



2023
ANNUAL
REPORT

A WORD FROM BECKY

Reflecting on a Year of Progress and Gratitude

As I reflect on my first full year as the Executive Director of DeSales, I am overwhelmed with gratitude for the support I received from friends, colleagues, the Board of Directors, and our dedicated staff. Your encouragement and collaboration have been instrumental in helping us make St. Louis a more inclusive and vibrant place to live.

As a provider of affordable homes we have a profound understanding of the challenges related to affordable housing. For nonprofit housing developers like us, financing the operations of affordable housing has become progressively challenging, despite the rising demand for it. Our residents encounter significant barriers in attaining the social and economic stability essential for long-term housing security.

In 2023, our team made great strides towards tackling the affordable housing challenge. Through a highly competitive process, we successfully secured funding from the Missouri Housing Development Commission for the construction of over 120 units of affordable housing in St. Louis City. Additionally, our Property Management and Community Service Coordination Teams played crucial roles in preventing 39 evictions.

I'm incredibly proud of our staff, who continuously rise to the occasion to tackle every challenge and complexity that comes our way. With this momentum, I'm confident that as we move forward into 2024 and beyond, we'll continue to create a more inclusive and vibrant community in St. Louis.



BECKY REINHART
EXECUTIVE DIRECTOR





OUR MISSION & VISION

Mission

DeSales Community Development is a community-based non-profit that advances the ongoing wellbeing of neighborhoods as healthy, diverse urban communities through housing development, property management and community services.

Vision

We envision a St. Louis where everyone has access to quality housing in healthy, economically and racially diverse, vibrant neighborhoods.

DESALES COMMUNITY
DEVELOPMENT

HISTORY OF DESALES

By the 1990s, DeSales determined that a community-based strategy was needed to address the high proportion of absentee-owned rental properties in parts of its service area, and thus decided to become a developer and owner of multi-family housing. Over the years DeSales has utilized the Low-Income Housing Tax Credit (LIHTC) Program as an effective tool to improve properties and produce quality affordable housing. DeSales gradually expanded its multi-family portfolio, focusing its investment in the most vulnerable areas and blocks in Tower Grove East and Fox Park. Today DeSales owns over 300 market rate and LIHTC apartments. As a result, Tower Grove East and Fox Park are two examples of thriving mixed-income neighborhoods in St. Louis City.



YEAR 2023



DeSales has more recently sought to apply its experience in additional neighborhoods by working with other community-based non-profits. Through these partnerships, we have acquired new rental portfolios and now manage over 1,300 units across St. Louis City and University City.

DeSales believes in a holistic approach to community development. Since 2016, DeSales has expanded its community programs to include a staff member dedicated to helping Residents avoid eviction and access essential resources that will increase their overall well-being.

Today, DeSales is one of the largest non-profit housing organizations in St. Louis. DeSales continues to seek ways to expand its impact including work to address vacant properties and two new Low-Income Housing Tax Credits in the pipeline.



