



ReachINg Out
with Purpose

**DELMAR
DIVINE™**
INNOVATE · COLLABORATE · TRANSFORM

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MISSION

Delmar DivINe maximizes the efficiency, effectiveness, and impact of the nonprofit sector in the St. Louis region, especially among health, education and human service organizations, while simultaneously being a catalyst for the transformation of neighborhoods in North St. Louis City.

VISION

Delmar DivINe will set an example that serves as a regional and national model for community development, collaboration, and social innovation.

**DELMAR
DIVINE™**

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5501 Delmar Blvd. St. Louis, MO 63112

Connect with us

www.delmardivine.com



Welcome
to the
Delmar DivINe inaugural
annual report. Eight years ago,
our founder, Maxine Clark, conceived the
idea of transforming the former St. Luke's Hospital
into a "place of caring," that would give nonprofit
agencies the tools they needed to maximize their impact,
while simultaneously working in partnership with the
community in which the campus is located.

This vision is now a reality. As you will read in this report,
Delmar DivINe welcomed 33 nonprofit organizations and provided
them with a variety of capacity-building programs from our Center
for Human Service Leadership, all while encouraging and curating
collaborative opportunities. Moreover, in response to feedback from
the West End neighborhood in which we reside, several retail
organizations were added, including GreaterHealth Pharmacy &
Wellness, which, in collaboration with SSM, responded to a specific
community request for more healthcare options in the area.

In addition, we opened our community multipurpose room and
convened our community collaborative board to create
programming based on community-identified needs.

Community and collaboration: these are the keys to our work
and the theme of this report. I hope you will see that, through the
time, talent and treasure of many people and organizations,
we have made a great start to changing the story of
Delmar Blvd. from "divide" to "divINe."

Sincerely,

Jorge Rospedre
Executive Director



Executive Summary

While we welcomed our first two tenants in August of 2021, it was 2022 when the project became fully operational, including achieving a 100% lease rate. In the end, Delmar DiviNe welcomed 33 nonprofit organizations and six for-profit companies (the latter either providing services to our nonprofits or in direct response to community-identified needs). Together our agencies served over 250,000 people in Missouri and Illinois.

In order to welcome even more people into our campus, we established The Node ("North of Delmar"), a coworking space open daily during the week offering a large number of amenities and the opportunity to engage with the tenant agencies and the ancillary programming provided by Delmar DiviNe.

Although The Node only opened in October due to damage from the flood that hit St. Louis in summer 2022, we had great success with our "Founding 55" promotion offering the first six months of membership at a very attractive price point.

Another point of welcoming is our Community Multipurpose Room (CMR). The opening of this space was also delayed by the flood, but is now developing a full slate of programs for 2023. Such programming is being vetted by our Community Collaborative Board, a group of West End residents who advise Delmar DiviNe on the programs and general use of the CMR so that the space is truly in the service of the surrounding communities.

In everything that we do, connection,

community and collaboration are the focal points. So it was wonderful to see a number of collaborations take root in a short amount of time.

The soil from which these collaborations sprang was the work of the Center for Human Service Leadership (CHSL). Our manager, Brittany Hogan, and her team provided concierge services such as grant request research, assistance with bylaws, and advice on board governance, while facilitating connections to consultants from a wide range of fields that our agencies could confer with to discuss myriad issues. Some topics such as



board governance, were further developed through formal workshops.

Moreover, CHSL director Barry Rosenberg built on the successful and well-regarded capacity building activities at Washington University's Brown School to deliver intensive executive education programs, professional development offerings, board and governance training, professional evaluation, and seminars on the challenges and opportunities in the nonprofit ecosystem.

All of this work generated a good deal of positive media coverage. The Post-Dispatch, the St. Louis Business Journal, St. Louis Magazine, The American, KSDK, and Nine Network all did pieces on our progress.

