



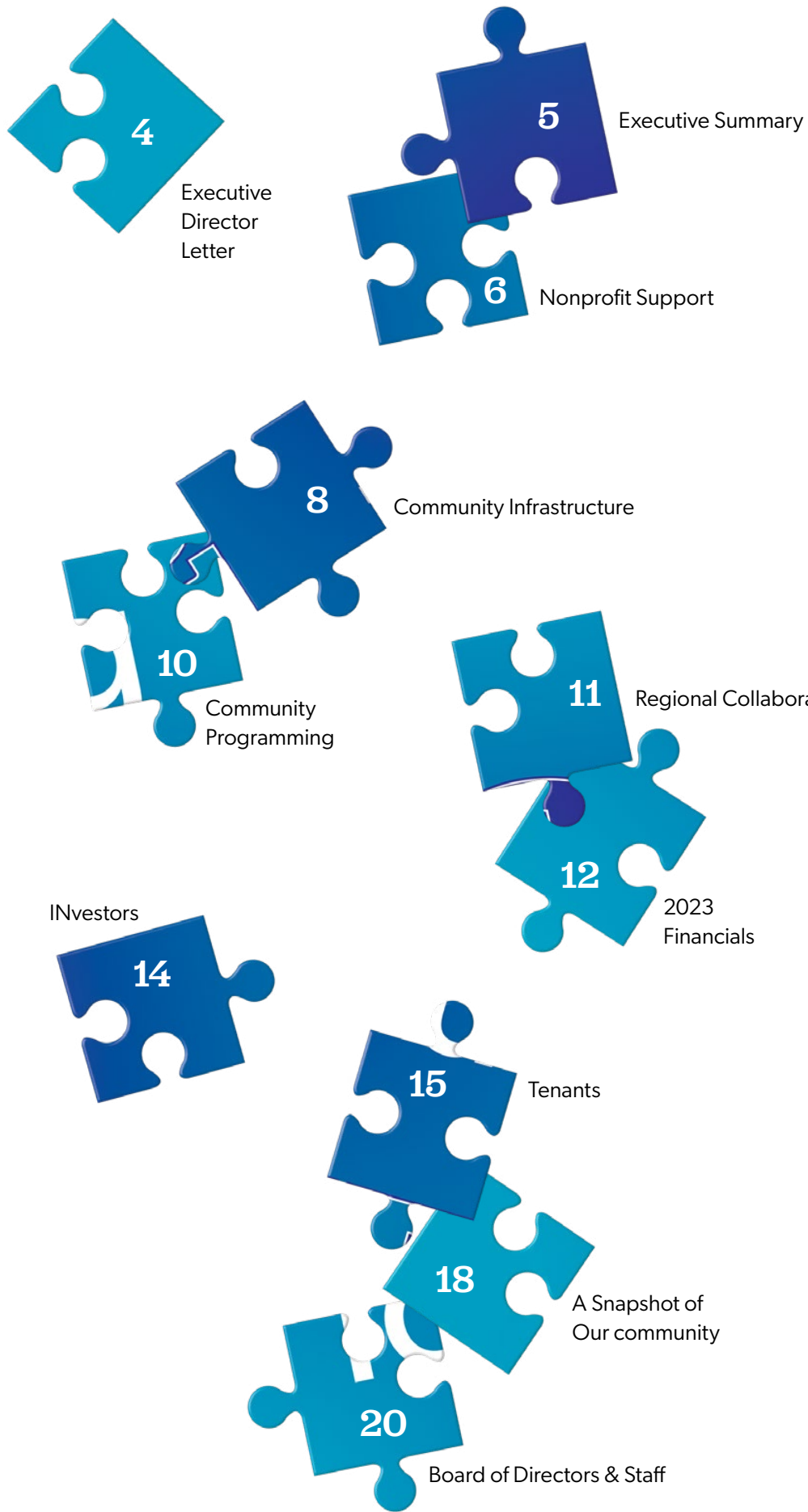
Putting
the

PIECES
together

DELMAR
DIVINE™

INNOVATE · COLLABORATE · TRANSFORM

2023 Annual Report



We just love the [capacity-building] classes. I've had two staff members go through them, and it has made an amazing difference in their performance. You can definitely tell the impact. So we intend to continue to encourage our team members to take advantage of the classes.

Bishop Michael Robinson
 Founder and CEO,
 City Hope St. Louis



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.

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5501 Delmar Blvd. St. Louis, MO 63112

Connect with us
www.delmardivine.com



EXECUTIVE SUMMARY

Welcome to the Delmar DivINe annual report for 2023. As I was contemplating how to structure this presentation, it occurred to me that the creation of Delmar DivINe was a lot like putting a puzzle together. The pieces were there, waiting to be connected. You just needed someone to open the box and start figuring it out.

That someone was our founder, Maxine Clark. She knew St. Louis has a lot going for it: a strong nonprofit sector that could be further leveraged for community service; North City neighborhoods that, despite the neglect they had suffered, were making strides and were full of potential; institutions full of human capital that could be deployed to do great good; and discarded infrastructure that could be repurposed for new uses.

