



**Small Business
Development Center
Shippensburg University**

*Helping businesses
start, grow, and prosper.*

Tony and Jessica Marchiano
Pizza 'N Stuff
85 West King Street
Shippensburg, PA 17257
<http://www.pizzanstuff.net/>
Franklin County

Industry:
Fast Food Restaurant

Year Founded:
2014

SBDC Assistance:
Business plan
Financial Planning
Industry Research

Additional Partners:
Community First Fund



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Pizza 'N Stuff.....Your Italian Destination!

Tony Marchiano has been working in the pizza industry for twenty-five years, starting when he moved to the United States from Sicily. His wife, Jessica has many years of experience in the customer service industry. Tony and Jessica combined their experiences to open their own Italian-style restaurant with the purchase of an existing pizza restaurant, "Pizza 'N Stuff," in Shippensburg, PA.

Jessica and Tony started their business planning journey in March 2014 and opened their restaurant on July 9th, 2014. The SBDC consulting made a difference for the Marchianos by sharing small business information and insights and helping to set realistic goals.

Jessica found out about the SBDC from the Small Business Administration's website and set up a meeting with Cheryl Young, an SBDC Business Consultant, to discuss what it would take to acquire funding to purchase a business. Cheryl provided a business plan template and support in the development of a realistic plan and the creation of associated financial projections to present to lenders.

"The SBDC was great to work with, a huge help and always available to assist us when we had questions"- Jessica Marchiano

The Marchiano's say the SBDC "made a great difference to us. It would have taken way longer to meet our goals and the SBDC made our goals realistic. They were very instrumental to our progress."

Securing financing for the purchase of a restaurant can prove to be quite difficult, and the Marchianos were aware of this challenge. The SBDC introduced them to Community First Fund in Harrisburg who ultimately provided the funding for the purchase of the business.

Tony and Jessica are in the early days of restaurant ownership but have seen a steady, even expanding, flow of customers since opening the doors. Pizza 'N Stuff, under the Marchiano's ownership, brings new kitchen specialty products to the community including paninis, wraps, desserts and a kids menu. Now, only two months since opening the business, they have nearly doubled the number of employees they started with.

Pizza 'N Stuff has been a life changing experience for the Marchianos. As Jessica notes, "owning a business is all work, no rest and all about getting to know the community and their neighbors better." Pizza 'N Stuff is actively serving and engaging their business into the community. They sponsor local businesses by offering discounts and they sponsor schools by providing pizza for different events for free. Jessica stated, Pizza 'N Stuff "is the "Best Italian food and hospitality in town!"

Success Story