

C-store Foodservice Program Development



Drive Sales • Control Cost • Mitigate Risk

The best foodservice programs go beyond the strategy and offering. Great programs that you can execute and replicate are key to driving profits. To get there you need operational excellence and the systems to support it.

Operational Excellence & Brand Integrity. They are what make the best operators stand out.

Foodservice is, without question, the key differentiator and growth vehicle for C-Stores. It now represents 21% of in-store sales and 35% of in-store profits for the channel and remains that fastest growing area of the store. The best operators are reaping the rewards with foodservice sales per store over 40% higher than the industry average. So what makes them the best? And how do you compete with the many challenges facing your business including increased regulations, rising wages and a shrinking labor pool?



We can help you set up the right programs, systems and tools.

We bring best practices into daily workflows to make management standards an integral part of your company's DNA. This leads your company through a cultural change. It becomes more positive and more profitable.

We accomplish this by working with your team to identify critical activities, control points and moments of truth necessary for each role to execute consistently. Success is sustained by creating systems and processes to implement an effective pattern of management.

This approach will attract and retain the great people needed to make it all work seamlessly

Establish Management Standards

- Critical Activities
- Control Points
- Daily Workflows Procedures
- Checklists
- Daypart Management

Ensure Moments of Truth

- Customer Perceptions
- Sales and Value Propositions
- Product Quality and Flavor Profiles

Design and Facilitate Training

- Food Safety
- Certification
- Compliance
- Training
- Onboarding New Hires
- New Concepts / Programs
- Operations Management
- Train the Trainer

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