MBI
MASSACHUSETTS BROADBAND INSTITUTE

at the MassTech Collaborative

Residential Retrofit Provider Webinar

Internet Service Provider Webinar
March 2024

Welcome!

While we wait for people to join the meeting, please use the chat to share what organization you are representing.

Agenda

1. Program Overview & Goals

2. Internet Provider Eligibility

3. Process Overview

4. RFI Questions

5. Questions

6. Timeline

7. Upcoming Events

Meeting Goals

Provide an overview of the Residential Retrofit Program.

Describe eligibility requirements for internet providers.

Outline RFI questions

MASSACHUSETTS TECHNOLOGY COLLABORATIVE

OUR MISSION: We strengthen the competitiveness of the tech and innovation economy by driving strategic investments, partnerships, and insights that harness the talent of Massachusetts.
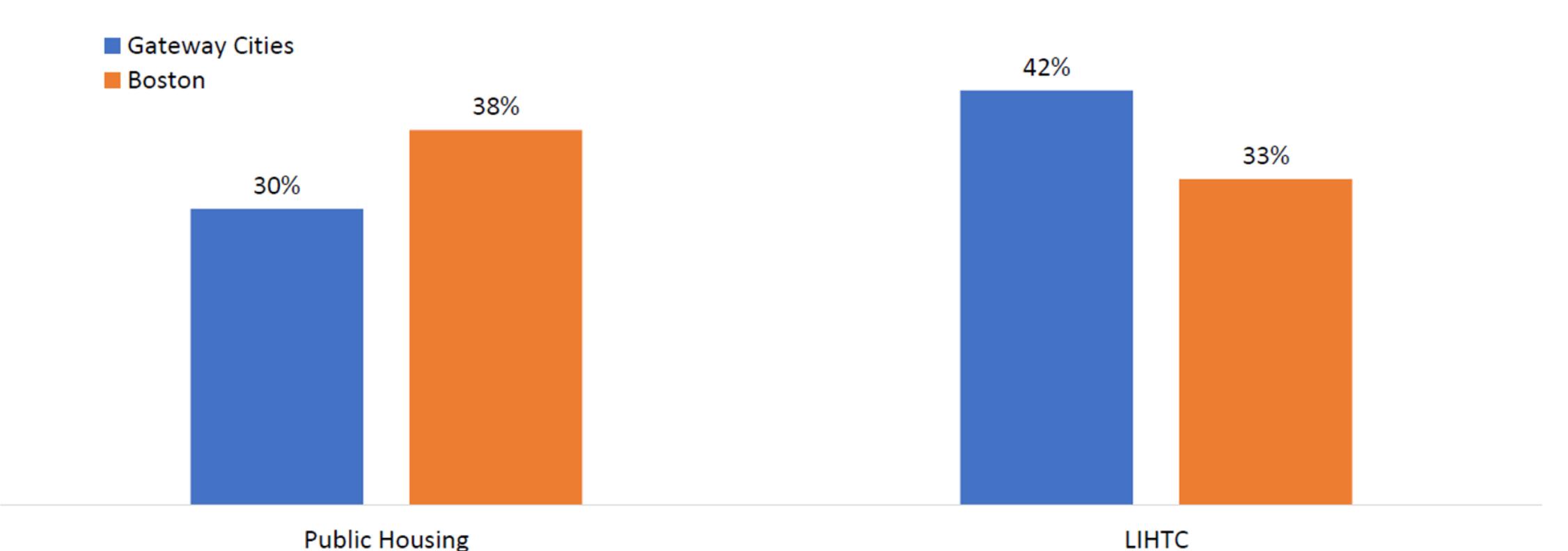
THE INNOVATION INSTITUTE | MASSACHUSETTS CENTER for ADVANCED MANUFACTURING | MBI MASSACHUSETTS BROADBAND INSTITUTE | MeHI MASSACHUSETTS eHEALTH INSTITUTE | MassCyberCenter | NEMC Northeast Microelectronics Coalition HUB

MBI will be administering >$400M in state and federal funds.

