The Neighborhood Developers (TND) envisions vibrant, healthy, livable, tolerant, socioeconomically and racially diverse neighborhoods in Chelsea, Revere, and Everett, where residents share in the benefits of growth and improvements and determine the direction of their communities.

FIVE-YEAR STRATEGIC GOALS COMPLETED

- Expanded beyond Chelsea and Revere into Everett.
- Doubled real estate production.
- Started resident services program.
- CONNECT established new partnerships with MGH and the City of Revere.
- Built OppCo, the innovative model for community development that expands TND’s capacity and resilience.
Home. When I think about what home means to me, it is more than roofs and walls. Home is people, getting ready for work and school in the morning and sharing meals in the evening. Home is places, the kitchen and bedrooms but also parks, sidewalks, and community rooms. Home is partnerships, civic and nonprofit, and it is neighbors working toward shared goals. Home is people, places, and partnerships.

I would like to highlight one event that speaks to the work. Last year, TND was nearly able to complete Acadia, 34 new affordable rental apartments in Chelsea. The families were ready to move in, and we were prepared to welcome them, except one element: the natural-gas hook up. Due to a labor lockout at our gas supplier, the company stopped installing new connections to the city's gas lines.

We all feel the pressures of the housing crisis, but when 3400 families applied to the 34 apartments at Acadia, the need was thrown into stark relief. Eight of those homes were marked for previously homeless families, and we had extra support for them lined up through our partnership with Housing Families. As we neared the holiday season, I kept thinking how unfair it was that we had homes ready to go... save for the ability to heat them.

So we mobilized advocacy with our community development partners across the region, raising visibility of the dire need to get these people into their homes. Thankfully the labor lockout was resolved and our project was one of the first ones scheduled as they returned to work. The residents prepared to move in again, and we're prepared to welcome them as neighbors.

I came into TND as it neared the end of a five-year strategic plan. The organization achieved a number of ambitious goals during this five-year period. During 2019, I'm working together with the Board to identify our next growth goals.

People, places, and partnerships.

Rafael Mares
Executive Director
The whole community benefits from the unique strengths of our neighbors. From building friendship to leadership, TND knows the soul of a city is always its people.

ENGAGED NEIGHBORS

In 2018, the community engagement team activated 1,554 unique individuals.

TND has 214 leaders among its members with 86 trained by TND in 2018.

2,038 individuals participated in TND’s events.

MEMBERSHIP BY-YEAR INCREASES

![Bar chart showing membership by-year increases from 2012 to 2018.]
At CONNECT, clients fix their finances, decide to dream, and succeed. CONNECT helps people achieve sustainable living wage jobs and financial health by partnering to provide essential skills, knowledge and social capital in one central and supportive location.

It was like I was in the middle of the Indian Ocean, like I was a solo captain facing a tsunami, because I couldn’t pay rent regularly. It was very, very tough. But three months ago I enrolled in this program and I found an apartment."

- Gabriel Querette, CONNECT Client
2018 marked the 10th Bosson Block Party. 305 neighbors attended with Chelsea Police and Fire Departments.

The Thrives partnership targeted downtown Chelsea to reduce crime and increase the perception of safety within the city. With the support of Project Reinvest, the community engagement team hosted a series of events to activate downtown.

TND helped 46 volunteers take place into their own hand, facilitating a series of clean up events.

The Community Enhancement Team (CET) took on advocating for and passing a plastic bag ban in Chelsea.
In 2018, TND nearly completed construction on Acadia, 34 new affordable rental apartments for families.

In 2018, TND’s 571 Revere St. project in Revere passed zoning and permitting and is heading for construction starting in 2019.

TND has 429 rental apartments in its portfolio, and has developed 38 homes for sale. TND also has 358 units in the pipeline.

Since 2006, TND has invested $120 million in Chelsea and Revere through real estate projects alone.

TND provides healthy homes for 1,025 residents.
Partnerships are in the DNA of TND. We know that the work of making thriving communities is bigger than one organization.

