

REQUEST FOR PROPOSALS (RFP)

Business Recruitment & Economic Development Services

City of Natchitoches, Louisiana

RFP Issue Date: June 18, 2026

1. INTRODUCTION AND BACKGROUND

Community Profile

The City of Natchitoches, Louisiana, is seeking proposals from qualified economic development consulting firms to provide business recruitment and industry attraction services focused on expanding commercial and industrial investment within the community.

Natchitoches is Louisiana's oldest city and serves as a regional hub for tourism, education, healthcare, and commerce in Central Louisiana. Strategically located along Interstate 49, the city provides direct access to major transportation corridors connecting North and South Louisiana, Texas, Arkansas, and the broader Gulf Coast region.

The community is home to Northwestern State University and benefits from a strong regional workforce, cultural assets, and growing infrastructure investments. The City has recently completed a Targeted Industry Analysis identifying priority sectors and competitive opportunities for future economic growth. The selected firm will be expected to leverage this analysis as a foundational resource in developing recruitment strategies and outreach initiatives.

Purpose

The purpose of this Request for Proposals (RFP) is to identify and retain a qualified firm with demonstrated expertise in business recruitment, economic development marketing, corporate attraction, and site selection engagement to assist the City in attracting, recruiting, and retaining commercial and industrial businesses that will strengthen the local tax base, diversify the economy, and create quality jobs for residents.

2. SCOPE OF WORK

The selected firm will work collaboratively with City leadership, economic development stakeholders, utility partners, and regional organizations to implement a proactive business recruitment strategy. Services may include, but are not limited to, the following:

A. Lead Generation

- Identify target industries, companies, developers, and corporate prospects aligned with the City's targeted industry analysis.
- Develop and maintain active prospect pipelines.
- Conduct direct outreach campaigns to prospective businesses and investors.
- Generate qualified economic development leads and project opportunities.
- Facilitate introductory meetings and follow-up engagement with prospective companies.

B. Industry Targeting & Recruitment Strategy

- Utilize the City's recently completed Targeted Industry Analysis to refine recruitment priorities.
- Recommend industry-specific attraction strategies.
- Identify regional and national trends impacting targeted sectors.
- Provide recommendations regarding competitive positioning and business incentives.

C. Site Selector Outreach

- Build and maintain relationships with site selection consultants, commercial real estate brokers, developers, and corporate decision-makers.
- Represent the City at industry conferences, trade shows, and networking events as appropriate.
- Coordinate familiarization tours and community presentations for prospects and consultants.

D. Marketing & Collateral Development

- Develop and implement an outreach and recruitment strategy to attract businesses and interested developers to Natchitoches Parish.
- Develop or enhance marketing materials promoting the City's assets and development opportunities.
- Assist with investor presentations, pitch decks, and recruitment collateral.
- Recommend strategies for digital marketing, branding, and business attraction campaigns.
- Support the development of virtual tours, site profiles, and investment promotion tools.

E. Reporting & Coordination

- Provide monthly activity reports detailing outreach efforts, leads generated, meetings conducted, and project status updates.
- Participate in scheduled meetings with City leadership and economic development stakeholders.
- Track performance metrics and outcomes.

3. **VENDOR QUALIFICATIONS AND EXPERIENCE**

Minimum Qualifications

- Minimum of five (5) years of experience providing economic development, site selection, or business recruitment services.
- Demonstrated success recruiting commercial, industrial, manufacturing, or corporate investment projects.
- Experience working with municipalities, economic development organizations, or regional partnerships.

Proposal responses should address the following:

A. Firm Overview

- Company history and background.
- Organizational structure and office locations.
- Description of services offered.

B. Scope and Proposed Approach

- Identify the primary point of contact and project team members assigned to this engagement and outline their experience in this area.
- Describe your overall strategy for business recruitment and economic development for a community similar to Natchitoches.
- Describe how your firm prioritizes target industries, companies, and prospects. How would your firm leverage the City's recently completed Targeted Industry Analysis to guide recruitment efforts?
- What industries do you believe are the strongest fit for Natchitoches and why? How would your firm position Natchitoches competitively within Louisiana and the broader Southern region?
- What tools, databases, or research platforms does your firm use to identify prospective companies or developers? How many qualified leads do you typically generate for a client annually? Describe your process for nurturing prospects from initial contact through project announcement. How does your firm track prospect activity, engagement, and project status?
- Describe your firm's relationships with site selectors, brokers, and commercial real estate professionals. How frequently does your firm engage with site selectors and consultants? Describe your strategy for increasing awareness of Natchitoches among national site selection professionals.
- What conferences, trade shows, or industry events would you recommend the City participate in?
- How many hours per month will your team dedicate to the City of Natchitoches? How often will your firm provide progress reports and strategic updates? Describe your communication process and reporting structure.
- What performance metrics or KPIs do you use to measure success?
- What differentiates your firm from other business recruitment and economic development consultants?
- Describe any additional services or value-added support your firm can provide to the City.

C. Past Performance

- Provide case studies or examples of successful recruitment, retention, expansion, or relocation projects completed within the last five years. Include Industry Type, Location of Community, Size of Community.
- Describe a manufacturing or industrial project that your firm directly influenced from initial contact through public announcement for a community similar in size to Natchitoches.

D. References

Provide contact information for a minimum of three (3) to five (5) current or former clients, preferably municipalities or economic development organizations similar in size or scope to the City of Natchitoches.

4. PROPOSAL FORMAT AND SUBMISSION

- Cover Letter
- Company Profile
- Description of Relevant Experience
- Scope of Services and Proposed Approach
- Project Team and Resumes of Key Personnel
- Fee Structure and Pricing
- References

Submission Instructions

Proposals must be submitted electronically in PDF format no later than:

Proposal Due Date: Friday, July 24, 2026, by 11 AM CST

Submit proposals to:

City of Natchitoches

Attn: Mayor Ronnie Williams, Jr.

700 Second St.

Natchitoches, LA 71457

Questions regarding this RFP must be submitted in writing no later than:

Monday, July 20, 2026 at 5:00 PM CST

The City reserves the right to reject any or all proposals, waive informalities, and accept the proposal deemed to be in the best interest of the City.

5. EVALUATION CRITERIA

- Qualifications and experience of the firm
- Demonstrated success with business recruitment and industry attraction
- Understanding of the City's goals and targeted industry strategy (Targeted Industry Analysis is attached as Exhibit A)
- Quality and feasibility of the proposed approach
- Cost-effectiveness and overall value
- References and past performance

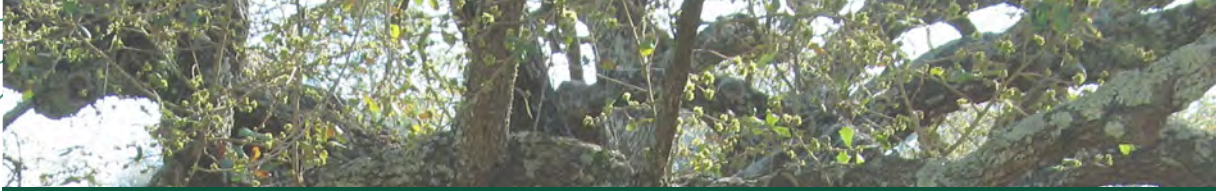
The City may request interviews or presentations from selected firms prior to final selection.

6. TERMS AND CONDITIONS

The City of Natchitoches reserves the right to:

- Reject any or all proposals
- Request additional information from proposers
- Negotiate contract terms with the selected firm
- Cancel or modify this solicitation at any time

All materials submitted in response to this RFP become the property of the City of Natchitoches.



