

*This session will be recorded and will be posted on the MBI website .*

# Residential Retrofit Round III

## Bidders Conference

Solicitation No. 2025-MBI-08

February 10, 2025

**MBI**

MASSACHUSETTS  
BROADBAND INSTITUTE



at the MassTech  
Collaborative

# Agenda

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1. Program Overview and Round I and II Outcomes
2. Project Groups
3. RFP Requirements, Application Process, and Scoring
4. Post Application Submission Process
5. Grant Agreement Terms and Conditions
6. Questions and Answers

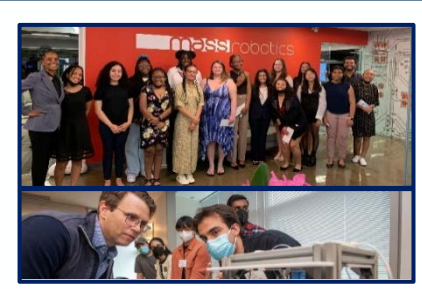


**OUR MISSION:**

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.*



# Residential Retrofit Program



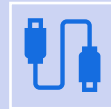
## Funding Source and Parameters:

- \$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



## 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.

**Please note:**

**100% Grant Funded Program – No Match Required  
Does Not replace any existing infrastructure**

# RFP III Timeline

Activity	Date
RFP Issued	February 4, 2025
Bidders Conference	February 10, 2025
Questions Due	February 14, 2025
Questions Posted	February 25, 2025
Technical Assistance Session	February 27, 2025
RFP Closes	March 11, 2025
Final Applicants Notified	April 2025
*All RFP schedule descriptions and dates are tentative and subject to change.	

# Eligible Applicants

## Lead Applicants

### Internet Service Providers (ISPs)

- Entities currently providing internet services to consumers in Massachusetts and potential new market entrants. This may include entities that are not legacy providers of cable television or telephone services but who are interested in offering retail internet service over newly built infrastructure.

### Managed Service Providers (MSPs)

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

## Potential Partners

### Owners of Broadband Infrastructure

- Entities currently operating or holding fiber infrastructure in Massachusetts and potential new market entrants who own middle- or last-mile fiber infrastructure.

### Builders of Broadband Infrastructure

- Entities who construct and/or deploy broadband infrastructure assets including fiber, low voltage cabling, and other relevant RF or telecommunications equipment.

### Other

- Entities supporting the deployment of broadband infrastructure under the Residential Retrofit Program.



# Eligibility



## Eligible Costs

- Installation of fiber construction into affordable housing buildings. Up to 1 mile of last mile construction.
- 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
- Other required cabling, RF, or telecommunications equipment as required by individual building conditions within affordable housing buildings.



## Ineligible Costs

- Acquisition of spectrum licenses;
- Operating expenses, other than grant administration costs;
- Short-term operating leases;
- Payment of interest or principal on outstanding debt instruments, or other debt service costs incurred prior to **March 15, 2021**
- Fees or issuance costs associated with the issuance of new debt;
- Satisfaction of any obligation arising under or pursuant to a settlement agreement, judgment, consent decree, or judicially confirmed debt restructuring plan in a judicial, administrative, or regulatory proceeding; or
- To support or oppose collective bargaining. This does not affect the ability to use funds to comply with 41 C.F.R. 60-1.4.

[Click here](#) for additional specific details of eligible and ineligible uses of funds – as defined by U.S. Treasury.



# Grantee Requirements

- Own all assets funded by the Program (subject to the Federal Interest period through 12/31/2034), **Section 5**
- Allow MBI to retain rights to use three fiber strands for all fiber service constructed under this grant program. MBI will require that this will include accessible service coils at ingress/egress points of any fiber extension and drop to any Property funded under this program.
- Commit to not imposing data caps, surcharges, or usage-based throttling of residents of participating properties.
- Commit to participating in any future federal or state subsidy programs similar to the Affordable Connectivity Program.
- Commit to not raise service prices as submitted in the Application by more than 3% in any year over year timeframe throughout the Federal Interest Period (i.e., through 2034).
- Grantees will be responsible for the procurement and installation of all materials, equipment, wiring and any other capital assets and ancillary services required to implement the awarded projects.
- Grantees will be responsible for submitting a draft agreement that they propose be signed by the Property Owner(s) that indicates the proposed service level(s) and price(s) along with building access requirements.

