Residential Retrofit Round III
Housing Operator Webinar (Pre RFP Webinar)

January 9, 2025

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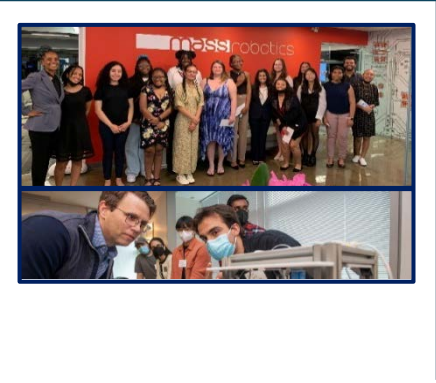
Agenda

1. Webinar Goals
2. Program Overview
3. Residential Retrofit Round II Summary
4. Residential Retrofit Round III Timeline
5. Participation Expectations
6. Questions

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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

CAM
MASSACHUSETTS CENTER for ADVANCED MANUFACTURING

MBI
MASSACHUSETTS BROADBAND INSTITUTE

MeHI
MASSACHUSETTS eHEALTH INSTITUTE

MassCyberCenter

NEMC
Northeast Microelectronics Coalition
HUB

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

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.

Webinar Goals

Explain

Process and Adjustments for Round III

Outline

Timeline for Round III

Clarify

Expectations

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.** Published: 02-26-2024 2:51 PM
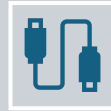
Residential Retrofit Program

Funding Source and Parameters:

- $22M Grant Program but set to expand
- US Treasury ARPA Capital Projects Fund
- Projects must be completed by 12/31/2026

Grants will be made directly to Internet Service Providers (ISP's) to:

Build fiber infrastructure into affordable housing buildings;

Install fiber or CAT 6 cabling into units within affordable housing buildings;

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 individual building conditions within affordable housing buildings.
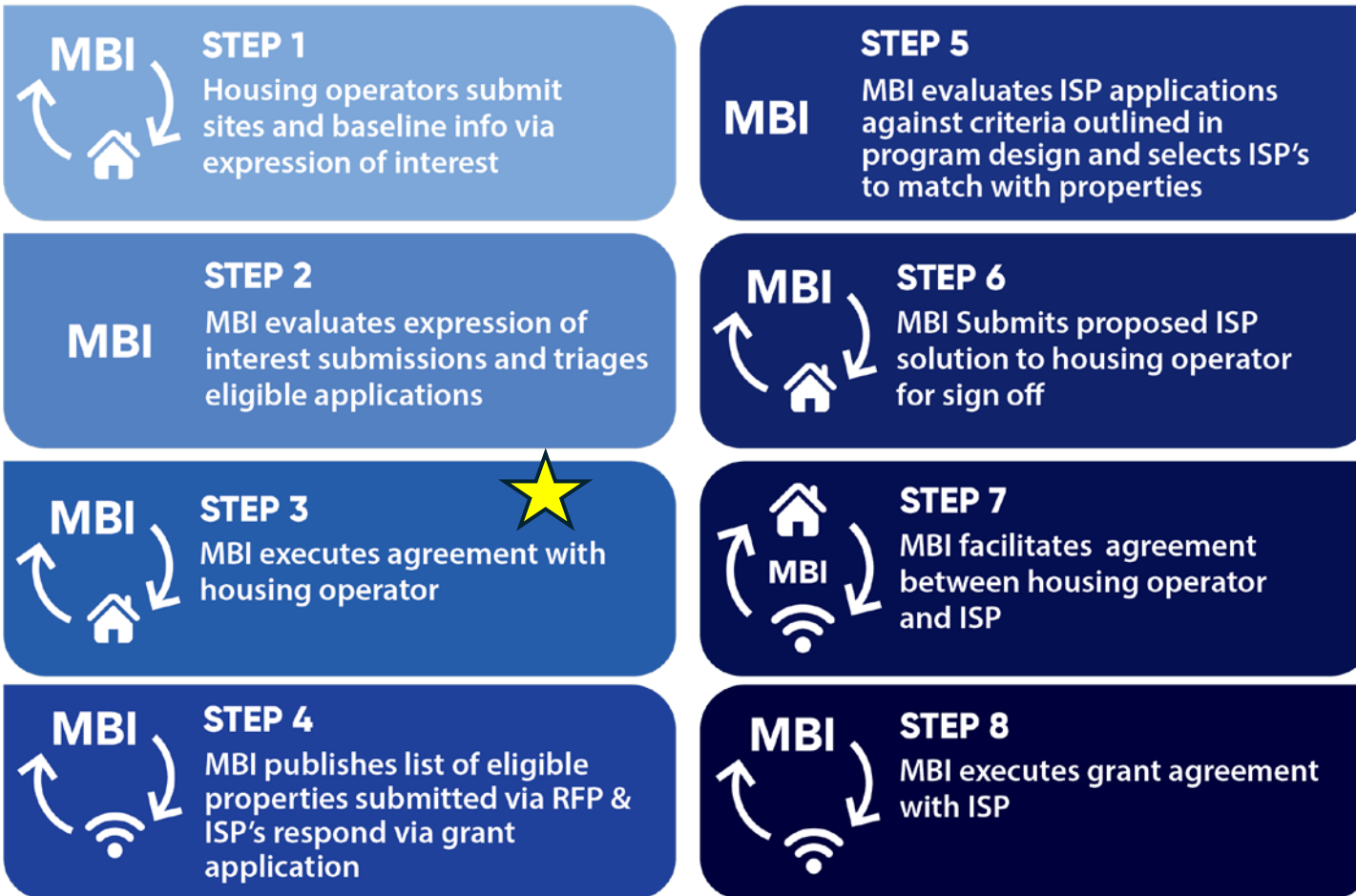
Residential Retrofit Program

