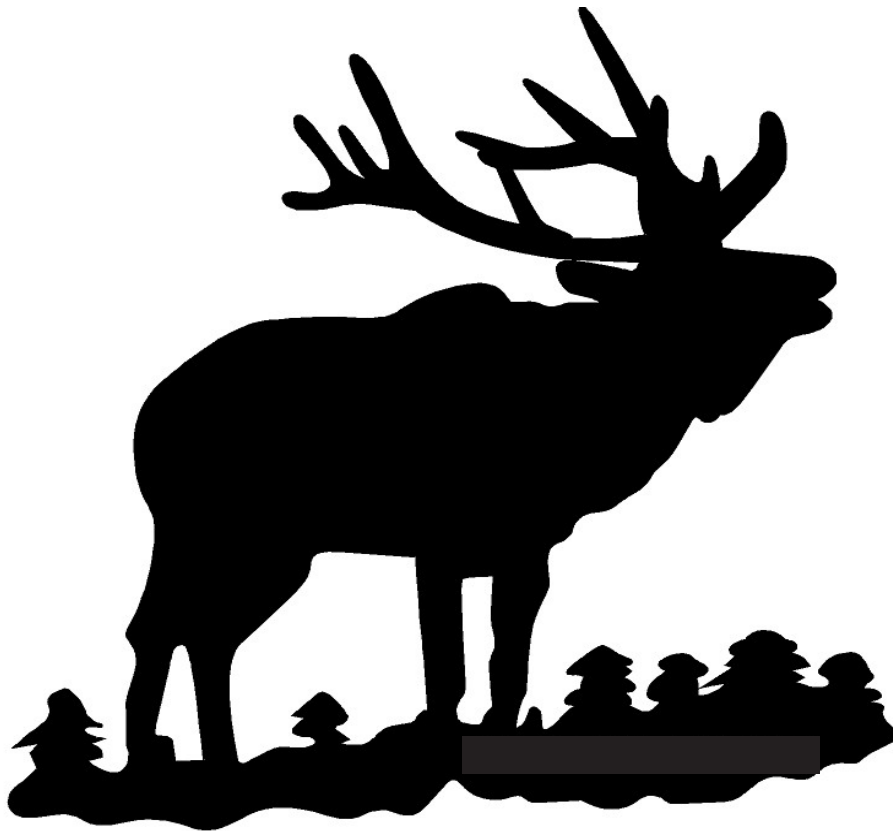


28.66 +/- ACRES | OFFERED AT \$8,500,000

# SEEDS, INC.

GRASS SEED PROCESSING CO.

THREE LOCATIONS IN IDAHO & WASHINGTON



# SEEDS, INC

PLANTS OF THE WILD

LISTING AGENT:

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This opportunity is being marketed in cooperation with Kelly Right Real Estate  
Bob Mattson, Broker, 208.930.5566, Bob@KellyRight.com

# ASSET DESCRIPTION

Seeds Inc. is an investment-grade opportunity consisting of an on-going business in the grass seed processing industry that processed a recent high of 26 million pounds in 2018. There are three plant locations; Nezperce, ID, Worley, ID, and one location that straddles the WA/ID border in Tekoa, WA/Plummer, ID. The asset locations are strategically placed in the heart of the Pacific Northwest's bluegrass production country. With easy highway access to and from all locations, the headquarters, located in Tekoa, WA in Whitman County, is only a short, 20-minute drive to the Worley location and two hours from the Nezperce plant.

The Seeds Inc. operation includes domestic and international sales channels and contracts with regional seed producers for supplies to meet distribution demands. This asset covers over 28 deeded acres across its three locations and includes processing plants and storage warehouses, fully operational greenhouses, full staffing to run the daily operations, and all operating equipment to continue and grow the multi-faceted operation. Additional business components include a wholesale greenhouse operation that provides native plant species to land-scapers and government contractors and also a dedicated feed pelletizing operation.

