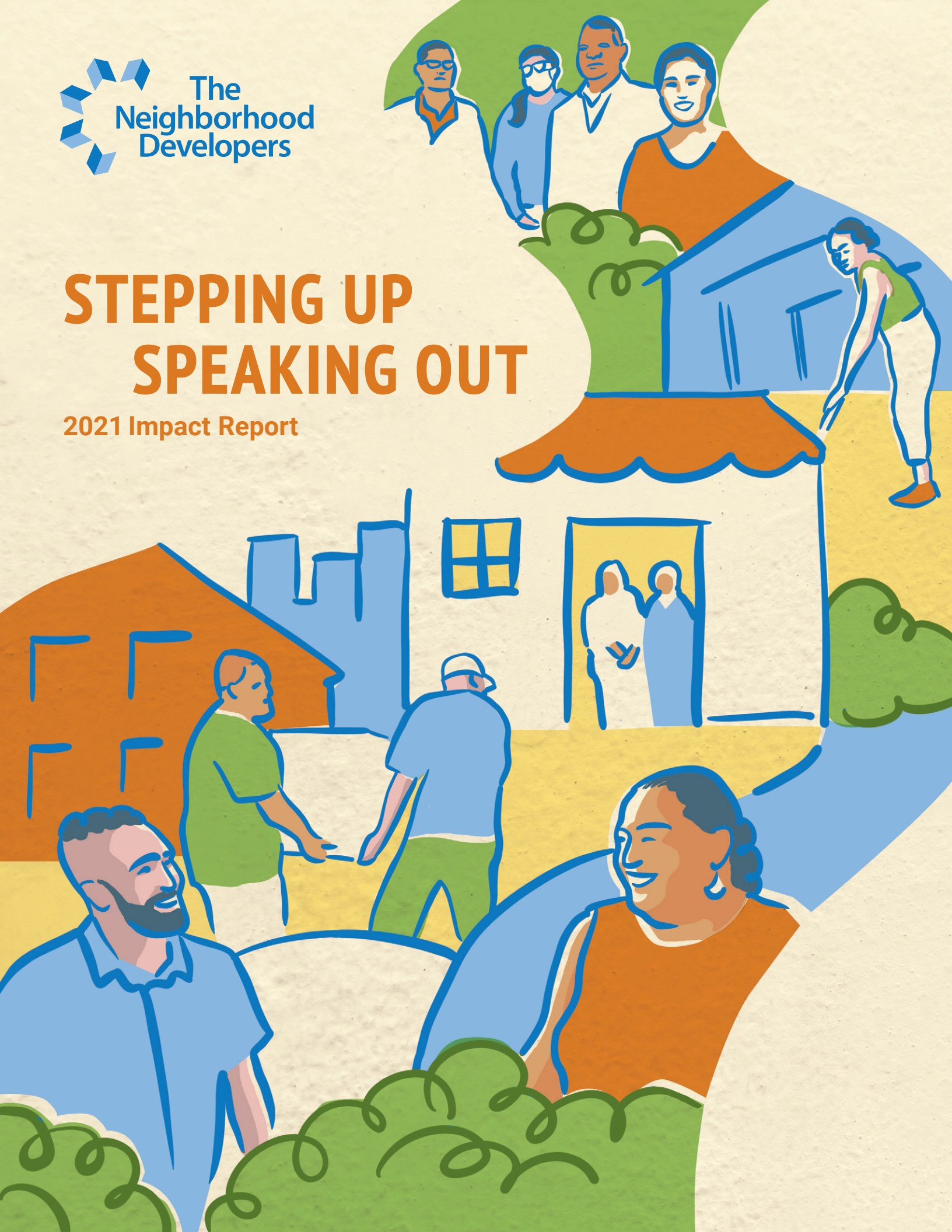




The  
Neighborhood  
Developers

# STEPPING UP SPEAKING OUT

2021 Impact Report



## Dear Friends and Allied Supporters,

Throughout two years of relentless challenges, the communities served by The Neighborhood Developers persevered to make a difference. Through ingenuity and resilience, we moved forward by stepping up and speaking out, fueled by our commitment to keep equity and justice at the forefront of all that we pursue. Now, as you read the TND 2021 impact report, at the midpoint of our 2020-24 strategic plan, I hope you feel the same joy I do about how much we have achieved during another year like no other.

