



Commonwealth of Massachusetts  
Executive Office of Economic Development

# TDI Equity Program Guidance Webinar

Community One Stop for Growth



# TDI Equity- *Program Overview*

## Purpose of the Program

The TDI Equity Program aims to invest in real estate capital improvements that:

- Substantively and significantly revitalize storefront and other public-facing commercial
- Advance the visions of TDI Partnerships and align with priorities outlined in TDI
- Result in near-term activations of commercial space, including facilitating a new tenant or use, makeover of an existing business or commercial space, and temporary activation as part of a broader strategy to redevelop a property or district.

## Who's Eligible?

- Municipalities, special authorities, community development corporations, community action agencies
- For-profit entities, private property owners, nonprofit entrepreneurs support organizations, commercial tenants and small business owners, constructions or improvement of real estate or design.

## Statewide Program Manager

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# Where Do Collaborative Workspaces Fit in the One Stop?

Development Continuum Category

Project Types

<b>Preparing for Growth</b> Grants to support activities and initial steps by community-based actors to attract and guide private investment in a community.	<b>Community Activation &amp; Placemaking</b> Grants in this category support projects aimed at identifying and enhancing community assets.	<b>Technical Assistance to Promote Downtown Revitalization</b> Identify strategies to improve the community's downtown (i.e. signage/wayfinding plans, creation of a Business Improvement District, parking management plan, etc.). <b>Incentivize Business in Vacant Downtown Storefronts</b> Gain access to tax credits to be used to incentivize businesses to occupy long vacant storefronts in a community's downtown or commercial district.
	<b>Planning &amp; Zoning</b> Grants in this category fund activities related to community led planning for housing and/or economic development and zoning.	<b>Community Plan</b> Conduct planning activities that will guide the community's vision (i.e. Master Plan, Housing Production Plan, Corridor Plan, etc.). <b>Zoning Revision</b> Update the community's current zoning, including a zoning revision or plan to comply with the Multi-Family Zoning Requirement for MBTA Communities (Section 3A of MGL c.40A). <b>Planning for Housing</b> Conduct planning activities related to specific housing projects to advance housing development, preservation, and/or rehabilitation. <b>District Redevelopment Technical Assistance</b> Identify opportunities for growth within a commercial, industrial, or mixed-use district.
	<b>Site Preparation</b> Grants in this category help fund the work required to make a parcel with development potential attractive to the private market.	<b>Clean up of a Publicly-Owned Brownfield Site</b> Environmental assessment and/or remediation on a municipally owned contaminated site to prepare for future development. <b>Site Improvements to Unlock Future Development</b> Conduct site work to prepare a parcel for future commercial, industrial, and/or housing development. <b>Municipal Surplus Property Disposition</b> Study the potential future uses of surplus municipally owned property.
<b>Catalyzing Specific Projects</b> Grants to support the private development of commercial, industrial, and residential investment projects that further the community vision	<b>Building</b> Grants in this category support the redevelopment of existing buildings to bring new housing and/or jobs to a community.	<b>Rehabilitation of a Blighted or Underutilized Property</b> Rehabilitate an existing blighted or underutilized property (an existing building not operating within its full potential, with vacancies or unused space). <b>Revitalize Commercial Space in a TDI District*</b> Funding to support capital improvements that activate and improve commercial spaces within and around a Transformative Development Initiative (TDI) Districts. *Available only for projects within a community with an established TDI District. <b>Housing Production*</b> Funding to support the production, rehabilitation, and/or preservation of housing within a Housing Choice community. *Available to public organizations in Housing Choice communities only
	<b>Infrastructure</b> Grants in this category support the construction of utility, roadway, water/sewer and other infrastructure required to support impactful private development resulting in new housing and/or jobs.	<b>Infrastructure to Support Housing Production</b> Activities related to the design, construction, or improvement of public infrastructure (roadway, water/sewer, gas/electric utilities, etc.) that directly supports housing development, rehabilitation, and/or preservation. <b>Public Infrastructure to Support New Mixed-Use and/or Commercial/Industrial Development</b> Construction of public infrastructure (roadway, water/sewer, gas/electric utilities, etc.) to support new mixed use development. <b>Public Infrastructure to Support Commercial/Industrial Development</b> Construction of public infrastructure (roadway, water/sewer, gas/electric utilities, etc.) to support new commercial/industrial development. <b>Small Town Road Improvements to Enhance Public Safety</b> Construction of road improvements to improve safety within a small town.

