



Commonwealth of Massachusetts

Executive Office of Economic Development

In coordination with

Massachusetts Office of Business Development

Massachusetts Clean Energy Center

Massachusetts Life Sciences Center

Request for Proposals (RFP)

Business Incentive Programs

Business Builds: Life Sciences Capital Grant Program

Program Guidelines

CONTENTS

- A. Introduction
- B. Program Overview
- C. Program Details
- D. Application Process
- E. Eligibility & Evaluation
- F. Award Recommendation and Contacting
- G. Post-Award Information
- H. Compliance

A. Introduction

The Commonwealth's goal is to ensure that businesses choose not only to locate in Massachusetts, but to grow, expand, and build their future here.

The Massachusetts Office of Business Development ("MOBD"), the Massachusetts Life Sciences Center ("MLSC"), and the Massachusetts Clean Energy Center ("MassCEC") are coordinating the release of three capital grant programs: MLSC's Business Builds: Life Sciences Capital Program, and Clean Energy Center's Business Builds: Climatetech Capital Program and MOBD's Business Builds Capital Grant Program (the last with a focus on key sectors of Defense, Robotics, Manufacturing, AI, Tech and Childcare).

By aligning incentive programs across Team Massachusetts, the Commonwealth is delivering a seamless, strategic investment process that supports companies in our key sectors, accelerates business expansion, and reinforces our commitment to helping businesses start, grow, and thrive here. This coordinated approach ensures that every investment advances the Commonwealth's long-term economic priorities while strengthening Massachusetts' position as the premier destination for innovation, talent, and industry leadership.

Strong applicants will be engaged in headcount and/or physical expansions that leverage private investments to create jobs and generate new economic activity across the Commonwealth.

Please refer to the individual Requests for Proposals ('RFPs') for each program for detailed information about the program, eligibility criteria, evaluation process, post-award requirements, and general conditions.

B. Program Overview

Massachusetts is a global leader in life science research and development. The Commonwealth also has a strong growing manufacturing presence. Many of the world's top biotech, pharma, and medtech companies have chosen to co-locate their R&D and manufacturing operations in Massachusetts to take advantage of the density of talent, collaborative spirit, and opportunities for consistent iteration between the lab and production teams. These close collaborative connections work even better on the cutting-edge innovations when the manufacturing processes are nimble, creative, and responsive to the lightning speed of science.

The MLSC's Business Builds: Life Sciences program supports companies creating or expanding their presence, particularly in biomanufacturing or medtech advanced manufacturing in Massachusetts. This program aims to be a responsive and adaptive tool to fund capital investments, such as buildout, renovation, or equipment needs in a way that best meets current and future industry needs to support increased activity and career development in Massachusetts. Funding will be given to projects that can demonstrate a broader public benefit and contribute to the larger life sciences ecosystem, including workforce training space and programming, offering access or discounts to small local companies, or collaboration with nonprofit partners.

This program was created to support life science companies seeking to expand in Massachusetts, with a particular priority for companies that will manufacture their products in close proximity to their successful R&D operations, as well as to meet the needs of industry, and informed by recent shifts in the global economy and national focus.

- The number of biomanufacturing jobs in MA has grown 25% in the last five years.
- Today in Massachusetts, there are about 40,000 people employed in biomanufacturing or advanced medtech manufacturing.
- By the end of the decade, according to a BCG estimate, biomanufacturing will be used extensively in more than a third of traditional manufacturing industries, representing nearly \$30 trillion in global value.
- Massachusetts has invested significantly in workforce development programs to support a diverse talent pipeline for skilled biomanufacturing and advanced manufacturing workers.

