



Commonwealth of Massachusetts
Executive Office of Economic Development

COMMUNITY ONE STOP FOR GROWTH

Massachusetts Rivers Alliance Presentation





One Stop Overview: Brief History

Launched in January of 2021, the One Stop is a **single application portal** and **collaborative review process** designed to **streamline the experience** for the applicant and **better coordinate** economic development programs and staff on engagement and grant making.

The One Stop was created as part of the 2019 Economic Development Plan. Communities voiced **frustration with not knowing about, and the challenges in accessing, state funding resources** to help them advance their goals for economic growth.



The process reoriented the Commonwealth from a passive reviewer of funding requests to an active partner in economic development strategy, priorities, and investment.



One Stop Overview: The One Stop Process

Guidance Phase

Opportunity for applicants to receive guidance on project ideas through the Expression of Interest (EOI), Webinars, and Virtual Office Hours prior to submitting a Full Application.



Full Application

Designed to guide applicants to apply based on what their projects aims to do within the development lifecycle, on a scale that we call the Development Continuum.



Collaborative Review

Applications are not submitted to specific grant programs, but rather categories that are reviewed by multiple programs that best fit the funding needs of the project.



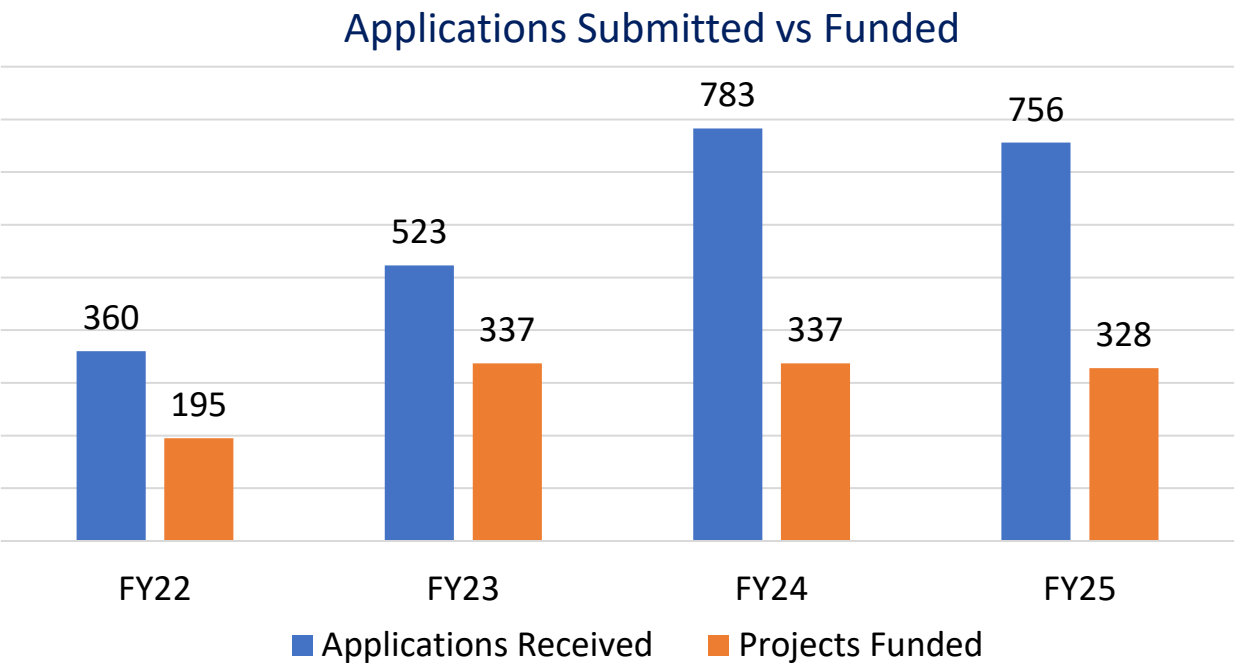
Award Decision

The multifaceted collaborative review process results in the recommendation of the most impactful projects across the state.



