

2016 Regular Session

SENATE BILL NO. 404

BY SENATOR PEACOCK (On Recommendation of the Louisiana State Law Institute)

SALES. Regulates unsolicited offers for the transfer and sale of mineral rights. (gov sig)

1 AN ACT

2 To enact Part VI of Chapter 2 of Title 9 of the Louisiana Revised Statutes of 1950, to be

3 comprised of R.S. 9:2991.1 through 2991.11, relative to the sale of mineral rights by

4 mail solicitation; to create the Sale of Mineral Rights by Mail Solicitation Act; to

5 define sale of mineral rights by mail solicitation; to require sales of mineral rights

6 by mail solicitation to be in proper form; to provide for required disclosures; to

7 provide for rescission of sales of mineral rights by mail solicitation; to provide for

8 the mechanics and effects of rescission; to provide for prohibited terms; to provide

9 terms, conditions, and requirements; and to provide for related matters.

10 Be it enacted by the Legislature of Louisiana:

11 Section 1. Part VI of Chapter 2 of Title 9 of the Louisiana Revised Statutes of 1950,  
12 comprised of R.S. 9:2991.1 through 2991.11, is hereby enacted to read as follows:

13 PART VI. SALE OF MINERAL RIGHTS BY MAIL SOLICITATION

14 §2991.1. Title

15 This Part shall be known and may be cited as the "Sale of Mineral  
16 Rights by Mail Solicitation Act".

17 2016 Louisiana Comments

1 This Part, which is new, is designed to regulate certain transfers of mineral  
 2 rights that place landowners and other persons with rights to minerals at risk of  
 3 exploitation. As defined in R.S. 9:2991.2, a sale of mineral rights by mail  
 4 solicitation is the creation or transfer of a mineral servitude or mineral royalty, or  
 5 contract preparatory to such a transfer, that is initiated by an offer transmitted  
 6 through the mail by the transferee and accompanied by a form of payment, such as  
 7 a check or draft. An offer of this type may induce an owner to sell mineral rights  
 8 without understanding the consequences of the transaction or at a price far below  
 9 market value. Because the doctrine of lesion does not apply to transfers of mineral  
 10 rights, owners have relatively little protection under existing law. This Part therefore  
 11 permits a transferor of mineral rights in a sale of mineral rights by mail solicitation  
 12 to rescind the transfer within sixty days after signing the instrument evidencing the  
 13 agreement. This Part also requires that any instrument evidencing a sale of mineral  
 14 rights contracted in this manner contain a disclosure statement describing this right  
 15 of rescission. When the required disclosure is not included in the instrument, the  
 16 transferor has the right to rescind the contract for three years after the date of signing  
 17 the instrument. In such a case, the transferee is liable for attorney fees and court  
 18 costs and may also be liable for additional damages at the discretion of the court.

19 **§2991.2. Sale of mineral rights by mail solicitation defined**

20 **For purposes of this Part, a sale of mineral rights by mail solicitation is**  
 21 **the creation or transfer of a mineral servitude or mineral royalty, or the**  
 22 **granting of an option, right of first refusal, or contract to create or to transfer**  
 23 **a mineral servitude or mineral royalty, that is contracted pursuant to an offer**  
 24 **that is received by the transferor through the mail or by common carrier and**  
 25 **is accompanied by any form of payment. As used in this Part, the term "mineral**  
 26 **rights" does not include a mineral lease.**

27 2016 Louisiana Comments

28 (a) This Section narrowly defines the term "sale of mineral rights by mail  
 29 solicitation" so as to affect only those transactions that are likely to place a  
 30 landowner or other person with rights to minerals at risk of selling without  
 31 understanding the consequences of the transaction or for a price far below market  
 32 value. The risk of bargaining inequality is most significant when a transfer of  
 33 mineral rights is initiated by an offer that is transmitted through the mail by the  
 34 transferee and accompanied by a form of payment, such as a check or draft. In other  
 35 circumstances, such as when the transferee makes an offer in person, or when a form  
 36 of payment does not accompany a written offer, the risk of a hasty or misinformed  
 37 acceptance is less pronounced.

