Thank you for joining!

Welcome to Webinar 1: One Stop Overview Webinar

- This webinar will be recorded and available online here.

- Please submit your submit questions via the Q&A option.

- Questions will be aggregated and answered in a FAQ document.

- Following the webinar, we will share links to the recording and FAQ via email.

For more information, visit mass.gov/onestop

Commonwealth of Massachusetts
Executive Office of Housing and
Economic Development

COMMUNITY ONE STOP FOR GROWTH
Overview Webinar

February 1, 2022

Webinar 1

Roadmap

- Overview of the One Stop

- Last Round Outcomes (FY22)

- What's New in FY23

- One Stop Programs

- Development Continuum

- The One Stop Process

- Additional Resources

One Stop Overview: Brief History

The Baker-Polito Administration heard clearly from communities about their **frustrations with not knowing about, and the challenges in accessing, state funding resources** to help them advance their goals for economic growth.

The feedback led to an internal review, resulting in the creation of 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.

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

One Stop Overview: What is the One Stop?

- The One Stop combines **community and economic development grant programs** offered by EOHED, DHCD and MassDevelopment into a single application.

- Applicants are given the opportunity to pitch projects to reviewers for feedback prior to submitting a Full Application during the **Expression of Interest** phase.

- The **Full Application** is designed to guide applicants to apply based on where their project falls within the development lifecycle, on a scale that we call the Development Continuum. Applications are not submitted to specific grant programs, but rather categories that are supported by multiple programs.

- Applications are reviewed by the programs that **best fit the funding needs** of the project. This allows applications to be reviewed by programs that the applicant may not have otherwise known of or thought to apply to.

Expression of Interest

Full Application

Collaborative Review

Award Decision

One Stop Overview: Key Benefits

- **Guidance and Partnerships,** allowing applicants to receive key feedback through optional "Expression of Interest" process before completing a full application, and allowing the State to holistically and directly engage with local leadership.

- **Ability to be considered for more than one grant program simultaneously**, saving time on research and applications to different agencies and programs.

- **Greater accessibility to grant programs for small communities** with limited staff resources, that would otherwise not have the capacity to prepare applications to multiple grant programs during the year.

- **Direct referrals to additional programs** to support applicants' priorities that did not fit within One Stop.

- **A full view by program staff of community priorities**, allowing the state to understand community vision beyond four corners of a single, discrete application.

- **Collaborative review,** allowing for State funding coordination and enhanced State awareness and support for community development goals.

Last Round Outcomes (FY22): Community Coverage

The One Stop received 360 applications, representing projects in 177 communities across the Commonwealth. Awards were granted for 196 projects, representing 122 Massachusetts communities.

