
Succeed from the Start: Your guide to Bringing Your Business to the U.S.

Brought to you by the Delaware Department of State and
Delaware Governor Jack Markell's Concierge Team for International Businesses
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Bring Your Business to the U.S.

The United States offers tremendous opportunities for growth to international companies looking to expand their operations.

The U.S. has a consumer market of over 317 million Americans, as well as access to an additional 425 million customers for goods and services produced in the U.S. via free trade agreements.

The U.S. provides international companies with a stable, business-friendly environment and competitive investment climate, world-class infrastructure, a highly educated workforce, and the ability to protect and enforce intellectual property rights.

Internationally-owned companies follow the same laws, rules, and procedures as domestic companies, and enjoy the same benefits: free transferability of capital and profits, advanced physical and financial infrastructure, and nondiscriminatory legal recourse for dispute resolution. Unlike other countries, there are no regulations regarding minimum investments, and there is no mandatory screening body to review and approve foreign investments in the U.S.

Opening a business in the U.S. is typically a rapid process, and once the company is operational, there are federal and state government programs available to help grow the business.

Key Issues

Whether you are planning to launch a brick and mortar business in the U.S. or test the waters with a virtual presence, there are a few things you need to know before you get started



Branch Office or Entity?

Your expansion to the U.S. begins by selecting the entity you will use to conduct business.

In considering what type of business entity to use when conducting business in the U.S., the threshold question is whether to register your business in the U.S. (i.e., establish a “branch office”) or create a brand new entity. Most business owners choose to form a new entity.

A **BRANCH OFFICE** is an extension of a foreign company that merely registers (“qualifies”) to do business in the United States. A branch office is likely sufficient in instances where no physical presence in the U.S. is planned, such as an Internet-based business, or one that has no office or employees in the U.S.

If you have a physical presence or significant operations in the U.S., the Department(s) of State in the state(s) where you conduct business will likely determine that your company is doing business there, in which case your entire company could be subject to state and federal taxation.

If you plan to have a physical presence or significant operations in the U.S., you should consider forming a separate business entity for your U.S. operations. There are several entity types in the U.S., although international companies typically choose either a corporation or limited liability company (LLC).

A **CORPORATION** is a business entity that is owned by shareholders and governed by a board of directors. A corporation can issue stock in order to raise capital. A corporation is considered to have legal “personhood,” meaning that it can sign contracts, own property, sue and be sued in its own name. The people who form, own and run the corporation are considered to be separate from the entity, which means that those individuals have limited liability for the corporation’s debts and judgments.

Corporations are taxed at the state and federal level. Individual stockholders are also taxed on dividends when the corporation distributes profits, and the corporation receives no deduction for this use of cash. If the entity is owned by a U.S. citizen or a resident alien of the U.S., the corporation can make an election to become an “S corporation” (defined below).

A **LIMITED LIABILITY COMPANY (LLC)** is an entity that provides its owners (called members) with the same limited personal liability for business debts and judgments offered by corporations. An LLC can be formed with only one member, and other business entities, such as a corporation or another LLC, can be LLC members.



LLCs are considered “pass-through” entities for income taxation purposes. Those LLCs with only one member report LLC earnings and losses directly on the member’s individual income tax returns. Those with multiple members generally must file a partnership income tax return to report total earnings and distribute pro-rata profits to each member. Each member then files an income tax return to pay the tax on their allocable share of income (whether or not it was actually distributed).

An **S CORPORATION** is a corporation that uses the same entity structure and offers the same limited liability to shareholders as a conventional corporation, but is taxed at the federal level like an LLC, meaning earnings and losses pass through to shareholders, who report them on their individual income tax returns. Most states also recognize this entity structure.

To become an S Corporation, a company must first form a corporation, and then apply for S Corporation status with the IRS. To qualify for S Corporation status, the corporation must be a domestic corporation, and its shareholders must be U.S. citizens or resident aliens (or certain types of trusts and estates). Partnerships, corporations and non-resident aliens cannot be shareholders in an S corporation. An S corporation can have no more than 100 shareholders, and can only issue one class of stock. Finally, certain types of businesses cannot form S corporations, such as certain financial institutions, insurance companies and domestic international sales corporations.