Past Results

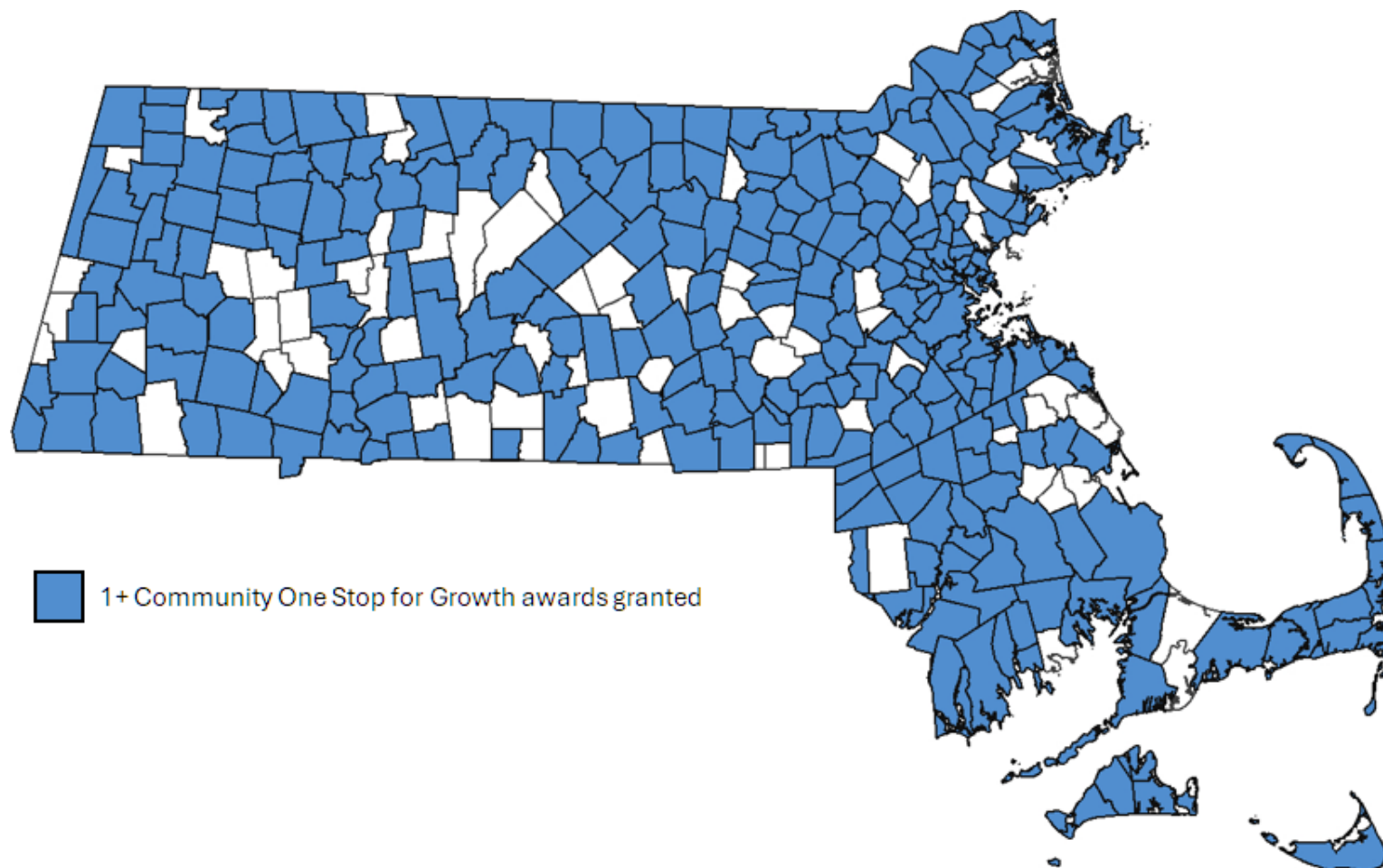
- The first four rounds of the One Stop have resulted in nearly **1,200 grant awards totaling over \$564 million in funding.**
 - Awards have been granted to over **500 organizations across 284 different communities.**
- Funding through the One Stop is extremely competitive:
 - **Over 750 applications** were submitted in both the FY24 and FY25 rounds.
 - In FY25, the amount the total funding requested was **over 300% greater** than the amount of funding available.





