

Report Price: £3695 | \$4995 | €4400

e above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

This report looks at the following areas:

- How and where families tend to order restaurant meals
- Changes in family dining behaviors over the last two years, including shifts in preparing food at home and use of takeout/delivery
- Factors parents see as barriers to dining at a restaurant with their family
- Factors that motivate parents when choosing a restaurant for their family
- A look at what menu items kids order and related family dining behaviors

Families are highly engaged restaurant users, and off-premise restaurant occasions are a key driver; 62% order restaurant meals for takeout for their family. This suggests that parents value the relaxed atmosphere and convenience of dining at home.

The pandemic has served to solidify the advantages of convenience, value, and experience that takeout and delivery procurement methods provide. The industry has a long road ahead in the return to normalcy for in-person family dining, and COVID-19 remains a driver in how families approach restaurant use. More than one quarter of parents cite lack of COVID-19 safety policies at restaurants as a barrier to dining out with their family.

While families prefer restaurant over retail for prepared meals, foodservice competition from retail continues to grow, especially after families were reminded of the value and convenience of retail prepared options throughout the pandemic. To remain competitive, restaurants must continue to promote time-saving and affordable meals such as family meal deals or at-home meal kits.

When choosing a restaurant to dine at with their family, menu variety is more important to parents than attentive service, atmosphere, speed or meal deals. The desire for greater menu variety seems to be rooted in the lack of interesting kids' menu items. Parents are ready to see innovation of sophisticated, healthy and internationally inspired kids' menu options.



"Amidst a struggling industry, foodservice operators can lean on families in the return to growth. Beyond procurement enhancements, restaurant operators must place greater emphasis on developing menu variety – giving kids more than the status quo meal."

– Amanda Topper – Director, US Research

Buy this report now		
Visit	store.mintel.com	
EMEA	+44 (0) 20 7606 4533	
Brazil	0800 095 9094	
Americas +1 (312) 943 5250		
China	+86 (21) 6032 7300	
APAC	+61 (0) 2 8284 8100	

Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

OVERVIEW

- What you need to know
- This Report looks at the following areas:
- Definition
- Market context
- COVID-19: US context
- Economic and other assumptions

EXECUTIVE SUMMARY

- Top takeaways
- Market overview

Figure 1: Best- and worst-case forecast value sales of fullservice restaurants and limited-service eating places*, at current prices, 2016-26 Figure 2: Category outlook, 2022-27

- Opportunities and challenges
- Popularity of off-premise dining creates opportunity for more in-home experiences

Figure 3: Change in family dining behaviors, 2019 and 2021

- **Retail prepared food competition continues to grow** Figure 4: Purchase locations, 2021
- Wait time is a make-it-or-break-it factor for parents Figure 5: Family dining deterrents, 2021
- Menu variety is key to pleasing the entire household Figure 6: Important factors, 2021

MARKET FACTORS

 Pandemic wreaks havoc on restaurant sales, but outlook improves

Figure 7: Best- and worst-case forecast value sales of fullservice restaurants and limited-service eating places, at current prices, 2021-26

- Parents prefer to dine at home Figure 8: Sales of food at home and away from home, 2010-21
- Lowered consumer confidence will drive families to cut back on restaurant spending

Figure 9: Consumer Sentiment Index, 2010-21

 Families representing smaller share of households challenges market
 Figure 10: Households by presence of own children, 2010–20

The child population: restaurant needs vary by age

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Figure 11: Population, by age, 2016-26

COMPETITIVE STRATEGIES AND MARKET OPPORTUNITIES

- Optimize the off-premise dining experience
- Using tech to make takeout more convenient
- Experiment with restaurant formats to improve experience
- Focus on family meal packs to demonstrate value
- Challenge growth of prepared foods for at-home dining

THE FAMILY DINING CONSUMER: FAST FACTS

- Fact 1: Families skew more heavily towards takeout
- Fact 2: Menu variety is essential
- Fact 3: Entertainment may not drive restaurant choice, but it's helpful
- Fact 4: Safety concerns are impacting on-premise dining

ORDERING METHOD

• Takeout offers the broadest to appeal to families Figure 12: Ordering method, 2021

PURCHASE LOCATIONS

- Families favor restaurant over retail prepared foods Figure 13: Purchase locations, 2021
- Fast food dominates restaurant purchase locations Figure 14: Restaurant purchase locations, by age, 2021
- Price-based promotions can keep lower income households engaged

Figure 15: Restaurant purchase locations, by household income, 2021

• Supermarkets battle for the foodservice dollar Figure 16: Retail purchase locations, by age, 2021

CHANGE IN FAMILY DINING BEHAVIORS

- Shift to at-home food prep challenges restaurant sales Figure 17: Change in family dining behaviors, 2021
- **Preference for at-home meal prep may be long-lasting** Figure 18: Change in family dining behaviors, 2019 and 2021
- Convenience is a force for change among young parents Figure 19: Change in family dining behaviors – more often, by age, 2021
- More affluent parents seek out premium prepared foods for kids

Figure 20: Change in family dining behaviors – more often, by income, 2021

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

FAMILY DINING DETERRENTS

 Lengthy delivery time is leading deterrent from family dining

Figure 21: Family dining deterrents, 2021

• Older parents have more barriers to restaurant dining Figure 22: Family dining deterrents, by age, 2021

IMPORTANT FACTORS

- Families need menu variety to cater to entire household Figure 23: Important factors, 2021
- Older parents look for variety; young parents want kidspecific amenities
 Figure 24: Important factors, by age, 2021
- Dads are motivated by experiential factors
 Figure 25: Chili's Halloween promotion, 2021
 Figure 26: Important factors, by parental status, 2021

KIDS' MENU ITEM CONSUMPTION

 Iconic "Happy Meal" remains an important part of the menu

Figure 27: Chick-fil-A promotion, 2021 Figure 28: Kids' menu item consumption, 2021

 Non-traditional menu items popular among younger parents

Figure 29: Kids' menu item consumption, by age, 2021

Dads say their kids are likely to order specialty menu items
 Figure 30: Kids' menu item consumption, by parental status,
 2021

FAMILY DINING BEHAVIORS

- **Children influence restaurant choice** Figure 31: Panera promotion, 2021 Figure 32: Family dining behaviors, 2021
- Older parents let children order off the regular menu Figure 33: Family dining behaviors, by age, 2021

INNOVATIVE FAMILY DINING CONCEPTS

- **Kid-friendly restaurant kits offer significant opportunity** Figure 34: Innovative family dining concepts, 2021 Figure 35: Innovative family dining concepts, 2021
- Young parents seek innovative entertainment concepts Figure 36: Innovative family dining concepts, by age, 2021
- Parental interest in innovative family concepts support current behaviors

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
emea	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



Report Price: £3695 | \$4995 | €4400

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 37: Innovative family dining concepts, by parental status, 2021

APPENDIX – DATA SOURCES AND ABBREVIATIONS

- Data sources
- Consumer survey data
- Consumer qualitative research
- Abbreviations and terms
- Abbreviations



What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

store.mintel.com
+44 (0) 20 7606 4533
0800 095 9094
+1 (312) 943 5250
+86 (21) 6032 7300
+61 (0) 2 8284 8100



About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit **mintel.com**.