Which is right for you? Your choice of business entity can affect how much you pay in taxes, how much paperwork you are required to do, and your ability to raise money. Therefore, it is important to get expert advice from an attorney and an accountant, who can help you evaluate the different options with regard to your particular business plan and projections to see which entity is best suited for your company.

Your Entity’s State of Formation/Legal Domicile

In the U.S., business entities are formed at the state level, rather than the national level.

You will need to select a specific state for your company’s legal home. This is a very important decision, because the laws of the state that you select will govern the internal business affairs of your company.



This concept often is referred to as the internal affairs doctrine. Internal affairs refers to the corporate governance and fiduciary issues that arise within your business, including but not limited to the relationship among stockholders, the duties and obligations of officers, directors and other managers, the election and appointment of directors, the regulation of dividend payments, and the procedures for authorizing the business to undertake a fundamental transaction such as merger, sale of substantial assets, or dissolution.

The laws governing a company's internal affairs can have a significant effect on the outcome of important legal issues. Since the internal affairs of a business entity are regulated under state law, your choice of which state's law will govern those matters is the first decision, and one of the most important, you will make about your business.

The State of Delaware is widely regarded as the corporate capital of the world. Delaware is the legal home to more than half of the Fortune 500 and over a million business entities.

Next Steps

Once you have decided which entity structure and legal domicile offer the best fit for your business, there are several steps to be taken to get the company formed and ready to operate



Expertise to help launch your business in the U.S.

As the most business-friendly state in the nation, Delaware is home to a large community of business professionals who have the experience and expertise needed to help get your business started.

To get started in the U.S., you will need the services of an accountant, attorney, banker, registered agent, and, if you are looking to set up a brick and mortar operation, a commercial realtor and insurance agent. You may also decide to use a payroll service to handle salary payments, withholdings and employment tax filings.

Our experts at Global Delaware can make referrals. Organizations like the World Trade Center Delaware, the British-American Business Council, and the state and local chambers of commerce in Delaware can also provide lists and make referrals based on your needs and industry.

Register Your Business Name

If the name you plan to use could be confused with a name already registered, the state is likely to reject your entity formation filing.

To avoid this, you can search the state's business name registry to make sure your company's name is not already being used, and if you choose, you can reserve the name while you prepare to form your entity. In Delaware, you can check name availability and reserve a name online for a \$75 fee.



Register or Form Your Entity

BRANCH OFFICE: If you opt to operate through a branch office, you must file a recent (within six months) Certificate of Existence to demonstrate that your company is in good standing, as well as a Qualifying Certificate with Delaware's Division of Corporations (DOC).

CORPORATION: Incorporating in Delaware is a straightforward process. Simply complete and file a Certificate of Incorporation, which requires only basic information such as the name of the corporation, the name and address of its registered agent (see below), the purpose of the corporation, and the total number of shares the corporation is authorized to issue. A Delaware service company can help expedite this filing.

The standard fee for filing the Certificate of Incorporation in Delaware is \$89. Expedited services are available for additional fees. Processing time for standard filing generally is measured in days, rather than weeks or months. Expedited filing is available for overnight or even same-day service.

Your corporation will need bylaws. The bylaws are the rules that govern how your company is to be run on a day-to-day basis. They include information about the structure and organization of the company such as how directors are nominated and elected, when meetings will be held and how they will be called, and officers' titles and responsibilities. The bylaws are generally adopted at your company's initial meeting. Your attorney can assist you in drafting bylaws.

LIMITED LIABILITY COMPANY: A Delaware LLC is formed by filing a Certificate of Formation with the DOC. The certificate includes the name of the LLC, the name and address of its registered agent, and any other information that the members choose to include. The standard filing fee for forming a Delaware LLC is \$90. Expedited services are available for additional fees. A Delaware service company can help you with this filing. As with corporations, processing time for forming an LLC generally is measured in days, with expedited filing available for overnight or even same-day service.