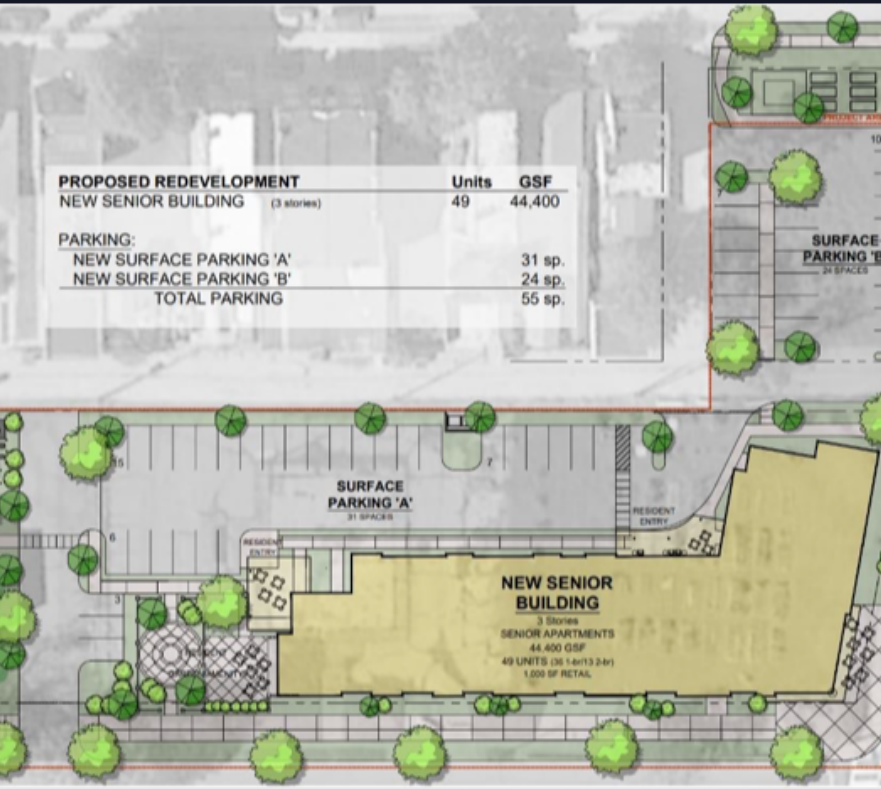
IMPACT AND SUCCESS STORIES

Quick Highlights

- 1 Vacant Property put back into productive use
- 2 LIHTC Awards
- 39 Evictions Prevented
- 100 Youth Sports Participants

**DESALES COMMUNITY
DEVELOPMENT**

YEAR 2023



Site Plan for Benton Park Place



King Louis Square



Property on Virginia Avenue to be redeveloped

**Increasing the Supply of
Affordable Housing**

On December 8, the Missouri Housing Development Corporation announced that DeSales received approvals for two Low-Income Housing Applications.

One is for Benton Park Place Apartments, a 49-unit mixed-income building for seniors at the corner of Jefferson and Arsenal. The second is for Virginia Plaza, a 78-unit mixed-income family development in the Dutchtown neighborhood along S. Compton Ave. and Virginia Ave. What's more, with the recent acquisition of two housing developments just South of Downtown we added approx. 600 units of affordable and market-rate housing to our portfolio.

These transformative projects will set the table for further development while increasing the supply of affordable housing for those who need it most.

Before



After



Photo Credit: Sheila Vaughn



Victory on Victor

This beautiful Tower Grove East Property was vacant for far too long.

With the help of Legal Services of Eastern Missouri's Neighborhood Vacancy Initiative, we are able to gain title to the property, address pressing code violations, and sell it to a responsible developer, Vaughn Investments who are **TRANSFORMING** the interior!

As with any vacant property, the path to getting back into productive use wasn't always straightforward, but with our signature perseverance and the help of Legal Services, we made it happen.



Katrena's Story

Meet Katrena, one of our Fox Grove Residents.

Katrena was initially drawn to her Fox Grove apartment because it provided ample space for her and her two children. "It was my first apartment. I liked that there was space for my kids and I like the area," she shares warmly. "The neighbors are nice. They look out for us."

Having good neighbors is central to Katrena's positive experience living in her Fox Grove Apartment. "Neighbors keep the area clean. Me and my upstairs neighbor make sure the steps [between units] are clean. Make sure you talk to the other people in your building."

Through support from our staff, Katrena has experienced firsthand the services available to Fox Grove residents. "Rental assistance. Community service opportunities. They let you know what's going on in the neighborhood."

Katrena's active engagement in our monthly Resident Resource Nights is driven by the support she receives from our staff. "The employees are excellent. Mia (Community Service Manager) is great," she expresses with genuine enthusiasm. "She puts herself in our shoes and makes it fun."

Katrena also sang the praises of our maintenance staff, "It's a great place, whenever I call maintenance, they fix it right away" she remarked. When asked what advice she would give to future residents, she said, "pay your rent, keep up with the place, participate in activities around the neighborhood, and get to know your neighbors." Paying rent on time is something Katrena takes very seriously as a Fox Grove Resident, "Paying rent is part of being an adult," she affirms. "I make sure my money order aligns with when I get paid."

Katrena aims to uplift others with her bubbly personality, "A smile is free," she says with her signature smile. "I want to be a positive role model."

Looking ahead, Katrena plans to become a first-time homebuyer, inspired by a presentation by St. Joseph's Housing Initiative at our February Resident Resource Night, which connects first-time homebuyers with educational resources, "In the future, I hope to become a first-time homebuyer! I just signed up for the First Time Homebuyer Academy and I can't wait," she says proudly.

We are so thankful to Katrena for being our resident and for sharing her smile and her story with us!



