General Information

Contact Information

Nonprofit
Beulah Land Development Corporation

Address
774 Orchard St
New Haven, CT 06511

Phone
(203) 865-2640

Web Site
Web Site

Facebook
Facebook

Twitter
Twitter

dbrooks@beulahlanddevcorp.org

At A Glance

Year of Incorporation
1995

Organization's type of tax exempt status
Public Supported Charity

Organization received a competitive grant from the community foundation in the past five years
No
Mission & Areas Served

Statements

Mission
Beulah Land Development Corporation is a faith-based organization committed to creating a safe, revitalized community of choice through: Building affordable housing (homeownership and elderly) Creating businesses and job opportunities A comprehensive approach to community revitalization

Background
Established in 1994, Beulah Land Development Corporation is a non-profit organization, originating from the Beulah Heights 1st Pentecostal Church community, created to develop affordable housing for low-to-moderate income individuals and families in the city of New Haven. BLDC believes that all persons, regardless of creed, color, or nationality are entitled to live in a neighborhood void of blight, systematic poverty, and reckless crime. It is our belief that by reaching out to residents of a neighborhood on this premise, we can help to change the quality of life of an entire community. Our goal is to diminish the impact of poverty and blight in our local neighborhoods, and to utilize community development as a tool to re-establish the concept of the family community. We accomplish this by transforming dilapidated, absentee-owned housing structures and vacant infill lots into beautifully renovated, affordable properties that are made available for qualifying individuals and families with low-to-moderate incomes. In doing so, we are not only filling the need for affordable housing, but also providing lower income citizens with an opportunity to secure a better financial position, and freedom from cyclical systematic poverty. BLDC will continue its mission to eliminate blight, decay, and abandonment through ongoing revitalization efforts, identifying properties within designated Empowerment Zones for the development of affordable housing, increasing the tax base for the City, and increasing the amount of quality, affordable housing in the City for residents who are currently expending more than 30% of their income for housing. We will also continue to equip and empower our community residents to become fiscally fit, and eventually realize the dream of homeownership through relationships and partnerships with grassroots organizations and corporate entities that provide homebuyer education, financial assistance, and home maintenance programs. We are a referral base to many vital health and human services organizations throughout the Greater New Haven area, and we personally undertake annual outreach efforts to improve the quality of life for our neighbors.
Impact

Orchard Street Redevelopment Phase II, was a project aimed at continuing our efforts of stabilizing the trunk of Orchard Street that neighbors the Dixwell Plaza. We have developed properties at 693 and 718 Orchard Street and 535 Dixwell Avenue for this $845,000 project, to increase affordable homeownership in the Dixwell/Orchard neighborhood. Construction was completed in February 2015. Since the completion of Phase II, three families were successfully placed into homes redeveloped through BLDC. 718 Orchard Street and 535 Dixwell Avenue was sold to New Haven residents, who were thus given a new opportunity to reinvest into the community in which they were raised. In partnership with the Housing Authority of New Haven, the third home, 693 Orchard Street, has been rented to a low-income family of six, who now have their first opportunity of living in a single family home. The 33 Henry Street Project, the most recent phase of BLDC's continuing efforts to restabilize New Haven communities through removal and redevelopment of blighted homes, has culminated in the completion of a two-story, single-family home, finished in May 2016. The redevelopment of this property includes hardwood floors throughout, granite countertops and high end finishes. The home was sold to a moderate-income, single female head of household. Our upcoming projects include: Orchard Street Redevelopment Phase 3 project: (722 Orchard Street, 684 Orchard Street) is an extension of BLDC’s efforts to develop affordable housing, and increase homeownership opportunities in the Dixwell community. The scattered site properties include a single-family house (722 Orchard Street), and a vacant lot, for the construction of a two family home (684 Orchard Street). We anticipate providing 3 units of affordable homeownership to qualifying low- to moderate-income families, with household incomes at or below HUD’s area median income. Project will begin in April 2017 and is anticipated to be completed by Spring 2018. Hamden Highwood Estates Project: We are looking to produce 7 units of affordable homeownership (32, 45, 51 and 59 Edwards Street, 330 Morse Street, 482 Shelton Avenue, and 230 Butler Street) consistent with the current design of existing housing stock in the neighborhood. The units would be affordable homes for sale to qualified applicants having household incomes at a minimum at/below 80% of HUD’s area median income. 232 & 245 Munson St., vacant infill lots designated for the development of 3 units of affordable housing for qualifying low- to moderate-income first-time home buyers between 50% and 80% of the area median income. Development is slated to cost approximately $1 million, and is targeted for completion in Summer 2020. 335 Munson Street Redevelopment Initiative will focus on the acquisition, rehabilitation and sale of a vacant and abandon property within the Dixwell neighborhood. 340 Dixwell Avenue, the site of an abandoned gas station and eatery, known as “Joe Grate’s”. To address the demand for affordable rental housing, BLDC will develop 70 units of affordable rentals for families with very low incomes (at/below 50%-60% of the area median income. Funding will be leveraged using State Department of Housing CHAMP funds, CHFA’s 4% Low Income Housing Tax Credits, and City HOME funds. The 16 million dollar Development is planned for a completion date of 2021.

