



## Quarterly Newsletter

### A MESSAGE FROM THE EXECUTIVE DIRECTOR

We are excited to announce the formation and launch of nonprofit Mission Realty Advisors. This new entity, which will exclusively serve community-based nonprofits in the St. Louis area, is a direct response to significant needs within the area for equitable access to resources to help address challenges on real estate matters. This is our first newsletter, which will be published quarterly, and will highlight current project activity as well as providing information about the state of local nonprofits.

We believe that by focusing our efforts on nonprofit organizations that operate at the neighborhood or community level, and which respond directly to needs such as housing, education, health care, and other social services, we will have a “multiplier” impact where it is needed the most, benefitting the traditionally underserved.

Mission Realty Advisors will provide consulting and development services including budgeting, scheduling, contractor selection, capitalizing and funding source strategies, design, construction and project management.

A critical aspect of our business model is to engage others within the community to expand the network of resources and to participate in bringing about meaningful change. To that end, individuals, businesses and foundations have come together to help sponsor our mission. That allows Mission Realty Advisors to offer its services at a cost that nonprofits can afford.

We look forward to the challenges that come with trying to bring about change and are committed to helping local nonprofits thrive in the pursuit of their service missions.

Pete Kinsella  
Executive Director

VOLUME 1  
Q4 2023



## Newsletter Highlights

**Welcome Message from  
Pete Kinsella**

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**MRA Leadership**

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**Keeping St. Louis in the  
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**Affordable Housing is in  
Critical Demand**

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**Refuge & Restoration  
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**About Nonprofits**

## LEADERSHIP

Pete Kinsella was named Executive Director of Mission Realty Advisors in January 2023 and has over 35 years' experience in real estate development, facility, and property management in both the commercial and residential sectors.

Previously he served as Senior Vice President, Development and Asset Management with Summit Real Estate Group where he led Summit's development of the Centene Community Ice Center, an \$84 million four-sheet ice rink project completed in 2019 by the nonprofit Legacy Ice Foundation, and today oversees the re-development of a long-abandoned 90,000 square foot shopping center in North St. Louis County for the benefit of the nonprofit Refuge & Restoration.

Pete previously was Director of Real Estate at Sverdrup Investments whose holdings included the 600-acre Riverport office/industrial park, and the Meadows Corporate Center, comprised of office and light industrial space. Pete was responsible for leasing, management and ground-up development efforts across the Sverdrup portfolio, working closely with the local brokerage community.

Pete is a graduate of the University of Notre Dame and holds a J.D. and an MBA from St. Louis University. Pete and his wife, Lisa, share 10 children and 10 grandchildren. In his spare time, Pete enjoys travel, biking, golf and enjoying time with his family.

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## Keeping St. Louis in the Top Tier: International Institute of St. Louis

International Institute of St. Louis is the largest resettlement service for immigrants and refugees in the region. Recognizing the impact that immigrants can have on St. Louis, they are committed to enhancing their ability to attract and retain new members of the foreign-born population. The St. Louis Business Journal recently reported that St. Louis will soon be passed on the list of top metro areas in the country by Orlando and Raleigh, with Las Vegas not far behind. Immigration is a critical piece of both the City's history and its future growth, and is vital to St. Louis remaining relevant as a top-20 US metro area.

According to its 2022 annual report, "the Institute provides integration services to more than 6,000 foreign-born people from eighty countries, ... providing citizenship and language classes, job training and placement, small business development, microloans, and more..." In 2023, they expect to provide resettlement assistance to 750 families, but by 2030, that number is expected to increase to 3,500. Key to that success is the availability of housing, both transitional and temporary, before residents achieve home ownership. Mission Realty Advisors has been asked to assist in the development of a master plan to meet this projected demand.



## Affordable Housing is in Critical Demand

As a critical component for many St. Louis nonprofits, whether providing affordable rental housing, providing for the homeless, or meeting the needs of immigrants and refugees, increasing available and affordable housing stock is vitally important. Controlling inventory becomes similarly important, as many nonprofit housing requirements are a result of ad hoc demand. The reality is that converting or developing, and maintaining inventory comes at a high cost. Exploring alternative construction methods for building housing units could lead to dramatically reduced delivery schedules and lower costs.

Modular construction and 3-D printing are quickly emerging as alternatives to traditional on-site construction which is fraught with challenges resulting from weather delays, the high cost of labor, on-site storage, and material waste. Modular construction, in particular, can shorten delivery schedules 20%-50% by moving production inside. Additional savings of 20% can be realized in construction costs, since on-site construction becomes a function of assembly of pre-manufactured components. The key to success is whether the logistics associated with transportation are more or less costly than traditional on-site construction.



## Refuge & Restoration Marketplace



What started as a faith-filled vision nearly 10 years ago has become a great success story along West Florissant Road in Dellwood, MO. Pastors Ken and Beverly Jenkins envisioned a project with a focus on needs within the community they call home and that address the issues of equity and access to area resources often unavailable to residents. From this vision, Refuge and Restoration (R&R) Marketplace was created as a hub for an innovative system linking holistic services to build community and economic development.

Service offerings within the R&R Marketplace include Brilliant Angels Early Childhood Learning Center, and a mental health and addiction recovery center for adults. For small business owners, the project hosts a career development center, banking services by Midwest BankCentre, and an innovation center. The Marketplace is a dynamic location for bringing together partners that want to change the narrative for our city. Project partners have crossed boundaries that had long been barriers, providing a new model for success. The Marketplace will help thousands of individuals overcome employment and educational barriers, transportation challenges, mental health issues and addiction, predatory financial services, and will provide access to capital for small businesses to reverse disinvestment.

Every single day, every person in the United States benefits from the work of nonprofits in one way or another, whether they realize it or not.

– National Council of Nonprofits

There are 18,554 nonprofit organizations in the greater St. Louis metro area and they are a vital portion of the local economy:  
 St. Louis nonprofits employ 476,459 people  
 Revenues are \$76 billion each year  
 Assets amount to \$160 billion  
 Source: Cause IQ



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