

## DEVELOPMENT COMMITTEE

### Meeting Minutes



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

DATE & TIME: Thursday, April 21, 2022 at 3pm

LOCATION: *Center for the Inland Bays, 39375  
Inlet Rd*

*Rehoboth Beach, DE 19971*

Remote via Zoom: <https://us02web.zoom.us/j/87842184941>

Dial-in: 301-715-8592 Meeting ID: 878 4218 4941

Meeting called by: *Jerry Esposito Chair*

Attendees: *Nicole Ashton, Susie Ball, Patti Drago, Anna Fagan, David Keil, Richard Mais, Gus Mergenthaler, Ken Sigvardson*

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### AGENDA ITEMS

Call to Order 3:04pm

Meeting Agenda Review

Approval of Previous Meeting's Minutes

D. Keil made a motion to approve. G. Mergenthaler seconded. Unanimous approval.

Old Business

Development Staffing Update

A. Fagan

-A. Fagan reported the she, C. Bason, and J. Esposito interviewed to candidates for the Development Associate position at the beginning of April. Due to the recent unforeseen staffing changes, hiring for that position has been placed on hold and finding a Director of Development is now top priority for the program. One Development Associate candidate is now being considered for the Director role. The other candidate is still in consideration for the Associate position and decisions about that position will be made by the new Director.

-The Director position was posted at the beginning of April and there are 3 top candidates, one of who already interviewed. The other two interviews will take place ASAP. D. Keil inquired about timeline for filling the position. A. Fagan reported that this will also happen ASAP.

-J. Esposito requested an update on the Executive Director Search. S. Ball reported that an ad hoc search committee has been formed and they've narrowed prospective search firms to do the work down to two. Approximate cost for firm services will be \$50K. The search committee is meeting Friday 4/22 to make final determinations. In the meantime, Chris Bason is contracted for one day per week to assist with finalizing the strategic plan,

*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.

Deputy Director, onboarding, buffers, and a few other items.

#### Corporate Gift Acceptance Policy

A. Fagan

-A. Fagan reported that there is no new information about a prospective gift from OA Sotheby's at this time. The need for a corporate gift acceptance policy remains. She invited the committee to provide feedback on the draft policy provided prior to the meeting.

-P. Drago raised concerns about certain language that identifies "intentional and malicious intent" of corporations as grounds for declining a gift. She expressed that this policy should consider ongoing neglect and malfeasance due to ignorance or lack of understanding. For example, a gift to the Center that is comprised of funds made through development on an impaired waterway would present a conflict of interest.

-P. Drago also suggested the policy include guidance for In-kind and land donations, specifically guidelines for evaluation and appraisal. K. Sigvardson also suggested the policy include language about what exactly the Center will do with gifts like these. D. Keil observed that attorney involvement will likely be necessary.

-K. Sigvardson also noted that the policy should include a process for gift approval. G. Mergenthaler suggested this process should be led by the Committee and involve them making recommendations to the Board.

-G. Mergenthaler suggested looking to other NEPs for examples and agreed to reach out to PDE about their policy. D. Keil also suggested reviewing Sierra Club's gift acceptance policy and guidance provided by the Council of Nonprofits. He will send these resources to A. Fagan.

-The committee agreed that this policy is one piece of a larger puzzle that requires further research. It was agreed this responsibility will fall on the new Director of Development, once hired.

#### Decked Out / Dogfish Dash Update

A. Fagan

-A. Fagan reported that planning for the Dogfish Dash continues and the Center's primary role will be sponsor outreach. Nothing is needed from the committee at this time.

-A. Fagan requested a volunteer to chair the Decked Out event to ensure that planning continues in the absence of a Director. N. Ashton volunteered and D. Keil offered support.

#### New Business

##### Requests for Committee Assistance

A. Fagan

-A. Fagan requested a volunteer to take minutes at committee meetings until the Director position is filled. K. Sigvardson volunteered and P. Drago will serve as backup.

#### Open Forum

-R. Mais reported that he sold \$274 in raffle tickets at the Bethany-Fenwick chamber mixer in March. The committee thanked Richard for representing the Center at the event.

NEXT MEETING: THURSDAY, MAY 12, 2022 AT 3PM

Adjourn

4:04pm

DRAFT

R. Mais made a motion to adjourn. D. Keil seconded. Unanimous approval.