



MassDevelopment

Collaborative Workspace Program

FY 2022 Annual Report

About the Collaborative Workspace Program

MassDevelopment is pleased to submit the FY2022 annual report detailing the sixth round of the Collaborative Workspace Program, a vehicle used to accelerate business formation, job creation, and entrepreneurial activity in communities by supporting infrastructure that fuels local innovation.

The program funds incubators, makerspaces, artists' spaces, collaborative kitchens, and traditional coworking spaces – alternative workplaces that provide resources such as shared tools and equipment, mentoring and educational programming, and peer-to-peer support that create real economic opportunities for their members.

Since its inception in 2014, the Collaborative Workspace Program has provided more than **\$10.9 million in 192 awards** for the planning, development, and build-out of different types of collaborative workspaces. Through the first six rounds of the program, collaborative workspaces have added over **11,000 users** since implementing their grant-funded projects, and occupy more than **2 million square feet in cities and towns across Massachusetts**. In FY 2022, a Request for Proposals for the sixth round was issued on May 27, 2021, and yielded 74 responses requesting approximately \$4.5 million in funding.

This year, twenty-eight grants totaling \$1,075,000 were awarded in 22 communities, including 11 Gateway Cities. You can learn more about these organizations on the pages that follow. This thriving program continues to support communities of entrepreneurs, innovators, artists, scientists, and students by lowering barriers to workspace and thereby facilitating their efforts to undertake economic activity and create jobs. We look forward to seeing its continued impact on local economies.

Sincerely,



Dan Rivera
President and CEO



MassDevelopment Board of Directors (as of June 30, 2022)



