

## DEL MONTE FOODS MULTI-INCENTIVES STRATEGY

### CLIENT CONTACT

Ronald Fingers  
Manager, Distribution &  
Planning  
Del Monte Foods

412.222.8155

### CONTACT

**Delta Development  
Group, Inc.**  
Development Services  
717.441.9030

### The Challenge

Del Monte Foods is one of the country's largest food manufacturers and distributors. The company currently operates 16 production facilities and 15 distribution centers in 14 states. To improve the level of service to its customers, Del Monte Foods made the decision to realign its distribution center network.

The company sought to consolidate its Midwest distribution centers and merge operations in its Southeast distribution center. Del Monte Foods sought to reduce operational costs throughout the consolidation process.

### The Solution

Del Monte Foods retained Delta to develop a multistate incentives strategy. Delta began by completing an economic impact analysis for each state under consideration to demonstrate the benefits of locating Del Monte's operation in timing issues, which allowed Del Monte to meet timing schedules associated with its distribution center facilities throughout the country.

With Delta's assistance, Del Monte Foods made investment decisions in three states: Georgia, Illinois, and Texas. The total value of state and local incentives in the three states was over \$22 million.