Established in 1982 by Legislative Statute

Massachusetts is Positioned to Achieve 100% Universal Service and Lead the Nation in Connectivity

Availability	Adoption	Quality of Service
Every location has highspeed internet **available**.	Every resident can **utilize** and **afford** the internet.	Every location has **reliable** service.

Providing Public Housing and Affordable Housing Developers resources, technical assistance, and direct support are core elements to achieving these goals.

Broadband and Housing

Avg. share of households in development's Census tract without broadband subscription, 2021

■ Gateway Cities
■ Boston

Public Housing: Gateway Cities 30%, Boston 38%
LIHTC: Gateway Cities 42%, Boston 33%

Source: HUD and American Community Survey

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Broadband and Housing

- The top priority shared by many in attendance is the internet infrastructure in the old building, which was originally built as a hotel in 1905 before being transformed into apartments in 1982.

- *"I had a technician last week … they can't fix this ancient wiring,"* **said resident Pamela Goodwin**, who helped facilitate the focus group. *"In this building we all know how often the ambulance comes … because of our health and safety, this is urgent. I just want people to hear that."*

- Greenfield Reporter, **Connectivity woes bedevil The Weldon in Greenfield.** Published: 02-26-2024 2:51 PM

Apt WiFi Program: Live Pilot Sites

Prattville Apartments, Chelsea Housing Authority **128 Family Units**

Rose Pomona Apartments, Revere Housing Authority **100 Family Units**

O'Brian Towers, Quincy Housing Authority **278 Senior/Disabled Units**

Apt WiFi Program: Round Two

Redwood Housing Kings Beach Tower, Lynn, **183 Senior Units**

Somerville Housing Authority Mystic River and Mystic View Apartments, **445 Family Units**

Urban Edge, Columbus Ave Corridor, Boston, **884 Family Units**

North Adams Housing Authority Complete Portfolio, **305 Family/Senior Units**

Preservation of Affordable Housing, Hyannis, Springfield, and New Bedford Sites, **445 Units**

Residential Retrofit Program

Funding Source and Parameters:

- $22M Grant Program

- US Treasury ARPA Capital Projects Fund

- Must be expended by 12/31/2026

- No match requirement - grants will cover 100% of capital costs.

- Grants will be made directly to ISP's / MSP's to install fiber or CAT 6 to the unit cabling

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MBI MDU Housing Programs

Apartment WiFi

WiFi service is shared among residents through a building internet subscription. MBI pays for capital and operating expenses (1 year). Run by MAPC on behalf of MBI.

Funded via ARPA SLRF

Residential Retrofit

Internet service is delivered to individual units via a traditional internet subscription plan _**unless**_ the building operator opts for a building level subscription. MBI pays for capital expenses related to cabling to the unit construction, does not include operating expenses. Run by MBI

Funded via ARPA CPF

Overall Program Goals

Reduce or Eliminate Cost of Service to Residents

Improve Quality of Service

Increase Adoption of Broadband in Affordable Housing

Program Eligibility: Housing

Required for both programs

- State and federally funded public housing developments.

- Developments supported by Low Income Housing Tax Credits or other deed-restricted affordable housing developments.

- Housing developments that serve residents that fall at or below 300% of Federal Poverty Guidelines for household size or income at or below 65% of Annual Median Income

Required for only Retrofit

- Mixed income affordable housing developments will only be eligible if they are located in "Qualified Census Tracts" (QCTs).

- MBI will not invest in properties where less than 50% of the units are deed restricted affordable unless the property owner can provide sufficient information regarding the long-term affordability of the property and that residents meet US Treasury definitions of "Impacted" or "Disproportionately Impacted"

- MBI will not invest in properties where internal wiring upgrades have been made in the past five years or if there is fiber connectivity to the building and unit, or CAT 6 ethernet cabling to the unit.

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Eligible Applicants

Internet Service Providers (ISP's)

- Entities currently providing internet services to consumers in Massachusetts

- This may include entities that are not legacy providers of cable television or telephone services but who are interested in offering retail internet service

Managed Service Providers (MSPs):

- Entities operating networks and providing service to residents and businesses by leveraging existing internet infrastructure or partnering with construction entities to build networks.

