



LABARRE
ASSOCIATES

May 13, 2011

NORTH AMERICAN BUILDING SYSTEMS, INC.
9139 E. 37th St North
Wichita, KS 67226

Re: Letter of Reference

To whom it may concern,

It is with great pleasure and enthusiasm that I am writing to endorse North American Building Systems, Inc. (NABS). I work for Labarre Associates, Inc., a Louisiana-based firm that provides Architecture, Construction, Facility Management and Real Estate services to clients in the Financial Service Industry. With more than 150 branches under facility contract for 14 clients we are knowledgeable and involved in all aspects of project delivery and facility management.

Hancock Bank is one of our major clients and after Hurricane Katrina hit the Mississippi coast in 2005, they were especially hard hit. Their Gulfport headquarters was destroyed and a number of branches along the Mississippi coast were literally washed away by the 34 foot storm surge that swept 6 miles inland. Their Waveland branch disappeared and was replaced with a trailer, a situation that was not ideal. The existing site was too small for the post-disaster foot traffic, but purchasing and developing a new site was harder than expected because tax records had been destroyed and potential land owners were scattered across the country. By 2007 the Hancock Bank facilities team had been working almost every day for 18 months as were contractors in the region and we began discussing the possibility of using a modular branch as an alternative project delivery method that could alleviate their strain and be rapidly deployed after the next emergency. Labarre Associates was charged with finding the best company for the job and after extensive evaluations and industry references, we chose NABS in Wichita, Kansas.

The Bank specified that the new branch had to be identical to their prototype and we worked with the team at NABS to produce their standard branch. I initially had a concern about coordination between the site contractor (hired under separate contract by the owner) and NABS, but we developed a long checklist of items that might be in the "grey" area and assigned responsibility to each contractor separately and attached the list to the contracts.

Construction proceeded according to schedule and the project was on budget as there were no change orders! As an architect I found the process interesting and was impressed with the expertise of both the field and home office staff at NABS. The Waveland branch was a ninety minute drive from our office and we thought that field observation would proceed in a normal manner, but we found that the speed of the project necessitated more frequent visits (same total number of visits) as a stick-built project.

ARCHITECTURE

CONSTRUCTION

FACILITIES

REAL ESTATE

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NABS, INC. May 13, 2011

To summarize our experience:

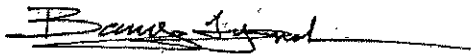
- Lower cost than our prototype (exactly the same design)
- Shorter construction schedule
- Same administrative process as stick-built branches
- NABS recommended a new design for the drive-thru, which we accepted. Hancock was very satisfied with the result, which is their new standard for use near the ocean.
- Lower HVAC tonnage and lower power bills – we found that with the lower floor to roof deck height that there was less enclosed volume to cool, which allowed for a significant reduction in HVAC tonnage. With the tight construction, extra insulation and reduced power needs we found that power consumption was about 20% lower than stick-built branches.

Waveland is located in Hancock County, the birthplace of Hancock Bank more than a century ago. The dedication ceremony was held on a ninety five degree day with a standing room crowd of over 80 people. Even with the doors wide open, the branch remained cool!

NABS, Inc. has a good formula for success. They tell you what they will do, then perform! Although we had a few miscommunications along the way, we always rapidly resolved our issues and were very happy with the process and result and recommend NABS. Hancock Bank was also satisfied and put a picture of the branch on the cover of their 2009 Annual Report.

Please let me know if I can be of further assistance or answer any questions.

Sincerely,



Barry Lynch, NCARB, MBA, CFM, IFMA Fellow