

## DEVELOPMENT COMMITTEE

### Meeting Agenda



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

DATE & TIME: Thursday, January 11, 2024 at 3pm

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: Ken Sigvardson, Dave Keil, Christophe Tulou, Pat Coluzzi, Nicole Ashton, Richard Mais, Aimee Isaac, Jerry Esposito, Mark Carter, Marina Feeser*

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### AGENDA ITEMS

Call to Order

*Meeting called to order at 3:02 pm*

Meeting Agenda Review

*Agenda reviewed, no changes*

Approval of Previous Meeting's Minutes

*Ken moved, Dave seconded, and unanimously approved minutes from last meeting*

Old Business

*No old business to cover*

New Business

December Development Report

M. Carter

*Mark presented the Development Report for December. To highlight, the Annual Appeal & Report was sent out in December. Donations are already coming in and will continue. Calendar was received by all on dev committee, idea went over well, thanks for the idea Dave! We have extra calendars if you want to hand any out. Still a couple Giving Tuesday donations coming in and a few envelopes from IBJ. Another donation from Dogfish Head received in Dec., as well as a \$7,000+ donation from Ecobay (JF concessionaire) - they have contributed almost \$50,000 to the Center over the years. HSC Hustle shoe recycling donation about \$100.*

*Monthly and first time donors are both up. Mark sent out thank you notes to all our donors as a thanks with a sticker to have a touch point with these donors. Will continue to do that with new monthly donors.*

*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.

*To Note on our major donor listing: Browseabout Books continues to support the Center and reached out for ideas to get involved. Christophe suggested an "Inland Bays Corner" with books related to local waterways, fish, animals, etc. Or a co-hosted book club in the winter. Or Environmental Book Festival idea.*

Annual Report/Appeal Update

M. Carter & M. Feeser

*Input on calendar - size is a little large to hang in places. But it does give more space for writing and to show off the photos. Question from Ken: Will there be another photo contest to provide more photos for next year? Answer: yes. Question from Richard: what was the goal for AA? Answer: Yes, \$50,000 and we are over halfway there - \$28,000. Also seeing a trend of average donation going up generally.*

Cal Year 2023 Events Recap

M. Carter

*Jan: Fire & Ice - partnering with Chamber of Commerce (Quiet Resorts)  
Feb: Dine to Donate at Dewey  
March: DoMore 24 (March) and Surf Bagel and Dewey Dine to Donates  
April: Green Screen / Coastal Cruise / Crooked Hammock Dine to Donate  
May: NPS/WFF / Big Chill Surf Cantina Dine to Donate  
June: SUP Event / Private Donor Cultivation  
August: Listening Booth concert  
Sept: DF Dash, Decked Out, Creative Market Nights beneficiary  
Oct: Photo Challenge  
Nov: HSC Hustle / Giving Tuesday  
Dec: Annual Appeal*

*Dine to Donate events are great social events to meet people, talk with staff. Proceeds portion of the night, plus merch sales and raffles bring in \$\$.*

*Paddleboard event & HSC Hustle events both have potential to grow, drew a younger audience. Connection to younger people in the community.*

Cal Year 2024 Events Outlook

M. Carter & M. Feeser

*Jan 26-28 Fire & Ice - Friday and Saturday tabling at John West park with a HSC sculpture (\$450), outreach event with volunteers helping to table. We can accept donations & sell merch, but no raffle. Su Casa is doing a bonfire on Friday and selling s'mores kits and will donate the sales of the kits to the Center.  
29th - Dewey Dine to Donate Trivia Night  
Mar 7-8 - DoMore24 Scavenger Hunt idea \$24 donation gets you the scavenger hunt card and you will have from 3/1 - 3/31 to complete 10 of those items will get entered into a drawing to win one of 3 prizes.  
11 - Big Oyster Brewery - Dine to Donate  
26 - Chesapeake & Maine - Dinner (\$2,000 donation, + portion of proceeds plus raffle/merch)  
Apr 17 - Green Screen at Signatures at Bayside. New format. Dinner and a movie followed by a panel discussion. A Salted Earth is the film, will have happy hour + buffet dinner. Raffle and tabling opportunities. \$50 ticket for dinner, movie and panel. Freeman is providing the space for free.  
27 - Coastal Cruise - beneficiary of the 10 mile bike ride, Center will staff a water stop.*

*May 4 - NPS / WFF at James Farm*

*July 26 - Center Birthday!*

*September 12 - Decked Out, Hyatt Dewey*

*November 2 - Grateful Shellabration + Volunteer Appreciation Awards*

*10 - HSC Hustle (last year we had 350 runners, this year we will hope for 500)*

*December 3 - Giving Tuesday*

*Harvest Tide event - are having an oyster event and are using Center logo on promo items*

*Hooked Up, Off the Hook - packed on oyster nights and half price nights (potential partner for one of those events?)*

### Open Forum

*James Farm update from Christophe & Mark - Bid opening on Dec. 15, the low bid was \$2.1 million, lead contamination requires potable water to be supplied at JF (+\$300,000); have \$1.6 million in hand. Need to close that gap. Could seek out Bond bill funding, community grants, congressionally-directed spending, will need donor contributions as well (probably about ½ of that total), after the meeting with the county (in about 2 weeks) we will have more answers and know if we need the total cash upfront to start the project or not. Question: Has anyone talked to Senator Hocker? Answer - they will be included in future meetings, yes. Also identifying some of the families and businesses in the area that may be interested in helping fund the project. Sussex Shores has an opportunity to help with the water line. Phasing would allow us to get it done without having money upfront, but also present an opportunity for donors to give money once they see the new beautiful building unveiled. Would we borrow from reserves? Or request a loan? USDA loans?*

*Nicole - was approached at Rehoboth Country Club about a Christmas tree placement idea (in marsh/on beach) and wanted to know if IB would be interested in that kind of program. Connect with DNREC for some answers on that first.*

*Jerry - Do we have anything to do with recycling oyster shells at Georgetown Oyster Eat?; Mark answered that we did it years ago but haven't in a while. We may pick that back up this year. What can individuals do with oyster shells? Places like ORP do have public drop off. One idea - have a few events/year where folks can drop off their oyster shells.*

### NEXT MEETING:

Thursday, February 8, 2024 / 3:00 PM - 4:00 PM

### Adjourn

*Meeting adjourned at 4:09 pm*