City of Natchitoches

Natchitoches Targeted Industry Study

November 18, 2025

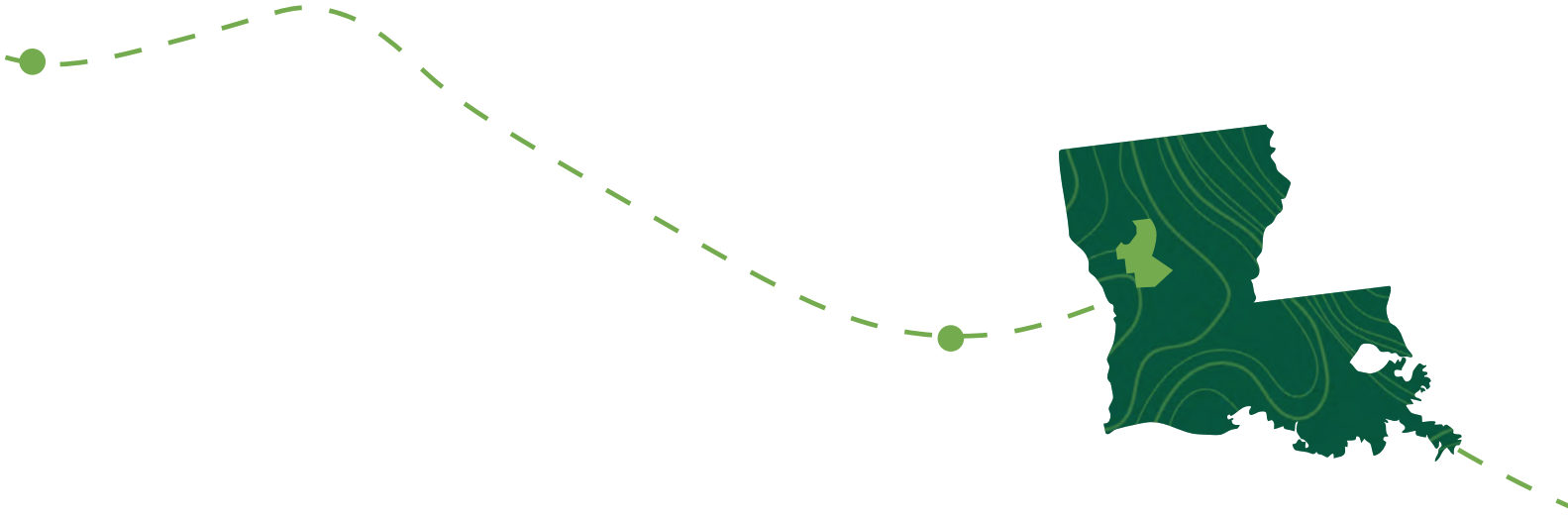


Prepared By:

CSRS, LLC
8555 United Plaza Blvd, Baton Rouge, LA 70809
(833) 523-2526

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Purpose of the Targeted Industries Study

The City of Natchitoches, Louisiana is rich with history, natural resources, and potential for growth. For years, the timber industry, higher education, and medicine defined the local economy. Now, Natchitoches, Louisiana is at an economic crossroads. In February 2025, International Paper announced the closure of its Campti, Louisiana site, which employed over 300 workers, most of whom live in the Natchitoches Metropolitan area. Though this closure shook the local economy, unemployment in Natchitoches was already a growing concern, reaching a rate of 5.7 in March 2025.¹ Natchitoches now faces an urgent need for industrial diversification and an opportunity to redefine its economic trajectory.

The International Paper Campti site closure may have sparked the City's pursuit of this **Targeted Industries Study**, however the vision for the City of Natchitoches' future is greater than just replacing one closed business.

This **Targeted Industries Study** presents data and recommendations to support the City of Natchitoches as it strives to draw-in a variety of new industries to the region to grow the local economy, expand access to job opportunities for people of all skill levels, and leverage this growth to improve the overall quality of life for all residents of Natchitoches. Below are recommendations for industries that should be targeted for investment in Natchitoches and the surrounding areas. Recommendations for specific actions to target these industries can be found later in this report.

Targeted Industries for Natchitoches' Future

Rapid Growth

Additive Manufacturing (Emerging)

Additive Manufacturing typically utilizes 3-D printing to add layer by layer the chosen material until complete. First developed in the 1980s, this swiftly growing industry has transformed from small non-functional prototypes to now creating integral parts at high-speed for a wide range of other industries like aerospace, defense, and medicine. The benefits of additive manufacturing include eliminating supply-chain intermediate steps, expediting the production process. According to Massachusetts Institute of Technology's Sloan School, additive manufacturing is ideal where the "function of the product is more important than the price" and "small lot sizes or customization makes it less expensive to manufacture an object additively than traditionally."² Natchitoches has available industrial sites that are of smaller size than some of the other industries listed in this section may want for a new site, which could be ideal for an additive manufacturing company.

Additive manufacturing in the U.S. is entering a major scaling phase, with double-digit growth expected over the next five years. Key growth drivers include certification and qualification of 3D-printed parts, faster adoption in aerospace, defense demands, growing demand for high-value medical end-use parts, and materials and process maturity. Given the projections for rapid growth in additive manufacturing, the City and partners should consider investing in versatile laboratory spaces that can allow manufacturers to pilot processes and materials.

The crucial connection of starting a workforce pipeline for this specialized industry already exists in Natchitoches, though it can and should greatly expand to meet the internationally growing industry, especially if Natchitoches is to become a new home for one of the industry's companies. Northwestern State University hosts a MakerLab and 3D Printing through the library and the Division of Mathematics hosts a course titled CSC 3040: 3D Print Design I. Companies are scaling production of aerospace and medical components. Natchitoches can differentiate itself by developing flexible research and development lab space near NSU's MakerLab to attract pilot-stage manufacturers. The City of Natchitoches and partners could strategically

¹ U.S. Department of Labor. (2025, March). *Unemployment Rates in Louisiana*. Careeronestop. <https://www.careeronestop.org/Toolkit/StateAndLocal/Unemployment.aspx?soccode=373011&location=Louisiana&dataview=table>

² Linke, R. (2017, December 7). *Additive Manufacturing, explained*. MIT Sloan. <https://mitsloan.mit.edu/ideas-made-to-matter/additive-manufacturing-explained>

connect NSU and potential manufacturers to demonstrate the potential for a sustainable workforce pipeline that both grows the NSU STEM program and the industry’s economic future.

Mold Manufacturing (Traditional)

Mold manufacturing is the process of shaping pliable substances and materials like silicone, metals, plastics, foam, ceramics, and wood into parts for other products using hollow molds. There are many different kinds of molding processes, like casting, compression molding, thermoforming, and injection molding. Subsections of this industry can be found in consumer electronics, aerospace, packaging, automotive, medical and pharmaceutical products. Grand View Research estimated the global value of this market at \$298,717.5 million and project it to grow to \$462,437.7 million by 2033.³

The workforce demand in this industry does typically require more skilled labor, with a focus on managing advanced technology, precision machining, and machine maintenance. Though companies may have their own training programs, advanced degrees are necessary for many of the roles within this industry. Programs preparing the workforce for a job in mold manufacturing are associates degrees in tool and die making, mechanical engineering technology, and four-year degrees in engineering and math fields. Local higher education institutions do have these programs, however the specialization may not be as precise as individual companies want to see.

Like most of the other industries in this list, mold manufacturing sites typically require a significant amount of land, power, and water. Natchitoches’ large available industrial sites should be appealing to companies in this industry. Also, Natchitoches’ relatively close proximity to the petrochemical industry in South Louisiana and Texas can offer efficient access to feedstock materials for mold manufacturing.

Advanced Manufacturing (Emerging)

Advanced manufacturing utilizes a combination of machinery, technology, and human skills to create efficient high-quality products. In 2025 a national push is sweeping the advanced manufacturing to “reshore” manufacturing, meaning bringing production across industries from overseas back to the United States. National reshoring initiatives are expected to bring more than 400,000 manufacturing jobs back to the U.S. by 2030.⁴ Advanced manufacturing is not the only industry where this is happening, but it is the most prominent. This year, NPR featured a small “special series” on manufacturing, its relationship to the American economy, and strategies to recruit and retain workers. According to the Manufacturing Institute, only 2 in 5 manufacturing jobs are directly involved in production. Other jobs in this sector includes development, design, engineering, and other administrative duties.⁵ The skills for both kinds of roles are already being developed in Natchitoches by existing employers and local higher education and certification programs, which is often the most important factor – besides available space – for a company of this industry when choosing a new location.⁶

Like additive manufacturing, advanced manufacturing is expected to scale rapidly over the next five years, due to re-shoring efforts, AI integration, robotics and automation, and increased demand for precision manufacturing. Workforce development and re-skilling will be a critical component to attracting investments in advanced manufacturing.

³ Grand View Research. (n.d.). *Injection molding market size, share: Industry Report, 2033.*

Injection Molding Market Size, Share | Industry Report, 2033. <https://www.grandviewresearch.com/industry-analysis/injection-molding-market-report>

⁴ Harry, M. (2025, June 1). *2025 Reshoring Survey Report.* Reshorennow.org. https://reshorennow.org/content/pdf/2025_Reshoring_Survey_Report_Portrait-compressed.pdf

⁵ Rosalsky, G. (2025, May 13). *Why aren't Americans filling the manufacturing jobs we already have?* NPR. <https://www.npr.org/sections/planet-money/2025/05/13/g-s1-66112/why-arent-americans-filling-the-manufacturing-jobs-we-already-have>

⁶ Demaree, L., & Shin, W. (2025). *Key considerations for Manufacturing Facility Site Selection.* NAIOP. <https://www.naiop.org/research-and-publications/magazine/2025/spring-2025/development-ownership/key-considerations-for-manufacturing-facility-site-selection/>

Advanced manufacturing includes a wide range of products, from big data and artificial intelligence to advanced composite materials like metals, alloys, plastics and recyclable materials, robotics and automation, and nanotechnology. This variety of capabilities means many companies could fall into this category, including some that may crossover into some of these other listed industries in this report. Advanced manufacturing typically requires large acreage and consistent access to water and power, both of which are available at the existing certified industrial sites in Natchitoches. Workforce pipeline expansion through NSU's Engineering Technology program will be essential to securing investment.

