



Commonwealth of Massachusetts
Executive Office of Economic Development

COMMUNITY ONE STOP FOR GROWTH

Overview Webinar

February 3, 2025

Webinar 1





Webinar Roadmap

- Overview of the One Stop
- What's New in FY26
- The Development Continuum
- The Guidance Phase
 - Expression of Interest
 - Virtual Office Hours
- The Full Application
- Frequently Asked Questions



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: Key Benefits

Guidance and Partnerships: The One Stop allowing applicants to receive key feedback through optional Expression of Interest process and Virtual Office Hour sessions before completing a full application.

Multiple Funding Opportunities: Projects can be considered for funding by multiple programs simultaneously, saving time on research and applications to different agencies and programs.

Easy Access: Greater accessibility to grant programs, particularly for small communities with limited staff resources that may otherwise not have the capacity to prepare applications to multiple grant programs.

Program Referrals: Direct referrals to additional programs to support applicants' priorities that did not fit within One Stop.

360° View: This process provides 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: The Collaborative Review improves State funding coordination and enhanced State awareness and support for community development goals.



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.



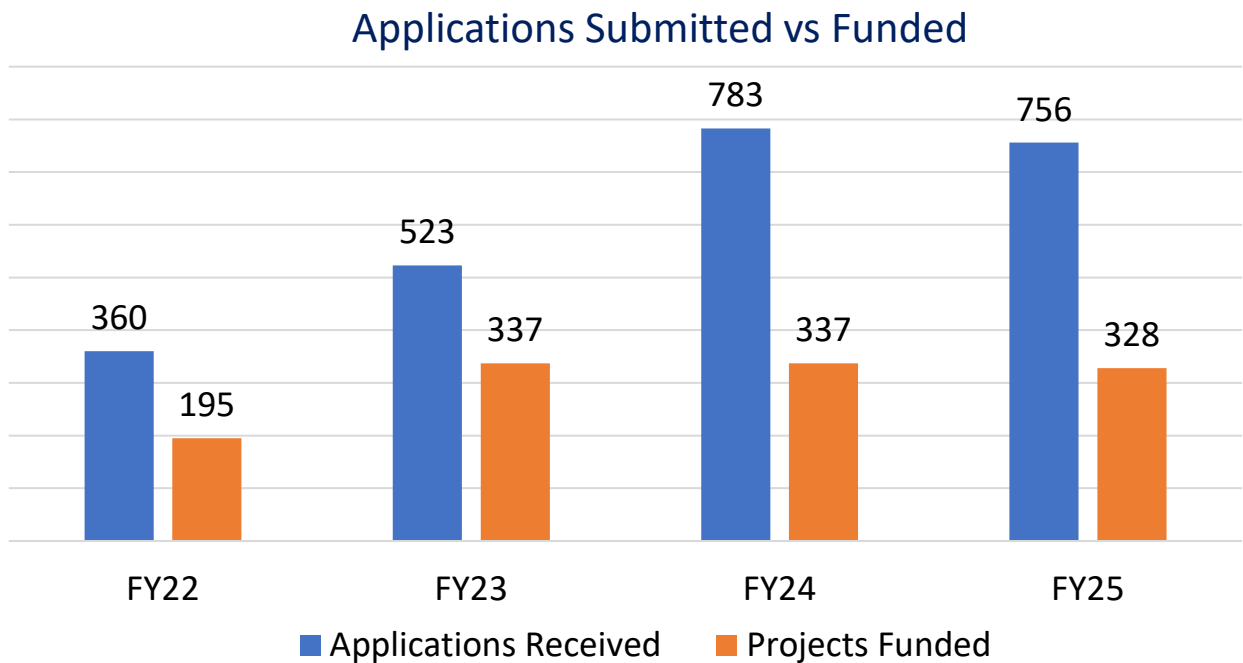
Award Decision

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



Past Results

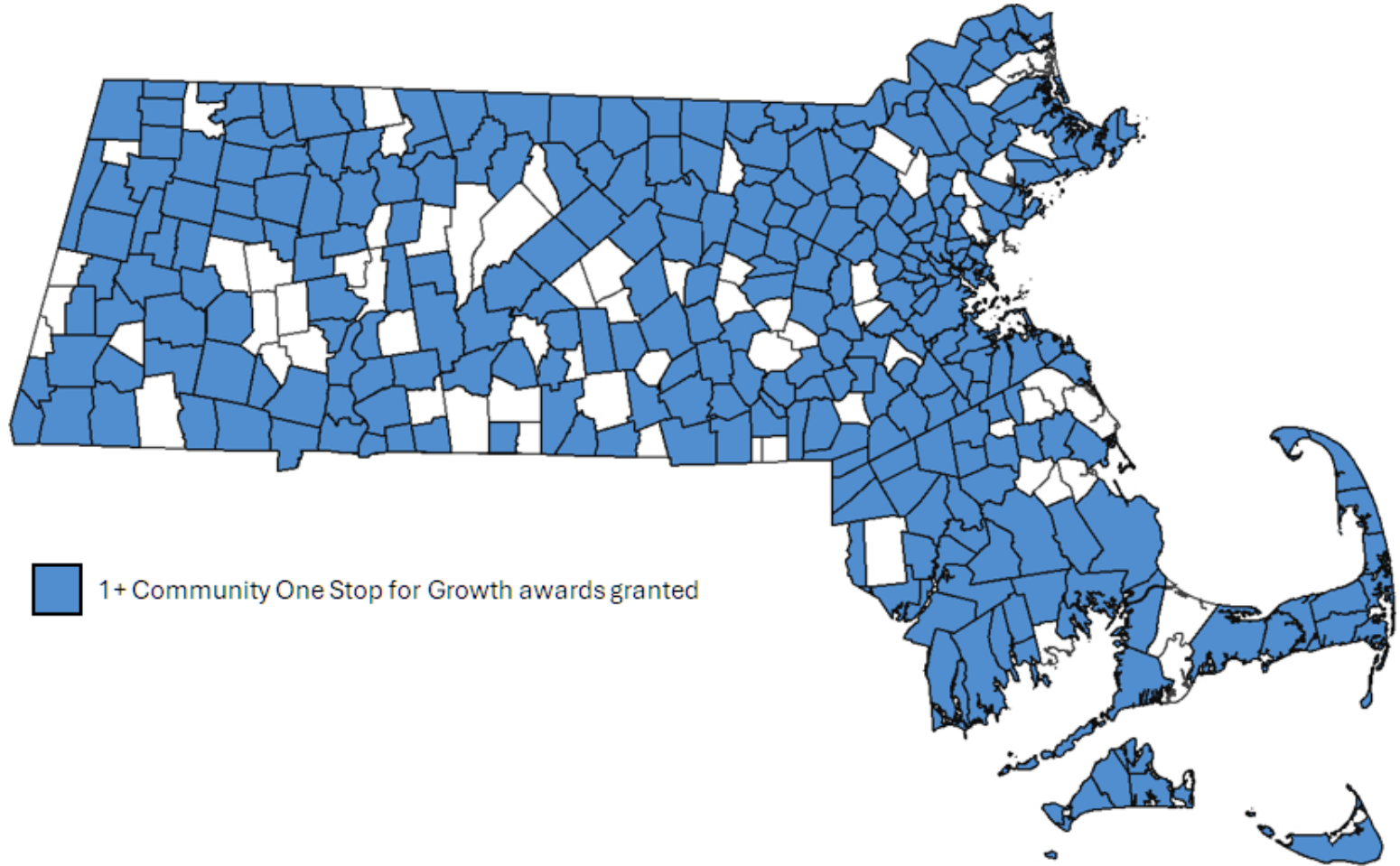
- The first four rounds of the One Stop have resulted in nearly **1,200 grant awards totaling over \$564 million in funding.**
 - Awards have been granted to over **500 organizations across 284 different communities.**
- Funding through the One Stop is extremely competitive:
 - **Over 750 applications** 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 *New***