One or more projects funded

No projects funded

Did not participate in One Stop
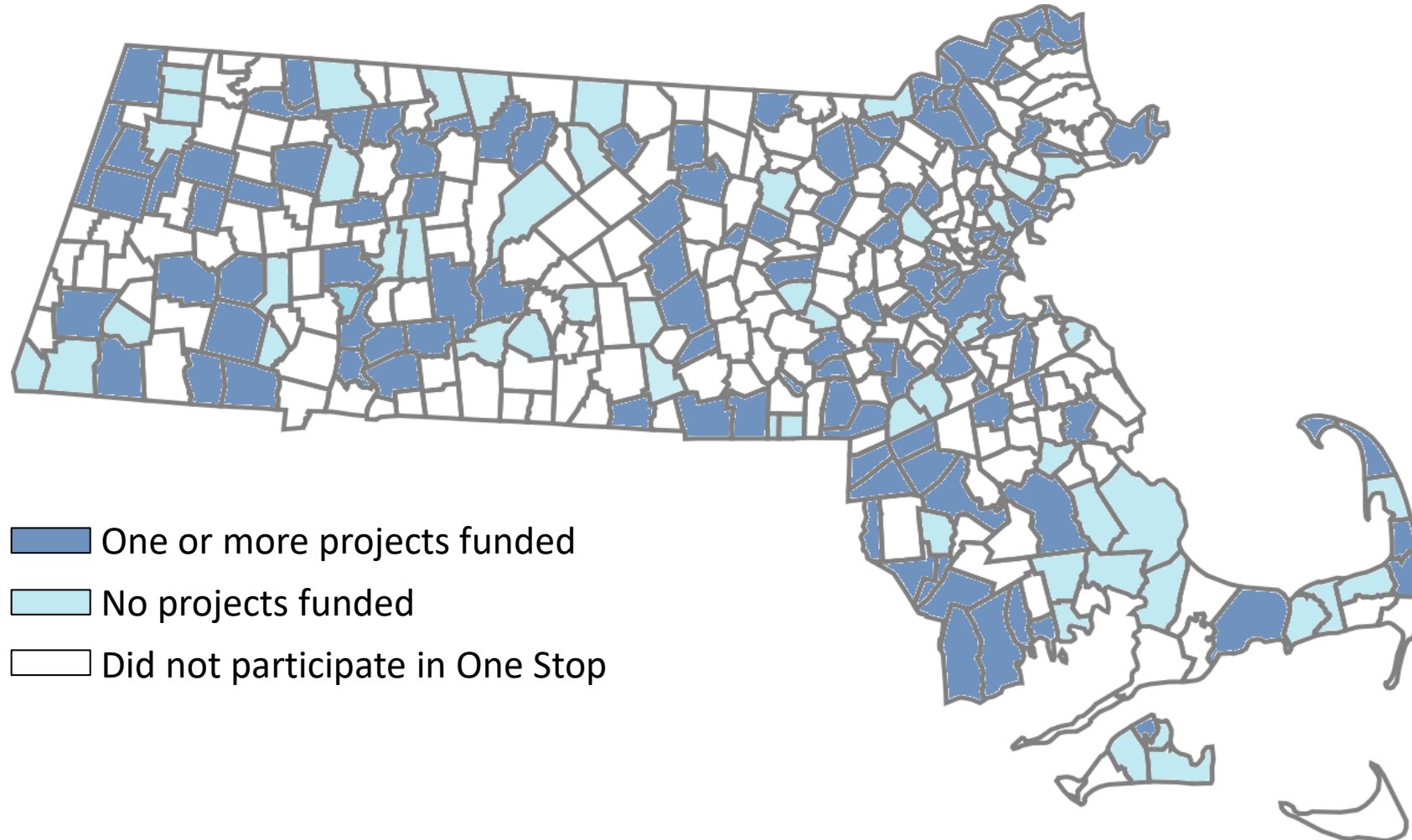
What's New in FY23?

Based on the feedback that was received from applicants, several areas of improvement were identified to increase access to funding and further streamline the application process:

- **Additional Grant Opportunities**: The FY23 Round of the One Stop will include three additional grant programs offered by MassDevelopment: Collaborative Workspace Program, Real Estate Services Technical Assistance, and Commonwealth Places. There will also be an expanded list of referral programs.

- **Removal of Predevelopment & Permitting as a stand-alone category:** Predevelopment & Permitting has been eliminated as a stand-alone category. Applicants may now request funding for predevelopment and permitting activities directly within the Site Preparation, Buildings, and Infrastructure sections of the application.

- **Rural and Small Town Development Fund and Housing Choice Community Grants:** There is will longer be separate application sections for Rural & Small Town and Housing Choice special projects. Questions specific to these programs will be built into existing Continuum sections. Please review the NOFA and individual program guidelines for details.

- **Improvements to the Expression of Interest**: The Expression of Interest form has been streamlined to eliminate questions that were deemed unnecessary for providing effective feedback. The timing of the EOI has also been adjusted to begin a month earlier.

- **Improvements to the Full Application**: The Full Application was also updated to improve the applicant experience as well as by consolidating the Core questions of the application and removing of redundant questions throughout the application.

One Stop Programs

Executive Office of Housing and Economic Development
- ✓ Mass Works Infrastructure Program
- ✓ Urban Agenda Grant Program

Department of Housing and Community Development
- ✓ Community Planning Grant Program
- ✓ Rural and Small Town Development Fund
- ✓ Housing Choice Community Grant Program
- ✓ Massachusetts Downtown Initiative

MassDevelopment
- ✓ Brownfields
- ✓ Site-Readiness Program
- ✓ Underutilized Properties Program
- ✓ Collaborative Workspaces (New)
- ✓ Commonwealth Places (New)
- ✓ Real Estate Services (New)

MBTA Community Requirements

- Enacted as part of the economic development bill in January 2021, new Section 3A of M.G.L. c. 40A (the Zoning Act) requires that an MBTA community shall have at least one zoning district of reasonable size in which multi-family housing is permitted as of right and meets other criteria set forth in the statute.