Eligible Applicants

- Applications may be submitted by a single entity or multiple entities that form a team, so long as there is a lead applicant.

- Lead Applicants or single Applicants must be ISPs or MSPs.

- An Applicant Team must have a designated Lead Applicant and may be composed of any number of the Applicant types, working together to bring the project to completion.

- Successful Applicants must have the ability to build broadband infrastructure, fulfill broadband deployment, operate the broadband service, and provide service, maintenance, and end-user ISP support to the determined Affordable Housing Properties within the required timeframe and deliver reliable high-speed internet service to end-users following project completion.

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Eligible Expenses

Grants made to ISP's will be eligible to be used for will make grants directly to Internet Service Providers (ISP's) for:

- Installation of fiber construction into affordable housing buildings;

- Installation of fiber or CAT 6 cabling into units within affordable housing buildings;

- Installation of smart panels or other needed in unit termination points for improved wiring within affordable housing buildings; and

- Other required cabling, RF, or telecommunications equipment as required by individual building conditions within affordable housing buildings.

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Addt'l Eligible Expenses (US Treasury Guidance)

Addt'l Eligible Costs

- Make ready
- Design and engineering
- Permitting and regulatory compliance
- Network equipment, fiber/cabling, facilities and materials
- Construction and installation
- Qualifying Long Drop, Non-Standard Customer Installation costs
- Facility leases > 1 year, including IRUs and capital leases
- Personnel costs
- Costs to comply with monitoring and reporting requirements

Ineligible Costs

- Acquisition of spectrum licenses
- Operating expenses
- Short-term operation leases
- Payment of interest or principal on outstanding debt instruments
- Fees associated with issuance of new debt
- Satisfaction of any settlement agreement, judgment, consent decree, judicially confirmed debt restructuring plan, etc.
- Support or opposition of collective bargaining
- Program grant application preparation costs
- Expenses incurred prior to grant agreement execution

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Unified Expression of Interest

Apartment WiFi

Residential Retrofit

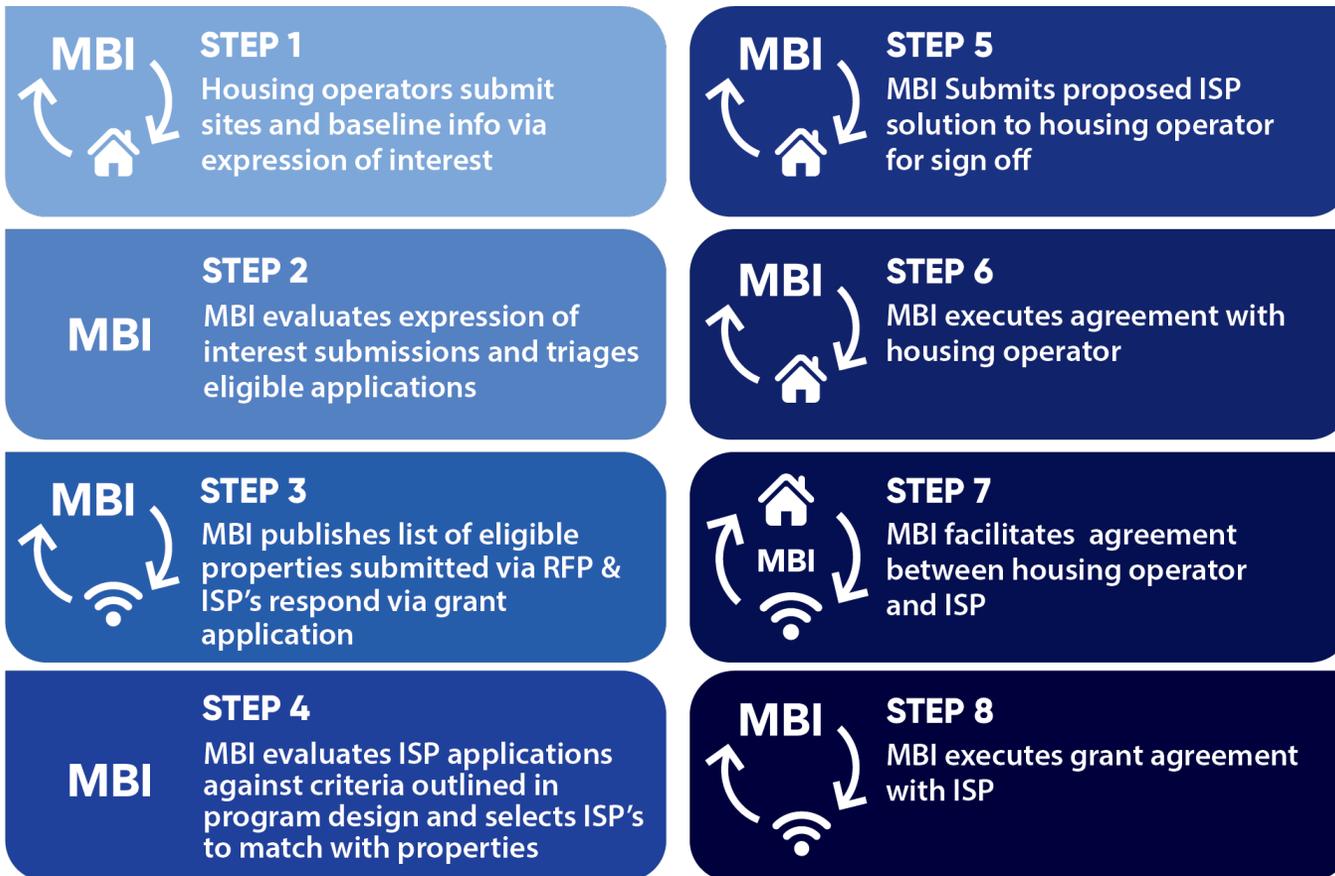Submit an Expression of Interest!

