

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

# Residential Retrofit

## *High Speed Internet for Those in Need*

February 19, 2025



# Agenda

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1. Program Overview
2. Panel Discussion
  - o Questions
3. Next Steps



MASSACHUSETTS  
TECHNOLOGY  
COLLABORATIVE

**OUR MISSION:**

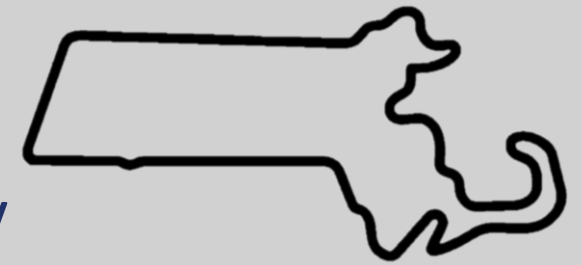
We strengthen the competitiveness of the tech and innovation economy by driving strategic investments, partnerships, and insights that harness the talent of Massachusetts.



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



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



## Availability

Every location has  
highspeed internet  
**available.**

## Adoption

Every resident  
can **utilize** and **afford**  
the internet.

## Quality of Service

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.



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# Program Overview

# 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 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

# 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



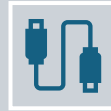
## Funding Source and Parameters:

- \$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

**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 executes agreement with housing operator

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

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

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

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

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

## 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 " Program Participation Agreement" with MBI.

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 a site visit and project schedule with the housing operator.

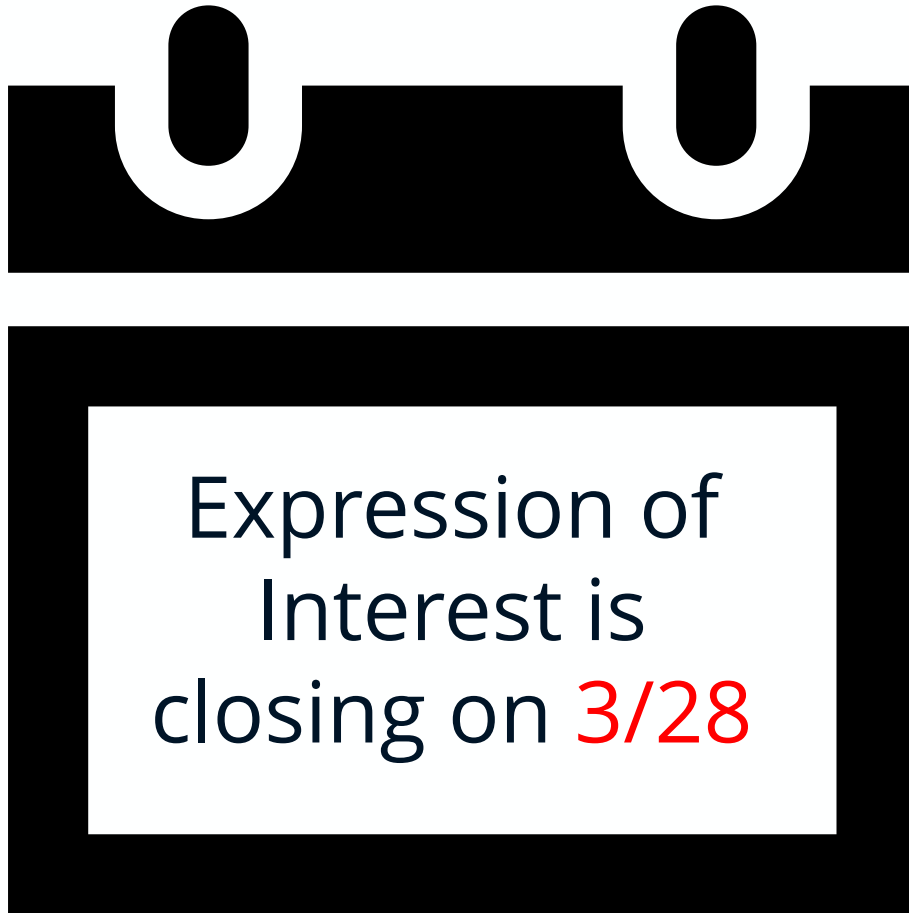
# Participating Housing Partners

- 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
- And more!

