



JIM STRICKLAND
City of Memphis Mayor



MARK H. LUTTRELL, JR.
Shelby County Mayor

January 18, 2018

Reid Dulberger, CEO and President
Economic Development Growth Engine
Industrial Development Board of the
City of Memphis and County of Shelby, Tennessee
100 Peabody Place, Suite 1100
Memphis, TN 38103

Re: Fast Track Payment-in-Lieu-of-Tax ("PILOT") Incentive for The Northwest Company LLC.

Dear Mr. Dulberger:

We are pleased that The Northwest Company is considering location of its operations in Memphis and Shelby County. Based on the attached PILOT Term Sheet ("term sheet") that was approved by the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee ("EDGE") pursuant to its Payment-in-Lieu-of-Tax Program Policies and Procedures, we hereby approve the 10-year PILOT benefit/incentive.

Again, we are pleased that The Northwest Company is considering location of its operations in Memphis and Shelby County, and we certainly support its investment in our community.

A handwritten signature in blue ink, appearing to read "Jim Strickland", written over a horizontal line.

Jim Strickland
Mayor, City of Memphis

A handwritten signature in blue ink, appearing to read "Mark H. Luttrell, Jr.", written over a horizontal line.

Mark H. Luttrell, Jr.
Mayor, Shelby County