# Residential Retrofit Program Outcomes

- Average cost to build per unit - \$2,000
- Service:
  - Retail Cost / Unit: ~\$15 - \$35 / per unit / per month – at least 100mbps /100mbps (speed)
  - Bulk Cost / Unit: ~\$10 - \$25 / per unit /per month – at least 100mbps /100mbps (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 Have Been Awarded As Of 1/16/25



# Round III Changes

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1. Adjusted definition of Project Group in **Section 2.1** to read “a group of Properties that are solicited together through this RFP.” Eliminating five properties per project group max and common ownership requirement.
2. Adjusted language in **Section 4** regarding last mile infrastructure to allow 1 mile of last mile fiber deployment, up from ½ mile in previous solicitation.
3. Adjusted language in **Section 6.4** regarding scoring and site visits:
  1. MBI will score applications against each other for the Project Groups submitted by any applicant. Based on the scoring criteria outlined in **Sections 7.2 and 7.3** of this solicitation, the highest-scoring applicant will be awarded the Project Group. Upon award, the highest scoring applicant will be eligible to conduct a site visit within 45 days of award and resubmit a final budget and accompanying budget narrative describing changes in the budget based on findings from a site visit. MBI will review budget adjustments based on site visit findings to ensure any increased project costs reflect conditions that would have been otherwise unforeseeable based on information provided by MBI at the time of solicitation.

# Round III Changes

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4. Streamlined online application adjusted to require only budget and community benefits information at the project group level.
5. Technical specifications, previous experience, and organizational detail (org chart, roles/responsibilities, key business partners) only required once.



02

# Project Groups

# RFP III Housing Partners

- Acton Housing Authority
- Preservation of Affordable Housing
- WinnCompanies
- Brewster Housing Authority
- Amesbury Housing Authority
- Merrimac Housing Authority
- Foxborough Housing Authority
- Walpole Housing Authority
- Somerville Community Corporation
- Newton Housing Authority
- Boston Housing Authority
- Arlington Housing Authority
- Pine Street Inn
- Quincy Housing Authority
- NeighborWorks Housing Solutions
- Haverhill Groveland Regional Housing Authority
- Lowell Housing Authority

**The Round III RFP represents 239 developments, 1,216 buildings, and approx. 16,000 units.**

Future RFP's will solicit new sites.

**And More!**



# Project Groups

Eligible housing sites have been consolidated into **Project Groups**. Any given development can consist of one or more buildings. We have made efforts to confirm address and location details. Applicants must be willing to serve all locations in a given project group.

