

Home Market Foods is a specialty provider of fully cooked and frozen entrees, appetizers and snacks for retail and food service customers. Home Market Foods operates in a state-of-the-art manufacturing, research & development facility in Norwood producing the brands Roller Bites, Cooked Perfect frozen meatballs, and Bahama Mama.

Home Market Foods



THE CHALLENGE

Home Market Foods faced greater competition from competitors in states with lower labor costs and needed to increase output while improving efficiency to remain competitive. In order to reduce errors, implement more effective operating procedures and increase production, the company needed to improve internal communications. This challenge was significant because the company employs a significant number of workers with lower-levels of English proficiency.

THE SOLUTION

Home Market Foods partnered with Massasoit Community College to provide workplace ESOL for 58 bilingual workers and partnered with Mass MEP to provide training in lean process improvement and leader effectiveness training. In total 157 workers took part in grant-funded training.

BUSINESS IMPACT

→ Added **54** additional jobs, a **22%** increase



→ Reduced labor costs by **3%** per pound which resulted in a **3%** wage increase for trainees



“ The Workforce Training Fund Grant allowed us to provide ESOL classes for our production staff, which has led to a safer environment with fewer errors. Additionally, the training in Total Productive Maintenance and team problem solving gave our staff the ability to make equipment fixes and adjustments themselves, allowing for increased production runs, reduced direct labor costs and decreased downtime. The trainings have been central to our growth and success over the last two years and have ensured that our products are of the highest quality and safety.”

-Beth Allen, Employment Manager