



Success stories

**That's Amore Cheeses-
Presenting a modern
vision of Italian
traditional cheeses**



**Continually expanding
range with old Italian
recipes**

Starting in 2008 by Giorgio Linguanti, That's Amore Cheeses is an Italian cheese manufacture and has grown to become a major player Australia wide. Today it produces 65 varieties of Italian artisan style fresh and specialty cheeses including mozzarella, smoked cheese, soft and matured. Their cheeses are 100% natural, preservative free and handmade following traditional Italian recipes, using only locally sourced milk.

Occupying a beautiful Cheesery with Deli and Café in Thomastown since 2015, consumers can sample products in dishes as they were intended and buy direct

onsite. That's Amore has also branched out through sister-brand Cannoleria and the café, Ugo, located in Heidelberg.

Their high quality traditional Italian cheeses are very well respected and well sought after, regularly winning awards. Giorgio has become a familiar face on TV channels and a well-liked personality for his 100 plus staff.

Challenges of a growing business

The business has had a growth CAGR of almost 50% over last 6 years in Australia and in 10 countries, with excellent product and brand value acceptance by consumers, chefs and food service. That's Amore Cheeses has been through various Entrepreneurs Programme initiatives covering Growth Road Map followed by Business Design workshop and Growth Services programme.

The business needed help in discovering and training talent to make the unique cheeses, many of them were made for

the first time in Australia. Entrepreneurs Programme support with a strong relationship formed with Vineet, our Facilitator, helped us in so many ways. Various other steps like establishing ERP and improving skill levels of our work force has really helped That's Amore become a more professionally operating business.

One of our greatest overall team developments happened with the uPAT Business Design framework exercise that we went through, that created huge knowledge for us. - Daniele Rigoni GM

"The key to cheesemaking is love. That's true for everything you do, not just cheese. If you do it with love, the results are obvious – it has got to be good. That's why my company's name 'That's Amore', means That's Love." Giorgio says