# The Future of Sustainable Foodservice in Convenience Retail

Balancing responsibility and profitability

## FORCES SHAPING WHAT COMES NEXT

**7**

states with packaging EPR laws shifting recycling costs to producers

Mayer Brown (February 2026)

**80%**

of U.S. consumers concerned about the environmental impact of what they buy

PDI Technologies, via NACS (2024)

**~50%**

average food waste cut reported by kitchens using one tracking system

Leanpath, via Waste360 (2025)

**~12%**

of unused U.S. food is donated, leaving room to recover more

NACS Show panel, via C-Store Dive (2025)

## FIVE AREAS TO WATCH

**Smarter packaging**
EPR fees, recycled content, PFAS-free

**Waste tracking**
Scales, cameras and apps

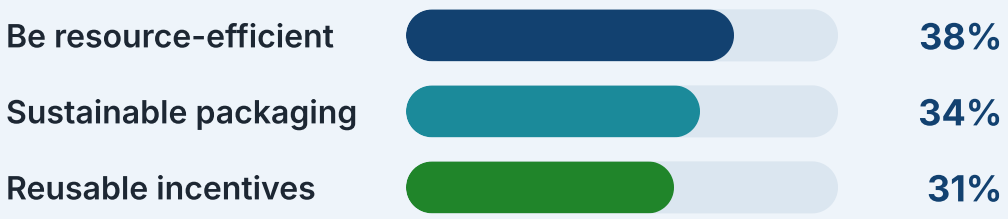
**Shopper perception**
Visible action over promises

**Avoid overreach**
Pilot first, claim carefully

**Food recovery**
Donate safe, unsold food

### What shoppers expect from c-stores

Share of U.S. consumers naming each expectation




**77% want sustainable choices tied to loyalty programs.**

Source: PDI Technologies survey, via NACS Daily (2024)

### Responsible and profitable

- Cut waste at the source first
- Review packaging before fees arrive
- Track waste in the same terms as P&L

### Costly overreach

- Specialty packaging local systems can’t handle
- Broad pledges without data
- Programs teams can’t execute

## BUILDING A DURABLE SUSTAINABILITY PLAN

**Audit packaging**
Work with suppliers now

**Measure waste**
Accurate data, every day

**Pilot, then scale**
Expand only what works

**Recover food**
Partner to donate safely

Sources: Mayer Brown, EPR Packaging Laws (February 2026); PDI Technologies Sustainability and Convenience Retail Survey, via NACS Daily (April 2024); Waste360 on Leanpath (July 2025); C-Store Dive on Wawa and the 2025 NACS Show (November 2025). Prepared by It’s All Goods.