Melville Candy Company is a family owned, third generation confectionery company located in Randolph, Massachusetts. Using a family recipe perfected by Grandpa Melville over 75 years ago, the company produces gourmet hard candy lollipops and chocolate treats. Grandpa Francis E. Melville’s son Gary turned the family recipe into a company in 1978 after selling barley lollipops door to door with his baby son, Joe. The father-son duo targeted restaurants, convenience stores, and more—anywhere counterspace was plentiful and impulse purchases were likely to occur.

Officially, Joe became employed in 1999. He worked while earning his bachelor’s degree, graduating in 2008. In 2009, Joe and Gary formed a new entity to sell products online and registered the domain www.candy.com. The business was leasing a 17,500-square-foot space, but with the help of an SBA 504 loan, the pair financed the purchase of a new manufacturing warehouse that was more than twice as large to projected growth. In addition to online sales, several well-known stores now sell candy from the new line in stores. These clients include CVS, Wal-Mart, Starbucks, Marshalls, TJ Maxx, and others.

BY THE NUMBERS
PAST 20 YEARS

504 loans have supported 53,019 jobs in the MA economy

$2.334 billion in financing to help MA small businesses

4,201 entrepreneurs in MA have benefited from program

A Sample of MA 504 Borrowers

The Lanes Bowl & Bistro
Golden Cannoli Shells
Childs Engineering Corporation
Paramount Tool

CDCs THAT SERVE MA
Bay Colony Dev. Corp.
Cape & Island Comm. Dev. Inc.
Granite State Development Corp.
New England CDC
SEED Corp.
Worcester Business Dev. Corp.

VISIT US ONLINE AT WWW.NADCO.ORG
SBA 504 HELPS COMMUNITY SECURE A HEALTHY FUTURE IN LYNN, MA

Lynn is one of the Massachusetts cities topping the list of communities facing a “grocery gap” where there is limited access to healthy produce and quality meats – an issue of which the state has taken notice.

Jorge and Ana Aguirre – Guatemalan immigrants who later achieved US citizenship – took great pride in when their grocery and convenience store in Lynn was one of three recruited as part of a Healthy Marketing Program launched by the state in the area. Jorge built storage bins to display fresh fruits and vegetables in front of the store, and he created a healthier version of papusas, one of the more popular take-out items by his Latino customers.

In order to continue confronting the need for healthy options, the Aguirres decided it was time to secure their business’s future by purchasing the building from which they had been operating. This way Ernie’s Harvest Time could continue offering great prices on meats and produce from this location for years to come. To do this, they secured a 504 loan.

A grocery store since 1960 (relocated in 2013), Ernie’s is considered by many a staple in the Lynn community and a symbol of hope in the healthy food movement.