In 2019, it was my pleasure to work with the members of the TND Board, as well as staff and community members, to complete a five-year strategic planning process for The Neighborhood Developers. We were guided in our planning by two individuals—Curdina Hill and Sarah Horsley—who share my commitment to having many voices engaged in visioning and decision-making.

The result of our discussions is a strategic path forward for TND’s next five years. In our conversations, we heard many speak to the great work that TND is already managing, reinforcing a steady organizational course. Yet we also discussed emerging challenges: a national political environment that newly threatens our immigrant communities and displacement pressures driven by increasing regional housing costs. Together these forces threaten the essential nature of our communities, which have for a long time served as gateway cities for different waves of immigrants. In this context, we set five strategic goals that accelerate our ability to build and preserve affordable homes and that ensure the health and well-being of individuals and their families.

Since our strategic planning was completed, and while I am writing these words, the pandemic threatens communities across the globe. This crisis has real potential to further drive economic inequality and health outcome disparities. Households living from paycheck to paycheck do not have the financial resources to weather this storm. As you will read in this report, TND’s core programs provide the tools and resources that people need to provide a home for their families, and sufficient income to not only meet basic needs, but to enjoy life.

It is too early to know how this crisis will unfold, nor how it will impact our families and neighborhoods. I do know that TND is an important community resource. In the months ahead, TND will support relief efforts, and work towards a future that ensures family and community resiliency.

Sincerely,

Rafael Mares
Executive Director
Shara is a member of eight formerly homeless households that now calls Acadia home. A while ago, a leukemia diagnosis landed Shara in the hospital. “That’s when everything fell apart,” she said. “Since moving into Acadia we are more stable now—drastically. To move into something brand new was exciting and just being able to get your life back on track again without 250 women sharing a shower, was like a dream come true.

Luckily I was able to keep working. Before when I used to see a homeless person I would say to myself ‘why don’t they get a job?’ ‘Why don’t they do something with their life?’

But when you’re in that environment you understand—it’s tough. Now when I see a homeless person I have a lot of compassion for them—I can relate to them.”

TND builds and preserves affordable homes as we know that a secure home is at the heart of family health.

TND partners with others to enact policies that counter the local impacts of rising housing costs that are displacing too many residents.

In 2019, TND completed Acadia and welcomed 34 new households. The project had a total development cost of $14.7 million.

With financing provided by CEDAC and Boston LISC (with LISC leveraging Partners HealthCare support), TND purchased a 32-unit property in Chelsea to permanently preserve the property’s affordability. This was a first for TND!

TND’s real estate, resident services and asset management programs plus key administrative services are powered by OppCo, helping TND to triple its real estate production!

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ADDITIONAL HOMES BY 2024

OF THESE, 238 ARE IN THE PIPELINE NOW

CURRENT HOMES

325 ADDITIONAL HOMES

500 ADDITIONAL RESIDENTS

1690 CURRENT RESIDENTS

429 CURRENT HOMES

Shara Williams, TND Acadia Resident

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Grace Muwina, NPLI Graduate

Grace Muwina is one of 11 graduates of a TND-facilitated parent leadership training, a rigorous 20-week empowerment experience developed by the National Parent Leadership Institute (NPLI).

As reported in the NPLI News, “Grace, together with her daughter Lulu, sought to ‘wash away illiteracy’ through their Little Library project at Chelsea’s Broadway Laundromat. ‘I care about closing the literacy gap especially in ages 0-5. Literacy is an indicator of future success, and through my project everyone who uses laundromats will be able to help close that gap.’”

Chaimaa Hossaini, TND Tenant

Chaimaa received a 2019 Marian L. Heard Scholarship from the United Way that is supporting her studies at Lesley University. She was nominated by TND for the scholarship after she started a tutoring program in her TND-owned apartment building. “I had to learn to have a lot of patience. I had to remind myself that they are in elementary school. But I get so excited when they get something right.”

As active members of the Chelsea Anti-Displacement Roundtable, TND champions affordable housing. Community members and ally organizations turned out to advocate on behalf of proposed TND developments at zoning and permitting hearings, providing powerful testimony on the value of an affordable home. With their support, two projects were fully permitted.