38 (b) This Section specifically excludes a contract creating or transferring a  
 39 mineral lease from the term "sale of mineral rights by mail solicitation." Unlike a  
 40 sale or other transfer of mineral rights, a mineral lease does not completely divest the  
 41 owner of an interest in the minerals. See, e.g., Wall v. Leger, 402 So. 2d 704, 709  
 42 (La. App. 1st Cir. 1981)("The grantor of a mineral servitude ceases to be the owner  
 43 of the mineral rights; the lessor of a mineral lease continues to be the owner of the  
 44 mineral rights."). Moreover, the obligations imposed on mineral lessees by the  
 45 Mineral Code provide significant protection against exploitation. See La. Rev. Stat.  
 46 Ann. § 31:122. The importance of security of title to a mineral lessee who has  
 47 expended or intends to expend significant amounts of capital in developing the

1 leased premises also justifies the exemption of mineral leases from the ambit of this  
2 legislation.

3 **§2991.3. Exclusion of contracts initiated through personal contact**

4 **This Part does not apply to a sale of mineral rights by mail solicitation**  
5 **contracted subsequent to a prior personal contact that included a meaningful**  
6 **exchange between the transferor and the transferee.**

7 2016 Louisiana Comments

8 This Part does not apply to a transfer of mineral rights that is contracted  
9 following prior personal contact that included a meaningful exchange between the  
10 transferor and the transferee, even if the transfer otherwise meets the definition of  
11 a "sale of mineral rights by mail solicitation" set forth in R.S. 9:2991.2. Contracts  
12 that are preceded by negotiations-whether in person, by telephone, or by written or  
13 electronic communication-do not involve the same potential for abuse associated  
14 with transfers initiated by unsolicited mail communications. The term "prior  
15 personal contact" does not require in-person negotiations or even significant  
16 negotiations between the parties or their representatives. However, it does require  
17 that a meaningful exchange take place between the transferor and transferee.  
18 Therefore, mass-mailings, automated telephone calls, and other communications that  
19 do not involve a meaningful exchange are not excluded under this Section.

20 **§2991.4. Form**

21 **A sale of mineral rights by mail solicitation shall be made by authentic**  
22 **act or by act under private signature signed by the transferor. The acceptance**  
23 **of any form of payment by the transferor or any action whereby the transferor**  
24 **otherwise manifests assent to the sale shall not satisfy the requirement of the**  
25 **transferor's signature.**

26 2016 Louisiana Comments

27 According to Louisiana jurisprudence, an act under private signature may be  
28 valid even when signed by one party alone, provided that the party who did not sign  
29 the act otherwise exhibited some outward manifestation of acceptance beyond oral  
30 assent. See, e.g., *Milliman v. Peterman*, 519 So. 2d 238 (La. App. 5 Cir. 1988); see  
31 also La. Civ. Code art. 1837 cmt. (b) (1984) and the citations contained therein. In  
32 contrast, this Section requires that in a sale of mineral rights by mail solicitation the  
33 transferor must sign the instrument evidencing the agreement. The transferor's  
34 acceptance of any form of payment or performance of any action otherwise  
35 manifesting assent to the contract shall not suffice to satisfy the signature  
36 requirement.

37 **§2991.5. Required disclosure; form notice of rescission**

38 **An instrument evidencing a sale of mineral rights by mail solicitation**  
39 **shall contain on the first page, under the caption "The Seller's Right to Cancel",**  
40 **the following disclosure, or one substantially similar, in conspicuous and legible**

1 type that is not smaller than fourteen-point font and is in contrast by  
 2 typography, layout, or color with any other printing on the instrument, with all  
 3 relevant information provided by the transferee:

4 "THIS IS A [SALE] [CONTRACT REQUIRING THE SALE] OF  
 5 YOUR VALUABLE MINERAL RIGHTS. If you sign and return this  
 6 agreement, you may cancel it by mailing a notice to the buyer. You may  
 7 use any written statement that indicates your intention to cancel, or you  
 8 may sign and return the notice provided below.

