



Commonwealth of Massachusetts

Executive Office of Housing and Economic Development

Regional Economic Development Organization (REDO) Grant Program
FY2025 Informational Webinar - November 6, 2024



Welcome



Welcome to the informational webinar for the FY2025 round of the Regional Economic Development Organization Grant Program. The following is the agenda for this session:

- Overview of the Regional Economic Development Organization Grant Program
- Review of the RFP/Guidelines
- Application Packet
- Q&A

At any time during the presentation, if you have general questions, please type them into the Q&A section here in Zoom. These will be reviewed and answered during the Q&A period, as time allows. Questions may also be aggregated and posted on the program's webpage.

Additional questions should be sent via email to eoedgrants@mass.gov to be reviewed/answered after the session. Please note that EOED staff will be unable to answer any individual questions while the application period is open.



The Healey-Driscoll Administration is pleased to open the FY2025 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 2025.

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.



To be eligible for funds from the REDO Program, the applicant must:

- be a duly organized corporation, foundation, organization, or institution that is exempt from federal taxation under section 501(c) of the Internal Revenue;
- have a primary focus on economic development, and perform the services required by M.G.L. Chapter 23A, Sections 3J and 3K;
- operate regionally, and its service area or membership includes more than 10 contiguous cities or towns;
- engage primarily in activities that promote jobs and business retention, creation and attraction across all industry sectors within its identified region;

Eligibility Criteria (*continued*)



- have a history of collaboration with area stakeholders, including the area business community, local officials, other economic development organizations, higher education institutions and public and private organizations within the identified region;
- has other financial support, and has received or has commitments to receive substantial financial and in-kind support from private resources or member municipalities;
- is capable of and agrees to provide services to the entire region identified in the application.

FY2025 RFP - Key Elements



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|----------------------------|---|
| Grant Amount Request Range | \$50,000 - 250,000 |
| Grant use | The application and grant proposal narrative shall become the basis for contract negotiations with the applicant to determine the precise scope of work, budget, and use of funds, which shall be known as the Approved Work Plan. |
| Performance Period | Grants will be awarded to support the operations of the organization to carry out its project from January 1, 2025, through June 30, 2025. |
| Eligible Organizations | <p>Eligible organizations shall be corporations, foundations, organizations or institutions that are exempt from federal taxation under section 501(c) of the Internal Revenue Code.</p> <p>See RFP for additional eligibility criteria.</p> |

FY2025 RFP - Key Dates



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|---|--|
| Application Open | Wednesday, October 30, 2024 |
| Informational Webinar | Wednesday, November 6, 2024, @ 10:00 am |
| Application Deadline | Wednesday, November 27, 2024, 11:59pm |
| Awards Notification / Contract Start | December 2024 / January 2025 |

FY2025 RFP – Proposal Requirements



Priority consideration will be given to proposals offering most if not all the following deliverables:

- ☐ Production of reports, presentations, and research related to regional competitive strengths, weaknesses and opportunities.
- ☐ Creation of process that tracks business referrals, through MOBD and the EOED's Business Front Door, to support access to the resources offered by the Commonwealth.
- ☐ Creation of a process that tracks business and municipal referrals, applications, and grant awards through EOED's Community One Stop for Growth, and other financial resources offered by the Commonwealth.
- ☐ Production of marketing materials related to regional advantages in relevant industry clusters.
- ☐ Hosting of events related to establishing partnerships across sectors of the regional economy.
- ☐ Production of a regional database maintaining an inventory of vacant buildings and parcels.
- ☐ Production of marketing materials for the region in coordination with the Massachusetts Marketing Partnership established under section 13A; and
- ☐ Production of municipal permitting and land use guidebooks for businesses planning to locate, or expand, in the region.



Review Criteria

Applications will be evaluated and scored (on a 100-point scale) on the following criteria:

- Proposes a Clear Scope of Work and Budget (25 points)
- Identifies one, or more, of the Grant Uses authorized under M.G.L Chapter 23A, Sections 3J and 3K (25 points)
 - *Proposals for projects not related to the Grant Deliverables as outlined in the RFP must demonstrate other regional needs consistent with the economic development needs of the region in which the REDO serves and propose a specific deliverable that responds to that need.*
- Demonstration of Impact (25 points)
- Track Record & Capacity to Succeed (25 points)