145 community members completed parent, board or other leadership training. Graduates joined civic commissions and non-profit boards, or started projects to enhance children’s education, putting newly honed skills to work!

TND created displacement simulation games and shared them in many community settings, including a Chelsea City Council Candidates Forum. Through the games, participants juggled household budgets as housing costs increased, designed multi-family properties, and joined a housing lottery.

I volunteer because I feel a lot better when I help someone and it helps me become a better person.

TND ensures that residents within our properties have the support they need to succeed at home, school, work and in the community.

137 households utilized CONNECT’s services

425 residents participated in community building events

With training and support provided by TND, five residents planned a “Learning Differences Day” to celebrate children with disabilities in Chelsea and Revere, with a special focus on autism.
At CONNECT, a partnership of five non-profits led by TND, community members fix their finances, find a better job, and dream for a more secure financial future. In 2019:

- 3,254 served
- 28% of clients accessed multiple services and were then more likely to make gains.

Across the last three years:

- 990 clients were placed into jobs with $16.00/hour as median wage.
- 1,587 clients had their taxes prepared refunding $2.8M to community members.
- 532 clients engaged in one-on-one financial coaching.
- 79% of coached clients achieved at least one measure of success by increasing income, credit scores or assets.

**Senna Zaim,**
CONNECT Client

“My credit was really bad and I needed help. Laura went through it with me and explained what was wrong and what I needed to fix.

This information is going to help me for life; I’m using everything I learned. It took a couple years but finally my credit score went up. The program helped me and now I can help my family.”

**TND AUDITED FINANCIALS**

**2019 REVENUE**

- TOTAL $3,509,737
- EARNED INCOME 44%
- GRANTS 40%
- DONATIONS 10%
- OTHER 7%

**2019 EXPENSES**

- TOTAL $3,376,129
- PROGRAMS 59%
- FUNDRAISING 9%
- ADMINISTRATION 22%
DONORS AND FUNDERS

$350,000+
NeighborWorks America

$200,000+
Charles H. Farnsworth Trust
The Kresge Foundation
United Way of Massachusetts Bay and Merrimack Valley

$100,000+
City of Revere
Republic Services Charitable Foundation
US Department of Justice

$50,000+
MA Department of Housing and Community Development
MA Executive Office of Labor and Workforce Development
MassHire Metro North Workforce Board
North Suburban Consortium
The Boston Foundation

$25,000+
Anonymous
Anonymous
Clowes Fund
Epic

$10,000+
Boston Private Bank & Trust Company
Cambridge Savings Charitable Foundation
Harold Kalick
Jon Swan
Local Initiatives Support Corporation
Metro Credit Union
MGH Center for Community Health Improvement
Mifflin Memorial Fund
National Lumber
NEI General Contracting
Superior Plumbing Company
WinnResidential

$1,000+
Alice Murillo
Ann Houston
Anonymous
AU Manager LLC
Bank of America
Ben Starr
Bunker Hill Community College
Cynthia Hickey
Dick Hollands
Dorfman Capital
Enterprise Community Partners
Irwin Engineers, Inc.

$500+
Sylvia Chiang was the winner of a football autographed by former Patriot Rob Ninkovich who was invited to join the event by Boston Private.

$100+
Alberto Calvo
Anne Auerbach
Arrowstreet Inc.
Carol Tye
Carolina Linares
Caroline Ellenbird
Andrew Blumetti from Regions Bank was among the night’s raffle winners!

We strive for accuracy—please let us know if we have made a recognition error.
Banasri Mondal, Revere resident

Banasri designed the mural that includes “Welcome” in the languages heard within Costa Park’s multicultural neighborhood. The park, one of the busiest in Revere, benefitted from some TLC with the support of the Republic Services Charitable Foundation, the City of Revere, and many community members young and old! Banasri says she enjoys volunteering to make a difference in the community. “It’s not possible to transform Revere in one day, but I believe that day by day we can get Revere to become the best it can be.”