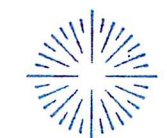


U.S. Foodservice Industry



Technomic
A Winsight Company

May 2019

2019 FOOD, NON-FOODS AND ALL BEVERAGES (ALCOHOL & NONALCOHOL)										2019 FOOD, NON-FOODS AND BEVERAGES (NONALCOHOL ONLY)									
Retail Sales Equivalent			Operator Purchases			Manufacturer Shipments			Retail Sales Equivalent			Operator Purchases			Manufacturer Shipments				
\$ Billions	Share	\$ Billions	\$ Billions	Share	\$ Billions	\$ Billions	Share	\$ Billions	\$ Billions	Share	\$ Billions	\$ Billions	Share	\$ Billions	\$ Billions	Share			
Total Restaurants and Bars	\$628,763	66.9%	\$196,848	59.0%	\$170,955	59.1%	\$534,296	65.1%	\$178,900	57.5%	\$155,157	57.5%	765,976	4.4%	4.0%	1.3%	1.1%		
Limited-Service Restaurants	303,041	32.3	95,383	28.6	85,827	29.7	301,329	36.7	95,058	30.5	85,536	31.7	354,287	4.6	4.4	1.6	1.6		
Fast Casual	59,712	6.4	18,861	5.6	16,971	5.9	58,984	7.2	18,723	6.0	16,848	6.2	50,218	7.8	6.9	4.7	4.0		
Fast Food/Quick Service	243,329	25.9	76,522	22.9	68,855	23.8	242,345	29.5	76,335	24.5	68,688	25.5	304,069	3.9	3.8	0.8	1.0		
Full-Service Restaurants	277,628	29.5	91,507	27.4	76,414	26.4	228,751	27.9	82,220	26.4	68,243	25.3	346,832	4.1	3.4	1.0	0.6		
Midscale	48,854	5.2	17,455	5.2	14,493	5.0	48,236	5.9	17,338	5.6	14,390	5.3	85,998	3.5	2.8	0.5	0.0		
Casual Dining	199,660	21.2	64,863	19.4	54,222	18.7	158,928	19.4	57,124	18.3	47,413	17.6	242,405	4.0	3.4	1.0	0.6		
Fine Dining	29,115	3.1	9,189	2.8	7,698	2.7	21,587	2.6	7,759	2.5	6,440	2.4	18,429	5.5	4.3	2.4	1.5		
Bars and Taverns¹	48,094	5.1	9,958	3.0	8,714	3.0	4,216	0.5	1,621	0.5	1,378	0.5	64,857	3.3	3.1	0.3	0.3		
Retailers	\$72,348	7.7%	\$37,165	11.1%	\$33,161	11.5%	\$71,853	8.7%	\$37,071	11.9%	\$33,078	12.3%	201,966	4.2%	4.5%	1.1%	1.7%		
Supermarket Foodservice	35,655	3.8	20,862	6.2	18,777	6.5	35,573	4.3	20,847	6.7	18,763	7.0	44,089	5.3	6.4	2.2	3.5		
Convenience Stores	22,771	2.4	10,506	3.1	9,453	3.3	22,646	2.8	10,482	3.4	9,434	3.5	139,547	4.1	3.2	1.1	0.4		
All Other Retailers	13,923	1.5	5,797	1.7	4,930	1.7	13,633	1.7	5,742	1.8	4,882	1.8	18,330	1.5	1.8	(1.5)	(1.0)		
