



Residential Retrofit

Housing Operator Webinar
10/23/24

Please add your name, organization,
and either:
Dream Halloween costume *or*
Favorite Fall “flavored” food
to the chat!

This meeting will be recorded and
posted on MBI’s website.



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.



Administering ~\$530M in state and federal funds over the next 2 fiscal years.



Agenda

- 01** | Program Orientation and Evolution
- 02** | Process Overview
- 03** | Timeline for Future Rounds
- 04** | Discussion with Current Program Participants
- 05** | Questions and Answers Session

Why Broadband and Housing



"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.**

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Residential Retrofit Program



Funding Source and Parameters:

- \$22M Grant Program -> Expanding
- No match requirement
- US Treasury ARPA Capital Projects Fund
- Quarterly RFP's until funds are expended
- Projects must be substantially completed by 12/31/2026

Grants will be made directly to ISP's & MSP's to:

- Build fiber infrastructure into affordable housing buildings;
- Install fiber or CAT 6 cabling into units within affordable housing buildings – **service capability minimum 100/100**;
- Install 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 conditions within participating properties.

Residential Retrofit Program

Program Objectives

1. Improve quality of service via infrastructure investment.
2. Leverage grant funds as an operational subsidy to decrease service costs for residents.
3. Incentivize innovative solutions such as bulk service and open access networks.
4. Encourage collaboration with workforce providers to build industry partnerships.

