CAPE COD
COMMISSION

Barnstable County
FY27 License Plate Grant Application Submission

Massachusetts Housing and Climate Innovation Center

CONTACT INFORMATION

Organization Name: Massachusetts Housing and Climate Innovation Center
Location: 261 Whites Path Suite 5, South Yarmouth, MA 02664
Project Manager Name: Adele Giovanniello
Project Manager Title: Program Manager
Project Manager Email: adele@masshcic.org

PROJECT INFORMATION

Name of Project: 2027 MassHCIC All-Star Program

Brief Project Description:
Now in its fourth year of operation, the 2027 MassHCIC All-Star Program places undergraduate and graduate students with the towns of Barnstable and Falmouth for an 8-week summer internship. Interns complete town and community projects that address housing affordability, climate resilience, and sustainability, or an intersection of these challenges. Student deliverables generate actionable data and policy-ready recommendations for each municipality, while connecting towns with early-stage climate and housing tech startups to pilot test on the Cape. The program trains the next generation of climate and housing professionals while delivering lasting, tangible value to Cape Cod communities.

How does the project advance one or more 2024 Cape Cod CEDS Key Actions?
Providing spaces for organizations and entrepreneurs to pilot ideas: MassHCIC's core mission is connecting Cape municipalities with startups that need real-world testing environments. Our Innovation Opportunity Atlas is a search engine connecting startups and entrepreneurs to Cape towns, funded by a 2025 MassCEC grant creates a scalable platform for this matchmaking. An example of this is when a 2026 intern assisted living seawall company KindDesigns in pitching a pilot at Chatham's Barn Hill Landing. The 2027 All-Star Internship Program trains interns to complete extensive research and offer our municipal partners (Barnstable and Falmouth) continued exposure and connections to startups with pilot projects that meet the needs of their unique town challenges.

Developing and connecting students and workers to educational and training opportunities: The All-Star Internship places high-achieving students from across the country in hands-on roles with Cape municipalities. Interns receive invaluable on-the-job training across a wide range of skills — whether it's their first time working with and understanding local government, mastering their public speaking skills, or honing their ArcGIS mapping skills for a future career in transportation, our program offers students from a variety of backgrounds the fundamental job training needed as they pursue their careers. In 2026 alone, interns worked on EV Bronze Certification, food systems research, sustainable tourism, and transportation infrastructure.

Investing in water quality and natural resources: Intern fieldwork surfaces opportunities for innovative environmental solutions. MassHCIC's first pilot, a chemical-free cyanobacteria treatment at Barnstable's Duck Pond (2024), was identified entirely through this process. In 2026, wastewater solutions company Poopoof entered into contact with Barnstable and is currently discussing ongoing pilot opportunities with the town. The 2027 program will continue identifying and facilitating similar opportunities in Barnstable and Falmouth.

What economic development needs/priorities will this project address?
"Workforce and Climate Resilient Infrastructure Development: Cape Cod faces an acute workforce shortage driven by high housing costs. A 2025 MassHCIC All-Star survey of 40 Duffy Health Center workers found that 60% lacked stable, affordable housing and 35% planned to leave within two years. The All-Star Program contributes to solving this challenge by producing policy-ready housing, transportation, and infrastructure research. Additionally, our interns' assistance in helping the town of Falmouth receive its EV Bronze Certification has assisted the town in becoming more eligible for grants and other state funding that goes directly into projects employing the community. In 2027, our interns will continue supporting projects such as these for the towns of Barnstable and Falmouth.