9 Your notice must be mailed, no later than 60 days after you signed the  
 10 agreement, to the following: [insert name and mailing address of the  
 11 transferee]. Within 60 days after mailing your notice, you must return  
 12 any payment you have received from the buyer, and the buyer must  
 13 return your mineral rights and any royalties and other payments  
 14 received since the sale. You may lose important rights if you do not file  
 15 your notice in the conveyance records of the parish where the property  
 16 is located within 90 days after this agreement is filed in the conveyance  
 17 records.

18 NOTICE OF CANCELLATION

19 I, [insert name of transferor], wish to cancel the sale or contract  
 20 requiring the sale of my mineral rights to [insert name of transferee].

21 The affected mineral rights are all mineral rights that I transferred to  
 22 the transferee in the following lands: [insert legal description of land].

23 \_\_\_\_\_  
 24 Transferor's Signature

\_\_\_\_\_ Date"

25 2016 Louisiana Comments

26 (a) The disclosure statement required by this Section is intended primarily  
 27 to notify the transferor in a sale of mineral rights by mail solicitation that the  
 28 transaction is a sale rather than another type of contract, such as a mineral lease. The  
 29 required disclosure is intended also to inform the transferor of the right to rescind the  
 30 sale within sixty days after the date on which the transferor signed the agreement. To  
 31 comply with this Section, the instrument evidencing a sale of mineral rights by mail  
 32 solicitation must contain the disclosure statement provided by this Section or one  
 33 substantially similar. De minimis variations from the required disclosure, such as

1 typographical errors or slight deviations in wording, should not invalidate the  
2 disclosure, provided that the substance of the required disclosure is made. When a  
3 sale of mineral rights by mail solicitation is an option, right of first refusal, or  
4 contract to sell, the preparatory contract must contain the required disclosure.

5 (b) This Section requires that the transferee include in the disclosure  
6 statement a form notice of rescission that may be signed and returned by the  
7 transferor and also filed in the conveyance records of the parish in which the  
8 property is located. The transferee must include in the notice of rescission the names  
9 of the transferor and the transferee and a legal property description of the land that  
10 is subject to the affected mineral rights.

11 **§2991.6. Right to rescind; time for rescission**

12 **A. When an instrument evidencing a sale of mineral rights by mail**  
13 **solicitation contains the disclosure required by this Part, the transferor may**  
14 **rescind the agreement within a period of sixty days after the date on which the**  
15 **transferor signs it.**

16 **B. When an instrument evidencing a sale of mineral rights by mail**  
17 **solicitation does not contain the disclosure required by this Part, the transferor**  
18 **may rescind the agreement within a peremptive period of three years after the**  
19 **date on which the transferor signs it.**

20 **C. The timely rescission of a sale of mineral rights by mail solicitation**  
21 **that is an option, right of first refusal, or contract to sell also rescinds any act**  
22 **of transfer subsequently executed pursuant to such contract.**

23 2016 Louisiana Comments

24 The transferor in a sale of mineral rights by mail solicitation may rescind the  
25 contract for any reason within sixty days after the date on which the contract is  
26 signed. By virtue of this rule, all sales of mineral rights by mail solicitation are  
27 subject to a minimum "cooling-off" period of sixty days. When an instrument  
28 evidencing a sale of mineral rights by mail solicitation does not contain the  
29 disclosure statement required by this Part, the period within which the transferor may  
30 rescind the sale is extended to three years. When the sale of mineral rights by mail  
31 solicitation is an option, right of first refusal, or contract to sell, the transferor's  
32 timely exercise of the right to rescind the preparatory contract also rescinds any  
33 subsequent act of transfer that is executed pursuant to the preparatory contract.