100% Grant Funded Program – No Match Required

Does NOT replace any existing infrastructure

No Requirement for Residents to Change Service Providers

Retrofit Program Process Overview

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

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

STEP 3
MBI
MBI executes agreement with housing operator

STEP 4
MBI
MBI publishes list of eligible properties submitted via RFP & ISP's respond via grant application

STEP 5
MBI
MBI evaluates ISP applications against criteria outlined in program design and selects ISP's to match with properties

STEP 6
MBI
MBI Submits proposed ISP solution to housing operator for sign off

STEP 7
MBI
MBI facilitates agreement between housing operator and ISP

STEP 8
MBI
MBI executes grant agreement with ISP

HOUSING OPERATOR REQUIRED STEPS

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

Step 3: The property owner will sign a "Participation Agreement" with MBI.

Step 6: The Housing Operator will provide an affirmative response indicating approval of ISP.

Step 7: The Housing Operator and ISP facilitate a site visit to inspect the property and sign a Property Access Agreement with ISP.

After Step 8, the ISP will establish a project schedule with the housing operator.

Think of MBI as the store
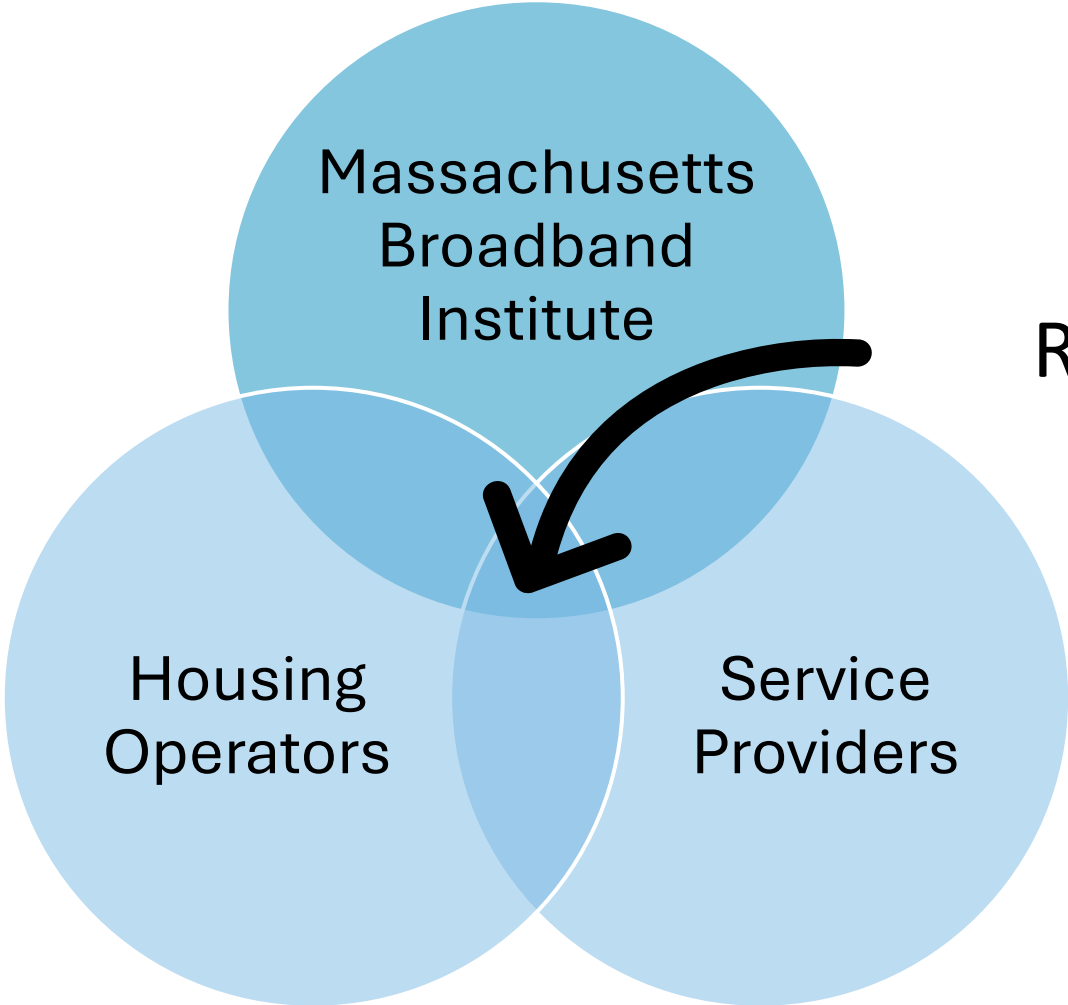
Residential Retrofit Program