Maxine was later joined by a host of other stakeholders, and together they created Delmar DivINe, which now supports the operations of 33 nonprofit agencies (and six community-oriented for-profits), works with organizations like Washington University and BJC Health Care to provide greater access to employment and entrepreneurial opportunities, and collaborates with dozens of partners to deliver programs that address community-identified needs.

Of course, there remains much to be done. It will take all of us to fit all the pieces together and fully realize the potential of our region. To those who are already at the table with us, thank you. Our success thus far could not have happened without you. If you haven't engaged with us yet, I hope what you read in this report inspires you to join our effort as a donor, a volunteer, a partner for our programming, or a combination of all these. St. Louis has a proud history; let's work together now to ensure a bright future.

Sincerely,

Jorge

Jorge Riopedre
Executive Director, Delmar DivINe

In 2023, we had four major focus areas: nonprofit sector support, community programming, community infrastructure, and regional cooperation.

With 33 nonprofit organizations in residence, a great deal of effort was made to provide these agencies with robust capacity building programming and event support. The Center for Human Service Leadership, made possible through our partnership with Washington University and underwritten by generous support from Missouri Foundation for Health, delivered 31 capacity-building programs, and daily concierge services that allowed the agencies to seek assistance with emergent questions regarding topics like fund raising, board management, operations, data & analysis, and essential elements of leadership. We also hired a full time staff person to coordinate the use of our 18,000 sq.ft. of event space. This streamlined the logistics and upkeep of all 17 meeting rooms, the Berges Family Foundation Conference Center, and the Ameren Community Convening Room, resulting in 7,271 room reservations for a total usage of 17,462 hours.

The efficient use of our resources permitted us to welcome numerous events and organizations from outside our campus. We hosted major conferences on the topics of social work, education, agriculture, architecture, and entrepreneurship, among others. Meanwhile, our emphasis on community continued with our programming. The Wisdom Café welcomed more than 700

older adults out of social isolation and into community via activities such as cooking, games, and exercise in the Ameren Community Multipurpose Room. And our numerous partnerships resulted in a wide variety of events and activities. These included free summer camps that let children engage in a variety of STEM activities and field trips; civic meetings with St. Louis City leadership on topics like Internet access and public safety; and seminars on addressing pressing social issues such as human trafficking.

Lastly, through direct feedback from community members and ongoing meetings with our Community Collaborative Board composed of North City residents, we put infrastructure in place to address community-identified needs. We partnered with Edward Jones and St. Louis Community Credit Union to provide more options when it comes to finances, and we collaborated with GreaterHealth Pharmacy & Wellness and SSM Health to give the community more choices on accessing healthcare. A partnership with Ameren resulted in a solar canopy array, creating renewable energy and reversing the national trend of locating "dirty" power sources in communities of color. We also opened a new restaurant that, combined with our fully leased apartment complex, is attracting people from throughout the region and bringing fresh vitality to the surrounding neighborhoods.

INnovation, INvestment, INclusion, and INSpiration for all who call St. Louis home.

NONPROFIT SUPPORT

Supporting our nonprofit agencies is Delmar DivINe's North Star, because when we do that well, everything else that's important to

us – neighborhood, community, region – does better. In 2023, that support took many forms.

It starts with our campus. The former hospital was very large, with the campus consisting of eight buildings. The completed renovation produced 18,000 square feet of conference and meeting room where agencies hold events, host conferences, and meet with donors, board members, and stakeholders. We knew this was a resource that would be in high demand, but the reality proved to be even more than we had thought; in all, the rooms were booked 7,271 times for a total of 17,462 hours.

Some of those hours were dedicated to programming provided by the Center for Human Service Leadership at Delmar DivINe (CHSL). In partnership with Washington University, we delivered a variety of seminars based on agency feedback. These included "In the Middle," "Inside the CEO," and other capacity-building programs that delved into topics like board governance, professional

evaluation, organizational culture, leadership and management, and finance through a mixture of lectures, small group discussion, and individual reflection. The programs were highly regarded, with 84% of participants cumulatively rating the presentations as "excellent" (and no ratings below "good").

CHSL also facilitated ongoing "Lunch & Learn" programs where tenant agencies presented their current work to the other nonprofits at Delmar DivINe. This helped develop a number of collaborations. For example, Turn the Page STL and Bridge2Hope established a "little free library" with myriad children's books in a community that has been designated a "book desert." Eye Thrive brought its mobile vision clinic to campus for the Navigate STL Schools fall school fair, allowing children to have their vision checked and, if necessary, receive free eyeglasses as they also received school supplies and gained access to social services. And City Hope St. Louis connected with Behavioral Health Response (BHR) and its Crisis Intervention Team (CIT). BHR designated a CIT member to City Hope for faster response in the event of a crisis at a homeless shelter.