While writing these words, I reflected on where we've been and where we are going. In 2020, as part of our strategic plan, we embarked on building or preserving 325 homes by 2024. Despite the pandemic, today we are well on our way with new affordable homes opening in Chelsea, Revere and Everett. In 2021, 78 new homes were completed and construction was underway on two new properties that will open this summer – bringing our ambitious goal within reach! As of 2021, TND's portfolio has grown to 539 apartments providing an affordable home for 1284 people. However, the TND strategic plan also acknowledged that we can't build our way out of our country's affordable housing crisis. We must uplift the voices of community members to promote complementary solutions. For example, TND continues to partner with resident groups like the Housing Equity Committee and the Revere Housing Coalition to make sure that community needs are in front of decision-making bodies and policies are advanced like the Affordable Housing Trust Fund and Inclusionary Zoning. These historic milestones to expand permanent housing affordability are what keep our organization laser focused.

In 2021, the CONNECT Hotline leveraged \$10.5 million in rental assistance allowing over 2,000 people to stay in their homes. Nonetheless, challenges remain as we witness rising rents and significant changes in rental assistance programs that threaten to lead to higher eviction rates, homelessness, and dangerous living conditions.

As our families and neighborhoods face the effects of an impending housing crisis and the threat of displacement, our commitment to "Homes Matter" remains stronger than ever before.

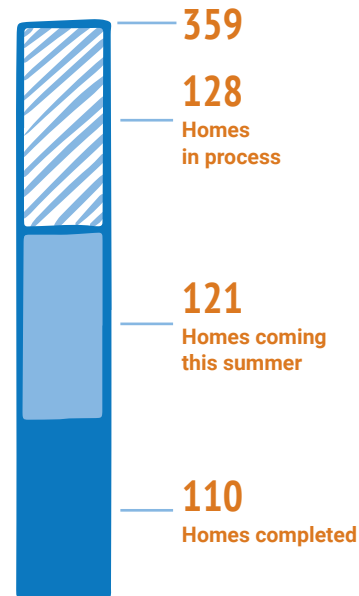
Thank you to our neighbors, community leaders, partners, donors, staff, and volunteers for joining us on this long road to advancing equity and racial justice. Because of what you made possible in 2021, we look forward to furthering our vision in the years to come.

Sincerely,

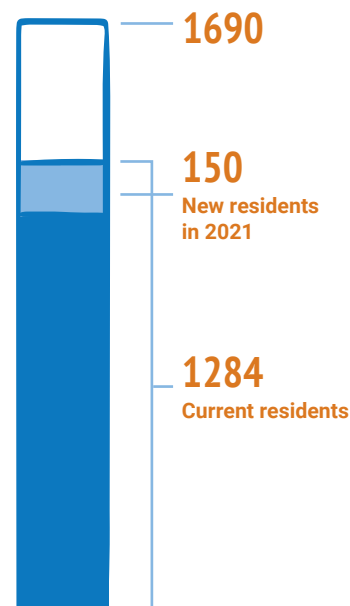


*Rafael Mares*  
Rafael Mares  
Executive Director

### OUR 2020-2024 GOAL: Build or preserve 325 homes



### OUR GOAL: 1690 TND residents by 2024



## Investments in Sandler Square

In July of 2021, Rasha Mikhael, TND's Community Building Manager in Revere, helped the members of the Sandler Square Committee to organize a renovation of the triangular green park. More than 40 volunteers spent a weekend building benches around shade trees, putting up lights, painting sidewalk murals, and planting flowers. These renovations set the stage for night markets and cultural festivals held out of the Square, followed by TND assistance for six area businesses, all made possible by the Republic Services Charitable Foundation and NeighborWorks America.