MBI has completed 2 full grant cycles and has projects underway across the state.

Residential Retrofit Program Outcomes

- **Average cost to build per unit - ~$1,500**

- **Service:**
  - **Retail Cost / Unit: ~$15 - $35 / per unit / per month – at least 100/100 (speed)**

  - **Bulk Cost / Unit: ~$10 - $25 / per unit /per month – at least 100/100 (speed)**

- **Applicants provided a range of community benefits to increase scoring 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.

11,350 Units of Public and Affordable Housing Will Be Awarded As Of 1/16/25

Award Notice Example

Bulk Rate

Retail Rate

Community Benefits

Technology Summary

Company Name:	▓▓▓▓▓
Retail Service Rate options (unit by unit paid by residents)	1. $15.99/month for 100/100mbps 2. $29.99/month for 1000mpbs/1000mbps
Bulk Service Rate (building wide access paid by property owner)	1. $10.99/month per unit for 100mbps/100mbps speed
Community Benefits	▓▓▓▓will offer laptop devices at a ratio of at least 1 device for every 4 units. The devices will meet the RFP minimum requirements of 8GB RAM, 128GB storage and CPU equivalent to Intel Core i3. ▓▓▓▓will also partner with Tech Goes Home to bring digital literacy courses to housing sites. See attached letter of support. ▓▓▓▓will offer free laptops and training services in partnership with Tech Goes Home. Residents will also be given▓▓▓▓▓▓ "Welcome" kit to help them navigate getting connected to the new service.
Summary of Technology To Be Used	▓▓▓▓network will be supported by a dedicated multi-Gbps fiber connection.▓▓▓▓ will install a 100G capable fiber aggregation router at the main building in each Project Group to distribute the service to the community. ▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓ ▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓▓ A symmetric gigabit Internet connection will be provided to every unit, any leasing or management offices and community technology space via a dedicated RJ-45 Ethernet cable connection to each unit, office and space, using the latest Cat 6 or 6A ethernet cabling. In each location, a cloud and app-managed WiFi 6 wireless access point will be installed, delivering a dedicated, private and highly secure WiFi network for each unit, office and community space. Installed switches have 1G ports,▓▓▓▓ensures that the cabling is capable of 10G to enable future upgrades as and when 10G Ethernet technology becomes commoditized and widely available at reasonable cost points. When a resident opts in to receive service, the resident will be given a Calix u4 Wi-Fi 6 router and an Ethernet cable to allow them to receive a managed Wi-Fi service with the ability to control it via a Smartphone application or receive support for WiFi service via the▓▓▓▓Contact Center.

Network Design Example

Round III Changes

Larger Project Groups –

- MBI will aim to ensure project groups are solely under common ownership.
- MBI may merge housing operators if deemed necessary

Site Visits After Award –

- MBI will not facilitate competitive site visits between the top three high scoring applicants.

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Timeline – Residential Retrofit Round III

October - December 2024

Data collection from housing operators and draft site selection

Draft list of RFP III locations posted

Participation agreements sent to housing operators

January 2025

Program participation agreements finalized

Housing operator data finalized

March

RFP Round III Closes

Housing Operators notified of highest-scoring applicant

RFP III Launches

February

MBI presents awards to board for vote

April

Housing Operator Expectations

1. Provide accurate property information for each site
    - Addresses information, unit count, property manager contact information

2. Return Participation Agreement and required property data **by 1/15 –** including floor plans / site plans if possible.

3. Review and affirm applicant selection promptly post-award

4. Sign Property Access Agreement (Housing operator and ISP)

5. Housing Operator will work with the property manager and service provider to coordinate installation and construction

Questions