Of course, if you ask any nonprofit what their greatest need is, the answer is invariably funding. In response Delmar DivINe created "The mINgle," a gathering of regional funders who met the agencies in a set of round-robin

meetings, followed by a networking reception. Two mINgles were held in 2023. The first highlighted corporate giving. The second was composed of private and family foundations. The latter event also featured a roundtable discussion that gave funders and agencies a forum to discuss challenges and opportunities, such as multiyear grants, reporting expectations, and the proper role of overhead.

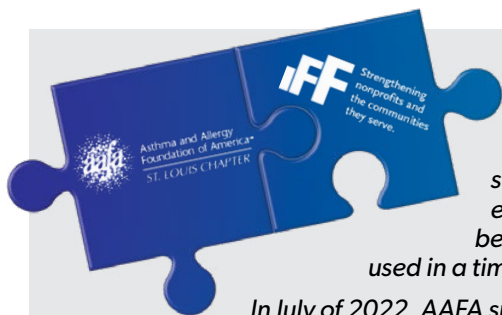
Furthermore, we held a two-part seminar on grant writing. Wendy Dyer, a highly regarded fundraising consultant, led nonprofits – both Delmar DivINe tenants and invited agencies – in a review of best practices for grant essentials such as writing strong statements of need, using statistics, creating logic models, and understanding the differences between goals, objectives, and outcomes.

We surveyed all of our tenant agencies and were pleased that, because of these efforts, we scored very well in all of the rating categories identified by the Nonprofit Centers Network as key performance indicators for shared space platforms. In fact, we exceeded the national average score in every category.



Congratulations on the many accomplishments. What a force this building – and all its occupants and users – are for so many surrounding communities.

Ron Unterreiner,
President, People of Construction



The Saint Louis chapter of the Asthma and Allergy Foundation of America (AAFA) has administered the longest running school based asthma intervention program in the United states since 2012. The program is called RESCUE, and provides education, medication and equipment to schools so children can be rescued in the case of an asthma attack. When the equipment is used in a timely fashion, 90% of the time kids go right back to class.

In July of 2022, AAFA successfully asked the state of Missouri and the state of Illinois to each pass funding to expand the RESCUE program into thousands of schools across both states. The new expansion means that AAFA will now serve over 6,000 schools out of its Delmar DivINe office. The program hopes to save both states considerable dollars by mitigating emergency room trips for children on Medicaid.

But in order to scale this effort, AAFA needed assistance. So they partnered with another Delmar DivINe agency, IFF, to provide bridge funding to help AAFA serve over 10 times as many kids and schools. While IFF is normally in the business of funding brick and mortar endeavors, they recognized the opportunity to help not just another nonprofit but thousands of students.

"Assisting AAFA to grow is a great opportunity for IFF to achieve its mission of helping to strengthen other nonprofits. We are thrilled to be able to support their growth," said Stephen Westbrook,

Executive Director – Southern Region for IFF. "Further, as a tenant at Delmar DivINe, we have been afforded consistent opportunities to engage and partner with fellow nonprofits, which is why we are here!"

Chris Martinez, chief executive of AAFA-St. Louis, adds, "Being a tenant of Delmar DivINe is like being a resident of a small, dedicated community. And in this case our literal neighbor stepped up to help us make this impact a reality. What more can you ask for in a community?"

Thanks to this collaboration, the program will formally launch in the fall and will be the largest school-based asthma intervention in the country.





COMMUNITY INFRASTRUCTURE

Community infrastructure acts as the backbone of urban populations, supporting their economic, social, and environmental functions that set the foundation for thriving, resilient, and sustainable neighborhoods. That is why, from the outset, we listened carefully to what the residents of the West End had to say about what they needed and wanted.

Two of the highest priorities identified by community members were more options regarding finance and healthcare. Our very first signed lease was with St. Louis Community Credit Union. This was shortly followed by GreaterHealth Pharmacy & Wellness, who afterwards partnered with SSM Health to include an urgent care within the pharmacy. Fast forward to 2023. The credit union has initiated roughly 500 loans totaling almost \$1 million, with more than 5,000 service interactions and approximately 70 new members. Meanwhile, the pharmacy has been so successful it is opening

a second location, and it has partnered with KIPP St. Louis to provide a more direct supply of asthma medications and distribute them to metro area schools.

Edward Jones then joined us, offering yet more financial service options; and its office has been deeply involved in all aspects of Delmar DiviNe's work, including community financial fairs presentations on disparities and how to address them, and financial support of programming for the community at large.

All of the organizations are located directly beneath the 150 units of apartments that make up The Residences at Delmar DiviNe. The complex is fully leased, helping bring the density of people and activity that are part of every thriving area. This was further enhanced by the launching of the Deli DiviNe, a restaurant and market attracting people from across the region to savor Chef Ben Poremba's take on a classic Jewish deli. And now Chef Ben Poremba is opening two new restaurants and moving three



of his existing signature restaurants (all of them rated in the top 100 by the St. Louis Post-Dispatch) to the Makers District immediately adjacent to our campus, further enhancing the upward trajectory of the area.

