Massachusetts Manufacturing Extension Partnership

MassMEP is a collaborative center comprised of government, business, and academic partners dedicated to helping Massachusetts manufacturers meet the challenges of competing in an ever-changing economy.

MassMEP provides Massachusetts manufacturers with the resources they need to prepare for success in today’s advanced manufacturing environment. With real-world experience and expertise, MassMEP partners have the unique ability to help manufacturers identify, analyze, and overcome strategic, operational, and workforce challenges that may be blocking their path to growth and success. The MEP Center offers a comprehensive set of resources, services, and support grouped into three core areas of expertise designed to help deliver positive, measurable, and sustainable growth to your company’s top and bottom lines: Operational Excellence, Workforce Strategies, and Innovative Growth Solutions.

CONTACT US

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ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2016

- **$216.9 Million**
  Total Increased/Retained Sales

- **1,717**
  Total Increased/Retained Jobs

- **$72.8 Million**
  New Client Investments

- **$35.9 Million**
  Cost Savings
"Golden Cannoli could not have relocated their facilities and expanded into new markets without the strategic guidance of MassMEP and their expertise." Ms. Maria Malloy, VP Marketing

**RECIPE FOR INNOVATION AND GROWTH**

**ABOUT.** In 1970, Francesco Bono and Angelo Bresciani were running two Italian bakeries and selling their cannoli to other local bakeries and restaurants. The demand for their cannoli shells was so great that they started the Golden Cannoli™ Shells Company. Since then, the company has strived to provide the highest quality cannoli shells at a very reasonable price. Based in Chelsea, Massachusetts, Golden Cannoli now has 24 employees and is the nation’s largest cannoli company. Valerie Bono is the second-generation owner of Golden Cannoli Shells.

**THE CHALLENGE.** Golden Cannoli leaders recognized they would need manufacturing and business consulting expertise to help define their objectives and develop a strategy to sustain the business for subsequent generations. With help from MassMEP, a NIST MEP affiliate, the company applied for and received a Workforce Training Fund Grant. Funds from this grant were utilized to implement a number of changes at multiple levels within the company.

**MEP’S ROLE.** Working with MassMEP and their partner, Corporate Value Metrics, Golden Cannoli developed a comprehensive strategy to grow the business through market and product offering expansion while simultaneously building an organizational infrastructure, manufacturing process, and management structure. The tactics included the implementation of improved food safety systems that were necessary to secure relationships with national supply chains. They also worked on training for the shop floor personnel covering the principles of Lean Manufacturing, including future layout modifications and facility expansion.

With increasing national brand awareness, access to new channels of distribution from certifications, and a passionate sales process, Golden Cannoli’s production demands increased. The management team used a focused Kaizen approach to look at the pressure the increased demand might put on their process, and found an opportunity to increase production rates during periods that were formally considered slow times. They recognized that as part of a national food distribution supply chain they might be able to optimize their situation with help from partners further up the supply chain. Golden Cannoli began working with larger customers with sufficient warehouse capacity to take their product in advance of their peak periods. This new process allowed the company to maintain quality, provide the manufacturing staff with more balanced run rates, and provide their customers with an uninterrupted supply of product. Golden Cannoli improved customer service, increased sales, added jobs, and produced a better working environment for employees.

**RESULTS**

- **21 new jobs**
- Increased sales by **$3.9 million**
- Increased plant facility size by **13,000 square feet**
- Provided a better working environment for employees