Charlie Baker

Governor

Karyn Polito

Lieutenant Governor

Mike Kennealy, CHAIR

Secretary of Housing & Economic Development

Brian Kavogian, VICE CHAIR

Managing Partner, National Development

Jessica Andors

Executive Director, Lawrence CommunityWorks

Mark Attia

Designee for Secretary of Administration & Finance

Gary Campbell

Chief Executive Officer, Gilbert Campbell Real Estate

James E. Chisholm

Division President, Waypoint

Joan C. Corey

Business Agent, Teamsters Local Union No. 25

Juan Carlos Morales

Founding and Managing Director, Surfside Capital Advisors

Kristina Spillane

Managing Director, Strategic Accounts, Fidelity National Information Services

Julieann M. Thurlow

President and Chief Executive Officer, Reading Cooperative Bank

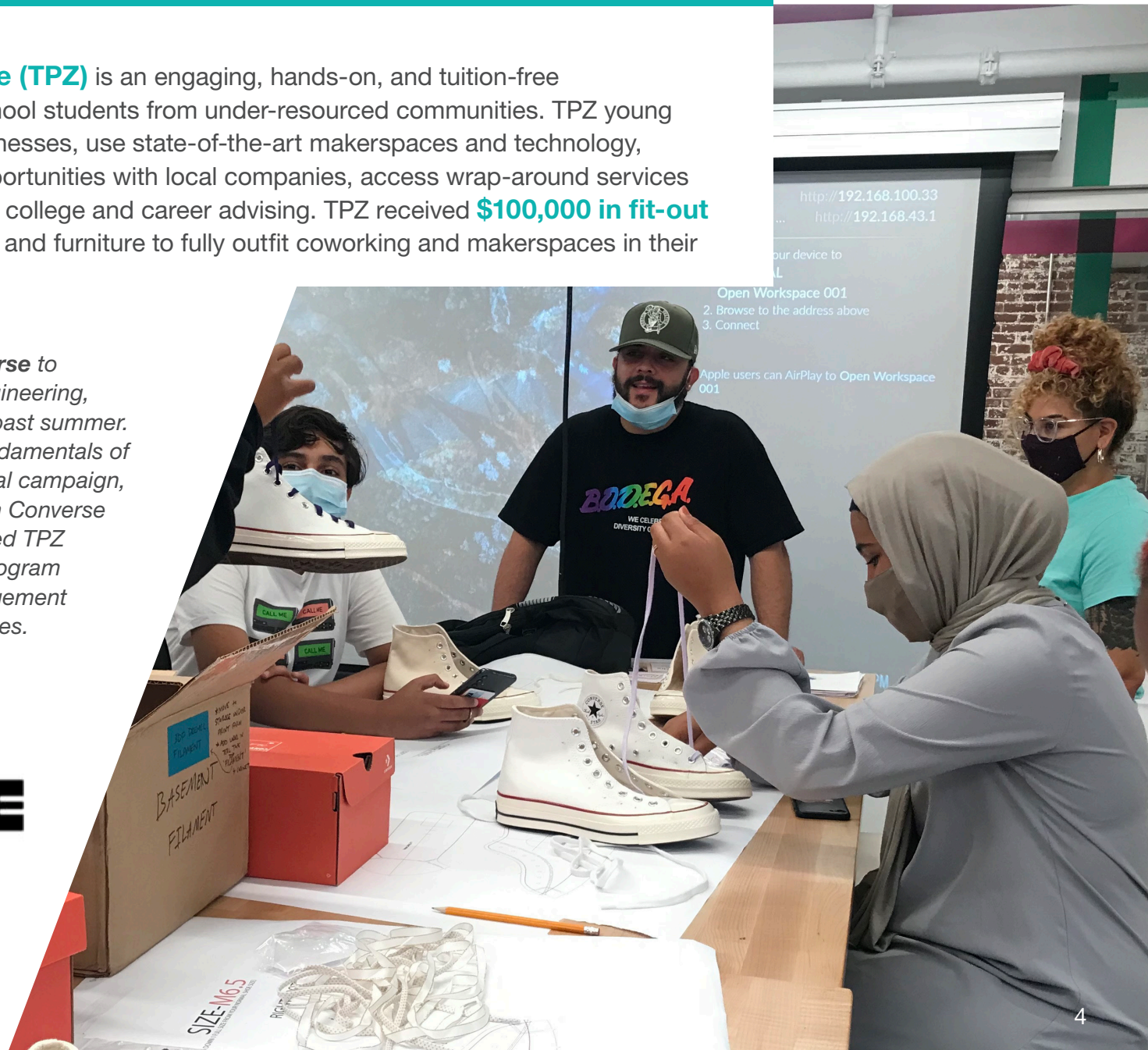
The Baker-Polito Administration announced \$1.075 million in grants to 28 organizations in 22 communities to strengthen community-based innovation and entrepreneurship.

The Possible Zone

Based in Boston, **The Possible Zone (TPZ)** is an engaging, hands-on, and tuition-free entrepreneurship program for high school students from under-resourced communities. TPZ young entrepreneurs design and launch businesses, use state-of-the-art makerspaces and technology, participate in work-based learning opportunities with local companies, access wrap-around services from community partners, and receive college and career advising. TPZ received **\$100,000 in fit-out grant** funding to purchase equipment and furniture to fully outfit coworking and makerspaces in their new building.

*TPZ partnered with lifestyle brand **Converse** to provide STEAM (science, technology, engineering, art, and mathematics) programming this past summer. Groups of students learned about the fundamentals of marketing, were tasked with creating a real campaign, and received mentoring and support from Converse designers. Overall, this partnership allowed TPZ to attract more students to its summer program and created a powerful community engagement opportunity for Converse and its employees.*