34 **§2991.7. Rescission; method of making; effects as to third persons**

35 **A. Rescission of a sale of mineral rights by mail solicitation must be**  
36 **made by written notice to the transferee and is effective between the parties**  
37 **when the notice of rescission is transmitted.**

38 **B. If the instrument evidencing a sale of mineral rights by mail**

1 solicitation contains the disclosure required by this Part, a third person  
 2 acquiring an interest in mineral rights from the transferee is subject to the  
 3 effect of a notice of rescission filed within ninety days after the date of the filing  
 4 of the instrument. In all other cases, rescission may not impair the rights of any  
 5 third person who acquired an interest in the mineral rights prior to the time  
 6 that the notice of rescission was filed for registry.

7 C. A notice of rescission is without effect as to third persons unless it  
 8 contains the name of the transferee and the transferor.

9 2016 Louisiana Comments

10 (a) Between the parties, rescission takes place of right immediately upon  
 11 transmission of the notice of rescission. Rescission does not have to be judicially  
 12 demanded or declared, nor is rescission delayed until the transferor has restored the  
 13 price paid to him. See R.S. 9:2991.9.

14 (b) Under this Section, when the instrument evidencing a sale of mineral  
 15 rights by mail solicitation contains the required disclosure, a third person acquiring  
 16 an interest in the mineral rights from the transferee does so subject to the right of the  
 17 original transferor to rescind the agreement, provided that the notice of rescission is  
 18 filed within ninety days after the date of the filing of the instrument. For all other  
 19 cases, this Section states an exception to Louisiana Civil Code Article 3339, under  
 20 which a termination of rights that depends upon the occurrence of a condition is  
 21 generally effective as to third persons although not evidenced of record. Thus, when  
 22 the instrument evidencing a sale of mineral rights by mail solicitation contains the  
 23 required disclosure but a notice of rescission is not filed within ninety days after the  
 24 date of the filing of the instrument, or when the instrument evidencing a sale of  
 25 mineral rights by mail solicitation does not contain the required disclosure, third  
 26 persons who acquire an interest in the mineral rights prior to the recordation of the  
 27 notice of rescission are protected from the effects of rescission.

28 (c) This Section does not address the situation in which the transferee sells  
 29 or grants a right in the mineral rights to another person who, under the law of  
 30 corporate veil-piercing and other similar theories, is a mere alter ego of the original  
 31 transferee. See, e.g., Warriner v. Russo, 308 So. 2d 499, 501 n.2 (La. App. 4th Cir.  
 32 1975).

33 §2991.8. Rescission; parties obligated to make payments

34 Rescission shall not be effective against a party obligated to make or in  
 35 fact making royalty or other payments until sixty days after that party is  
 36 furnished with a certified copy of the notice of rescission.

37 2016 Louisiana Comments

38 This Section protects mineral lessees and other parties who are either  
 39 obligated to make or are in fact making royalty or other payments to an owner. The  
 40 mere recordation of a notice of rescission, in the absence of actual notice, to the party  
 41 making such payments, does not obligate that party to begin making payments to a

1 transferor who has rescinded a sale of mineral rights by mail solicitation.

2 **§2991.9. Effects of rescission**

3 **A. A transferor who exercises the right to rescind under this Part shall**  
4 **return to the transferee within sixty days after rescission any payments made**  
5 **by the transferee. A transferor's failure to return such payments gives rise to**  
6 **a cause of action for return of the payments but does not prevent rescission.**

7 **B. A transferee against whom the right to rescind is exercised under this**  
8 **Part shall pay to the transferor within sixty days after rescission any royalties**  
9 **and other payments received by the transferee plus interest on those royalties**  
10 **and other payments from the date received by the transferee.**

11 **C. When an instrument evidencing a sale of mineral rights by mail**  
12 **solicitation does not contain the disclosure required by this Part, a transferee**  
13 **against whom the right to rescind is exercised shall be liable for attorney fees**  
14 **and court costs. In such a case, in addition to restoring any royalties or other**  
15 **payments due to the transferor, a court may further award as damages an**  
16 **amount up to twice the sum of royalties and other payments received by the**  
17 **transferee.**

18 2016 Louisiana Comments

19 (a) When the transferor exercises the right to rescind, the parties must be  
20 restored to the situation that existed before the contract was made. See La. Civ.  
21 Code art. 2033.

