



WE DELIVER

**The Economic Impact of the
U.S. Foodservice Distribution
Industry in 2026**



Highlights

 **17,580**

Locations

About the number of Starbucks locations in the U.S. and Canada combined.

 **4.5B**

Vehicle miles driven

139,200 delivery drivers driving 4.5B miles (about 180,000 trips around the earth).

 **12.8B**

Cases delivered

Cases delivered to customers across the U.S., or more than 35 million per day.

 **\$351.5M**

Annual food donations

7.8 million cases of food and beverage products donated annually; equivalent to feeding over 28,000 U.S. families for one year.*

 **\$426.4B**

Direct industry sales

More than Apple's total worldwide revenue in fiscal 2025.**

 **\$112.2B**

Total value added to U.S. GDP

More than the entire GDP of Croatia in 2025.***

 **443,457**

Industry employment

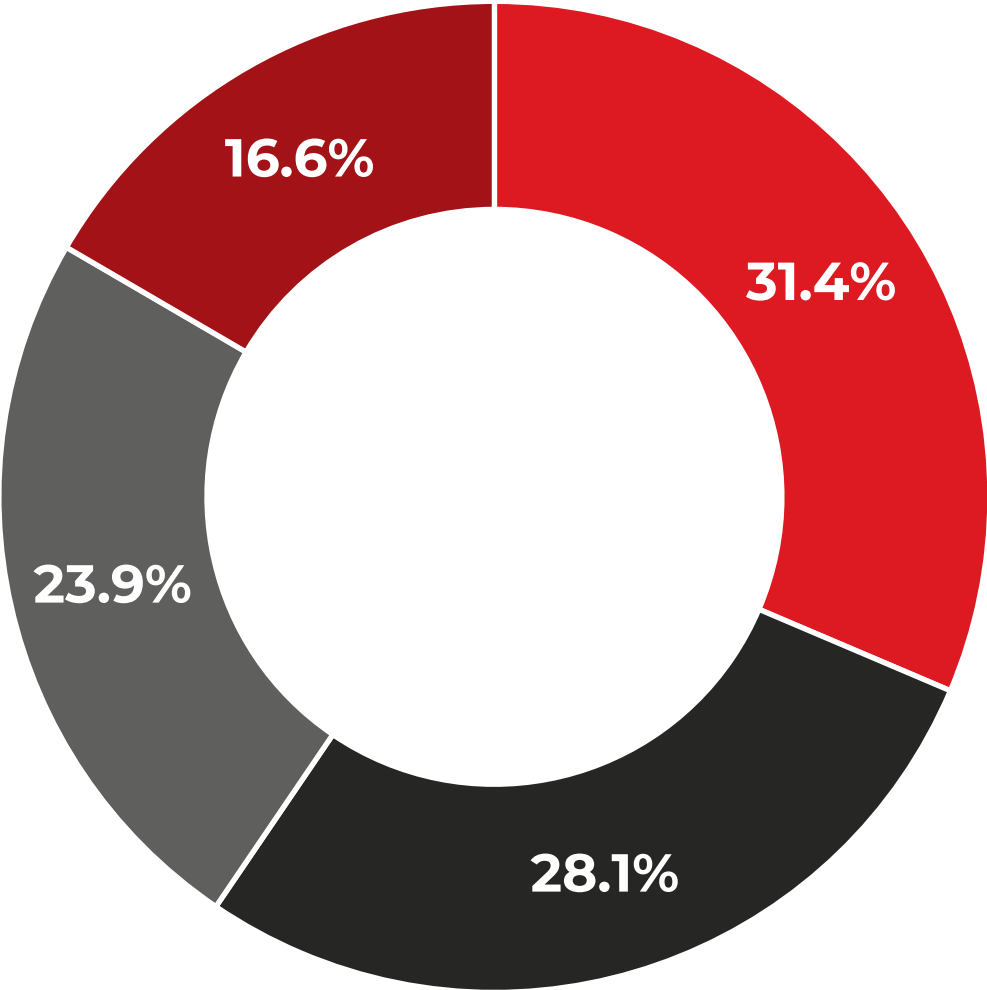
Truck drivers, salespeople, warehouse workers and other roles.

