

Residential Retrofit Round V

Bidders Conference

Solicitation No. 2026-MBI-05

September 17, 2025

MBI

MASSACHUSETTS
BROADBAND INSTITUTE



at the MassTech
Collaborative

Agenda

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



MASSACHUSETTS
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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.



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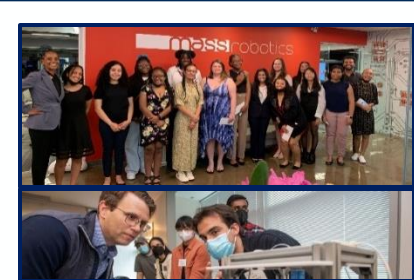
MassCyberCenter

NEMC

Northeast Microelectronics Coalition

HUB

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



Residential Retrofit Program



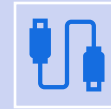
Funding Source and Parameters:

- \$73M+ 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:



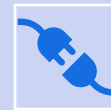
Build fiber infrastructure into affordable housing buildings;



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**

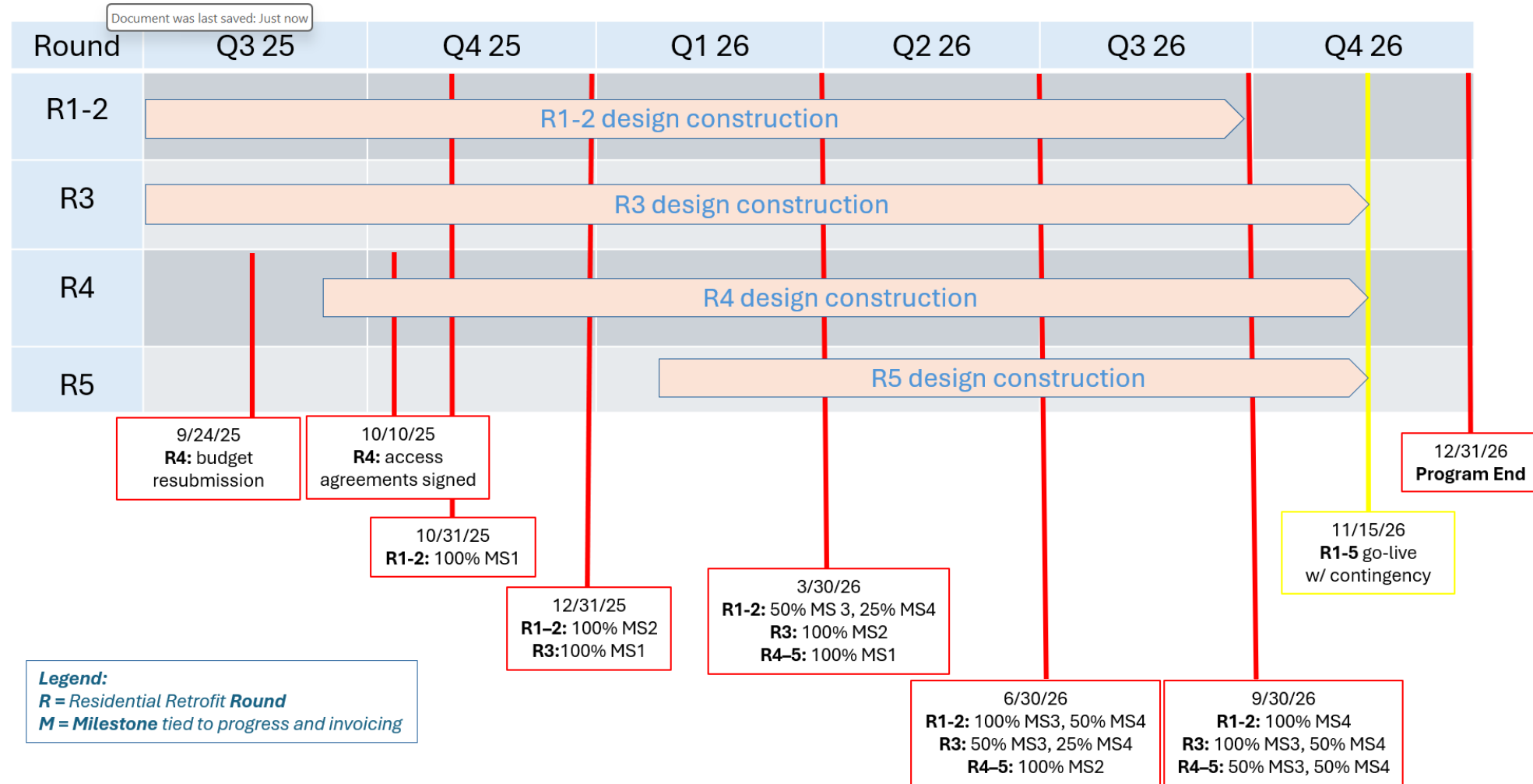
RFP V Timeline

| | |
|--------------------------------------|--|
| Date Issued: | September 9, 2025 |
| Bidder's Conference: | September 17,2025 at 11:00 a.m. |
| Questions Due: | Friday, September 19,2025 at 5:00 p.m. |
| Answers to Questions Posted: | Friday, September 26,2025 |
| Technical Assistance Session: | Wednesday, October 1, 2025 at 11:00 a.m. |
| RFP Responses Due: | October 8, 2025 5:00 p.m. EST |
| Notification of Award: | November 2025 |

Residential Retrofit Schedule Risks

Risk mitigation

- December 2026 immovable deadline
- Minimize Make Ready activities
- Prioritize projects that can move quickly
- Optimize resources to reduce dependencies



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 - \$1,600
- Service:
 - Retail Cost / Unit: ~\$15 - \$35 / per unit / per month – at least 100mbps /20mbps (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.

Over 44k Units of Public and Affordable Housing Have Been Awarded As Of 9/17/2025



Round V Changes – Award Cap

MBI will implement an Award Cap under this solicitation of \$4M for competitive project groups. “Award Cap” shall mean the not-to-exceed amount of \$4M in funding that any applicant may receive under this RFP. MBI will not impose an Award Cap for **non-competitive** project groups. The Award Cap will **not** apply to any project group that would not otherwise be awarded under this solicitation due to the eligible applicants having already reached the Award Cap.

