Meet the Team

Department of State
ORGANIZATIONAL CHART

Jeffrey W. Bullock
Secretary of State

Ronda Ramsburg
Executive Assistant

Kristopher Knight
Deputy Secretary of State

David Mangler
Director of Community Relations

Michelle Strauss
Director of Operations

Archives
Stephen Marz
Director

Arts
Jessica Ball
Director

Board of Pardons
Diane Crockett
Administrator

Corporations
April Wright
Administrator

Government Info. Center
Dana Rohrbough
Director

Historic & Cultural Affairs
Tim Slavin
Director

Human Relations
Romona Fullman
Director

Libraries
Annie Norman
Director

MERB/PERB
Debbie Murray-Sheppard
Director

Professional Regulation
Geoffrey Christ
Director

Public Advocate
Drew Slater
Director

Public Integrity Commission
Deborah Moreau
Legal Counsel

Public Service Commission
Matt Hartigan
Director

Small Business
Jordan Schulties
Director

State Bank Commissioner
Robert Glen
Director

Veterans Home
Carol Erhart
Administrator

Veterans Services
Joshua Matticks
Director

VDA
Kim Michia
Administrator

Secretary of State’s Office
Division Leadership
Revenue Highlights

Total Revenue to General Fund

$1.78 billion

Up ~ $151 million over FY20

- Corporations Revenue $1.64 billion
- Bank Commissioner Revenue $74.9 million
- VDA Revenue $54 million
Corporations Highlights

Total General Fund Revenue
FY12 – FY21

Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
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<tbody>
<tr>
<td>FY12</td>
<td>$878.00</td>
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<tr>
<td>FY13</td>
<td>$892.21</td>
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<tr>
<td>FY14</td>
<td>$1,000.08</td>
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<td>FY15</td>
<td>$1,023.55</td>
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<td>FY16</td>
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<td>FY17</td>
<td>$1,304.26</td>
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<td>FY18</td>
<td>$1,376.38</td>
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<td>FY19</td>
<td>$1,455.38</td>
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<td>FY20</td>
<td>$1,642.72</td>
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<tr>
<td>FY21</td>
<td>$1,704.90</td>
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Projected FY22

Total Delaware Entities

<table>
<thead>
<tr>
<th>Year</th>
<th>Statutory Trusts</th>
<th>LP/LLPs</th>
<th>LLCs</th>
<th>Corporations</th>
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<tbody>
<tr>
<td>2012</td>
<td>200,000</td>
<td>400,000</td>
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<td>2013</td>
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<tr>
<td>2014</td>
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<td>400,000</td>
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<tr>
<td>2015</td>
<td>200,000</td>
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<td>2016</td>
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<tr>
<td>2018</td>
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<td>2019</td>
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<tr>
<td>2020</td>
<td>200,000</td>
<td>400,000</td>
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<tr>
<td>2021</td>
<td>200,000</td>
<td>400,000</td>
<td>600,000</td>
<td>800,000</td>
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</tbody>
</table>
• Historic increases to Corporate Filings
• Increased vacancies
• COVID/Omicron variant surge

Actions Implemented:

✓ 95% blanket for key job classifications
✓ One-Year incentive retention
✓ Overtime
• Prescription monitoring system
  • Delaware’s report prototype selected by DEA for use across the U.S.

• New Licensing System
  • Implemented in 2020
  • More efficient
    • Less paper
    • Online processing
  • Reduced a backlog of over 18,000 customers to zero
• Thank you, Paul!
• Welcome to Jessica!
• Relief Grant Program – Arts and Culture
• Arts Incubator
Small Business Highlights

DE Relief Grants
• Three Rounds
• All counties with 41% of funding to Kent & Sussex
• 3,600 business applied
  • $110 million to businesses with fewer than 10 full-time employees
  • $78 million to businesses with fewer than five full-time employees
  • $101 million to businesses such as restaurants, retail, childcare
  • $37 million to women owned businesses
  • $30 million to minority owned business

HELP Loans
• 360 business applied for a HELP loan for a total of over $10.5 million
  • Average loan amount approved was about $29,000
African Burial at John Dickinson Plantation

- May contain 400 burials of enslaved and free people of African descent
- Advisory Committee is helping to preserve area without any further disturbance and guide decisions
- List of 128 names of enslaved people from the plantation restored to Delaware History

Diversity Initiative

- Year long series - “Delaware’s Difficult History”
- Hired three ‘Researchers for Inclusive History’ to tell a more inclusive history of Delaware

Weldin House

- Rehabilitation is underway

Nassau School

- One of the remaining du Pont Schools that were built to serve children of African descent
• **No COVID deaths**
  • 98% of residents have had 2 shots
  • 94% are fully vaccinated
  • Everyone is required to test

• **4-Star Rating**

• **Staffing**
  • Established retention incentive program
  • Increased sign-on incentives
  • Recruitment strategies
  • Employee Recognition Program
  • Employee Climate survey
  • Training

• **Training**
  • The Delaware National Guard trained as CNAs at the Vets Home

• **Admissions**

• **Dental Suite**
  • Groundbreaking event delayed due to COVID
  • Scheduled for early this year
<table>
<thead>
<tr>
<th>FY23 Budget Request</th>
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<tbody>
<tr>
<td>Cemetery Raise &amp; Realign Work</td>
<td>$100,000</td>
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<tr>
<td>Ongoing operations and move of staff due to donation of Kirk &amp; Short Building</td>
<td>$52,500</td>
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<tr>
<td>Dolly Parton Imagination Library Support</td>
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<td>Library Standards Funding</td>
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<td>MERB/PERB</td>
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<td>Human Relations</td>
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<td>Archives</td>
<td>$100,000</td>
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<tr>
<td>Public Integrity Commission</td>
<td>$100,000</td>
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Thank you!