 **504,827**

Ancillary jobs supported

Supported by industry purchases from suppliers and workers' spending.

443,457 people move the food: Industry jobs by category



■ Drivers ■ Warehouse ■ All other roles ■ Salespeople

	Drivers	139,194
	Warehouse	124,399
	All other roles	106,031
	Salespeople	73,833

504,827 additional jobs supported through the supply chain and employee spending.

Every distribution job supports another job elsewhere

1

DIRECT

443,457

jobs · \$426.4B in sales

Distributors' own warehouses, trucks, sales forces, and back offices.

2

INDIRECT

217,047

jobs · \$49.0B in output

Suppliers the industry buys from, such as fuel, equipment, real estate, and professional services providers.

3

INDUCED

287,780

jobs · \$66.1B in output

Supported by household spending by industry workers.

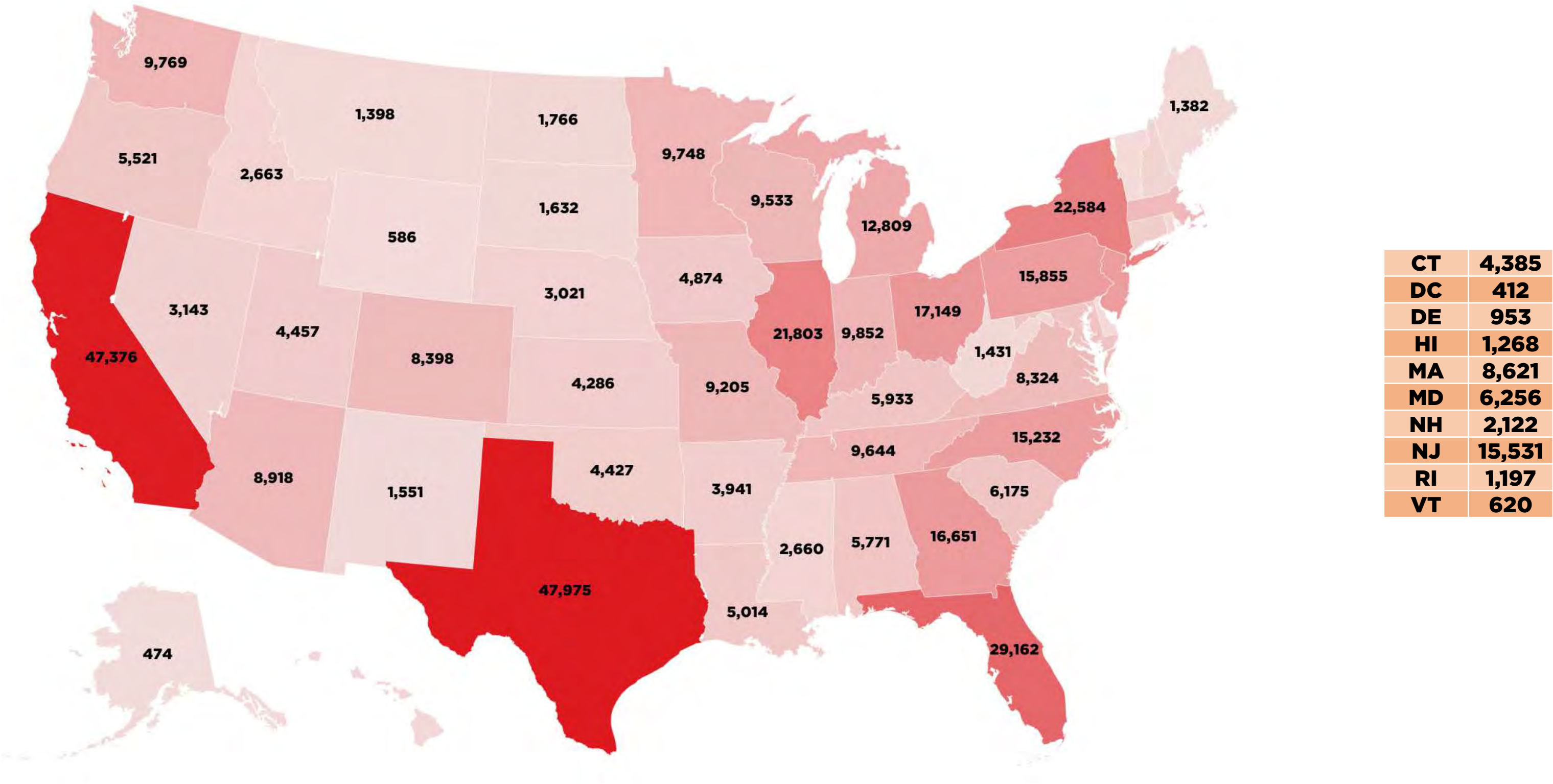
TOTAL IMPACT

948,284 jobs

\$541.5B in sales

\$112.2B in value added

Direct foodservice distribution jobs by state



A fleet of 173,200 vehicles, running every day



92,000

Trailers



81,200

Power units, trucks, and vans



139,194

Delivery drivers

9.4% of truck drivers in the U.S.



4.5B

Vehicle miles driven

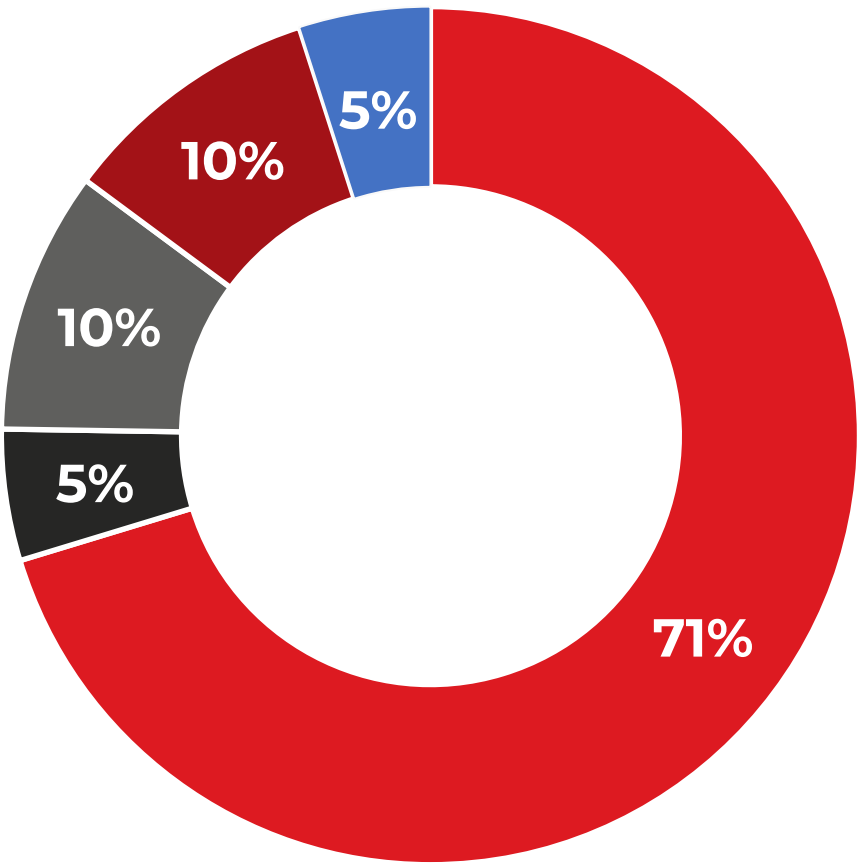
About 180,000 trips around the earth



1.0 billion gallons of fuel consumed in 2025

Equivalent to 1,515 Olympic-sized swimming pools.