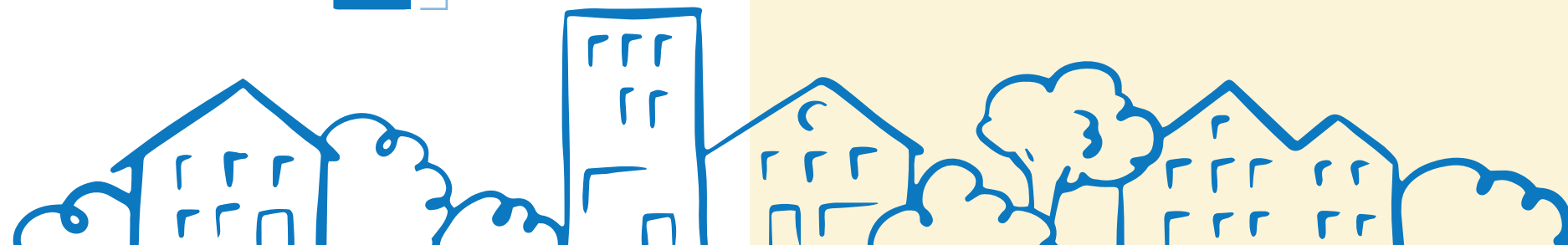
One business recipient—Anh Vo, owner of Seaside Pharmacy—purchased the glass divider that enables her to conduct business safely during the pandemic. She bought new shelving for first-aid items, over-the-counter medicines, and toiletries, continued offering free consultancies, kept her staff busy filling pillboxes with prescription medicines for elderly clients, and became the first Revere pharmacist to administer on-site vaccinations. "It's good for the community," says Anh. "People without computers can schedule vaccinations in person."



Business partners Francisco Carvajal and Juliana Agudelo converted their business from repairing cell phones to the F&J Juice Bar Café. Rasha helped the business owners access funds for plaster, tiles, electrical work, and lamps, as well as for sinks, a sandwich table, a freezer, and a water heater. "I bought a \$15,000 espresso machine for \$1,000 at an auction," says Francisco. We are looking forward to serving juices and smoothies," says Juliana, "but breakfast will be on the menu too."



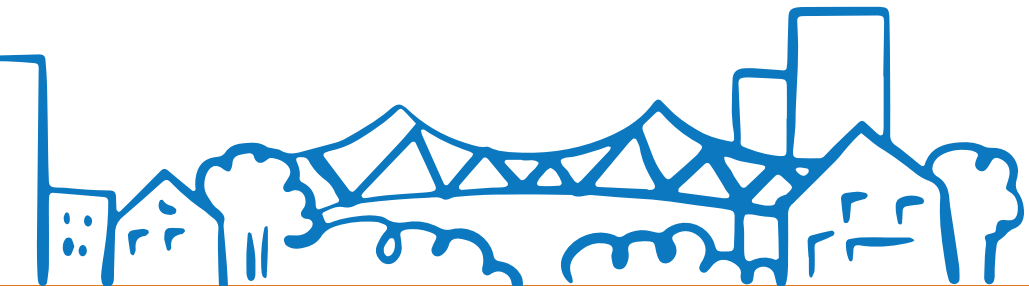
Khadija Afdal, owner of Sabine Bakery & Café, supported the community's renovation and activation of Sandler Square. Acknowledging TND's support for neighborhood and business improvements, Khadija shared, "Rasha is the best. She was always smiling behind the Covid mask." Sabine's Bakery looks even spiffier inside and out now. Inside, customers in booths can see the park as they sample cakes and cookies from a case across the room. "We offer dinner specials as well," says Khadija—"couscous, tajine and rafisa." There's messemen bread, too, shelves stocked with jars of honey and boxes of tea and coffee, and another shiny espresso machine.





**Resident spotlight**  
**Suyapa Pérez González**

Suyapa Pérez González understands the value of stepping up and speaking out. First in sessions with CONNECT coaches in 2013, and more recently as a mentee in TND’s board leadership training program, Suyapa has added financial and organizational skills to her considerable networking acumen and is putting it all to work in support of a stronger community. For example, she served a two-year term on the board of *La Colaborativa*, a Chelsea nonprofit. Currently, she volunteers for *Proyecto Hondureña*, a women’s lobbying organization that serves, she says, “as the nineteenth *departamento*” of her native country. She is also president of *Comunidades Enraizadas*, a community land trust that advises its parent nonprofit, GreenRoots, Inc., on the environmental-justice challenges of Chelsea residents. “Chelsea is a densely populated *barrio*,” she notes, hemmed in by industrial zones, highways, and endangered waterways, shadowed by the Tobin Bridge and Logan Airport, and subjected to the contamination these sources produce. “At *Comunidades Enraizadas*, we are trying to get more space for Chelsea residents,” she says in her clear and passionate Spanish—space to put down “green roots” in gardens, in part, but mainly “space for *viviendas*: homes the residents can own, without fear of having their rent raised or of being evicted by speculating landlords.”