**THE
POSSIBLE
ZONE** 



The Fletcher Family Innovation Center

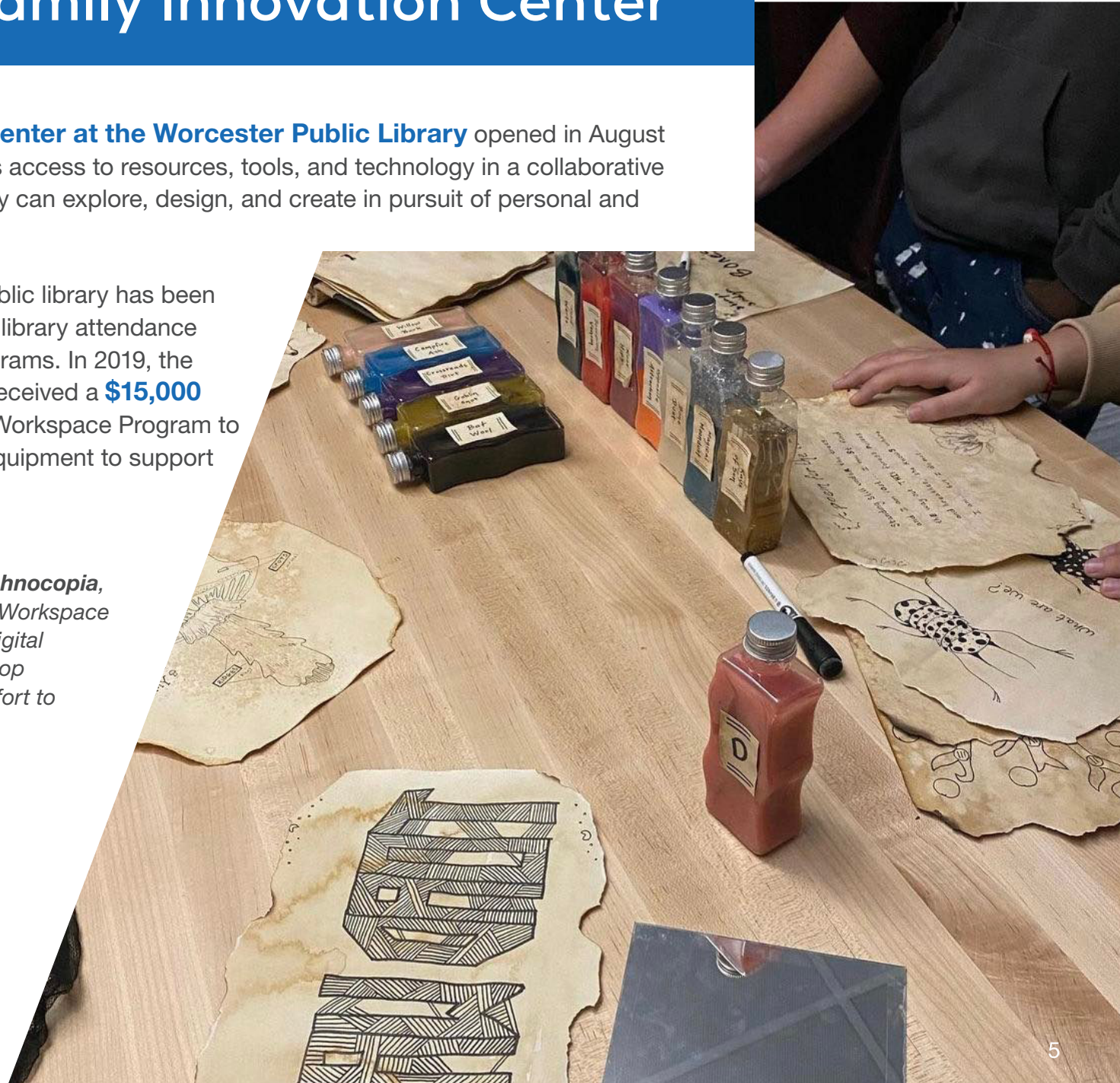
The Fletcher Family Innovation Center at the Worcester Public Library opened in August 2021. The public makerspace provides access to resources, tools, and technology in a collaborative space where the Worcester community can explore, design, and create in pursuit of personal and professional growth and enrichment.