You will need an Operating Agreement when you form your LLC. Like the bylaws of a corporation, the Operating Agreement sets forth how your company is to be run, addressing such matters as: the purpose of the company; the allocation of profits and losses; names and addresses of members, and their percentage of ownership; fiduciary duties; voting powers; capital contributions; other rights and responsibilities; when meetings will be held and how they will be called; manager duties and responsibilities; and buy-out and sell-out rules. Your attorney can assist with drafting this necessary and fundamental governance document.



Appoint a Registered Agent

A registered agent is a business or individual that you appoint to receive “service of process” (SOP) and other state correspondence on behalf of your company.

Service of process is notification of a lawsuit or a summons. Delaware requires you to appoint a registered agent when you form your entity to receive service of process on your behalf.

Your Delaware registered agent must have a Delaware address and be available during business hours to receive service of process and/or official correspondence. Your Delaware registered agent will also receive notification when your annual franchise tax is due, and coordinate with you to make sure you make the necessary payments on a timely basis so that your business entity remains in good standing with the State.

You can act as your own agent if you have a physical Delaware address, or you can name someone else, such as your attorney or your accountant, or you can use a registered agent service company. A registered agent service company can assist you with forming your entity, and can also assist with securing an EIN (discussed below), a business license and other permits you may need.

Obtain an EIN or ITIN

You will need to obtain a federal Employer Identification Number (EIN), also known as a Federal Tax Identification Number, from the Internal Revenue Service.

This nine-digit ID is like a Social Security Number for your business. You’ll need it to file your taxes, apply for a business license, and engage in activities like opening a bank account or brokerage account. You can apply directly to the IRS for an EIN, or your registered agent, accountant or attorney can obtain the EIN number for you.

In certain instances, you may need to apply to the IRS for an Individual Tax Identification Number (ITIN). This nine-digit number is for foreign nationals who have federal tax reporting or filing requirements and do not qualify for Social Security Numbers. LLC members will need an ITIN, as will corporate shareholders who will be receiving dividends.



Open a Bank Account

Once you have formed your entity and obtained your EIN, you will likely want to open a bank account with a U.S. bank.

Your banker may ask to see your organizational documents in order to verify the name and nature of your business, that your business is registered with the IRS, and that you are authorized to open the account.

Homeland Security regulations require bankers to know their customers, which adds complexity to opening a business bank account in the U.S. Frequently, foreign business owners must travel to the U.S. with their documents in hand to open this account. Global Delaware can make referrals to local banks to streamline this process.

Obtain a Delaware Business License

Delaware, like most states, requires a business license to operate in the State.

Business licenses are issued by the Delaware Division of Revenue, and the application can be filed online. The fee for a business license depends on the type of business activity.

You may be required to apply for additional state, county or local permits and licenses, depending on your company's activity and location. Your attorney, accountant or registered agent can assist you to identify the requirements and complete and file the necessary documents.



Qualify to do Business in Other States

If you plan to do business in states other than Delaware, you may need to “qualify” or register with those states.

Failure to qualify could deprive your business of important rights, such as accessing the courts if a legal matter arises.

To qualify, you will need a Certificate of Authority or similar document from the Secretary of State’s office in the state where you want to do business. Most states will require that you name a registered agent in that state, and to comply with tax and annual report requirements.

Not all business activities require qualification. Each state has its own rules about which activities do and do not require qualification. Check with your attorney and accountant to determine whether your activities trigger the qualification requirements for that state.

Once you and your team have determined where you need to qualify, a service company can help you prepare the forms and file them on your behalf.

SUCCESS STORIES

LiteCure

UK-based LiteCure is a leading manufacturer of non-invasive laser therapy solutions for the health care industry.



The Story

LiteCure is the brand of laser preferred by professional athletic trainers in the NHL, NFL, MLB and NBA who use the company's powerful deep-tissue lasers to treat injuries and for pain management. The company also manufactures laser therapy solutions for treatment of pets and racehorses.