**Round III project groups** are larger and regional in nature.

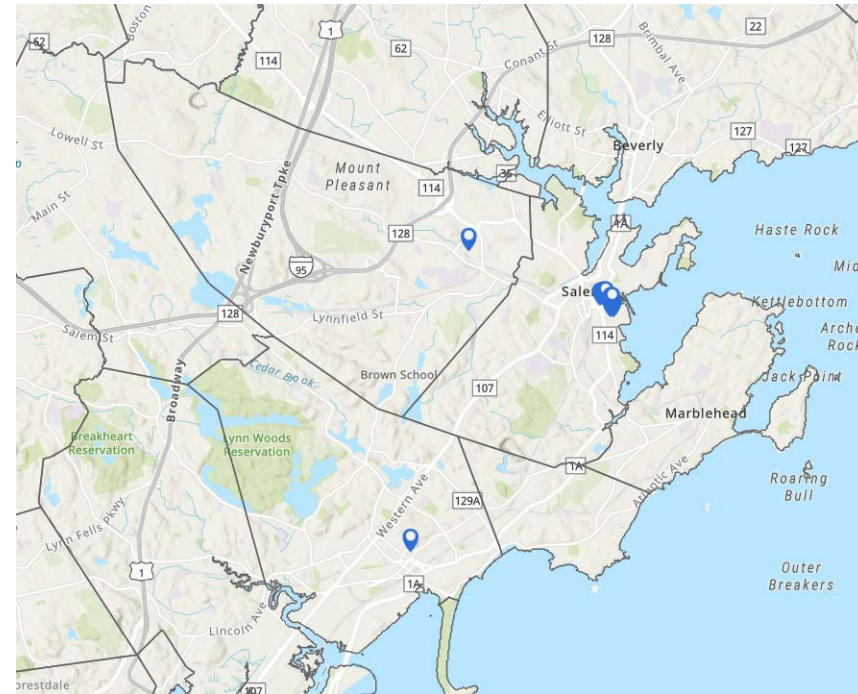
## Project Group Summary: North Shore Regional

