



Carl J. Grassi was 14 years old when he realized he was destined to be an entrepreneur.

"I was caddy for a private country club when the general manager asked if I wanted to run the caddie shack," says Grassi, chairman at McDonald Hopkins LLC.

The job would require Grassi to source and personally purchase products from various wholesale food and beverage suppliers.

"I quickly learned pricing, quality and service were keys to success," Grassi says. "A highlight for me was when some of the club members started coming to the caddie shack for a slice or two of my homemade pizza. Ultimately, the general manager said I had to stop selling it because the club was losing business at the snack bar. Funny, but I knew then I wanted to be an entrepreneur."

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CARL GRASSI

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