**OPPCO**

2018 saw the founding of OppCo by TND partnering with Nuestra Comunidad. It is a joint venture nonprofit that was created as a fresh and innovative business model that solves a fundamental structural challenge: retaining local control of resources and assets, that are continually reinvested back into the community, while benefiting from the efficiency and effectiveness of a larger scale entity.

**CHELSEA THRIVES**

This collective impact partnership set out to achieve a specific goal: to reduce crime by 30% over ten years and improve our community’s sense of safety. In 2018, Chelsea Thrives activated a series of programs focused on downtown. TND hosted the Thrives Symposium, a meeting of the minds to highlight successes and brainstorm innovations.

Since inception, 4 years ago, Chelsea has seen a 37% reduction in property crime and a 33% reduction in violent crime.

In our last community survey in 2016, 91% said that they feel safe walking around the city during the day.

### 2018 REVENUE

- **TOTAL:** $3,395,576
  - **EARNED INCOME** 35%
  - **GRANTS** 49%
  - **DONATIONS** 10%
  - **OTHER** 6%

### 2018 EXPENSES

- **TOTAL** $3,113,428
  - **PROGRAMS** 70%
  - **FUNDRAISING** 9%
  - **ADMINISTRATION** 21%
THANKS FOR YOUR SUPPORT

$500,000+
NeighborWorks America

$200,000+
The Boston Foundation
United Way Massachusetts Bay & Merrimack Valley - Seacoast

$100,000+
Charles H Farnsworth Charitable Trust
MA Department of Housing and Community Development
Republic Services
US Department of Justice

$50,000+
Anonymous
Bloomberg Philanthropies
MA Executive Office of Housing and Economic Development
MA Executive Office of Labor and Workforce Development

$25,000+
Anonymous
Chelsea Housing Authority

Clowes Fund
Federal Reserve Bank of Boston
Herman & Frieda L. Miller Foundation
Santander Bank

$10,000+
Boston Private Bank & Trust Company
Cambridge Savings Bank
Cummings Foundation
Golden Cannoli
Harold and Kelly Kalick
Irwin Engineers
Lincoln & Therese Filene Foundation
Jon Swan
MassHire Metro North Workforce Board
Metro Credit Union
Mifflin Memorial Fund
NEI General Contracting
UMass Medical School
WinnResidential

$5,000+
AAFCPAs
Boston Tax Help Coalition
HYM Investment Group
Klein Hornig LLP
People's United Community Foundation of Eastern Massachusetts
TD Charitable Foundation

William Morrison
$2,500+
East Cambridge Savings Bank
Insorce Services
Reuben & Ethel Frieman Foundation
The Architectural Team
Massachusetts Mortgage Bankers Foundation
Wingate Companies

$1,000+
Alice Murillo
Anonymous
Bunker Hill Community College
Carolyn and Joseph Mahoney
Community Economic Development Assistance Corporation
D'Ambrosion Brown LLP
Eagle Bank
Ellen and Joel Shoner
Enterprise Community Partners
ICON Architecture
KJP Partners LLP
Massachusetts Housing Investment Corporation
Michael Martin
National Housing Insurance Group
Peter Hollands
Peter Munkenbeck
Rachel Scott
Resolution Architects
Rianne Mares
Tracy and Paul Klein

$500+
Ann Houston
Boston Consulting Group
Carol Tye
Clare Coonan
Elizabeth Ross
Metro Housing | Boston
Paul Revere Transportation
Stephen and Eliza Turner
The Life Initiative