Locating the Innovation Center in a public library has been mutually beneficial with an increase in library attendance and fully subscribed makerspace programs. In 2019, the Worcester Public Library Foundation received a **\$15,000 fit-out grant** from the Collaborative Workspace Program to buy digital and physical arts-related equipment to support the creation of the Innovation Center.

*The Innovation Center partnered with **Technocopia**, a local nonprofit and fellow Collaborative Workspace Program grantee, to train library staff in digital graphic design, 3D modeling software, prop construction, and other mediums in an effort to provide hands-on support and guidance.*

WORCESTER

 PUBLIC LIBRARY



Food Revolution

Food Revolution is a woman-owned, shared commercial kitchen in Stoneham that provides commercial kitchen prep and storage space along with guidance on permitting, marketing, and business planning to local food startups to test their concept and build their base.

The organization used **\$12,500 in fit-out grant** funding from the Collaborative Workspace Program to add cold storage and oven space in an effort to improve efficiency.

When **Roseadela Manganello** started at the Food Revolution a few years back, she had recently moved to the Boston area to be closer to her family. Encouraged by her children to sell the syrups and treats she had a gift for making, she perfected recipes and learned about labeling and marketing from Food Revolution. Today, Roseadela is the owner of Roseadela's Café and Shop in Salem.

Food
●●● rEvolution



Co-Creative Center

The **Co-Creative Center (Co+)** is a coworking and event space in New Bedford that cultivates and energizes social and creative entrepreneurship on the South Coast. Since its inception in 2017, Co+ has been home to art shows, gala events, experimental theater, STEAM classes for kids, music, yoga, and more.

Co+, through the Waterfront Historic Area League of New Bedford, Inc., received a **\$70,000 fit-out grant** in 2016 and another \$14,165 fit-out grant in 2019 for the creation of the community art center.

*Inspired by her Cape Verdean roots, Maria Fortes originally joined Co+ to learn more about fiber arts techniques. She soon started making her own designs and began operating her own clothing label, **The Brava Collection**, out of Co+. With the success of the brand, Maria was eventually able to open her own storefront in downtown New Bedford.*



Western MA Food Processing Center

The **Western MA Food Processing Center (WMFPC)** in Greenfield was created in 2001 to support new and growing food businesses as they navigate the path of bringing a food product to market. WMFPC offers rental manufacturing space as well as co-packing services to food businesses and work with local farms to make value-added products. They also provide one-on-one counseling and technical assistance on business planning, regulatory compliance, food safety, and more.

In 2020, the organization, through the Franklin County CDC, received a **\$61,000 fit-out grant** from the Collaborative Workspace Program to invest in new equipment and metal detection technology for a food safety detection line.

*Thanks to its new metal detection technology, WMFPC now produces a line of flash frozen local produce for **Wellness Croft, Inc.**, a new veteran-owned, sustainability focused, plant-based freeze-dried producer in Plymouth. Being able to verify that there are no metal fragments in outgoing products is an important resource for food businesses and a critical aspect of food safety compliance.*



FY 2022 Fit-Out Grants

Foundation Kitchen, Boston – \$89,505

Foundation Kitchen is a family-owned and operated commercial kitchen workspace, which nurtures and mentors other start-up food businesses. Grant funds will be used to equip and build-out its commercial kitchen.

GrubStreet Center for Creative Writing, Boston – \$64,395

GrubStreet Center for Creative Writing offers classrooms, dedicated space for artist instructors, community space, and a literary stage for artists. Grant funding will be used for fit-out and equipment costs to make the center accessible to community members living with disabilities.

Madison Park Development Corporation: Black Market, Boston – \$80,000

Black Market is a Black-owned, micro-business accelerator in Roxbury's Nubian Square with meeting and event space. Black Market will use grant funds for exterior building improvements.