As more people and institutions got to see Maxine's vision coming to life, they became excited about being a part of it through their contributions. Since its

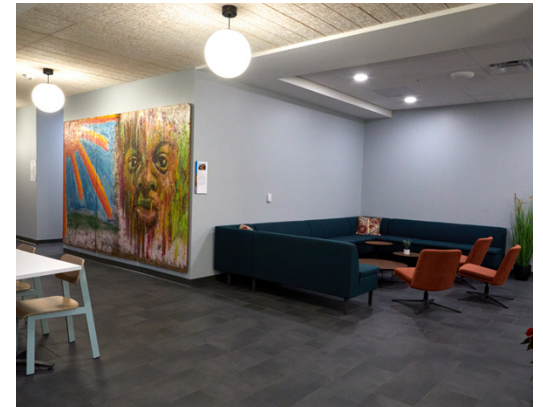


Together
our agencies
served over
250,000 people
in Missouri and
Illinois.

inception, Delmar DivINe raised over \$20 million in philanthropic donations, which is a testament to the importance of the project and the generosity of the people and corporations that call St. Louis home.

Of course, nothing gets accomplished without a great team. Led by our board of directors, our executive director, Jorge Riopedre, oversaw the translation of Maxine's idea into a finished campus. Brittany Hogan delivered tremendous value for our agencies through her CHSL work, and Shaniqua Jones made everyone instantly feel like part of the Delmar DivINe family as soon they walked in the front door; in fact, she did such a great job that she has been promoted to the newly created position of Volunteer & Community Coordinator.

In spite of COVID-19, of supply chain delays, of floods and a host of other challenges, Delmar DivINe is a reality. In a short amount of time, we've achieved a lot. And the best is yet to come!



INnovate



Delmar DivINE is fully leased, with **33** nonprofits and **39** total organizations.

From the moment Maxine Clark first laid eyes on the former hospital building at 5501 Delmar Boulevard to the opening of Delmar DivINE, a great deal of innovation was brought to bear to make the project feasible.

There were challenges at every step. The project required financing on the order of almost \$40 million dollars and required incredible resourcefulness to find investors and philanthropists who could see the potential of Maxine's idea to bring together nonprofits and capacity building services that strengthened the nonprofit sector while simultaneously having a measurable impact on North City.

And just as everything finally came together, COVID-19 struck. Costs for labor and material skyrocketed and the entire premise of the project was called into question as the landscape of how and even if nonprofit agencies would continue working in buildings was unclear. Later, the project was dealt another blow by a once in a decade flood.

But the project persevered and agencies came to like the idea of participating in a project that would not only house them but also provide capacity building programming and ancillary services to help them thrive. By the fourth quarter of 2022, Delmar DivINE was fully leased, with 33 nonprofits and 39 total organizations, and final preparations were being made for the opening in early 2023 of the Deli Divine, a restaurant by the renowned chef, Ben Poremba.



A fantastic redevelopment of a more than 100 year old building. Congratulations to Maxine Clark for her vision to create a place to bridge the divide.

*Kitty Ratcliffe,
President, Explore St. Louis*

Time Line



May
2015

The City of St. Louis puts the former St. Luke's Hospital on Delmar Blvd. for sale.

Maxine Clark, founder of Build-A-Bear Workshop, sees the hospital campus and imagines it as a center for nonprofits.

June
2015

Maxine begins to formally gather stakeholders for the financing and construction of the project, which she decides to call Delmar DiviNe.

May
2016

Delmar DiviNe Charitable Foundation is incorporated as the entity that will eventually own and operate the enterprise.

April
2018

Formal financing efforts begin. They will eventually yield \$20 million in pre-construction funds.

June
2018

Delmar DiviNe hires its first executive director.

December
2019

Despite the incredible challenges associated with COVID-19, construction for the project begins.

July
2020

The first two tenants of Delmar DiviNe begin operating in the building.

August
2021

The first full cohort of nonprofit agencies moves in.

January
2022

August
2022

Delmar DiviNe is fully leased.



INvolve

When determining which agencies were going to be part of the initial cohort at Delmar DiviNe, one of the top considerations was the agency's willingness to engage in meaningful collaborations. In fact, before the project even opened, the confirmed tenant agencies met for a discussion of how Delmar DiviNe could grow into a project that made collaboration and inclusiveness its hallmarks.

Despite the fact that almost a dozen agencies were still in the process of moving into the project in the latter portion of the year, a half dozen collaborations were already commencing or under discussion by the end of 2022. We hope to have much to report in the way of collective impact next year.



