

I recently attended the Collaboration Leadership Event sponsored by Regions Bank. This was an event attended primarily by nonprofits from across the region, looking for opportunities to work with other nonprofits. Part of the experience involved dividing into small groups of 10-12 to learn about other attending organizations and to look for ways of working together. With ten such groups providing summaries of their discussions, the common theme was the need to create efficiencies, and to share resources, especially when public funding and philanthropic sources are under considerable pressure.

These challenges are shared by many nonprofits, including ours. Mission Realty Advisors is focused on nonprofits that are considering how to address their facility needs. Fundamental to our business model is finding clients with strong organizational leadership, that have the capability of raising funds, but that need advice or help bringing projects to fruition. Finding those nonprofits can be a difficult task and one which can consume considerable time and resources without results.

We have found that there are entities which engage nonprofits on issues related to formation, strategic planning, board development, governance and operational issues, and still others that address capital needs and capacity building. Viewed along a continuum, these services are essential to and precede our role in addressing real estate issues. By aligning ourselves with those already working with nonprofits in these areas, MRA can move with greater confidence to engage with those nonprofits knowing that many of our criteria for involvement have already been satisfied.

As it happened, our public relations firm, Workman Communications Group, does considerable work with firms in the not for profit space. One such group, Community Value Alliance, itself a nonprofit, assists other nonprofits with business formation, governance, accounting, legal, HR, board development, and strategic planning, essentially the infrastructure for the nonprofit business. Since they do no facility or real estate needs, the opportunity to collaborate became immediately apparent. Serendipity did not end there, since Workman also represented a for-profit group, Holmes Radford & Reynolds, which provides fundraising feasibility studies, capacity building and campaign management to nonprofit organizations. As a resource with the ability to help nonprofits raise capital, HRR was the all-important third leg of our stool.

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Newsletter Highlights

**Message from the
Director's Desk**

**Opportunities and
Challenges for
Nonprofits in 2025**

**New Board Member:
Gigi MacMullan**

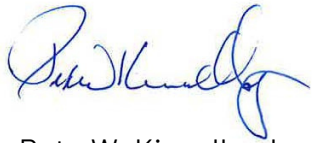
**Client news:
Miriam School and
Learning Center**

Board Members

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**Thursday, May 8
OPEN HOUSE**

Together, we have formed an integrated platform, to be called Nonprofit Synergy Alliance, offering nonprofits a one-stop shop for everything from formation, to fundraising and facility solutions. At a time when many nonprofits are operating in parallel, this allows us to offer efficiency and complementary services which will simplify access to the very resources many nonprofits need. While each entity will continue to operate separately, this new platform is something that we expect will draw considerable interest. We expect to launch a new website in the coming weeks.



Pete W. Kinsella, Jr.
Executive Director

NAVIGATING UNCERTAINTY: Opportunities and Challenges for Nonprofits in 2025

The Nonprofit Sector Outlook, published in January, 2025, suggested that nonprofits were preparing for a year filled with opportunities and challenges. While that is almost always true for nonprofits, 2025 has already had its share of surprises. With recent reductions in the size of government agencies, impacts to federal funding sources, and wide-ranging tariffs weighing on the stock market, what does that portend for nonprofit organizations?

Traditionally, the nonprofit sector has shown remarkable resilience, even in times of economic downturn. By their very nature, nonprofits do not shy away from tough assignments but rather develop mission statements that address them head-on. This may be the time for nonprofits to lead with boldness and innovation, leaning heavily on their demonstrated ability to adapt and respond. On the other hand, could it be that the current climate could result in less regulation and oversight of nonprofits, and

those with a local or domestic focus on things like education, workforce development and economic independence, find opportunities for greater support? This is a time to be creative. One thing that is certain, is that the needs of underserved communities will not go away.

The St. Louis Business Journal just reported that corporate philanthropy in 2024 dropped by 15% and total volunteer hours suffered a 20% decline. Nonprofits will be challenged to thrive and to provide much-needed social and human services, turning to the likes of AI-facilitated fundraising platforms, virtual volunteer programs and collaborations that emphasize efficiency. Building and maintaining effective partnerships with other organizations, both nonprofit and for-profit, will be crucial, as will the ability to demonstrate measurable impacts to both funders and the public.

Welcome Gigi MacMullan: Our Newest Board Member

Gigi MacMullan is an entrepreneurial and visionary executive leader with a proven track record. With deep expertise in strategic execution, relationship development, grant writing, and fundraising, she has successfully led large-scale initiatives that drive community development and economic mobility.

As a **Principal Gift Officer** at **Mercy Health Foundation**, Gigi plays a pivotal role in securing major philanthropic investments for Mercy's \$500 million comprehensive capital campaign. Previously, as **Vice President of Development** at **Refuge and Restoration**, she spearheaded a \$13 million fundraising strategy, leading to the transformation of a long-vacant shopping plaza into a thriving community hub. Her leadership also resulted in securing major federal, state, and corporate funding, expanding donor engagement, and achieving significant minority and women-owned business participation in project development.



Throughout her career, Gigi has demonstrated an exceptional ability to cultivate mission-aligned partnerships, design and implement innovative fundraising strategies, and execute large-scale projects that create lasting impact. With a passion for community development and a talent for turning vision into reality, she continues to drive meaningful change in underserved communities.

Client Update: Miriam School and Learning Center

We continue to work closely with Miriam School and Learning Center to address the needs of its students, both now and for the future. As one of the premier schools serving students with learning differences, Miriam is continuing to look for ways to better utilize spaces at its two campuses, one in Olivette and one in Webster Groves. Miriam currently provides on-campus specialized learning opportunities for grades K-12 students and annually serves over 1,600 students from 120 local private, public or parochial schools, or who are homeschooled, through its Learning Center program, now housed in Webster.

MRA has led efforts to assess the physical conditions at both campuses, which will aid in planning for both maintenance and capital expenses, and is ready to embark on a master planning effort to consider how to make the best use of existing facilities. This will include ideas such as providing for Learning Center space on each campus and a place to provide training and continuing education for new teachers and current faculty. Always with the intent of improving the educational experience for its students, Miriam is taking a pro-active approach to facility planning.



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*We appreciate MRA
corporate sponsors!*



Please join our Board and Supporters of Mission Realty Advisors for our

OPEN HOUSE

4pm to 6 pm, Thursday, May 8, 2025

*at the offices of Summit Real Estate Group,
135 N. Meramec Avenue, Suite 600
(Midwest Regional Bank Bldg)*

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