

JANAS

NEWSLETTER

July 29, 2015

Join Our Mailing List!

www.janascorp.com

www.janasconsulting.com

PASADENA OFFICE

Angela Ahlholm-Strauss

aas@janascorp.com

Ricardo J. Alvarez, PhD.

ra@janascorp.com

Rick Andrade

rja@janascorp.com

Bill Barry

wpb@janascorp.com

George Bristol

ghb@janascorp.com

John D. Cahoon

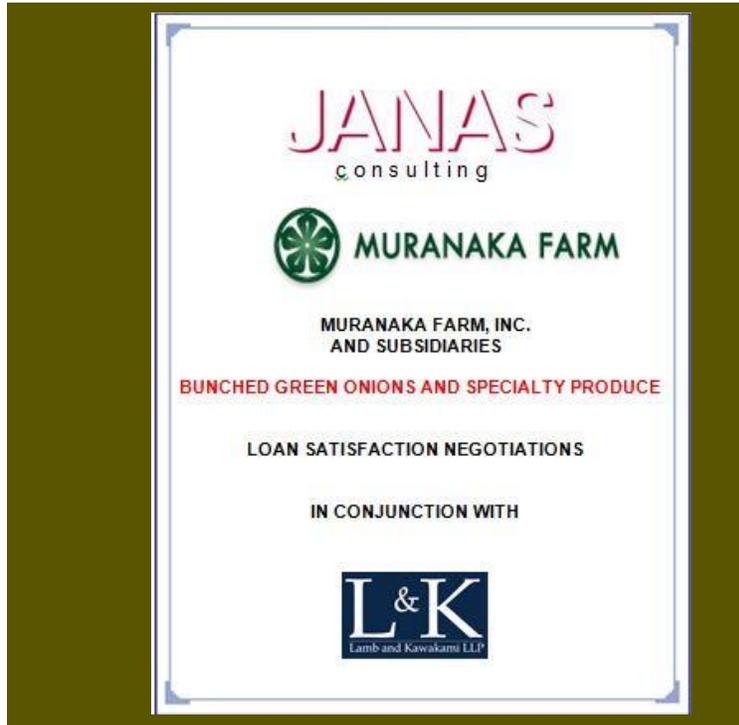
jdc@janascorp.com

Joe Feig

jmf@janascorp.com

Carter Freeman

rcf@janascorp.com



Janas Consulting, Inc., in conjunction with *Lamb and Kawakami, LLP, Attorneys-at-Law*, achieved a 22.5% discount for Muranaka upon payment of loans held by a non-bank investor who acquired the loans as part of a multi-loan package. This attractive discount was a key factor in getting the client, Muranaka Farms, refinanced.

During the first quarter of 2014, farmers in California were cutting back on plantings and in some cases, plowing under crops due to lack of demand. The prolonged, extreme cold weather throughout much of the US hampered transport and dampened consumer demand for fresh produce. Muranaka engaged Janas to review its debt which included a secured term loan and credit line. **Janas** assessed the situation and advised Muranaka that the loans could be subject to a discount.

Janas initiated discussions with the loan servicer who offered discounts if refinancing could be arranged. This discount became a major factor in enticing a new lender to **refinance** expeditiously. When a payoff became possible, **Janas** continued the negotiations and obtained a higher discount than was in place.

Lamb and Kawakami interfaced with the Servicing Agent, advised Muranaka with respect to the farmland refinancing, and documented the transaction.

Muranaka entered into a sale with a buyback option for the agricultural real estate that provided collateral to satisfy the loans. The discount, improving operations, and related events have resulted in a significant improvement in Muranaka's financial condition.

Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.

JANAS is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as practicing professionals in law, accounting and consulting. We "**Put ourselves in the shoes of our clients.**"

**JANAS HELPS BUSINESS OWNERS
ENHANCE THE VALUE OF THEIR
COMPANIES THROUGH OPERATIONAL AND
STRATEGIC PLANNING.**

**JANAS HELPS BUSINESS OWNERS
MAXIMIZE PRICING AND BENEFITS.**

Historic results are not an assurance of similar results in the future.

JANAS Consulting.
Our Results Speak for Themselves.

Securities Through:
JCC ADVISORS, LLC
Member: FINRA/SIPC

William J. Garnett III
wjg@janascorp.com

Larry Gerbrandt
ldg@janascorp.com

Dick Gregerson
deg@janascorp.com

Rick Halperin
ebh@janascorp.com

Kern Kwong
kk@janascorp.com

Michael Poma
mgp@janascorp.com

Hugh Scheffy
hs@janascorp.com

HONOLULU, HAWAII

Mike Givens
mag@janascorp.com

Bob Moore
rlm@janascorp.com

JCC ADVISORS, LLC

Mark Atchity
maa@jccadvisors.com

**ADMINISTRATION -
PASADENA**

Jennifer Goodhue
idg@janascorp.com