To further capitalize on this growth and the sustained trend of hybrid work, we operate The NoDe (North of Delmar), a coworking center inside our campus that provides many of the traditional amenities of the platform but also allows users to interact with our 39 organizations in residence and includes use of our fitness center.

The most visible of our enhancements for 2023 is our solar canopy array. Working in partnership with Ameren Missouri, the array will produce clean energy that powers 35 homes annually. And, with an eye on equity, the panels meet the objectives of the West End's designation as a Justice40 community.

All of these enhancements, in response to community feedback, have also had ancillary effects. The City of St. Louis awarded more than \$10 million in "community transformation grants" to the surrounding neighborhoods. And a Delmar DiviNe analysis of crime reports showed that of the seven neighborhoods studied (West End, Visitation Park, Wydown, Skinker, Debaliviere Place, Central West End, Forest Park Southeast), the West End where Delmar DiviNe is located is the only one that experienced declines in total crimes for the January-July period over the last three years.



A key collaboration emerging for North City is between St. Louis Community Credit Union (SLCCU) and BJC Health Care. SLCCU creates clear pathways for individuals and families to build generational wealth through home and business ownership by providing access to affordable credit. BJC Health Care collaborates with SLCCU by providing a significant deposit that allows the financial institution to lend to communities that lack financial services options, thereby offering affordable loans to entrepreneurs and consumers who might otherwise be stuck with double-digit interest rates or no loans at all. To date, SLCCU's Business Services Division has booked more than 70 loans that have helped nonprofits, places of worship and businesses purchase equipment, manage ongoing cash needs, acquire commercial real estate and create new jobs.

"Having a branch presence at Delmar DiviNe helps us extend our impact and pour into communities that need us most," said Patricia Parchman, SVP & COO of the Credit Union. "By combining our financial expertise and unique mission with the resources of community stakeholders like BJC, we can build a more financially inclusive and economically vibrant St. Louis region."

"BJC's banking relationship with SLCCU allows the credit union to bolster its small business lending program specifically to those living in North City and North County which have faced systemic disinvestment," said Christopher Nolan, Director of Anchor Initiatives for BJC HealthCare. "Locations like the branch at Delmar DiviNe make access to capital much more equitable and attainable."

COMMUNITY PROGRAMMING

When it comes to service to the community, a hallmark of the work done by Delmar DivINe is its focus on responding to the community, rather than imposing on it.

This was our approach right from the start. Before the first brick was laid for the campus renovation, Delmar DivINe, in cooperation with Washington University Center for Experiential Learning, surveyed members of the West End community and asked them what they wanted. From there, we formed the Community Collaborative Board, a group of residents living in or near the 63112 zip code where our campus is located. They have helped inform, shape, and vet all of our community-oriented programs and activities.

With a clear understanding of community-identified needs, we shaped our plan.

The most important aspect was creating an anchor for our efforts, a space within the Delmar DivINe campus fully accessible to the community in which it resides. The answer was a 6,800 sq.ft. space, complete with high speed WiFi, computers, top flight information technology, a lounge, conference room, kitchen, and presentation area.

The space, along with every program accessible within it, is offered free of charge. Ameren Missouri thought so highly of this effort that they decided to underwrite our community collaboration with a \$500,000 gift. In recognition of the company's generosity, the room was

named the Ameren Community Convening Room at Delmar DivINe and the space hosted 76 events in 2023, welcoming over 5,000 people to activities such as The Wisdom Café, a citywide Kindergarten Fair, three different summer camps (focus areas included STEM & STEAM, coding, and gender nonconforming and trans students), neighborhood input meetings to address the "digital divide" in communities north of Delmar Boulevard, and seminars addressing topics of concern such as human trafficking, illiteracy, and entrenched poverty.

And through our partner agencies, we also established a "little free library" that increases access to free books for children and adults in the West End community.



Even before construction began at Delmar DivINe, residents of the West End and surrounding communities told us, via surveys and door-to-door interviews, that the people residing in the area included a significant number of older adults experiencing social isolation. Addressing this need became one of our first endeavors when the campus opened in 2022. But no one at Delmar DivINe had the necessary expertise. So, practicing what we preach, we sought out content partners and worked with them to create a group capable of creating wonderful programming. Cardinal Ritter Senior Services, HOSCO/NSFH, Northside Youth & Senior

The Wisdom Café

Service Center, the St. Louis Area Agency on Aging, the St. Louis City Senior Fund, and STL Village all collaborated to create what would come to be called The Wisdom Café. Since the program launched, we welcomed over 700 older adults from North City and adjacent communities, offering them opportunities for engaged socialization through cooking demonstrations, games, dancing, and exercise. And we provided a number of seminars on important topics like Medicare, sexual health, and estate planning. In all, The Wisdom Café is a marvelous example of listening to a community, and then collaborating to respond in a healthy, meaningful and sustainable way.

