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LODGING BUSINESS

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DHAKAD ASSOCIATES FINDS MONEY FOR HOTELS

Thanks to founder Padam Dhakad, Dhakad Associates, Inc., a Charlotte, N.C.-based financial consulting firm closed \$30 million in deals last year.

Dhakad has successfully secured funding for franchise and independent hotels and motels, and then assisted those owners with funding for gas stations, convenience stores and restaurants. In 2001, the company secured 24 deals in 10 states totaling \$30 million.

Dhakad, an expert in capital sourcing for business acquisitions, construction and permanent financing, founded Dhakad Associates, Inc. in 1993. The company works with conventional, SBA, and other lenders serving clients nationwide, with deals that range from \$100,000 to \$6 million in capital. About two-thirds of its clients are in the hotel industry.

Dhakad is not a broker, nor is he an investor. He views himself as an advisor and lending partner, spending hours with clients to ensure they are well prepared to approach capital sources and to maximize the probability that clients will have a successful relationship with lenders. Dhakad often serves clients that can't obtain conventional financing.