LiteCure: Why Delaware was the right choice for us

When CEO Brian Pryor and a colleague decided to launch LiteCure in the U.S. in 2006, they chose Delaware as the company's base of operations, locating their headquarters in Newark, close to the University of Delaware. The region was key, Pryor explains, because of the high concentration of business on the East Coast. "It's easy to reach a large client base, and we can get to Washington D.C. and New York very quickly for meetings, conferences, and for international travel."

Pryor also notes that being located on the Interstate-95 corridor is an advantage when recruiting employees. "Hiring is key, and Delaware has access to good employees," he says. "The population base you can pull from is extensive, because people here aren't afraid to travel. We can attract talent from Philadelphia almost down to Washington, D.C."

The State's universities also provide a powerful incentive. "The University of Delaware has everything you'd want, from strong engineering programs to one of the top three physical therapy programs in the country", Pryor says. "To the south, Dover's Delaware State University has a world-class laser and optics program."

Another plus has been access to trade groups. "We are heavily involved with the biotech community," Pryor says. "It's small but strong, and gives us access to other biotech executives for brainstorming."

The State's business organizations have provided support and resources. "I've been impressed with the Chambers of Commerce. The New Castle County Chamber offers benefits packages which can help reduce costs."

Finally, LiteCure values the access to government leadership in the State. "People care about you here," Pryor says. "It's unheard of to have access to U.S. members of Congress in most places. Here, we can meet and have meaningful discussions with our U.S. senators." The state officials are also very available. "They get to know you; they're receptive to your needs and your ideas," Pryor says.

A quick start

Getting the company up and running was quick work, according to Pryor. "My cofounder has a tech company here, so we used his small facility for a few months, and then signed a lease for our own place," he explains.

LiteCure worked with an attorney to set up the corporation. "Because of the strong business community, there is a lot of access to lawyers and bankers, and because so many companies are incorporated here, there is infrastructure for corporate governance and IP. There are good patent attorneys, and as a tech company, it's nice having those resources." Because LiteCure's medical devices are FDA-approved, the company has had additional layers of permitting and structure to manage, but this has not caused any wrinkles, Pryor says.

In terms of financing, Pryor explains that it has been easy to find banking partners as the company has grown. "All the big banks have offices here and there is access to lending," he says. He also notes that investment dollars are available, both in the area, and through seasoned investment firms in nearby Philadelphia.

The company has expanded its operations three times, and is looking to expand again. "There's good access to space throughout the state, and there's space for growing, as well as flexibility. You can find space that suits operations from incubators all the way up to full-scale facilities."

When international clients visit, Pryor and his colleagues bring them to the University of Delaware's Science, Technology and Advanced Research (STAR) Campus. The state-of-the-art facilities at the Star Campus are a center of innovation for public-private initiatives and research in areas such as health science, cyber security and alternative energy. "It is the perfect setting," Pryor says. "It showcases the huge opportunities available in this small state."

"You can be a star in Delaware," Pryor says, summing up. "You hire 50 people and you are on the map. You can have an impact on the state in a short period of time, and people will notice."

“ A key difference to doing business in Delaware is having access to decision-makers and to a community of business leaders. Where there are maybe a hundred biotech companies here, there might be a thousand in a neighboring state. It's much harder to get a seat at the table. ”



Global Delaware Success



Operating Your Business

Here's what you need to know to
operate your business in Delaware



Find a Property

If you plan to establish a brick and mortar operation, you will need assistance identifying a site that meets your company's needs.

Delaware has seasoned commercial realtors who can work with you to select a site that offers the value, community and features that will support your business plan. We also have shovel-ready property for manufacturing companies, and for companies that require large warehouse or other facilities. In addition, whether you are in a traditional industry or high tech field, we have the infrastructure to meet your needs.

Contract Warehouse Space

If you are not ready to take on your own commercial space, consider hiring a third-party warehouse to store inventory.

Delaware has several experienced logistics companies with warehouse facilities. Delaware does not impose a sales tax on items sold in the state, so inventory sold from warehouses in Delaware would be exempt from sales tax.

Purchase Insurance

Once you have a site, you will need to insure your property and other business assets.