Needs

Beulah Land Development Corporation (BLDC) is committed to improving the economic and social conditions of New Haven through our goal of diminishing the impact of poverty and blight in our local neighborhoods, and utilizing community development as a tool to re-establish the concept of the family community. We accomplish this by transforming dilapidated, absentee-owned housing structures and vacant infill lots into beautifully renovated, affordable properties that are made available for qualifying individuals and families with low-to-moderate incomes. Ultimately, not only are we filling the need for affordable housing, but also providing low-income families with an opportunity to secure a better financial position, and freedom from cyclical systematic poverty. BLDC seeks to promote the creation and preservation of quality affordable housing to meet the needs of all individuals and families citywide to ensure that New Haven continues to be a great place to live and work. In order to produce vibrant, healthy communities of choice, community Beulah Land Development Corporation must have access to a variety of resources to respond to housing needs, including:Fundraising; Board development & expansion; Completion of pipeline projects; Updated strategic plan to include pending development projects, and revenue income streams; Staff development and training
CEO Statement
Beulah Land Development Corporation (BLDC) is committed to improving the economic and social conditions of New Haven, more specifically, the Promise Zone (PZ), in which it resides. We are a faith-based nonprofit organization, originating from the Beulah Heights 1st Pentecostal Church community, created to develop affordable housing for low-to-moderate income individuals and families in the city of New Haven. Our organizational philosophy is consistent with that of grassroots organizations like Enterprise Community (EC), and Renewal Community (RC) initiative established in 1993 to reduce unemployment and generate economic growth through the designation of federal tax incentives and award of grants to distressed communities. BLDC was formed in 1994, with the belief that all persons—regardless of creed, color, or nationality—are entitled to live in a neighborhood void of blight, systematic poverty, and reckless crime. We believe that by reaching out to residents of a neighborhood on this premise, we can help to change the quality of life of an entire community. Our goal is to diminish the impact of poverty and blight in our local neighborhoods, and to utilize community development as a tool to re-establish the concept of the family community. We accomplish this by transforming dilapidated, absentee-owned housing structures and vacant infill lots into beautifully renovated, affordable properties that are made available for qualifying individuals and families with low-to-moderate incomes. Ultimately, not only are we filling the need for affordable housing, but also providing low-income families with an opportunity to secure a better financial position, and freedom from cyclical systematic poverty. BLDC seeks to promote the creation and preservation of quality affordable housing to meet the needs of all individuals and families citywide to ensure that New Haven continues to be a great place to live and work. In urban areas such as New Haven, BLDC understands the importance of having homeownership and affordable rental opportunities for low-to moderate income families. Homeownership opportunities help to stabilize neighborhoods and increase the tax base for cities like New Haven. Beulah Land has been distinctive from other development corporations in that our homeowners have a zero (0) percent default rate. The success of BLDC’s affordable housing projects (both past and present) reaffirms the ability of low- and moderate-income families to become--and continue to be--homeowners and stakeholders in the creation and revitalization of their communities.

Board Chair Statement
In 2012, I was awarded a Fellowship through the Yale President’s Public Service Fellowship while completing my Master’s of Divinity degree at Yale Divinity School. The Director of the President’s Public Fellowship program thought my previous New York City real estate finance and development background would be a good fit for a nonprofit affordable housing developer located in New Haven that was affiliated with a Pentecostal church. My fellowship that summer with Beulah Land Development Corporation (“BLDC”) was one of immense personal growth that affected me mentally, spiritually, and socially. At the Divinity School, we studied social justice issues; this placement gave me the opportunity to observe how nonprofits and the communities they serve are able to gather together to combat poverty, homelessness, crime, and quality of life issues. After my fellowship ended, I stayed on to assist BLDC with their many projects and most recently joined their board. BLDC is a unique nonprofit affordable housing developer that operates from a faith perspective in all aspects of its operations. Since its founding some 20 years ago, BLDC has played an integral role in transforming the urban area surrounding the church community to a mixed housing culture of the Greater New Haven community. With its first redevelopment of an elderly home, its recent construction of 10+ brand new 2 family town homes, and now its plan to develop 30+ affordable rental properties on Dixwell Avenue, the organization is one the few that can truly say that they are taking a hands-on stakeholder's approach to community revitalization in the Winchester Repeating Arms Historic district of New Haven. As members of the Board we count it a privilege to be able to provide technical, financial, and moral support to BLDC as it continues its efforts to develop affordable rental housing and homeownership for low-to-moderate income families in the Greater New Haven community. With its strong record of community transformation we look forward to the continued renaissance of Dixwell Avenue.

