

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

**MBI**

MASSACHUSETTS  
BROADBAND INSTITUTE



at the MassTech  
Collaborative

# **Residential Retrofit:**

## A Win for Housing Operators and Communities

**June 25, 2025**

# Agenda

**Overview of MassTech, MBI, and Our Focus on Housing**

**Introduction to the Residential Retrofit Program**

**The Value Proposition to Residents & Housing Operators**

Featuring Massachusetts Union of Public Housing Tenants

**Next Steps and Q&A**

A background network diagram consisting of numerous blue dots (nodes) connected by thin blue lines (edges), forming a complex web-like structure. The nodes are more densely packed in some areas and more sparse in others, with some nodes appearing slightly brighter than others.

# 1

## Overview of MassTech, MBI, and Our Focus on Housing



# MASSACHUSETTS TECHNOLOGY COLLABORATIVE

## **Mission:**

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

## **Divisions:**



THE INNOVATION INSTITUTE



*The Massachusetts Technology Collaborative (MassTech) was 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 <b>available.</b>	Every resident can <b>utilize</b> and <b>afford</b> the internet.	Every location has <b>reliable</b> service.

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# 2

## Introduction to the Program

# 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

## Massachusetts State Digital Equity Plan

Massachusetts Broadband Institute

MBI  
MASSACHUSETTS  
BROADBAND INSTITUTE



## A HOME FOR EVERYONE

A Comprehensive Housing Plan for Massachusetts  
2025 - 2029



**MAURA T. HEALEY**  
Governor

**KIM DRISCOLL**  
Lieutenant Governor

**EDWARD M. AUGUSTUS, JR.**  
Secretary, Executive Office of Housing  
& Livable Communities

FEBRUARY 2025



# 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.



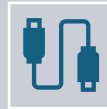
# Residential Retrofit Program



**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

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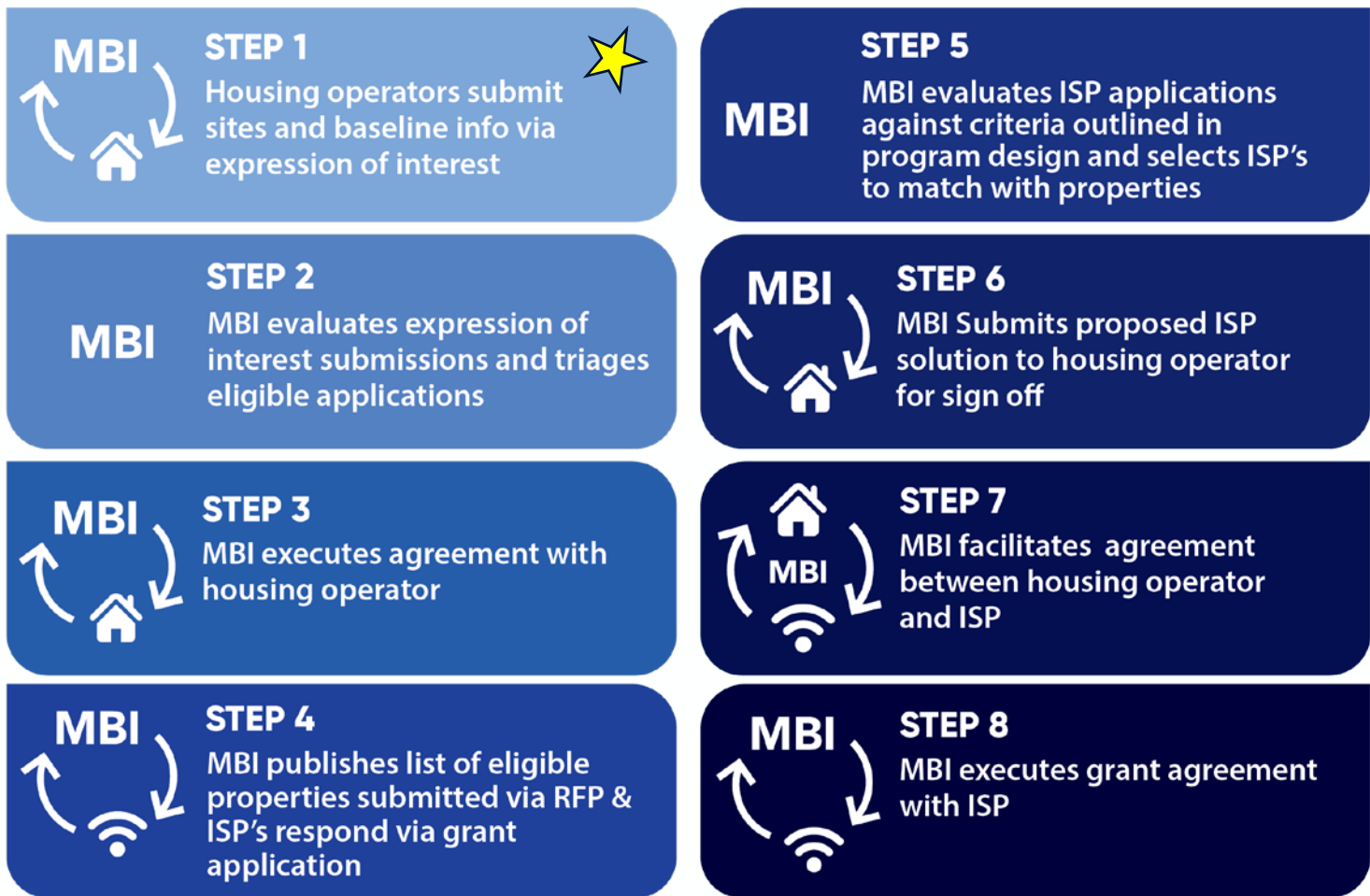


