Commonwealth of Massachusetts

Executive Office of Housing and Economic Development

Regional Economic Development Organization (REDO) Grant Program

FY2026 Informational Presentation

Agenda

The following is the agenda for this meeting:

- ❑ Overview
- ❑ What's New in FY2026
- ❑ Review of the RFP/Guidelines
- ❑ Application Submission/Outline
- ❑ Application Support

If you have general questions at any time during the meeting, please type them into the Q&A section here in Teams or simply use the “Raise Hand” feature. Questions will be answered as time allows. Questions may also be aggregated and posted on the program’s webpage.

Any additional questions you have after the meeting should be sent via email to eohedgrants@mass.gov to be reviewed/answered after the session.

Overview

The Healey-Driscoll Administration is pleased to open the FY2026 round of the Regional Economic Development Organization (REDO) Grant Program.

The program is administered by the Executive Office of Economic Development (EOED), in consultation with the Massachusetts Office of Business Development (MOBD) and is now accepting applications for Fiscal Year 2026.

EOED is seeking proposals from eligible organizations as defined in M.G.L. Chapter 23A, Section 3K to collaborate with EOED to support businesses in the Commonwealth, aligning with the Commonwealth's Economic Development Plan in supporting regionally based efforts to nurture and facilitate economic growth and prosperity in the Commonwealth.

Applicants should include ways their organization improves equity, affordability and competitiveness in their regions.

What's New in FY2026

In FY2026, EOED will continue awarding grants to support the work of the various organizations throughout the Commonwealth that are implementing the goals of the REDO Program. Applications will be accepted via the Submittable platform and in a similar format to last year. However, given the shorter timeframe for this procurement and for the organizations to carry out their projects, EOED has updated the review process. The goal is to expedite the application review, grant allocation and disbursements, contracting, and year-end reporting.

Notable updates/changes include:

- Each applicant organization will be required to demonstrate their eligibility as a REDO and identify their regional coverage area made up of no less than 11 contiguous municipalities. While applicants may identify all municipalities it serves, it must include more than 10 that are contiguous, per the statute. Applicants will be required to elaborate on the common characteristics and economic independence of the municipalities in the identified region.

- Each applicant organization will be required to identify at least five (5) of the statutory deliverables that will be included in their workplan. Applicants will need to elaborate on their work on the selected deliverables. Additional deliverables may be included. However, the year-end report will require the grantee to primarily outline their progress on achieving the statutory deliverables.

- The Performance Period for all grants will be January 1, 2026, through June 30, 2026. Grants may be used to cover any and all expenses incurred by the REDO to complete the necessary work related to identified deliverables during this timeframe.

FY2026 RFP - Key Elements

Anticipated Grant Awards	10-12 Grant Awards
Grant Use	**Any related general operating expenses incurred by the grantee during the Performance Period to complete work required under the REDO program, including, but not limited to:** ❑ (i) assessing regional competitive strengths, weaknesses and opportunities. ❑ (ii) representing the regional business community in long-range workforce skills pipeline planning efforts to ensure robust skills and talent pipelines that meet regional needs. ❑ (iii) representing the regional business community in collaborative, long-range workforce skills, transportation and land use planning. ❑ (iv) promoting regionally significant industry clusters. ❑ (v) promoting connections across sectors of the regional economy. ❑ (vi) maintaining an inventory of key development parcels. ❑ (vii) marketing the region in coordination with the Massachusetts marketing partnership established under section 13A; and ❑ (viii) furnishing advice and assistance to businesses and industrial prospects which may locate in the region.

FY2026 RFP - Key Elements (*continued*)

Eligible Organizations	Eligible organizations shall be corporations, foundations, organizations or institutions that are exempt from federal taxation under section 501(c) of the Internal Revenue Code. **See NOFA for additional eligibility criteria.**
Performance Period	Grants will be awarded to support the operations of the organization to carry out its project from January 1, 2026, through June 30, 2026.
Contract Payment Terms	50% of funds will be disbursed upon contract execution. The remaining funds will be disbursed upon submission and approval of a Final Report to EOED.

FY2026 RFP - Key Dates

Application Open	Tuesday, November 25, 2025
Application Deadline	**Wednesday, December 10, 2025, 11:59pm**
Awards Notification / Contract Start	December 2025/January 2026

FY2026 RFP – Evaluation Criteria

Only organizations that meet the eligibility requirements will be considered. Per the statute, EOED may make up to 12 grant awards to eligible entities.

Once deemed eligible, each applicant organization will be awarded a grant amount determined as a prorated ratio of the grantee's award in one or both of the past two grant rounds, at EOED's discretion, and based on the available funds.