Both Apartment WiFi and Residential Retrofit programs will use a unified Expression of Interest form.

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Program Enrollment - Retrofit

Retrofit Process

MBI **STEP 1**
Housing operators submit sites and baseline info via expression of interest

MBI **STEP 2**
MBI evaluates expression of interest submissions and triages eligible applications

MBI **STEP 3**
MBI publishes list of eligible properties submitted via RFP & ISP's respond via grant application

MBI **STEP 4**
MBI evaluates ISP applications against criteria outlined in program design and selects ISP's to match with properties

MBI **STEP 5**
MBI Submits proposed ISP solution to housing operator for sign off

MBI **STEP 6**
MBI executes agreement with housing operator

MBI **STEP 7**
MBI facilitates agreement between housing operator and ISP

MBI **STEP 8**
MBI executes grant agreement with ISP

Apt WiFi Process

- Housing operator submits sites via expression of interest.

- MAPC / MBI review property for size, construction, building typology and qualitative responses to EOI.

- For sites deemed appropriate for Apt WiFi, MAPC will execute a contract with housing operator for a not to exceed amount related to capital costs and 1 year of operating expenses.

- MAPC coordinates procurement for ISP service, MSP service, cabling, and any needed IT Support services.

- Housing Operator absorbs operating expenses beyond year 1.

RFI Goals:

Publicize the list of potentially eligible properties based on information currently available to MBI

Gather information from Internet Service Providers ("ISPs") to assess the level of interest and potential costs from the private market in making building-scale investments

Gather information from qualified parties to support and inform a subsequent Request for Proposal

This RFI does not constitute a solicitation for bids or proposals and will not result in a contract award based on information provided in response to this request