**Housing Operators:** Winn and Northshore  
CDC

**Total Units:** 462

**Total Buildings:** 6

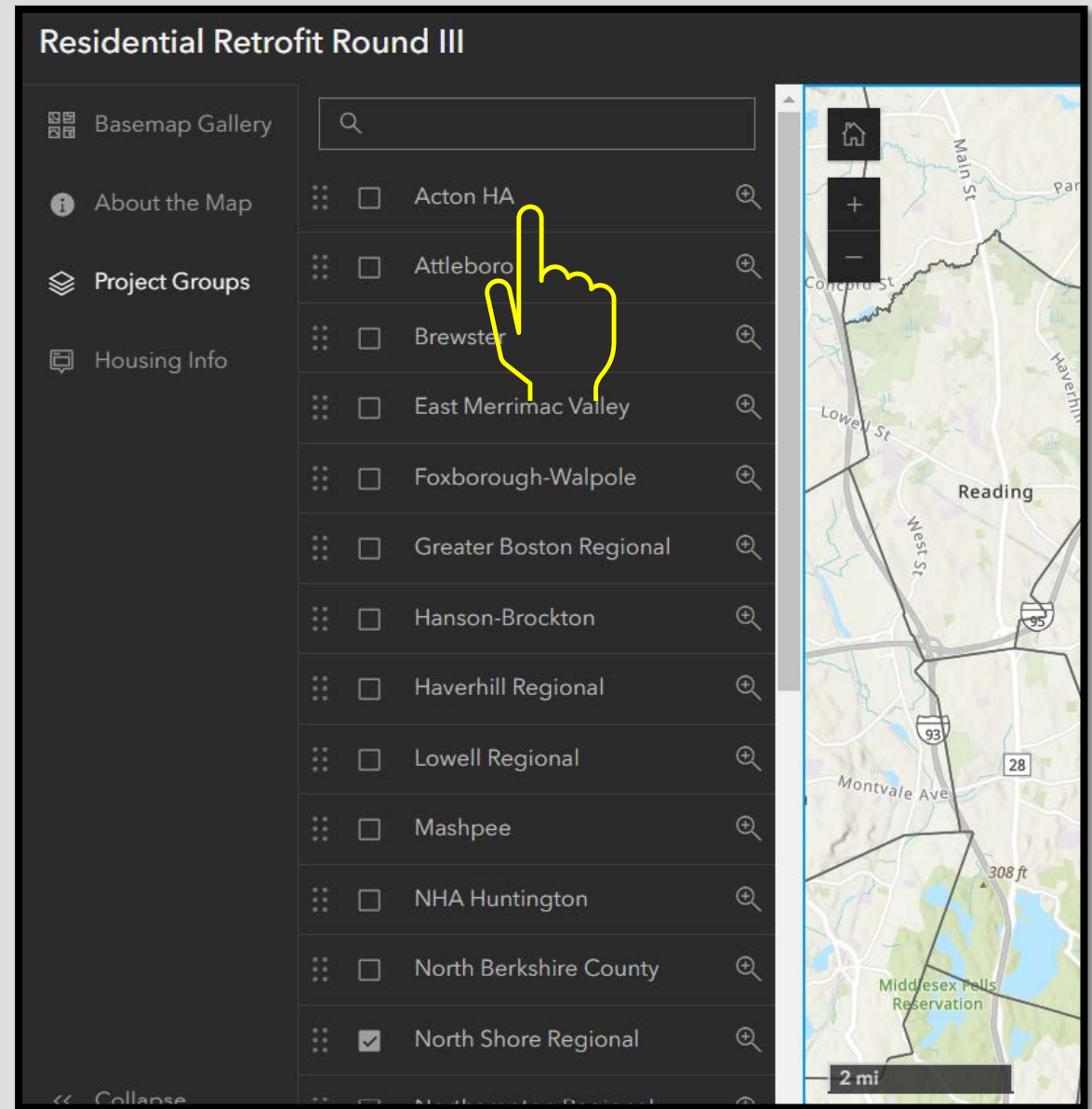
**Towns/City:** Salem, Peabody, Lynn





# Project Group Web Map

We created an online web map to visually represent the project groups in this round.



# Project Groups Summary Data

<input type="checkbox"/>	A Project Group Name	Total Units	Total Buildings
1	Springfield Regional	3399	373
2	Greater Boston Regional	2561	156
3	Lowell Regional	2148	88
4	Quincy Regional	893	49
5	Haverhill Regional	550	69
6	North Shore Regional	462	6
7	East Merrimac Valley	409	46
8	Northampton Regional	442	73
9	Worcester Regional	2441	109
10	South Coast Regional	578	46
11	Scituate	158	0
12	West Merrimac Valley	132	28
13	North Berkshire Co	225	12
14	South Berkshire Co	108	4
15	Hanson-Brockton	130	19
16	Pittsfield	245	21
17	NHA Huntington	26	7
18	Foxborough-Walpole	352	59
19	Attleboro	226	6
20	Mashpee	30	4
21	Acton HA	47	0
22	Webster	188	19
<input type="checkbox"/>	25 groups	Sum 15980	Sum 1,216

Project Group Summary data can be found **on the solicitation page** [linked here](#).

# Project Groups Development Data

Detailed development data can be found **on the solicitation page linked [here](#).**

PROJECT GROUPS									
▼	Haverhill Regional	Count 14	▼ Sum -995.09635	▼ Sum 598.85657	▼ Sum 27415	▼ Sum 3970	▼ Sum 354	▼ Sum 5	▼ Sum 550
63	25-C Washington Square   25-C Washingt...		-71.08267	42.77409	1949		0	0	58 4
64	GROVELAND HA   10 River Pines Dr		-71.02559	42.76986	1984		58	0	58 4-2 story,1-
65	Bradford Terrace   40 Greystone Avenue		-71.07266	42.76669	1960		52	0	52 4/ 2-story, 6
66	Summer Street   134 136 140 Summer Str...		-71.07060	42.77726	1949		0	0	18 3
67	Brookdale Lane   8-49 Brookdale Lane		-71.09428	42.78325	1950		0	0	32 2
68	Tremont Street   1-7A Tremont Street		-71.08890	42.77432	1988		0	1	8 2
69	Julian Steele   772 Washington Street		-71.10699	42.77278	1970		92	0	92 7/2-story, 1,
70	Washington Square   25 Washington Square		-71.08268	42.77409	1890	1982	72	0	72 4
71	Hilldale Avenue   174-212 220-226 Hilldal...		-71.09313	42.78325	1950		0	0	24 2
72	South Warren Street   8 South Warren Stre...		-71.07178	42.77136	1974		0	4	10 2
73	Albert Avenue   7-17 Albert Avenue		-71.09553	42.78271	1988		0	0	6 2
74	Brook Street   9-51A Brook Street Brook St...		-71.09355	42.78299	1950	1988	0	0	22 2
75	Kennedy Circle   40 Kennedy Circle		-71.04765	42.76607	1964		80	0	80 4/2-story, 5,
76	Mt. Vernon Street   17 21 25 Mount Verno...		-71.07035	42.77785	1949		0	0	18 3
+									

