

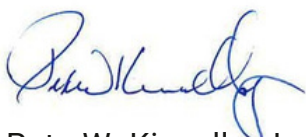
Mission Realty Advisors was honored to welcome Governor Mike Kehoe, his wife Claudia, and members of his staff to our offices for a meaningful discussion on key issues impacting the St. Louis region and the State of Missouri.

During the visit, we had the opportunity to share insights into the MRA business model and highlight the important work we're doing in partnership with local nonprofit clients. Our conversation touched on several critical topics, including the revitalization of the St. Louis central business district, recovery efforts underway in North St. Louis following the devastating May 16th tornado, and statewide opportunities for industrial development.



We also shared perspectives informed by the work of our affiliated firm, Summit Real Estate Group, particularly its experience in growth markets throughout the Southeast.

We appreciated the opportunity to exchange ideas with the Governor and his team on these vital matters and look forward to continued collaboration in support of economic growth and community resilience across Missouri.



Pete W. Kinsella, Jr.
Executive Director



Newsletter Highlights

Missouri Governor Mike Kehoe visit with MRA

MRA September Event: Community Conversation about City of Saint Louis Real Estate

New MRA Board Member Laurie Williams

Nonprofit Synergy Alliance

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Community Conversation about Real Estate in the City of St. Louis

On September 18th, MRA hosted its second gathering of professionals from the commercial real estate space, local nonprofits and those interested in bringing about positive changes in the St. Louis region. Over 100 guests gathered at the office of Summit Real Estate Group to get acquainted, to renew old connections, to share ideas, and to look for ways to make a difference.

The event featured a presentation by Otis Williams, Interim President and CEO of the St. Louis Development Corporation (SLDC), a discussion of the current state of commercial real estate in the City, and how those in attendance could be of assistance. Noting that

there have been many projects completed, and many others currently underway in the City, there are still issues limiting growth. These issues include a declining population, demographic changes, concerns about safety, and the lack of a vibrant central business district. The convergence of market factors, like higher construction costs, lower rents, higher interest rates and higher vacancy present further challenges for the City. In response, the City is seeking better relationships with developers, is streamlining the permitting process, and is offering a variety of incentive programs to help spur activity.

Complicating matters has been the impact of the May 16th tornado that destroyed 5,000 buildings and caused an estimated \$1.6 billion in damage. Heavily impacted North City is in need of intermediate housing for households whose homes are uninhabitable, the creation of resource hubs to meet immediate needs of residents, debris removal (for a portion of which federal dollars have now been committed), and the development of a community-led plan for reconstruction of homes and neighborhoods. It is critical that there is evidence of progress in all of these areas to provide hope, and to avoid permanent dislocation of residents, many of whom desire to stay in their neighborhoods where their families have lived for generations.



Welcome
MRA New Board Member

LAURIE WILLIAMS



As a Principal at Gray Design Group, Laurie brings a thoughtful, relationship-driven approach to designs specializing in tenant improvements and workplace environments. Her experience representing both tenants and building owners provides a well-rounded perspective that informs her mentoring style and project oversight.

In her leadership role, Laurie is responsible for fostering team development, driving firm-wide initiatives, and aligning project goals with broader business objectives. She plays a key role in strategic planning efforts, helping shape the firm's vision and identifying growth opportunities. Laurie's design expertise and collaborative approach have been instrumental in cultivating long-term relationships at Gray and delivering successful projects across market sectors.

Introducing the Nonprofit Synergy Alliance

MRA has joined forces with Community Value Alliance (CVA), a nonprofit organization, and Holmes Radford & Reynolds (HRR), a for-profit firm, to form the Nonprofit Synergy Alliance (NSA)—a groundbreaking collaboration designed to empower and support nonprofits at every stage of their development.

Through this unique alliance, NSA offers a comprehensive platform where nonprofits can access expert guidance and support in key areas, including:

- Formation & Governance
- Board Development
- Operational Support
- Human Resources
- Information Technology



- Legal Services
- Feasibility Studies
- Capital Campaign Strategy
- Facility Planning & Solutions

By bringing together a full spectrum of resources under one umbrella, NSA helps nonprofits operate more efficiently and effectively—reducing costs while maximizing impact.

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"Coming together is a beginning; keeping together is progress; working together is success"

- Henry Ford

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