Biomedical Technology and Manufacturing (Traditional)

The biomedical technology and manufacturing industry includes companies that design, test, and sell implants, instruments, and equipment that directly impacts life-saving or life-improving treatment for people in need. Products from surgical instruments, diagnostic apparatuses, and cardiovascular instruments like pacemakers, defibrillators, and stents are just a few examples of the established technology already widely seen in the field – but innovations are happening every day, and new technology is emerging. A growing demand for personalized medicine, healthcare expenditures rising, and a globally older population are leading to advancements in medicine and in turn the biomedical technology and manufacturing industry as a response to those needs.⁷ It is without question that the human race will need medicine and the wider medical field for the foreseeable future, making this industry a safe pursuit for the City of Natchitoches. Grand View Research estimated that the \$256.2 billion medical device industry (2024) would increase at a compound annual growth rate (CAGR) of 5.9% from 2025 to 2030, and specifically U.S. medical device manufacturing will grow from \$256B (2024) to \$341B by 2030.⁸

Natchitoches is home to Northwestern State University, where the top four majors for undergraduate students fall in healthcare or healthcare adjacent fields. The workforce pipeline is primed for a new development in the local economy to expand this sector to include biomedical technology development and manufacturing. Proximity to the Natchitoches Regional Medical Center allows for a potential partnership that would help reinvigorate investment in the hospital system from the community, students, and medical professionals alike. Like most manufacturing companies, requirements for size of the industrial site may vary depending on the product(s) delivered by the company. However, having access to larger sites is critical to ensure future potential companies are not ruled out because of lot size needs. Natchitoches' variety of industrial sites provide the diversity of options needed for this industry.

Food Manufacturing (Traditional)

Food manufacturing is the process of taking raw agricultural and animal products into consumable food and includes processing, packaging, and preservation. The food manufacturing industry is dominated by meat processing, which includes livestock and poultry slaughter, processing, and rendering.⁹ The industry globally was valued at \$131.2 billion in 2022 and is anticipated to grow to \$247.7 billion by 2030, according to Grand View Research.¹⁰ Demand for food globally will only increase as the world population increases. Food manufacturing already has a foothold in Natchitoches through Pilgrim's Pride, a global provider of high-quality food products. Other food manufacturers, who would need the same resources which are all proven to be available at the existing industrial sites in Natchitoches, could find similar success here. The food manufacturing workforce pipeline requires similar skillsets to those already developed, or likely to develop, in the community based on existing manufacturing and agriculture industries.

⁷ MarketsandMarkets. (2025, November 2). *Medical Technologies Market Revenue Trends and growth drivers*. <https://www.marketsandmarkets.com/Market-Reports/medical-technologies-market-189845370.html>

⁸ Grand View Research. (n.d.). U.S. Medical Device Manufacturers Market Size Report, 2030. <https://www.grandviewresearch.com/industry-analysis/us-medical-device-manufacturers-market#:~:text=The%20U.S.%2medical%20device%20manufacturers,billion%20in%20fiscal%20year%202020.>

⁹ United States Department of Agriculture. (n.d.). *Processing & Marketing - food and Beverage Manufacturing*. Processing & Marketing - Food and Beverage Manufacturing | Economic Research Service. <https://www.ers.usda.gov/topics/food-markets-prices/processing-marketing/food-and-beverage-manufacturing>

¹⁰ Grand View Research. (n.d.). Food Contract Manufacturing Market Size Report, 2030. <https://www.grandviewresearch.com/industry-analysis/food-contract-manufacturing-market-report>

Electric Power Generation (Traditional)

Electricity demand in the U.S. is rising rapidly - driven by electrification, data centers, AI, and industry – creating an urgent near-term need for generation, storage and transmission capacity. Over the next five years, investments that expand power generation and grid capacity are likely to deliver strong economic development returns, such as jobs, tax base, and industrial attraction. Natchitoches should focus on utility-scale generation projects, as well as grid-scale battery energy storage systems (BESS).

Natchitoches Parish is served by electric utility companies that operate within both Midcontinent Independent System Operator (MISO) and Southwest Power Pool (SPP) territory; therefore, there may be opportunities for electricity generators (including storage) to sell to markets outside of Louisiana or even the U.S., but with the advantage of fewer regulations and potentially cheaper fuel in Louisiana. Developers of power plants and/or battery storage facilities will need large sites with access to water and electric transmission infrastructure.

Biomass (Emerging)

The biomass industry uses renewable organic material that comes from plants and animals to produce fuel for heating, electricity, and transportation fuel. Though this industry once was the largest source of fuel, the boom of oil and gas took its place as a leader over the last century, according to the U.S. Energy Information Administration. However, modern biomass now accounts for about 60% of global renewable energy consumption.¹¹ There are many industries taking a second look at biomass, especially in rural communities like Natchitoches, and innovating to make biomass more viable widely in the modern era. Central Louisiana’s agricultural base provides a sustainable feedstock source for bioenergy and biogas projects. The United States is the second-largest producer and consumer of electricity, behind China, and the future portrayed by the U.S. Energy Information Administration indicates energy consumption globally will continue to increase, particularly in the commercial sectors due to the increase of data centers and other manufacturing establishments.¹² There is an undeniable and unwavering demand for energy production. Modern biomass is a near-zero emissions fuel it is the largest source of renewable energy globally, according to the International Energy Agency (IEA).¹³

With agricultural business so prominent throughout Louisiana, especially in central and northern areas of the state surrounding Natchitoches, there is ample indication that Natchitoches would be a prime location for a new biomass power facility or industrial site. Similar to advanced manufacturing, this industry typically seeks larger acreage for a new site and depends on unfettered access to water and power.

Data Center (Emerging)

Louisiana is now considered an emerging data infrastructure corridor. In December 2024, Facebook and Instagram’s parent company Meta kicked off new chapter for Louisiana by announcing plans for a new data center in Richland Parish on a site of 2,250 acres. Professionals in the tech world believe this is one of the first of many new data centers that will launch in the next decade with increasing innovations in artificial intelligence. Grand View Research projects this already \$347.6 billion industry to grow to \$652.01 billion by 2030.¹⁴

This victory for Richland Parish is indicative of Natchitoches’ viability for a similar development. Natchitoches’ available, and soon-to-be-available, industrial sites boast large acreage, access to necessary and adequate

¹¹ U.S. Energy Information Administration - EIA - independent statistics and analysis. Biomass explained - U.S. Energy Information Administration (EIA). (n.d.). <https://www.eia.gov/energyexplained/biomass/>

¹² U.S. Energy Information Administration - EIA - independent statistics and analysis. Biomass explained - U.S. Energy Information Administration (EIA). (n.d.). <https://www.eia.gov/energyexplained/biomass/>

¹³ U.S. Energy Information Administration - EIA - independent statistics and analysis. Biomass explained - U.S. Energy Information Administration (EIA). (n.d.). <https://www.eia.gov/energyexplained/biomass/>

¹⁴ Grand View Research. (n.d.). *Data Center market size and share: Industry Report, 2030*. Data. Center Market Size And Share | Industry Report, 2030. <https://www.grandviewresearch.com/industry-analysis/data-center-market-report#:~:text=The%20global%20data%20center%20market%20size%20was,CAGR%20of%2011.2%25%20from%202025%20to%202030>

power grids, and a local community of young people joining the workforce. Specialized training and education is typically required for most positions within a data center, meaning local education and workforce pipelines will need to expand and develop programs which luckily already have a foundation in Natchitoches, like NSU's Associate of Science in Engineering Technology and Bachelor of Science in Electronics Engineering programs. Typical degree programs that guide a person toward a job in a data center are in computer science, information technology, and electrical engineering.¹⁵ Natchitoches can market its I-49 corridor industrial sites as ideal for regional colocation data centers, emphasizing redundant power and affordable land. Coordination with Cleco and LED can position Natchitoches as a complementary node in the north-central Louisiana data corridor.