Service Categories

Primary Organization Category
Housing, Shelter / Housing Development, Construction & Management

Areas Served
Beulah Land Development Corporation is dedicated to serving the Greater New Haven community through community development, development and redevelopment of empty lots and existing blighted and dilapidated homes, and community engagement. BLDC has been historically, and currently, engaged in the Dixwell/Newhallville community. We anticipate continuing our work in community development in the surrounding towns of Hamden, East Haven, and West Haven.
### Dixwell/Newhallville Redevelopment

**Description**
The Dixwell/Newhallville Redevelopment Project (722 Orchard Street, 684 Orchard Street) is an extension of BLDC’s efforts to develop affordable housing, and increase homeownership opportunities in the Dixwell/Newhallville community. The project will serve to increase the supply of quality affordable housing available to low- to moderate-income households, as well as establishing and maintaining a suitable living environment for area residents. Acquiring this site at or below the market value will allow BLDC to continue its efforts in making homeownership not only a dream but a reality. The scattered site properties include a single-family houses (722 Orchard Street), and one multi-family home (684 Orchard Street). We anticipate providing 3 units of affordable homeownership to qualifying low- to moderate-income families, with household incomes at or below HUD’s area median income.

<table>
<thead>
<tr>
<th>Budget</th>
<th>$678,992.00</th>
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<tbody>
<tr>
<td>Category</td>
<td>Housing, General/Other / Housing Development, Construction &amp; Management</td>
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<tr>
<td>Population Served</td>
<td>Families / Minorities / Poor, Economically Disadvantaged, Indigent</td>
</tr>
<tr>
<td>Program is linked to organization’s mission and strategy</td>
<td>Yes</td>
</tr>
</tbody>
</table>

**Short Term Success**
Through the Dixwell/Newhallville Redevelopment project, anticipated to be completed by the Summer of 2017, BLDC will house two more families (with an average household size of 5 people) into newly redeveloped homes, providing them the opportunity to realize homeownership and reinvestment in their community.

**Long Term Success**
BLDC will continue its mission to eliminate blight, decay, and abandonment through ongoing revitalization efforts, identifying properties within designated Promise Zones for the development of affordable housing, increasing the tax base for the City of New Haven (with anticipated work in surrounding towns of Hamden, East Haven, North Haven, and West Haven), and increasing the amount of quality, affordable housing in the Greater New Haven area for residents who are currently expending more than 30% of their income for housing. We will also continue to equip and empower our community residents to become fiscally fit, and eventually realize the dream of homeownership through relationships and partnerships with grassroots organizations and corporate entities that provide homebuyer education, financial assistance, and home maintenance programs.
The Renaissance Garden at 340 Dixwell Avenue Project

Description
The Renaissance Garden at 340 Dixwell Avenue will provide a total of 40 units of affordable rental housing, in the form of one- two- and three-bedroom apartments. The project will be available to very-low to moderate-income renters; by providing all income levels the opportunity to live in this development, this project will be providing diversity and economic integration, and improve the physical appearance of the neighborhood, while bringing the neighbors together on its sidewalks. The projects site for the Renaissance Garden at 340 Dixwell Avenue is a vacant lot, and the project will be an entirely new development, revitalizing the historic Winchester Repeating Arms district.

Budget
$4,560,078.00

Category
Housing, General/Other / Housing Development, Construction & Management

Population Served
Poor, Economically Disadvantaged, Indigent / Minorities / Families

Program is linked to organization’s mission and strategy
Yes

Short Term Success
The Renaissance Garden at 340 Dixwell Avenue Project will serve to increase the supply of quality affordable housing available to very low- to moderate-income households (at/below 50%-60% AMI) by housing 40 families of varying household size in one- two- and three-bedroom units.

Long Term Success
BLDC will continue its mission to eliminate blight, decay, and abandonment through ongoing revitalization efforts, identifying properties within designated Promise Zones for the development of affordable housing, increasing the tax base for the City of New Haven (with anticipated work in surrounding towns of Hamden, East Haven, North Haven, and West Haven), and increasing the amount of quality, affordable housing in the Greater New Haven area for residents who are currently expending more than 30% of their income for housing. We will also continue to equip and empower our community residents to become fiscally fit, and eventually realize the dream of homeownership through relationships and partnerships with grassroots organizations and corporate entities that provide homebuyer education, financial assistance, and home maintenance programs.