In the case that more than 12 applicant organizations submit eligible applications, EOED will rank the applications on the following criteria and scoring rubric (based on a 100-point scale):

FY2026 RFP – Evaluation Criteria (*continued*)

- Organization Description (up to 25 points)
  - Extent to which the applicant organization has established and applicable experience in economic development.
- Organization Experience (up to 25 points)
  - Extent to which the applicant organization demonstrates experience in promoting and facilitating business development in the identified region.
- Community Needs (up to 25 points)
  - Extent to which the applicant organization outlines specific economic challenges and needs that are directly addressed in the region.
- Interaction with MOBD Regional Directors (up to 25 points)
  - Extent to which the applicant organization describes its regular engagement and interaction with EOED's regional business representatives and/or other regional entities.

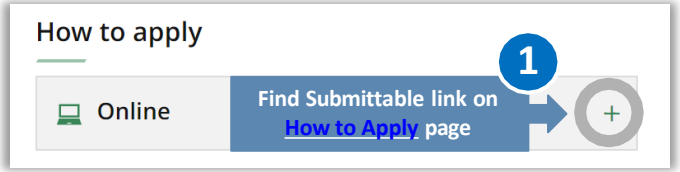
Application Submission

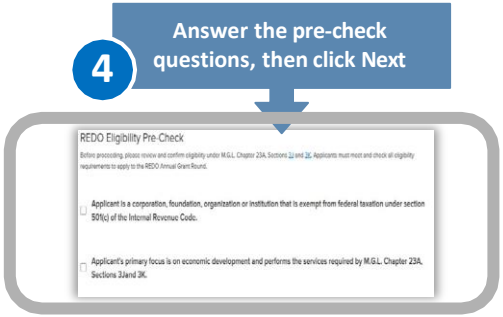
A complete proposal packet, which includes the following components, **must be submitted to EOHED by 11:59 p.m. on Wednesday, December 10, 2025** via Submittable:

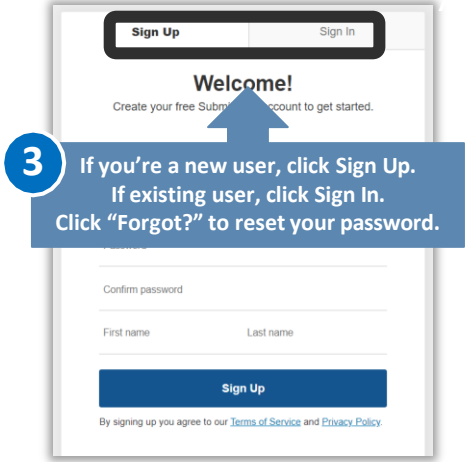
- ❑ Eligibility Screen
- ❑ Application Form
- ❑ Required Attachments

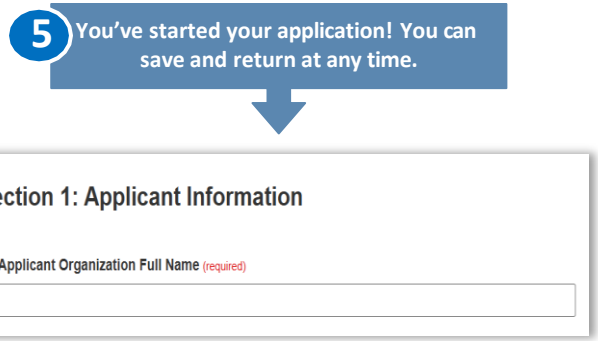
EOED reserves the right to request additional information from the applicant or external sources as may be necessary to complete the application review or reject any and all submitted proposals and any or all parts of a proposed application.

Applying:
Online Application Platform









Application Outline

SECTION 1: APPLICANT INFORMATION

Required Attachments:

- Evidence of 501(c) status. Attach the IRS Determination Letter.
- Certificate of Good Standing from the Massachusetts Secretary of State's Corporations Division.

SECTION 2: IDENTIFICATION AND DESCRIPTION OF REGION/COVERAGE AREAS

- Required Attachment: Attach a map or graphic showing the municipalities that comprise the organization's region/coverage area.

SECTION 3: PROPOSAL NARRATIVE

- Required Attachment: Attach the REDO's most recent Form 990.

SECTION 4: REDO WORK PLAN

SECTION 5: CERTIFICATION AND AUTHORIZATION

Application Support

- Program materials, including a copy of the NOFA and the online application are available online on the program's webpage at www.mass.gov/eoed.
- EOED staff will be unable to answer any individual questions while the application period is open.
- Questions should be emailed to eohedgrants@mass.gov. They will be aggregated, and responses may be posted on the EOED webpage.
- Technical support will be available up to 4:00 pm on the application due date. Submittable.com/help will remain available after that time.

Thank You

Thank you for your interest in the REDO Grant Program.

For the most up to date information about this and other programs at EOED, please visit our webpage at www.mass.gov/eoed.

Contact: eohedgrants@mass.gov