Most U.S. foodservice distribution companies are broadline distributors



- Broadline
- Broadline and Systems/Customized/Chain Mix
- Systems/Customized/Chain
- Redistribution
- Specialty



81%

Of privately-owned foodservice distribution companies are family-owned.



17,580

Locations across the U.S.

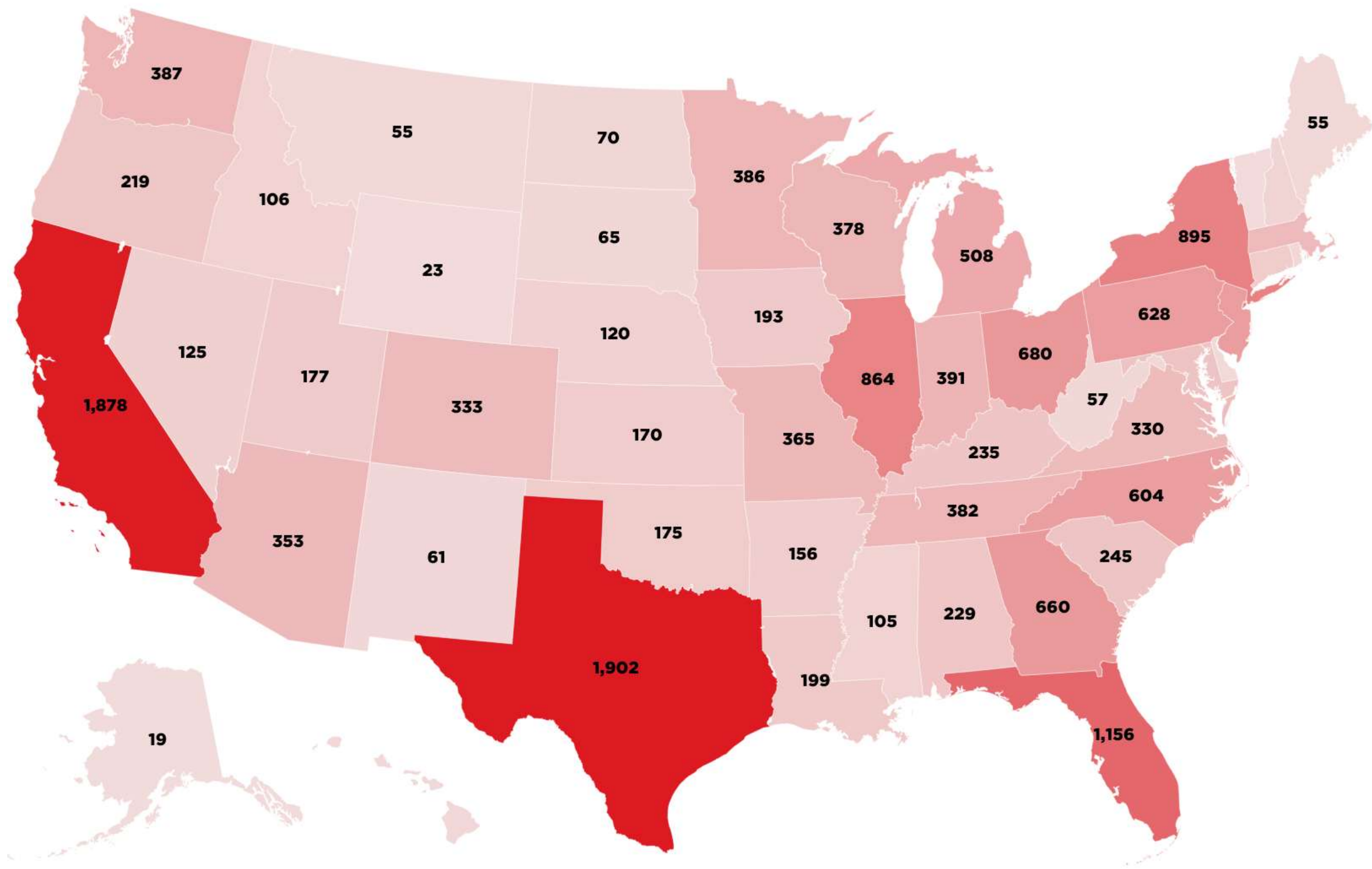


4,525

Estimated cash-and-carry locations

Note: Totals may not sum to 100% due to rounding

Distribution center locations



CT	174
DC	16
DE	38
HI	50
MA	342
MD	248
NH	84
NJ	616
RI	47
VT	25