- In total, 175 communities are subject to the new requirements of Section 3A of the Zoning Act.

- An MBTA community that does not comply with Section 3A is not eligible for funding from the **Housing Choice Community Grant Program** and the **MassWorks Infrastructure Program** in this round of the One Stop.

- To remain in compliance while DHCD is collecting public comment on the Draft Guidelines, an MBTA community must:

  - Submit the MBTA Community Information Form by 5:00 p.m. on May 2, 2022.

  - Hold a briefing of your City Council, Town Council or Select Board on the Draft Compliance Guidance no later than May 2, 2022 and attest to that on the MBTA Community Information Form.

- For more information, please visit: www.mass.gov/mbtacommunities

Development Continuum: Funding Activities

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 private, commercial, industrial, and residential investment projects that further the community vision

Community Capacity Building

- Technical Assistance for Improving a Downtown or Commercial Center
- Business Improvement District (BID) Implementation (NEW)
- Early-Stage Strategy Development
- Strategy Implementation by an Existing Cross-Sector Consortium or Coalition
- Placemaking efforts (NEW)

Planning & Zoning

- Master Plan
- Urban Renewal Plan
- Land Use Plan
- Downtown Plan
- Parking Management Plan
- Housing Production Plans
- Market Feasibility Studies
- Zoning Review & Updates
- Zoning to comply with the MBTA Communities section of c40A section 3A (NEW)
- District Improvement Financing (DIF) Plan (NEW)
- Municipal Surplus Property Disposition Plan (NEW)
- Other Strategic Plans

Site Preparation

Site Predevelopment
- Site Due Diligence
- Site Master Planning
- Market Study
- Civil Engineering
- Pre-Permitting/Permitting
- Brownfields Site Assessment

Implementation
- Demolition
- Site Acquisition, related tasks
- Construction of site related upgrades
- Brownfields Remediation

Buildings (Vertical)

Building Predevelopment
- Building Condition Study
- Development Feasibility Studies
- Code Compliance Studies
- Architectural or Engineering Plans
- Collaborative Workspace Feasibility Studies (NEW)

Implementation
- Building Code Compliance
- Fire/Life Safety Code Compliance
- Accessibility Improvements
- Building Shell Repair
- Building Stabilization
- HVAC Improvements or Renovations
- Interior Demolition or Remediation
- Collaborative Workspace Fit-Out or Equipment (NEW)

Infrastructure (Horizontal)

Infrastructure Predevelopment
- Design / Engineering Documents

Implementation
- Roadway / Streetscape Improvements
- Bridge / Culvert Repair or Replacement
- Water / Sewer Infrastructure
- Public Utility Project (Gas, Electric, etc.)

Development Continuum: Applicant Eligibility
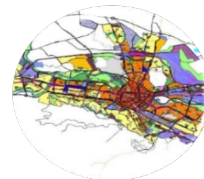
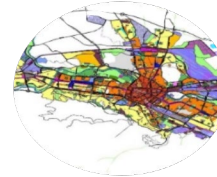|	Community Capacity Building	Planning & Zoning	Site Preparation	Buildings (vertical)	Infrastructure (horizontal)
Public Entity					
Municipal					
Public Housing Authority					
Redevelopment Authority or Similar Quasi-Governmental Agency	✓	✓	✓	✓	✓
Water or Sewer District					
Other Public					
Non-Public Entity					
Community Development Corporation	✓		✓	✓	
Non-Profit	✓		✓	✓	
For-Profit			✓		

Development Continuum: Program Overlay

Program	Community Capacity Building	Planning & Zoning	Site Preparation	Buildings (Vertical)	Infrastructure (Horizontal)
Commonwealth Places	✓				
Urban Agenda	✓				
Mass Downtown Initiative	✓	✓			
Real Estate Services	✓	✓			
Community Planning		✓			
Brownfields			✓		
Site Readiness Program			✓		
Collaborative Workspace Program				✓	
Underutilized Properties Program				✓	
MassWorks Infrastructure Program					✓
Housing Choice Community Grant Program		✓			✓
Rural & Small Town Development Fund		✓	✓	✓	✓

Development Continuum: Community Capacity Building

Projects may focus on a target geographic area (i.e., district or neighborhood) or a target population. Preference for projects that demonstrate a clear vision and a leadership group that is effective and stable. For projects with a target population, preference is for those with involvement of, or impact on, Black and Latino populations. Projects may fund consultants or, in certain cases, staff time.