Steady Growth *Distribution Center (Traditional)*

Since the launch of the first Amazon Fulfillment Center in Carencro in 2020, eleven sites now exist across the state, categorized as either fulfillment centers, sortation centers, distribution centers, or delivery stations. Each of these are necessary for Amazon's greater business model of delivering high-quality products to customers at ever quickening speeds. According to Grand View Research, Warehouse Order Picking (distribution centers) is a global market estimated at \$9.19 billion in 2023 and projected to grow at a compound annual growth rate of 10.8% through 2030. E-commerce industries are growing exponentially and have been since the COVID-19 pandemic, demonstrating that people are increasingly likely to make online purchases rather than in-store. As appealing as e-commerce is to customers, the distribution center opens doors for a larger swath of the workforce as well. Workforce demand in distribution centers is less restrictive and does not require advanced training or degrees. Unlike many of the other industries listed here, one unique benefit of a distribution center is that it requires fewer individuals with specialized skills and more opportunities for workers without advanced degrees, meaning this option could prove more fruitful for the available workforce in Natchitoches.

Despite the growth of these distribution centers, the closest distribution center to the City of Natchitoches is in Caddo Parish. Natchitoches' location nestled between two other major cities, Shreveport and Alexandria, make it the next best place for a large distribution center for Amazon, or other primarily online companies like Wayfair, Walmart, Target, and Ikea, looking to continue their growth in the distribution and delivery industry.

Timber / Paper Manufacturing (Traditional)

Natchitoches, Louisiana is known to be in the heart of the "Timber Basket" of the United States, with several existing industries along the timber pipeline, from forest management and commercial lumber to paper and product manufacturing. Existing timber industries RoyOMartin, Weyerhaeuser, West Fraser, Inc., and Boise Cascade all call Natchitoches home. During Steering Committee Meetings for this study, representatives from the timber manufacturers expressed need for new industry participants at a variety of stages in the timber industry pipeline, such as pulp or containerboard production. This industry is already established in this community, limiting potential barriers new industries may face in developing workforce pipelines, educating the community about the industry, and establishing community buy-in.

The market for wood and timber products was estimated by Grand View Research to be globally worth \$992.43 billion in 2024 and expected to grow to \$1,251.26 billion by 2030. Urbanization worldwide requires more timber and wood products to meet construction, housing, and infrastructure needs.¹⁶ The workforce demands are similar to other manufacturing industries listed here, with many opportunities for skilled and unskilled workers alike, though skilled workers will likely be of greater need. The existing history of Natchitoches as a wood and timber anchor for the United States means that the community knows and understands this is a potential career path for anyone interested in making a life in Natchitoches.

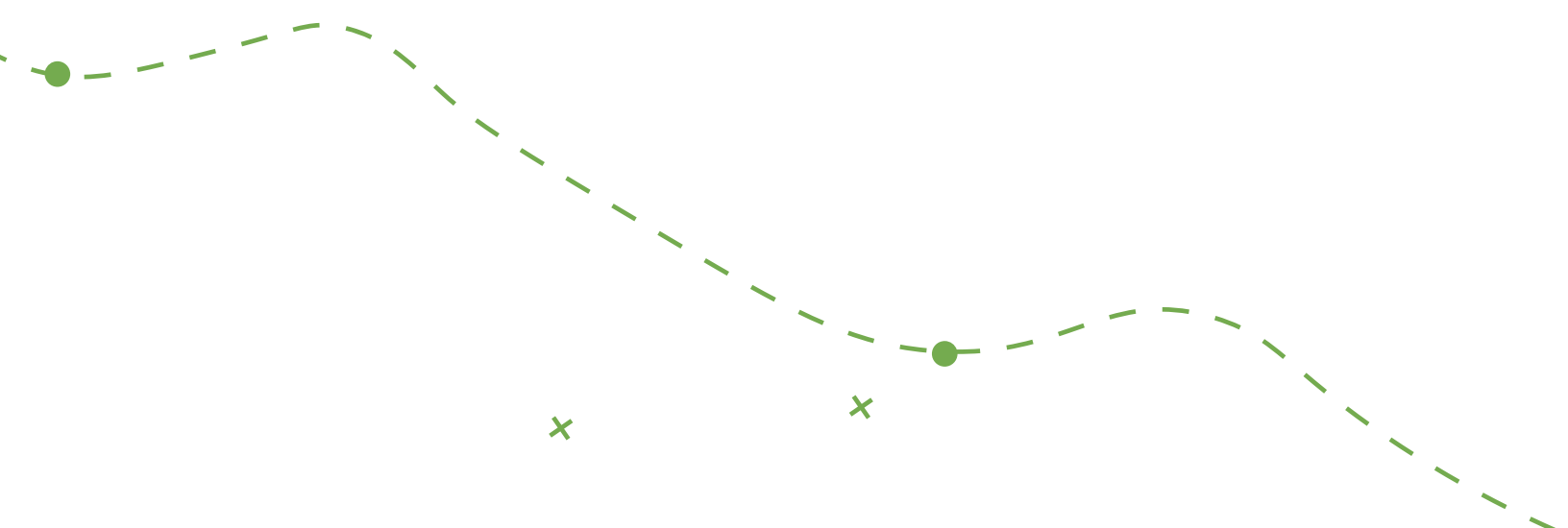
¹⁵ Grand View Research. (n.d.). *Data Center market size and share: Industry Report, 2030*. Data Center Market Size And Share | Industry Report, 2030. <https://www.grandviewresearch.com/industry-analysis/data-center-market-report#:~:text=The%20global%20data%20center%20market%20size%20was,CAGR%20of%2011.2%25%20from%202025%20to%202030>.

¹⁶ Grand View Research. (n.d.). *Wood and timber products market: Industry report, 2030*. Wood And Timber Products Market | Industry Report, 2030. <https://www.grandviewresearch.com/industry-analysis/wood-timber-products-market-report>

Natchitoches and Targeted Industries – Match Making Table

Industry	Min. Acreage	Electric Power Demand	Process Water Demand	Process Wastewater Needs	Potable Water	Natural Gas Reqs.	Rail Access	Interstate Proximity	Barge Access	Labor Requirements	Workforce Pipeline	Special Infrastructure Needs	Permitting Complexity
Additive Manufacturing	5–15 acres	Low–Medium	Low	Low	Medium	Minimal	Not Required	High (≤5 mi)	Not Required	Medium – mix of technical + design roles	High – NSU MakerLab/CS courses relevant	Lab space, broadband, R&D zone access	Low
Mold Manufacturing	15–40 acres	Medium	Medium	Medium	Medium	Medium	Helpful	High (≤5 mi)	Not Required	High – skilled machinists + precision techs	Medium – some specialization needed	Precision machining/met al finishing tolerance	Medium
Advanced Manufacturing	25–100 acres	High	Medium	Medium	High	High	Helpful	High (≤5 mi)	Not Required	High – engineers, technicians, automation	High – NSU Eng. Tech is pipeline backbone	Flexible space, automation, fiber backbone	Medium
Biomedical Technology & Manufacturing	15–50 acres	Medium	Low–Medium	Low–Medium	High	Low–Medium	Not Required	High (≤5 mi)	Not Required	High – skilled precision & cleanroom roles	High – NSU Health/Science programs	Proximity to hospital, cleanroom environments	Low
Food Manufacturing	40–100+ acres	High	High	High	High	High	Helpful	High (≤5 mi)	Not Required	Medium – mix of skilled + unskilled	Medium – agribusiness crossover	Food safety permitting, drainage mgmt	High
Electric Power Generation	100–200+ acres	High	High	Medium	Medium	Very High	Not Required	Helpful	Not Required	Low – operations light	Low – highly technical, often remote	Transmission interconnect + water adjacency	Very High
Biomass	75–150 acres	High	High	High	Low	High	Helpful	Helpful	Preferred	Medium – industrial ops & logistics	Medium – skilled trades with ag crossover	Feedstock availability + environmental permitting	High
Data Center	25–100 acres	Very High	Very High	High (if water cooled)	High	Low	Not Required	High	Not Required	Medium – mostly technical/data roles	High – fiber + NSU IT/Eng programs	Fiber redundancy, 2+ substations	High
Distribution Center	30–80 acres	Medium	Low	Low	Low	Low	Not Required	Very High (≤2 mi)	Not Required	Low–Medium – few specialists	Low – easily trainable workforce	Flat land, 40' clear height, truck courts	Low
Timber / Paper Manufacturing	100–300 acres	High	Very High	Very High	Medium	High	Required	High	Preferred	High – mix of skilled, unskilled, trades	High – legacy workforce base	On-site WWTP + rail + river ideal	High

In this table, the words “high”, “medium”, and “low” refer to the level of demand for that industry for that characteristic. For example, Additive Manufacturing has a low demand for process water, but a high demand (less than or equal to 5 miles away) for interstate proximity.