Sustainable Tourism Project in 2027: In 2026, All-Star Georgia launched CapePay in collaboration with the Cape Cod Chamber of Commerce — a rewards-based sustainable tourism program incentivizing eco-friendly visitor behavior and driving foot traffic to local businesses. For example, a tourist can get an hour of free kayaking if they pick up 5 pounds of beach trash, or by riding the CCRTA bus, a tourist or local can get free ice cream at Cape Cod Creamery, or free admission to the Kennedy Museum in Hyannis. This program offers infinite opportunities for cross-collaboration between local businesses, small organizations, local conservation commissions, and municipalities to minimize environmental harms and pressures from the summer tourism waves and create something positive. From fall 2026 through summer 2027, our intern program will support the official launch of this pilot program on the Cape in partnership with the Chamber of Commerce, directly supporting year-round economic vitality.

What is the anticipated impact of this project on these economic development needs/priorities? How will this project support Cape Cod's economic resiliency?
The 2027 All-Star Program will deliver the following measurable impacts for Barnstable and Falmouth:
Facilitate at least 1 new startup-municipality pilot partnership, building on the model established with Blue Planet Filtration in Barnstable (2024) and KindDesigns in Chatham (2026).

4 existing municipal projects completed within the sphere of climate, housing, or sustainability — each scoped and executed under the supervision of MassHCIC's Program Manager and in coordination with the Town Sustainability Managers and Specialists for Barnstable and Falmouth, ensuring all deliverables can be seamlessly handed off to the town upon the interns' departure.

4 students trained in climate and housing work, building a regional talent pipeline that deepens ties between the Cape and the next generation of professionals

Official launch of CapePay in 2027 in partnership with the Cape Cod Chamber of Commerce, driving sustainable tourism foot traffic to local businesses.

Each municipality receives a contact list of at least 10 startups available for a possible pilot, and 2 town/startup connection calls facilitated by MassHCIC interns.

Are there any anticipated challenges to implementing the project within the required timeframe of the grant award?
The funding will be used to support the work of our interns with the towns of Barnstable and Falmouth for the months of June–August 2027, ensuring all project implementation and deliverables are completed within the summer window.
To ensure the success of the program, our Program Manager will speak with our town partners well in advance (December–April) to understand the types of projects they'd like completed and the intern work to be assigned. From October 2026 through May 2027, our Program Manager is planning and coordinating the summer calendar, which includes finding interns housing and transportation, scheduling meetings, and planning intern training so that our town partners do not have to expend any additional time other than directing interns on projects. Our Program Manager also recruits, interviews, and hires the top 4 candidates from a pool of over 100 students from across the country to ensure towns are partnered with enthusiastic and ambitious interns that will be ready to support town work. Though the deliverables for this grant will all be completed by August 2027, the preparation to execute this work at the highest quality possible and to minimize additional town expenses, time, and labor is done almost a year in advance by our team.

Would the funding be used to support a grant program? Yes / No
No

Which municipality or municipalities are supportive of this project? (Optional)

Falmouth and Barnstable, with previous support and partnership with the towns of Orleans, Eastham, Chatham, and Sandwich.

SCOPE OF WORK AND TIMELINE

Task 1 Intern Recruitment and Placement

Description: Recruit, select, and place 4 undergraduate and graduate All-Star interns with Barnstable and Falmouth. Coordinate host family housing, intern orientation, and project scoping with each municipal partner prior to the summer.
Deliverable: 4 interns placed with both municipalities; project plans developed and agreed upon with town partners prior to summer start.
Estimated Completion Date: May 2027

Task 2 Municipal Town Projects

Description: Under the supervision of MassHCIC's Program Manager and in coordination with the Sustainability Managers and Specialists for Barnstable and Falmouth, 4 interns complete existing municipal projects within the sphere of climate, housing, or sustainability, ensuring all deliverables can be seamlessly handed off to the town upon the interns' departure.
Deliverable: 4 completed municipal project deliverables submitted to Barnstable and Falmouth.
Estimated Completion Date: August 2027

Task 3 CapePay Program Launch

Description: In partnership with the Cape Cod Chamber of Commerce, MassHCIC's intern program supports the official launch of CapePay — a rewards-based sustainable tourism program. The launch will include promoting the program initiative by creating flyers, conducting outreach to local businesses, organizations, and other municipalities interested in partnering.
Deliverable: At least 5 new businesses joined as CapePay partners by the end of September 2027.
Estimated Completion Date: September 2027

