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2026 UPDATE

SELLING TO OFFSITE CENTRAL KITCHENS

BACKGROUND

A central kitchen – also known as a commissary kitchen – is an internal facility that supplies restaurant branches under a single business with ingredients or items that will be used or sold at each location. In our 2026 study update of Selling to Offsite Central Kitchens, an additional focus will be on owners of central kitchens who also rent out their space to emerging businesses, food trucks, mobile food carts, and smaller restaurants that don't have space to store and prep large quantities of food. Foodservice IP (FSIP) will update our landmark 2017, 2020, 2022 and 2024 studies to reflect the rapid changes that have occurred in this channel with the explosion of delivery since that period.

OBJECTIVES

- **Help manufacturers identify, target and sell to offsite central kitchens serving select restaurant segments, retail foodservice and onsite foodservice.**
- **Provide a growth avenue outside of traditional supply-chain channels**
- **Identify local, regional and national third-party kitchens**
- **Profile top offsite, independent central kitchens for selling activities**

APPROACH

- **Existing data review:** thorough assessment of key industry information for deep contextual perspectives on market dynamics.
- **In-depth original research:** 100 interviews with major c-store, supermarket, general retail chains, and select noncommercial and QSR operators; 10-15 interviews with foodservice executives at corporate headquarters; 20-25 interviews offsite central kitchen owners, senior management, sales executives and other relevant functional areas.
- **Strategic analysis:** robust PowerPoint report with clear implications and next-step guidance.

SCOPE

- **Segment coverage** includes drug stores, convenience stores, supermarkets and "other" retailers, including club stores and general merchandise stores, such as Target and Walmart, plus some QSRs and select noncommercial operators.
- **Product coverage** includes dispensed hot and cold beverages, Bottled/packaged beverages, Sandwiches (wraps, burgers, deli), Pizza, Sides/bites, Prepared salads, Fresh-cut fruit, Soups, Yogurt parfait, Baked goods, Dessert, Disposable/ takeout packaging/ Foodservice equipment

- What drives adoption of **in-house vs. third-party central kitchens**
- Criteria for **product selection and production**
- **Benefits, drawbacks, and share of purchases** flowing through central kitchens —and how this will evolve
- **Leading central kitchens** and the roles of national vs. regional players
- **Receiving, distribution, structure, and decision-making** within central kitchens
- **Supplier selection**, best-in-class partners, and success factors
- **Distributor importance** and cross-segment reach (e.g., healthcare, vending)
- How retailers utilize and merchandise **prepared and grab-and-go foods**
- **Margin structure** and key **product selection criteria**

FSIP's RESEARCH ADVANTAGE

- Comprehensive analysis from experienced consultants exclusively focused on the food industry
- Value-priced intelligence that answers the "so what" and "what now"
- Truly strategic guidance tailored to your business needs

NEXT STEPS

To purchase FSIP's 2026 update of **Selling to Offsite Central Kitchens** study, please complete the agreement on the following page or contact:

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Authentic strategic thinking.

PURCHASE AGREEMENT

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YES, I'd like to purchase the study for $12,500.

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ACCEPTANCE

Name _____

Title _____

Company _____

Address _____

Phone _____

Fax _____

Email _____

Signed _____

Date _____

Once approved, please sign, scan, and email this form to: Tim Powell at tpowell@foodserviceIP.com.

Thank you for your business!

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