Executive Office of Housing and Livable Communities

- HousingWorks Infrastructure Program
- Housing Choice Grant Program
- Community Planning Grants Program

MassDevelopment Finance Agency

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



Commonwealth of Massachusetts
Executive Office of
Economic Development





New in FY26: MA Vacant Storefront Program

The Massachusetts Vacant Storefront Program is a tool to help communities revitalize their downtown and commercial areas by encouraging the occupancy of long-term vacant storefronts.

- Municipalities may now apply for up to **\$50,000 worth of dedicated refundable tax credits** to incentivize businesses to occupy storefronts within the community's downtown and/or commercial areas.
- Storefronts are eligible for tax credits if they have been vacant for at least 6 months.
- Grantees can choose to focus all tax credits on a single storefront or spread them out among multiple storefronts.
- Approval through the One Stop allows a municipality to maintain access to the credits through 2026.





New in FY26: TDI Equity Investment Program

The TDI Equity Investment Program supports the transformation of commercial properties with the potential to spur additional transformative development in and around TDI Districts.

- MassDevelopment's TDI Equity Investment Program funds capital improvements that activate ground-floor and commercial spaces that are critical to the economic and social vitality of TDI Districts.
- This program is open to **all organization types**, but the property **must be in an active TDI District**.
- The program lives within the Building Development Continuum category, under the **Revitalize Commercial Space in a TDI District** Project Type.
- In many cases, TDI Equity Investment may be eligible for funding by the Underutilized Properties Program as well.





Changes to the One Stop in FY26

Collaborative Workspace Program Paused for FY26

- Applicants are encouraged to review the Underutilized Properties Program (UPP) guidelines and submit an Expression of Interest to see if UPP can support the project.

Urban Agenda Grant Program No Longer Administered Through the One Stop

- EOED is working to publish a new RFP to support projects seeking this community-based program funding later this Spring.

Full Application: Faster Load Times in IGX

- The One Stop Team made improvements to the Full Application in IGX to significantly reduce the time it takes to both save and load the application.

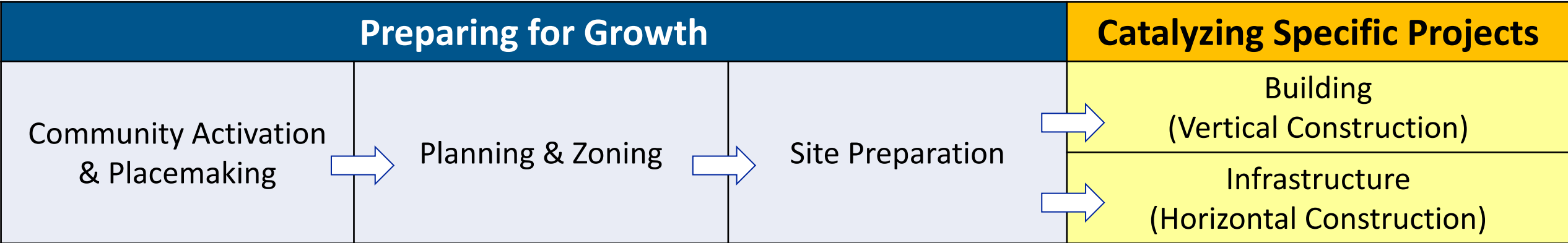
Guidance Phase: Timing and Structure of Program-Focused Virtual Office Hours

- The EOI Feedback Report now includes links to the registration for the Virtual Office Hour session(s) that align with the proposed project. The Office Hour sessions will now take place following the conclusion of the EOI Period.