$100+
Alberto Calvo
Andrew McDonnell
Andrew Puricelli
Ann Silverman
Anne Auerbach
Anne Owen
Anuradha Desai and Michael Sheridan
Aviva Rothman-Shore
Barbara and Luke Salisbury
Bill Young
Brandt Wajda
Caroline Ellenbird
Charlene Bauer
Charles Liebling
Clifford Boehmer
Correne George
Cory Rhoades
Dana Jessup and Brian Turner
Danielle Farinato& Orlando Jaquez
David Hadden
David Keene
David Read
Denise Ortega
Dennis Cataldo
Diane Gordon and David Koven
Dick Schulte
Dimple Rana
E. Vicente Sanabria
Edward Deveau
Lee and Peter Frechette
Emily Loomis
Eric Dinsmore
Gaelynn Roberts

George Reuter
Gerald McCue and Sheila Molinari
Hannah Pingree and Jason Mann
Henry Korman
Hieng Chhua
Hugo Anderson
Jan Griffin
Jeannine Korman
Jim Barnes
Joan Abbot
Joan Rae and Paul Sipple
John Layton
John Tomasino
Joshua Fairchild
Judith Davies
Judith Jacobson
Kathleen Heiser
Kelly Gaule
Kristen McKenna
Krystyna Dougert
Lee and Lou Turner
Lindsay Mann
Lissa Clay
Margo Kelly
Marion Mann

Marissa Guananja
Mary and David Whittemore
Mary Ann Mitchell
Mary Coonan
Massachusetts Housing Partnership
Matthew Hutt
Matthew Troiano
Michael McConnell
Peter Kohler
Rachel and Charlie Van Voorhis
Robert and Elizabeth Houston
Robert Repucci
Robert Shull
Russell Greenwald
Sarah McKeever
Saritin Rizzuto
Scott Pollack
Scott Renton
Scott Whittle
Stephen Coonan
Susan Scott
Susana Carella
Techrosette Leng
Tracy and Mark Johnson
Willa Korman-Houston
William Willis
$50+
Alexandria and Dakeya Christmas
Alma Balonon-Rosen
Andrew Flink
Bart Mitchell
Carmen Margarita Mateo
Susan Mann
Cathy and David Vieira
Charles Oliver
Courtney Hodapp
Daniel Rosenberg and Addie Holland
Dave Cain
David Bresnahan
Donna Haig Friedman
Elizabeth Potamites
Eric Fosbury
Erica Schwarz
Fatou Drammeh
Florent Faust
Heather Vieira
Ira Novoselsky
James Canniff
Jeffrey Oriin
Joan Schulte
Joanna DiSpirito
Joe Kriesberg
Joseph and Terry Englen
Juan Gallego
Julie Clark
Kristen Janjar
Laura Rosi
Lisa Ecola
Lisa Santagate
Maime Michael
Mary Follen
Maurice Joyce
Mayor Brian Arrigo
Michael Caulfield
Michael Gondek
Mina Jil
Molly Baldwin
Morgan Owen
Nadia Arquello
Nora Bloch
Rafael Mares
Randall Mondestin
Rebecca Roth
Robin McDermott and Ray Mikulak
Sandy Maynard
Stefanie Shull
Susan Stoker
Susan Wiernusz
Travis Garcelon
Valerie Pierce
$1-$49
Aileen O’Rourke
Amelia Najjar
Anna Van Voorhis
Anne Kieran
Ashleigh Klingemann
Brian Laferriere
Candida Yanes
Catherine Maes
David Crowley
Dorothy Tolchin
Elizabeth Minnis
Ellen Feingold
Faye Dookharan
Fella Goldberg
Gladys Vega
Jean Capizzi
Jeff Stone
Jennifer Uhrhane
Jess Watrous
Joanne McKenna
Joel Auerbach
Kasia Hart
Kathleen Crocker
Kristin Haas
Lydia Ng
Lyon Van Voorhis
Manuel Caldaren
Margaret Leonard
Mollie Cohen-Rosenthal
Nathaniel Schorr
Patricia Folsom
Patricia and Kurt Giavara
Scott Ruescher
Shaina Korman-Houston
Sharon Korman
Tamar Axelrad
Terry Lane
Valerie A. Perham

We strive for accuracy, but please reach out if you see an error.
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