

*49 Years of Excellence*



**Kraft**

# 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 (27acres)**
  - 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 Distribution and Warehouse

- 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

- **RKA Project** **\$10.9M**
- **Palletizing System Upgrades** **\$ 1.2M**
- **Stove Top Roof Replacement** **\$ 920K**
- **Dover Energy Management** **\$ 395K**
- **Dover Skillets – Phase I** **\$ 255K**
- **ST-7 ZARPAC** **\$ 190K**

# 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