Maintenance Makes it Happen

One of our values is responsiveness, and no one embodies this value more than Dino Dogic, our Maintenance Manager. Dino and his team are responsible for preparing units for new tenants. As residents move out of our apartments, new residents move in, and our units must be ready for the transition, looking as good as new.

Dino and his team are also responsive to our residents' needs, including the need for more energy-efficient units. In 2023, we participated in the Ameren Community Savers Single Family program across 27 rental units of our low-income housing portfolio. This is a no-cost program to homeowners and tenants by Ameren Missouri in partnership with Spire that works with housing organizations to help income-eligible homeowners and renters lower their energy bills.

Ameren's contractors, in partnership with Dino, replaced aging equipment in DeSales' apartments with highly energy-efficient units, including 12 ACs and 23 furnaces.

Over \$200,000 worth of energy upgrades were made in 2023, resulting in utility bill savings and reliable equipment to those who need it the most as well as long-term maintenance cost savings for our organization.



This home (which received an HVAC upgrade) is one of twenty-seven served by the program, resulting in 7,546 gallons of gas saved.





NIGHT OUT FOR NEIGHBORHOODS

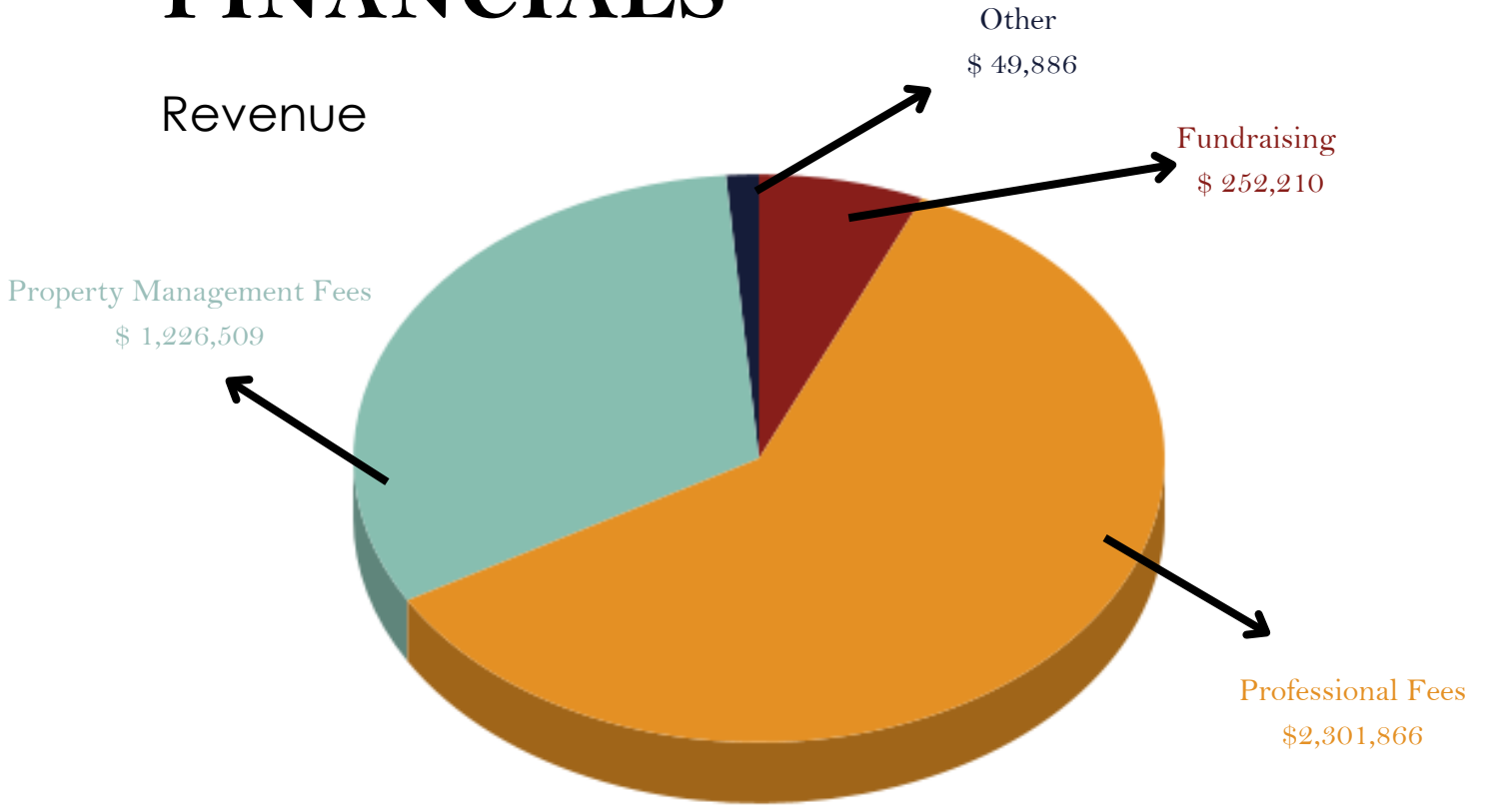
Thanks to the incredible support of our dedicated staff, board members, generous sponsors, auction item donors, and the event vendor, SqWires, we raised an astounding \$56,000 at Night out for Neighborhoods, our annual fundraiser and community celebration!