The cornerstone of the business model is cleaning and distribution to the wholesale market of Kentucky Bluegrass seed. There are several proprietary grass seed varieties and blends that the company has exclusive, protected rights to. This seed processing asset has a total of five seed cleaning lines that are operated year-round and each location is also capable of pelletizing the bi-product materials, created during the cleaning process, into forage pellets for livestock feed. At the Worley, ID location, an additional income stream is created by a dedicated alfalfa pelletizing operation.

Patent protected technologies that use the core aspects of the business help create additional opportunities to grow the company and offer further diversification. Historical financials show profitable EBITDA with robust sales forecasted for 2021 (financial information available after execution of a Non-Disclosure Agreement). Existing management and employees are in place to continue operations through and post-acquisition. The company currently employs 50 +/- personnel, some of which are seasonal labor. Seller will consider involvement during a transition period, allowing a new owner to continue current operations and take advantage of opportunities for growth. Sale includes all aspects of the on-going business including, but not limited to: real estate, equipment, distribution, personnel, and contracts. Current inventory is excluded from the asking price but available for purchase, final levels and price to be negotiated at time of sale.





## ASSET DESCRIPTION CONTINUED

### LOCATION

- This ongoing business has three locations, one straddling the Washington and Idaho state line in Tekoa, WA, one in Worley, ID and one in Nezperce, ID.

### ACCESS

- The various sites are accessed via paved, graveled, maintained, county roads and easements.

### TOTAL ACRES & TAXES

- Per the County Assessors, following are the acres in each county.
  - Benewah County, ID: 2.19 acres.
  - Whitman County, WA: 7.00 acres.
  - Kootenai County, ID: 10.09 acres.
  - Lewis County, ID: 9.37 acres.
  - Total deeded acres = 28.66
  - Total 2019 property taxes for all parcels combined = \$34,988.62

### BUILDING SQ FT

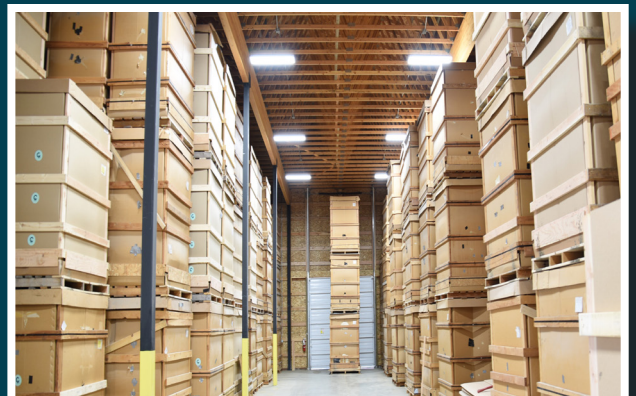
- Total building square feet is 270,361 for all three locations.

### ZONING

- Zoning across the various counties consists of commercial and light industrial.

### EQUIPMENT

- All processing and production equipment is included in sale.







# REGION



The Seeds Inc. headquarters is strategically positioned in the Pacific Northwest straddling the Washington and Idaho border near Tekoa, WA. Because of its location, there is less transportation time from field to plant and more efficiency in processing and distribution. The Palouse farming region surrounds the Seeds, Inc. headquarters and is considered the Northwest's most important and arguably, most productive agricultural region. 90% of the world's supply of Kentucky Bluegrass is grown in the states of Washington, Idaho, and Oregon. Washington State is the largest producer of the three and yields some of the highest quality turfgrass seed in the world. The climate of Washington is ideal for turfgrass seed production and affords producers the opportunity for high yields and relatively low risk of crop failure. Palouse region bluegrass seed is typically planted in the Spring and is ready for harvest the following July. Per the Washington State Turfgrass Seed Commission, Washington State dry land farm acres average yields of 500 - 1000 pounds per acre using typical Pacific Northwest turfgrass varieties.





## REGION CONTINUED

Kentucky Bluegrass is predominantly raised for turf seed used throughout the United States and abroad to grow lawns, football fields, golf courses, and pastures. With burn bans placed on many grass seed dominant counties throughout Washington State in 1998, much of the Northwest's production moved over the border into Idaho. That being said, the interest in grass seed as an alternate crop is steadily increasing across the region as producers have found other ways to clear field residue instead of burning, and grass seed prices have remained at relatively stable market prices. Farmers also consider Kentucky Bluegrass crops as a good land management tool, providing aid in the constant quest to prevent land erosion along with increasing soil nutrients and providing natural water filtration.