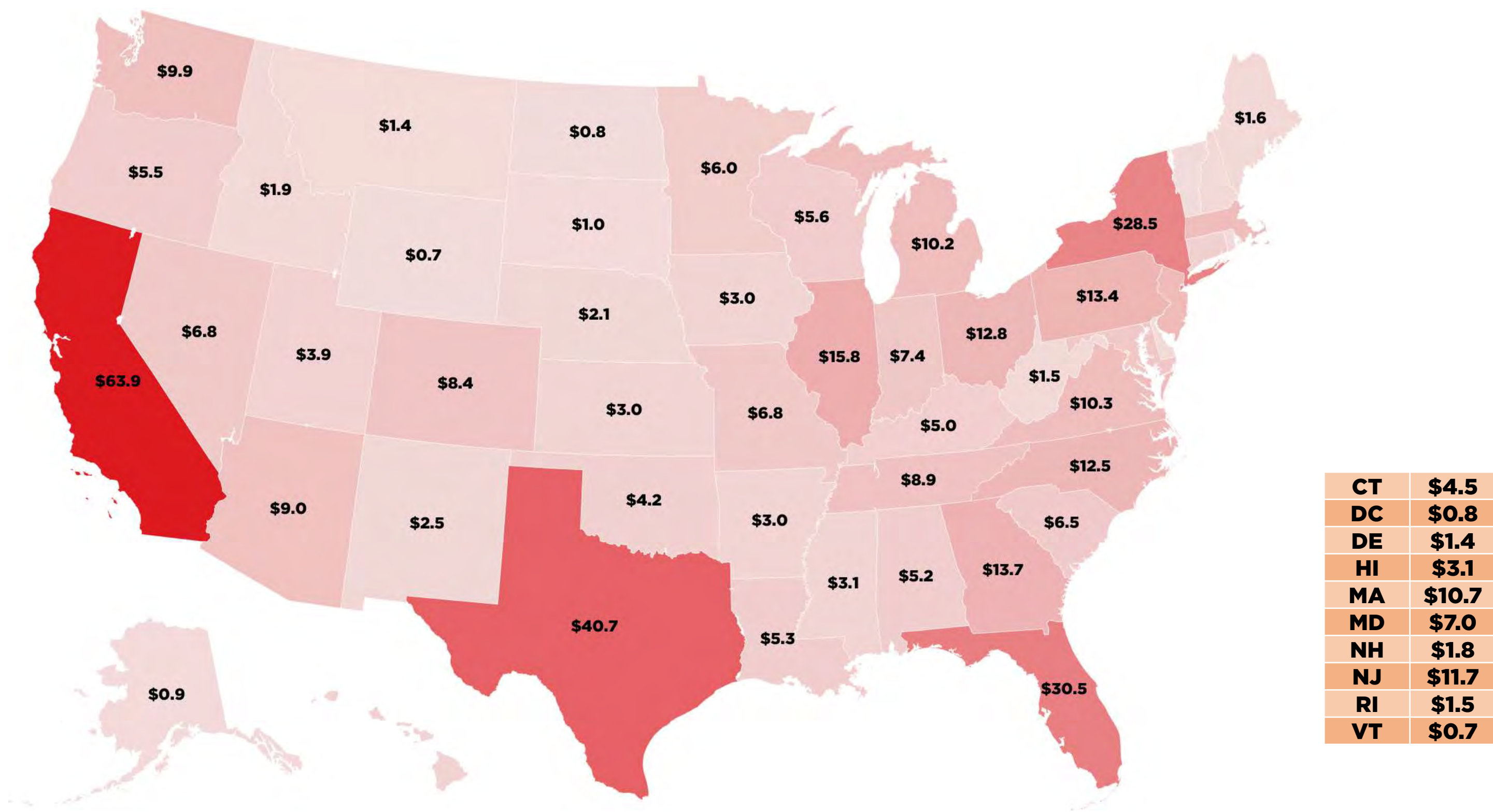
The full industry accounting

The U.S. foodservice distribution industry supported 948,000 jobs throughout the economy and generated more than \$184 billion in output, \$112 billion in national GDP, \$68 billion in labor income, and \$24 billion in tax revenues.

	Direct	Indirect	Induced	Total
Jobs (thousands)	443.5	217.0	287.8	948.3
Sales (\$ billions)*	\$426.4	\$49.0	\$66.1	\$541.5
Output (\$ billions)*	\$69.1	\$49.0	\$66.1	\$184.2
Value added (GDP) (\$ billions)	\$45.3	\$28.0	\$39.0	\$112.2
Labor income (\$ billions)	\$30.1	\$17.5	\$20.7	\$68.3
Federal taxes (\$ billions)	\$7.0	\$4.2	\$5.2	\$16.3
State and local taxes (\$ billions)	\$2.5	\$1.8	\$3.7	\$8.0

* **Sales vs. output.** For wholesale sectors, output is defined as net sales (i.e., sales less the cost of goods sold) because distributors move final goods rather than transform them. Direct sales of \$426.4B therefore correspond to \$69.1B of direct output. Indirect and induced effects are unaffected.

Total sales by state (billions of dollars)



Serving communities across the U.S.

