

THE 2023

RESTAURANT DOLLAR

FULL SERVICE RESTAURANTS*



Washington's average profit margin is **60% lower** than the National average for full service restaurants.

Salaries, Wages & Benefits	39.4%	36.5%
Cost of Food & Beverage	28.8%	30.9%
All Other Costs (Non-Labor Operating, Interest, etc)	30.3%	28.6%
Net Margin	1.5%	4.0%



AVERAGE WASHINGTON
RESTAURANT SALES IN 2023*
= \$1.1 M



REAL DOLLARS AN AVERAGE
OPERATOR TOOK HOME*
\$16,500

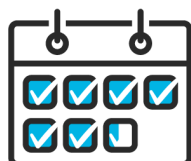


Menu prices are **12% higher** than
the national average*



Washington restaurants employ roughly **20% fewer employees** per restaurant than the national average*

INCREASING FOOD COSTS FROM RESTAURANTS IMPACTS AFFORDABILITY FOR WORKING FAMILIES.



U.S. adults are currently using the restaurant and foodservice industry an average of **6.3 times** per week"



*National Restaurant Association Operations Survey 2023



Washington
Hospitality
Association