Please pay close attention to Sections 1.1, 6.1, and 6.2 of the solicitation document concerning the Award Cap language.

Round V Changes – Project Groups

Project Groups have been assigned a numerical ranking based on a composite score of the attributes listed in section 6.2 of the RFP. MBI will award project groups in order of numerical ranking until available funds have been fully expended.

Upon closure of the RFP, MBI will review all applications to identify Project Groups that did not receive any bids. MBI may at its sole discretion, request that applicants who pass the threshold requirements of this RFP submit budgets and application materials for properties that do not receive bids. MBI will supply a list of all Project Groups that did not receive a bid to all qualified applicants. Applicants may submit a budget for any of those project groups within 7 business days of notification. MBI will review budget submissions and may award Project Groups to the lowest bidder.

MBI reserves the right to not make an award to any applicant if project costs are excessive, incomplete, or otherwise deemed unreasonable.

Round V Changes - Scoring

Applicants will have the opportunity to score up to a total of **116 points** (excluding Bonus Points). Points will be awarded in the following categories:

| 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 | Housing operator outreach & coordination plan | 16 |
| 7.2.7 | Labor and workforce standards | 10 |
| 7.2.8 | Financial capability | 10 |

Round V Changes – Open Access Scoring

- **10 points:** True open access: allowing any other ISPs to utilize the funded assets constructed under this grant program.
- **5 points:** Proposed plan allows for Open Access usage of in-building wiring (defined as the Access Network in section 2.1) or includes shared conduit that can accommodate at least 2 other ISPs
- **0 points:** No open access provisions

Round V Changes – Letters of Support

Letters of Support regarding Community Benefits must now be:

1. From Massachusetts based organizations only and
2. Signed within **6 months** of application date and specifically reference the *Residential Retrofit Program*

A complex network diagram with numerous blue nodes and connecting lines, resembling a molecular structure or a data network, set against a dark blue background.