### Racial Equity Pledge

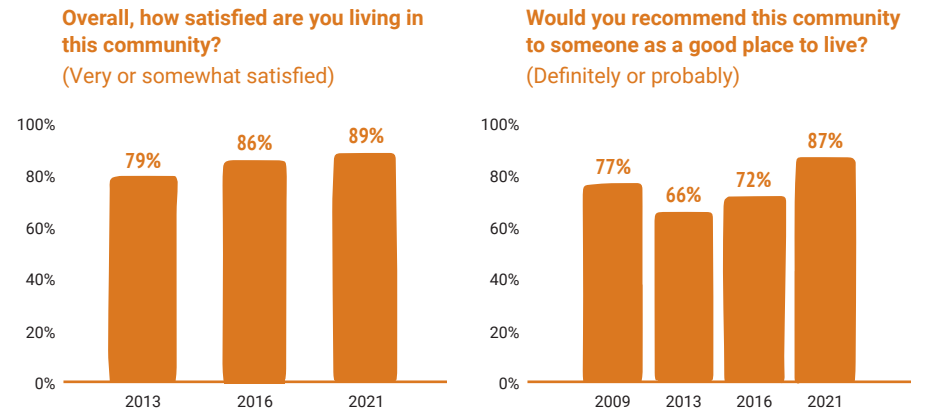
During the summer of 2020, Sharon Fosbury, TND’s Director of Community Building, collaborated with colleagues from other Massachusetts community development corporations to create the MACDC Racial Equity Pledge. Though individuals and organizations nationwide had signed solidarity statements in opposition to racism, the CDC representatives wanted to turn those statements into action. They developed the pledge so that organizations, especially CDCs, could commit to concrete steps and be held accountable.

Presenting at a MACDC meeting, Sharon and another organizer asked participants to join the effort to enlist members to adopt the pledge, arguing that a large association could best affect systemic change. In 2021, Sharon joined the Racial Equity Advisory Committee in a pledge-planning meeting with All Aces, Inc. The pledge was presented to MACDC members last November, and as of February 2022, 20 organizations have signed onto the pledge. Sharon says, “It is encouraging to see so many organizations committing to actionable change. This collective action is what is needed to break down the systems that have created and enabled racial inequity to persist.”

## Neighborhood insights

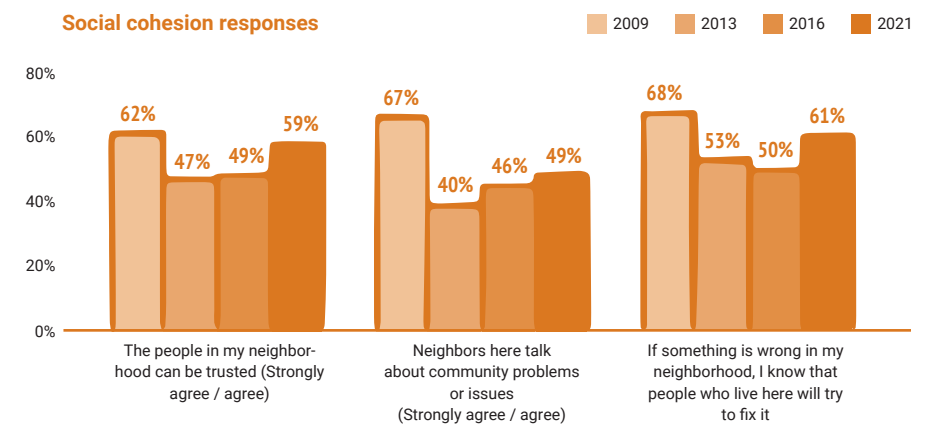
TND surveyed the Shurtleff Bellingham neighborhood in Chelsea, collecting data on how residents perceive the area. With surveys collected in 2009, 2013, 2016, and 2021, we can track how residents’ responses have changed over the past 12 years. 268 residents were surveyed in 2021.