C. Program Details

Overview	Description
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Eligible Applicants	Life Sciences Businesses seeking to expand or improve their operations within the Commonwealth. Life Science Company of any size, based in Massachusetts or looking to expand to Massachusetts. MA-based companies are required to submit a Certificate of Good Standing from the Massachusetts Secretary of Commonwealth and a Certificate of Good Standing from the Massachusetts Department of Revenue. Non-MA companies must establish a Massachusetts presence before using funds.
Priority Sub-Sector	The following sub-sectors will be prioritized in this process: Applicants that create or expand biomanufacturing or medtech advanced manufacturing operations within Massachusetts, with preference for companies with manufacturing projects advancing technology in biologics, women's health, mRNA, microbiome, cell & gene therapy (CGT), central nervous system (CNS), personalized medicine, robotics, radiopharma, health equity
Typical Grant Range	\$500,000 - \$2,000,000
Match Requirement	Requirement: 50/50 match (business must match grant funds dollar-for-dollar). Matches cannot be other state grants or in-kind contributions.
Grant use	Eligible Expenses (Capital Only): • Construction, buildout, and fit-out. • Equipment aligned with the project's sustainability goals. • Site preparation and infrastructure such as water, sewer, power, HVAC, or clean energy installations. Ineligible Expenses: • Operating expenses • Working capital

	Non-capital administrative costs Further details below.
Contract Payment Terms	Cost reimbursement contracts. Funds are disbursed on a cost reimbursement basis, generally within 30 days of receipt of valid documentation. Only approved expenses, based on a scope of work contained in a fully executed contract with MLSC, will be reimbursed. Applicant must accurately project spending of the grant. The funding must be spent within the projected fiscal year.
Performance Period	Current fiscal year Once awarded, a Business Builds: Life Sciences grant may run until June 30, 2027, following the successful execution of a contract. Projects that are shovel-ready will be prioritized. Applicants must commit to maintaining a location in Massachusetts for no less than 10 years (the depreciation term), whether at the location identified in the application or another site in MA as a continuation of the manufacturing project.
Limitations	Applicants with a project that have applied for and received the ClimateTech Tax Incentive for Capital or MOBD's Business Builds will not be eligible. Separate projects will be considered if it has not been supported by the programs noted above.

Eligible & Ineligible Capital Expenses:

All eligible costs must be capital expenses, including the purchase, construction, or permanent installation of equipment or infrastructure. Operating expenses ("OpEx"), including salaries or wages of grantee staff, are not eligible for funding.

Costs must be incurred after the execution of a Grant Agreement and will be reimbursed by MLSC.

Budget Category	Description	Reimbursable
Capital Expenses		
Infrastructure & Equipment	Equipment, digital infrastructure, permanent installations.	☒ Eligible
Capital Labor	Staff salaries/wages for capitalizable work (routine site maintenance, installation, etc.)	☒ Not eligible
Capital Labor Fringe	Benefits related to capital labor.	☒ Not eligible
Capital Subcontractors/Consultants	Third-party installation, engineering, and construction services needed to install equipment, including subcontractor indirect costs included in the hourly rates for actual project hours worked.	☒ Eligible
Other Capital Materials and Costs	Permanent building and installation materials (e.g., structural steel, concrete, conduit, wiring, permanent piping), and capitalized software. ⁶	☒ Eligible
Capital Overhead/Indirect Costs	Allocated indirect costs on capital expenditures.	☒ Not eligible
Operating Expenses		
Direct Labor	Salaries and wages of staff engaged in non-capitalizable tasks, such as project management, administrative work, grant reporting, etc.	☒ Not eligible
Direct Labor Fringe	Benefits related to direct labor costs.	☒ Not eligible
Subcontractors/Consultants	Subcontractors or consultants performing non-capitalizable tasks, such as project execution, evaluation, outreach, etc.	☒ Not eligible
Direct Materials	Office supplies, or software not directly tied to asset creation.	☒ Not eligible

Other Direct Costs	Expenses necessary for project execution that do not fit the above categories (travel costs, conferences, etc.).	✗ Not eligible
General & Administrative Expense/Overhead	Organization-wide costs not directly attributable to the project, such as executive leadership, rent, utilities, etc.	✗ Not eligible

D. Application Process

All applications must be completed online through the MLSC Portal here:

<https://masslifesciences.submittable.com/submit>

Applicants are required to [create an account](#) prior to accessing the application. If you already have an account, please [log in](#) to begin the application.

Connect with us to Learn More

If you have any questions regarding the application process, e-mail:

businessbuilds@masslifesciences.com

Sample application available on program website.