02

Project Groups

RFP V Housing Partners

The Round V RFP has approximately 5K units.

This is the final RFP under the Retrofit Program

Preservation of Affordable Housing (POAH)
Boston Housing Authority
Dorchester Bay Economic Development Corporation
Northampton Housing Authority, Easthampton Housing Authority, Hampshire County Regional Housing Authority
Father Bill's & Mainspring
Codman Square NDC
Bourne Housing Authority
Franklin Housing Authority
Southwick Housing Authority
Commonwealth Land Trust, Inc.
Fitchburg Housing Authority
Gloucester Housing Authority

The Barkan Companies
Cornerstone Corporation
Dudley Housing Authority
Spencer Housing Authority
Marshfield Housing Authority
Holbrook Housing Authority
Lenox Housing Authority
Sandwich Housing Authority
West Bridgewater Housing Authority
Barnstable Housing Authority
Essex Housing Authority
Island Housing Trust Corp.
Uxbridge Housing Authority
Falmouth Housing Authority
North Brookfield Housing Authority

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 V project groups are smaller than Rounds 3 & 4.

Project Group Summary: Gloucester

Housing Operators: Action Inc and The
Community Builders

Total Units: 116

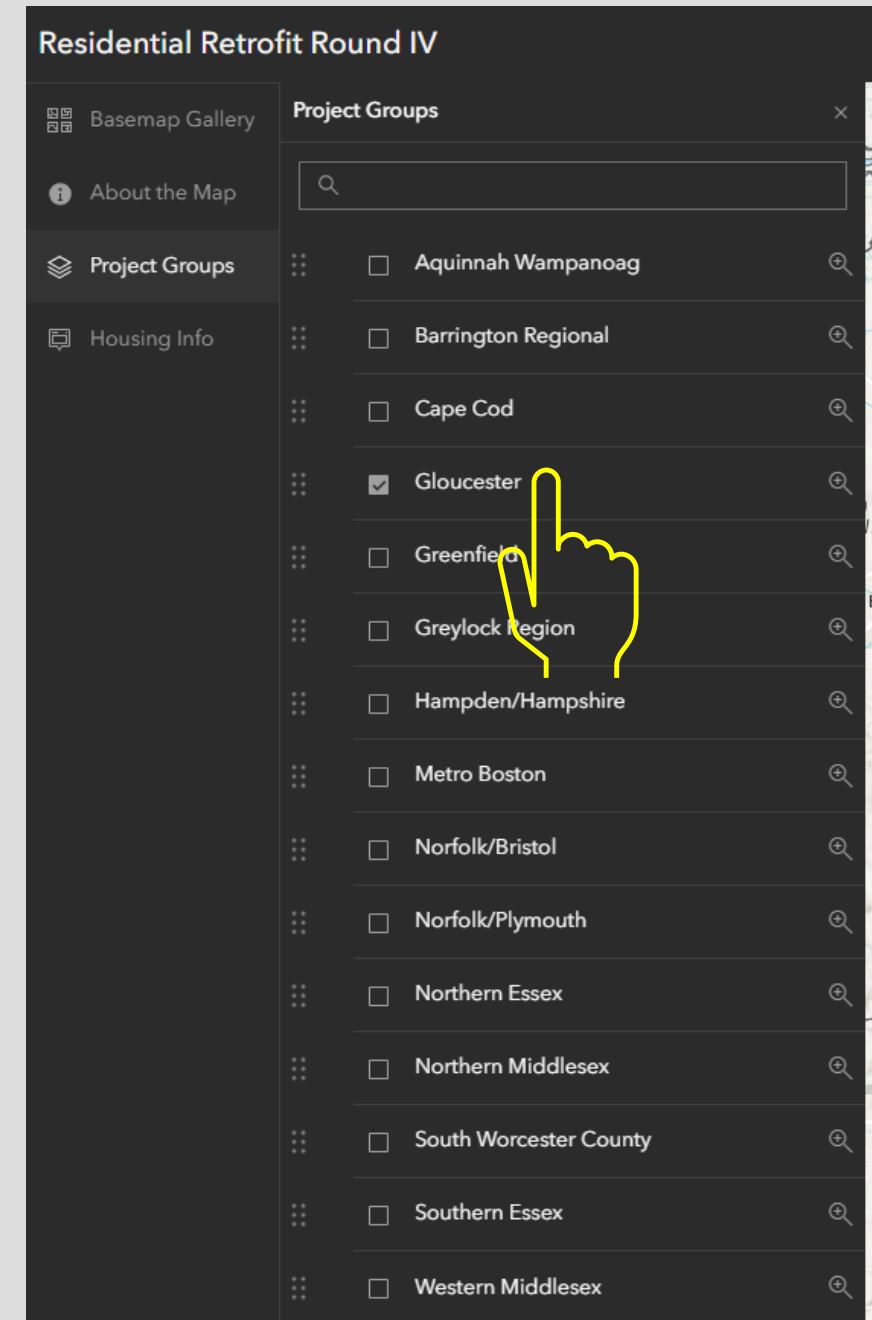
Total Buildings: 9

Towns/City: Gloucester



Project Group Web Map

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



Project Groups Summary Data

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

| Retrofit Round IV Project Group... | | | |
|------------------------------------|------------------------|-------------|-----------------|
| Hide fields Filter Group Sort ... | | | |
| | Project Group Name | Total Units | Total Buildings |
| 1 | Aquinnah Wampanoag | 32 | 32 |
| 2 | Barrington Regional | 228 | 30 |
| 3 | Cape Cod | 50 | 6 |
| 4 | Gloucester | 116 | 9 |
| 5 | Greenfield | 200 | 57 |
| 6 | Greylock Region | 150 | 12 |
| 7 | Hampden/Hampshire | 1804 | 251 |
| 8 | Metro Boston | 4219 | 188 |
| 9 | Norfolk/Bristol | 784 | 104 |
| 10 | Norfolk/Plymouth | 1939 | 235 |
| 11 | Northern Essex | 1046 | 9 |
| 12 | Northern Middlesex | 256 | 15 |
| 13 | South Worcester County | 2940 | 140 |
| 14 | Southern Essex | 1055 | 100 |
| 15 | Western Middlesex | 378 | 24 |