Your realtor, accountant or attorney can make recommendations, and you can also obtain a list of insurance companies authorized to do business from Delaware's Department of Insurance.



In addition to insuring your property and equipment, you may need the following:

WORKERS' COMPENSATION INSURANCE: Workers' Compensation provides wage replacement and medical benefits to employees who suffer a work-related injury or illness. Delaware requires all companies with one or more employees to carry Workers' Compensation insurance. If you are not able to purchase coverage through the volunteer market, you can access coverage through the Delaware Workers Compensation Plan.

GENERAL LIABILITY: Although Delaware does not require businesses to carry commercial liability insurance, a general liability policy can protect your business from financial loss as a result of claims of injury or damage caused to others by you or your employees. A policy typically covers bodily and personal injury, property damage, advertising injury, legal defense and judgments. (Note: coverage typically won't cover punitive damages for negligence or willful misconduct.)

BONDING: The state requires certain types of businesses to purchase surety bonds before they can be legally licensed. Your business may also need to purchase a bond in order to guarantee a contract or secure other types of business transactions. Any Federal construction contract valued at \$150,000 or more requires a surety bond when bidding or as a condition of contract award. Most state and municipal governments as well as private entities have similar requirements. Many service contracts, and occasionally supply contracts, also require surety bonds.

Develop a Human Resources Plan

Federal, state and local regulations impact the employee-employer relationship in the U.S.

It is important to know the law, to understand your rights and responsibilities as an employer, and to have a detailed plan for human resources before you begin hiring employees. Your attorney can assist you to make sure that your hiring process and employment terms comply with local, state and federal regulations. Delaware's Workforce Development Center has staff available to provide recruitment, training, retention and education assistance to Delaware companies.



Some human resource tasks to keep in mind include:

EMPLOYEE POLICIES: Develop policy handbooks that clearly address workplace issues such as hiring at-will employees, harassment, vacation/sick/personal time, schedules, overtime, discipline, disability, termination etc. Your attorney can help you address these matters.

ORIENTATION AND TRAINING: Develop a comprehensive orientation program for new employees to share expectations and company policies. Ongoing training programs can help ensure that employees continue to understand their responsibilities and transition smoothly to new roles.

PERSONNEL FILE MANAGEMENT AND WORKFLOW: Employee documentation must be properly managed and stored in order to comply with labor regulations. Work with an attorney, accountant or experienced human resources professional to develop a comprehensive system and ensure that it is being properly used.

PAYROLL MANAGEMENT: As a business owner, you are responsible for withholding federal, state and local taxes from employee salaries. Your accountant can help you set up a payroll system for your business, or you can hire a payroll service. Unless your company has very few employees, a payroll service company is recommended, due to the complexity of the payroll requirements. Your attorney or accountant can help you select a payroll company.

BENEFITS: Competitive compensation packages are key to attracting and hiring employees in the U.S. Health insurance has traditionally been the linchpin of an employee benefits package in the U.S. The Affordable Care Act mandates larger employers to provide health care coverage, and offers incentives for small businesses to help them provide health benefits for their employees. Other benefits that you should consider in your employee package could include incentive compensation, retirement plans, disability insurance, and other perquisites such as flexible spending programs, car allowances, etc. A human resources professional can help you develop a benefits package that best fits your company's needs.

Corporate Compliance

Here's what you need to know to
keep your company in compliance



Corporate Governance

In order to keep your entity in good standing, you must comply with certain state requirements.

If your entity is a corporation, you must hold an initial directors meeting to elect officers, approve bylaws, authorize bank accounts, discuss stock issuance details, and establish your fiscal year end. Corporations must then hold annual shareholder and director meetings. Minutes of all meetings should be kept, and any decisions made should be captured as resolutions and attached to the minutes.

LLCs are not required to hold annual meetings; however, you may still find that it is good business practice to hold annual meetings in order to provide a forum for discussing and resolving company matters, appointing/reappointing members and/or managers, and to provide a means for tracking your company's administrative activity.