Past Results: Community Coverage

In the four rounds to date, **80% of all communities across the Commonwealth** have been represented by at least one award from the One Stop. This includes awards in all 26 Gateway Cities and 139 of the state's 181 rural towns.





One Stop Overview: One Stop Programs

Executive Office of Economic Development

- MassWorks Infrastructure Program
- Rural Development Fund
- Massachusetts Downtown Initiative
- Massachusetts Vacant Storefront Program



Commonwealth of Massachusetts
Executive Office of
Economic Development

Executive Office of Housing and Livable Communities

- HousingWorks Infrastructure Program
- Housing Choice Grant Program
- Community Planning Grants Program
- MBTA Communities Catalyst Fund



MassDevelopment Finance Agency

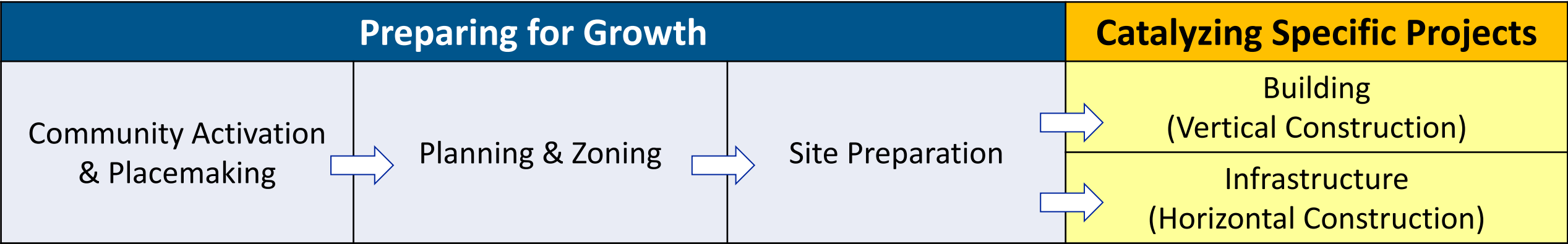
- Underutilized Properties Program
- Site Readiness Program
- Brownfields Redevelopment Fund
- Real Estate Services Technical Assistance
- TDI Equity Investment Program





Development Continuum

- To help guide applicants, the One Stop uses a Development Continuum that describes how a typical economic development project moves from concept to reality within diverse communities.
- All projects submitted through the One Stop will fit within one Development Continuum category.
- This continuum separates economic development activities into two broad categories:
 - Preparing for Growth - Grants to support activities and initial steps by community-based actors to attract and guide private investment in a community.
 - Catalyzing Specific Projects - Grants to support the private development of commercial, industrial and residential investment projects that further the community vision.





Development Continuum: Applicant Eligibility

Applicant Type	Preparing for Growth			Catalyzing Specific Projects	
	Community Activation & Placemaking	Planning & Zoning	Site Preparation	Building	Infrastructure
Public Organizations (Municipal and Other Public)	Eligible For All Programs in the One Stop				
Non-Profit	None	None	Site Readiness Program	Underutilized Properties Program, TDI Equity Investment Program	None
For-Profit	None	None	None	Underutilized Properties Program, TDI Equity Investment Program	None

Guidance Phase



Applicant Guidance is a Critical Component of the One Stop Process.

