

Location:

1003 Wilmington Avenue
New Castle, PA

County:

Lawrence

Description:

Equipment purchase loan

Total Project Cost:

\$314,512



Mom's Wholesale Foods

"A-level communication, always letting me know what was happening, what was coming down the pipeline, what to expect. It went exactly the way they said it would."

*– Philip D. Pratt,
company manager,
Mom's Wholesale Foods*

People:

The pepperoni rolls were selling as fast as Mom's Wholesale Foods could make them. The owners, the Pratt family, barely thought about finding new clients. "We weren't confident that we could take on another big opportunity. Because we weren't confident, we weren't pursuing," says Philip D. Pratt, son of the owners. Eventually, Mom's bought a bigger building – but it still relied on a 35-year-old production line.

Progress:

The Progress Fund financed a prior equipment buy and the purchase of the building. When it came time for a new production line, says Philip, "We knew exactly where to go."

Impact:

Now Mom's is taking on new contracts and planning several fresh types of rolls. "Where we see it going is double, triple the size over the course of the next couple of years," says Philip, and that means job creation. A business that started when Philip's grandmother opened a bedroom-sized pizza shop retains her original focus on quality. But it does so in a 9,000-square-foot facility with top-of-the-line equipment. "I think the future is bright," says Philip. "I have two little boys at home, and I hope that one day another generation will be interested in taking it on."

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