The Possible Project, Boston – \$100,000

The Possible Project (TPP) offers students a free entrepreneurship program includes a dynamic, project-based curriculum, STEAM education science, technology, engineering, art, and mathematics, hands-on work experience, individualized college and career advising. TPP will use grant funds to purchase equipment and furniture for its new space.

Workhub at the Substation, Boston – \$18,950

Workhub is a cowork space committed to supporting the development of freelancers, innovators, and entrepreneurs, and meeting the needs of remote employees in Roslindale and surrounding neighborhoods. Grant funding will be used to purchase equipment and materials.



GrubStreet Center for Creative Writing



The Possible Project

The Fitchburg Arts Collective*, Fitchburg – \$50,000

The Fitchburg Arts Collective’s mission is to enrich and empower the local community through art and culture. Grant funds will be used to fit-out and equip its current location to house six affordable studio spaces and a flex-space for coworking, art shows, and workshops.

Framingham Makerspace, Framingham – \$99,781

The Framingham Makerspace has wood, metal and welding shops, a 3D printer, an etching press, and more. Grant funds will be used to build a fiber arts lab with tools, install a three-bowl sink for soap makers, improve the woodshop, and add new CAD/CAM workstations.

60Vibe, Lawrence – \$11,250

60Vibe is a coworking space for startups, entrepreneurs, nonprofits, and small businesses. Grant funding will be used to build, furnish, and equip a room designed for podcasts.

One Broadway Collaborative, Lawrence – \$100,000

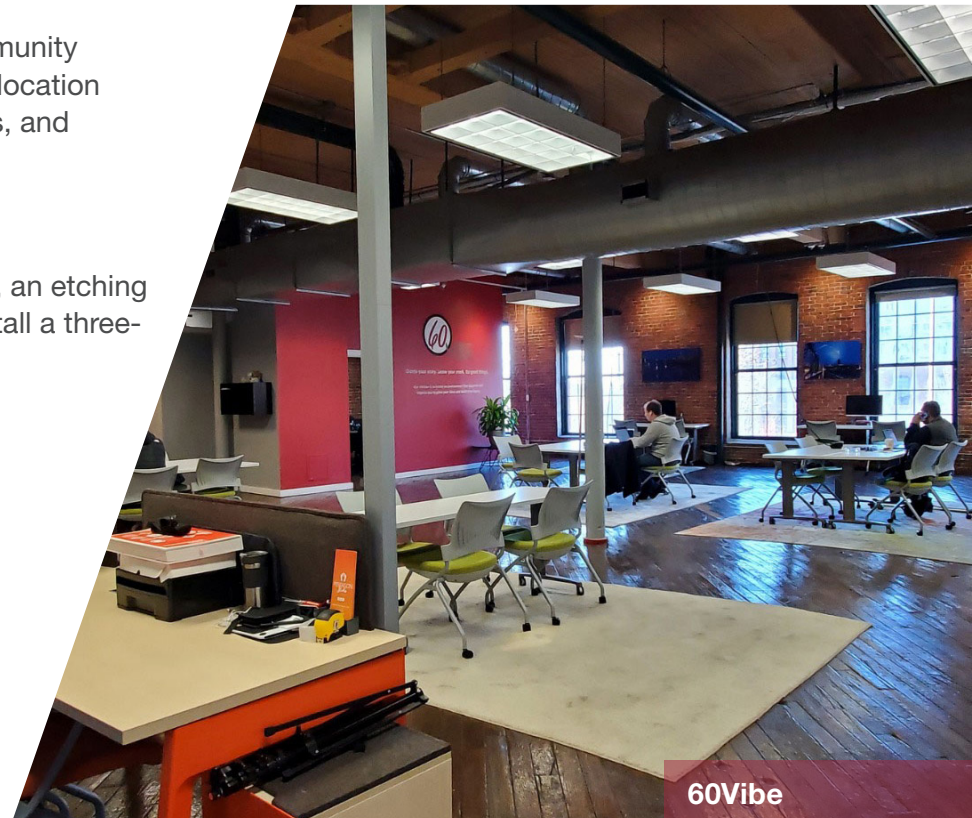
The membership-based nonprofit provides low-cost rehearsal, performance, and collaborative workspace for musicians and performing artists. Grant funds will be used to install an outdoor wheelchair lift and platform walkway; install a modern HVAC system; build a dedicated podcasting/video production room, and perform other building upgrades.