REGIONAL COLLABORATIONS

With an eye towards catalyzing broad impact, we leveraged our campus and its resources to host and facilitate important events that furthered knowledge and collaboration across a number of fields.

Edward Jones activated its Community Impact Cohort, which focuses on fostering financial strength and lasting financial resilience for consumers and communities in St. Louis.

Seed St. Louis hosted the national Giving Grove conference, bringing together representatives from 14 cities stretching from Seattle to Dallas to Maine all work to assist community and school groups to plant and grow their own fruit and nut crops for their communities. The participants shared information and learned from each other so they could enhance the work they do in their respective local communities.

After the death of Michael Brown in 2014, hundreds of artists and volunteers worked to transform boarded up windows into works of art with messages of hope, healing and unity in Ferguson. Philanthropist Carol Swartout Klein preserved the art and, in 2023, brought them to Delmar DivINe as a permanent exhibition entitled, "Painting for Peace." The exhibit is hung throughout the campus, bringing to life more than 200,000 square feet of space and serving as a constant reminder of the progress represented by Delmar DivINe and how far we still have to go.

"The nonprofit tenants tell us one of the things they love about being at Delmar DivINe is how much they enjoy the art, and that it brings them a lot of joy," said Delmar DivINe founder Maxine Clark.

"This is like a dream come true," Klein added. "Delmar DivINe is a perfect fit for this art. The aspirations of hope, change, and progress, the urge to move forward is exactly what's happening at Delmar DivINe every single day."



Washington University held its inaugural William H. Danforth St. Louis Confluence Awards ceremony to promote investment in the St. Louis region through academic research that impacts St. Louis.

Arch Grants presented its "Bold Connections" event to bridge the gap between entrepreneurs of color and the business and startup ecosystem in Saint Louis. Local corporate, civic, and investment leaders participated in making business connections on behalf of Black and Brown entrepreneurs.

The Brown School at Washington University's 2023 MACRO United Conference and Teaching Institute brought together over 90 social work faculty, students, and practitioners from across the United States to foster an atmosphere of collaboration and knowledge sharing, and providing a platform for meaningful discussions on social justice and equity.

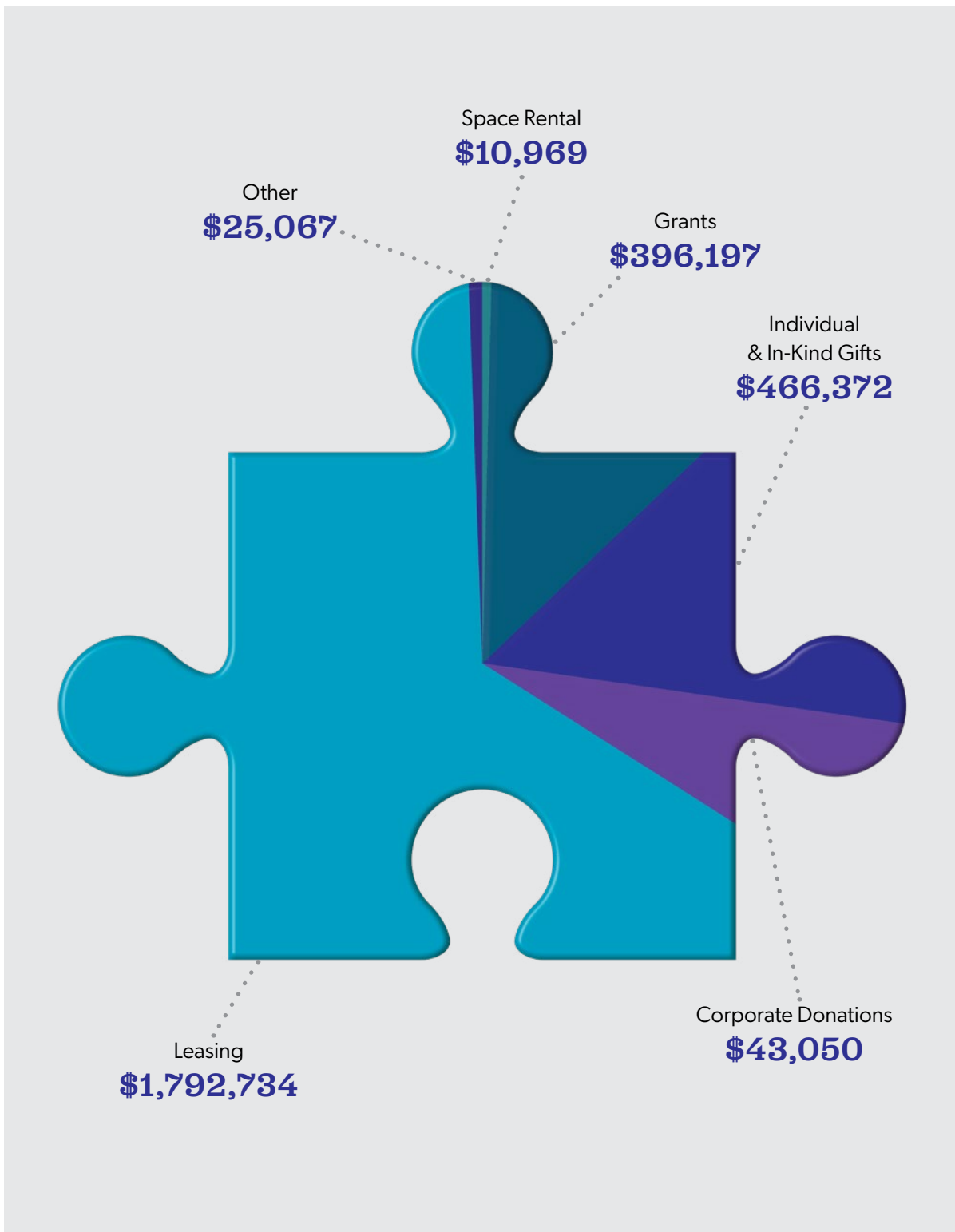
And in partnership with Washington University, we hosted INsights, a program that sheds light on contemporary issues in the nonprofit sector. In 2023, with a focus on equity, the program put a special emphasis on examining and sketching out action steps to mediate the lack of people of color in nonprofit leadership.