Existing Conditions of Natchitoches Determining Recommendations

The purpose of this study is twofold: 1) to identify potential industries so that the City of Natchitoches may more strategically and intentionally target companies within those industries to stake a claim in Natchitoches and 2) provide recommendations on how Natchitoches can become the most appealing new location for those industries while pursuing them. Natchitoches has many great assets and can take specific action to become a more desirable and competitive location for these targeted industries by addressing components of the community, quality of life, housing, education, and maintaining strong relationships with existing employers. The recommendations within the next sections aim to position Natchitoches to be the most appealing location for new industry.

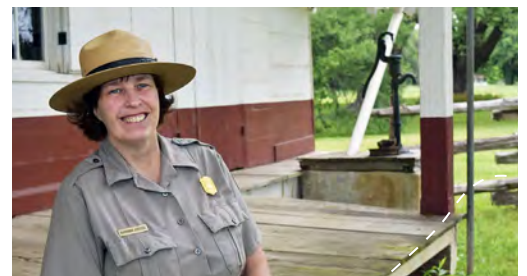
The City of Natchitoches is a small city nestled in a vastly rural region that has for generations depended on a few core industries or workforce sectors; timber, agriculture, education, and general manufacturing. These industries are still strong in the area, but diversification is necessary if Natchitoches is to rise to the aspirations of most community members, who want to see the City and its people thrive.

Natchitoches has faced challenges with unemployment, crime, and poverty that misrepresent the core character of the community. In the last five years, Natchitoches has seen community development and innovations like Louisiana Housing Corporation’s Natchitoches Thomas Apartments, the Natchitoches Area Chamber of Commerce 2024-2026 Strategic Plan, The Natchitoches Bicycle & Pedestrian Master Plan, and the Natchitoches Safe Streets Revitalization Project. These all demonstrate that Natchitoches is a community eager to ensure every resident experiences a high quality of life every day they wake up in Natchitoches, every day they go to work, and everywhere they go within the community.

One of Natchitoches’ greatest strengths is its Birth to 12 Public Education System. Natchitoches Parish overall is one of the most successful in the state, with a 2024 Performance Score of 83.5 and a graduation rate of 84.2%. Natchitoches Parish also offers a wide range of opportunities for subsidized childcare for children aged birth to four years old, with an overall score of 5.62 (High Proficient) for the Early Childhood Network Performance in 2023-2024. This unique success in Louisiana, and a generally rural community, is a significant draw for any potential resident, but especially employers who must consider the community in which their employees will eventually raise a family. A strong public school system is a huge lever for potential employers, and a strong early childhood care and education system with publicly funded seat options is an added victory for all working parents. This strength can be even more adequately leveraged by building a more direct connection between the K-12 System and workforce pipelines.

Recommendation 1: Facilitate more direct connections with local employers through incentivizing paid and unpaid internships, guest speakers at school functions, and site visits for students to employers’ facilities by partnering with the Natchitoches Parish School Board.

Recommendation 2: Partner with Northwestern State University and Bossier Parish Community College to demonstrate education programs that are directly related to the targeted industries.



The City of Natchitoches is home to two higher-education institutions, Northwestern State University (NSU) and Bossier Parish Community College (BPCC)'s Natchitoches Campus. Four of the top seven majors at NSU are in healthcare or healthcare-adjacent fields. Many of those students gain real-world experience at the Natchitoches Regional Medical Center, one of the community's largest employers. However, the study determined that many students, upon graduation, are leaving Natchitoches to work in Texas, where wages are notoriously higher.

Recommendation 3: To attract new industries, the City of Natchitoches must work to retain this skilled workforce by partnering with Natchitoches Regional Medical Center to find sustainable methods to incentivize talent retention.

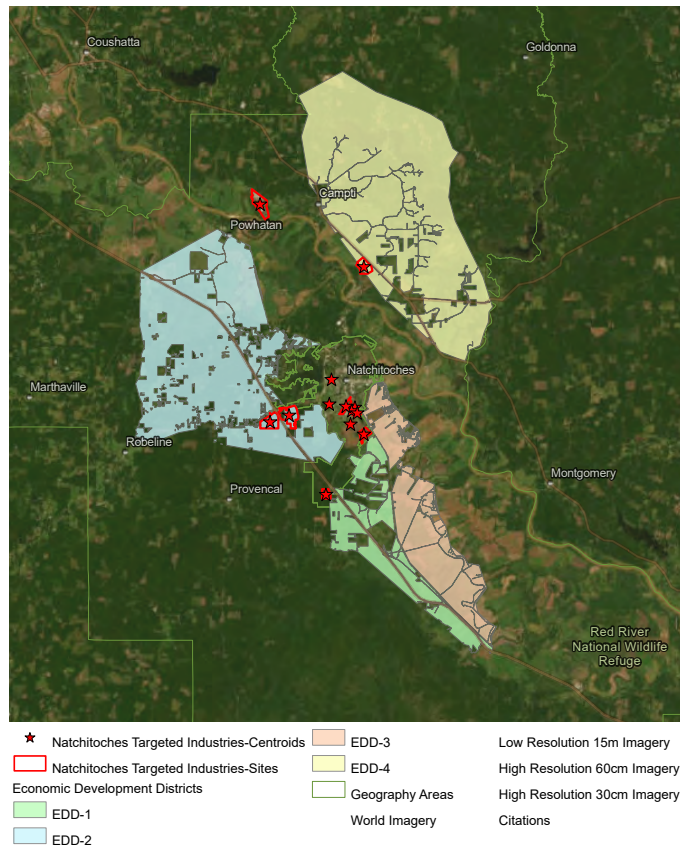
Recommendation 4: The City of Natchitoches should facilitate ongoing conversations, at least twice a year, between local employers (existing and soon-to-come) and local higher education institutions to debrief skills, certifications, and shortfalls seen in the workforce that could be addressed earlier in potential employees.

Four Economic Development Districts surround the City of Natchitoches, and there are four within city limits. Economic Development Districts (EDDs) are tasked with leading locally-based and regionally driven plans for economic development involving public-private partnerships. The Natchitoches Economic Development Alliance (NEDA), a part of the Natchitoches Area Chamber of Commerce, is a champion of leveraging opportunities for economic growth and furthering the missions of economic development districts. Economic development agencies like NEDA allow the City to pursue proactive approach which helps the city plan for sustainable growth, diversify its economy, and enhance the quality of life for residents through improved public services and a broader tax base.

In April 2023, Natchitoches Parish Council introduced ordinances 007-1-2023, 007-2-2023, 007-3-2023, 007-4-2023 to create four Economic Development Districts (EDDs) for the purpose of financing economic development projects within the district itself. There are no residences within these districts, and the Council, in passing these ordinances, dedicated 1% of the revenues collected (in excess of the annual local base generated by the existing tax collected within the EDD boundaries) for the financing of economic development project costs. The annual local tax base means the baseline of sales tax revenue collected prior to the EDDs' establishment. Eligible costs the EDD revenue could support may include improving local infrastructure like roads, utilities, drainage, and rail access surrounding an industrial site that may make the site more enticing to a potential private partner. This may include direct financial assistance like grants, tax rebates, workforce training, and expedited permitting to encourage them to operate within the EDD, thus continuing to generate economic growth for the community.

To date, three of the priority sites for economic development are located within a Parish Economic Development District: two sites in EDD2 and one in EDD4. By virtue of their location within an EDD, these sites hold the potential for additional economic incentives, utilizing the incremental revenue that can be generated from investment within these districts.

As of October 2025, financial reports for the 2024 fiscal year are not readily available to demonstrate the impact of these EDDs on the Sales & Use tax revenue. To understand the amount of funding available – or project available funds in the future – The Parish will need to establish a baseline using Sales & Use Tax revenue from the 2023 Fiscal Year. With potential new revenue available, the Parish, City, and partners can collaborate to prioritize which necessary improvements to each industrial site or surrounding infrastructure are of greatest importance to enticing private partners to break ground on the available industrial sites. Conducting these improvements prior to, or in tandem with, a company breaking ground on a selected industrial site reduces upfront capital costs, accelerates project timelines, and demonstrates commitment from local government to being a steady and reliable partner.



Recommendation 5: Natchitoches Economic Development Alliance should actively recruit and collaborate with potential companies to ensure that the City leverages expert partnerships and market insights to attract high-value industries and strategically encourage their development within Economic Development Districts when possible.

According to the 2023 Quarterly Census of Employment & Wages Report, the average annual wage in Natchitoches Parish is \$42,952, while the National average in 2023, according to the Social Security Administration, was \$63,932.64.¹⁷ This discrepancy is further emphasized by the poverty rate, 34.8%, according to the 2023 American Community Survey 5-Year Estimates.¹⁸ Luckily for Natchitoches, lower wages does come with a generally lower cost of living compared to the rest of the United States. According to the 2023 American Community Survey 5-Year Estimates through the US Census Bureau, 46.8% of residents pay between \$500-999 in rent monthly, and 30% of homes are valued between \$200-299,999. Another 53% of homes are below \$200,000.