Projects in the Community Capacity Building section of the Development Continuum include:

- Technical Assistance for Improving a Downtown or Commercial Center
- Early Stage Strategy Development
- Strategy Implementation by an Existing Cross-Sector Consortiums or Coalition
- Business Improvement District (BID) Implementation
- Placemaking Efforts

Programs: Urban Agenda, Massachusetts Downtown Initiative (MDI), Real Estate Services, Commonwealth Places

Example Projects:
- Request by a business association representing a consortium of building owners to explore the feasibility of developing a Business Improvement District.
- A request from a community coalition to fund a comprehensive guide of the municipal permitting and inspections processes in both English and Spanish.

Development Continuum: Planning and Zoning

Applications for projects in the Planning and Zoning bucket represent an early-stage project that requires a guiding plan, study, or assessment of project needs, prior to any construction or site preparation. These are planning grants and projects must produce a planning document with the funds.

Projects in the Planning and Zoning section of the Development Continuum include:

- Master Plan
- Urban Renewal Plan
- District Improvement Financing (DIF) Plan

- Downtown Plan
- Parking Management Plan
- Municipal Surplus Property Disposition Plan

- Market Feasibility Studies
- Zoning Review & Updates
- Zoning to comply with the MBTA Communities section of c40A section 3A

- Land Use Plan
- Housing Production Plans
- Other Strategic Plans

Programs: Community Planning Grants, Mass Downtown Initiative, Housing Choice Communities Grants, Rural and Small Town Development Fund

Example Projects:
- Create a housing production plan to better understand housing needs of the community and identify strategies to reduce gaps in existing housing relative to identified needs.
- Study the area with a ½ mile of a commuter rail station and create strategies to intensify development in that area.
- Review current zoning to identify and remove language that excludes certain housing types.
- Develop 40R Smart Growth or Starter Home zoning districts.

14

Development Continuum: Site Preparation

This category includes funding for an applicant working to progress a key site toward development; a final developer or end use is not necessarily identified at this phase. Projects must have an identified site.

Projects in the Site Preparation section of the Development Continuum include:

Site Predevelopment	Implementation
Site Due Diligence	Demolition
Site Master Planning	Site Acquisition, related tasks
Market Study	Construction of site related upgrades
Civil Engineering	Brownfields Remediation
Pre-Permitting/Permitting	
Brownfields Site Assessment	

Programs: Brownfields, Site Readiness, Rural and Small Town Development Fund

Example Projects:
- The acquisition of land in an industrial zone to allow for business expansion.
- The remediation of a brownfield site to prepare it for the development of a new industrial complex for businesses.

Development Continuum: Buildings (Vertical)

Funding is available for predevelopment activities and capital improvements that are essential to the occupancy of a blighted and/or underutilized property, as well as those that support the creation of new coworking space. Funding in this category is limited to projects with a strong public purpose and benefit. These are predevelopment and implementation grants for construction ready projects. Projects in this category must have the building secured with building and/or site control, an identified end use, and a clear public purpose.

Projects in the Buildings (Vertical) section of the Development Continuum include:

Building Predevelopment	Implementation	
• Building Condition Study	• Building Code Compliance	• Building Stabilization
• Development Feasibility Studies	• Fire/Life Safety Code Compliance	• HVAC Improvements or Renovations
• Code Compliance Studies	• Accessibility Improvements	• Interior Demolition or Remediation
• Architectural or Engineering Plans	• Building Shell Repair	• Collaborative Workspace Fit-Out or Equipment
• Collaborative Workspace Feasibility Studies		

Programs: Underutilized Properties Program, Collaborative Workspace Program, Rural and Small Town Development Fund

Example Projects:
- A request to fit-out an incubator within a property that was previously vacant.
- A request to install an elevator in a city-owned property to open up second floor space for space for a new housing development.
- Fitting out a collaborative workspace that provides access to shared workshops and equipment.