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



Development Continuum: Program Overlay

Program	Community Activation & Placemaking	Planning & Zoning	Site Preparation	Building	Infrastructure
Mass Downtown Initiative	✓				
Mass Vacant Storefront Program	✓				
Community Planning Grant Program		✓			
Real Estate Services Technical Assistance		✓	✓		
Brownfield Redevelopment Fund			✓		
Site Readiness Program			✓		
Underutilized Properties Program				✓	
TDI Equity Investment Program				✓	
MassWorks Infrastructure Program					✓
HousingWorks Infrastructure Program					✓
Housing Choice Grant Program		✓	✓	✓	✓
Rural Development Fund		✓	✓	✓	✓



Community Activation & Placemaking

Project Type	Technical Assistance for Downtowns	Incentivize Business in Vacant Downtown Storefronts
Project Focus	<ul style="list-style-type: none">• Downtown Design Consultant Services• Downtown Mobility/Parking Consultant Services• Downtown Wayfinding/Branding Consultant Services• Economics of Downtown Consultant Services• Pedestrian Orientation/Placemaking Consultant Services• Small Business Support/E-commerce Consultant Services• Forming a Downtown Management District: Feasibility• Forming a Downtown Management District: Implementation	<ul style="list-style-type: none">• Access Tax Credits for Business to Occupy Vacant Storefronts
Program(s)	➤ Massachusetts Downtown Initiative	➤ Massachusetts Vacant Storefront Program



Planning & Zoning

Project Type	Community Plan	Zoning Revision	Planning for Housing	District Redevelopment Technical Assistance
Project Focus	<ul style="list-style-type: none"> • Master Plan • Neighborhood/Downtown /Corridor Plan • Urban Renewal Plan • Housing Production Plan • Housing Plan Alignment with State Housing Plan/Regional Goals • Regional Plan • Other Plan 	<ul style="list-style-type: none"> • Zoning Revision to Comply with Section 3A of MGL c.40A • Zoning Revision related to Accessory Dwelling Unit to comply with revisions to MGL c40A section 3A • Zoning Revision to adopt pro-housing revisions that qualify for simple majority voting threshold • Comprehensive Zoning Review & Revision • Other Zoning Revision 	<ul style="list-style-type: none"> • Housing Feasibility Plan • Housing Site Master Plan • Housing Infrastructure Plan • Housing Site Design Plan • Other Housing Plan 	<ul style="list-style-type: none"> • Planning for Growth in a Commercial/Industrial or Mixed-use District
Program(s)	<ul style="list-style-type: none"> ➤ Community Planning Grant Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ Community Planning Grant Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ Community Planning Grant Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ Real Estate Services Technical Assistance ➤ Housing Choice Grant Program ➤ Rural Development Fund



Site Preparation

Project Type	Brownfield Site Clean Up	Site Improvements to Unlock Development	Municipal Surplus Property Disposition
Project Focus	<ul style="list-style-type: none"> • Brownfields Site Assessment • Brownfields Remediation 	<ul style="list-style-type: none"> • Site Readiness Pre-Construction <ul style="list-style-type: none"> ○ Site Due Diligence ○ Site Plan Design ○ Market Study ○ Civil Engineering ○ Pre-Permitting/Permitting • Site Readiness Construction <ul style="list-style-type: none"> ○ Demolition ○ Site Acquisition, Related Tasks ○ Construction of Site Related Upgrades 	<ul style="list-style-type: none"> • Municipal Surplus Property Disposition Study
Program(s)	<ul style="list-style-type: none"> ➤ Brownfield Redevelopment Fund 	<ul style="list-style-type: none"> ➤ Site Readiness Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ Real Estate Services Technical Assistance ➤ Housing Choice Grant Program ➤ Rural Development Fund