\$56,000 RAISED

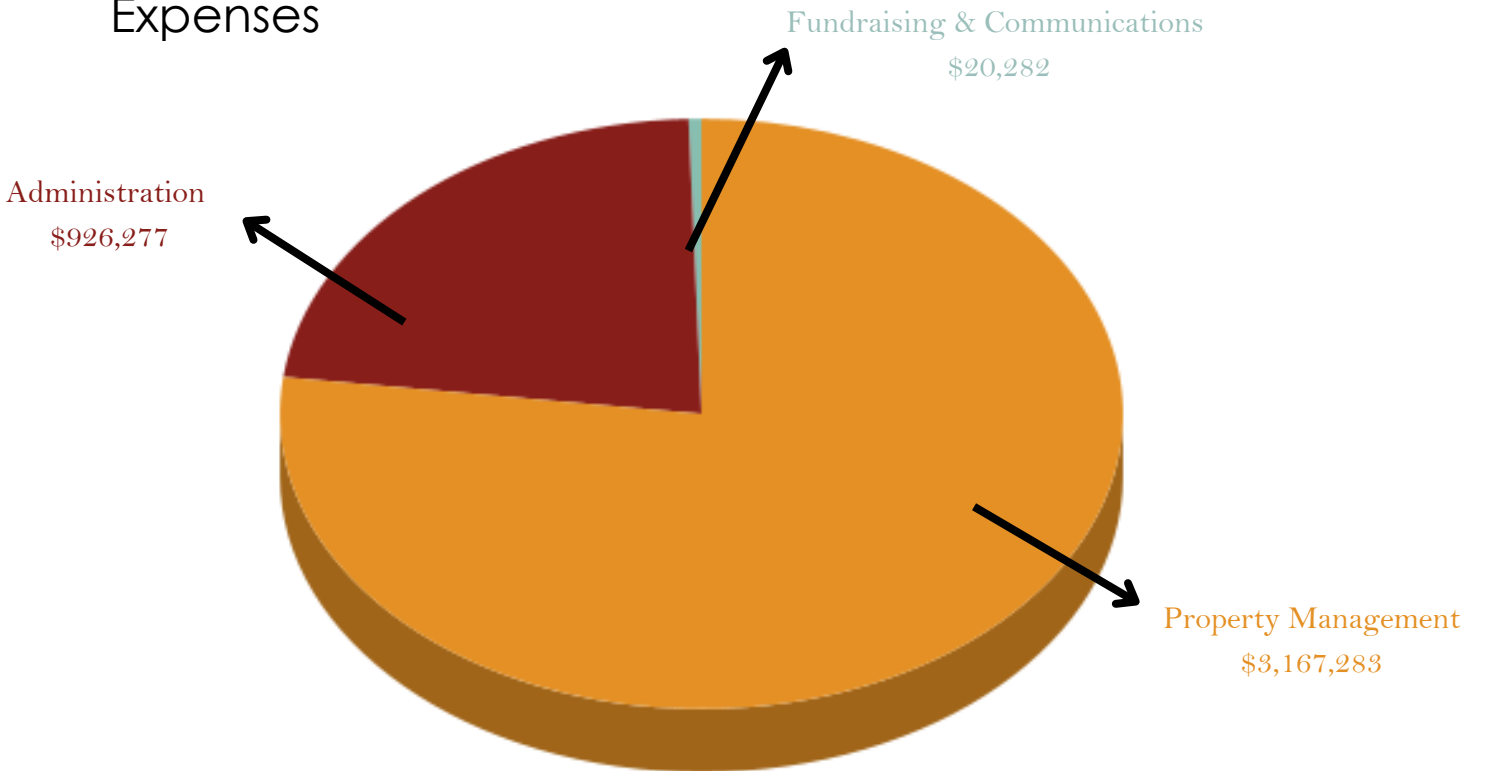
These funds directly support the operations and programming of our affordable housing rental portfolio, allowing us to better maintain the buildings and provide a higher level of care for our tenants.