¹⁷ Social Security Administration. (2025). National Average Wage Index. <https://www.ssa.gov/oact/cola/AWI.html>

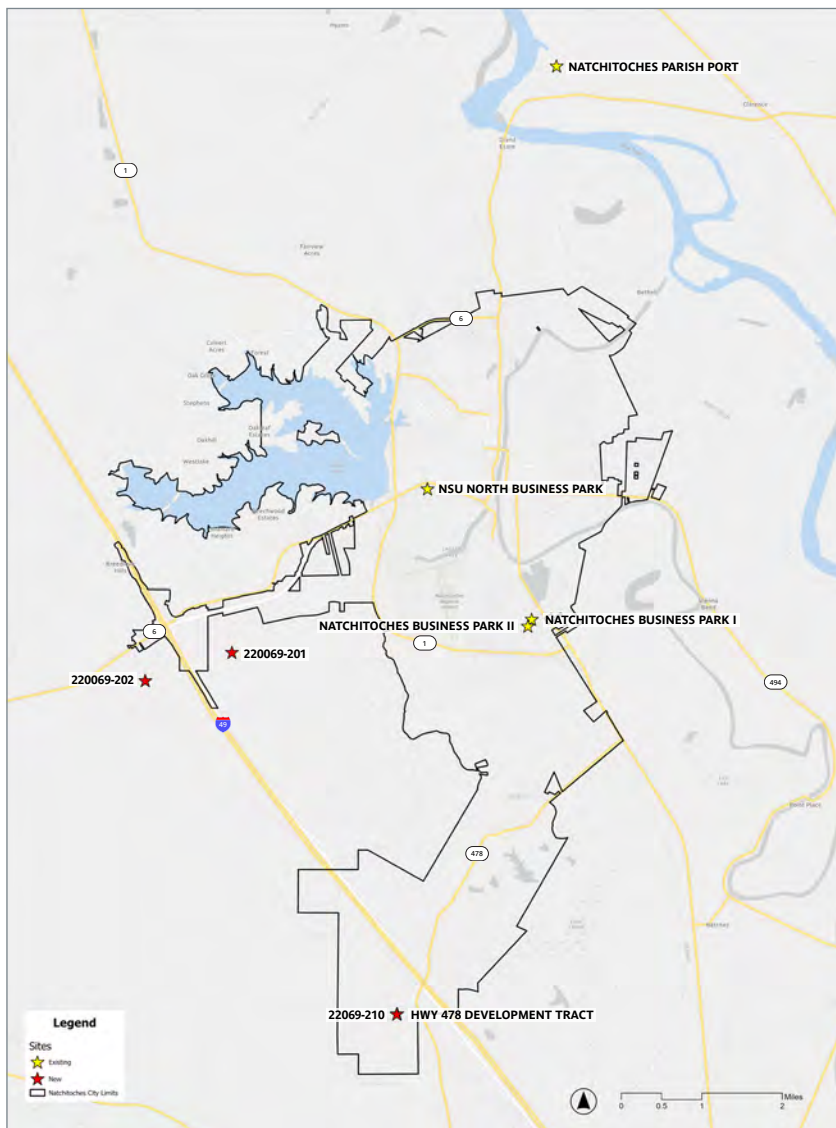
¹⁸ United States Census Bureau. (2023). *Natchitoches City, Louisiana - Census Bureau profile*. Data.Census.gov. https://data.census.gov/profile/Natchitoches_city,_Louisiana?g=1600000US2253545

In 2024, Natchitoches conducted a Housing Study with Next Move Group, independent of attracting any new businesses, and the inevitable new residents that come with them. The recommendation at the time was for 536 new housing units to be built within Natchitoches Parish by 2029, 302 of those to be homes for sale and 234 rental properties, all to meet rising population and demand. The study report provides more specific details about the types of recommended housing developments and their value, however this projection highlights a key area of improvement for the City of Natchitoches.

Recommendation 6: In addition to courting new industries, Natchitoches must entice housing developers to build in Natchitoches to meet not just the existing demand, but demonstrate efforts toward the additional increase in demand that a new employer would bring.

Natchitoches currently has five industrial sites certified by Louisiana Economic Development (LED), and three potential sites that are in the process of being acquired by the City and certified by LED. The already certified sites are advertised at <https://www.gonatchitoches.com/do-business-here/industrial-properties> and they have a diverse range of acreage and location throughout the City limits.

A map of the sites can be seen below:



Two of the existing sites (Natchitoches Parish Port Site and Highway 478 Development Tract) and the three new potential sites have many desirable qualities that any of the identified targeted industries may find appealing to develop a new plant, site, or center. The City will have some challenges with each.

Recommendation 7: Acquire, prepare, and/or support certification of three new potential industrial sites

- a. SITEID 22069-201 Highway 6 and I-49 East Side
- b. SITEID 22069-202 Highway 6 and I-49 West Side
- c. SITEID 22069-210 West of I-49

There are many existing and thriving employers in Natchitoches. The existing industries, as identified by the Natchitoches Area Chamber of Commerce, are Timber and Timber-related Products, Agri-Business, Environmental Technology, Advanced Manufacturing, and Tourism. The top employers are Natchitoches Regional Medical Center, Northwestern State University, RoyOMartin, Natchitoches Parish School Board, Pilgrim’s, and Alliance Compressors. Many of these employers had representation on the Steering Committee that helped create this report, because of their clear and deep investment in the Natchitoches community.

Bringing in new industry of any kind creates competition for both the employers seeking highly motivated and skilled employees, and potentially for customers if the new industries drawn in are direct competitors for existing companies who call Natchitoches home. The intention of this study and the pursuit of industries after it is published is not to drive out existing companies – in fact, quite the opposite. The intention is to solidify Natchitoches as a desirable place to live, work, grow, learn, and dream for all residents, and future residents. The City of Natchitoches believes strongly in John F. Kennedy’s famous idiom, “The rising tide lifts all boats.” To ensure this remains true, the City of Natchitoches must ensure that the existing companies are celebrated for their continued success and commitment to the community.

Recommendation 8: Celebrate and publicize existing businesses that are positively contributing to the community in ways beyond employment

Natchitoches is ripe for growth and development spurred by industry because of its available sites, diverse workforce, local higher education institutions, and low cost of living. The strengths of Natchitoches outlined in this section are championed by the local leadership – and must also be championed by State leadership as well. In the last nearly two years (January 2024-Present), Louisiana Economic Development has worked with companies and local governments to bring 53 new economic development projects to Louisiana. Of those 53, only nine (9) are in Northwest Louisiana and only one (1) in Central Louisiana. The other developments may be critical for Louisiana as a state, but in many ways residents of Central Louisiana could see this trend as further incentive to leave cities like Natchitoches for other areas of the state that are growing.

Recommendation 9: Partner with the Office of Louisiana Economic Development to make direct connections with specific companies within the identified industries in this study and increase Louisiana’s Economic Development Projects to be more inclusive of Central Louisiana.

Recommendations for Attracting Targeted Industries

Recommendation 1: Facilitate more direct connections with local employers through incentivizing paid and unpaid internships, guest speakers at school functions, and site visits for students to employers' facilities by partnering with the Natchitoches Parish School Board.

- Strengthen the workforce pipeline by building skills and interest earlier in future workers
- Invest local companies in the development of their potential future employees
- Encourage young people to remain invested in their future by seeing a variety of possibilities in career paths from an early age

Recommendation 2: Partner with Northwestern State University and Bossier Parish Community College to demonstrate education programs that are directly related to the industries being targeted.

- Publicity of programs like Mathematics with 3-D printing remind the public – employers and workforce – of local opportunities for skill development tied directly to high-quality jobs
- Local programs develop local talent to stimulate the local economy
- Opportunities for additional or non-matriculating certifications for specialized skills help develop a range of specialized skillsets in the workforce, and create avenues for success for workforce members focused on career, rather than college-readiness.

Recommendation 3: Retain skilled workforce members by partnering with Natchitoches Regional Medical Center to find sustainable methods to incentivize talent retention.

- Investigate employee satisfaction at the Natchitoches Regional Medical Center and take action to address non-compensation related challenges
- Celebrate employees who reach short- and long-term milestones (1 year, 3 years, 5 years, etc.)
- Leverage NSU alumni network to create additional support and community for professionals at the Natchitoches Regional Medical Center

Recommendation 4: Facilitate ongoing conversations, at least twice a year, between local employers (existing and soon-to-come) and local higher education institutions to debrief skills, certifications, and shortfalls seen in the workforce that could be addressed earlier in potential employees.

