

Attachment 23 – Letter from Owner

Natchitoches Parish Port
NorthPort Tract





June 15, 2010

Mr. Mark M. Sweeney
Senior Principal
550 South Main Street, Suite 550
Greenville, South Carolina 29601

**RE: INDUSTRIAL SITE CERTIFICATION PROGRAM
SITE AVAILABILITY**

Dear Mr. Sweeney:

The Natchitoches Parish Port Commission purchased a 383.73 acre tract of land last year with the intent being to develop it as an industrial site in association with the port's existing infrastructure and amenities. Deleting the acreage within the right of way of Louisiana Highway 486 and that area lying west of the highway and the Red River levee leaves a balance of approximately 370 acres.

The port has a history of leasing rather than selling its property to tenants, therefore, that is what we intend to do with this tract. For a company that would occupy the entire tract we will want the land rent rate to be in the neighborhood of \$75 per acre per year. In addition to the land rent we also normally receive throughput fees on the material that is shipped through the facility with a minimum tonnage expressed. These fees vary depending on the mode of transportation used, the port's involvement in providing infrastructure to handle the material and the port's involvement in the actual handling of the product.

The port would have other terms and conditions in the lease agreement in addition to the revenue requirements. Included among these would be the term which would be for a minimum of 20 years and a maximum of 99. The lease could also be drafted with an initial term plus option terms. Additionally, the lease will contain provisions for the amounts of liability coverage on the behalf of the lessee and indemnification and hold harmless clauses.

As each lease agreement is different in some respects the items described above are the more pertinent ones that are found in each lease. We can provide a representative agreement to you upon request.

Should you have any questions on these matters or need additional information, please feel free to contact me.

Sincerely,

A handwritten signature in black ink that reads "R.E.L. Breedlove, Jr." in a cursive style.

R.E.L. Breedlove, Jr.
Executive Director