An important aspect of Maxine's vision for Delmar DiviNe is that the campus be accessible to the community in which it resides, so it was wonderful when the Community Multipurpose Room (CMR) opened in November. The 6,800 sq.ft. space, complete with high speed WiFi, computers, and top flight information technology, is available to the West End and surrounding neighborhoods for meeting, events, and ongoing enrichment programs.

With the opening of the CMR, we launched the Community Collaborative Board, a group of West End residents who advise the board of directors on events, activities, and

partners in and for the space. We look forward to a full year of programming in 2023, and welcoming community residents and civic groups throughout the year.

Moreover, in response to community identified needs, the retail portion of Delmar DiviNe also opened in November. West End residents told Delmar DiviNe that they wanted more options for healthcare and finance. In response, Delmar DiviNe welcomed St. Louis Community Credit Union, Edward Jones, and GreaterHealth Pharmacy and Wellness, the first Black-owned pharmacy in the City of St. Louis in over 40 years. These three organizations are already engaged in collaborations (see above) to increase their impact for communities north of Delmar Blvd.

Finally, Delmar DiviNe opened The Node (North of Delmar), a coworking space that can be accessed for daily, weekly, or monthly use at a very competitive price. This space allows entrepreneurs, freelancers, and remote workers to have a centrally located space with amenities such as conference rooms, unlimited printing, and access to Delmar DiviNe programming and the Schnuck Family Collaboration Café.

Delmar DiviNe represents what is possible when vision and creativity and determination all come together. Behind every door is the story of someone or an organization determined to improve the lives of St. Louisans who found themselves on the other side of Delmar! There are moments when we say, 'I'll believe it when I see it.' Well, when you see Delmar DiviNe, you can believe it.

*Carol Daniel,
KMOX*

INform

One of the most value-added aspects of Delmar DivINe is the Center for Human Service Leadership (CHSL), which plans, organizes, and implements a wide variety of services and activities that build community and enhance the organizational, leadership and management capacities of our nonprofit tenants.

In 2022, despite all of the challenges that both Delmar DivINe and its tenants experienced due to COVID-19, CHSL engaged with the agencies to build capacity and enhance effectiveness. This includes:

Lunch & Learns

The Center for Human Service Leadership hosted a total of 14 Lunch & Learns during 2022. CHSL offered two virtual sessions in the spring and the first in-person session in May. Session themes focused on returning to work, identity, and strengths. The tenant Lunch & Learn series kicked off in July and featured ten organizations over nine sessions. These events offered a space for organizations to showcase their work and connect with fellow tenants.

Professional Development & Executive Education

Inside the Nonprofit

The Inside the Nonprofit professional development series was facilitated by CHSL's director, Barry Rosenberg, a professor of social work at the Brown School. Sixteen participants representing nine organizations within the Delmar Divine network participated in the program, which covered themes like organizational culture, leadership and management, finance and fundraising, and managing your career over six half-day sessions. Feedback has been overwhelmingly positive as 100% of participant respondents strongly agree or agree that the sessions met expectations and enhanced their understanding of organizations, leadership and management, and a variety of topics relevant to nonprofits. They expressed being satisfied with the quality of instruction and peer interaction and would recommend the program to a colleague.

In the Middle: Knowledge and Skills for Effective Middle Management

The second professional development series of the year began in September. This was actually the second year in a row that Barry Rosenberg offered this seminar due to its popularity. "In the Middle" welcomed 16 individuals from 14 different nonprofits to participate in a mixture of lectures, small group discussion, and individual reflection. Top subjects included the differences between leadership and management, and how middle management roles influence workplace structure, climate, and culture.





Concierge & Referral Services

The Center for Human Service Leadership consulted with 20 nonprofit organizations, during which the team provided resources on topics such as bylaws, board governance, and organizational culture. CHSL also provided complimentary access to over thirty external consultants via its Office Hours program.



Partnership with the Brown School at Washington University in St. Louis

In response to tenant feedback requesting evaluation training with regard to health disparities, outcomes, and services in the area surrounding Delmar DiviNe, CHSL collaborated with the Evaluation Center at the Brown School to host a two-part series on qualitative data collection and analysis. Fourteen individuals representing eight organizations attended and learned the “how to” of conducting in-depth interviews and focus groups. Feedback was extremely positive. Marcus Howard, president of GreaterHealth Pharmacy & Wellness, said, “Our model is to be culturally responsive and inclusive, and a key part of that is incorporating the voice of the community in our design. This training helped us cultivate questions about what people need and want, so that we know what services to provide.”



