



## 1. Summary

Delmar Divine is disseminating a Request for Information (RFI) to explore interest from organizations led by Black, Indigenous, People of Color (BIPoC) to seek tenancy (either commercial or retail) at Delmar Divine beginning in August 2021. Such tenancy may be accompanied by an investment by Delmar Divine depending on certain criteria, including organizational history, breadth of services/products, and relevancy to neighborhoods surrounding the Delmar Divine campus.

## 2. Introduction

Delmar Divine is an innovative, multi-use initiative that is renovating the site of the former St. Luke's Hospital on Delmar Boulevard to provide co-location opportunities for nonprofit organizations alongside a range of shared support services for both tenants and the broader St. Louis community, as well as reasonably priced housing to serve diverse, early career professionals. The project also includes 5,000 square feet of retail space.

The establishment of Delmar Divine is both symbolic of a return to when Delmar Boulevard was a thriving area and a declaration that we will no longer accept the "Delmar Divide." Through its nonprofit, retail, and residential tenants, the project will help bring investment and direct services to the area.

In addition, Delmar Divine will address the needs of the nonprofit sector, which is seeing its traditional funding threatened, its workforce and leadership aging, and often has inadequate and slow uptake of performance- and outcome-based approaches. Within the walls of Delmar Divine, our partnership with Washington University and its Center for Human Services Leadership (CHSL) will extend a menu of capacity building programs to the nonprofits residing in our building, including intensive executive education programs for nonprofit directors, board and governance training, and tools for data collection and analysis.

Delmar Divine is committed to racial equity and social justice. We demonstrate this commitment by encouraging innovation, fostering inclusiveness, valuing diversity, and addressing disparities. We leverage these values to activate a healthy and prosperous region that promotes equitable access to opportunity for all people. In practice, this means that equity will be reflected in how governance decisions are made, what types of programs are activated, who we partner with, how we allocate resources, and how we work with the organizations that reside at Delmar Divine. Such a framework will enable Delmar Divine to catalyze economic activity and investment focused on widespread and far-reaching economic growth that expands opportunities for low-resourced people and BIPoC communities. The core values of diversity, equity, and inclusion will be woven into the fabric of all aspects of our operations.

- a. **Purpose** - In order to make our goals a reality, Delmar Divine will emphasize participation by nonprofits and retail businesses BIPoC-led or owned. Tenancy in the nonprofit space will allow participating organizations to access a variety of capacity building tools, including the [Center for Human Services Leadership](#) that will increase bandwidth for research and reporting on sector trends, information and referral, informal consultation, and facilitation of educational programs around topics like fundraising, leadership, and governance. Retail businesses will be situated in storefronts facing Delmar Blvd. that are poised to attract new foot traffic as Delmar Divine expands while other development (including the “Maker District” and the new transit center and apartment buildings on DeBaliviere) also moves forward.
- b. **Space** – The nonprofit and retail spaces are located at 5535 Delmar Boulevard in the West End neighborhood. Basic space design and construction are included at no cost to the tenant. Leases are full service gross, with janitorial and utilities included in the rent of \$16 per rentable square foot. Delmar Divine will contribute a tenant improvement allowance of \$29 per square foot. All tenants will also have access to 18,000 square feet of shared space that includes 18 meeting rooms and an auditorium with a 200-person capacity.
- c. **Community** – 22 nonprofit agencies and 1 retail company have signed letters of intent with Delmar Divine. The complete list of our community members [can be seen here](#).
- d. **Investment** – Recognizing that finances are difficult in this time of pandemic, potential tenants will be considered for seed investments 12-18 months in duration that could be used for rent abatement, programming, or improvements. Such consideration will be folded into the leasing process.

### 3. Scope

Eligible organizations will be at least 51% BIPoC-owned or, for nonprofits, be BIPoC-led (e.g. executive director and/or board chair). Such organizations will have a demonstrated track record of success or a business/strategic plan that indicates potential for future success. Interested companies/agencies will be able to take possession of their space at Delmar Divine no earlier than August 1, 2021 and no later than December 1, 2021.

- a. **Format/Point of Contact** – This RFI is meant as an initial inquiry into the potential pool of businesses/agencies that would be interested in tenancy at Delmar Divine. Therefore, this RFI should be no more than one page in length and simply provide an outline of the structure and purpose of the business/agency, along with a rough estimate of the amount of space you would anticipate using. Please submit your RFI no later than September 30, 2020. The contact person for this Request for Information is:
  - i. Name: Jorge Riopedre
  - ii. Title: Executive DirectorEmail: [jorge@delmardivine.com](mailto:jorge@delmardivine.com)  
Web link: <https://www.surveymonkey.com/r/DelmarDivine>

#### **4. Disclaimer**

This RFI does not create any representation, either express or implied, that:

- any tender or procurement process will proceed; or
- if a tender or procurement process does proceed, that the participant's tender or other form of application (if any) will be given any preference or special consideration.

This Request for Information does not indicate a commitment to any particular course of action.