**Current participants represent more than 27,000 units of housing across Massachusetts**

**Any operator that expresses interest will be rolled into Round 4 our final grant round.**

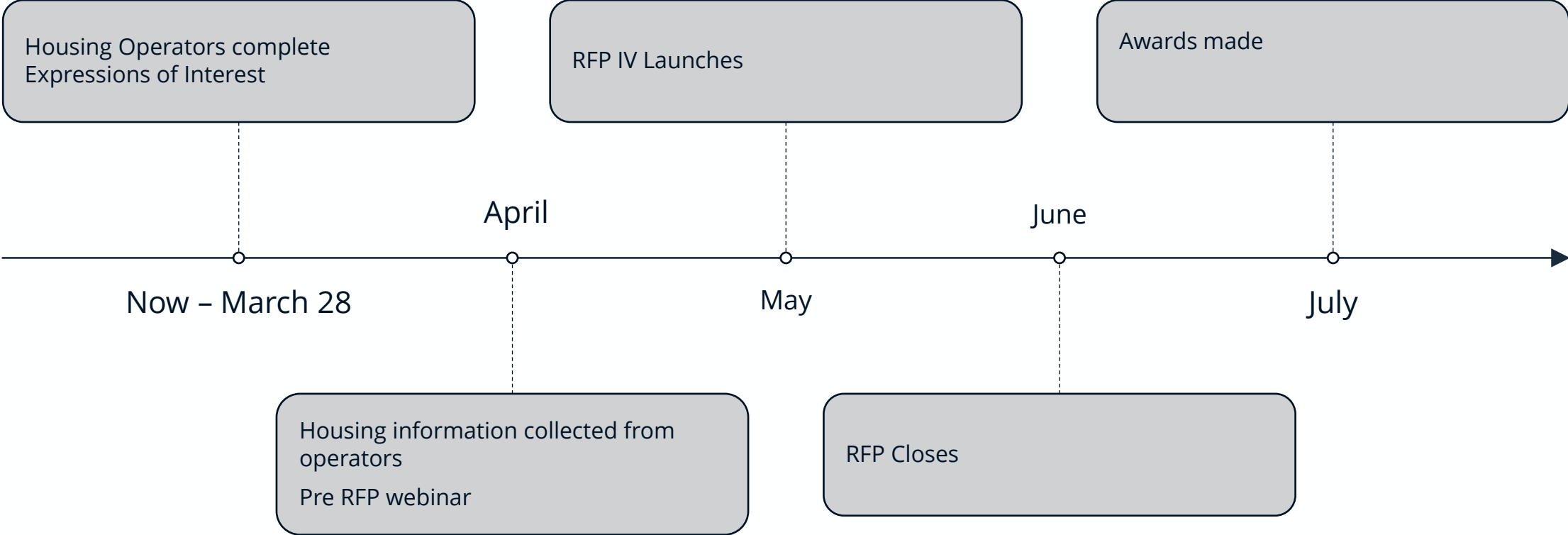
# Mark your calendars!



The final funding cycle for Residential Retrofit will Launch in early May 2025.

Submit expressions of interest by the deadline for consideration.

# Key Procurement Dates - RFP IV



# What's Next?

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**MBI plans to allocate funds to support broadband adoption through our new grant program.**

**We are creating this program in partnership with housing operators to understand the landscape.**

*The grants will be made available to support operators with purchasing broadband equipment, devices, and more.*



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# Panel Discussion



# Hear from Program Participants!

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**Senior Advisor for Digital Equity  
Sahar Lawrence, Boston Housing  
Authority**



**Senior Associate  
Patrick Barry, Related Affordable**



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# Next Steps

# Next Steps and Contact information

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1. All attendees will receive an email containing the slides and recording for the webinar today;
2. MBI is willing to meet with any interested operators to discuss eligibility and program specifics further;
3. Please submit Expressions of Interest on our website by March 28,2025;
4. Round 4 and final RFP launches May 2025.