Kentucky Bluegrass and other turfgrass varieties are healthy for our planet, cleansing approximately 12 million tons of dust and dirt from the air along with lowering carbon dioxide. Also, for every 10,000 square feet of planted lawn, a grass stand can store up to 300 pounds of carbon per year. American lawns planted to bluegrass and other mixes of such turfgrass, capture up to five percent of the atmosphere's carbon dioxide per year along with cooling the earth. Eight average size front lawns in America have an estimated cooling impact equal to 70 tons of air conditioning. ([waturfgrass.org](http://waturfgrass.org))





# BENEWAH COUNTY, ID WHITMAN COUNTY, WA

The headquarters of Seeds Inc. is nestled in the picturesque, rolling hills of Whitman and Benewah Counties, approximately 16 miles from the Kootenai County processing plant and warehouse. This particular site has 9.19 +/- total acres with 7.0 +/- acres located in Whitman County, WA, and 2.19 +/- acres located in Benewah County, ID. This site includes a grass seed cleaning and processing warehouse system, storage complex, and commercial wholesale native plant greenhouses that supply local plant stock to government and landscape architects throughout the northwest under the "Plants of the Wild" brand.

Per the Whitman and Benewah County Assessors, there are 112,856 total building square feet at this location that are accessed via paved county-maintained roads and gravel roads within the properties. This complex has pelletizing capabilities that take the bi-products from the cleaning process, such as excess grass stubble, stalks, and debris, and turns this waste material into forage pellets to be used for livestock feed.







WHITMAN COUNTY



BENEWAH COUNTY

#### LOCATION

- The Whitman County warehouse, processing plant, and greenhouses are located off the rural HWY 60 in Tekoa, WA.
- The Benewah County warehouse and plant are located just across the state border less than one-half mile from the Whitman County complex, at the crossroads of HWY 60 and Lovell Valley Rd in Plummer, ID.

#### ACCESS

- The assets in both Benewah and Whitman Counties are accessed via paved, county-maintained roads and gravel roads within the properties.

#### TOTAL ACRES

- Per the Benewah County Assessor, there are three tax parcels for this location with a total of 2.19 +/- total deeded acres.
- Per the Whitman County Assessor, there are two tax parcels for this location with a total of 7.0 +/- total deeded acres.

#### TAXES

- Total property taxes for this location, as a whole, for 2019 were \$11,728.98.
- Benewah County property ID's:
  - RP45-No6W-13500A
  - RP45-No6W-135502
  - RP45-No6W-13800B
- Whitman County property ID's:
  - 200-004-620-171-905
  - 200-004-620-181-902

#### BUILDING SQ FT

- There are 112,856 total building square feet at this location.



# KOOTENAI COUNTY, ID

Seeds Inc's northernmost location is in Worley, ID, approximately 16 miles north of the headquarters in Tekoa, WA. Surrounding the Worley location, in Kootenai County, are rolling hills planted to wheat, barley, oats, rye, pulse crops, and Kentucky Bluegrass. This area is an optimal growing region for bluegrass due to the natural abundance of soil health and high rainfall.

In addition to the core, grass seed cleaning and processing functions, a unique feature of this location is the dedicated pelletizing operation focused on producing alfalfa-based livestock feed specifically for that market. All locations have pelletizing capabilities to take advantage of the bi-products of the grass seed cleaning process, and the Worley, ID location has an additional income source via this alfalfa pelletizing. This adds even more diversity to the overall Seeds Inc asset and business.







#### LOCATION

- This property is located at the intersection of Settlers Road and South Rew Road in Worley, ID.

#### ACCESS

- This asset is accessed via paved, county-maintained roads and gravel roads within the property.

#### TOTAL ACRES

- Per the Kootenai County Assessor, there are two tax parcels for this location with a total of 10.1 +/- total deeded acres.