Program Comments

CEO Comments
The market crash of 2008 put many nonprofit organizations, particularly development corporations and housing organizations, into difficult positions. Despite the challenges of the market, BLDC has been able to continue to work towards the revitalization of the New Haven community, while maintaining a zero percent default rate on the original loans. That said, the two greatest challenges facing Beulah Land continue to be generating and raising sufficient funds for operating expenses, and difficulty in the housing market. With the struggles in the housing market, having completed development projects and holding properties for long periods of time makes it difficult to move forward with the next phase of projects. Because our first priority is the community residents, we maintain keeping sale prices of our homes as low as possible. As a result, our proceeds and income reflect the low prices of our homes, and we do not generate enough revenue to ensure the organization will be self-sustaining. Therefore, our organization relies heavily upon corporate and foundation contributions, grants, and gifts from individual donors; subsequently, we do not have a steady stream of secure revenue, and declines in the economy have made obtaining funding very difficult. While Beulah Land does face some programmatic
challenges, we anticipate continuing our work in surrounding areas of Hamden, East Haven, and West Haven
Leadership & Staff

CEO/Executive Director
Bishop Theodore L Brooks Sr.

Term Start
Oct 1995

Email
office@beulahlanddevcorp.org

Staff
Number of Full Time Staff 1
Number of Part Time Staff 2
Number of Volunteers 12
Number of Contract Staff 0
Staff Retention Rate 75%

Staff Demographics - Ethnicity
African American/Black 4
Asian American/Pacific Islander 0
Caucasian 0
Hispanic/Latino 0
Native American/American Indian 0
Other 0

Staff Demographics - Gender
Male 2
Female 2
Unspecified 0

Plans & Policies
Organization has a Fundraising Plan? Under Development
Organization has a Strategic Plan? Under Development
Management Succession Plan? Under Development
Organization Policy and Procedures Under Development
Nondiscrimination Policy Yes
Whistleblower Policy No
Document Destruction Policy No
Senior Staff

Darrell Brooks
Title: Director of Projects

Theodore L. Brooks Sr.

Collaborations

Beulah Land Development Corporation has many Community Partners. TD Bank North and Citizen Bank provide Financial Literacy workshops. People's United Bank provide Homeownership workshops. We have recently Partnered with Emerge to provide site training for ex-offenders.

Comments

CEO Comments
Despite its small staff size, sound management, visionary leadership, and dedication from the staff and board of directors has enabled Beulah Land to continue its mission for the improvement and revitalization of New Haven communities in providing over 60 units of housing for community residents. The staff at BLDC has a combined experience of over 60 years of community service and development and housing revitalization.
Board & Governance

Board Chair
Steven Maasbach Sr

Company Affiliation
Volunteer

Term
Jan 2019 to Jan 2022

Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charles A Blango</td>
<td></td>
</tr>
<tr>
<td>Bishop Theodore L. Brooks Sr.</td>
<td>Beulah Heights First Pentecostal Church</td>
</tr>
<tr>
<td>Althea Brooks</td>
<td>Community Volunteer</td>
</tr>
<tr>
<td>Amy Marx</td>
<td>Community Volunteer</td>
</tr>
<tr>
<td>Kyle Pederson</td>
<td>Community Volunteer</td>
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<tr>
<td>Tyrone Poole</td>
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<tr>
<td>Felicia Ramos Mclean</td>
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<tr>
<td>Faith Rosa-Childers</td>
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</tr>
<tr>
<td>Jay Wesley</td>
<td>Community Volunteer</td>
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<tr>
<td>Thomas White Jr.</td>
<td>Community Volunteer</td>
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Board Demographics - Ethnicity

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Count</th>
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<tbody>
<tr>
<td>African American/Black</td>
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<tr>
<td>Asian American/Pacific Islander</td>
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<tr>
<td>Caucasian</td>
<td>4</td>
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<td>Hispanic/Latino</td>
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<td>Native American/American Indian</td>
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<td>Other</td>
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Board Demographics - Gender

<table>
<thead>
<tr>
<th>Gender</th>
<th>Count</th>
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<tr>
<td>Male</td>
<td>7</td>
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<tr>
<td>Female</td>
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<td>Unspecified</td>
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Governance

<table>
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<th>Category</th>
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<tr>
<td>Board Term Lengths</td>
<td>3</td>
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<tr>
<td>Board Meeting Attendance %</td>
<td>80%</td>
</tr>
<tr>
<td>Number of Full Board Meetings Annually</td>
<td>6</td>
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### Written Board Selection Criteria
Under Development