Development Continuum: Infrastructure (Horizontal)

Funding to support improvements to public land and infrastructure that leverages and supports private investment in the community. These are predevelopment and implementation grants for projects that improve public infrastructure such as roadways, streets, bridges, culverts, water/sewer, other public utilities, etc. Investments will be targeted to projects that require the infrastructure improvements or expansion to support and/or facilitate new growth or address road safety issues.

Projects in the Infrastructure (Horizontal) section of the Development Continuum may include:

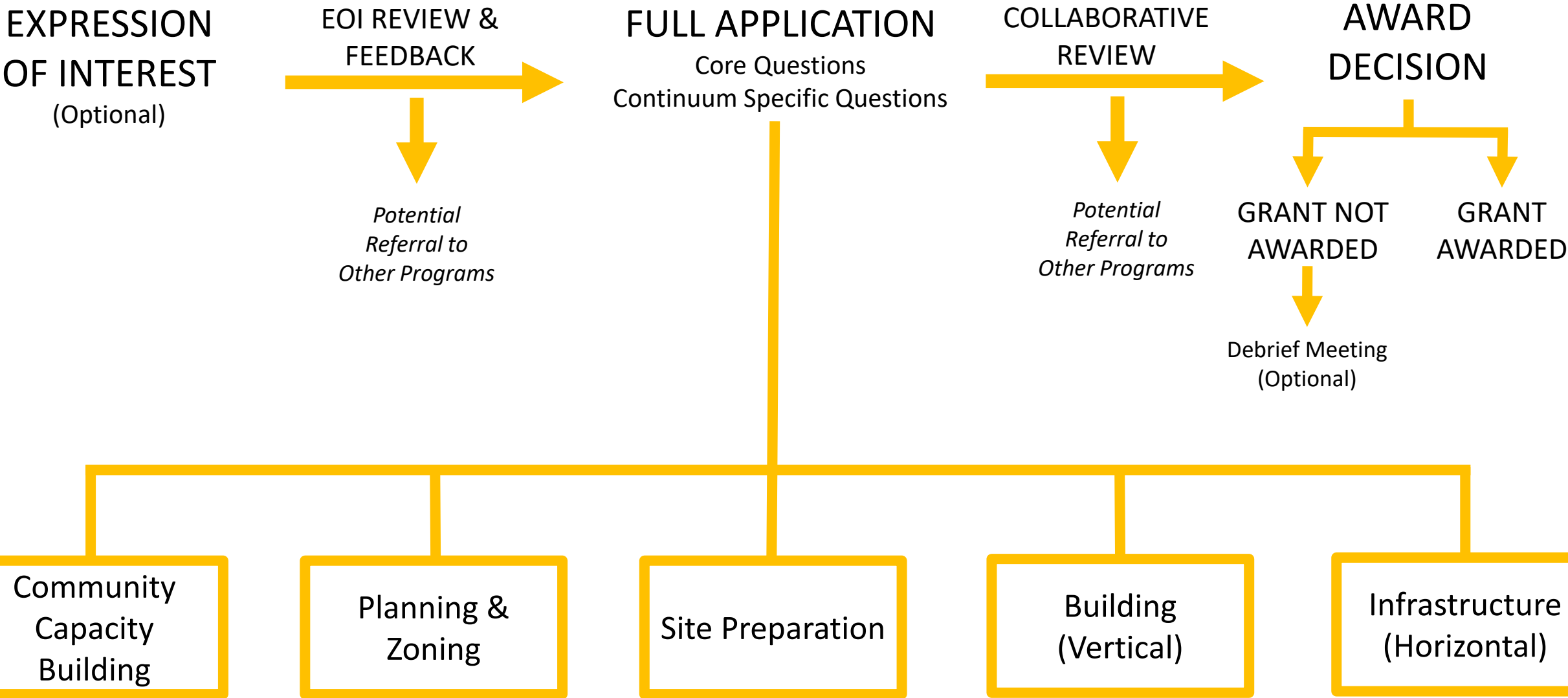| Infrastructure Predevelopment	Implementation
• Design / Engineering Documents	• Roadway / Streetscape Improvements
	• Bridge / Culvert Repair or Replacement
	• Water / Sewer Infrastructure
	• Public Utility Project (Gas, Electric, etc.)