The Brickyard Collaborative, Lynn – \$13,250

The Brickyard Collaborative is a fully equipped makerspace focused on STEAM science, technology, engineering, art, and mathematics and entrepreneurship. The organization will use this grant to build-out partitions in the space in an effort to better control traffic and airflow.

JBS Corporation Collaborative, Methuen – \$25,000

JBS is a collaborative workspace designed to support small business owners with rental workspaces and meeting rooms as well as small business wraparound services through its Small Business Hub. Grant funds will be used for fit-out of meeting and office space, a conference room, and a café.



60Vibe



The Brickyard Collaborative

BoroBot Makerspace, Middleboro – \$20,000

BoroBot is a makerspace that provides members with equipment and training in an effort to promote entrepreneurship and teach marketable skills. Grant funding will help the organization purchase furniture and install safety features for existing equipment.

Discovery Economic Development Hub, New Bedford – \$50,000

Discovery Economic Development Hub is using grant funds to create a new, state-of-the-art digital technology collaborative workspace in downtown New Bedford as an extension of the Discovery Language Academy at the DeMello International Center.

33 Hawley, Northampton – \$42,000

Northampton Community Arts Trust's 33 Hawley project is a multi-use arts facility that is using grant funds to install a fully sprung floor and reversible Marley Dance Floor in its workroom/theater. The project also includes installation of an entrance ramp and moveable storage units.

Tyler Street Lab, Pittsfield – \$11,768

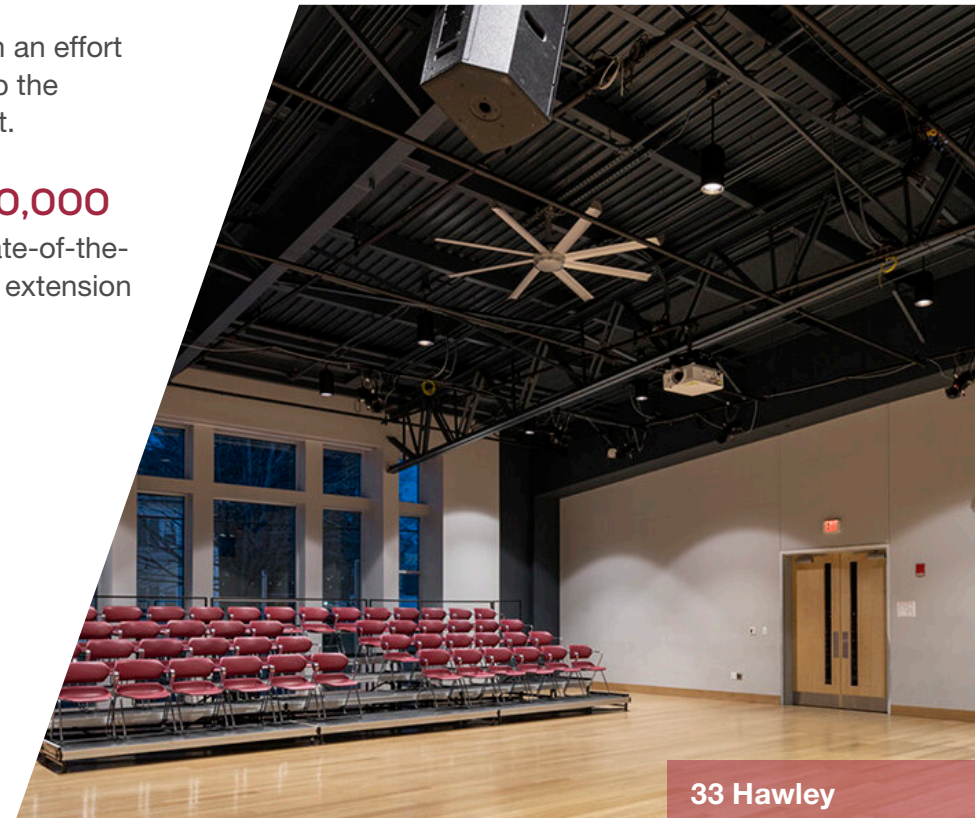
Tyler Street Lab began as a pop-up experiment sponsored by the Tyler Street Transformative Development Initiative. The Lab, led by two of the pop-up's original participants, plans to purchase new equipment.