# Project Parameters

<b>Project Budget</b>	<ul style="list-style-type: none"><li>Up to <b>\$250,000</b> per project, with a suggested minimum project submission of <b>\$25,000</b></li></ul>
<b>Project Considerations</b>	<ul style="list-style-type: none"><li><b>Project Size:</b> The most competitive applications will be for projects under 20,000 square feet in scale or would address only a portion of a larger property. Commercial projects with a heavy/visible activation component, either in stand-alone commercial properties or as part of larger development, will be prioritized.</li><li><b>Mixed-use Projects:</b> For larger, mixed-use projects, especially those with a significant housing component, the TDI Equity portion of funding must specifically and convincingly address the activation of a commercial component of the property.</li><li><b>Projects under development or recently renovated:</b> Mixed-use and/or commercial projects currently under development or recently completed that contain unoccupied commercial space are eligible uses. As above, limiting an application to only the commercial space being activated is advised. However, in no instance will a project be funded that seeks to develop commercial space on a speculative basis. A feasible and actual use must be a component of the project.</li><li><b>New construction:</b> New construction on vacant land or additions to existing structures that result in new commercial space are eligible uses. In such cases development timelines and construction costs may exceed the scope of this program. However, if a project meets the program objectives and evaluation criteria, applicants should submit an expression of interest for preliminary review.</li><li><b>Property stabilization:</b> Projects that address urgent or emergency needs (e.g., structural deficiencies, roof repair and replacement, window replacement, remediation) are eligible, but must be combined with a plan to occupy and activate commercial space(s). Priority will be given to projects that would not otherwise advance without TDI Equity Investment funding.</li></ul>



# How to Be Competitive

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

- Project prioritizes and accelerate the use of ground floor commercial spaces and meaningful ways.
- Align with the TDI partnership's vision for the District and relate to the goals articulated in the TDI workplan.
- Promote equitable economic development.
- Deploy resources quickly to create visible change on the ground.

## What important questions should I be asking?

- Does the project confer benefits to both the property and the occupants/users of the space and help to reposition underperforming real estate by addressing chronic vacancy and blight?
- The activation of vacant commercial space is a core component of most TDI workplans. Does the project jump-start new enterprises that directly serve the immediate needs of a neighborhood, such as childcare facilities, unique markets and grocery stores, and "third places" where people can socialize between home and work? Innovative uses of commercial space with strong community partners, especially those that add to the creative and cultural assets of the neighborhood are encouraged.

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

- Executed lease or proof of ownership for project location.
- All applicants must submit at least two letters of support from members of the local community, including at least one letter of support from a member of the TDI Partnership. For a list of members, please contact the Program Manager.
- Scopes of work, consultant or contractor quotes.

# Successful Application Example #1

**Applicant:** Paper City Fabrics, Holyoke

**Project description:** Paper City Fabrics is an online retailer specializing in upcycled fabrics and sewing supplies, offering affordable materials for crafters and designers. To expand their impact, they secured a vacant storefront in Holyoke's High Street District to introduce sewing and fabrication classes. With support from TDI Equity, they built out a sewing school to complement their retail operations, fostering a diverse and intergenerational community of makers. Application tied in the community aspect of their project, demonstrated a need for the space, and delivered a clear business plan.

**What made the project successful?** This project succeeded by effectively integrating a strong community focus, clearly demonstrating the need for the space, and presenting a well-defined business plan.



## Successful Application Example #2

**Applicant:** T & T Nails

**Project description:** T&T Nails opened its doors in 2004, building a loyal customer base in downtown Attleboro. However, their business is showing its age, and as the downtown demographic continues to get younger, the owners are looking to modernize the interior to make the space more attractive to a younger clientele and more efficient, creating additional stations for new employees.

**What made the project successful?**

This application was successful because of the owner's connection to the downtown business environment and their efforts to keep up with the district's revitalization.



Before



After



# Successful Application Example #3

**Applicant:** F + J Juice Bar

**Project description:** F&J Juice Bar Café owners sought to acquire the property they had leased for over a decade. TDI Equity funds were utilized for property acquisition and renovation, leading to them expanding their catering services, extending cafe hours, and building equity locally at a time when real estate prices are trending upwards.

**What made the project successful?** This application was successful because it directly supports the TDI program's goal of enhancing commercial ownership and stability for small businesses and leveraged additional private investment.

Before



After





# FY26 Round - Timeline

Jan.



Sept.

- **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](http://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, 2025.**
- **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 recommendations have been approved, applicants will be notified of grant decisions in writing, and announcement events will be scheduled.

*Thank you!*