- Regular feedback from local existing companies helps improve the environment for future new companies
- Transparent communication between local government, educational institutions, and private sector leaders is a key indicator of a healthy local economy
- Continued interest in workforce development and adequacy from the City demonstrates sustained investment from all stakeholders in the City's success

Recommendation 5: Natchitoches Economic Development Alliance should actively recruit and collaborate with potential companies to ensure that the City leverages expert partnerships and market insights to attract high-value industries.

- Provide NEDA with this study and engage NEDA members in collaborative conversation about each targeted industry and set internal priorities on which to pursue

- Identify 3-5 companies within the prioritized industry that demonstrate stability, have capacity to expand, and align with Natchitoches’ community values
- Set timelines for active communication and outreach to the identified companies
- Facilitate conversations between the potential companies, the City, NEDA members, and other stakeholders as needed with the end goal of brokering a deal to develop a new site in Natchitoches

Recommendation 6: Entice housing developers to build in Natchitoches to meet not just the existing demand but demonstrate efforts toward the additional increase in demand that a new employer would bring.

- Review available land, including less-desirable certified industrial sites, i.e. NSU North Business Park, for potential large-scale development
- Housing availability is a key factor in a new company’s decision to open a site in a new location
- Build a diverse selection of housing per the Natchitoches Housing Study
 - » Utilize existing local (City and/or Parish) Economic Development Districts to provide incentives to housing developers.
 - » Begin implementation of the Mill District project to provide new housing units and amenities, while creating a standard for infill housing development in Natchitoches.

Recommendation 7: Acquire, prepare, and/or support certification of three new potential industrial sites

- a. SITEID 22069-201 Highway 6 and I-49 East Side
- b. SITEID 22069-202 Highway 6 and I-49 West Side
- c. SITEID 22069-210 West of I-49
- d. Utilize Parish Economic Development Districts, where applicable, to acquire sites and/or support certification and competitiveness.

Recommendation 8: Celebrate, publicize, and bolster existing businesses that are positively contributing to the community in ways beyond employment

- Low- no-cost actions like a “Natchitoches Employer of the Month/Quarter” publicized on Chamber website and brought to City Council or Chamber Quarterly Breakfasts to highlight great places to work while celebrating community investment and encourage continued good will
- Tie local events like music performances, “Unity in the Community,” and farmer’s market to local employers by offering free space to engage with community members
- Host an annual event honoring local employers for their community contributions, ask employers how they would like to spend the celebration (formal vs. informal dress, time of day, location, etc.)
- Assess what regulatory relief, if applicable, could be offered to existing businesses within the City to incentivize expansion and/or improvement.
- Consider a façade improvement grant program, or something similar, to help businesses improve their curb appeal and ignite civic pride around key commercial corridors within the City.

Recommendation 9: Partner with the Office of Louisiana Economic Development to make direct connections with specific companies within the identified industries in this study and increase north-central Louisiana’s competitiveness for economic development projects.

- Collaborate with LED, the Natchitoches Area Chamber of Commerce, the Natchitoches Economic Development Alliance, Louisiana Central, and the North Louisiana Economic Partnership, to design a work plan aimed at connecting with, and generating interest from, the target industries identified in this report.
- Partner with the Parish, LED, and local/regional economic development organizations (EDO's) to design a braided and tiered incentive framework, tailored to target industries, that clearly delineates the "Who, What, When, and How" regarding the deployment of incentives for economic development project investments.



Industrial Site Profiles

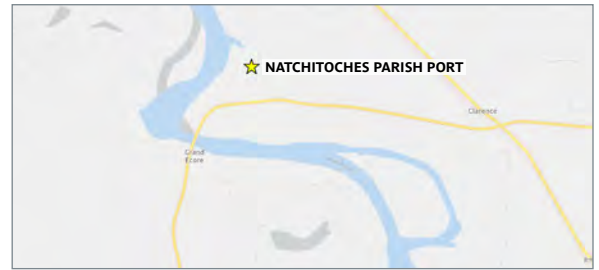
The subsequent pages provide a snapshot of each industrial site identified within this plan. These profiles share detailed information about each site, their current status, how relevant they are to the targeted industries noted earlier in this study, and what – if anything – the City and its partners may do to make these sites more enticing to potential private partners within the targeted industries.

SITE NAME	PROFILE PAGE NUMBER
Natchitoches Parish Port Site	Page 18
Highway 478 Development Tract	Page 19
NSU Business Park I	Page 20
NSU Business Park II	Page 21
NSU North Business Park	Page 22
SITEID 22069-201 Highway 6 and I-49 East Side	Page 23
SITEID 22069-202 Highway 6 and I-49 West Side	Page 24
SITEID 22069-210 West of I-49 - Bayou Blue Road	Page 25

Natchitoches Parish Port Site

Site Overview

- **Size:** 370 acres (largest certified site in the region).
- **Zoning & Land Use:** Industrial; designated for port and heavy manufacturing.
- **Transportation Access:** ~8.1 miles to I-49, adjacent to LA-486; KCS rail access and Red River barge access.
- **Utilities:** CLECO 34.5kV with 138kV potential; natural gas service nearby; water/sewer expandable.
- **Environmental:** Red River access supports high-volume intake/discharge. Wetlands delineation may be needed.



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Multimodal Access: Rail + barge + highway. • Ample acreage for large-footprint users. • Expandable electric capacity suitable for power-intensive industries. • Highly suitable for timber, biomass, food processing, and electric generation. 	<ul style="list-style-type: none"> • Distance from I-49 (8.1 miles) limits high-throughput trucking. • Firm power and gas capacities must be confirmed. • No internal infrastructure or access roads developed.
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • Extend 138kV transmission interconnect. • Upgrade natural gas infrastructure. • Add internal roads and define utility corridors. • Conduct wetlands delineation for pre-permitting. 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Timber / Paper Manufacturing – ideal due to acreage, rail/barge, and water access. • Biomass – high-volume water, rail/barge logistics, and site scale. • Food Manufacturing – water/wastewater needs met; space for processing. • Electric Power Generation – river cooling, 138kV potential, isolation. • Advanced Manufacturing – scalable infrastructure. 	<ul style="list-style-type: none"> • Distribution Center – too far from interstate. • Additive Manufacturing – site scale and isolation not ideal. • Small Biomedical / Data Center – lacks urban connectivity and tech amenities

Highway 478 Development Tract

Site Overview

- **Size:** 155 acres, shovel-ready.
- **Zoning & Land Use:** Industrial.
- **Transportation Access:** 1.5 miles to I-49; no rail access.
- **Utilities:** Water/sewer extendable; electric from CLECO (capacity unconfirmed).
- **Environmental:** No river or barge access.



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Excellent interstate access. • Good acreage for medium to large users. • Flat terrain for flexible development. • Low environmental barriers. 	<ul style="list-style-type: none"> • No rail access limits bulk shippers. • No river proximity for process discharge. • Utility capacity must be confirmed.
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • Confirm and upgrade utility infrastructure. • Explore reclaimed water discharge options. • Develop shared fiber/data infrastructure. • Plan internal roads for multi-tenant use. 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Mold Manufacturing – great fit. • Advanced Manufacturing – accessible, flexible. • Biomedical Tech & Manufacturing – scalable and near workforce. • Distribution Center – excellent interstate access. • Data Center – isolatable with expansion options. • Additive Manufacturing – flexible for pilot users. 	<ul style="list-style-type: none"> • Timber / Paper – no rail/barge. • Biomass – lacks river or feedstock transport. • Food Manufacturing – wastewater and cooling limited. • Electric Generation – no utility-grade infrastructure.

Natchitoches Business Park I

Site Overview

- **Size:** 48.2 acres.
- **Zoning & Land Use:** Light/medium industrial.
- **Transportation Access:** 0.5 miles to I-49; no rail.
- **Utilities:** CLECO electric, gas, water/sewer, fiber – all available.
- **Environmental:** Cleared and flat; ~9 mi from Red River.



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Full utilities in place. • Ideal for light manufacturing and assembly. • Great for visibility and access. • Good for additive and biomedical. 	<ul style="list-style-type: none"> • No river or rail access. • Limited space for >100,000 SF users. • Not ideal for heavy utilities or wet processing.
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • Market to pilot-scale and high-tech users. • Develop build-to-suit programs. • Leverage NSU partnerships. 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Additive Manufacturing – compact scale. • Biomedical Tech & Manufacturing – workforce access. • Mold Manufacturing – small/mid size ideal. • Distribution Center – fast interstate access. • Data Center – urban infrastructure. 	<ul style="list-style-type: none"> • Timber / Paper – lacks logistics. • Food Manufacturing – water/discharge insufficient. • Electric Generation – infrastructure mismatch. • Biomass – no feedstock delivery modes.