The One Stop Team offers several great opportunities for prospective applicants to learn how the One Stop can help advance their community's housing and economic development goals:

Expression of Interest (EOI)

- Applicants complete a very brief webform with high level project information.
- The One Stop Team provides a Feedback Report indicating if the project is a fit for any One Stop programs.
- If so, the report includes application instructions, tips on how to be competitive and links to important resources.

Virtual Office Hours

- **General One Stop Office Hours:** One Stop staff answers questions about the One Stop process (application, technology, etc.)
- **Program Office Hours:** Opportunity to ask specific program questions to program staff.

Webinars

- Webinar 1: One Stop Overview
- Webinar 2: Application Guidance
- Pre-Recorded Technology Webinars
- Program Webinars



Recap: The One Stop Full Application

- A **Full Application** consists of three forms that applicants must complete:

Form 1. Applicant Information:	Information about the organization submitting the application.
Form 2. Project Information:	Details related to the project being considered for funding.
Form 3. Certification:	Signature page certifying the authority to submit the application on behalf of the applying entity and attesting that all responses are true and accurate.

- Applicants seeking funding from the Housing Choice Grant Program will also be required to complete **Form 2.a. Housing Choice Additional Questions**.
- Applicants seeking funding for multiple projects must **submit a separate application for each project**.
 - There is **no limit on the number of applications** any one organization can submit.
- Be mindful that **similar applications will likely compete against each other**.



FY26 One Stop Timeline

Jan.

One Stop Launch: January

- The One Stop officially launches in coordination with the MA Connect 351 Conference
- Applicants may begin working on their Full Applications but cannot submit.

Guidance Phase: January – April

- Expression of Interest
- Webinars
- Office Hours

Full Application Submission Period: May – June

- Applicants may formally submit Full Applications for funding consideration

Review and Approval: June – September

Notification of Awards: September/October

Oct.



MassWorks Overview

What is the purpose of the program?

- Purpose: To advance projects that support job creation, housing development, and small-town road improvement
- Type of Work: Design, construction, rehabilitation, repair and other improvements to publicly-owned infrastructure.
- Infrastructure: Sewers, utility extensions, streets, roads, curb-cuts, parking, water treatment systems, telecommunications systems, transit improvements, public parks and spaces within urban renewal districts and pedestrian and bicycle ways.

Eligibility: Any Massachusetts City or Town, or any other local unit of government

The MassWorks Program is administered through the **Community One Stop for Growth** - a single application portal and collaborative review process designed to streamline the experience for the applicant and better coordinate economic development programs and staff on engagement and grant making.





MassWorks: Important Project Parameters

Project Budget	<ul style="list-style-type: none">• Typical Grant range Infrastructure: \$1,000,000 - \$5,000,000• Maximum Grant Size Small Town Road Improvement: \$1,000,000• Typical Grant range Pre-Development: \$100,000 - \$500,000
Project Timeline Requirements	<ul style="list-style-type: none">• Three full fiscal years:<ul style="list-style-type: none">• MassWorks grants will run for a maximum of 3 full fiscal years following the successful execution of a contract. Contract executed by June 2024 will expire in June 2027.
Eligible Use of Funds	<ul style="list-style-type: none">• Infrastructure Pre-Development: Design Documents Only• Infrastructure Construction: Roadway Streetscape Improvements, Bridge/Culvert Repair or Replacement, Water/Sewer Infrastructure, Public Utility Project (Gas, Electric, etc.)• Small Town Road Improvement: Roadways and Streetscape Only
Ineligible Use of Funds	<ul style="list-style-type: none">• Vertical Construction: Parking Garages, Building, Cell Towers, etc...• Private Development Costs: Project items not attributable to the private developer outside the public right of way• Admin and Overhead: No grant management fee can be charged to the grant from the grantee