FINANCIALS

Revenue



Expenses



OUR TEAM

DeSales Office Staff

Becky Reinhart, Executive Director

Tiffany Minx, Assistant Director

Lilly Murphy, Fundraising & Communication

Mia Sutton, Community Service Manager

Accounting

Tatyana Cody, Controller

Krysten Mallett

Vickie Newcomb

Leanna Levy

Maintenance and Grounds Staff

Dino Dogic, Maintenance Manager

Damond Mairidith

Demetrius Jackson

Elie Levy

Jerry Butler

Jimmy Brown

Jovan Sholla

Kenneth Mason

Lawrence Fred Parks III

Melvin Hampton

Melvin Thomas

Ricardo Carter

Troy Pitts

William Walker

Willie Knighten Albritton

Fox Grove Leadership

Lisette Ortega-Vidal, Chief Operating Officer

Karen Bartley, Compliance Manager

Compliance

Bridgette Boyd

Doreather Lampkin

Ilethia Goston

Rolethia Miller

Senior Managers

Alacious McKissic

Diana Williams

Rachel Fields

Site Managers & Area Managers

Angela Poyner

Celzy Dunn

Kathleen Hudson

Lorie Collier

Tamara Newsom

Latosha Welch

Assistant Site Managers

Ebony Armstrong

BOARD OF DIRECTORS

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Patrick Moore, Secretary
Crystal Avery-Morris
Jessica Deem
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Molly Metzger
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Becky Reinhart

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Ameren Community Savers
Cardinals Care Redbird Rookies
Community Builders Network of Metro St. Louis
Credit Builders Alliance
Criminal Justice Ministries
Dutchtown Main Streets
Dutchtown South Community Corporation
EAGLE College Prep.
Five Star Senior Center
Gateway Housing First
Girls on the Run St. Louis
Guardian Angel Settlement Association
JP Morgan Chase Service Corps
JRB's Hospitality Company
Legal Services of Eastern MO
Lifewise STL
Lutheran Development Group
Messiah Community Center

Messiah Lutheran Church
Operation Food Search
Prosperity Connection
Rise Community Development
Rung for Women
Salvation Army
Seed St. Louis
Shenandoah Elementary School
South Grand Community Improvement District
St. Joseph's Housing Initiative
St. Louis Community Credit Union
St. Louis Department of Recreation
St. Louis Mediation Project
St. Louis Vacancy Collaborative
Tower Grove Baptist Church
Tower Grove Neighborhoods Community
Development Corporation
The Urban League of Metropolitan St. Louis

THANK YOU DONORS

\$ 45,000

Enterprise Section 4

\$ 21,000

U.S. Bank

\$ 5,000 - \$ 10,000

Mary Harris

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MLK Construction

SqWires

\$ 2,500 - \$ 3,000

Regional Arts Commission

Commerce Bank

RISE Community Development

Sugar Creek Capital

Simmons Bank

\$ 1,000 - \$ 2,000

St. Louis Community Credit Union

Purina

Sterling Bank

Anders CPA

Banterra Bank

Blackline Design and Construction

EM Harris

PNC Bank

Spencer Fane

BJC Healthcare

\$ 1,000 - \$ 2,000

Great Southern Bank

Enterprise Bank & Trust

Capital Consultants

IFF

Tom Pickel and Jean Birmingham

\$ 250 - \$ 750

Network for Good

Gladiator Consulting

Dan Lee

Rung for Women

Advanced Green Consulting

Busey Bank

FCB Bank

Fox Park Neighborhood Association

Naismith-Allen

Tower Grove East Neighborhood Association

IT Architects

Linda Brown

Maggie Grady

Riahna Kastner

Jonathan Schott

Lisa Worley

Patrick Mooney

Steven Mennerick & Tamara Hershey

Mark Ragon

Samantha Freyholtz

Dutchtown Main Streets

Chris Barton

Jane Alderson and Ed Duryee

Nathan Greenberg

Patrick Moore

Cory Schmitt



DeSales

COMMUNITY DEVELOPMENT



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