# Downloading Project Group Data

Data can also be downloaded from the online AirTable.

The screenshot shows the AirTable interface for a project group. The table has columns for Project Name, DevName, Address, City/Town, Zip, and Latitude. A context menu is open over the table, with the 'Download CSV' option highlighted in a red box. The table data is as follows:

Project Name	DevName	Address	City/Town	Zip	Latitude
Mission Towers		180 WATER ST	HAVERHILL	1830	42.7750037
Columbia Valley		4 COLUMBIA ST - 2	ADAMS	1220	42.62643767
Barrett House Apartments		17 Pleasant St	ADAMS	1220	42.6215318
Capitol Square APTS		379 North St	PITTSFIELD	1201	42.454062
Cherry St.		65-67 Cherry St	PITTSFIELD	1201	42.455871
Epworth Arms Apartments		350 WEST ST	PITTSFIELD	1201	42.450468
George St.		18 George St	PITTSFIELD	1201	42.441552
Berkshire Housing : Clark Biscuit Apartments LLC , "					
Sum					115666



# 03

## RFP Requirements, Application Process, & Scoring

# Reference the following sections of the Solicitation

## Threshold Requirements Section 7.1

- Network Design
- Customer Premise Equipment
- Project Schedule
- Fiber Reservation of Rights
- Service Level Agreement
- Affordability
- Agreement with Property Owners

## Scored Criteria Section 7.2

- Service Subscription Costs
- Proposed Project Costs
- Experience implementing Similar Projects.
- Community Benefits
- Organizational Capacity and Resources
- Labor and Workforce Standards
- Financial Capability

## Bonus Scoring Criteria Section 7.3

- Use of Public Broadband Infrastructure
- Open Access Network
- Bulk Service

**MBI recommends reviewing and becoming familiar with the RFP prior to beginning the online application!**

# Application Tips for Success

1. If there are elements of your application you wish MTC to maintain as confidential and exempt from public records requests, please refer to **Section 6.1.2** of the RFP for direction on making a request to MTC General Counsel Jennifer Saubermann.
2. All content and materials requested as Threshold Requirements **MUST** be submitted. TBD is not an acceptable response and will warrant a disqualification under the RFP.
3. An officer certification of compliance with local and federal laws **MUST** be submitted in ALL applications. An example letter is available on the procurement website. **This is in ADDITION to the signed letter from the CEO or CFO accompanying unaudited financials.**
4. To gain community benefits points please address the specific requirements described in the community benefits section. Describing general corporate activities related to community benefits will not warrant points allocated.
5. When submitting example projects be sure to describe how the example projects meet the requirements outlined in the RFP and are contextually relevant to the Project Group.
6. Review the sample contract posted on the solicitation website – eligible expenses are further outlined.



# Online Application

The Application is structured around four main sections:

1. General Applicant Information
2. Standard Business Practices with Scored Criteria
3. Project Group Information - Budget and Timeline
4. Project Group Information - Bonus Points Criteria

Applicants will only need to provide General Applicant and Standard Business Practices Information once.

After completing the General Applicant and Standard Business Practices Information sections, the applicant will select which of the **Project Groups** they are interested in providing improved broadband service to under this grant program. They will then provide specific budget and timeline information as well as bonus criteria.

