7th Annual Kent County Economic Summit
Building a Better Community
Justin Cressler – Plant Manager, Dover
A GLOBAL FOOD POWERHOUSE

THE KRAFT HEINZ COMPANY
Co-headquartered in Pittsburgh and the Chicago area. The Kraft Heinz Company has an unparalleled portfolio of powerful and iconic brands.

$29.1bn
In net sales (2014 pro forma)

*3 food and beverage company in North America and #5 in the world

45+ countries with dedicated Kraft Heinz Company employees

8 $1 billion+ brands

2bn+ meals to hungry children through philanthropic efforts

200 Brands, 8-Billion $ Brands
Manufacturing Agenda

1. Kraft Heinz – Local Dover Facts
2. Manufacturing economic overview
3. Dover Impact – investment last 5 years
4. Competitive realities
5. Necessary partnerships for a successful future
6. Project Wonder
Our plant is divided into 3 Operating Departments.

**Meals Solutions**
- Jell-O Gelatin
- Jell-O Pudding
- Knox Gelatins
- Sure Jell Pectin
- Tapioca
- No Bake Pies
- Coconut

**Beverages**
- Kool aid
- Crystal Light
- Tang
- Country Time

**Bread Network**
- Stove Top
- Shake ‘N Bake
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 - $43MM
- Safety/Environmental Excellence Awards
- KaBoom, Food Bank, AAF, Special Olympics, Capital District Mentoring program,
Kraft Dover – Fun Facts

- Consume 146MM Pounds of Sugar a Year
  - 730 Rail Cars
  - 14 Billion Teaspoons

- Consume 32MM Pounds of Breadcrumb a Year
  - 890 Trucks a year

- Produce enough sticks to go around the world at least 1 time
  - 34,090 miles

- We can fit almost 21 football fields in our facility

- We have 1 employee still working at the facility, who was in the first group of employees hired in 1964.
Manufacturing’s Multiplier Effect Is Stronger Than Other Sectors’
(Updated April 2014)

Economic Activity Generated by $1 of Sector GDP, 2012

- Manufacturing: $1.33
- Agriculture, forestry, fishing, and hunting: $1.11
- Transportation and warehousing: $1.00
- Construction: $0.86
- Arts, entertainment, recreation, and amusement: $0.81
- Information: $0.80
- Education, health care, & social assistance: $0.72
- Retail trade: $0.66
- Other services, except government: $0.63
- Professional and business services: $0.61

Source(s): U.S. Bureau of Economic Analysis, Annual Input-Output Tables
Food & Beverage Leads Manufacturing in Terms of Employment

(Updated April 2014)

Industry Percent of Manufacturing, 2012

- Food and beverage and tobacco products: 13.9%
- Fabricated metal products: 11.8%
- Machinery: 9.2%
- Computer and electronic products: 9.1%
- Chemical products: 6.6%
- Motor vehicles, bodies and trailers, and parts: 6.6%
- Other transportation equipment: 5.7%
- Plastics and rubber products: 5.4%

Source(s): U.S. Bureau of Economic Analysis data
No Region Has Been Immune to the Decline in Manufacturing Employment
(Updated May 2013)

Source(s): U.S. Bureau of Labor Statistics
2012-2015 Capital Highlights

- RKA Project $10.9M
- Stovetop Consolidation $4.1M
- 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
- Education
- 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
Project Wonder
Final Comments
Thank You