These are just some of the over 150 events and conferences that took place at Delmar DivINe in 2023, fostering a rich tapestry of perspectives and paving the way for holistic solutions to pressing societal challenges. Moreover, these events offered unparalleled networking opportunities, forging connections and partnerships that drive change. Through collaboration and shared learning, we move closer to a world where social services are more effective, inclusive, and transformative.

2023 FINANCIALS

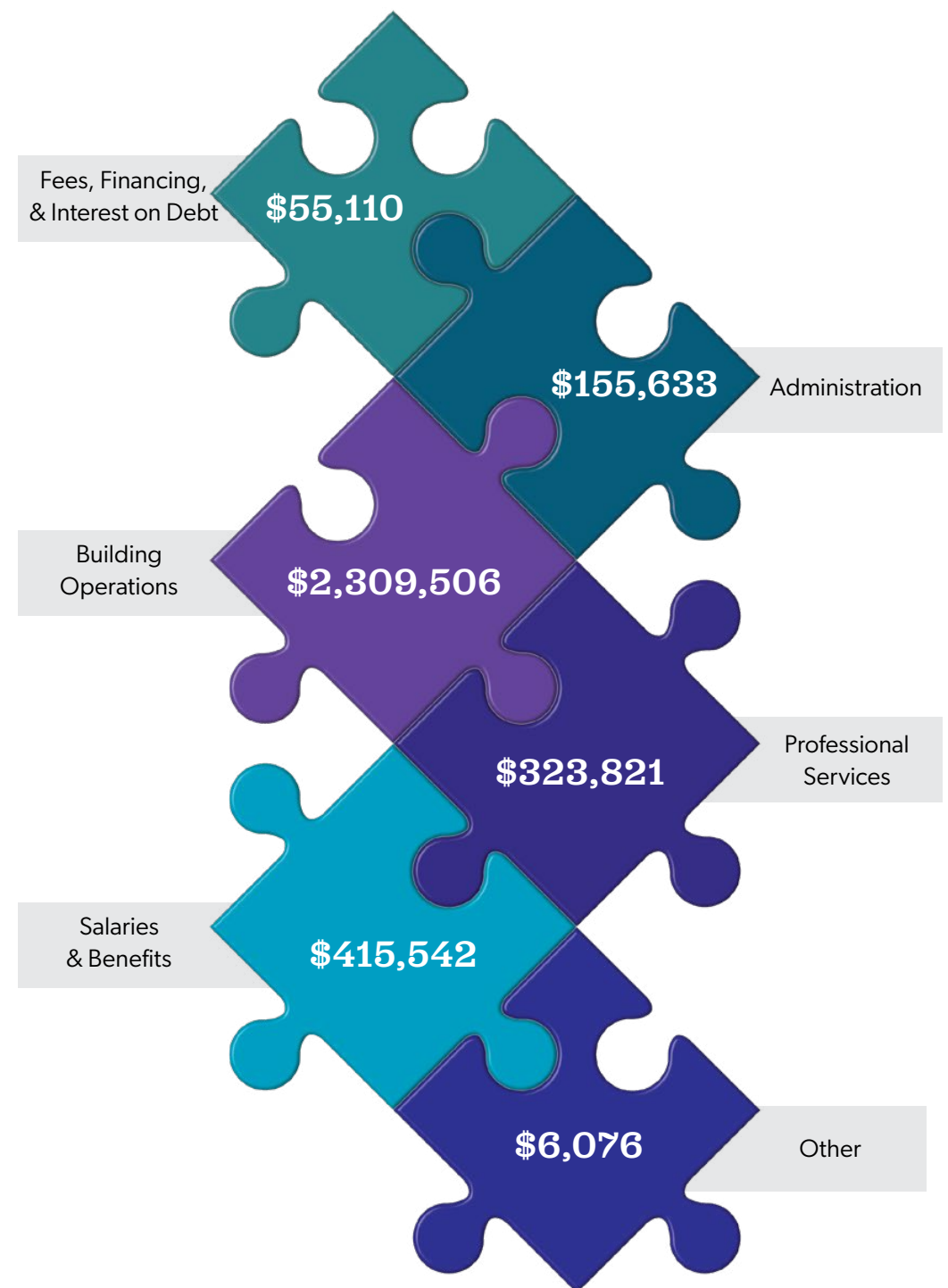
In our ongoing commitment to transparency and stewardship, we present the unaudited financials for 2023.

