

## Tim Luedtke

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**From:** Tim Luedtke <t.luedtke@navben.us>  
**Sent:** 04/12/2011 6:12 PM  
**To:** alan.levin@state.de.us  
**Cc:** jack.markell@state.de.us  
**Subject:** Site Information

Dear Alan,

In addition to the site information described below, here's the information that will help move the process along:

Site Aerials  
Site Plans  
Road Access Aerials  
Other Retail Tenants  
Site Specifications  
Developer Contacts

Preferred sites will meet the following criteria:

Anchor to growing retail development of 400,000 sq feet with other major retailers  
"Pad ready" sites or big box shells with a minimum of twelve acres  
80,000 to 125,000 sq. ft. (depending upon market size), ceiling height of at least 21 feet and minimum 5:1 parking ratio  
Prefer interstate frontage and must have excellent access and visibility  
Within 20 miles of metro area and 1 million people within 30 mile radius  
Minimum traffic count of 40,000 cars per day  
NO franchising or bargain outlet stores  
Additional incentive packages/tenant allowances

Hope this helps. Please let me know if there is anything else you need.

Sincerely,

Tim Luedtke, Principal and Consulting Actuary  
Navigator Benefit Solutions, LLC  
610.296.3062

NLS/ML

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**From:** Tim Luedtke [mailto:t.luedtke@navben.us]  
**Sent:** 04/05/2011 5:28 PM  
**To:** alan.levin@state.de.us  
**Cc:** jack.markell@state.de.us  
**Subject:** Yesterday

Dear Alan,

Thank you for your valuable time. As we discussed, I believe there is significant opportunity for Delaware in health care, and health care's financing, to become the leader in how the country transitions under health care reform. Just today, I spoke with a payer/provider systems integration provider who apparently has worked in the past with BCBS of Delaware. As part of my work with our local Medical Society, I will be continuing discussions with the integration provider to see how their provider solutions fit with helping a new primary care physician become established, better coordinate care, and lead the way to constructive payment reform.

On a separate note, if you'd like to send any additional information on the proposed site along with any preparation work and financial or other job training arrangements Delaware has, I'd be happy to share with Ralph's team. Along those lines, I am impressed with Delaware's newly created BFF program and will gladly consider other ways to bring new jobs to Delaware.

Sincerely,

Tim Luedtke, Principal and Consulting Actuary  
Navigator Benefit Solutions, LLC  
610.296.3062

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