Need State or Federal Funds for Your Mill Conversion? Here's Where to Start.

Across New England, hundreds of historic brick mills sit half-used or vacant — too valuable to tear down, too expensive to renovate without help. The good news: state and federal governments have spent decades building funding programs specifically designed to bring these buildings back to life. The challenge is knowing which programs apply, how to stack them, and how to present a project so decision-makers say yes.

That's where a Government Capital Strategist comes in.

Why Mill Conversions Are a Government Funding Priority

Old mill buildings check nearly every box that public funding programs are built around: they're historic, they're located in economically underserved communities, they often sit on contaminated or underused industrial land, and converting them creates housing, jobs, and tax base without new sprawl. That combination makes mills strong candidates for:

- **Historic Tax Credits** — for preserving qualifying historic structures
- **Brownfields funding** — for sites with environmental cleanup needs
- **MassDevelopment and MassWorks** — for infrastructure and site readiness
- **TIF and DIF** — tax increment and district improvement financing tied to future value created
- **New Markets Tax Credits (NMTC)** — for projects in qualifying low-income census tracts
- **LIHTC** — when the conversion includes affordable housing units
- **CDBG** — community development block grant funding tied to public benefit
- **EDA funding** — for projects tied to regional economic development

Individually, each program covers a piece of the capital stack. Layered together, they can close a funding gap that would otherwise kill a project.

The Real Challenge: Nobody Hands You This Money

These programs don't find developers — developers have to find them, understand the eligibility rules, and build the case. That means:

- Knowing which programs are actually live and funded right now
- Understanding how a specific property qualifies (or doesn't)
- Building the financial and feasibility case that agencies want to see
- Having existing relationships with the people who make funding decisions

That last point matters more than most developers expect. Programs have discretion. Applications from people who understand how an agency thinks — and who agencies already know — move differently than cold submissions.

50 Years, $500+ Million, and a Simple Approach

I've spent 50 years in commercial real estate, and I've helped secure more than $500 million in government funding for development projects. My role is straightforward: I identify the right funding programs for your specific property, build the strategic case, and use decades of relationships across state and federal agencies to move your project forward.

If you're sitting on a mill property — or evaluating one — and wondering whether it pencils out, that's exactly the conversation worth having before you write off the deal.

Let's discuss opportunities for your project.

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