Programs: MassWorks, Housing Choice Communities Grants, Rural and Small Town Development Fund

Example Projects:
- A request for water and sewer upgrades to a previously used site that will now be made into market rate housing.
- A request to update a culvert under a road way leading to new private development for mixed use that creates new industrial space and rental housing.

One Stop for Growth Process: Overview

EXPRESSION OF INTEREST (Optional)

EOI REVIEW & FEEDBACK

Potential Referral to Other Programs

FULL APPLICATION
Core Questions
Continuum Specific Questions

COLLABORATIVE REVIEW

Potential Referral to Other Programs

AWARD DECISION

GRANT NOT AWARDED

GRANT AWARDED

Debrief Meeting (Optional)

Community Capacity Building

Planning & Zoning

Site Preparation

Building (Vertical)

Infrastructure (Horizontal)

18

One Stop Timeline

Dec

Expression of Interest: December 2021 – March 2022

- EOI Opens Online   12/15/2021
- EOI Submission Period Ends   03/18/2022

Full Application: January 2022 – June 2022

- Full Application Opens Online   01/21/2022
- Full Application Submission Period Begins   05/02/2022
- Full Application Submission Period Ends   06/03/2022

Review and Evaluation: Summer 2022

NOV

Notification of Awards: Fall 2022

One Stop for Growth Process: Expression of Interest

- The Expression of Interest is a simple form that allows applicants the opportunity to receive **feedback and guidance** on their priority project ideas **before submitting a Full Application**.

- Each organization may submit one (1) Expression of Interest form each round. An EOI form may include up to two (2) project proposals, however forms submitted by February 4, 2022 may include a total of five (5) projects.

- In addition to being reviewed by the integrated programs, projects **may also be referred to other state grant programs** aligned with Community One Stop for Growth if a project or priority may be able to access those funds.

In the FY22 Round:

267 Expression of Interest forms were submitted.

675 projects were proposed across 178 communities.

82% of all One Stop awards were made to organizations that had submitted an EOI.

190 projects were referred to programs outside of the One Stop.

Community Compact Cabinet

Best Practices Program

Efficiency and Regionalization Grant Program

Department of Agricultural Resources

Massachusetts Food Trust Program

Department of Conservation and Recreation

Drinking Water Supply Protection Grant Program

Department of Energy Resources

Green Communities

Department of Environmental Protection

State Revolving Fund

Department of Housing and Community Development

Community Development Block Grants

Division of Ecological Restoration

Culvert Replacement Municipal Assistance Grant Program

Executive Office for Administration and Finance

iCubed

Executive Office of Energy and Environmental Affairs

Planning Assistance Grants

Parkland Acquisitions and Renovations for Communities Grant Program

Culvert Replacement Municipal Assistance Grant Program

Municipal Vulnerability Preparedness Program

Land and Recreation Grants and Loans

Executive Office of Housing and Economic Development

Seaport Economic Council Grants

Dredging Grant

Mass Broadband Institute

Mass Broadband Initiative

Mass Cultural Council

Cultural Facilities Fund

Massachusetts Growth Capital Corporation

Small Business Technical Assistance Grant Program

Massachusetts Life Sciences Center

STEM Equipment and Professional Development Grant Program

MassDevelopment

Collaborative Workspaces (Added to One Stop in FY23)

Real Estate Services Program (Added to One Stop in FY23)

Commonwealth Places (Added to One Stop in FY23)

MassHire

MassHire Workforce Board

MassHousing

Technical Assistance

Neighborhood Hub

MA Office of Travel and Tourism

Destination Development Capital Grant Program

One Stop for Growth Process: Full Application

Project Core Information (*Sections 1 – 2*)
- Applicant Information
- Project Overview
- Project Outcomes
- Site Information (if applicable)

Development Continuum Category Questions (*Sections 3 – 7*)
- Project Scope
- Project Budget
- Other Specific Funding-Type Questions

Housing Choice General Questions (*Section 8*)

Certification of Application Submission Authorization (*Section 9*)

Supporting Attachments (*Section 10*)

REMINDER

Applicants are able to submit multiple projects for consideration, but must submit **one application per project**.

For each project, applicants will fill out a single Core Information Section. Based on responses to the types of funding sought for the project, applicants will be offered additional question sections as applicable. The combination of Core and Additional Questions constitutes a single application, provided the entire application references a single project with a single project location.

The number of project applications submitted is not limited, but it is recommended that communities prioritize their requests.