Nonprofit Programming

With most of our nonprofit agencies finally operating in the campus at the start of the 4th quarter, CHSL launched its suite of signature programs, beginning with two that focus on funding and sector challenges, respectively.

The mINgle

The event brought together area grant makers and our nonprofit agencies to create or strengthen relationships and in general have conversations about the challenges the sector is facing. There were six 10-minute round robin meetings where agencies met directly with the foundations to present information such as their top projects/initiatives and their most pressing needs. Afterwards, a breakfast networking session allowed for informal and extended conversations to occur. Multiple agencies were asked to submit requests for new funding. The next iteration of this event will bring in corporate foundations.



2 INsights

Marking the first installment of an ongoing series, an audience of nonprofit professionals, funders, students, community members, and stakeholders enjoyed a reception and heard an expert panel discuss how to better build the nonprofit ecosystem. Jason Hall, CEO of Greater St. Louis Inc., Michael McMillan, President & CEO of the Urban League of Metropolitan St. Louis, and Michelle Miller, CEO of Philanthropy Missouri tackled topics such as pandemic-driven changes to foundation grant making policies, emerging resources, and increasing the number of people of color obtaining leadership roles in nonprofit organizations.



Many people and institutions generously contributed to Delmar DiviNe since its inception in 2018. Their support was instrumental to our success and we are deeply grateful.

\$3 million or more

Centene Charitable Foundation
Maxine Clark & Bob Fox
John McDonnell

\$1.5 million – \$3 million

Anonymous
Washington University in St. Louis

\$1 million – \$1.5 million

Berges Family Foundation
Dave and Thelma Steward

\$500,000 – \$999,999

Missouri Foundation for Health

\$250,000 – \$499,999

Ameren
George and Carol Bauer
Bob Clark
Edward Jones
Todd & Julie Schnuck
Michael Staenberg

\$100,000 – \$249,999

Larry Chapman
Tom and Jennifer Hillman
Gene and Connie Kahn
Wang Liu Foundation

\$50,000 – \$99,999

Jerry Kent
Carol and Ward Klein
Mid America Transplant Foundation
Wells Fargo

\$25,000 – \$49,999

Emerson
Joan Malloy
Jerry and Sue Schlicter
St. Louis Community Foundation
St. Luke's Hospital
Greg Wendt

\$10,000 – \$24,999

Paul & Elissa Cahn
Kemper Life
Nina Needleman
Hank Webber & Christine Jacobs
Dave Spence

\$1,000 – \$9,999

BJC Healthcare
Brad Bishop
Dedric Carter
Huntington National Bank
Edward & Betsy Lawlor
Mary McKay
Sandra M. Moore
Nuveen
Gary & Marilyn Ratkin
Regional Business Council
Regions Bank
Jorge Riopedre & Shera Dalin
Travis Sheridan
Spire
St. Louis Trust