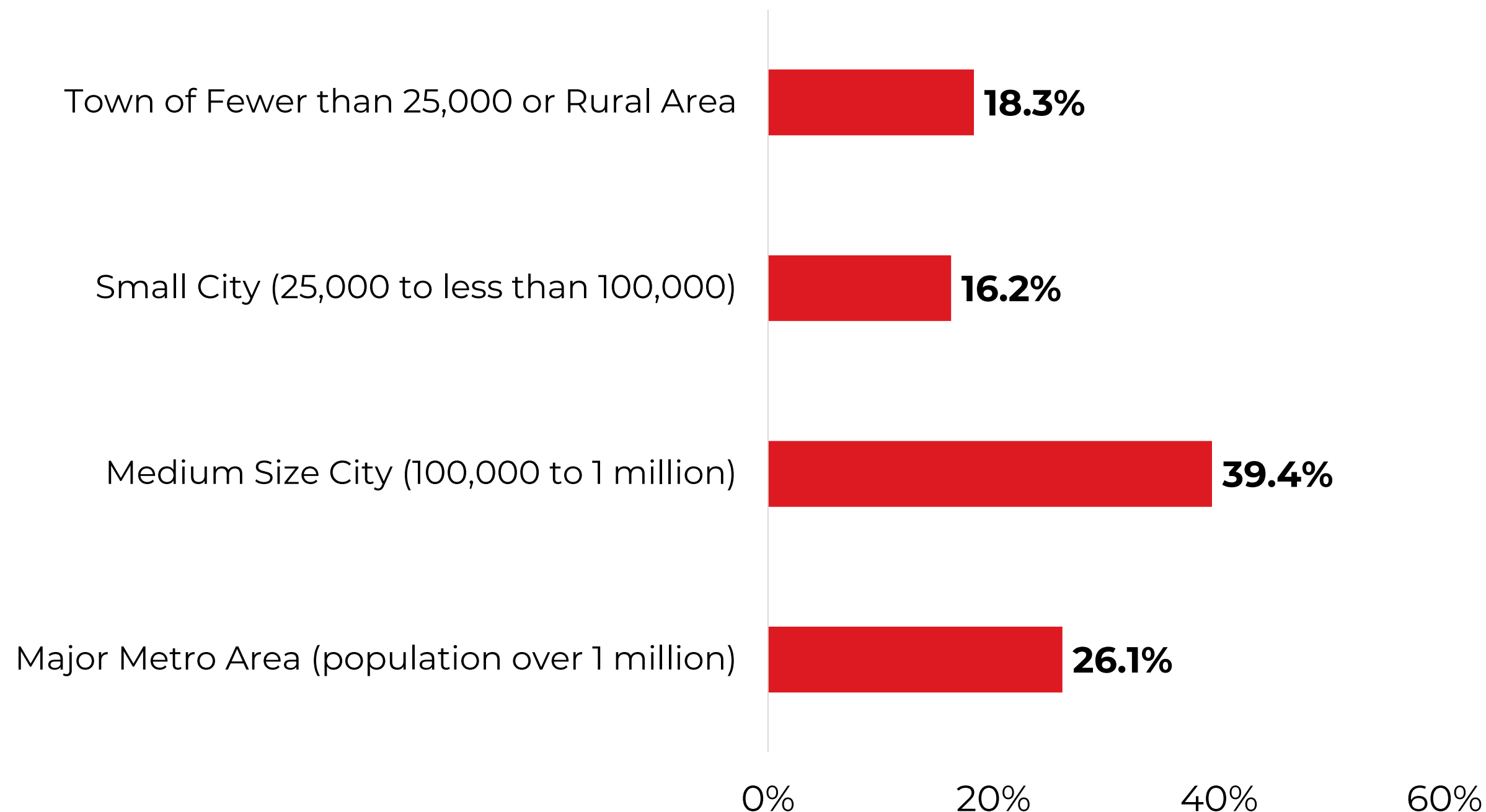
Percent Of Deliveries By Location Type



12.8B

Cases delivered to customers
across the U.S.

**More than 35 million
cases delivered per day**



7.8 million cases donated

Foodservice distributors donate product, that would otherwise go unsold, at a scale that makes the industry a meaningful part of the domestic hunger-relief supply chain.



7.8M

Cases of food and beverage products donated annually



\$351.5M

Estimated value of annual donations

Donation impact

- Hunger relief organizations are the most common recipient, followed by disaster relief.
- More than three in four distributors donate surplus food or beverage products.
- Distributors also contribute cash, sponsor event, and have employee volunteer programs that this figure does not capture.
- The \$351.5 million in food and beverage product donations in 2025 is equivalent to feeding over 28,000 U.S. families for one year.*

Methodology: How this study was produced



Inputs

Distributor-reported data on operations, financials, workforce, facilities, fleets, and philanthropy, weighted to the industry, are sourced from IFDA’s [2026 Operations & Financial Performance Report](#). Total industry sales were estimated using the USDA Economic Research Service’s 2025 National Food Expenditure Series data.



IMPLAN modeling

Direct expenditures run through IMPLAN's input-output framework to produce indirect, induced, and total effects.



Fiscal estimates

Federal, state and local revenues from income, payroll, sales, and property taxes, plus user fees.

KEY DEFINITIONS

Direct Activity of foodservice distributors themselves.

Induced Activity supported by consumer spending by direct and indirect employees.

Indirect Activity of the suppliers from whom distributors purchase and other business-to-business purchasing effects.

Value added The sum of incomes generated in production.

IFDA engaged Sage Policy Group, Inc., to prepare this study in summer 2026. Underlying data is from the 2025 operating year.