Full Application Detail: Core Questions

Section 1 - Applicant Information/Background

- Identifying information of the applicant.

- This information will be pre-populated if the applicant submits an Expression of Interest

Section 2 - Project Information

- In this section, applicants will provide general project information, such as the project name, description, leadership and the ability to execute the project, timeline and anticipated outcomes

- Applicant will indicate the category of funding for which they would like the project to be considered in question 2.1, which will drive additional questions.

- Those applying to the Site Preparation, Buildings and Infrastructure categories must complete the Site Information questions, which include identification of the specific site, ownership, and zoning.

Full Application Detail: Continuum Category Questions

Section 3 – Community Capacity Building Additional Questions:

- This section is where applicants will provide detail about the project for which capacity building funding is requested. Includes detailed scope of work, description of the community coalition and target population, and budget.

Section 4 – Planning and Zoning Additional Questions:

- This section is where applicants will provide detail about the proposed planning project, outcomes, leadership and implementation.

Section 5 – Site Preparation Additional Questions:

- This section is where applicants will provide detail about the specific project site for which funding is requested. Includes detailed scope of work, site details, historic environmental reports, and budget. Additional questions are required for Brownfields related applications.

Full Application Detail: Continuum Category Questions

Section 6 – Building Additional Questions

- This section is where applicants will provide detail about the specific project for which funding is requested. Includes detailed scope(s) of work, public purpose, details about the property, planned use, and budget.

Section 7 - Infrastructure (Horizontal Construction)

- This section is where applicants will provide detail about the specific public infrastructure project for which funding is requested. Includes detailed scope of work, budget, design and permitting status and information about the private development being leveraged (if applicable).

Full Application Detail: Additional Sections

Section 8 – Housing Choice General Questions:

- This section includes questions specific to the Housing Choice Community Grant Program. Eligible applicants must complete this section to be considered for funding by the Housing Choice Community Grant Program.

Section 9 – Certification of Application Submission Authority:

- Signature page certifying the authority to submit the application on behalf of the applying entity, and attesting that all responses are true and accurate. This must be completed by the CEO or Authorized Official of the municipality or organization.

Section 10 – Other/Optional Attachments:

- This section allows submit other attachments to support the application, including other site images, partner letters or support letters. Please note that these items will generally not be scored or assessed as part of the formal evaluation of the proposal.

One Stop for Growth Process: Collaborative Review

All applications submitted through the One Stop will be reviewed by program staff to determine which of the One Stop programs is best suited to achieve the applicant's objective. This review will include an initial screening based on statutory and regulatory eligibility requirements, and program guidance. All applications will then be evaluated based on the following core review criteria:

- **Achievable Project Scope:** Is the project feasible and achievable?

- **Ability to Execute & Leadership:** Does the project have appropriate leadership with the requisite experience and ability to execute the project?

- **Achievable Timeline:** Is the timeline of the project reasonable and achievable?

- **Reasonable Budget, Showing Commitment**: Is the project budget reasonable? Preference will be given to projects that leverage funding outside of the requested grant funds, but outside funding is not a prerequisite.

- **Outcomes and Impact:** What are the projected outcomes of this project and the impact this project may have on the community? Outcomes related to equitable opportunity and environmental impact will also be taken into consideration.

- **Progress to Date, Showing Commitment:** Does the applicant show commitment to the project through past activity and investment?

One Stop for Growth Process: Grant Awards

- Upon completion of the Collaborative Review, final award decisions will be made.

- Applicants will receive one decision letter per project.

- Decision letters are expected to be sent in the Fall of 2022, followed by award announcement events.

- Programs will begin contracting with grantees after award announcements.

Frequently Asked Questions

- If I don't submit and Expression of Interest (EOI) can I still submit a full application?

- If I submit and Expression of Interest (EOI) is that enough to be considered for funding?

- I have a predevelopment project, where do I submit this year?

Questions/Additional Resources

- Future Webinars:

  o   Webinar 2: One Stop Applicant Guidance will be held on Thursday, February 3, 2022

  o   Webinar 3: Technology Webinar – Recording to be posted on Tuesday, February 8

- For more information on the One Stop, please visit www.mass.gov/onestop.

- For more information on MBTA Community requirements and compliance, please visit www.mass.gov/mbtacommunities.

Thank you for your participation.