

GOAT MILK PRODUCTION AND DAIRY PRODUCTS PROCESSING MILO SELO LUKAVAC

Project title	Eco Resort “Milo Selo”
Sector	1.Tourism sector; 2. Agriculture and food processing (Goat milk production and dairy products processing);
Location	Milino selo, Lukavac Grad – Tuzlanski kanton – F BiH
Location description	Nestled at 300 m above sea level at the foot of Ozren Mountain, the village "Milino selo" and Milo Selo Farm cover an area of about 30 hectares of pristine nature, rich in forests and rivers. The farm is located 5 km from Lake Modrac, 30 km from the city of Tuzla, in the Federation of Bosnia and Herzegovina, bordering the Serbian Republic. The proximity to Tuzla Airport (35 km) is a significant advantage for attracting and hosting tourists from Europe.
Company description/ Project background	Milo Selo Farm was established in 2017 by an investor with extensive experience in the IT industry. The project aimed to improve the quality of life in the region and promote the consumption of healthy food. With little economic activity in the village and surrounding area, the company saw an opportunity to develop organic agricultural and animal production, as well as tourism in Tuzla Canton. Agricultural production plays a vital role in the tourism value chain, enabling the local community to engage in business processes. Milo Selo Farm offers goat milk, dairy products (milk, yogurt, and whey), 9 types of hard and semi-hard goat cheeses produced on-site, seasonal fruits and vegetables, and honey and bee products. The farm is characterized by advanced

	technology and automation, which enables greater efficiency in production and improved product quality. In addition to healthy food production, Milo Selo Farm focuses on agrotourism development, offering services such as catering (featuring farm-produced goods), outdoor socializing for all ages at the picnic area with shadirvans, organizing business gatherings, team building, bicycle rides, and adventure tourism (including quad riding). Plans for constructing accommodation facilities in a natural setting are underway. At the beginning of 2024, the restaurant capacity was expanded, and a children's playground was created within the same area. In 2025, we expanded our hospitality offering to include thoughtfully curated outdoor celebrations, surrounded by nature—creating a serene and sustainable setting for weddings, birthdays, and other meaningful gatherings. Milo Selo Farm's production is organized as an integrated model, connecting its organic agricultural production for goat feed, goat milk production and dairy product processing, fruit and vegetable processing, tea, honey, and other bee product production, natural cosmetics, and agrotourism. The farm has won numerous domestic and international awards for the quality of its goat cheese, including the prestigious award for the best goat cheese in the Balkans (Balkan Cheese Festival - Belgrade).
Project status	Private ownership 1/1
Project description	The current phase of the project involves expanding and enriching the tourist content on the farm. In addition to agro-tourism services such as the rental of gazebos, organizing picnics, barbecues, cycling, sports activities, and sports training for competitions, team-building events, social gatherings for organizations and various groups, as well as school visits, educational workshops, and other activities, since 2023, we have also been offering hospitality services. At the beginning of 2024, the restaurant capacity was expanded, and a children's playground was created within the same area. In the coming period, the construction of accommodation facilities is planned. In 2023, a project was implemented to increase the production capacity of goat milk and improve industrial resource efficiency by optimizing the goat milk production process and the production of goat milk products. At the beginning of 2024, in addition to the existing greenhouses covering an area of 2000m2, 7 new automated greenhouses were installed, covering more than 2100m2, for the production of greenhouse vegetables. Our products are available through a distribution network consisting of 124 locations across 12 cities in Bosnia and Herzegovina (10 cities/municipalities in the Federation of Bosnia and Herzegovina and 2 cities in Republika Srpska), as well as on our webshop www.miloselo.ba, where we personally deliver to customers' addresses in the Tuzla Canton. A production system has been established, along with a developed chain and sales network in Bosnia and Herzegovina. A brand has been built, and it is recognized as a trademark in the world of healthy and homemade food. The company operates independently and owns all assets, including land, buildings, and production facilities. Clearly identified market needs and the lack of tourist destinations in northeastern Bosnia and Herzegovina (Tuzla Canton) – the most densely populated area in the country, as well as the growing number of visitors from the region and abroad, justify continued investment in this segment. What this project offers, in addition to the organic production of goat milk, dairy products, and other agricultural products, is a unique experience of visiting the production process itself, participating in planting, harvesting, and the traditional way of producing goods, as well as staying in nature, far from noise and pollution. The farm also offers additional activities for all ages (sports, adventurous, and rehabilitative activities), and it could be an excellent place for digital nomads and similar professions. Milo Selo Farm continuously works on promoting and expanding its sales network and production capacity. Long-term plans include expanding

	into regional markets. By expanding offerings in the agro-tourism and green tourism segments, as well as investing in the hospitality sector, the farm would complete a holistic approach aimed at significantly increasing product sales and placement, along with the revenue generated from tourism and hospitality. The company that is the founder and owner of Milo Selo Farm is an IT company, whose owners, due to other projects and investments in their core industry, are unable to continue investing in the project related to agro-production and tourism. We would like a specialized, interested investor/buyer to focus on this segment of the business, which will require investment in human resources to expand production and additional content. The foundations have been established, processes have been initiated, and very good results are being achieved in product sales, but new energy and financial support are needed for the project to grow into the best agricultural and agro tourism product in the Tuzla Canton.	
Estimated total investment cost	3 mil EUR	
Inputs provided by local partner	**Value**	**Description**
	3 mil EUR	Previous investments were focused on the purchase and transfer of land (1/1), land preparation, construction of a business-production facility consisting of a goat barn, cheese dairy with a drying room, cold storage, restaurant, equipping all buildings with the necessary equipment for operational processes, development of recipes, installation of greenhouses, construction of a recreational area with sports fields, a children's playground, construction of walking paths, etc.
Inputs required from foreign partner	**Value**	**Description**
	2-5 mil EUR	Investment in equipment to increase production capacity. Construction of accommodation facilities and expansion of tourist content. Sale of complete ownership rights, including infrastructure, know-how, buildings, and similar assets. Alternatively, investment by an investor/partner in expanding tourist capacity (construction of accommodation facilities, additional amenities, swimming pool, etc.).
Form of cooperation with foreign partner	**Financial**	**Technical**
	Sale or strategic partnership.	- Management expertise; - Technical expertise; - Access to technology, equipment etc.
Supporting information available	For additional information about this project, please contact FIPA either by e-mail: fipa@fipa.gov.ba or phone number: +387 33 278 080.	