Natchitoches Business Park II

Site Overview

- **Size:** 19.5 acres.
- **Zoning & Land Use:** Similar to Business Park I.
- **Transportation Access:** 0.5 miles to I-49.
- **Utilities:** CLECO, gas, fiber, water/sewer available.
- **Environmental:** Cleared site, no waterway proximity.



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Full utilities and prime location. • Ideal for small-scale operations. • Fast permitting and low impact. 	<ul style="list-style-type: none"> • Too small for large industrial users. • No river or rail access. • Limited utility upgrade potential.
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • Target incubators or small manufacturers. • Leverage NSU for workforce partnerships. • Enable fast-track zoning and permitting. 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Additive Manufacturing – small scale and plug-in ready. • Biomedical Tech & Manufacturing – great for startup users. • Mold Manufacturing (small) – utility-ready. • Distribution Center – urban last-mile users. • Data Center (small-scale) – connectivity available. 	<ul style="list-style-type: none"> • Advanced Manufacturing – too size-constrained. • Electric Generation – no scale/utilities. • Biomass / Timber / Paper – no rail/water. • Food Manufacturing – no process infrastructure.

NSU North Business Park

Site Overview

- **Size:** 12.3 acres.
- **Zoning & Land Use:** Light tech, near NSU.
- **Transportation Access:** 1 mile to I-49.
- **Utilities:** Municipal likely available.
- **Environmental:** Flat and infill-style.



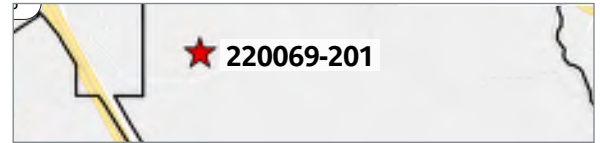
ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Close to NSU – ideal for R&D or training uses. • Served by existing roads/utilities. • Urban location for internship and academic tie-ins. 	<ul style="list-style-type: none"> • Extremely size-limited. • Not viable for processing, rail, or heavy water. • No infrastructure for expansion.
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • Create R&D or tech anchor with NSU. • Market for training or pilot operations. • Enable small-scale public-private development. 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Additive Manufacturing – pilot scale. • Data Center (edge-scale). • Distribution Center (small last-mile hub). 	<ul style="list-style-type: none"> • Anything >15 acres – physical constraint. • Electric Generation – utility mismatch. • Biomass, Timber, Food – no logistics, size, or water. • Advanced Manufacturing – under capacity.

SITEID 22069-201 Highway 6 and I-49 East Side

Site Summary

- **Acreage:** 553.3 acres
- **Floodplain:** ~10% in Zone A; 90% developable
- **Road Access:** <1 mi to I-49; adjacent to LA Hwy 6
- **Utilities:** No confirmed service but near commercial activity; extensions likely feasible
- **Pipelines:** Crossed by 20" & 42" gas and 22" crude pipelines
- **Rail:** No direct access; nearest active rail ~4 mi away
- **Water bodies:** Ephemeral streams only; no river or bayou frontage
- **Land Cover:** 70% wooded, 30% cleared



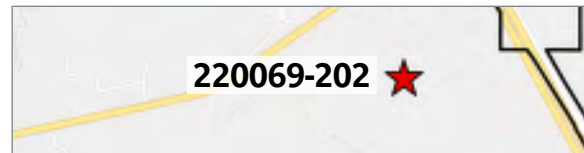
ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Large, contiguous tract (>500 acres) for big-footprint users • Immediate proximity to I-49 — ideal for heavy trucking logistics • Three pipelines cross the site — access to natural gas and liquids • High buffer area from residences — can accommodate high-impact uses • Minimal flood risk and good topographic conditions 	<ul style="list-style-type: none"> • No existing utilities confirmed on-site (electric, water, sewer, gas) • No rail or navigable water — unsuitable for bulk commodity shipping • Would require major site clearing • No process water intake or significant discharge point nearby
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • To be determined in the Site Certification process 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Electric Power Generation • Biomass • Advanced Manufacturing • Timber/Paper Manufacturing 	<ul style="list-style-type: none"> • Food manufacturing • Biomedical • Additive Manufacturing • Distribution Center • Data Center

SITEID 22069-202 Highway 6 and I-49 West Side

Site Summary

- **Acreage:** 430 acres
- **Floodplain:** ~95% outside floodplain (Zone X); 14.7 acres in Zone A
- **Road Access:** 1,900 feet of I-49 frontage; near Hwy 6 interchange
- **Utilities:** Near 20" gas line (~1 mi); city services may be extendable
- **Water bodies:** Multiple small streams, but no navigable waterbody
- **Land Cover:** Fully wooded; no existing infrastructure
- **Rail:** No access; ~5 mi to nearest active line



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Direct I-49 frontage — ideal for visibility and trucking access • Large, contiguous acreage (430 acres) with minimal flood constraints • Potential proximity to power infrastructure and gas line • Rural buffer ideal for heavier industrial uses • Room for campus-style or phased development 	<ul style="list-style-type: none"> • Fully wooded — would require full clearing and site engineering • No known existing utilities or infrastructure • No barge or rail access; not suited for bulk inputs • Streams may support minor discharge but not heavy process water
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • To be determined in the Site Certification process 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Electric Power Generation • Data Center • Advanced Manufacturing 	<ul style="list-style-type: none"> • Food manufacturing • Timber / Paper Manufacturing • Biomass • Distribution Center • Biomedical / Additive Manufacturing

SITEID 22069-210 West of I-49 - Bayou Blue Road

Site Summary

- **Acreage:** 155.8 acres
- **Floodplain:** ~95% outside FEMA floodplain (Zone X)
- **Road Access:** 0.5 mi to LA 478, 0.6 mi to I-49 (via unimproved parish road)
- **Utilities:** No known water, sewer, electric, or gas service on site
- **Rail:** No access; nearest active rail line ~4 mi away
- **Water bodies:** ~4.4 mi from Cane River; ~7.6 mi from Red River
- **Land Cover:** ~95% wooded; no cleared pads



ASSESSMENT OF SITE STRENGTHS RELATIVE TO TARGETED INDUSTRIES	ASSESSMENT OF LIMITATIONS AND DEVELOPMENT BARRIERS
<ul style="list-style-type: none"> • Good size (155 acres) for medium to large industrial users • Strong interstate proximity (0.6 miles to I-49) excellent for trucking • Mostly outside floodplain — high developability • Remote, non-residential surroundings allow for heavier uses • Within 10 miles of workforce/talent centers (NSU, Bossier Parish CC) 	<ul style="list-style-type: none"> • No rail access — unsuitable for bulk inbound/outbound industries • No adjacent water body — no viable source for process water or discharge • Wooded site — clearing and road construction needed before site prep • No barge or port potential
SITE IMPROVEMENT RECOMMENDATIONS	
<ul style="list-style-type: none"> • To be determined in the Site Certification process 	

INDUSTRIES BEST SUITED FOR THIS SITE	INDUSTRIES NOT A GOOD FIT FOR THIS SITE
<ul style="list-style-type: none"> • Additive Manufacturing • Mold Manufacturing • Distribution Center • Additive Manufacturing 	<ul style="list-style-type: none"> • Food manufacturing • Biomass • Electric Power Generation • Timber / Paper • Data Center

Methodology Used

CSRS, a Westwood Company leveraged quantitative and qualitative data collection and analysis to evaluate the best-suited industries for the City of Natchitoches to pursue.

An initial partnership with Riverbend Research produced the Natchitoches Market Analysis report (Appendix A). This report leveraged data collected from the US Census, ESRI Site to Do Business, data from Northwestern State University Office of Institutional Research, Lightcast, LEHD On The Map, and Realtor.com to produce a robust set of graphics painting a picture of contributing factors to Natchitoches economy, like workforce demographics, real estate market, and projected job growth. Further analysis included other existing reports such as the Final NEDA Economic Analysis and Action Agenda created by DADCO, and the Natchitoches LA Housing Study produced by Next Move Group. Another key resource utilized by this study was the Natchitoches Area Chamber of Commerce's website, where the industrial sites, demographic data, and historical trends across Natchitoches' economy. With baseline analyses complete, this study pivoted to comparative analysis of where Natchitoches' workforce, existing industrial sites, and national trends in industrial growth intersected.

Industrial Development specialists reviewed the identified industries and the industrial sites in Natchitoches to build the industrial site profiles and build the table on page 17 demonstrating what each industry needs at a potential site. This produced the industrial site profiles contained in this study, which are intended to guide the City of Natchitoches in their next steps to cultivate new industrial partners.

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