Task 4 Startup Outreach and Pilot Facilitation

Description: MassHCIC staff conduct outreach to climate and housing tech startups to match pilot opportunities in Barnstable and Falmouth, building on established relationships with companies like Blue Planet Filtration and KindDesigns.
Deliverable: A contact list of at least 10 startups available for a possible pilot delivered to each municipality, and 2 town/startup connection calls facilitated to discuss a pilot.
Estimated Completion Date: September 2027

PROJECT PARTNERS

Project Partner 1:

Name: Sean Hogan
Title: Environmental Sustainability Manager, Town of Barnstable
Email: Sean.Hogan@barnstable.gov
Role/Description: The Town of Barnstable serves as a primary municipal partner, co-identifying community challenges and project needs. Barnstable has partnered with MassHCIC since the program's founding in 2024, hosting our first startup pilot (Blue Planet Filtration at Duck Pond), and supporting 2025–2026 intern projects on bike infrastructure, bus stop assessment, energy cost education, dune protection, and food systems. Sean Hogan coordinates directly with MassHCIC on project identification, intern support, and deliverable review.

Project Partner 2:

Name: Stephanie Madsen
Title: Sustainability Specialist, Town of Falmouth
Email: stephanie.madsen@falmouthma.gov
Role/Description: The Town of Falmouth serves as a primary municipal partner, providing interns with town projects at the intersection of housing, climate, and sustainability. MassHCIC All-Stars supported Falmouth in achieving EV Bronze Certification in 2026, and 2025 All-Star Halema proposed an Energy Coaches program for Falmouth residents. Stephanie Madsen coordinates with MassHCIC on project identification, intern support, and deliverable review.

FY27 LICENSE PLATE GRANT APPLICATION BUDGET

Please upload this sheet as a PDF as part of your application.

Please fill in all budget categories relevant for your proposed project, including a brief description of the funds requested. The total amount requested should equal the total amount noted in the scope of work. All project expenses are provided on a reimbursement basis.

Category	Amount Requested	Match Amount (optional)	Total Project Cost	Budget Narrative
Personnel/Labor from Staffing Plan)	15000	18000	33000	Program Manager Adele Giovanniello at $25/hr × 520 hrs
Fringe Benefits (from Staffing Plan)	0		0	
Travel	0		0	
Equipment	0		0	
Supplies	0		0	
Contractual/Consulting	0		0	
Small Grants Program	0		0	
Other (Housing for interns)	0	0	4800	Intern host family housing: $150/week × 8 weeks × 4 interns = $4,800. Covered by separate organizational funding; not requested from this grant.
Total Direct Cost	15000	18000	37800	
Indirect Costs*	0	0	0	
Total	15000	18000	37800	

*Maximum of 15% of project direct cost unless the project applicant has a Negotiated Indirect Cost Rate Agreement.

FY27 LICENSE PLATE GRANT APPLICATION STAFFING PLAN

Please upload this sheet as a PDF as part

For each individual participating in this project, please share their name, title, and associated hou
member/volunteer will participate in. The staffing plan should b

Staff Name and Title	Hourly Rate	Number of Hours
Adèle Giovanniello, Program Manage	25	520
All-Star Intern 1 (Town of Barnstable)	15.63	320
All-Star Intern 2 (Town of Barnstable)	15.63	320
All-Star Intern 3 (Town of Falmouth)	15.63	320
All-Star Intern 4 (Town of Falmouth)	15.63	320
Total Personnel		
Fringe (enter fringe rate as percent):	0%	
TOTAL:		

Staff Name and Title	Task
Adèle Giovanniello, Program Manage	Management: intern recruitment and hiring; project scoping with towns supervision and program managemer
All-Star Intern 1 (Town of Barnstable)	nicipal town projects in climate, housing, or sustainability for Town
All-Star Intern 2 (Town of Barnstable)	nicipal town projects in climate, housing, or sustainability for Town
All-Star Intern 3 (Town of Falmouth)	nicipal town projects in climate, housing, or sustainability for Towr
All-Star Intern 4 (Town of Falmouth)	nicipal town projects in climate, housing, or sustainability for Towr

of your application.

urly rate, number of hours. In addition, please list the tasks that each staff
e uploaded at the end of the application.