### There is growing satisfaction in the neighborhood



### Social cohesion is increasing but is lower than 2009 levels

Social cohesion refers to the strength of relationships and the sense of solidarity among members of a community. It is the key indicator of the health of a neighborhood.



## Keeping people housed

### CONNECT AND RESIDENT SERVICES BY THE NUMBERS

**\$10.5 million**  
Rental assistance secured for 1,063 households, preventing hundreds of evictions. Chelsea has received the most rental assistance per capita in Massachusetts, a direct result of TND’s efforts.

**\$1.6 million**  
In-kind value of 35,267 prepared meals and food distributed through TND’s volunteers.

**\$323,235**  
Cash assistance distributed to 243 families to cover utility bills and other essential needs.

**1,729**  
One-on-one outreach calls made during 2021 by our Resident Services team, reaching 576 residents to check in, offer services, and to support stable tenancies.



Belkys Toledo, TND tenant for 22 years, outside her home.



Resident Services staff at Spencer Green's fall festival.



Brenda Laurenza, Co-founder and President of Bald Hill Builders, on the site of St. Therese, TND's largest construction project to date.

## Donors & financial information

Your donations fuel change within the neighborhoods of Chelsea, Revere, and Everett. Thank you for joining TND as a leader, volunteer, donor and advocate! We are stronger together.

**\$3,022,200**  
Total philanthropic revenue in 2021

66% Grants

15% Donations

11% Pass through, emergency relief

9% Pass through, partnering agencies

### \$500,000+

City of Chelsea

### \$200,000+

Charles H. Farnsworth Trust  
City of Revere  
MA Division of Banks  
NeighborWorks America  
United Way of Massachusetts Bay and Merrimack Valley

### \$100,000+

Executive Office of Housing and Economic Development  
Fundors for Housing and Opportunity  
MassHire Metro North Workforce Board  
Republic Services Charitable Foundation  
The Kresge Foundation  
U.S. Department of Justice

### \$50,000+

Cambridge Savings Charitable Foundation  
MGH Center for Community Health Improvement  
The Boston Foundation

### \$25,000+

Anonymous  
Boston Financial Investment Management  
Chelsea Housing Authority  
Cummings Foundation  
Herman and Frieda L. Miller Foundation

Lincoln and Therese Filene Foundation  
MassDevelopment  
Mifflin Memorial Fund  
NEI General Contracting  
North Suburban Consortium  
The Clowes Fund  
UMass Medical School

### \$10,000+

Anonymous  
Bald Hill Builders  
Boston Private  
Boston Tax Help Coalition  
Commonwealth Corporation  
Eastern Bank Foundation  
Fenway Sports Management  
Golden Cannoli  
Local Initiatives Support Corporation, Boston  
Metro Credit Union  
National Lumber Family of Companies  
Santander Bank  
Silicon Valley Bank Foundation  
TD Charitable Foundation

### \$5,000+

East Cambridge Savings Bank  
Hannah Environmental & Energy  
HYM Investment Group  
Insperty  
KJP Partners LLP  
Klein Hornig LLP  
Lisa Sloane

Painting and Coating Services  
People's United Community Foundation of Eastern MA  
Superior Plumbing & Heating  
Synergy  
WinnResidential

### \$2,500+

Ann Houston  
Blue Cross Blue Shield of Massachusetts  
BlueHub Capital  
Credit Builders Alliance  
Daniel & Susanne Grooms  
Eagle Bank  
East Boston Savings Bank  
Eric & Sharon Fosbury  
Massachusetts General Hospital  
Wingate Companies