E. Eligibility and Evaluation

Once a business has submitted a complete application, MLSC will carefully review each project application's eligibility to confirm that the following conditions have been met:

- 1) The project is located in Massachusetts
- 2) The project consists of capital investments in a facility that enables the business to relocate from one location to another in Massachusetts, relocate from out of state to Massachusetts, expands an existing facility, or to establish a new facility
- 3) The project appears to be economically feasible for the business in FY27 ending June 30, 2027 (the business has the funds to match the grant award dollar-for-dollar).

The agencies will evaluate each eligible project application according to the following criteria:

Scoring Criteria	Description
Priority Sector	Evaluates alignment with MLSC's strategic industry sub-sectors, biomanufacturing or medtech advanced manufacturing (additional detail on manufacturing sub-sectors above). Higher scores are awarded to companies operating in sectors with significant

	economic growth potential and strategic importance to the Commonwealth.
Expansion Location	Assesses the economic impact of the proposed location based on factors such as whether the project is located outside of Route 128, and whether it is situated within a Gateway City or rural community. Projects in areas targeted for economic development receive higher scores.
Job Growth Potential	Measures the company's projected employment impact, including anticipated job growth over five years and the quality of jobs created. Preference is given to projects estimating at least 50% employment growth and offering wages above the regional average individual income for comparable roles.
Investment in Massachusetts	Evaluates the scale and significance of the company's commitment to Massachusetts through capital investment, business expansion activities, and long-term presence. Considerations include investments exceeding \$10 million; expansion of manufacturing, headquarters, R&D, or other functions; establishment of a new location; and introduction of a new business function to the state.
Public Good	Assesses the broader benefits the project provides to Massachusetts beyond direct business outcomes. Factors include investments that support community development, workforce advancement, regional economic significance, infrastructure improvements, environmental benefits, or other public-facing impacts that contribute to the Commonwealth's long-term prosperity.

The scoring criteria informs both the award amount and the overall priority of an application. Awards may range from \$500,000 to \$2,000,000. Due to the competitive nature of the grant programs, applicants may request an amount of funding, but this process does not guarantee that as an award; the actual amount may be lower based on score, eligible costs, required match, project scope, and available program funds.

Public Benefit

All applicants must describe the public benefit of the project. These benefits should illustrate how this project and funding will support the broader economy or community of Massachusetts, beyond the benefits to the applicant. Examples of public benefits include:

1. Job Opportunities for Local Communities

Describe how the project will create new, high-quality employment opportunities for residents of Massachusetts, particularly in Gateway Cities, rural towns, or areas with high unemployment. Include any plans to hire from disadvantaged populations or invest in workforce training.

2. Environmental/Climate Health and Wellbeing

Explain how the project or company will reduce pollution, energy use, or greenhouse gas emissions. Describe any planned investments in clean energy, energy efficiency, green infrastructure, or other measures that will improve environmental conditions and public health.

3. Economic Stability and Growth

Detail how the project will contribute to the economic development of the region. This may include revitalizing vacant or underutilized properties, supporting local supply chains, or strengthening nearby commercial districts.

4. Better Public Infrastructure

Identify any anticipated improvements to local infrastructure associated with the project, such as utilities, transportation access, or public amenities. Explain how these improvements will benefit the surrounding community beyond the improved facility.

5. Competitive and Attractive Job Market

Describe how the project will improve job quality and market competitiveness, including offering good wages, career advancement opportunities, or skills development. Include any partnerships with schools, training institutions, or workforce development programs.

6. Long-term Sustainability

Discuss the long-term environmental impact of the project, including how it aligns with Massachusetts' climate and energy goals. Outline any sustainability standards (e.g., LEED certification), low carbon building materials, or operational practices that will ensure long-term environmental performance.

7. Stronger State Economy

Explain how the business' expansion will increase tax revenues, attract additional investment to the state, or enhance Massachusetts' reputation as a destination for innovation, sustainability, or advanced industry. Emphasize the broader economic impact of the project.

Additional or different benefits will also be considered.

F. Award Recommendation and Contacting

Following the application deadline, timely and complete applications will be reviewed for eligibility and evaluated using the common scoring calculator. A calculator score supports, but does not compel, an award recommendation. All applicants will be notified by email of the decision on their application.

