

Attachment 11 – Rail Service Letter

Natchitoches Parish Port
NorthPort Tract



KANSAS CITY SOUTHERN

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FOUNDED 1887

KEVIN D. MCINTOSH
ASSISTANT VICE PRESIDENT
STATE AND LOCAL RELATIONS

PHONE: 816/983-1987
FAX: 816/983-1590

October 10, 2011

Mark M. Sweeney
McCullum Sweeney Consulting
Senior Principal
550 S. Main St. - #550
Greenville, SC 29601

Dear Mark:

Kansas City Southern Railway (KCS) is a full supporter of rail service development opportunities that create winning situations for local communities and states we operate in. KCS certainly welcomes the opportunity to partner with local economic development agencies and site selection firms in the pursuit of attracting prospects to locations that benefit from job creation, industrial growth, and having their transportation needs met by quality rail service.

KCS understands the development process is critical to the maturation and success of projects as they move from concept to construction phases. KCS also understands that frequent communication with local economic development groups regarding sites and development projects will help foster relationships that will ultimately lead to projects coming to fruition. Given the general information we've received on the proposed 4,000 acre industrial site in the Port of Natchitoches, Louisiana, KCS can commit that the site can be rail served if the right economic and business conditions are met. While there are no viable prospects identified for this particular site we certainly are willing to explore rail service design options that make economic sense and operational sense when the time is right.

Please let me know how we can help for future development opportunities and or the marketing of this particular site. I can be reached at 816-983-1987 or via email at kmcintosh@kcsouthern.com.

Sincerely,

A handwritten signature in cursive script that reads 'Kevin McIntosh'.

Kevin McIntosh
AVP of State and Local Relations