22 (b) Failure to include the required disclosure in the instrument evidencing  
23 a sale of mineral rights by mail solicitation subjects the transferee to liability for  
24 attorney fees and court costs. In addition to restoring any royalties or other payments  
25 due to the transferor plus interest on that sum, the court has discretion, based on the  
26 nature of the transferee's conduct, to award damages in an amount up to double the  
27 amount of royalties or other payments received by the transferee. For example, if  
28 the amount of royalties due to the transferor is \$1,000, the court may award up to an  
29 additional \$2,000 as damages.

30 **§2991.10. Prohibited terms**

31 **The following provisions, if included in or accompanying an instrument**  
32 **evidencing a sale of mineral rights by mail solicitation, are absolutely null:**

33 **(1) A provision requiring the agreement to be governed or interpreted**  
34 **by the laws of another jurisdiction or requiring a suit to be brought in a forum**

1 **or jurisdiction outside of this state.**

2 **(2) A provision stipulating any venue to the extent inconsistent with the**  
3 **applicable provisions of the Code of Civil Procedure.**

4 **(3) A provision requiring the transferor to indemnify the transferee for**  
5 **any loss related to the transferor's right to rescind.**

6 **(4) A provision authorizing the transferee to act as a mandatary of the**  
7 **transferor.**

8 **(5) A provision that excludes, limits, waives, or otherwise modifies the**  
9 **obligations of the transferee described in this Part.**

10 **§2991.11. Reservation**

11 **Nothing in this Part shall be construed to limit any other remedies or**  
12 **grounds for rescission provided by law.**

13 Section 2. This Act shall become effective upon signature by the governor or, if not  
14 signed by the governor, upon expiration of the time for bills to become law without signature  
15 by the governor, as provided by Article III, Section 18 of the Constitution of Louisiana. If  
16 vetoed by the governor and subsequently approved by the legislature, this Act shall become  
17 effective on the day following such approval.

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The original instrument and the following digest, which constitutes no part  
of the legislative instrument, were prepared by McHenry Lee.

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DIGEST

SB 404 Engrossed

2016 Regular Session

Peacock

Proposed law creates the Sale of Mineral Rights by Mail Solicitation Act.

Proposed law provides that the act does not apply to a sale of mineral rights by mail solicitation contracted subsequent to a prior personal contact that included a meaningful exchange between the transferor and the transferee.

Proposed law requires a disclosure on an instrument evidencing a sale of mineral rights by mail solicitation.

Proposed law provides that when an instrument evidencing the sale of mineral rights by mail solicitation contains the required disclosure, the transferor may rescind the agreement within 60 days after the date on which the transferor signs it. If the instrument does not contain the required disclosure, the transferor may rescind the agreement within three years after the date on which the transferor signs it.

Proposed law provides that when the instrument evidencing the sale of mineral rights by mail solicitation contains the required disclosure, a third person acquiring an interest in



mineral rights from the transferee is subject to the effect of a notice of rescission filed within 90 days after the date of the filing of the instrument.

Proposed law provides that rescission will not be effective against a party to make royalty payments until 60 days after that party is furnished with a certified copy of the notice of rescission.

Proposed law requires a transferor who exercises the right to rescind to return any payments made by the transferee within 60 days.

Proposed law requires that when the right to rescind is exercised, the transferee must return any royalties or other payments, including interest, received by the transferee to the transferor within 60 days.

Proposed law provides that when the instrument does not contain the disclosure requirement, the transferee will be liable for attorney and court costs and allows the court to award further damages of an amount up to twice the sum of royalties and other payments received by the transferee.

Effective upon signature of the governor or lapse of time for gubernatorial action.

(Adds R.S. 9:2991.1 - 2991.11)