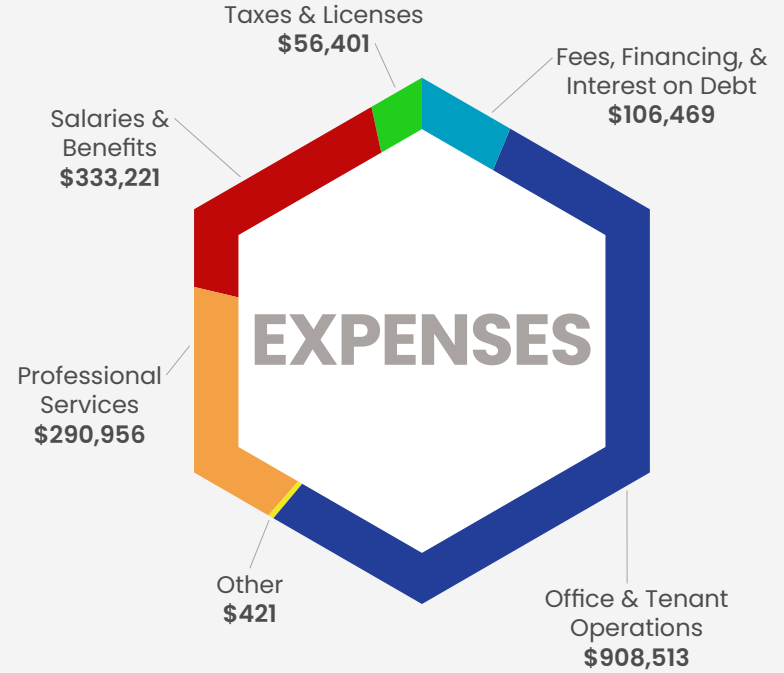
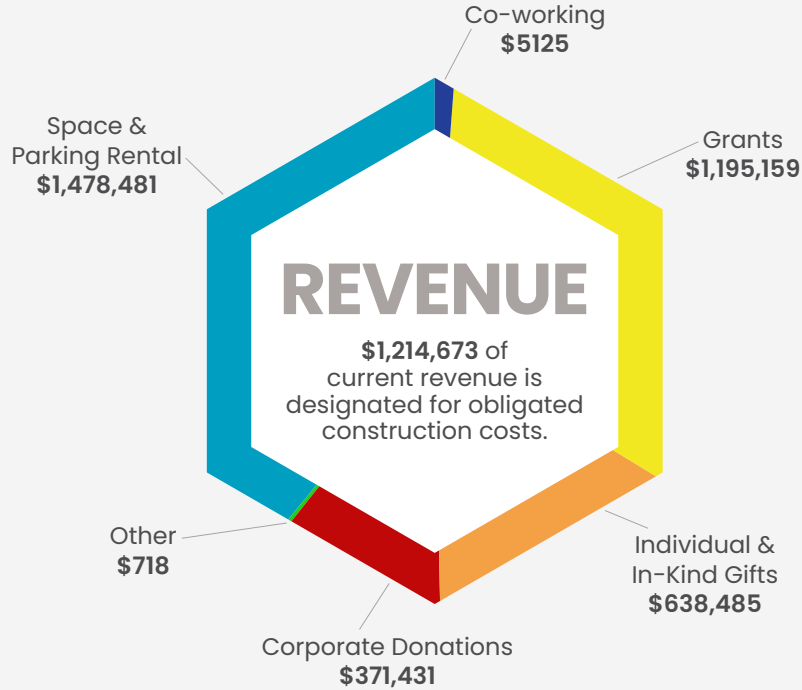
Up to \$999

Zabe Agha
Pamela Anders
Keaira Anderson
Christine Basler
Anna Bertman
Alex Bird
Katherine Burkhardt

Naomi Cahn
Renee Denlow
Missy Fish
Marilyn Freundlich
Justin Idleburg
April Mickens Jolly
Jeffrey Jowdy
Tina Klocke
Teresa Kroll
Landmarks Association of St. Louis
Suzan Mendelson Laycob
Diane Matthews
Art & Belinda McCoy
Kerry Murray
Jajuana Patrick
Nancy Sachs
Geetha Sant
Amy Scharff
Howard Smith
Shilpa Thornton
Utopia Entertainment
Rebecca Van Bergen
West End Neighbors
Cynthia Williams
Mark & Karen Zorensky



Financials



2022 financials are unaudited; a copy of our audited financial statements for 2021 are available at www.delmardivine.com/audit.

INspire

What Maxine and her team have created at Delmar DivINe is incredible and will be a game changer for new growth and inspiration for STL!
Stacey Morse,
Co-Founder,
the Morse Group

Thank you so much for investing in our City on Delmar.
Pam Walker

It has been really cool seeing Maxine Clark's vision become reality!
Matt Homann



This is the kind of collaboration we love to see in St. Louis!
St. Louis Gives

A transformative project to help erase divisions and highlight regional innovation.
Sam Page

Strong work!
Scott Stinson

This is a marker at a pivotal moment in the City of St. Louis. Onward and upward, as this is just the beginning.
David R. Noble,
St. Louis Market President,
Midland States Bank

I think the community room is going to be a wonderful feature!
Suzy Hartmann

Keep this up, and make this next decade one centered around finally righting our wrongs.
MO Metro

This is INSANELY COOL!
Shelby

Incredible innovative nonprofit work is happening here. Thank you for all you are doing for our community!
Amanda Laumeyer

Delmar DivINe is a wonderful example of adaptive reuse and you all should be very proud of the achievement.
Landmarks Assoc.

