

New Division of Revenue Director Appointed

David Gregor has been appointed the new Director of Revenue for the State of Delaware, effective Monday, January 9, 2017.

Mr. Gregor has been with the Department of Finance for more than 29 years, most recently serving as the Deputy Secretary of Finance – a position he's held since August of 2010. He has been responsible for policy development, financial analysis, as well as public affairs and communications for the department; including, but not limited to, tax, debt and infrastructure investment policies, and the management of the annual revenue stream in excess of \$2.8 billion.

Mr. Gregor's significant contributions to the Department of Finance include providing analytic and strategic support to the Secretary – including public review of the State's revenue system covering portfolio risks and economic competitiveness, producing recommendations that formed the basis for legislation that contained the most significant corporate income tax amendments in decades. He was responsible for modernizing the State's primary economic development tax credit program in order to provide larger and better targeted incentives – at zero cost to the State. He has led the Division of Revenue through a thorough review of personal income tax processing methods, and ultimately reduced refund processing times by 30%. He also facilitated the efforts of tax administrators, industry executives and elected officials in the amendment of gross receipts tax, which led to the reopening of a shuttered refinery and the restoration of 800 jobs.

Since August 2013, Mr. Gregor has simultaneously served as State Escheator, managing all aspects of Unclaimed Property – the state's third largest revenue source, with a staff of more than 20 employees and on-site contractors responsible for the

administration of a \$500 million revenue source. He led the team in a fourfold increase in claims paid, and the annual return of \$100 million in assets to the property owners. He championed the implementation of a state of the art unclaimed property system enhancing internal controls, processing efficiencies, operational reporting and web-based functionality for owners and holders. This has resulted in a fivefold increase in claims submissions, and allowed for online filing of annual holder reports.

He has led or participated in the preparation of the State's General Fund revenue forecast, and functioned as a tax policy analyst. Mr. Gregor previously managed the Bureau of Business Tax Systems, overseeing a staff of 20 responsible for processing and reconciling business license, gross receipts and withholding tax payments. He established performance measures for the new withholding computer system and identified causes of processing delays and managed the elimination of a multi-year backlog resulting in over \$1 million in assessments. He has also served as Executive Assistance to the Secretary of Finance with responsibility for a \$35 million budget covering three operating divisions and department-wide information technology capital plan, and contributed to the development of statewide financial policies, including legged payroll, collection and write-off practices, and proper use of surplus state funds.

"David has a deep commitment to delivering efficient and effective services to Delaware's taxpayers," said Finance Secretary Tom Cook. "With his experience in finance, and his outstanding management skills, I am confident he can guide the Division of Revenue to new and even higher standards."