



Milo's Whole World Gourmet Recommits to Ohio

Global brand finds success from rural location.



Company Profile

Milo's Whole World Gourmet produces branded and private label specialty foods that are sold across the United States, Canada, Colombia, and Puerto Rico. Located in Athens County, Milo's manufactures three brands: Vino de Milo, JB's Best Sauces, and Brownwood Farms – all crafted in small batches with natural and regionally sourced ingredients.

Business Needs

Since opening in 2003, the company has grown from three pasta sauces to a portfolio of more than 40 specialty products across seven categories. In recent years, Milo's entered the co-packing space. A vast and growing portfolio, along with high demand for Milo's products and co-packing services, propelled Milo's towards the next stage of development. As a result, the company sought to discover if its home in Athens County could accommodate the rapid growth.

Ohio Solutions

In an effort to execute a bold growth strategy, Milo's decided to reinvest \$1 million in its food manufacturing operations in southeast Ohio. The project – which consolidated processes under one roof – allowed the company to dramatically increase sales.

JobsOhio, in partnership with **OhioSE** and the **Athens County Economic Development Council**, supported the project with a \$50,000 **Inclusion Grant**. The funding made it possible for Milo's to add new machinery, equipment, and technology to the 2,100-square-foot production space. The company reconfigured its production line for improved efficiency, speed, and safety. Milo's also created an area where staff could develop new food products and test recipes.

Rural communities are part of the state's social fabric and vital to its future success. JobsOhio provided financial support to Milo's because of its commitment to the city and people of Athens. Not only is the company creating new jobs, but it is adding a global, innovative footprint to the region.

"Small businesses are important," OhioSE President Mike Jacoby said. "This program enables us to support more companies so they can grow and have an even greater economic impact on southern and eastern Ohio."

The fast-growing Athens County food manufacturer is a strong testament to Ohio's unique advantages for the industry. The region's farming and manufacturing legacy continues to attract – and retain – companies like Milo's. **Contact us** today to see if your business is eligible for a JobOhio's Inclusion Grant.



"This new facility will allow us to turbo-charge our growth and take on larger customers that we haven't had the capacity to handle to date."

– JONATHAN MILO LEAL –
Founder, Milo's Whole World Gourmet



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