Travel & Leisure	\$105,568	11.2%	\$33,126	9.9%	\$27,951	9.7%	\$86,084	10.5%	\$29,424	9.5%	\$24,694	9.2%	152,784	4.3%	3.8%	1.4%	1.0%		
Recreation	25,620	2.7	8,394	2.5	6,986	2.4	19,728	2.4	7,275	2.3	6,001	2.2	32,180	2.5	1.8	(0.5)	(1.0)		
Lodging	53,863	5.7	15,675	4.7	13,104	4.5	43,749	5.3	13,754	4.4	11,413	4.2	56,474	5.3	4.8	2.2	1.9		
Transportation²	13,422	1.4	4,936	1.5	4,438	1.5	11,890	1.4	4,645	1.5	4,182	1.6	5,285	4.0	3.8	1.8	1.8		
Caterers	12,663	1.3	4,120	1.2	3,423	1.2	10,715	1.3	3,750	1.2	3,098	1.1	58,845	4.0	3.3	1.0	0.5		
Noncommercial	\$125,551	13.4%	\$63,786	19.1%	\$54,752	18.9%	\$124,327	15.1%	\$63,553	20.4%	\$54,549	20.2%	242,954	3.4%	3.3%	1.0%	1.1%		
Business & Industry²	16,845	1.8	9,107	2.7	7,741	2.7	16,845	2.1	9,107	2.9	7,741	2.9	10,098	2.7	2.6	0.5	0.6		
Education¹	41,803	4.4	21,803	6.5	19,158	6.6	41,476	5.1	21,741	7.0	19,103	7.1	130,922	3.1	2.9	0.9	0.9		
Primary/Secondary Schools³	22,823	2.4	12,473	3.7	11,226	3.9	22,823	2.8	12,473	4.0	11,226	4.2	126,371	2.4	2.3	0.2	0.3		
Colleges/Universities²	18,979	2.0	9,331	2.8	7,932	2.7	18,653	2.3	9,269	3.0	7,878	2.9	4,551	4.0	3.6	1.7	1.6		
Healthcare²	32,215	3.4	16,380	4.9	13,889	4.8	32,049	3.9	16,349	5.3	13,862	5.1	81,947	5.5	5.3	3.3	3.2		
Hospitals²	14,875	1.6	6,850	2.1	6,023	2.1	14,875	1.8	6,850	2.2	6,023	2.2	5,470	4.8	4.1	2.6	2.1		
Long-Term Care²	8,163	0.9	4,394	1.3	3,623	1.3	8,163	1.0	4,394	1.4	3,623	1.3	51,409	3.8	4.0	1.6	1.9		
Senior Living²	9,176	1.0	5,136	1.5	4,243	1.5	9,010	1.1	5,105	1.6	4,217	1.6	25,068	8.4	8.3	6.0	6.2		
Refreshment Services	25,567	2.7	11,704	3.5	9,655	3.3	25,567	3.1	11,704	3.8	9,655	3.6	13,656	2.0	2.3	(1.0)	(0.5)		
Military²	4,965	0.5	2,507	0.8	2,253	0.8	4,233	0.5	2,368	0.8	2,131	0.8	400	2.7	2.3	0.5	0.3		
Corrections²	4,156	0.4	2,285	0.7	2,057	0.7	4,156	0.5	2,285	0.7	2,057	0.8	5,931	1.2	1.0	(1.0)	(1.0)		
All Other Foodservice	\$7,380	0.8%	\$2,909	0.9%	\$2,603	0.9%	\$4,619	0.6%	\$2,385	0.8%	\$2,142	0.8%	47,661	5.1%	3.8%	2.0%	1.0%		
Total Foodservice	\$939,610	100.0%	\$333,834	100.0%	\$289,423	100.0%	\$821,178	100.0%	\$341,332	100.0%	\$269,620	100.0%	1,411,341	4.2%	3.9%	1.3%	1.2%		

