Record Year for Convenience Stores


**Total Sales**
- $601.1 billion
- 2015: $540.0 billion
- 2016: $564.8 billion

**In-Store Sales**
- $364.1 billion
  - Fuel sales: $237.0 billion
  - Foodservice (prepared and commissary; hot, cold, frozen dispensed beverages): $45.7 billion
  - Center store (salty, candy, packaged sweet snacks, alternative snacks): $30.9 billion
  - Beer (12.4% for stores selling beer): $31.3 billion
  - Packaged beverages (non-alcohol): $26.8 billion
  - Tobacco (cigarettes and OTP): $4.2 billion

**Key Categories**
- Top 10 in-store categories comprise 80% of all in-store sales
- Foodservice: 34.1%
- Center store: 33.9%
- Beer: 22.5%
- Packaged beverages: 15.8%
- Other: 10.3%

**Labor**
- 2.48 million people employed in the convenience and fuel retailing industry in 2017
- Average hourly wage for a store associate: $10.19
- Wage growth: 8.3% in 2017

**Industry Trend**
- Direct store operating expenses (DSOE) have outpaced in-store gross profit dollars for the 2nd consecutive year.

**Fuel Trend**
- Convenience stores reported a 14.9% increase in fuel sales in 2017.
- Average gas prices:
  - 2017: $2.38
  - 2016: $2.11
  - Fuel margins (cents per gallon before expenses): 2017: 22.02¢, 2016: 20.09¢

**Fourth consecutive year of $10 billion+ in pre-tax profit**
- Pre-tax profits in billions:
  - 2014: $10.4
  - 2015: $10.6
  - 2016: $10.2
  - 2017: $10.4
  - Growth: 1.6%

**You Have Questions. We Have Data-Powered Answers.**
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