Building



Project Type	Underutilized Property Rehabilitation	Revitalize Commercial Space in a TDI District <i>(Only projects in a TDI District)</i>	Housing Production <i>(Housing Choice Communities Only)</i>
Project Focus	<ul style="list-style-type: none"> • Underutilized Property Pre-Construction <ul style="list-style-type: none"> ○ Building Condition Study ○ Development Feasibility Study ○ Code Compliance Study ○ Architectural or Engineering Plans • Underutilized Property Construction <ul style="list-style-type: none"> ○ Code Compliance ○ Building Accessibility Improvements ○ Building Stabilization and/or Shell Repair ○ Interior Demolition or Remediation 	<ul style="list-style-type: none"> • Activation of Underutilized Commercial Space 	<ul style="list-style-type: none"> • Support Housing Production • Support Housing Rehabilitation • Support Housing Preservation
Program(s)	<ul style="list-style-type: none"> ➤ Underutilized Property Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ TDI Equity Investment Program ➤ Underutilized Property Program 	<ul style="list-style-type: none"> ➤ Housing Choice Grant Program

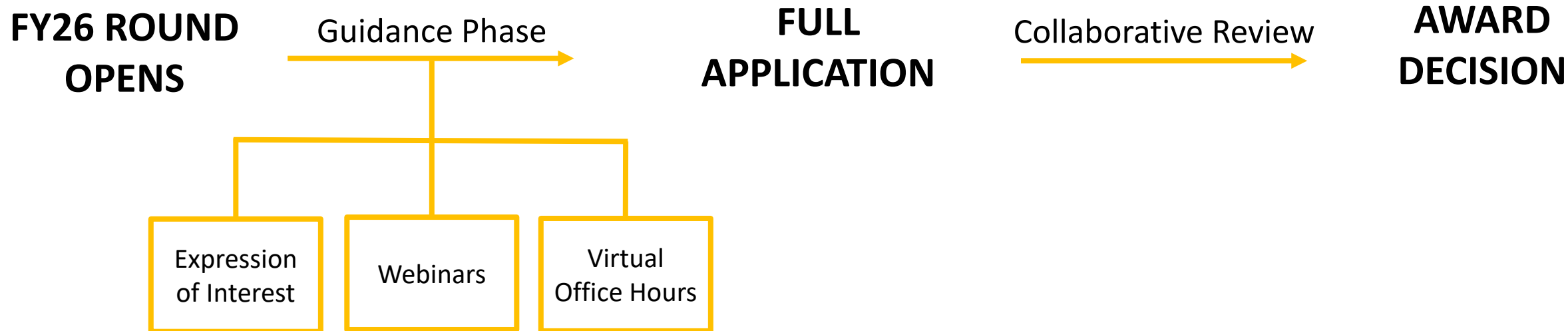
Infrastructure



Project Type	Infrastructure to Support Housing Growth	Public Infrastructure to Support Mixed-Use Development	Public Infrastructure to Support Commercial/Industrial Development	Small Town Road Improvements to Enhance Public Safety (aka STRAP)
Project Focus	<ul style="list-style-type: none"> • Pre-Construction - Design / Engineering Documents Only • Construction <ul style="list-style-type: none"> ○ Roadway / Streetscape Improvements ○ Bridge / Culvert Repair or Replacement ○ Water / Sewer Infrastructure ○ Public Utility Project (Gas, Electric, etc.) 	<ul style="list-style-type: none"> • Pre-Construction - Design / Engineering Documents Only • Construction <ul style="list-style-type: none"> ○ Roadway / Streetscape Improvements ○ Bridge / Culvert Repair or Replacement ○ Water / Sewer Infrastructure ○ Public Utility Project (Gas, Electric, etc.) 	<ul style="list-style-type: none"> • Pre-Construction - Design / Engineering Documents Only • Construction <ul style="list-style-type: none"> ○ Roadway / Streetscape Improvements ○ Bridge / Culvert Repair or Replacement ○ Water / Sewer Infrastructure ○ Public Utility Project (Gas, Electric, etc.) 	<ul style="list-style-type: none"> • Construction of Road Improvements to Enhance Public Safety
Program(s)	<ul style="list-style-type: none"> ➤ HousingWorks Infrastructure Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ MassWorks Infrastructure Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ MassWorks Infrastructure Program ➤ Housing Choice Grant Program ➤ Rural Development Fund 	<ul style="list-style-type: none"> ➤ MassWorks Infrastructure Program



One Stop for Growth Process: Overview





FY26 One Stop Timeline

Jan.

