

Quarterly Newsletter

It has been an amazing experience to be able to work closely with those nonprofits which are doing the 'heavy lifting' in many of our local communities. They are invariably under-resourced and overworked, but their passion for their work continues to inspire us.

Over the course of this past year, we have connected with 28 local nonprofits without having yet actively marketed our services. Working with several of those nonprofits, we have provided, among other services, support on the following:

- Positioning a building for sale
- Drafting and Issuance of an RFQ for the selection of a commercial real estate broker
- Management of the broker interview process
- Filing of grant applications to the St. Louis County Port Authority
- Filing of applications for CDBG grants through St. Louis County
- Development of scope documents and pricing estimates for use in filing grant applications
- Provide insights into alternative means of project financing
- Review of zoning ordinances to determine how to accommodate future development
- Development of a template for takeover of donated housing units
- Development of a template for creation of a property management company
- Meetings with donors to present details behind funding request(s)
- Strategic planning for future growth
- Review site plans and construction costs for proposed projects
- Meetings with architects, engineers, and operations to define project scopes and to address client concerns
- Bringing in key resources as team members for proposed development projects, including expertise on the use of NMTC, HTC, LIHTC, tax exempt bonds, and other financing sources

As our client relationships continue to evolve we are moving from consulting to more project-related services. In that role, we will assemble teams of professionals to plan, design, finance and then construct projects, at costs that are manageable for the nonprofits we serve.

Pete W. Kinsella, Jr.
Executive Director



Newsletter Highlights

Word from our Executive Director

MRA Provides Ready Access to Resources

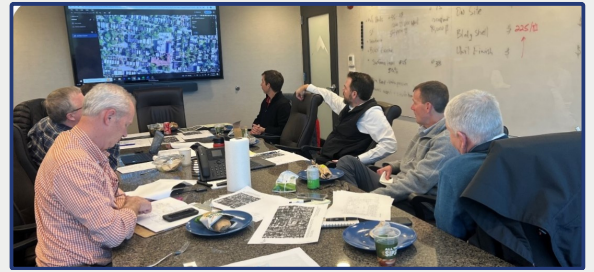
Client Profile: African Diaspora Council (ADC)

Non-Traditional Construction Methods Getting Attention

Nonprofit Notes

MRA PROVIDES READY ACCESS TO RESOURCES

In response to a request from the International Institute for pricing on a concept to build on-site, transitional housing, MRA was able to bring in representatives from Frontenac Engineering Group for civil engineering input and from Brinkmann Constructors to provide guidance on construction and pricing.



In the span of 1 hour, over lunch, and at no cost to the client, we were able to generate cost estimates for use in determining whether to move forward with the project. This process might have otherwise taken weeks or months, saving thousands of dollars for the client. The ability to call on resources for such an exercise is a valuable component of MRA service.

CLIENT PROFILE: AFRICAN DIASPORA COUNCIL (ADC)



Diaspora: the dispersion or spread of a people from their original homeland

'The African diaspora is recognized by the African Union as the 6th region of Africa. More than 200 million people of African descent live outside the continent and will soon comprise over 25% of the global population. Their potential economic impact is significant. The African Diaspora Council looks to mobilize anyone with African heritage in the Diaspora into a united body. It offers educational, financial, and social advocacy services and encourages forward thinking, operating with integrity and promoting hope and understanding of its communities and the continent of Africa.

The ADC has acquired the former Grace Lutheran Church, located on an 8.2-acre parcel in the City of Pagedale. The intent is to create a campus which will include an African Cultural Center, and associated improvements, that will encourage education and understanding of the diverse African history and culture. They will begin by refurbishing the former church and school building, including site improvements, roof repairs and replacing the HVAC system, which will allow them to offer the buildings for use by the community and for other programming. Once complete, they will turn their attention to future phases of development.

One of the key components of their vision is the creation of the ADC Credit Union which will provide members with a trusted institution for financial services and provide the diaspora with the opportunity for direct economic interaction with the continent of Africa. The credit union has key support from regulatory authorities and local lending institutions and has drawn the attention of other African Diaspora chapters around the country interested in having their members join.

MRA has provided assistance to the ADC by filing applications for funding through the St. Louis County Port Authority and through Community Development Block Grants and will continue to assist the ADC with master planning, zoning and development. The ADC is always looking for community and financial support in order to help it realize its dreams and to fulfill its mission. Please visit their website at: <https://africandiasporacouncil.org>.

NON-TRADITIONAL CONSTRUCTION METHODS GETTING ATTENTION

Working with several nonprofits with a need for multi-family housing, new construction methods are constantly being evaluated as possible solutions which could result in less cost, shorter schedules, and a greener footprint. Two new technologies from Boxabl and RENCO, offer different approaches to traditional construction, but differ markedly one from the other.

Boxabl is a Nevada-based company that produces pre-fabricated single and multi-story housing units that stack and connect. The walls, floor and roof fold into each other to form a self-contained transportable unit. The units can be unpacked and assembled within 1 hour. The only production facilities today are in Las Vegas, NV, but Blockabl is interested in expanding its production capabilities through partnerships in other locations.



RENCO based in Miami has obtained patent protection for proprietary intellectual property related to its composite building materials. They claim the following regarding their products:

- Capable of enduring Cat 5 hurricane wind loads
- Similar in weight to wood; 1/4 the weight of concrete
- Fire Resistant
- Mold & mildew resistant
- Pest & termite resistant
- Cleaner construction sites, minimal waste, uses recycled materials
- No heavy equipment
- Relies on unskilled labor for assembly
- Multifamily project assembled in 8 weeks, with 11 workers
- Lower carbon footprint
- Low maintenance requirements
- Lower cost alternative to wood, concrete or steel



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- There are about 1.5 million 501(c)(3) organizations in the U.S.
- Together nonprofits account for about 5.6% of the U.S. GDP and employ nearly 12 million people, which is about 10% of the workforce.
- 73% of nonprofits count on donations from individuals for their work.
- The average donor in the U.S. is 64 years of age.
- About 67% of donors also act as volunteers.
- The average online donation is \$177.

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