Application Submission

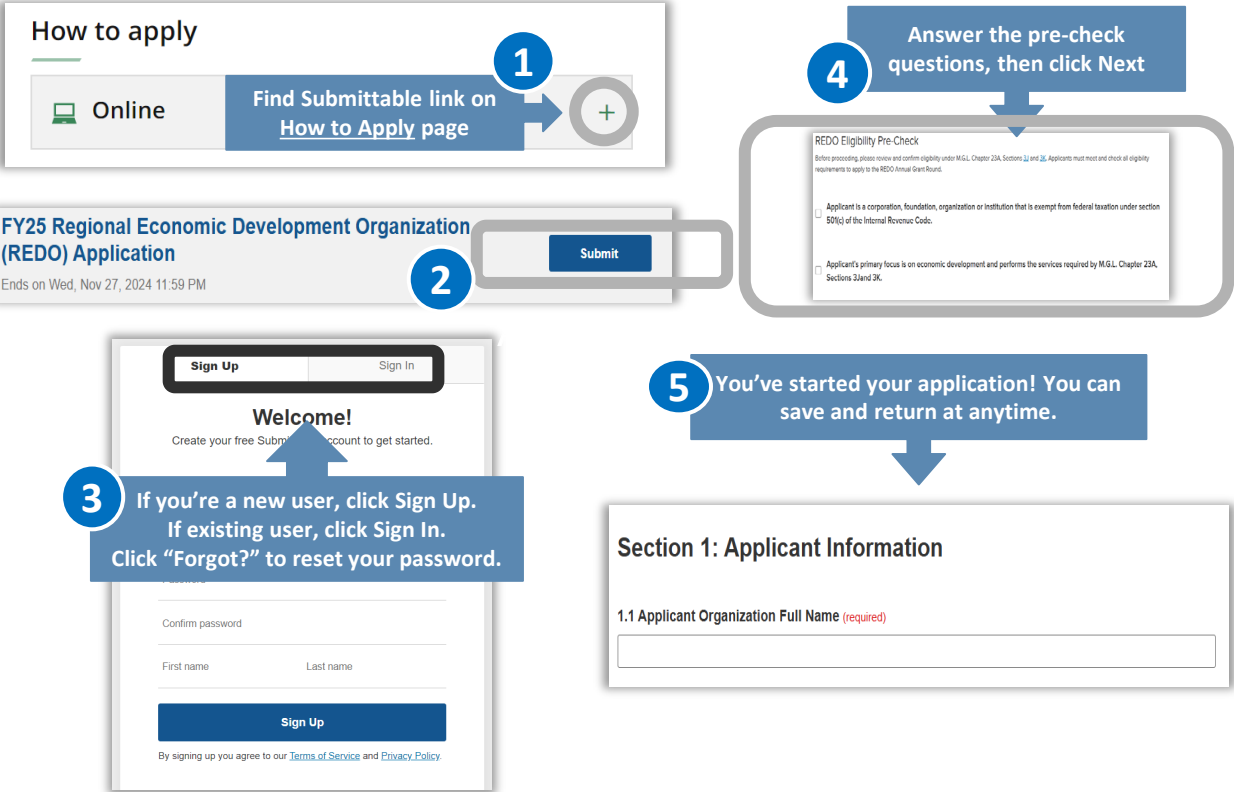


A complete proposal packet, which includes the following components, **must be submitted to EOED by 11:29 p.m. on Wednesday, November 27, 2024** via Submittable:

- Eligibility Screen
- Application Form
- IRS Exemption Determination Letter
- Workplan Template
- Budget Template

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

☐ SECTION 2: IDENTIFICATION OF REGION AND COVERAGE AREAS

☐ SECTION 3: PROPOSAL NARRATIVE

- Required Attachment: **Work Plan**- attach a completed Work Plan that details the project timeline with key activities and benchmarks that would be supported by this grant during the January 1, 2025 – June 30, 2025 time period.

☐ SECTION 4: BUDGET AND FUNDING REQUEST

- Required Attachment: **Budget Template** - attach a completed Budget that shows the entire project budget, with the amounts requested in this grant application, plus any Other Funds allocated to the project, if applicable. For Other Funds, please include (in the Notes section) the source and whether the funds are committed.



☐ **SECTION 5: OTHER OPTIONAL ATTACHMENTS**

Applicants may submit other attachments to support the application. However, please note that these items will generally not be scored or assessed as part of the formal evaluation of the proposal.

- Letters, copies of MOU's, contracts, etc., from any other partner organizations that are collaborating on the project. Letters should outline the organization's specific role and/or contribution to the project.
- Municipal support letters from the region's municipal leadership members, such as Mayor or Select Board Chair.
- General support letters.
- A copy of the most recent IRS Form 990 in response to Question 3.3a.

☐ **SECTION 6: CERTIFICATION AND AUTHORIZATION**



Frequently Asked Questions

- I have been a REDO grantee in the past, will I need to prove eligibility again?
- I have never been a REDO grantee; can I apply to this program?
- My organization does not have the IRS determination letter for exemption status. Am I eligible for this program?
- In the past, my organization was able to request reimbursement for expenses that have occurred since the beginning of the fiscal year. Will that be the case this year?
- The RFP asks for other/optional attachments, including MOU's and support letters. Do we have to submit letters for every community in our service area, especially if they will not be scored or counted?
- In the past, "Pop-ups" were an eligible project. Is REDO funding still a potential funding source for that type of project?

Other Questions From Participants



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: eoedgrants@mass.gov