One Stop Launch: January 24, 2025

- 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 2025 – April 2025

- Expression of Interest
- Webinars
- Office Hours

Full Application Submission Period: May 5 – June 4, 2025

- Applicants may formally submit Full Applications for funding consideration

Review and Approval: June 2025 – September 2025

Notification of Awards: Fall of 2025

Oct.



Guidance Phase: Expression of Interest

- The Expression of Interest (EOI) is an optional, short form that gives prospective applicants the opportunity to receive guidance on priority projects before submitting a Full Application.
- After submitting, the prospective applicant will receive an EOI Feedback Report, indicating whether the project is a fit for the funding opportunities through the One Stop.
 - If the project is deemed a fit, the report will indicate the program that best fits the project and tips on how to be competitive for the program.
 - If not, the Feedback Report may include a referral to a state program outside of the One Stop that may be better suited to support the project.

The screenshot shows the 'Community One Stop for Growth Expression of Interest' form. At the top right is the logo for 'COMMUNITY ONE STOP for GROWTH' with the URL 'mass.gov/onestop'. Below the logo is a green decorative bar. The main title of the form is 'Expression of Interest Form'. Underneath, there is a section titled 'Organization Information' with the following fields: 'Applicant Organization Name *' (text input), 'Organization Type *' (dropdown menu), 'Applicant Organization Location *' (text input with a search icon), 'Project Contact Name *' (text input), and 'Title *' (text input).



Guidance Phase: Virtual Office Hours

To supplement the guidance provided through the EOI, this year two **Virtual Office Hour series** will be held to allow applicants to have their questions answered by staff:

- **One Stop General Guidance Office Hours** – One Stop staff will hold several office hours to answer general One Stop process and technology questions.
- **Program Office Hours** – Office hour sessions hosted by program staff to answer applicant questions about the respective program(s).

The full schedule of office hours will be available at www.mass.gov/onestop.



Guidance Phase: Webinars

One Stop Webinars

- One Stop Webinar 1: One Stop Overview Webinar ←**You Are Here**
- One Stop Webinar 2: One Stop Application Guidance Webinar – February 5, 2025
- One Stop Webinar 3: Prerecorded Technology Webinar – To Be Posted February 6, 2025

Program Webinars

- Prerecorded webinars focused on each One Stop program – To Be Posted February 13, 2025



Full Application

The Full Application is the Vehicle for Requesting Funding Through the One Stop

- The Full Application opens in conjunction with the January MMA Connect 351 conference.
- Applicants can begin working on the Full Application in the IGX System but cannot submit until the **Full Application Submission Period begins in May**.
- The final deadline to submit a Full Application is **June 4, 2025**.
- Following the submission deadline, the **Collaborative Review** process will begin. Applications will be judged on the following criteria:
 - Achievable Project Scope
 - Reasonable Budget, Showing Commitment
 - Ability to Execute & Leadership
 - Outcomes and Impact
 - Achievable Timeline
 - Progress to Date, Showing Commitment
- Decision letters are expected to be sent in the Fall of 2025, followed by announcement events.
- Programs will begin contracting following award announcements.



Full Application: One Stop Resources

FULL-FY26-Cambridge-
EOED-Project Nam-
00050

Forms

Full Application

One Stop Resources

Form 1. Applicant Information

Form 2. Project Information

Form 2.a. Housing Choice
Additional Questions

Form 3. Certification

Tools

Landing Page

Add/Edit People

Status History

Attachment Repository

Modification Summary

Document Validation

One Stop Resources

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- The One Stop Resources page contains vital information about the Full Application and One Stop Process.
- Includes details about the Development Continuum, applicant eligibility, and completing the Full Application, as well as direct access to webinars.
- It is highly recommended that applicants review this page before starting a Full Application.