Revenue



These figures reflect not just numbers, but the tangible outcomes of the trust and resources invested in our mission as we strive to maximize the impact of every dollar received.

Expenses



2023 financials are unaudited; a copy of our audited financial statements for 2022 are available at www.delmardivine.com.

INVESTORS

Many people and institutions generously contributed to Delmar DivINe. Each donation, regardless of size, is a testament to their belief in our mission and our shared vision for a better future. We are deeply grateful for the trust placed in us, and we proudly recognize the following individuals and organizations for their investments in 2023.

2B Residential
Ameren Missouri
Keaira Anderson
Bellwether Foundation

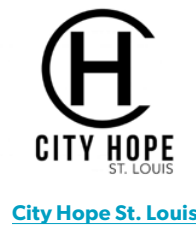
Berges Family Foundation
BMJC Management LLC
Harold Brooks
Charles and Shirley Brown
Michael and Leifann Brownstein
Katherine Burkhardt
Naomi Cahn
Dedric Carter
Centene Charitable Foundation
Allie Cicotte
Maxine Clark & Bob Fox
Betsy Cohen
Renee Denlow
Edward Jones
Engineering Center of St. Louis
Elaine Gernstein
Roger Goldman
Tom and Jennifer Hillman
Justin Idleburg
jBloom LLC
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Shepard McCaskill Foundation
John McDonnell
Mary McKay
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Missouri Foundation for Health

Sandra Moore
Mosby Building Arts
Kerry Murray
Nina Needleman
Jajuana Patrick
PNC Bank
Carolyn Pryor
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Regional Business Council
Regions Bank
Jorge Riopedre & Shera Dalin
Albert Rose
Molly Salky
Sylvia Sanchez
Geetha Sant
Todd & Julie Schnuck
Travis Sheridan
Howard Smith
St. Louis Community Foundation
St. Louis Trust
St. Luke's Hospital
Michael Staenberg
Think BIG Homeless Initiative
Shilpa Thornton
Triangle Community Foundation
Washington University in St. Louis
Hank Webber & Christine Jacobs
Western Governors University
Ellen White
Cynthia Williams



OUR TENANTS

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).





[Girls in the Know](#)



[GreaterHealth Pharmacy & Wellness](#)



[St. Louis Community Credit Union](#)



[Strategic Community Partners](#)



[Health Literacy Media](#)



[HOME WORKS!](#)



[Teach for America St. Louis](#)



[The Opportunity Trust](#)



[IFF](#)



[iFM Community Medicine](#)



[The Sophia Project Inc.](#)



[The SoulFisher Ministries](#)



[KIPP St. Louis](#)



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



[Turn the Page STL](#)



[The T by Power4STL](#)



[Mid-America Transplant Foundation](#)



[Mound City Bar Association](#)



[United 4 Children](#)



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



[Navigate STL Schools](#)



[SEED St. Louis](#)



[St. Louis Arc](#)



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



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A SNAPSHOT OF OUR COMMUNITY

As wonderful as 2023 was, we are positioned even better as we move into 2024.