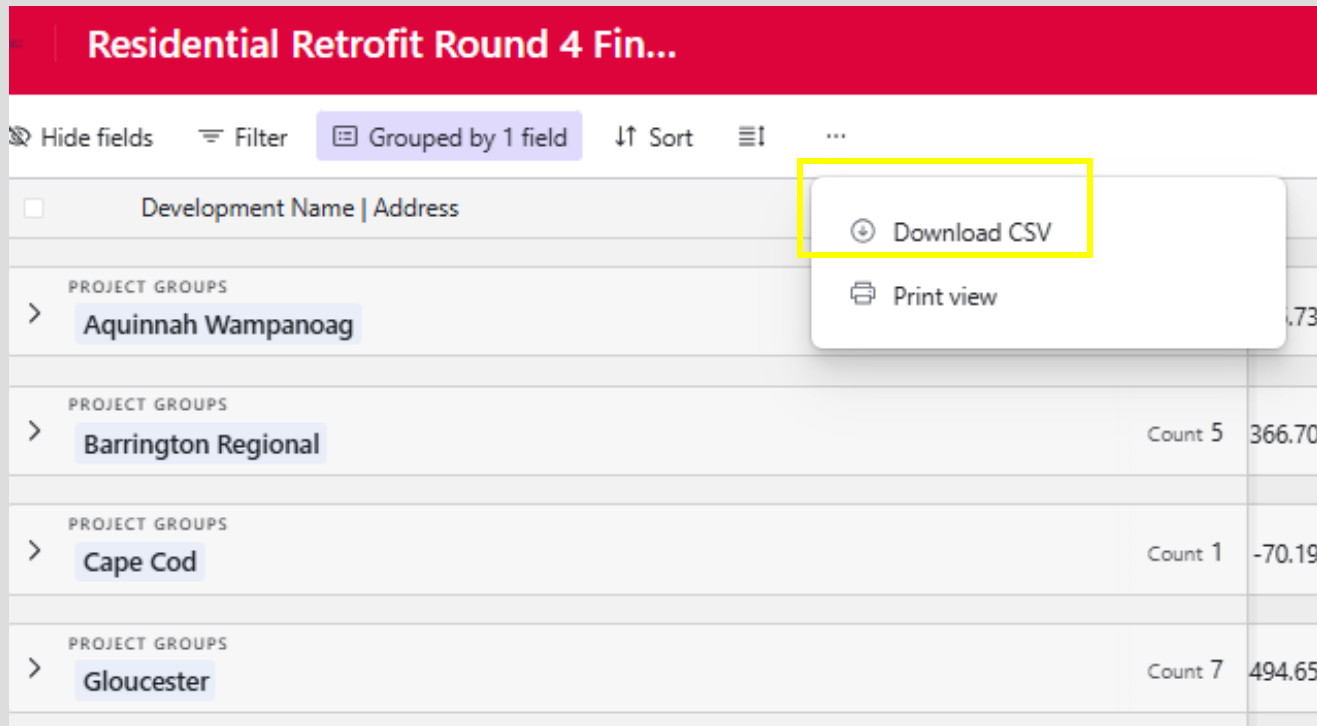
Project Groups Development Data

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

| Residential Retrofit Round 4 Fin... | | | | | | | |
|--|---|---------------------|---|---|------------------|---------|--|
| Report abuse Use this data | | | | | | | |
| Hide fields Filter Grouped by 1 field Sort ... | | | | | | | |
| <input type="checkbox"/> | Development Name Address | Project Groups | Housing Organization | Full Address | City/Town - NEW | Point X | |
| PROJECT GROUPS | | | | | | | |
| ▼ | Barrington Regional | Count 5 | | | | | |
| 33 | Brookside Manor 909 Main St | Barrington Regional | Great Barrington Housing Authority | Brookside Manor, 909 Main St, Great Barrington, MA, 01230 | Great Barrington | | |
| 34 | Dewey Court Apartments 3 Dewey Way | Barrington Regional | Great Barrington Housing Authority | Dewey Court Apartments, 3 Dewey Way, Sheffield, MA, 01257 | Sheffield | | |
| 35 | Flag Rock Village 2 Bernard Gibbons Drive Park Street/Route 183 | Barrington Regional | Great Barrington Housing Authority | Flag Rock Village, 2 Bernard Gibbons Drive Park Street/Route 183, Housatonic, MA, 01236 | Housatonic | | |
| 36 | Stockbridge House 7 Pine Street | Barrington Regional | Stockbridge Housing Authority | Stockbridge House, 7 Pine Street, STOCKBRIDGE, MA, 01262 | STOCKBRIDGE | | |
| 37 | HEATON COURT 5 PINE STREET - A | Barrington Regional | Stockbridge Housing Authority | HEATON COURT, 5 PINE STREET - A, Stockbridge, MA, 01262 | Stockbridge | | |
| PROJECT GROUPS | | | | | | | |
| ▼ | Cape Cod | Count 1 | | | | | |
| 38 | Province Landing 90 Shank Painter Road | Cape Cod | The Community Builders Inc. | Province Landing, 90 Shank Painter Road, Provincetown, MA, 02657 | Provincetown | | |
| PROJECT GROUPS | | | | | | | |
| ▼ | Gloucester | Count 7 | | | | | |
| 39 | 26 Marsh Street 26 Marsh Street | Gloucester | Action Inc. | 26 Marsh Street, 26 Marsh Street, Gloucester, MA, 01930 | Gloucester | | |
| 40 | 28 Marsh Street 28 Marsh Street | Gloucester | Action Inc. | 28 Marsh Street, 28 Marsh Street, Gloucester, MA, 01930 | Gloucester | | |
| 41 | 370 Main Street 370 Main Street | Gloucester | Action Inc. | 370 Main Street, 370 Main Street, Gloucester, MA, 01930 | Gloucester | | |
| 42 | 93 Prospect Street 93 Prospect Street | Gloucester | Action Inc. | 93 Prospect Street, 93 Prospect Street, Gloucester, MA, 01930 | Gloucester | | |
| 43 | 95 Prospect Street 95 Prospect Street | Gloucester | Action Inc. | 95 Prospect Street, 95 Prospect Street, Gloucester, MA, 01930 | Gloucester | | |
| 44 | 3 Eastern Point Road 3 Eastern Point Road | Gloucester | Action Inc. | 3 Eastern Point Road, 3 Eastern Point Road, Gloucester, MA, 01930 | Gloucester | | |
| 45 | Central Grammar 10 Dale Avenue | Gloucester | The Community Builders Inc. | Central Grammar, 10 Dale Avenue, Gloucester, MA, 01930 | Gloucester | | |