Jessica Boulanger

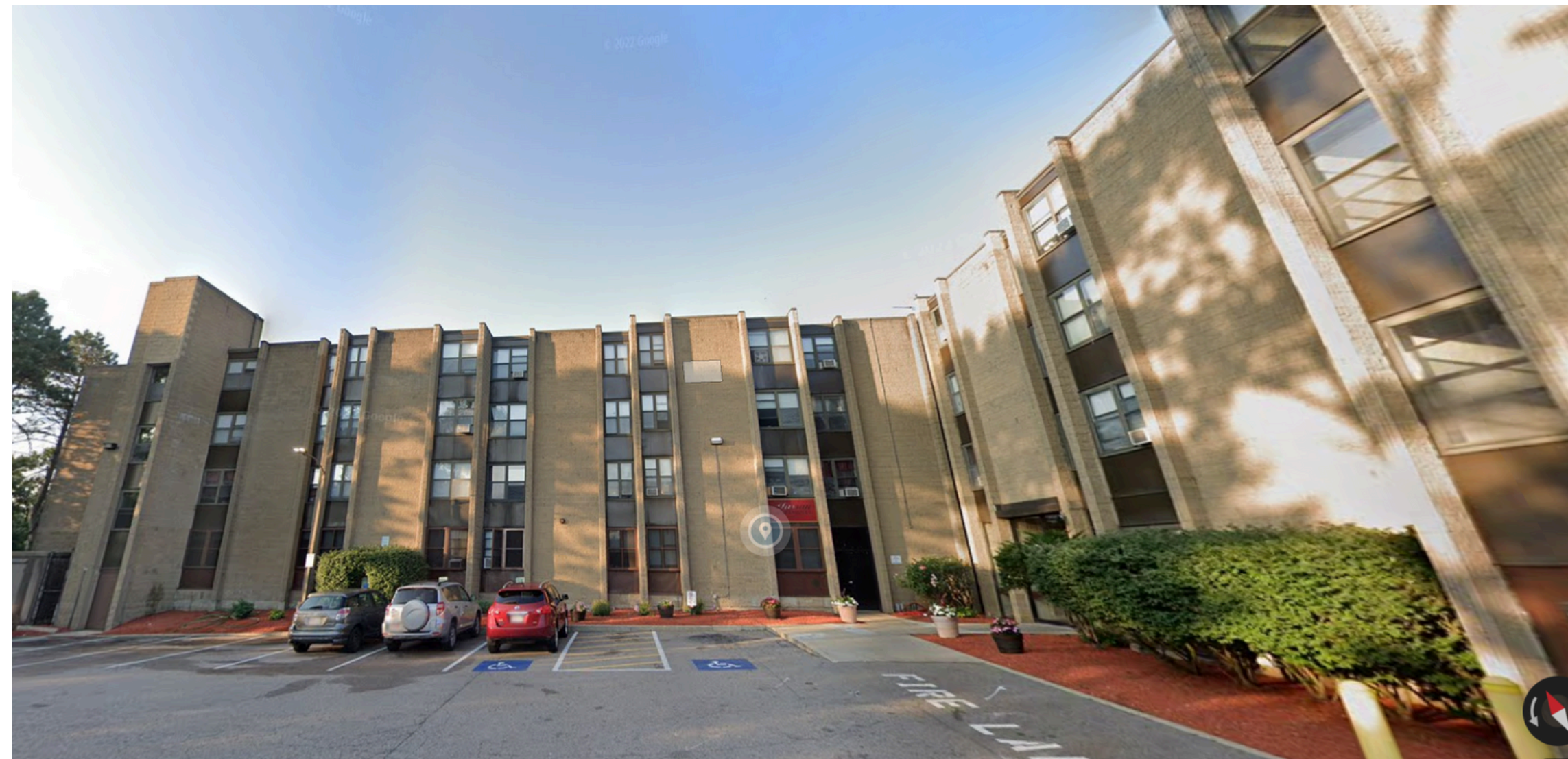
Broadband and Digital Equity Grant Manager

E: [Boulanger@masstech.org](mailto:Boulanger@masstech.org)