**100% Grant Funded Program  
– No Match Required**

**Does Not Supplant Any  
Existing Infrastructure**

**Does Not Require Residents  
to Switch Service**

# 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 " 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.

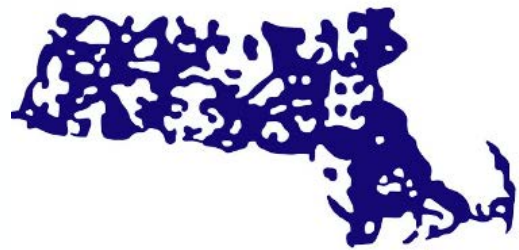
After Step 8 the ISP will establish a site visit and project schedule with the housing operator.

A background network diagram consisting of numerous blue dots (nodes) connected by thin blue lines (edges), forming a complex web-like structure. A vertical blue bar is positioned to the left of the slide number.

# 3

## The Value Proposition

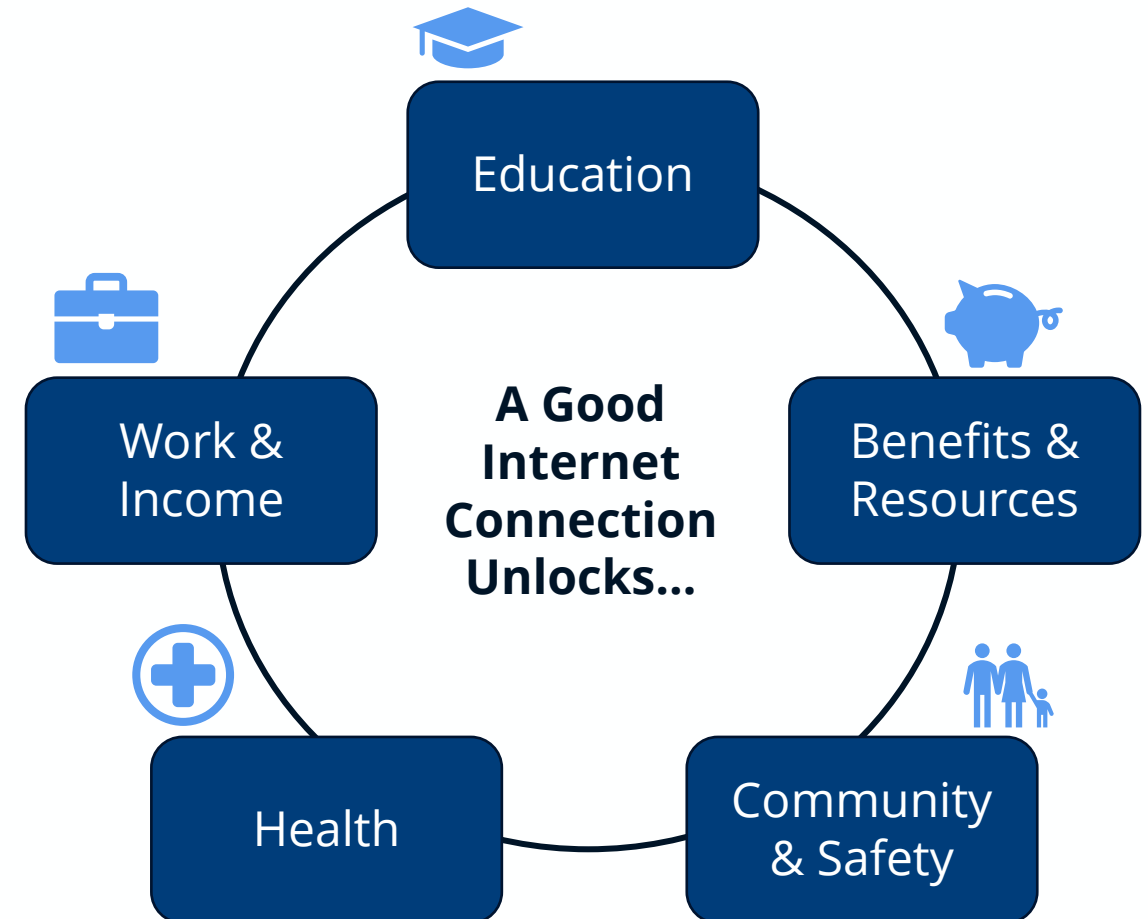
# The Importance of Affordable, High-Quality Internet Access for Massachusetts Residents