Provincetown Commons, Provincetown – \$57,000

Provincetown Commons is a hybrid economic development center, coworking space, makerspace, and arts-related studio. Educational programs provide economic development support for startups, artists, designers, and small-business owners. Funds will be used to upgrade the existing HVAC system and for roof repairs.

The Collective Co., Scituate – \$6,975

The Collective's mission is to provide coworking and event space for local women to work, learn, connect, and thrive. The organization will use grant funds to purchase A/V, podcasting, camera, and studio equipment as well as a standing desk and private phone booth.



33 Hawley



The Collective Co.

The Ethnic Study CoWork Café & Bookstore*, Springfield - \$100,000

The Ethnic Study will use grant funds to create a makerspace inclusive to everyone. Funding will also help to complete renovations to the café and storefront spaces, build-out a recording studio and enhance accessibility for individuals with disabilities, and purchase furniture and equipment.

Food Revolution, Stoneham - \$7,121

Food Revolution is a shared commercial kitchen that supports local and sustainable food production. Grant funding will be used for additional cold storage and oven space.

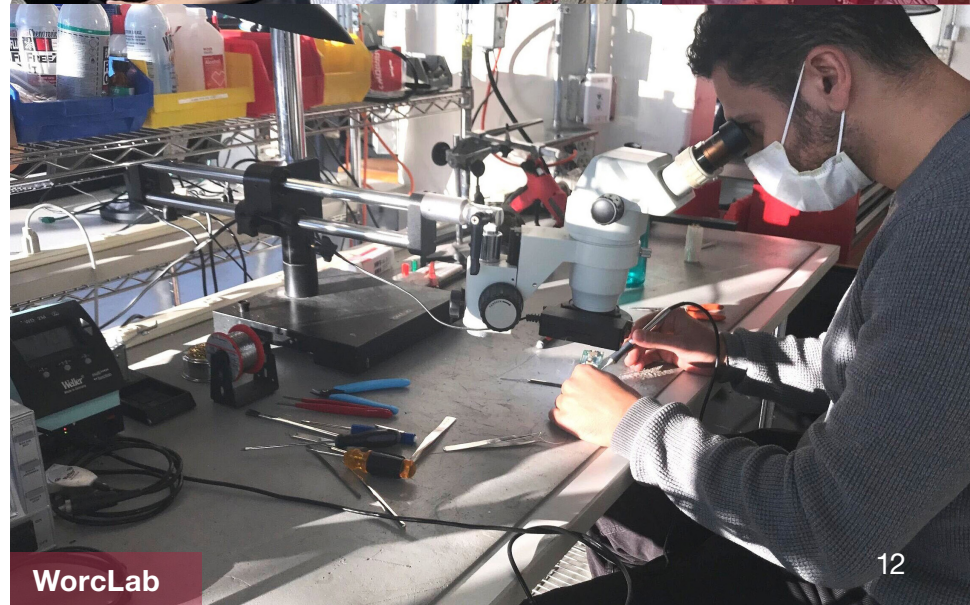
Technocopia, Worcester - \$14,178

Technocopia is a nonprofit makerspace that offers rental bays, a variety of tools, training classes and workshops. Users have access to wood, metal, glass, and laser cutting shops, a 3D printer station, CNC router, electronics bay, and textile and design studios. The organization will use this grant to improve its member management and billing system, purchase equipment, and improve its electrical service.

