



ARH's recent success stories representing borrowers' interests in primary and special servicer negotiations include:

- Corrected primary servicer's incorrect reunderwriting of loan that triggered a cash trap and negotiated the release of revenue that had been swept into the excess cash collateral account as a result;
- Reversed the implementation of servicer cash management procedures to restore control of property cash flow to borrower;
- Expedited primary servicer's review and release of funds for FF&E replacement and other CAPEX expenses that had been held without servicer response for several months;
- Negotiated primary servicer's agreement to a FF&E finance lease to complete a PIP despite the senior mortgage documents prohibiting additional indebtedness secured by the property;
- Obtained special servicer's consent to waive the commencement of principal amortization payments on a floating rate loan to provide borrower with additional funds for property operating expenses;
- Arranged for primary servicer to transfer 10 year fixed rate loan to the special servicer prior to any event of default and obtained special servicer's immediate release of a cash collateral reserve account to cover shortfall in funds for operating expenses;
- Expediting primary servicer and rating agency approval of a property franchise conversion;
- Advised borrower on method to draw down Seasonality Reserve where primary servicer had refused to release the funds on reserve;
- Advised borrower on servicer request to unilaterally modify the terms of an interest rate cap and borrower's right to propose lender concessions in exchange for providing its consent;
- Advised borrowers on negotiations with lenders for loan payoff at discount to par balance.

Partial List of Primary & Special Servicer Engagements:
KeyCorp Real Estate Capital Markets
Prudential Mortgage Capital Co.
KeyBank Real Estate Capital
Prudential Asset Resources
Centerline Servicing Inc.
Midland Loan Services
Capmark Finance Inc.
LNR Partners

Contact ARH today to discuss how we may assist you in resolving loan cash management issues, funding of operating expenses and CAPEX, preparing for a monetary loan default and cure, forbearance, work-out & restructuring negotiations with the special servicer, understanding your rights under the controlling loan documents and any other issues you have been unsuccessful in resolving with your servicer.

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