Total Project Cost	Amount Requested	Match Amount
13000	5000	8000
5000	2500	2500
5000	2500	2500
5000	2500	2500
5000	2500	2500
33000	15000	18000
0	0	0
33000	15000	18000

ks/Responsibilities
s, summer program planning, intern training and orientation (January–May 2027); intern nt during 8-week summer program (June–August 2027)
of Barnstable; CapePay launch outreach and support; startup connection facilitat
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Dec 30, 2025

Letter of Support for MassHCIC

MassHCIC's All Star program is a new phenomenon on Cape Cod, but one that has been immediately helpful. My town has been lucky enough to receive two cohorts of interns, and they have each been shockingly helpful.

To be frank, interns are usually viewed as a sort of civic duty for the town. Our town leadership wants to help the next generation gain experience and skills, so when intern opportunities arise, we generally say yes. Staff then proceed to point at each other as people try to get out from under what must surely be a large, and profitless time sink. But these interns are no burden. They are creative, independent, and eager to make concrete impacts in their host communities and the MassHCIC program coaches and prepares them expertly for their quests.

Our first cohort of interns' work resulted in the testing of new water filtration technology geared toward the removal of PFAS at the pond behind our Public Works Department. This would have been difficult even for experienced staff to accomplish. That it came about through the work of interns is jaw dropping.

Our second cohort was no less enterprising. From them we got reports and GIS maps that will have real impacts on policy. One of our interns produced an evaluation of our municipal bike infrastructure that was so compelling that it has been busily making the rounds among our town leadership and elected officials. It has shifted the conversation around shared use bike lanes in a real way.

I would be lying if I could tell you what the secret sauce behind the MassHCIC All Stars program is. What I can tell you is that they have made a program that is producing innovative thinkers at the nexus of two of the Capes most pressing problems, housing and climate. The program is new but rarely does a month go by without me encountering the positive consequences of their work. I think it's the dream of granting agencies to make real world impacts with the dollars they give, to throw a stone into the pond and watch the ripples spread. I heartily recommend tossing a coin into their pond. The water is excellent.

Sean Hogan
Environmental Sustainability Manager
Town of Barnstable

20 August 2026

To Whom It May Concern,

I am pleased to offer this testimonial on behalf of Adèle Giovanniello and the Massachusetts Housing & Climate Innovation Center (MassHCIC). Their summer intern team's support and resources were pivotal in providing useful background on opportunities for our company, Kind Designs—a growing 3-D printed living seawall startup—in Cape Cod. Their team's efforts helped us understand potential pilot sites for our technology and connected us with MassHCIC's town partners.

The interns worked directly with our team to connect coastal municipalities, agencies, and partners across Massachusetts to a technology that most had not encountered before. Their placement with us, made possible through MassHCIC, put Kind Designs on a clearer path toward advancing coastal resilience in communities across the Commonwealth. This outcome would have been far more difficult without their contributions, and may not have even pursued expansion opportunities in the market without their regional expertise.

Should the opportunity arise, we would welcome the chance to work with MassHCIC again in any capacity. Our experience with MHCIC's program has been exceptional. Kind Designs' model centers on building infrastructure that protects coastal communities and rebuilds marine habitat at the same time. MassHCIC's work this summer helped carry that message into a new region, and we are grateful for the effort their interns put into it.

Sincerely,



Charlotte Hoffman

Strategy & Innovation Manager

Kind Designs