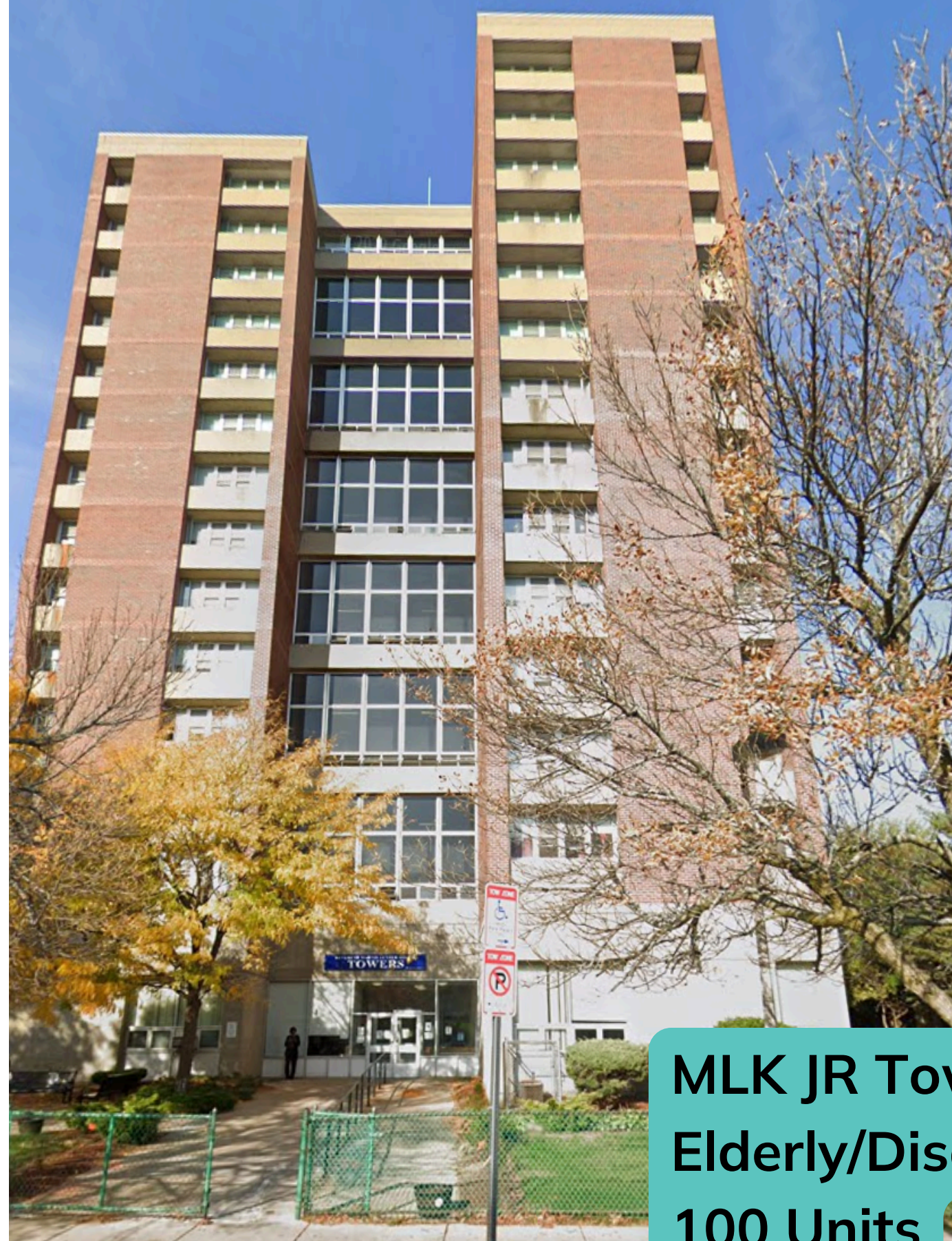
**Washington Manor  
Elderly/Disabled  
77 Units  
South End**



**Hassan Apartments  
Elderly/Disabled  
100 Units  
Mattapan**



**Torre Unidad  
Elderly/Disabled  
199 Units  
South End**



**MLK JR Towers  
Elderly/Disabled  
100 Units  
Roxbury**

**Codman Square  
Apartments  
102 Units  
Dorchester**