Very small or one-person LLCs often opt to hold a "paper meeting," where topics and decisions are discussed through conversations and correspondence. Minutes are prepared, signed and presented for approval and comment. This process can help demonstrate that you are running a formal and structured entity, which could help keep your limited liability protections intact.

Annual Filings and Fees

All Delaware corporations are required to file an annual report and to pay a franchise tax.

The annual report filing fee for all domestic corporations is \$50 plus franchise tax.

The minimum tax is \$175, Your attorney and accountant can help counsel to ensure that you pay the minimum franchise tax permissible under state law.

Delaware LLCs do not file an annual report; they they simply pay an alternative entity tax of \$300.

Your Delaware business license must be renewed annually. You should also review the status of other licenses and permits annually to make sure they are all up to date.



Tax Obligations

The U.S. tax code is complex. Work with your accountant to understand your tax obligations.

You may be required to pay state and federal taxes in addition to the franchise tax you pay to keep your company in good standing.

INCOME TAX: A corporation will need to file an annual federal, state and possibly local income tax return. For LLCs, members file individual federal income tax returns that reflect the company's profits/losses and expenses. LLCs with more than one member must file a separate partnership return that allocates each member's share of the profits. The corporate tax rate in Delaware is a flat 8.7 percent. The personal income tax rate is graduated based on income, and the maximum rate is 6.6 percent.

EMPLOYMENT TAX: Your business must withhold income from your employees' paychecks for payment to the state and Internal Revenue Service. There are several types of federal employment-related taxes that your business will be expected to pay: Federal income tax withholding, Social Security and Medicare tax, and Federal Unemployment tax. Some states also require that a state-level unemployment tax be withheld.

STATE TAXES: Delaware imposes a gross receipts tax on certain industries, generally retailers and service providers. The gross receipts tax is a tax on the total gross revenues of a business, regardless of their source. Gross receipts tax rates vary by industry, and there are generous monthly exemptions.

PROPERTY TAX: Property owners are required to pay an annual tax to the county where the property is located. Delaware's real estate taxes are very competitive.

EXCISE TAX: Certain companies may be required to pay an excise tax to offset the costs that their business imposes on the state, such as companies that rely on infrastructure, and/or ongoing monitoring, such as heavy industry or transportation.

SALES TAX: Delaware does not have a sales tax. As a result, Delaware is a popular destination spot for consumers looking for the best deals

Why Delaware?

In the United States, businesses are formed and regulated at the state level, so the first step in starting up operations in the U.S. is to choose where to form your company and where to locate your business. Delaware is the ideal choice for both.

Delaware: Your Gateway to the U.S.

In the United States, businesses are formed and regulated at the state level, so the first step in starting up operations in the U.S. is to choose where to form your company and where to locate your business. Delaware is the ideal choice for both.



Entity formation

More than one million business entities from around the world call Delaware their legal home, including more than half of the Fortune 500 companies. Delaware offers:

- **Modern and flexible business laws.** Shaped by corporate-law experts and protected from influence by special-interest groups, Delaware's body of business law offers companies predictability and stability.
- **Highly-respected judiciary and legal community.** Delaware is known worldwide for its judicial system and the expert and impartial judges that decide business cases. The Delaware Court of Chancery is recognized internationally as the preeminent forum for resolving business disputes, and the state offers a potent legal community expert in Delaware business entity law.
- **Well-developed case law.** The Court of Chancery and the Delaware Supreme Court have a long tradition of issuing sophisticated written opinions supporting their decisions, and Delaware case law is frequently cited by courts in jurisdictions throughout the U.S. and internationally.
- **Superior professional services.** The world-class services of Delaware's Division of Corporations provide businesses and their advisors with prompt and efficient services. The DOC is open 15 hours a day to accommodate filing requests from around the world, and offers expedited services for urgent and time-sensitive matters.

Business location



From manufacturing to distribution to services, the small state of Delaware offers big advantages as the place to establish your U.S. operations.