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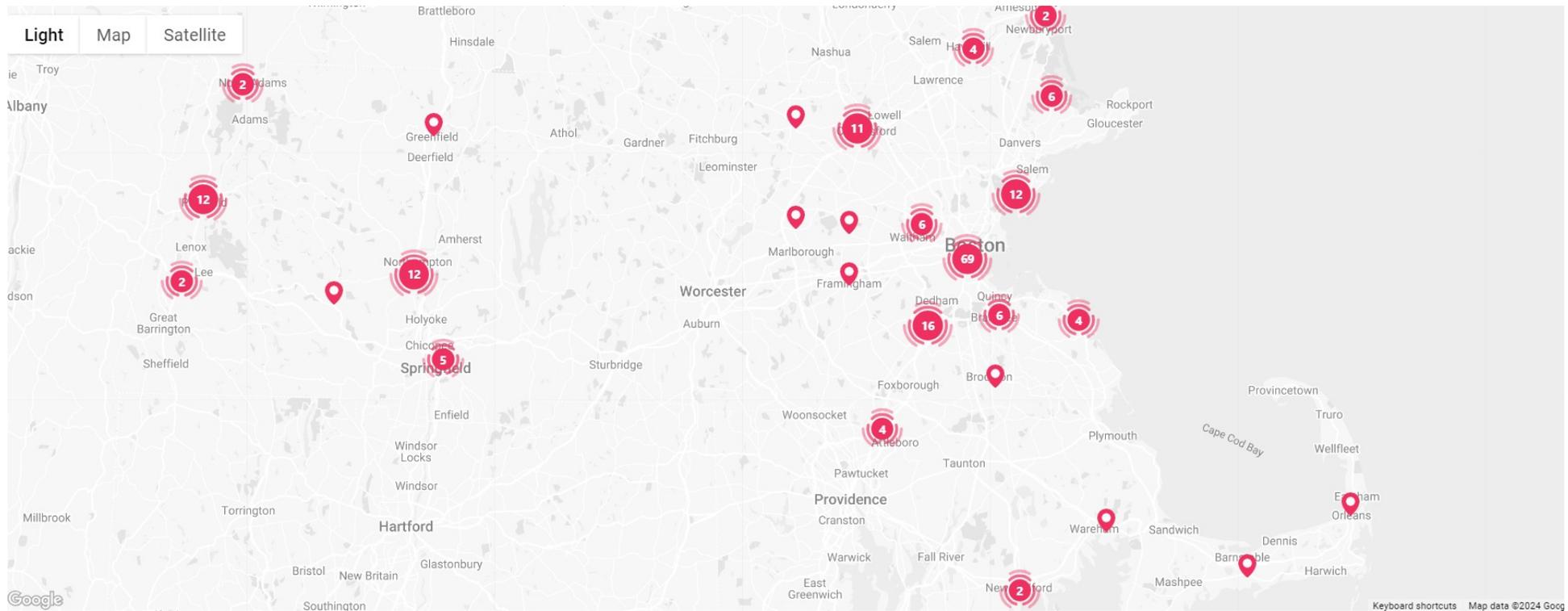
RFI Question 1:

MBI plans to publish the following data points (in addition to basic address / ownership information) for the properties submitted by Housing Operators and determined to be eligible by MBI as part of the RFP to inform ISPs bids.

- Avg Unit SF
- Construction Material
- # 1 BR Units
- # 2 BR Units
- # 3 BR Units
- # 4 BR Units

- Total Units
- Total Buildings
- Stories
- Year Constructed
- Year Renovated

What additional property information would be useful in developing an initial bid?

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RFI Question 2:

Which properties in MBI's Database of Potentially Eligible locations (see Attachment C) would you be interested in serving (based on general MDU database)? Append with downloadable excel file – return RFI w/ selections.

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Zip	DevName	Lat	Long	Total Units	Total Buildings	Stories	Construction Material	Interested in Location (Y/N)
1001	THE DANAHY SCHOOLHOUSE	42.09524	-72.6336	35				
1001	COUNTRY VIEW	42.08688	-72.643	40				
1001	MEADOWBROOK MANOR	42.06227	-72.6193	64				
1001	COLONIAL HAVEN	42.06323	-72.6186	52				
1002	East Gables	42.37	-72.5249	28	1	3		
1002	Aspen Heights	42.36371	-72.5359	88	1	2		
1002	Clark House	42.37673	-72.5175	100	1	6	Masonry	
1002	One University Drive South	42.3663	-72.5331	45	1	3	Wood Frame	
1002	Mill Valley Estates	42.34729	-72.5254	148	1			
1002	Pomeroy La	42.34066	-72.5189	25	1			
1002	Butternut Farm & Amherst	42.33418	-72.5252	26	1			
1002	North Square At The Mill District	42.41391	-72.529	130	2	3		
1002	Townehouse Of Amherst	42.40845	-72.5347	96	10	2	Wood Frame	
1002	Mill Valley Estates	42.34648	-72.5297	148	12	3		
1002	Village Park	42.39388	-72.5123	200	28	2		
1002	CHESTNUT COURT	42.38303	-72.5182	30				
1002	ANN WHALEN	42.37736	-72.518	79				

