49 Years of Excellence
How does a large/national food company support the local community??

1. Kraft – Dover Facts
2. Manufacturing economic overview
3. Closer to home – DE impact
4. Partnerships
**Dover – Facts**

- **Location 121 acres/ 1MM square feet (27 acres)**
  - Constructed in 1964
  - Consolidation of 4 sites

- **Employees – 562**
  - 59 Salaried/503 Hourly

- **Economic impact - $35M**
  - 4th largest employer in Dover

- **2013 AC volume – can’t share…….**
  - 500+ skus

- **Safety/Environmental Excellence Awards**

- **KaBoom, Food Bank, AAF, Special Olympics, Capital District Mentoring program**
Dover Warehouse and Distribution is 500,000 sq ft with 18,000 pallet positions supplemented with 70,528 OSS positions at Koski (Maryland)

- Equipment – 60 lift trucks, 18 automatic palletizers, 3 robotic palletizers, 6 four sided stretch wrap units, 4 auto stackers, 2 rotary stretch wrap units, 4 yard tractors, 2 trackmobiles, 1 power cleaner/scrubber
- 50 dock doors, 345 trailer parking spots, for 395 total spots
- Avg. weekly receipts – 200 trucks, 20 bulk rail cars, 3 bulk trucks
- Avg. weekly volume – 11,000 stretch wrap pallets, 225 trucks shipped, 35 DPS from 25 shipping dock doors
- Avg weekly material handling – 3M lbs sugar, 400K lbs starch, 1.5M lbs bread crumb supporting over 500 finished goods SKUs
Manufacturing Impact FACT

• Multiplier – NAM (National Association of Manufacturers

• $1.43

• For each $1 of manufactured goods produced
## 2012-2013 Capital Highlights

<table>
<thead>
<tr>
<th>Project</th>
<th>Cost</th>
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</thead>
<tbody>
<tr>
<td>RKA Project</td>
<td>$10.9M</td>
</tr>
<tr>
<td>Palletizing System Upgrades</td>
<td>$ 1.2M</td>
</tr>
<tr>
<td>Stove Top Roof Replacement</td>
<td>$ 920K</td>
</tr>
<tr>
<td>Dover Energy Management</td>
<td>$ 395K</td>
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<tr>
<td>Dover Skillets – Phase I</td>
<td>$ 255K</td>
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<tr>
<td>ST-7 ZARPAC</td>
<td>$ 190K</td>
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Partnerships.....what’s important???

• Local community
• City of Dover (utilities, support)
• State of Delaware
• DEDO
• CDCC
• DMA
DEDO Partnership

Funding = 1.3M+ over the past 5 years

- Delaware Competitiveness Fund Grant (2008)- $708,000
- Blue Collar Training Program (2010) - $87,500
- Blue Collar Training Program (2011) - $90,000
- Delaware Strategic Fund Grant (2012) - $156,000
- Capital Expenditure Grant (2012) - $300,000
Final Comments