- **Strategic Location.** Located at the heart of the mid-Atlantic region, between New York and Washington DC, Delaware is at the center of the country's largest consumer market.
- **Talented Workforce.** Delaware's pool of skilled workers and highly-educated professionals provide the State's diverse business community with the talent needed to compete at home and abroad.
- **Low Cost of Doing Business.** Delaware's pro-business environment, competitive tax rates and low cost of living contribute to making the State an ideal place to operate a business.
- **Supportive Government.** The State is receptive to the needs and concerns of business owners, and ready to assist. Capital resources are available from the State of Delaware, the Federal Government and other organizations. Options range from tax credits to low interest loans and other financing plans.
- **Superior Quality of Life.** From state parks to nightlife, colonial history to innovation, Delaware offers its residents a vibrant, active community in a beautiful setting.
- **Abundant Commercial and Shovel-Ready Property.** The State has a broad selection of properties for sale or for lease across all commercial property types, including office, industrial, retail, flex, multifamily, commercial-zoned land, hotels and more.
- **Engaged Professional Communities.** Delaware has many professional organizations whose members are enthusiastic about sharing their experiences, providing resources and recommendations, and networking.
- **Customized Assistance.** Delaware has created a Concierge Team to provide you with the assistance you need to you set up operations in the U.S. quickly and cost effectively.

Delaware:



Cost of Doing Business ¹



Where the world comes to do business

Strategically located between New York City and Washington D.C., Delaware is at the center of the country's largest consumer market and its most densely populated region.

New York City, Washington D.C., Philadelphia and Baltimore are all less than 150 miles (241 Kilometers) away and easily accessible by car, train, sea and air.

global.delaware.gov
global@delaware.gov
+1 302 577 8464

Sources: (1) U.S. Bureau of Economic Analysis, 2013; CoStar National Market Reports: Year End, 2013; KPMG's Guide to International Business Location Costs, 2014; The Tax Foundation, 2014; Sperling's Best Places, Cost of Living Calculator, <http://global.delaware.gov>.

	Delaware	New York
Average rent of 750 sq ft. office	\$14,175	\$43,050
Average rent of 1000 sq ft. warehouse	\$3,260	\$11,050
Average Median Hourly Wage	\$17.94	\$30.80
Average Admin Salary	\$35,880	\$41,070
Average Home Price	\$322,456	\$1,359,270
Average Apartment Monthly Rent	\$1,017	\$3,718
Average Cost Doctor Visit	\$79.38	\$110.74
Cost of Living Index	\$1,000	\$1,718
Business Cost Index	98.1	103.6
Corporate Income Tax Rate	9.95%	15.95%
Total Tax Index	82.3	101.3
State Sales Tax	NONE	4%

Governor Markell's Concierge Team

The Governor of Delaware has assembled a concierge team with superior expertise to help you establish your operations in Delaware

Governor Markell's Concierge Team

I have assembled a concierge team with superior expertise to help you establish your operations in Delaware.

We can get you up and running faster and more profitably than you can imagine!

Sincerely,

Jack Markell

Jack A. Markell
Governor



Get to know my team!

Accounting / Business Support

We have everything you need, including: legal advisors, corporate compliance, traditional accounting and tax planning and preparation.

Relocation

Our corporate relocation specialists help you (and your employees) set up a home in the U.S. They also assist with school enrollment for your children and ensure your family's relocation is seamless.

Real Estate / Site selection

Our real estate experts reduce operating and capital expenses by aligning real estate and business strategies.

Renovation and Construction

Our vendors provide a full range of building services, including construction services, multiple trade and maintenance services for pharmaceutical facilities. Qualified, well-educated personnel maximize building operational performance.

Contributors

Meg Campbell
MCA Project Solutions
Meg.Cam@verizon.net

Stephanie Chapman
CPA
Belfint, Lyons and Shuman
SChapman@belfint.com

Matt O'Toole, Esq.
Partner
Potter, Anderson and Corroon
MOTOole@potteranderson.com

Andrea Tinianow
Director
Global Delaware
Andrea.Tinianow@state.de.us

Emma Cowdery
Global Delaware
Emma.Cowdery@state.de.us



Global.delaware.gov

@DelawareGlobal

global@delaware.gov

+1 302 577 8464
