

David Washburn Quoted in *The Food Institute* on Food Industry M&A Outlook

March 12, 2026

Katten Mergers & Acquisitions and Private Equity Partner and Global Co-Chair David Washburn was quoted in an article by *The Food Institute* exploring how cooling deal activity, shifting valuations and evolving corporate strategy are shaping the outlook for mergers and acquisitions in the food and beverage industry.

David discussed how credit markets and private equity activity are poised to drive the next wave of food and beverage M&A, particularly in the middle market, where tariff pressures have pushed companies toward private lenders.

"Many of our clients remain focused on identifying regional and national restaurant items that are appropriate for CPG," David said, citing sauces and condiments as especially likely targets. "At one time, restaurant owners believed that going to the grocery market would cannibalize sales. Now, restaurant owners realize that grocery is a separate purchasing decision and that they can capitalize on their brand equity without diminishing in-store sales."

["M&A in Food Industry to be More Strategic in 2026,"](#) *The Food Institute*, 2026

CONTACTS

For more information, contact your Katten attorney or any of the following attorneys.



J. David Washburn

+1.214.765.3607

david.washburn@katten.com

Attorney advertising. Published as a source of information only. The material contained herein is not to be construed as legal advice or opinion.

©2026 Katten Muchin Rosenman LLP.

All rights reserved. Katten refers to Katten Muchin Rosenman LLP and the affiliated partnership as explained at katten.com/disclaimer.