MassWorks: How To Be Competitive

- **Key application information:**
 - Readiness to proceed immediately following an award: **Design and Permitting are advanced**
 - A high level of local support: **Local matching funds and municipal CEO letter**
 - Measurable outcomes in private investment: **Demonstrable growth local job growth and/or housing development**
- **Particularly important application questions:**
 - Budget and Local Match
 - Private Development Outputs
 - Design Status
 - Permitting Status
 - Measurable Outcomes of the Public Infrastructure
 - Private Development Impacts:
- **Required application attachments:**
 - Engineer's cost estimate for construction. For Pre-Dev, a quote from a qualified designer
 - An aerial view map showing the limits of work of the public project site in relation to the limits of work of the private project site. For STRAP and Pre-Dev, only the project location is needed.
 - A support letter from the municipal CEO
 - A copy of the project's output report from the Commonwealth's online RMA Climate Resilience Design Standards Tool
 - A letter from the private development proponent confirming the project details
 - Small Town Road Improvements images of the road, particularly focused on the areas that create public safety hazards



HousingWorks Infrastructure Program (HWIP) Overview

Program Staff	McKenzie Bell, Senior Community Grants Coordinator (McKenzie.Bell@mass.gov)
Purpose of the Program	<p>New program of the Healey-Driscoll Administration to support efforts to increase housing production in the Commonwealth</p> <p>Fund activities related to horizontal infrastructure projects associated with imminent housing development</p>
Who is Eligible?	<ul style="list-style-type: none">• Municipalities• Related municipal entities (Public Housing Authorities, Redevelopment Authorities, and Water/Sewer or Service Districts)

The HWIP is administered through the **Community One Stop for Growth**, a single application portal and collaborative review process designed to streamline the experience for the applicant and better coordinate economic development programs and staff on engagement and grant making.



HWIP Overview



Project Budget	<p>No set minimum or maximum amount</p> <ul style="list-style-type: none">• Past pre-construction awards have ranged from \$100K to \$500K• Past construction awards have ranged from \$1M to \$5M• Projects with secured funding from other sources will be more competitive (including bonus points for 10% local cash match)
Project Timeline Requirements	<p>4 fiscal-year grant cycle</p> <ul style="list-style-type: none">• For awards made in fall 2025, projects must be completed by June 30, 2029
Eligible Use of Funds	<p>Activities related to infrastructure projects associated with imminent housing development, including but not limited to design, construction, repair, and other improvements to:</p> <ul style="list-style-type: none">• Sewer lines, septic systems, and other sanitary waste disposal systems, water lines, wells and water treatments systems,• Utility extensions,• Streets, roads, curb cuts, and other transit improvements,• Other related horizontal infrastructure work adjacent to planned or imminent housing improvements.
Ineligible Activities	<ul style="list-style-type: none">• Vertical construction, including municipally owned buildings and public parking garages• Staff time or training



Competitive Applications

HWIP guidelines include scoring rubric: How can you maximize all possible points?

- Note: In addition to score, award recommendations also consider:
 - Regional diversity
 - Environmental resiliency
 - Previous support for project from EOHLC
 - If applicant would be a first-time recipient
 - Alignment with EOHLC priorities

Competitive applications:

- Explain how this project addresses need(s) specific to YOUR community
- Demonstrate how project will leverage and/or support housing growth
- Outline a detailed scope of work that can be achieved within grant timeline
- Include documented evidence of progress to date and experienced leadership with a track record to execute project
- Have feasible and defensible costs/grant requests



Housing Choice Grant Program (HCGP) Overview

Program Staff	McKenzie Bell, Senior Community Grants Coordinator (McKenzie.Bell@mass.gov)
Purpose of the Program	Exclusively available to currently designated Housing Choice Communities, the program funds a range of community planning, zoning, planning for housing, site preparation, building, and infrastructure projects to help communities further their housing goals.
Who is Eligible?	<ul style="list-style-type: none">• Municipalities currently designated as a Housing Choice Community
Other Benefits	Currently designated HCCs also receive access to considerations, priority, or benefits from 9 other participating programs across various state agencies, including reduction in interest rate from the Clean Water Trust.