The space is amazing! I felt so privileged to be there!
April Walker

So amazing to see this new space and the inspiring work happening.
JCRC

Tweet Tree

A collection of what people have said about us during the past year.



INclude

Delmar DivINe is first and foremost about empowering the nonprofit sector and working with select for-profit partners to help innovate and increase prosperity and equity for the City, especially north of Delmar Blvd. We are pleased that every available office space is leased. Here is summary of who's who at Delmar DivINe (click on the organization name to learn more):



[Alive & Well Communities](#)



Asthma and Allergy
Foundation of America®
ST. LOUIS CHAPTER

[Asthma & Allergy Foundation](#)



Behavioral Health Response

[Behavioral Health Response](#)



[Berges Family Foundation](#)



[BJC HealthCare](#)



[BJC/Raising STL](#)





[Bridge 2 Hope](#)



[City Hope St. Louis](#)



[Clark-Fox Family Foundation](#)



[Edward Jones](#)



[EMD Consulting](#)



[Eye Thrive](#)



[Gateway Early Childhood Alliance](#)



[Generate Health](#)



[Girls in the Know](#)





[GreaterHealth Pharmacy & Wellness](#)



[Health Literacy Media](#)



[HOME WORKS!](#)



[iFF](#)



[iFM Community Medicine](#)



[KIPP St. Louis](#)



[Mental Health America of Eastern Missouri \(MHA-EM\)](#)



[Mound City Bar Association](#)





[Navigate STL Schools](#)



[SEED St. Louis](#)



[St. Louis Arc](#)



[St. Louis Community Credit Union](#)



[Strategic Community Partners](#)



[Teach for America St. Louis](#)



[The Opportunity Trust](#)



[The Sophia Project Inc.](#)



[The SoulFisher Ministries](#)





[Turn the Page STL](#)



[The T by Power4STL](#)



[United 4 Children](#)



[University of Missouri - St. Louis](#)



[Washington University in St. Louis Brown School](#)



[Your Philanthropy](#)
[Your Philanthropy LLC](#)



What a great privilege it is for Behavioral Health Response to office at Delmar DiviNe! We love that Maxine Clark and her team saw the great potential in this location.

Pat Coleman, President & CEO, Behavioral Health Response



We hope you have enjoyed this recap of our first full year of operations. Please engage with us in 2023! Come visit our community of agencies, eat at the Deli Divine, volunteer, partner, or contribute financially. In whatever way is best for you, join us in making a new beginning for North City and the entire region.



Additional photos provided by Sam Fentress and Alex Kendall.



Board of Directors

Keaira Caldwell-Anderson (at large)

Real Estate Professional and Founder of Sights Trucking

Dedric Carter (Treasurer)

Vice Chancellor for Innovation and Chief Commercialization Officer, Washington University in St. Louis

Maxine Clark (President)

Founder, Build-A-Bear Workshop, Chief Inspirator, Delmar Divine

Justin Idleburg (at large)

Principal, Idleburg Consultants

Edward F. Lawlor (Vice President)

Special Assistant to the Provost, Brown School at Washington University in St. Louis

Mary M. McKay (Chair)

Vice Provost for Interdisciplinary Initiatives at Washington University in St. Louis

April Mickens Jolly (at large)

Planned Parenthood of the St. Louis Region and Southwest Missouri, VP of Health Equity, Education, and Culture

Sandra M. Moore (at large)

Managing Director, Advantage Capital

Jajuana Patrick (at large)

Vice President of Talent Management & Culture, SBM Management

Geetha Rao Sant (at large)

Adjunct Professor, School of Law, Washington University in St. Louis

Travis Sheridan (at large)

Chief Community Officer, Wexford Science & Technology

Shilpa Thornton (at large)

Retired Physician

Hank Webber (at large)

Principal, Urban Impact Advisors

Cynthia Williams (Vice President - Racial Equity)

Assistant Dean of Community Partnerships, Brown School at Washington University in St. Louis



Delmar DiviNe goes far beyond restoring a building: Maxine's vision has created a collaborative nonprofit ecosystem, provided quality amenities for residents of all incomes, and - most importantly - begun to restore social and economic justice to the West End community after decades of disinvestment.

William Carson, U.S. Bank Vice President