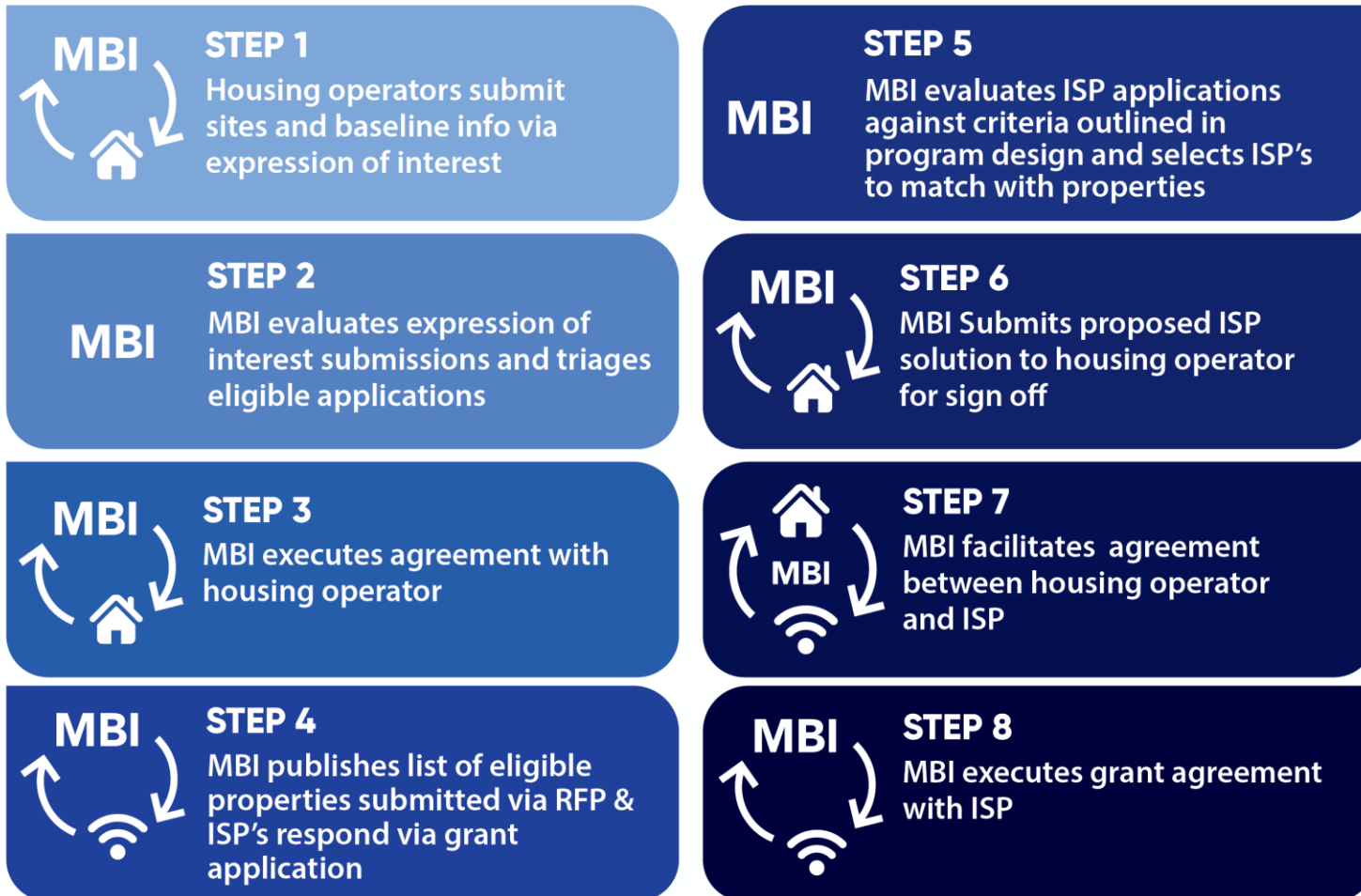
Residential Retrofit Program



**100% Grant Funded Program
– No Match Required**

**Does Not Supplant Any
Existing Infrastructure**

Retrofit Program Process Overview



Housing Operator Requirements

Step 1: MBI will follow up with housing operators to gather detailed development information for inclusion in RFP.

Step 3: Property Owner will sign "Participation Agreement" with MBI.

Step 4: MBI will coordinate a site visit for the top 3 scoring applicants. Housing Operator required to be on site and provide property access.

Step 5: Housing Operator will provide an affirmative response indicating approval of ISP.

Step 7: Housing Operator signs a Property Access Agreement with ISP.

After Step 8 the ISP will establish site visit and project schedule with housing operator.

Residential Retrofit Program




MBI has completed 1 full grant cycle and is in the process of closing the 2nd.

Residential Retrofit RFP I Overview

- **Average cost to build / unit - ~\$2,100**
- **Retail Cost / Unit: ~\$15 - \$30 / unit / month – at least 100/20**
- **Bulk Cost / Unit: ~\$10 - \$25 / unit / month – at least 100/100**
- **Applicants provided a range of community benefits to increase points:**



– free wi-fi in common areas, devices for residents, digital skills training classes, workforce partnerships, open access network options and use of public infrastructure.

A photograph of a brick building with a green roof. A blue text box is overlaid on the right side of the image.

3,382 units of Public and Affordable Housing supported under RD I

Participating Housing Partners – RFP I and II

- Adams Housing Authority
- Hearthway Inc
- Pittsfield Housing Authority
- The Caleb Group
- Preservation of Affordable Housing
- Carr Properties
- First Hartford Realty Corporation
- Holyoke Housing Authority
- Leicester Housing Authority
- Norton Housing Authority
- Redwood Housing
- Related Affordable
- Trinity Financial, Inc.
- Worcester Common Ground
- Worcester Housing Authority
- Quincy Housing Authority
- Just-A-Start
- Bethany Community Services
- Carr Property Management
- NOAH
- Codman Sq CDC
- Somerville Housing Authority
- Boston Housing Authority
- Schochet Company

Current participants represent more than 11,000 units of housing across Massachusetts

MBI will select housing operators for future RFP's on a rolling basis.

MBI intends to scale RFP's to include more units and housing operators under future rounds

Key Procurement Dates – RFP III

Oct - Late Nov '24

- Data collection from housing operators and draft site selection

Late January '25

- RFP III Launches

Late March '25

- Site Visits

Mid Dec '24

- Draft list of RFP III locations posted
- Participation agreements sent to housing operators

Mid March '25

- RFP III Closes

Mid April

- ISP Selection

What's Next?



- **MBI plans to allocate funds to support broadband adoption efforts w/ Housing Operators.**
 - **Devices**
 - **Digital Navigation Training for Staff**
 - **3rd Party Support as Needed**
- **Structure TBD**



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Hear from Program Participants

Hear from Program Participants!



**Executive Director Diane Cohen,
Somerville Housing Authority**



**Chief of Staff/Senior Vice President
Andrew Spoffard,
Preservation of Affordable Housing**