



First Security Bank & Trust Company

P.O. Box 383 • Norton, Kansas 67654-0383

April 12, 2010

V.J. (Joe) Herman

Executive Vice President
Cashier

RE: Mr. Arthur Berry

To Whom It May Concern:

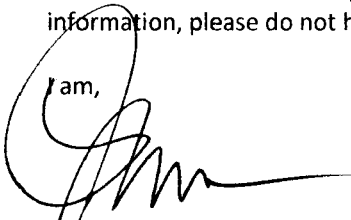
Arthur Berry is serving very successfully as a receiver in a troubled real estate project with which we are involved as a lender. The project is a 23 unit live/work townhome development in Boise, Idaho, near the riverfront. 20 units were unsold and no sales had occurred in the 18 months prior to Art's appointment in mid February 2010. Boise has paralleled national trends in terms of unemployment, reduced real estate valuations and absorption of residential and commercial real estate.

When Art stepped in there were so many issues negatively impacting this project that I couldn't count them all. Those issues included general property and unit clean up, paint, re-staging, rebranding, repairs and replacements due to flawed construction and design, flooring installation, and a poor marketing strategy.

Before his appointment, Art began preparing himself for the job by researching the myriad issues impacting the project noted above as well as pricing and marketing. Based on that early research he developed a list of issues. After appointment, Art put together a team of individuals that he has experience working with to deal with all issues and report progress to the lenders and borrower. Art was also instrumental in finding and recommending the best broker for the project and in working closely with that broker to develop a sound marketing plan, which included rebranding, advertising, open houses, unit staging and market pricing. Art and his team have taken control of project accounts, accounting, budgeting, reporting, and property maintenance and cleaning; he has contracted for finish work and major repairs as deemed reasonable and necessary by the lenders and borrowers. Art and his team have already resolved most of the issues confronting the project and he has solid and clearly defined goals for dealing with the remaining issues. One of those issues is resolving a court ordered mediation with the project contractor that Art has doggedly pursued.

Art's efforts have resulted in the sale of one unit and a contract on another, set to close shortly. Both units were sold at full list price within 45 days of his appointment. We anticipate additional unit sales in the near future.

Art brought a great deal of energy, wisdom and solid decision making to our project and I have no doubt he will attack whatever assignment given him with the same vigor, enthusiasm and wisdom. I can think of no one I would give a higher recommendation than Arthur Berry. If I can provide further information, please do not hesitate to contact me via telephone at 785.877.3313.

I am,


Joseph Herman,
Executive Vice President