



Real Estate Services Technical Assistance Guidance Webinar

Community One Stop for Growth



Webinar Road Map

1. Program overview
2. Where does the program fit in the One Stop?
3. Application instructions
4. Important program parameters
5. How to be competitive
6. Examples of successful applications
7. Key dates and opportunities to get guidance

Real Estate Services Technical Assistance Program Overview

➤ MassDevelopment

MassDevelopment is the state's development finance agency and land bank, working with businesses, nonprofits, banks, and municipalities to stimulate economic growth across the Commonwealth.

➤ What We Offer

- Finance
 - Bond Financing
 - Grants
 - Loans & Guarantees
 - Tax Credits
 - PACE Financing
- Real Estate
 - Development Projects
 - Technical Assistance
 - Site Readiness Program

➤ The Commonwealth's Land Bank

As a land bank, we help smaller and under-resourced communities address vacant properties; help address larger or more complex properties or projects across the state; and administer and distribute funding.

Real Estate Services Technical Assistance Program Overview

The Real Estate Services Technical Assistance 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.

➤ Program Staff

- Ben Murphy, Vice President, Real Estate, Email: bwmurphy@massdevelopment.com

➤ Purpose of the program

- To address site-specific and/or district-wide economic development challenges as part of MassDevelopment's Land Bank mission to redevelop vacant and underutilized property, which helps facilitate larger development down the line.

➤ Who's eligible?

- Municipalities
- Municipal agencies (Redevelopment Authorities, Economic Development Industrial Corporations, Housing Authorities)
- Other public entities

Where Does Real Estate Services Technical Assistance Fit in the One Stop?

Preparing for Growth			Catalyzing Specific Projects	
<p>Community Activation & Placemaking</p>	<p>Planning & Zoning</p>	<p>Site Preparation</p>	<p>Building</p>	<p>Infrastructure</p>
<p>Technical Assistance for Downtowns</p> <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 	<p>Community Plan</p> <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 Community Plan 	<p>Site Improvements to Unlock Development</p> <ul style="list-style-type: none"> • Site Readiness Pre-Construction • Site Readiness Construction 	<p>Underutilized Property Rehabilitation</p> <ul style="list-style-type: none"> • Underutilized Property Pre-Construction • Underutilized Property Construction 	<p>Infrastructure to Support Residential Growth</p> <ul style="list-style-type: none"> • Pre-construction - Design / Engineering Documents Only • Construction
<p>Incentivize Business in Vacant Downtown Storefronts</p> <ul style="list-style-type: none"> • Access Tax Credits for Business to Occupy Vacant Storefronts 	<p>Zoning Revision</p> <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 3 • Zoning Revision to adopt pro-housing revisions that qualify for simple majority voting threshold • Comprehensive Zoning Review & Revision • Other Zoning Revision 	<p>Municipal Surplus Property Disposition</p> <ul style="list-style-type: none"> • Municipal Surplus Property 	<p>Housing Production</p> <ul style="list-style-type: none"> • Support Housing Production • Support Housing Rehabilitation • Support Housing Preservation 	<p>Public Infrastructure to Support Mixed-Use Development</p> <ul style="list-style-type: none"> • Pre-construction - Design / Engineering Documents Only • Construction
	<p>Planning for Housing</p> <ul style="list-style-type: none"> • Housing Feasibility Plan • Housing Site Master Plan • Housing Infrastructure Plan • Housing Site Design Plan 	<p>Brownfield Site Clean Up</p> <ul style="list-style-type: none"> • Brownfields Site Assessment • Brownfields Remediation • Disposition Study 	<p>Revitalize Commercial Space in a TDI District</p> <ul style="list-style-type: none"> • Activation of Underperforming Commercial Space 	<p>Public Infrastructure to Support Commercial/Industrial Development</p> <ul style="list-style-type: none"> • Pre-construction - Design / Engineering Documents Only • Construction
	<p>District Redevelopment Technical Assistance</p> <ul style="list-style-type: none"> • Planning for Growth in a Commercial/Industrial 			<p>Small Town Road Improvements to Enhance Public Safety (STRAP)</p> <ul style="list-style-type: none"> • Construction of Road Improvements to Enhance Public Safety

Application Instructions

In Section 2 of the Full Application, applicants are asked to indicate the Project Category. To be reviewed by Real Estate Services Technical Assistance Program – **District Redevelopment TA** Projects, applicants should make the following selections in question 2.4:

Development Continuum Category:

Planning & Zoning

Project Type:

District Redevelopment Technical Assistance

Project Focus:

Planning for Growth in a Commercial/Industrial or Mixed-Use District

For more information on completing the Full Application, visit www.mass.gov/onestop to view *One Stop Webinar 2: Application Guidance*

Application Instructions

In Section 2 of the Full Application, applicants are asked to indicate the Project Category. To be reviewed by Real Estate Services Technical Assistance Program – **Public Surplus Property Reuse** Projects, applicants should make the following selections in question 2.4:

Development Continuum Category:

Site Preparation

Project Type:

Municipal Surplus Property Disposition

Project Focus:

Municipal Surplus Property Disposition Study

For more information on completing the Full Application, visit www.mass.gov/onestop to view *One Stop Webinar 2: Application Guidance*

Project Parameters

Project Budget	<ul style="list-style-type: none">• Awards of up to \$50,000 for technical assistance
Project Timeline Requirements	<ul style="list-style-type: none">• Projects should be completed by June 30, 2026
Eligible Use of Funds	<ul style="list-style-type: none">• Public Surplus Property Reuse: Site Concept Plans, Market Feasibility Studies, Request for Proposals/Qualifications• District Redevelopment Technical Assistance District Redevelopment Strategies, Corridor Studies, District Improvement Financing (DIF)
Key Core Parameters	<ul style="list-style-type: none">• For Surplus Property projects, future municipal use planning, such as for town offices, community centers, parks, etc. is not eligible.• For District Redevelopment Technical Assistance, a district should have public surplus property and/or underutilized properties within the area.

How to be Competitive

➤ What is the key information that program reviewers take into consideration?

Will the project accomplish one or more of the program objectives?

- Attract or retain jobs
- Create housing opportunities
- Assist historically disadvantaged communities
- Advance smart growth
- Advance planning and predevelopment activities to a point where the private sector is compelled to invest in the project area
- Result in the redevelopment of surplus public property

➤ Are there any particularly important questions?

Has the community already produced any studies or planning documents related to the surplus property or district?

➤ What attachments should applicants be prepared to include in their applications?

If available: site plans, building plans, maps, photos

Successful Application Example #1

Applicant:

Foxborough Housing Authority
Public Surplus Property Project

Project description:

The Foxborough Housing Authority (FHA) accepted a vacant parcel of state land for affordable housing but did not have the capacity to develop the parcel. MassDevelopment's consultant developed an RFP to find a qualified developer for the site and assisted the FHA in their selection of a development team. The project will create 200 affordable senior housing units.

What made the project successful?

Project planned to accomplish creating affordable housing on vacant and underutilized former state surplus property.



Successful Application Example #2

Applicant:

City of Attleboro
District Planning Project

Project description:

The City of Attleboro expected new development to occur in its Transit-Oriented Development District (TOD) and saw the potential in utilizing District Investment Financing (DIF) to further encourage improvements in the district. New mixed-use developments in the district will complement the already completed development of 136 new housing units. The most conservative estimates call for the construction of 650 units of market-rate and mixed-income housing. MassDevelopment's consultant helped the city through the process to create the DIF.

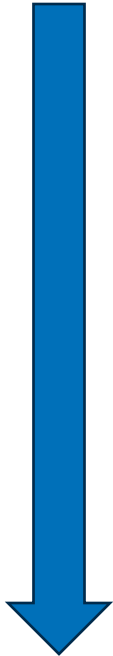
What made the project successful?

Project planned to accomplish attracting new development to underutilized property close to a transit hub.



FY26 Round Timeline

Jan.



Oct.

- **Full Application and Expression of Interest Open (January)** – The Full Application is the official form for submitting all funding requests. Applicants may now begin to work on applications in the IGX system, however applications will only be accepted during the submission period.
- **One Stop Guidance Phase (January – April)** – A series of webinars will be hosted by both the One Stop Team and staff from each program within the One Stop. In addition, office hours will be hosted to answer applicant questions. Visit www.mass.gov/onestop for the full schedule of webinars and office hours.
- **Full Application Submission Period (May-June)** – Applicants may submit their Full Application(s) beginning May 5, 2025. All applications must be submitted by the **Full Application deadline of 11:59 p.m. on Wednesday, June 4.**
- **Review and Evaluation (July – September)** – All complete and eligible Full Applications submitted by the deadline will be reviewed and evaluated by the corresponding program managers at each state agency. The One Stop team will also conduct joint application reviews across agencies. Based on the program’s criteria, each program will prepare its list of applications recommended for funding, to be further reviewed and approved by agency and Secretariat leadership.
- **Notification of Grant Decisions (October)** – Once final recommendation have been approved, applicants will be notified of grant decisions in writing, and announcement events will be scheduled.

Opportunities for Guidance

Visit www.mass.gov/onestop for more information on:

- **Expression of Interest**
 - Complete an Expression of Interest form to see if your project(s) is eligible for funding through the One Stop and get tips for preparing your application
- **One Stop and Program Webinars**
 - Recordings of all One Stop webinars are now available on the One Stop website
- **Office Hours**
 - **One Stop General Guidance Office Hours** – One Stop staff will hold office hours to discuss general One Stop process and technology questions
 - **Program Office Hours** – Staff from each program will hold an office hour to answer applicant questions related to the program
 - Real Estate Services Technical Assistance Program's office hours will be held on
 - April 8 at 12PM for District Redevelopment Technical Assistance projects
 - April 9 at 12PM for Public Surplus Property Reuse projects