#### TAXES

- Total property taxes for 2019 were \$4,340.14.
- Kootenai County property ID's:
  - 48N-05W-298-950
  - 48N-05W-298-900

#### BUILDING SQ FT

- There are 59,515 total building square feet located on this site.



# LEWIS COUNTY, ID

The southernmost location within the Seeds Inc. operation lies 80 miles southeast of the Tekoa headquarters in Nezperce, ID. As with all locations, the Nezperce asset is strategically located in agriculturally rich Lewis County within the north-central region of Idaho. This location includes a total of seven buildings housing the processing plant, storage warehouses, and offices. Per the Lewis County Assessor, the total square footage of the complex's buildings approximates 97,990 sq. ft. This location is approximately a two-hour drive from the Whitman County headquarters in Tekoa, WA with easy highway access connecting the locations.







#### LOCATION

- The complex is located between Lawyer Canyon Road and 9th Avenue in Nezperce, ID.

#### ACCESS

- This asset is accessed via paved county-maintained roads and gravel roads within the property.

#### TOTAL ACRES

- Per the Lewis County Assessor, there are 133 tax parcels for this location with a total of 9,3735 +/- total deeded acres.

#### TAXES

- Total property taxes for 2019 were \$18,919.50.
- Lewis County property ID's:
  - RPN-053-000-0001A
  - RPN-053-000-0002C
  - RPN-030-000-2004A
  - RPN-030-000-3007A
  - RPN-034-004-6007A
  - RPN-039-000-0010A
  - RPN-030-000-1001A
  - RP3-3N0-2E0-54950
  - RPN-030-000-1003A
  - RPN-030-000-4001A
  - RPN-030-000-5001A
  - RPN-030-000-8001A
  - LR3-3N-02E-055405

#### BUILDING SQ FT

- There are approximately 97,990 total building square feet at this location.

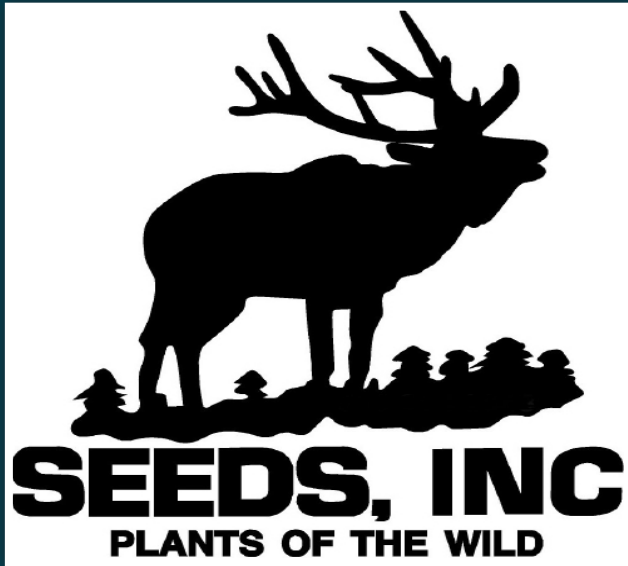


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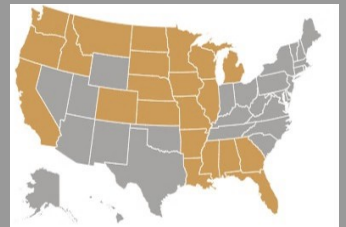
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NATIONWIDE NETWORK OF LICENSEES



PRIVILEGED TO BE AN AFFILIATE OF



AgriBusiness Trading Group Inc. is based in the Pacific Northwest but has worked with clients throughout the United States and Canada. As a result of our affiliation with Peoples Company we offer a cohesive team of land professionals, and aggressive marketing strategies proven to drive land sales. Peoples Company has Become a top agricultural real estate services firm holding licenses across the nation. We offer brokerage appraisal, land management and auction services and will continue to uphold our commitment to unparalleled customer service, extreme integrity, unmatched professionalism and obsession to always put our client's needs before our own.

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