



The Lexington Hotel



Gallup
Downtown
Redevelopment

Details

- Built in 1931
- After redevelopment
 - 21 SRO units on 2nd floor
 - 7 dorm rooms on ground floor
 - Commercial kitchen
 - Office space



- Total Development Cost \$3,135,881

Partnerships

- Private \$250,000
- Public
 - New Mexico Capital Outlay \$159,000
 - Congressional Appropriation \$300,000
 - HUD CoC SHP & RHED \$500,000
 - City of Gallup \$150,000
 - McKinley County \$15,000
 - NWMN Council of Governments \$150,000
 - NMED/ARRA \$400,000
 - Navajo Housing Authority \$1,000,000

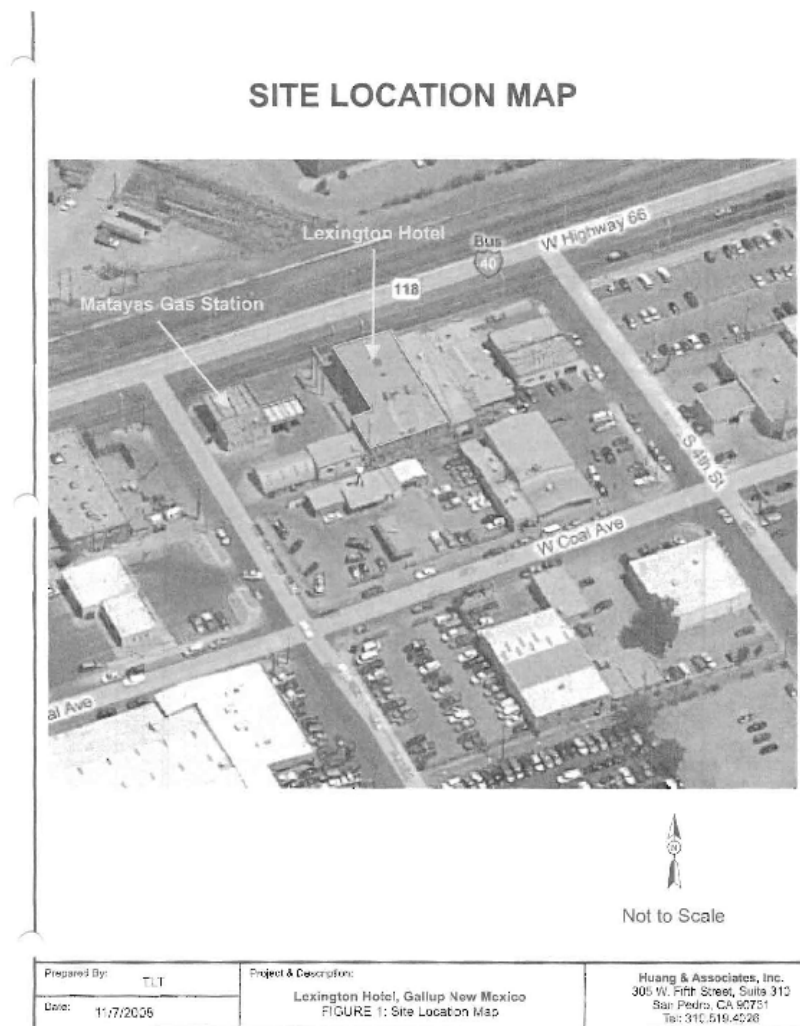
Valuable Partnerships

- NWMNCOG
- HUD
- City of Gallup (City Council)



Site Identification

- Downtown
- Market Study
- Knowing clients & their needs
- Knowing how to meet partners need



Pitfalls to Avoid

- Don't try - Commit (there is no try)
- Don't learn from failure & opposition
- Don't persist
- Don't change with learnings
- Don't network
- Don't talk about your project
- Don't invest time, thought and money
- Don't test or validate ideas

Ingredients of Successful Fundraising Campaign

- Good plan
- Imaginative
- Persistence
- Stay to mission
- Talk with and follow up with all potential partners
- Don't be discouraged
- Present idea differently to different constituencies



How to Spark Real Estate Redevelopment

- Build
- Engage in conversation
- Help get money
- Help build public support
- Help with zoning variances
- Help make downtown cool
- Get people to live downtown



Questions



Contact Information

Sanjay Choudhrie

Sanjay@care66.org

505 722 0066