Source: Technomic, Inc.
All numbers preliminary and subject to change.
(-) = decline, R = revised, F = forecast
The data shown does not reflect the impact of changes in portion sizes and/or scales mix. Numbers may not add due to rounding. Data may not be comparable to previous editions of this chart due to redefinitions, reclassification and revisions.
Nominal growth assumes menu price inflation rate of 3.0% for 2019 and 2.8% for 2020.
Contact point estimates include units that do not offer foodservice.
Segment uses special inflation rate of 2.2% for 2019 and 2.0% for 2020.

U.S. Foodservice Industry Definitions



Limited-Service Restaurants (LSRs): Restaurants offering counter service where patrons generally order or select items and pay before eating. Food and drink may be consumed on-premise, taken out or delivered to customers. In some hybrid concepts, runners bring food to tables. Subsegments of limited service include quick service and fast casual.

Fast-Casual Restaurants: Subsegment of LSR with average check of \$9.50 or more. Typically offer premium menu items.

Quick-Service Restaurants: Subsegment of LSRs with average check under \$9.50.

Full-Service Restaurants (FSRs): Restaurants offering table service and wait staff. Patrons pay after eating in these restaurants. Most offer a relatively broad menu of meals and snacks for immediate consumption primarily on-premise, although some may also offer takeout and catering services. Subcategories include casual dining, fine dining and midscale/family style.

Midscale Restaurants: FSR subsegment with check average under \$12. No bar or limited bar service is typically offered.

Casual Dining: FSR subsegment with average check between \$12-\$50. Full bar service typically available.

Fine Dining: FSR subsegment with average check above \$50 excluding alcohol.

Bars and Taverns (Drinking Places): Bars, taverns, night clubs or drinking places primarily engaged in preparing and serving alcohol beverages for immediate consumption; may also provide limited food services. Note: although alcohol beverages account for most expenditures in this segment, Technomic includes only sales of ready-to-eat food and nonalcohol beverages in its food and beverage sales total for this segment or any other segment.

Supermarket: Sales of fully prepared food/beverage products usually for immediate consumption sold through in-store supermarket delis and food bars, and from restaurants located within supermarkets that are operated by the supermarket.

Convenience Stores (C-Stores): Sales of foodservice items for immediate consumption, often requiring special equipment such as a coffee brewer, cold beverage dispenser or roller grill. Convenience stores include both stand-alone operations and those attached to gas stations. Only foodservice sales are included. Center store sales are excluded.

All Other Retailers: Includes prepared foods and beverages sold in general merchandise stores that offer a number of lines

of merchandise (such as department stores and variety stores), drugstores (such as Walgreens) and other retail hosts (from liquor stores to bookstores).

Recreation: Foodservice sales in recreation venues such as amusement parks, bowling alleys, non-hotel casinos, convention centers, country clubs, cruise lines, golf courses, movie theaters, parks, racetracks, stadiums and arenas.

Lodging: Hotels, motels, casino hotels, resorts, etc., that are primarily engaged in providing short-term lodging. Establishments may offer food and beverage services including restaurants, bars, conference services, catering services, banquet services, complimentary breakfast/snacks and room service.

Transportation: Food and beverage on all domestic and international airline flights originating in the United States, and all ferries, trains, buses and other forms of public transport within the U.S. Excludes transportation hubs such as airports, bus and train stations.

Caterers: Foodservice businesses primarily engaged in providing foodservice for social or business events. Caterers may have equipment and vehicles to transport meals and snacks to events and/or prepare food at an off-premise site. Banquet halls with catering staff are included.

Business and Industry (B&I): Includes foodservice operations within company and corporation locations, office complexes, plants, factories, etc.

Primary/Secondary School: Foodservice in both public and private primary and secondary schools (K-12).

College/University (C/U): Includes dining hall foodservice, restaurants and snack shops, convenience stores and catering operated by two-year and four-year colleges and universities. Trade schools are excluded.

Hospital: Includes patient feeding, employee feeding, meals served to visitors and catering operations at all U.S. hospitals offering acute care, public and private; also includes psychiatric and other specialty institutions.

Long-Term Care (LTC): Foodservice for patients and employees in institutions primarily engaged in providing inpatient care on a long-term basis, including nursing homes, rehabilitation centers and substance abuse centers.

Senior Living Segment: Continuous care retirement centers, retirement centers, retirement homes and other homes for the

elderly where healthcare is not the primary function of the facility.
Refreshment Services: All vending, office coffee service and micro markets regardless of location or segment.

Military: Foodservice on military bases and installations within the U.S. only. Includes both troop feeding and clubs.

Corrections: Foodservice in local jails, state and federal prisons and juvenile detention/correction centers.

All Other Foodservice: Other establishments that offer foodservice, either for profit or not for profit, including child care centers, food trucks, orphanages and religious establishments like convents or seminaries.

Retail Sales Equivalent (RSE): Term used to define consumer spending in foodservice. In segments where meal costs are subsidized or are provided without a formal consumer sale (e.g. college board cafeteria, hospital room service), retail sales equivalent (RSE) is determined based on operator purchases to compare against restaurants and other segments where actual transactions occur.

Operator Purchases: The value of products purchased by operators from distributors/suppliers. Also known as distributor sales to operators. Equals manufacturer shipments plus distributor margins.

Manufacturer Shipments: The value of products shipped by manufacturers or processors into the channel (without distributor margin).