### Written Conflict of Interest Policy
Yes

### Percentage Making Monetary Contributions
100%

### Percentage Making In-Kind Contributions
83%

### Constituency Includes Client Representation
Yes

## Constituent Board Members

<table>
<thead>
<tr>
<th>Name</th>
<th>Affiliation</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tyrone Poole</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Faith Rosa-Childers</td>
<td></td>
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</table>
Financials

Fiscal Year Start
July 01 2018

Fiscal Year End
June 30 2019

Projected Revenue
$205,210.40

Projected Expenses
$181,109.00

Spending Policy
N/A

Detailed Financials

Prior Three Years Total Revenue and Expense Totals Chart

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
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<tbody>
<tr>
<td>Total Revenue</td>
<td>$320,627</td>
<td>$303,895</td>
<td>$279,076</td>
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<tr>
<td>Total Expenses</td>
<td>$449,200</td>
<td>$232,073</td>
<td>$324,794</td>
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Prior Three Years Assets and Liabilities Chart

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
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<tbody>
<tr>
<td>Total Assets</td>
<td>$453,348</td>
<td>$450,300</td>
<td>$434,829</td>
</tr>
<tr>
<td>Current Assets</td>
<td>$44,022</td>
<td>$50,679</td>
<td>$18,150</td>
</tr>
<tr>
<td>Long-Term Liabilities</td>
<td>$391,349</td>
<td>$285,397</td>
<td>$356,830</td>
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<tr>
<td>Current Liabilities</td>
<td>$29,941</td>
<td>$4,272</td>
<td>$7,339</td>
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<tr>
<td>Total Net Assets</td>
<td>$32,058</td>
<td>$160,631</td>
<td>$88,810</td>
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Prior Three Years Top Three Funding Sources

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top Funding Source &amp; Dollar Amount</td>
<td>City of New Haven-Fed Pass Thru $261,359</td>
<td>--</td>
<td>City of New Haven $137,710</td>
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<tr>
<td>Second Highest Funding Source &amp; Dollar Amount</td>
<td>Yale University $40,000</td>
<td>--</td>
<td>CT DECD $53,053</td>
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<tr>
<td>Third Highest Funding Source &amp; Dollar Amount</td>
<td>City of New Haven-Leads Fund $9,000</td>
<td>--</td>
<td>Community Foundation for Greater New Haven $50,000</td>
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</tbody>
</table>

Solvency

Short Term Solvency

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Ratio: Current Assets/Current Liabilities</td>
<td>1.47</td>
<td>11.86</td>
<td>2.47</td>
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</tbody>
</table>

Long Term Solvency

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-Term Liabilities/Total Assets</td>
<td>86%</td>
<td>63%</td>
<td>82%</td>
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</table>

Capital Campaign
Currently in a Capital Campaign?
No

Comments

CEO Comments
As expressed in my earlier statement, it is a difficult time for Beulah Land Development Corp, and arguably for non-profit organizations throughout New Haven and Connecticut. Of the three homes in the most recently completed project, Orchard Street Redevelopment Phase II (completed February 2015), two of the homes have been sold (one only recently in January 2016), and one has been turned into a rental property in collaboration with the Housing Authority of New Haven. As a result, these properties stayed in our inventory longer than our anticipated schedule, causing us to sustain an operating loss over the last fiscal year. While we are working diligently to increase our organization’s sustainability and make up the deficit, in light of statewide budget cuts and an overall weak economy, our organization continues to be vulnerable to economic turns. We continue to rely upon the generous gifts of individual donors, as well as foundation and corporate donations, and grants. Yet, Beulah Land continues to strive towards community development and the reversal of neighborhood blight through development opportunities. We are optimistic about the positive turn in the economy, and understand that our first priority is to the residents of New Haven, whom we serve.

Foundation Staff Comments
This profile, including the financial summaries prepared and submitted by the organization based on its own independent and/or internal audit processes and regulatory submissions, has been read by the Foundation. Financial information is inputted by Foundation staff directly from the organization’s IRS Form 990, audited financial statements or other financial documents approved by the nonprofit’s board. The Foundation has not audited the organization’s financial statements or tax filings, and makes no representations or warranties thereon. The Community Foundation is continuing to receive information submitted by the organization and may periodically update the organization’s profile to reflect the most current financial and other information available. The organization has completed the fields required by The Community Foundation and updated their profile in the last year. To see if the organization has received a competitive grant from The Community Foundation in the last five years, please go to the General Information Tab of the profile.