



Posie Pots

We have hundreds of thousands of customers in all 50 states

When mechanical engineer Kay Wells moved back to her hometown of St. Louis after years in California and Arizona, she was eager to recreate the lush, organic gardens she loved — a space for healthy, homegrown food and plants. What she hadn't anticipated was the return of something she'd nearly forgotten from out West: mosquitoes.

One warm afternoon, while tending her garden in shorts and a t-shirt, Kay was eaten alive by mosquitoes. "I ran inside, jumped in the shower, and thought, 'There has to be a way to do all this work once a month and still keep my plants thriving,'" she recalls. That spark of inspiration led to the creation of Posie Pots, a line of luxury self-watering planters designed to make plant care simple, sustainable, and stylish.

Drawing on nearly 20 years of aerospace R&D experience with Boeing and Northrop Grumman, Kay combined her engineering expertise with advanced manufacturing, 3D printing, and product design to transform a frustrating summer challenge into a patented innovation.

Each Posie Pot features a signature water reservoir that lets plants flourish with just two cups of water per month. The design uses up to 95% less water and one-third less soil than traditional pots, eliminates root rot and pests, and produces plants that grow up to ten times larger.

More than just functional containers, Posie Pots are works of art. With distinctive designs like the Twisted Square and Wave, and colors ranging from jewel tones — emerald, sapphire, amethyst, ruby — to noir black, pearl white, and gold, each piece makes a statement. Loved by customers of all ages, from beginner gardeners to expert horticulturists, they thrive in living rooms, offices, and public spaces alike. Thanks to 3D printing, Posie Pots can also be customized with brand logos.

Launched in 2019, Posie Pots gained momentum during the COVID-19 pandemic as people sought greenery, beauty, and calm in their homes. The company grew, and the surge of interest propelled the brand to national recognition, with features on ABC's *Good Morning America*, *STL Made*, the *St. Louis Business Journal*, and every major St. Louis television station. The company even appeared on the Times Square NASDAQ Tower as part of their Milestone Makers Program.

Kay further elevated the brand by participating in Walmart's prestigious Open Call supplier event in Fayetteville, Arkansas. Among thousands of applicants, Posie Pots was one of 500 businesses selected to pitch. She later represented the company on a Walmart panel in Las Vegas, and Walmart filmed a commercial in Posie Pots' St. Louis showroom

showcasing the 3D printing process, the team, and their innovative designs. Today, Posie Pots sells on Walmart.com, with ongoing support from Walmart's advertising team to grow its presence.

In May, Kay took the next big step by entering the Airport Minority Advisory Council (AMAC) Runway to Success Supplier Pitch Competition at St. Louis Lambert International Airport (STL). Encouraged by a friend, she presented to a panel of airport concession operators with a large 3D-printed planter and live plants that had thrived unattended for weeks. Out of 17 contestants, Kay placed in the final four and earned third place.

That achievement earned her a coveted spot at the 40th Annual AMAC Airport Business Conference in New Orleans, where she stepped into the spotlight for a high-stakes, *Shark Tank*-style pitch competition on a national stage. Amid a panel of industry judges, and the lively sounds of New Orleans jazz, Kay demonstrated how Posie Pots blends design, sustainability, and practicality for travelers and organizations alike.

Though she didn't advance to the national final four, the experience sparked two weeks of nonstop orders from conference attendees, valuable connections with procurement decision-makers, and invitations to pitch in other cities. "The feedback was amazing," Kay says. "It opened so many doors and proved our product resonates far beyond the home gardening market."

Far from a simple planter company, Posie Pots blends technology with tradition. The company develops AI-powered tools for marketing, package tracking, and 3D printing customization. It also gives back by teaching 3D printing and innovation on college campuses, inspiring the next generation of makers and engineers.

Kay's business is also a tribute to her family legacy. She named the company after her great-great-grandmother, a farmer whose green-thumb wisdom sparked Kay's lifelong passion for growing food. "It's a nod to my southern roots in Grenada, Mississippi," Kay shares. "I wanted to reimagine the lush, abundant gardens I grew up with, and bring that same joy and connection to the earth into my own children's lives today."

From aerospace labs to backyard gardens, Kay Wells proves that the biggest innovations can sprout from the smallest sparks — or in her case, the tiniest mosquitoes — growing into ideas that flourish far beyond their beginnings.

"We have hundreds of thousands of customers in all 50 states," Kay says with pride — proof that her inspired invention has taken root nationwide and is still growing strong.