

Rail Trail Flatbread Company is a family friendly bar and restaurant in downtown Hudson, Massachusetts serving fresh, handcrafted food and drink. Rail Trail seeks to create an entrepreneurial family of businesses and help support a thriving local economy.



“ Rail Trail has increased profits by reducing waste, reducing staff turnover, streamlining its production processes, sharpening its service and growing its well-deserved reputation for genuine hospitality and creative dining. Even if team members move on to pursue other opportunities, we will have furthered our mission as a community business, imparting important skills to Hudson’s sons and daughters, to use wherever they go in life. We are proud to do it.”



-Karim El-Gamal, Michael Kasseris & Jason Kleinerman, Rail Trail partners

THE CHALLENGE

Rail Trail owners were positioned to take their business to the next level, but first required help to grow and develop their staff. They needed to train their employees in managerial and entrepreneurial skills in order to grow the business and add new locations.

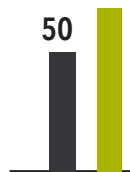
THE SOLUTION

The restaurant implemented Open Book Solutions (OBS) which teaches financial literacy, entrepreneurial and industry best practices. OBS empowers staff to participate in the day to day operations of running a business, and share significantly in new profits generated. The program included: Open Book Solutions, Open Book Leadership (for managers and supervisors), and Open Book Train the Trainer.

BUSINESS IMPACT

→ Paid out **\$137K** in employee incentives due to increased revenue

Added 7 new jobs going from 50 to 57 employees



Improved Cost of Goods Sold (COGS) by **15%**

Promoted **five** wage employees to salaried managers

For more information on the Workforce Training Fund Program, including eligibility information and how to apply, visit workforcetrainingfund.org and follow us on Twitter: @MassWTFP