

Nonprofits nationwide are facing a severe capacity and funding crisis driven by federal funding freezes, billions in grant terminations, and soaring community demand. Nearly 69% of organizations have lost funding from at least one source, forcing widespread program reductions, operational strain, and staff layoffs.

Limited funding severely restricts a nonprofit's capacity to achieve its core mission. When capital is scarce, organizations face operational gridlock, forcing them to prioritize immediate survival over long-term impact.

- **High Staff Turnover:** Low salaries cause burnout and talent loss to the private sector.
- **Outdated Infrastructure:** Nonprofits cannot afford modern software, cybersecurity, or basic equipment upgrades.
- **Reduced Program Reach:** Funding shortfalls lead to capped enrollment, waitlists, and fewer served communities.
- **Loss of Strategic Focus:** Chasing restrictive grants forces "mission creep" to satisfy specific donors.
- **Stifled Innovation:** Zero risk capital prevents testing new, potentially more effective solutions.

This financial strain creates a destructive "starvation cycle." Donors demand low overhead costs, leaving organizations without the funds needed for vital administrative support, fundraising, and strategic planning. Consequently, nonprofits operate inefficiently, struggling to measure outcomes or prove their efficacy to future investors. Compounding the problem is the sheer number of nonprofit organizations, all chasing the same support.

Ultimately, the true cost of underfunding is borne by society. When a nonprofit lacks resources, critical systemic issues—like poverty, homelessness, and educational gaps—remain unaddressed, leaving vulnerable populations without a safety net. We need to focus on creating a more efficient nonprofit ecosystem, starting with an assessment of how many is too many, in order to make the best use of the resources available.



Pete W. Kinsella, Jr.
Executive Director



Newsletter Highlights

The Growing Nonprofit
Funding Crisis

Projects Update

Welcome
Pershing Fellow for
Summer Leadership
Experience

MRA Supporters

MRA Projects Update

Miriam School and Learning Center – MRA continues to coordinate the design efforts to achieve the most efficient use of space for Miriam’s mission to empower students with learning differences, through its specialized education approach, to unlock their potential and pave the way for lifelong success.

Concordance - MRA is working with Concordance to help with the disposition of real estate not well-suited to its current needs in order to support its mission of providing holistic re-entry services before and after release, offering individualized support that helps justice-involved individuals build stable, meaningful lives.

Brickline North Connector - MRA is working with the Brickline North Connector to develop the Brickline North Community Development Corporation and Community Land Trust, to evaluate development and re-development opportunities along the Brickline North corridor.

Provident Behavioral Health - MRA is working with Provident to evaluate its current facilities and to determine how to best use those facilities to further its mission of building brighter futures through exceptional behavioral health services, especially for those with the greatest need.

Ready Readers - MRA is working with Ready Readers as it considers a renewal of existing leased space and plans for future growth. Ready Readers expands literacy for children in low-income communities through high-quality books, strong relationships, and literacy-related experiences.

Love the Lou - MRA is providing support to Love the Lou which was formed out of the simple idea of bringing people together all with the common desire to meet urban needs. Its plan is to re-develop the city block bounded by N. Taylor, Dr. Martin Luther King Drive, Deer Street and Evans Avenue.

New City Fellowship Church – MRA is working with the New City Fellowship Church on how best to utilize its site in University City to better accommodate the Church and the many ministries of Restore St. Louis.

Pershing Fellow for Summer Leadership Experience

Mission Realty Advisors is pleased to welcome Chantal Ogbeifun, a rising senior at Washington University in St. Louis, through The Pershing Fellowship in Nonprofit Leadership program.

The Pershing Fellowship provides students with opportunities to gain hands-on experience supporting the mission of local nonprofit organizations while developing valuable leadership and professional skills. Through the program, fellows work alongside nonprofit teams serving a variety of sectors, including education, healthcare, culture, the arts, and community service.

Chantal is pursuing degrees in Political Science and Organization & Strategic Management at Washington University. As part of her fellowship with MRA, Chantal is researching the challenges faced by minority- and women-owned contractors while helping develop strategies to address those barriers. Her professional goal is to be a St. Louis-based lawyer working in the nonprofit sector.

"We are grateful to have Chantal as part of our team and are excited to support her professional growth while advancing our mission of serving nonprofits and underserved communities throughout the St. Louis Region," said Pete Kinsella, Founder and Executive Director.



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*Stay tuned for our next Speaker Series Event scheduled this Fall.
Details to follow.*

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