



April 05, 2018

Honorable Ollie Tyler
Mayor of Shreveport
505 Travis Street
Shreveport, LA 71101

Dear Madam Mayor:

RE: Non-Binding Memorandum of Understanding
Gateway Development Consortium, LLC's
Proposed Cross Bayou Point Initiative

I have recently become aware that the Gateway Development Consortium, LLC (GDC) has proposed a \$1 Billion mixed-use development for Cross Bayou and Ledbetter Heights. Over the next 10 years, this project has the potential to be transformative for downtown Shreveport and its surrounding neighborhoods. The proposed development is important and viable for the City and I applaud the city for its consideration of this visionary development.

I am writing to support the City of Shreveport's execution of a non-binding Memorandum of Understanding (MOU) with GDC for the proposed Cross Bayou Point Initiative. A non-binding MOU would allow the process to move forward toward accomplishing a development plan without legally or financially committing the City of Shreveport. The suggested non-binding MOU would express the City's interest in exploring the proposed project further and would allow GDC to do the following:

- Negotiate a detailed development plan,
- Develop a scope of work; and
- Present its plan to the City Council for approval at the appropriate time.

Gateway Development Consortium's Team is led by a group of local businesses, engineering and civic leaders with a vested interest in Shreveport's success. Gateway Development Consortium, LLC's partners have extensive experience in developing and managing projects of this size and complexity across the nation. GDP's Partner, WSP, is a world-renowned company that will be the technical consultant and adviser to the development. In concert with GDC and other experienced real estate developers, WSP is prepared to move this project forward. WSP has a strong legacy of successful completion of projects of similar scope, beneficial impact on infrastructure and which provide for strong and positive economic impact. The non-binding MOU would show that the City is, likewise, prepared to move forward.

In closing, I encourage the Mayor and the City Council to move this process forward. Thank you for your leadership.

Kind regards,

A handwritten signature in blue ink, appearing to read 'Max Nassar', with a long horizontal stroke extending to the right.

Max Nassar
Vice President
Encl.

WSP USA
Suite 1175
1100 Poydras Street
New Orleans, LA 70163

Tel.: +1 504 522-7143
Fax: +1 504 522-7764
wsp.com