Applicants that are approved for funding will receive a commitment letter outlining the grant amount and any conditions of the award. Grantees will need to verify the project's readiness and address any related conditions at the time of award.

All awards are subject to availability of funds and are contingent upon approval by the MLSC Board of Directors based on feedback and scores and full execution of a contract between the Commonwealth and the Grantee. In addition, MLSC reserves the right to make no awards, to award less than the applicant requests, and/or to award less than the maximum amount of funds potentially available through this solicitation.

Applicants that are not selected to receive funding during the round will have the opportunity to request feedback on their application.

Please note: The MLSC reserves the right to consider the applicant's past performance in operating grants administered by both the Center and/or the Commonwealth and factor this performance into funding decisions. All applicants will be notified of their award status by email. In addition to the scoring system outlined, the Center reserves the right to only consider submissions that, in our sole judgment, are complete and responsive to the solicitation's requirements and include all required application components. Additionally, the Center reserves the right to consider other criteria in making awards.

G. Post-Award Information

Annual Progress Reports: Will be submitted within thirty (30) calendar days following the conclusion of each calendar year during the Term of the grant Agreement. The cumulative annual reports must highlight (I) project activities, (II) accomplished milestones (III) actual costs incurred during the months to which the report relates.

Final Project Report: Will be submitted within six months of substantial completion of the project. This report will include difficulties, findings, and recommendations for improvements. Link to all reports will be provided to awardees in the Grant Agreement.

Expenses by all Awardees during the award period, with receipt/invoices no later than 15 days after the conclusion of the award period. These reports should describe progress made using the grant, as well as other metrics including FTE and other success stories. A link to the report will be provided to awardees in the Grant Agreement.

Post Project Report: Will be submitted by all awardees yearly after submitting the Final Report for the following 3 years and should describe the progress of the Awardee

towards project execution and the impact of the Award on such progress. The report should include the number of FTEs, and other information. A link to the report will be provided to awardees in the Grant Agreement.

H. Compliance

Confidentiality

The MLSC is subject to the requirements concerning disclosure of public records under the Massachusetts Public Records Act, M.G.L. c. 66 (Public Records Act), which governs the retention, disposition and archiving of public records, such as written materials, financial statements, statistical tabulations and other documentary materials or data. As a result, applicants should be aware that any information submitted to MLSC is subject to public disclosure as set forth in the Public Records Act.

There are, however, exceptions. “Public records” do not, for example, include documents containing trade secrets, such as commercial or financial information regarding the operation of any business conducted by a company or other institution or regarding the competitive position of a company or other institution in a particular field. In the event an applicant wishes to submit certain documents to the MLSC and believes such a document or documents may be proprietary in nature, the applicant should identify such materials in its application as Confidential. The MLSC’s General Counsel is the sole authority within MLSC for making determinations on the applicability and/or assertion of an exemption to the Public Records Act. All documents submitted by the applicant, whether designated as “Confidential Information” or not, are not returnable.

General Conditions

Contractual Requirements

The Center intends to enter into an Agreement with the Awardees containing certain standard provisions. The Center reserves the right to amend the Agreement. Please be advised that this standard Agreement must be executed in substantially the form provided and the terms and conditions therein are non-negotiable. *Please note, the Center will not include any intellectual property terms in its contract. We recommend all parties begin these discussions as soon as possible to avoid delay in executing the award.

Waiver Authority

The Center reserves the right, at its sole discretion, to waive minor irregularities in submittal requirements, to request modifications of the application, to accept or reject any or all applications received, and/or to cancel all or part of this solicitation at any time prior to awards.

Disclaimer

This solicitation does not commit the Center to award any funds, pay any costs incurred in preparing an application, or procure our contract for services or supplies. The Center reserves the right to accept or reject any or all applications received, negotiate with all qualified Applicants, cancel or modify the solicitation in part or in its entirety, or change the application guidelines, when it is in its best interests. An application does not constitute an award. Changes/Amendments to Program This solicitation has been distributed electronically using the Center's website. It is the responsibility of Applicants to check the Center's website for any addenda or modifications to the program to which they intend to apply. The Center, the Commonwealth of Massachusetts, and its subdivisions accept no liability and will provide no accommodation to Applicants who submit an application based on an out-of-date solicitation.