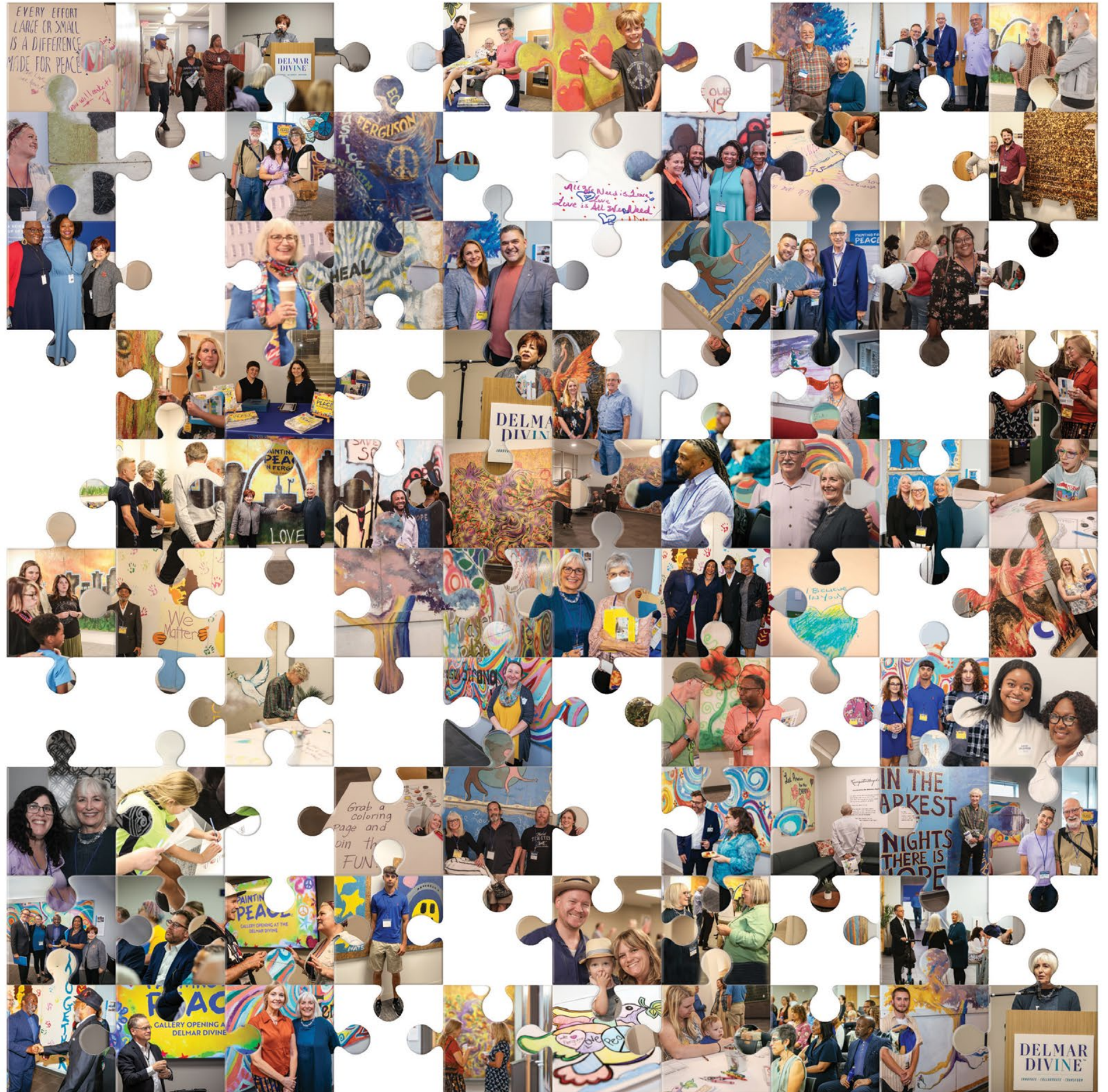
We are working on a multi-agency collaboration to create a holistic support system addressing healthcare, nutrition, social, and economic needs of families and senior citizens, especially those in North City. This work will make significant impact on the root causes of health disparities, ageism, and food insecurity.

We will continue and enhance our signature programs, including the Wisdom Café, INsights, and The mINgle, and build upon the 76 programs hosted last year in the Ameren Community Convening Room to continue addressing community-identified needs.

In a further enhancement of our deep collaboration, several of Washington University's initiatives will be located at Delmar DivINe, including "In STL," the Community Health Partnership, the Confluence Collaborative, and the Equity Business Alliance (in partnership with BJC).

More than anything else, we will continue building relationships, since we know that this is the key to everything. Much like the intricate pieces of a jigsaw puzzle, each member of the Delmar DivINe community, whether tenant, partner, or community participant, possesses unique attributes, talents, and strengths. This past year we've witnessed the power of uniting these individual pieces to form a beautiful, cohesive picture of collaborative success. By bringing together these people to share best practices, experiences, and insights, we've also cultivated a tapestry of unity, innovation, and community growth. Just as every jigsaw piece is crucial to the final image, every contributor at Delmar DivINe has been essential in shaping our collective achievements. Together, we're more than our individual pieces; we are a testament to the strength and brilliance of a united community.

And as our founder, Maxine Clark, loves to say: the best is yet to come!





BOARD OF DIRECTORS

Keira Caldwell-Anderson *at large*

Independent Realtor

Maxine Clark *President*

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

Justin Idleburg *Vice President - Racial Equity*

Principal, Idleburg Consultants

Mary M. McKay *Chair*

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

April Mickens Jolly *at large*

Principal, Jolly Advisory Consulting

Sandra Moore *at large*

Managing Director and Chief Impact Officer, Advantage
Capital

Jajuana Patrick *at large*

Senior Director, Organizational Development & Talent
Management, Ascension Health

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 *Treasurer*

Retired Physician

Hank Webber *at large*

Principal, Urban Impact Advisors

Cynthia Williams *Vice President*

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



STAFF

Keshia Hair – Manager, Center for Human Service Leadership

JoAnna Hernandez – Front Desk Administrator

Shaniqua Jones – Community Coordinator

Randi Poscover – Volunteer and Events Manager

Jorge Riopedre – Executive Director