RFI Question 3:

Please describe your current speed/pricing options that you would make available to residents of public and affordable housing as part of this Program, including discounted plans for income eligible residents. Please describe any bulk, enterprise, or building level service options that your organization is willing offer to provide as well.

For Immediate Release

FCC INCREASES BROADBAND SPEED BENCHMARK

Annual Agency Assessment of High-Speed Internet Service Deployment Establishes New Standard to Better Reflect the Broadband Needs of American Households

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RFI Question 4:

How can access to public real estate assets (rights of way, rooftops, water towers, etc) be leveraged to reduce operating expenses/end user monthly service cost and what information would be required in a Request For Proposals to make an assessment of this opportunity?

RFI Question 5:

Under what conditions would capital installation costs decrease for installing fiber into apartment buildings and to the unit? Will providing service to multiple sites in close proximity, or scattered across the state impact efficiencies? How can MBI structure the RFP to increase efficiencies?

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RFI Question 6:

MBI will require grantees to deed three strands of fiber to MBI. MBI currently expects that this would include accessible service coils at ingress/egress points of any fiber extension and drop to a premise to MBI to insure a long-term public interest in these projects. Please describe how your organization would accommodate this public interest requirement, including any recommendations related to technical implementation.

RFI Question 7:

What are the anticipated needs around access to an appropriately skilled and trained workforce to meet the demands of this Program? At what scale of work would new and/or additional labor be required? Are there any labor categories/job classifications where a potential shortage could arise? Are there any existing gaps in training, apprenticeships, etc.? What relationships exist among academia (vocational schools, colleges, universities, etc.), businesses and workforce development providers? How can MBI facilitate these relationships?

RFI Question 8:

What did we miss? Respondents are invited to provide additional relevant information. Marketing materials are disfavored.

Submitting Your RFI Response

Locations of Interest
Please download Attachment C, and return with a Y marked in column K for any locations your organization would be interested in serving under the Retrofit Program.

Drag & drop a file or browse

RFI Response Document
Please refer to Section 2.2 of the RFI for the specific questions MBI seeks response to.

Drag & drop a file or browse

The undersigned is a duly authorized representative of the Respondent listed below. The Respondent has read and understands the RFI (No.2024-MBI-05). The Respondent specifically acknowledges the application of the procedures regarding submission and disclosure of sensitive information as set forth in Attachment A of the RFI, and specifically agrees that it shall be bound by those procedures.

I certify that the information provided in response to the RFI is true and correct to the best of my knowledge

Add signature

Submit

- **Please submit locations of interest as an excel file**

- **Please submit RFI response as a .doc(x) or .PDF**

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Key Procurement Dates

- **March 20:** **RFI Launches**
- **March 29:** **RFI Questions Due**
- **April 17:** **RFI Closes**
- **May 15-20:** **RFP 1 Launches**
- **June - July:** **RFP 1 Closes**
- **August:** **RFP 1 Awards**

Funding Source and Parameters:

- $22M Grant Program
- US Treasury ARPA Capital Projects Fund
- Must be expended by 12/31/2026

RFI Responses Submit to proposals@masstech.org

Workforce/Housing/Broadband!

Tech Foundry,
Springfield, 4/23
9:30 – 11:30

La Colaborative,
Chelsea, 4/24
9:30 – 11:30

With more than $27M of investment, MBI wants to leverage this opportunity to build workforce programming that could support the industry and provide good jobs to residents.

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Workforce/Housing/Broadband!

Forge partnerships with businesses & explore broadband in housing as a new workforce focus area.

Learn how MBI's programs can benefit residents – both improved service and potential workforce opportunities

Meet housing operators to understand their needs and goals for broadband for residents and understand possible pipelines for labor.

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