

Delaware North Companies Sportservice

Primary Business: Premium dining, concessions, and retail services at sports and entertainment venues

President: Rick Abramson

Headquarters:

Delaware North Companies
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Delaware North Companies Sportservice is one of the largest and most successful providers of food, beverage and retail services at sports and entertainment venues. It is the original operating company of global hospitality, food service and retail provider Delaware North Companies.

Sportservice operates premium dining, catering and concessions at more than 40 stadiums, ballparks and arenas in the United States. These include Soldier Field in Chicago, Busch Stadium in St. Louis, Comerica Park in Detroit, TD Banknorth Garden in Boston and many other major professional sports venues. Sportservice jointly operates The Plaza hotel's historic Grand Ballroom in New York City and also operates at several convention centers.

Since originating the sports concessions industry nearly a century ago, Sportservice has continued to bring innovation to sports culinary operations to enhance the guest experience. The company's chefs feature broad menus of traditional and regional favorites, healthy fare and contemporary cuisine.

Through Delaware North's proprietary GuestPath[®] platform, Sportservice provides outstanding guest services. Sportservice is implementing Delaware North's award-winning GreenPath[®] environmental management program.

Important Facts

- Sportservice was founded in 1915 when three young brothers from Buffalo, N.Y. – Marvin, Charles and Louis Jacobs – began selling peanuts and popcorn at theaters. They soon expanded their concessions business to baseball parks because theaters lacked air conditioning and closed in the summer. Today, Jeremy Jacobs Sr., son of Louis, serves as chairman and chief executive officer of Delaware North Companies.
- In 1930, Sportservice won its first Major League contract, with the Detroit Tigers, and still feeds Tigers fans today at Comerica Park.
- In all, Sportservice works with 20 major league sports clients at 19 venues:
- Its 10 Major League Baseball clients are the Cincinnati Reds, Cleveland Indians, Detroit Tigers, Chicago White Sox, Milwaukee Brewers, St. Louis Cardinals, Texas Rangers, San Diego Padres, Los Angeles Dodgers (retail only), and Minnesota Twins (beginning 2010)
- Sportservice also works with four National Football League teams (Buffalo Bills, Chicago Bears, Cleveland Browns, St. Louis Rams); six National Hockey League teams (Boston Bruins, Buffalo Sabres, Columbus Blue Jackets, Nashville Predators and Tampa Bay Lightning); and one National Basketball Association team (Boston Celtics).
- Sportservice chefs have fed the fans and VIPs at the World Series, the Stanley Cup, the Olympic Games and NBA All-Star games.
- Sportservice proudly raises more than \$15 million annually for the communities in which it operates through a program allowing not-for-profit groups to volunteer at concession stands.
- In 2007, Sportservice introduced a new cookbook, “Home Plate: From Hot Dogs to Haute Cuisine,” featuring traditional favorites and contemporary dishes from its baseball parks, stadiums and arenas around the country.