

Quarterly Newsletter

One of the most profound roles of nonprofits is their ability to create social impact. By addressing issues such as poverty, education, healthcare and environmental sustainability, nonprofits serve as a bridge between community needs and available resources. Moreover, nonprofits often innovate in ways that the government and private sectors may not. Their innovative approach is essential in addressing gaps where traditional systems fail, showcasing the adaptive capacity of nonprofits to meet specific community needs.

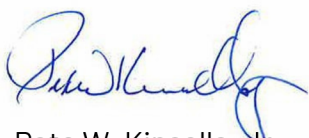
Nonprofits serve as catalysts for community building. They create spaces for individuals to come together, share experiences, and collaborate on solutions to common challenges. By fostering a sense of belonging and shared purpose, nonprofits help strengthen community ties and promote social cohesion.

Nonprofits also play a crucial role in identifying and addressing systemic issues that affect communities. They often conduct research, gather data, and provide insights that inform policy decisions and public discourse.

While the significance of nonprofits is clear, they also face challenges. Funding is often a persistent concern, with many organizations relying heavily on donations, grants and government support. Economic downturns can lead to diminished funding, leading many nonprofits to make difficult decisions about staffing and programming.

Moreover, as the demand for nonprofit services grows, so too does the competition for funding and resources. To sustain their missions, nonprofits must innovate and adapt, exploring new revenue streams, such as social enterprises, to complement traditional fundraising efforts.

In summary, nonprofits are indispensable to society, driving social change, fostering community engagement, and advocating for marginalized voices. Their ability to innovate, adapt and respond to pressing needs makes them vital players in addressing the complex challenges facing our world today. As we look to the future, supporting and empowering these organizations will be essential for building a more just, equitable and sustainable society.



Pete W. Kinsella, Jr.
Executive Director



Newsletter Highlights

Word from Executive Director Pete Kinsella on Creating Social Impact

New Board Member Chris Fox

Collaboration vs. Competition

The Impact of Immigration on St. Louis

MISSION REALTY ADVISORS WELCOMES NEW BOARD MEMBER

In August 2024, Chris Fox, President and CEO of Gershman Commercial Real Estate, joined the Board of Directors for Mission Realty Advisors. As the leader of Gershman, Chris shapes the company's vision and strategic direction, overseeing both Brokerage and Asset Management services. He is also instrumental in pursuing new business opportunities and fostering strong relationships with clients and business and community leaders. Additionally, Chris serves as Managing Principal of the firm's ownership group. His career in commercial real estate began in 1992 encompassing a broad range of experiences, including property management, lease negotiation, occupier advisory, landlord representation and investment sales.



We are pleased to have a Board of Directors that brings a diverse range of strengths in both business and community involvement. Their collective expertise and commitment will be invaluable as we work towards our goals and drive positive change in our community.

COLLABORATION VS. COMPETITION

The duplication of services among nonprofits can significantly hinder the effectiveness and efficiency of charitable efforts within a community. When multiple organizations provide similar services, it often leads to competition for limited resources, such as funding, volunteers, and donor support. This fragmentation not only wastes valuable time and money but also creates confusion among those seeking assistance, making it difficult for individuals to navigate available resources.

Furthermore, overlapping services can dilute the overall impact of nonprofit work. When efforts are scattered, important issues may remain unaddressed, as organizations focus on similar areas rather than pooling their strengths to tackle broader community needs. This lack of coordination can lead to underserved populations falling through the cracks, as some essential services may be overlooked while others are redundantly provided.

Additionally, duplicated services can foster a sense of rivalry among nonprofits, which may discourage collaboration and innovation. When organizations are more focused on competing for grants and visibility, they might miss opportunities to share best practices and learn from one another. This can stifle the potential for creative solutions that arise from collaborative approaches.

To mitigate these challenges, nonprofits should prioritize open communication, engage in joint assessments of community needs, and actively seek partnerships. By fostering a culture of collaboration, nonprofits can leverage their combined resources to create a more cohesive and impactful service delivery model, ultimately enhancing the well-being of the communities they serve.



THE IMPACT OF IMMIGRATION ON ST. LOUIS

Much has been written recently about the declining population of the City of St. Louis. The 2023 census figures showed a continued reduction in population from the City's high of over 850,000 in 1950, to now just below 280,000. The fact that the City's boundaries are fixed by charter is a limiting factor, but it is essential for the City to find a way to bring people back within its borders. The City of St. Louis is not unique as St. Louis County saw its own decline, and these combined losses are not being offset by outlying counties like St. Charles and Jefferson Counties where net growth was reported. One of the bright spots, however, has been reports of St. Louis being a preferred location for immigrants and refugees. Largely through the efforts of the International Institute, for example, over 70,000 Bosnians have come to St. Louis, and now call it home. A similar success story involves the arrival of hundreds of Afghans after the fall of Kabul. Now there is a concerted effort at attracting Latino immigrants from cities like Chicago, Boston, and New York in what has been called the 'secondary migration'. This refers to the re-location of immigrants and refugees to St. Louis from other parts of the country where they have previously settled.

The appeal of St. Louis is its cost of living, opportunities for employment, and the fact that other immigrants have found St. Louis to be so welcoming. In many cases, it is an opportunity to join family members who have already come to St. Louis, and to begin to build communities of newcomers with shared histories and experiences. The work of the International Institute is invaluable to the future of the City of St. Louis and provides a steady source of new arrivals who can help offset the trend of outmigration.

Overall, the St. Louis region has only an estimated 4.8% of its population that are foreign-born. The national average is 13.7%. Research has shown that having a higher percentage of foreign-born leads to greater prosperity for all. Immigrants and refugees add to the workforce, they are more likely to be entrepreneurs, and they bring cultural diversity. St. Louis needs to continue to bring in and to welcome greater numbers of foreign-born residents. Each year the Festival of Nations, hosted by the International Institute, and held in Tower Grove Park, provides a glimpse of what is possible. This year, over 100,000 attended. Those who participated saw how the montage of different cultures can bring about shared interests, collaboration and tremendous energy for the City.

MISSION REALTY ADVISORS BOARD MEMBERS

BOARD CHAIR, JOHN S. ROSS, JR
Summit Real Estate Group

LOU BROCK, JR.
Lou Brock Mechanical, Inc.

APOLLO CAREY
Lewis Rice, LLC

CHRIS FOX
Gershman Commercial Real Estate

KEVIN GALLAGHER
Colliers, St. Louis

ALLISON GRAY-GUNSTEN
Dudley Ventures

KEN JENKINS
Refuge Restoration NPO

SAM LUTEN
Meramec Consulting, LLC

JUSTIN MOSES
Colliers, St. Louis

SCOTT "MURPH" REESE
Summit Real Estate Group

JACK ROSS
Summit Real Estate Group

ELIZA SIMINGTON
City Design Group

SHERYL SINCLAIR
Midwest BankCentre



We appreciate MRA
corporate sponsors!



NON
PROFIT

- The IRS grants nonprofit organizations tax-exempt status because they benefit society and further a social cause.
- Nonprofits can earn revenue through donations, grants, and selling products or services.
- About 80% of households with an annual income of \$250,000 or higher donate to nonprofits.
- About 20% of all annual giving occurs in December.
- Nonprofits can partner with for-profit businesses.
- Nonprofits can support other nonprofits.

NOTES



Peter Kinsella
Executive Director
Mission Realty Advisors
314-285-7012
pkinsella@missionrealtyadvisors.org