### \$1,000+

Bob Dorfman  
Irwin Engineers  
Joseph & Carolyn Mahoney  
Anonymous  
Ana Victoria Morales-Capellan  
Arx Urban  
Leslie Aldrich  
Michael Martin  
Sandy Maynard  
Alice Murillo  
Bunker Hill Community College  
Danielle Farinato & Orlando Jaquez  
Joel & Ellen Shoner  
Julia Heffernan  
Justin Cohen  
Lee & Lou Turner  
Matthew Munkenbeck  
Michael Charney  
Michelle Roney  
Mirna Diaz  
Paul & Tracy Klein  
Peter Hollands  
Peter Shabecoff  
Rianne Mares  
Sarah Lamitie

### \$500+

Anonymous  
Brenda Laurenza & Matt Grosshandler

Robert Norkin  
Stephen & Eliza Turner

### \$100+

Aaron Wasserman  
Alex Gerasev  
Andy & Lana Irwin  
Brian Turner & Dana Jessup  
Carol Tye  
Cassie Mann  
Celines Sanjurjo  
Charlene Bauer  
Charlie & Rachel Van Voorhis  
Chip Hollands  
Christine Torres  
Claire Hunter  
Connor McCormick  
David Keene  
Eliza Cain & Randy George

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Eric Dinsmore  
Faye Dookharan  
Gaelynn Roberts  
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Greg Wilmot  
Gregory Goldberg  
Heidi Brooks  
Jay Ash  
Jeffrey Orlin  
Jim Barnes  
Joan Clifford  
John Kuppens  
Joshua Fairchild  
Juan Lopera  
Judith Murphy  
Julie Clark  
Karen Pfefferle  
Kavish Gandhi  
Kim Whelan  
Kristen Janjar  
Larry Arinello  
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Liisa Ecola  
Lisa Clay  
Lisa Fama  
Lisa Treat  
Lynne Johnson  
Lyon Van Voorhis  
Mary Coonan  
Mary Whittemore

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Mina Jilil  
Nancy Turner & David Cain  
Nathaly Lopera  
Rafael Mares  
Richard Breslow  
Robert Charest  
Robert Shull  
Robin Mann  
Robin McDermott  
Roger Bertling  
Scott Mullen  
Susana Carella  
Tauna Szymanski  
Timothy Jamison

### \$50+

Alexa Shabecoff  
Alma Balanon-Rosen  
Amanda Roe  
Amelia Mallona  
Andrew Blumetti  
Anne Auerbach  
Brian Gonzalez  
Carol Fuller  
Cindy Rowe  
Claire Moretti  
Doris Wright  
Emily Jones  
James Bickford  
Judith Garcia  
Kathy Peterson  
Lynne Tag  
Maime Michael  
Maura Smyth  
Melissa Walsh  
Michael Santero  
Moriah Garcia Nelson  
Neeraj Negi  
Richard Pierre  
Sarah Malinowski  
Sarah Marcus  
Sean Whalen  
Steve Rosenberg  
Susan Jouard  
Sylvia Chiang  
Thomas Ambrosino  
Tracy Miller

### \$1-\$49

Andrew Korfhage  
Austin Gilliland  
Cara Cogliano  
Carmelo Cardona  
Daisy Morales  
Denisse Torres  
Eva Morales  
Fatou Drammeh  
Heather Vieira  
Janis Broder  
Jennifer Alleyne  
Jennifer Pham  
Juah Seyonia Washington  
Juliana Morris  
Keda Williams  
Lisa Santagata  
Lucia Henriquez  
Magdalene Heffernan  
Makayela Isbell  
Milce Gomez  
Monica Elias  
Randy Ozuna  
Ruby Savinon  
Steven Snyder  
Susan McKenna  
Sylvia Woodward  
Veda Daly  
Winnie Tobin

We strive for accuracy. Please let us know if we have made a recognition error.



We invite you to join TND's monthly giving club! Through their philanthropy, Cornerstone Partners step up and speak out for positive change in our communities. It's quick and easy to enroll, and you can change your monthly donation at any time. Sign up here: [theneighborhooddevelopers.org/cornerstone-partners](https://theneighborhooddevelopers.org/cornerstone-partners)



**“I honestly believe the members of any board could benefit from the TND board leadership training program, where you are taught the importance of a structured plan of action to make an impact.”**

**–JUAN-CARLOS FERRUFINO, TND BOARD LEADERSHIP PROGRAM GRADUATE**



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Chelsea, MA 02150

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