Next Form >



Full Application: Form 1. Applicant Information

FULL-FY26-Cambridge-
EOED-Project Nam-
00050

Forms

Full Application

One Stop Resources

Form 1. Applicant Information

Form 2. Project Information

Form 2.a. Housing Choice
Additional Questions

Form 3. Certification

Tools

Landing Page

Add/Edit People

Status History

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Modification Summary

Document Validation

APPLICANT INFORMATION

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- Identifying information of the applicant (organization type, contact information, etc.).
- If the application is being submitted jointly with another organization, the applicant will identify the partner organization's information as well.
- Public organizations can indicate interest in pursuing economic development tools offered by the Commonwealth outside of the One Stop.

< Previous Form

Next Form >



Full Application: Form 2. Project Information

FULL-FY26-Cambridge-
EOED-Project Nam-
00050

Forms

Full Application

One Stop Resources

Form 1. Applicant Information

Form 2. Project Information

Form 2.a. Housing Choice
Additional Questions

Form 3. Certification

Tools

Landing Page

Add/Edit People

Status History

Attachment Repository

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PROJECT INFORMATION

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- The Project Information form is where the applicant provides all detail related to the project. This form is broken up as follows:
 - **Project Core** - The Project Core includes the project information required by all programs in the One Stop (i.e. project scope, budget, anticipated outcomes, etc.).
 - **Additional Project Questions** - Site Preparation, Building, or Infrastructure applicants are required to answer additional questions specific to the type of project being proposed.
 - **Other/Optional Attachments** – An area for applicants to upload any additional attachments, beyond those required in the application.

< Previous Form

Next Form >

Full Application: Form 2.a. Housing Choice Additional Questions



FULL-FY26-Cambridge-
EOED-Project Nam-
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Forms

Full Application

One Stop Resources

Form 1. Applicant Information

Form 2. Project Information

Form 2.a. Housing Choice
Additional Questions

Form 3. Certification

Tools

Landing Page

Add/Edit People

Status History

Attachment Repository

Modification Summary

Document Validation

Housing Choice Additional Questions

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- Eligible applicants seeking consideration by the Housing Choice Grant Program must complete an additional set of questions related to the community's adoption of Housing Choice best practices.
- Eligible applicants must opt in to answering these questions.
- Housing Choice communities applying for a project through the "Housing Production" project type will automatically see this form.

< Previous Form

Next Form >



Full Application: Form 3. Certification

FULL-FY26-Cambridge-
EOED-Project Nam-
00050

Forms

Full Application

One Stop Resources

Form 1. Applicant Information

Form 2. Project Information

Form 2.a. Housing Choice
Additional Questions

Form 3. Certification

Tools

Landing Page

Add/Edit People

Status History

Attachment Repository

Modification Summary

Document Validation

CERTIFICATION

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- 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.

< Previous Form

Save and Submit



Frequently Asked Questions

- Will the Expression of Interest give me feedback on improving my application?
- Is there an opportunity to preview the Full Application before starting it in IGX?
- If a private organization in a community submits a Full Application, does that hurt the municipality's chances of getting its application(s) funded?

Questions related to MBTA Community compliance can be directed to the EOHLC Section 3A Team at EOHLC3A@mass.gov.



Questions/Additional Resources

- Future Webinars:
 - Webinar 2: One Stop Applicant Guidance will be held on Wednesday, February 5, 2025
 - Webinar 3: Technology Webinar – Recording to be posted on Thursday, February 7, 2025
 - Individual Program Webinars - Recording to be posted on Thursday, February 13, 2025
- Virtual Office Hours
 - General One Stop Office Hours
 - Individual Program Office Hours
- For more information on the One Stop, please visit www.mass.gov/onestop.

Thank you for your participation.