| PROJECT GROUPS | | | | | | | |
| ▼ | Greenfield | Count 1 | | | | | |
| 46 | Leyden Woods 24 Leyden Woods Lane | Greenfield | The Community Builders Inc. | Leyden Woods, 24 Leyden Woods Lane, Greenfield, MA, 01301 | Greenfield | | |
| PROJECT GROUPS | | | | | | | |
| ▼ | Greylock Region | Count 2 | | | | | |
| 47 | MEADOWVALE A-35 ADAMS ROAD | Greylock Region | Williamstown Housing Authority | MEADOWVALE, A-35 ADAMS ROAD, Williamstown, MA, 01267 | Williamstown | | |
| 48 | BC Berkshire Peak LLC 341 West Street | Greylock Region | Beacon Residential Management Limited Partnership | BC Berkshire Peak LLC, 341 West Street, Pittsfield, MA, 01201 | Pittsfield | | |

Downloading Project Group Data

Data can also be downloaded from the online AirTable.



Residential Retrofit Round 4 Fin...

Hide fields Filter Grouped by 1 field Sort ...

Development Name | Address

PROJECT GROUPS

| | | |
|-----------------------|---------|---------|
| > Aquinnah Wampanoag | | |
| PROJECT GROUPS | | |
| > Barrington Regional | Count 5 | 366.704 |
| PROJECT GROUPS | | |
| > Cape Cod | Count 1 | -70.199 |
| PROJECT GROUPS | | |
| > Gloucester | Count 7 | 494.652 |

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.

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

Please select the Project Groups you are interested in serving:

Aquinnah Wampanoag

Barrington Regional

Cape Cod

Gloucester

Greenfield

 Greylock Region

Hampden/Hampshire

Metro Boston

Norfolk/Bristol

Norfolk/Plymouth

 Northern Essex

Northern Middlesex

South Worcester County

Southern Essex

Western Middlesex

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

| 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 | Housing operator outreach & coordination plan | 16 |
| 7.2.7 | Labor and workforce standards | 10 |
| 7.2.8 | Financial capability | 10 |

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 | Up to 25 pts |
| | #1 – Leveraging Public Broadband Infrastructure | Up to 5 pts |
| | #2 – Open Access | Up to 10 pts |
| | #3 – Bulk Service | Up to 10 pts |

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

A complex network diagram with numerous blue nodes connected by thin lines, forming a web-like structure across the dark blue background.

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 V awards to the November 19, 2025 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 business days post award, or by January 23, 2026.
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.
- 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.

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.

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.

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06

Questions and Answers Session