



WHY YOU NEED DON CASSANO

Government Capital Strategist | Grant Writer Government and Non Profit Grants

50 Years of Experience with Over \$500 Million In Successful Grant Awards

Real Estate Brokerage Firms

- Differentiate your listings by identifying government funding that improves a property's economics
- Give your agents a value-add story that competing brokerages can't offer
- Help buyers and sellers see brownfield, TOD, and redevelopment sites as viable rather than risky
- Speed up deal timelines by pre-identifying funding eligibility before it becomes a negotiation obstacle
- Strengthen your relationships with developers, municipalities, and institutional clients through a trusted funding resource
- Win more listings by bringing a government capital strategist to the pitch

Environmental Engineers & Engineering Firms

- Turn site assessments and MCP reports into approved grant applications
- Navigate MassDEP, EPA Brownfields grants, and state revolving loan programs
- Translate technical findings into funded cleanup and redevelopment dollars

Real Estate Developers

- Identify federal, state, and local programs matched to your project profile
- Prepare applications that meet agency standards
- Manage compliance requirements tied to public funding
- Applicable in pre-development or active construction phases
- Improve project economics on brownfields, adaptive reuse, TOD, and affordable housing deals

REITs & Institutional Real Estate Investors

- Offset environmental liability and deferred infrastructure costs across your portfolio
- Access Brownfields funding, HUD programs, and state economic development incentives
- Connect institutional capital with public funding through a compliant, documented process
- Enable higher-value repositioning of underperforming assets

Architects & Design Professionals

- Close the gap between design vision and funding strategy
- Identify grant programs aligned with project scope early in design
- Access historic preservation credits and green building incentives
- Unlock development value through public infrastructure improvement funds
- Add client value from day one by partnering with a government capital strategist

Builders & General Contractors

- Tap into the full scope of funding available on publicly funded and mixed-income projects
- Access workforce development programs and apprenticeship incentives
- Leverage energy efficiency rebates and infrastructure grants
- Reduce project costs and expand client base

Municipalities & Local Government Officials

- Identify, apply for, and manage state and federal economic development funding
- Access MassWorks infrastructure grants, HUD CDBG, and EPA Brownfields assessments
- Move downtown revitalization and affordable housing projects from concept to viable
- Bridge the language gap between government and economic development for less friction, better results

1031 Exchange Participants

- Identify funding eligibility on replacement properties before you commit
- Evaluate brownfield incentives, historic tax credits, and economic development grants
- Understand how funding eligibility changes acquisition and repositioning strategy
- Move fast without missing hidden financial upside

Environmental Nonprofits

- Identify funding opportunities through EPA, MassDEP, and related agencies
- Build documentation and compliance frameworks for complex grant applications
- Strengthen competitiveness on open space preservation, land remediation, and community health initiatives
- Add grant writing discipline and government relationships your team may lack in-house

Nonprofit Organizations

- Access professional grant writing for federal, state, and foundation funding sources
- Identify funding streams matched to your mission — housing, community development, workforce, education, health, and human services
- Build compelling, agency-ready applications backed by 50 years of funding strategy experience
- Manage compliance, reporting, and documentation requirements tied to public and philanthropic grants
- Strengthen board and donor confidence with a disciplined, results-driven funding process
- Free up staff time and internal capacity by outsourcing grant research and writing to a dedicated specialist

DON CASSANO

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