



## **Request for Assignment of Lease – Hinrichs and Company to Ardent Mills – Portions of Public Port Site Wilma**

Commission motioned to authorize “Port staff to proceed with the lease assignment process between Hinrichs and Company and Ardent Mills for portions of the public port site at the Port of Wilma contingent upon due diligence by staff.”

Local Chickpea producer Hinrichs Trading Company is being acquired by Ardent Mills. Interesting article attached below.

## **New Date for Strategic Planning Meeting**

Strategic planning meeting set for May 6<sup>th</sup>, after the regular commission meeting.

## **SPECIAL WORKSHOP: Petrichor**

Background:

From Port meeting minutes from December 5, 2019: Resolution No. 19-19 involves “approving the filing of a Certificate of Formation for a Port LLC with the Ports of Bellingham, Kalama, Pasco, Ridgefield, Skagit and Whitman, being the initial members; approving an Operating Agreement for the LLC; appointing Commissioner Meyer as the Port of Whitman representative on the executive council of the LLC; and a Management Services Agreement between the LLC and the Port of Whitman.”

“A MOTION was made to adopt Resolution No. 19-19. The MOTION was seconded, and the Chair called for the question, Commissioner Meyer and Commissioner Love voted “yes”, Commissioner Kammerzell voted “no”. The MOTION carried.” You can also see Commissioner Kammerzell’s concerns for opposition in the minutes here - <https://portwhitman-web.s3-us-west-2.amazonaws.com/meetings/minutes/2019-12-05/2019-12-05%20Minutes.pdf>

“At the commission meeting on March 4, 2021, staff presented a draft of the Commission’s assumptions concerning the Port’s relationship with Petrichor and, more importantly, the principles that the Port Commission would like to apply to the relationship between the Port and Petrichor.” It was decided then to further discuss this relationship at the April 1 commission meeting. Hence this special workshop.

During this workshop it seemed like the commissioners were trying to come to some understanding as to how Petrichor LLC fits into Port’s business/goals and how to move forward without constantly questioning the Port’s relationship with Petrichor and whether the Port should have taken it on in the first place. It was discussed that the Port committed to being a leader in this broadband LLC project (voted 2:1 on 12/05/19) and it has shown to be “viable, profitable, and effective” in connecting broadband within our county and helping other counties get connected. Commissioner Kammerzell has been against this project (see link above) and Commissioner Meyer and Webber have suggested that the commission, unanimously, move forward to seeing out the Petrichor contract especially since it is meeting all objectives of the model.

**Additional comments/opinions:** This workshop took about 40 minutes. In my opinion, there has been too much time spent bringing up points that have been addressed over and over without any concession to supporting and working on the success of the contract with Petrichor. Seeing Petrichor fail at this point would be a huge loss to our county. To see background and more information about this relationship please click on the link to the agenda and supportive material and scroll down to the last 5 pages.

<https://portwhitman-web.s3-us-west-2.amazonaws.com/meetings/agendas/2021-04-01/2021-04-01%20Agenda.pdf>

## **Upcoming Meetings**

- Washington Public Ports Association 2021 Spring Meeting, May 19-21 via Zoom
- Pacific Northwest Waterways Association 2021 Summer Conference, June 22-24



BRIEF

# Ardent Mills to acquire chickpea producer Hinrichs Trading Company

By Lauren Manning

Published March 4, 2021

## Dive Brief:

- Ingredient and flour maker Ardent Mills announced plans to purchase chickpea maker and packer Hinrichs Trading Company. The acquisition is part of Ardent's strategic growth plan to build out its specialty ingredient capabilities while diversifying its existing wheat flour business. The deal is expected to close in April.
- Hinrichs has been producing chickpea-based ingredients for over 30 years and operates throughout Washington and Montana. Working with Ardent is an opportunity to access new markets, scale quickly, and take advantage of its operational expertise, according to CEO Phil Hinrichs.
- The deal follows Ardent's February 2020 acquisition of Andean Naturals' quinoa sourcing, cleaning, and packaging operation in Yuba City, California, which it folded into its specialty grain and plant-based ingredients unit called The Annex.

## Dive Insight:

The plant-based foods trend has spurred interest in new ingredients and chickpeas are at the top of the list thanks in part to

their appealing nutrient profile. Ardent cited the trend in its planned purchase of Hinrichs.

"The plant-based food and beverage market shows no sign of slowing down. In fact, we continue to see significant growth as consumers look to foods that align with their individual values — both personal and planetary," said Shrene White, general manager of The Annex by Ardent Mills. "Ardent Mills has made proactive investments to meet this demand. This potential venture will enable us to offer diverse chickpea solutions to our customers from day one."

Analysts predict that the global chickpea market could grow at a CAGR of nearly 4% by the end of 2022 thanks to the growing demand for grain-free food products and plant-based foods.

Chickpeas, which are naturally gluten free, also offer a manufacturers a way to serve the gluten-free segment, which is showing steady growth and expected to reach \$36 billion by 2026, according to Facts and Factors. Chickpeas even made Whole Foods Market's 2021 list of food trend predictions, with applications including hummus and falafel as well as newer products like chickpea flour and breakfast cereals.

Purchasing Hinrichs gives Ardent an immediate foothold in the rapidly evolving chickpea ingredients space. Hinrich's geographic footprint also offers an advantage. Chickpeas are primarily grown in just a few locations in the United States, according to the Agricultural Marketing Resource Center, including Montana (35% of total production), Washington (32%), Idaho (19%), and North Dakota (7%). With operations in two of these states, Hinrich gives Ardent closer access to chickpea production.

Ardent had been making a number of moves even before the Hinrich acquisition to fulfill its strategic growth plan. On top of

buying Andean Naturals' quinoa facility, it also acquired an organic grain elevator in 2019, formed an exclusive partnership with Colorado Quinoa, and invested in a Denver grain mill. Meanwhile, it cut down its wheat flour-milling capacity by closing four plants.

Ardent, which was launched as a joint venture between Conagra, Cargill, and CHS in 2014, is one of many ingredients manufacturers that are trying to follow the changing tides. ChickP Protein recently announced a partnership with Solcius Ingredients to start commercial production of its 90% chickpea isolate in February 2021, which is aimed at improving plant-based dairy alternatives, baked goods, and gluten-free foods.

Innovopro also recently raised \$15 million in a Series B funding to ramp up production of its 70% protein chickpea concentrate. It produces a protein powder called CP-Pro 70 that food manufacturers can use to develop animal-free products. Ingredient is even finding use for chickpeas as a substitute for eggs in dressings and sauces. Its broth emulsifier, Evanesse, is derived from cooked chickpeas.

Meanwhile, chickpeas are making their way into a variety of new food products. Chickpea-based snack maker Hippeas plans to expand into multiple snacking categories thanks to a recent \$50 million investment round, while chickpea pasta maker Banza is expanding into the frozen pizza segment with a chickpea crust pie.

### Recommended Reading:

📄 [ARDENT MILLS ANNOUNCES INTENT TO ACQUIRE HINRICHS TRADING COMPANY OPERATIONS](#) 📄