WorcLab, Worcester - \$27,566

WorcLab is a collaborative workspace that provides programming, training, and mentorship to budding entrepreneurs. They offer private offices, desks, conference rooms, event space, a kitchen, and a prototype lab equipped with a 3D printer. The organization will use this grant to make general space improvements and to further fit-out its lab with new equipment.

**Funding was not advanced.*



FY 2022 Seed Grants

The Cordial Eye Gallery and Artist Space

Barnstable – \$15,000

The Cordial Eye Gallery and Artist Space is a nonprofit alternative arts organization based on Cape Cod that utilizes the arts as a meeting point for community building. Grant funding will be used for a feasibility study of the proposed collaborative workspace.

City of Brockton & Brockton Redevelopment Authority: Brockton Innovation Center

Brockton – \$10,000

The City of Brockton and the Brockton Redevelopment Authority will use grant funds to support a feasibility study for the Brockton Innovation Center.

WorkHub on Union

Easthampton – \$5,000

WorkHub on Union offers an affordable, flexible, and professional workspace in the heart of Easthampton's business, services, and retail district. Grant funds will support new design plans for the space.

Chair City Legacy Makerspace

Gardner – \$11,650

The Chair City Legacy Makerspace is a shared space for woodworking and other crafts. Grant funds will be used for a consultant to assess financial viability and sustainability.

The Central School

Orange – \$15,000

Renovations to The Central School collaborative workspace will include space for performing and visual arts, offices, and a commercial kitchen. Grant funding will be used for design work.

The Fitzpatrick Collaborative

Pepperell – \$6,000

The Fitzpatrick Collaborative (TFC) is a nonprofit organization responsible for developing a former school into a thriving center serving local recreational, educational and arts programs, and workspace for businesses. TFC will use grant funds to hire a consultant to develop a business plan for a commercial kitchen and food hub.

Family Table Collaborative

Yarmouth – \$15,000

Grant funds will be used to hire an engineering firm to redevelop an existing restaurant space in Yarmouth to serve as a community kitchen.



Family Table Collaborative

FY 2022 Approved Projects

FIT-OUT GRANT

Foundation Kitchen
Boston – \$89,505

GrubStreet Center for Creative Writing
Boston – \$64,395

Madison Park Development
Corporation: Black Market
Boston – \$80,000

The Possible Project
Boston – \$100,000

Workhub at the Substation
Boston – \$18,950

Framingham Makerspace
Framingham – \$99,781

6OVibe
Lawrence – \$11,250

One Broadway Collaborative
Lawrence – \$100,000

The Brickyard Collaborative
Lynn – \$13,250

JBS Corporation Collaborative
Methuen – \$25,000

BoroBot Makerspace
Middleborough – \$20,000

Discovery Economic Development Hub
New Bedford – \$50,000

33 Hawley
Northampton – \$42,000

Tyler Street Lab
Pittsfield – \$11,768

Provincetown Commons
Provincetown – \$57,000

The Collective Co.
Scituate – \$6,975

Food Revolution
Stoneham – \$7,121

Technocopia
Worcester – \$14,178

WorcLab
Worcester – \$27,566

SEED GRANT

The Cordial Eye Gallery and Artist
Space
Barnstable – \$15,000

City of Brockton & Brockton
Redevelopment Authority: Brockton
Innovation Center
Brockton – \$10,000

WorkHub on Union
Easthampton – \$5,000

Chair City Legacy Makerspace
Gardner – \$11,650

The Central School
Orange – \$15,000

The Fitzpatrick Collaborative
Pepperell – \$6,000

Family Table Collaborative
Yarmouth – \$15,000



@MassDev | massdevelopment.com | 617-330-2000