**All RFP responses must be submitted through  
the online application portal!**

# Project Group Application Process

## Project Group Selection

You will now have the opportunity to select the project groups you are interested in serving under the Retrofit program. Project Group details and summary information can be found on the Retrofit solicitation website. For each project group you select, there will be a series of questions you are required to answer. You will have the ability to review your answers for each project group before moving to the next and click back to any previous project group using the back button at anytime.

Please select the Project Groups you are interested in serving:

- Springfield Regional
- Greater Boston Regional
- Lowell Regional
- Quincy Regional
- Haverhill Regional
- North Shore Regional
- East Merrimac Valley
- Northampton Regional
- Worcester Regional
- South Coast Regional
- Scituate

Applicants can select one or more Project Group from this list.

These project groups correspond to the data in the online AirTable database.

# Evaluation Criteria Scoring

RFP Section	Scoring Criteria	Points will be awarded up to:
7.2.1	Service that will still be low cost or free without subsidy	20
7.2.2	Proposed Project Costs	20
7.2.3	Experience in implementing projects of similar size and complexity	16
7.2.4	Community benefits	12
7.2.5	Organizational capacity and resources	12
7.2.6	Labor and workforce standards	10
7.2.7	Financial capability	10
<b>TOTAL POINTS</b>		<b>100</b>

**Applicants must meet a minimum score of 50 to be eligible for a grant, as outlined in section 7.2 of the RFP**

# Evaluation Criteria Scoring (continued)

Evaluation Criteria		Maximum Scoring
7.3	Optional Bonus Criteria	25 pts
	#1 – Leveraging Public Broadband Infrastructure	5 pts
	#2 – Open Access	10 pts
	#3 – Bulk Service	10 pts

**Bonus criteria does not count towards the 50-point scoring minimum requirement.**



04

# Post Application Process

# Post Application

1. Applications that meet Threshold Criteria are reviewed for score and bonus criteria.
2. MBI will score applications, the highest scoring applicant will be considered the awarded provider.
3. MBI will bring Round III awards to April MTC Board Meeting for approval.
4. Upon approval from MTC board, MBI will introduce the highest scoring applicant to the operator(s) for site visit execution
5. Applicant may conduct a site visit within **45** days of award, or by **April 25, 2025**.
6. Upon completion of the site visit, applicant may resubmit budget materials via MBI invitation link.

# Change Orders

- MBI will allow applicants to **submit change orders** and cost adjustments post award, but only for items that would have been unforeseeable at the time of the application.
- MBI intends to use the site visit process to minimize change orders and ensure reasonable cost submissions at the time of application.
- MBI encourages applicants to thoroughly review their cost estimates and assumptions prior to submission to minimize the amount of change orders required upon award.
- Change orders will be evaluated on a case-by-case basis and will be awarded at the sole discretion of MBI.





05

# Grant Agreement Terms and Conditions



# Grant Terms and Conditions

- The Funding Agreement will include terms and conditions including, but not limited to:
  - Description of the services
  - Roles and responsibilities
  - Grant payment schedule (payment on a reimbursement basis upon completion of milestones)
  - Eligible uses of funds
  - Period of performance
  - Accounting and reporting requirements
  - Compliance requirements
  - Remedies for noncompliance
  - Audit practices
  - Recording keeping
  - Internal controls, and
  - Other terms required by federal law



# Documentation Disclaimer

- All responses, applications, data, materials, information, and documentation submitted in response to the Residential Retrofit Program shall become MBI's property and shall be subject to public disclosure.
- MassTech/MBI is public entity and is subject to the Massachusetts Public Records Law. Every document submitted to MassTech/MBI is a public record unless an exemption applies.
- If an Applicant wishes to have MassTech treat certain information or documentation as confidential, the Applicant must submit a written request to MassTech's General Counsel prior to submission to MassTech/MBI. The details for this process are in Section 6.1.2 of the grant solicitation.



06

# Questions and Answers Session