**MASSACHUSETTS  
UNION OF PUBLIC  
HOUSING TENANTS**

**Lilith Dyke**

Operations Manager  
Mass Union of Public Housing Tenants





# Why Retrofit My Buildings?

- **Future-proof** housing properties with state-of-the-art broadband infrastructure.
- Provide residents with **affordable, high-quality** internet options:
  - 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)
- Often, gain value from **“community benefits”**, which are included as bonus points in service provider scoring:

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

Over 40k units of Public and Affordable Housing will have been awarded by July 2025.

MBI will run a final grant round in September for ~10k units to close out the program

# Unlock Eligibility for RANGE

To ensure the infrastructure enhancements being made under the Retrofit Program are utilized to their fullest extent, MBI introduced the Retrofit Ancillary Grantee (RANGE) program.

Awards will be made directly to Housing Operators to support initiatives that will increase broadband adoption / utilization.

- **\$ 8 Million Dollar Grant Program**
- **There is no match required**
- **Projects must be completed by 12/31/2026**



Digital Literacy  
and Education



Device  
Distribution

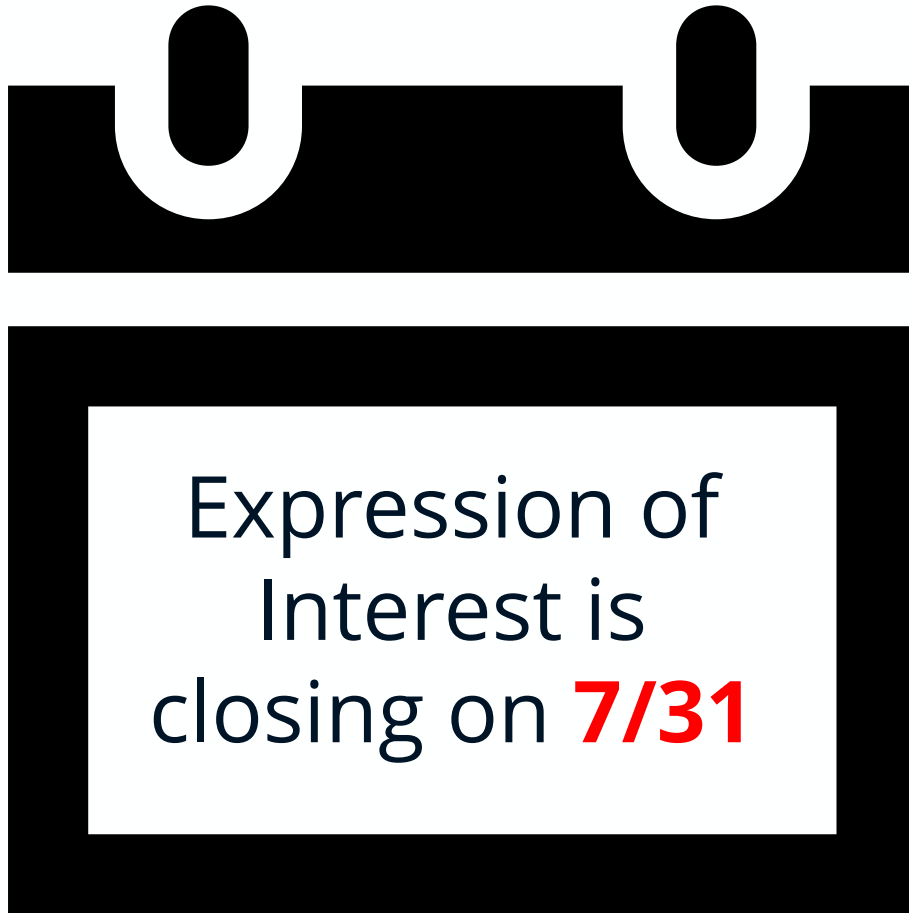


Digital Navigation/  
Tenant Coordination



Public Space  
Improvements

# Mark your calendars!



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

Submit expressions of interest by the deadline of July 31 for consideration.

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# 4

## 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 July 31, 2025;
4. Round V and final RFP launches September 2025.

Jessica Boulanger

Broadband and Digital Equity Grant Manager

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