm  
Time zone: America/New\_York  
Google Meet joining info  
Video call link: <https://meet.google.com/ggu-fmou-ump>  
Or dial: (US) +1 305-912-7923 PIN: 221 702 534#  
More phone numbers: <https://tel.meet/ggu-fmou-ump?pin=3329529548855>

Meeting called by: Jerry Esposito, Chair

Attendees: In person: D. Keil, R. Mais, C. Tulou, B. Ochs, M. McWilliams, S. Clark, C. Magargal. Online: J. Esposito, P. Drago, N. Bailey-Ashton, G. Mergenthaler, K. Sigvardson,

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### AGENDA ITEMS

Call to Order- J. Esposito 4:01pm

Meeting Review

Approval of Previous Minutes- D. Keil moved for approval of minutes; K.Sigvardson seconded; motion carried.

Old Business

2026 Staffing Update

B. Ochs

Introduction to Milan McWilliams

B. Ochs / M. McWilliams

<https://inlandbays.org/staff/milan-mcwilliams/>

New Business

Development Reports

B. Ochs presented March 2026 fundraising reports. Questions were raised about comparison to March 2025 in regards to the large \$25,000 donation. Is there a trend? Looking at the report from 2025, we saw there was a \$25K single donation. Moving forward, the committee suggested presenting same month last year to compare side by side to look for trends. Members also asked about the large drop in donations from Do More 24. B. Ochs followed up with the following email:

“To answer the open question from yesterday — there were a few key differences between last year's DoMore24 vs. this year's event. As I understand it, Mark had obtained a match sponsor prior to the event who matched donations for certain time periods. Additionally we had a few sponsored events, including the dine-to-donates at Crooked Hammock and Rise Up and tickets sold to walk the James Farm Preserve with a staff member.”

B. Ochs also sent out a new sponsorship form for approval from the committee members.

[Annual Sponsorship 2026](#)

DRAFT

-  February 2026 Development Report .pdf  
Dine-to-Donate – Big Fish Rehoboth 4/12/2026

#### Event Planning Updates

- Green Screen / Film Festival Planning Update- 47 tickets sold as of today. D.Kiel asked if we have considered using Draper Media for advertising? This could be something worth looking into for Decked Out
- Native Plant Sale Planning Update- C. Magargal gave an update on the raffle items: Trek bike and accessories=\$1,100 value. Tickets should be \$20 each or 6 for \$100.

Next steps: Reach out to previous sponsors. There were a couple from 2025 who were disappointed we didn't do Decked Out. We will wrap around with them again about this for 2026. Working through checklist for Decked Out: Music, activities, raffle items, sponsors and budget are all pending. The consensus was that it is not too early to send out a "Save the Date" for Decked Out. Committee members will start reaching out to their contact lists for sponsorship and donations.

Public Comment- No public comments

#### NEXT MEETING:

Proposed for Thursday, May 14th, 2026 / 4:00 PM

Adjourn- 4:51pm

*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.