

# Residential Retrofit Round IV

## Bidders Conference

Solicitation No. 2025-MBI-11

May 13, 2025

**MBI**

MASSACHUSETTS  
BROADBAND INSTITUTE



at the MassTech  
Collaborative

# Agenda

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1. Program Overview and Round III 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



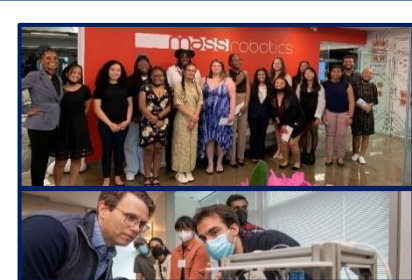
MASSACHUSETTS  
TECHNOLOGY  
COLLABORATIVE

## 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.*



Residential Retrofit Grant Program

*Established in 1982 by Legislative Statute*

# Residential Retrofit Program



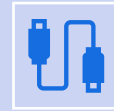
## Funding Source and Parameters:

- \$82 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 IV Timeline

<b>Date Issued:</b>	Wednesday, May 7, 2025
<b>Bidder's Conference:</b>	Tuesday, May 13, 2025 at 11:00 a.m.
<b>Questions Due:</b>	Friday, May 16, 2025 at 5:00 p.m.
<b>Answers to Questions Posted:</b>	Friday, May 23, 2025
<b>Technical Assistance Session:</b>	Wednesday, May 28, 2025 at 11:00 a.m.
<b>RFP Responses Due:</b>	Tuesday, June 10, 2025 by 5:00 p.m. EST
<b>Notification of Award:</b>	July 2025

# 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 - \$1,800
- 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.

Over 27k Units of Public and Affordable Housing Have Been Awarded As Of 4/28/2025



# Round IV Changes

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MBI will implement an Award Cap under this solicitation of \$12M for competitive project groups. “Award Cap” shall mean the not-to-exceed amount of \$12M 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.**

A complex network diagram with numerous blue nodes connected by thin lines, forming a web-like structure across the entire slide. A dark blue horizontal bar is positioned behind the number '02'.

02

# Project Groups

# RFP IV Housing Partners

The Round IV RFP has 1,212 buildings and approximately 15K units.

Future RFP's will solicit new sites.

Aquinnah Wampanoag Tribal Housing Authority  
Action Inc.  
Amherst Housing Authority  
Beacon Residential Management Limited Partnership  
Capital Realty Group  
Chelsea Housing Authority  
Coalition for a Better Acre  
Concord Housing Authority  
Everett Housing Authority  
Granite Place Associates  
Great Barrington Housing Authority  
John M. Corcoran & Co. / Corcoran Management Company, Inc.  
Just A Start  
Lawrence Housing Authority  
Melrose Housing Authority  
Millbury Housing Authority  
NeighborWorks Housing Solutions (NHS)  
New England Center and Home for Veterans  
Northbridge Housing Authority

Planning Office for Urban Affairs  
Rogerson Communities  
Salem Housing Authority  
Saugus Housing Authority  
South Middlesex Non-Profit Housing Corporation  
Southbridge Housing Authority  
Spear Management Group, Inc  
Stockbridge Housing Authority  
The Community Builders Inc.  
The Neighborhood Developers  
Upton Housing Authority  
Westborough Housing Authority  
Westfield Housing Authority  
Williamstown Housing Authority  
Worcester Common Ground  
Wrentham Housing Authority  
Youghal LLC

# 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 IV project groups** are larger and regional in nature.

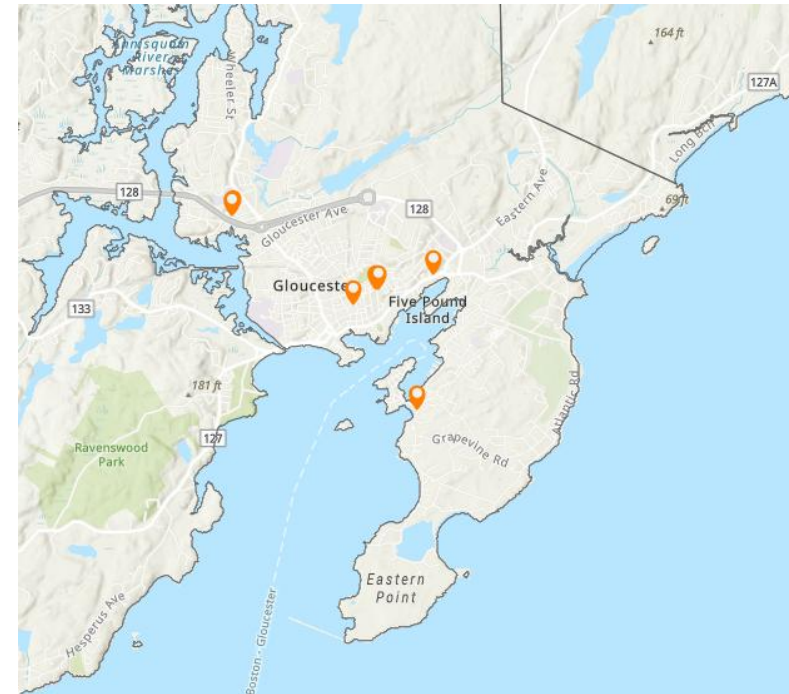
## Project Group Summary: Gloucester

**Housing Operators:** Action Inc and The Community Builders

**Total Units:** 116

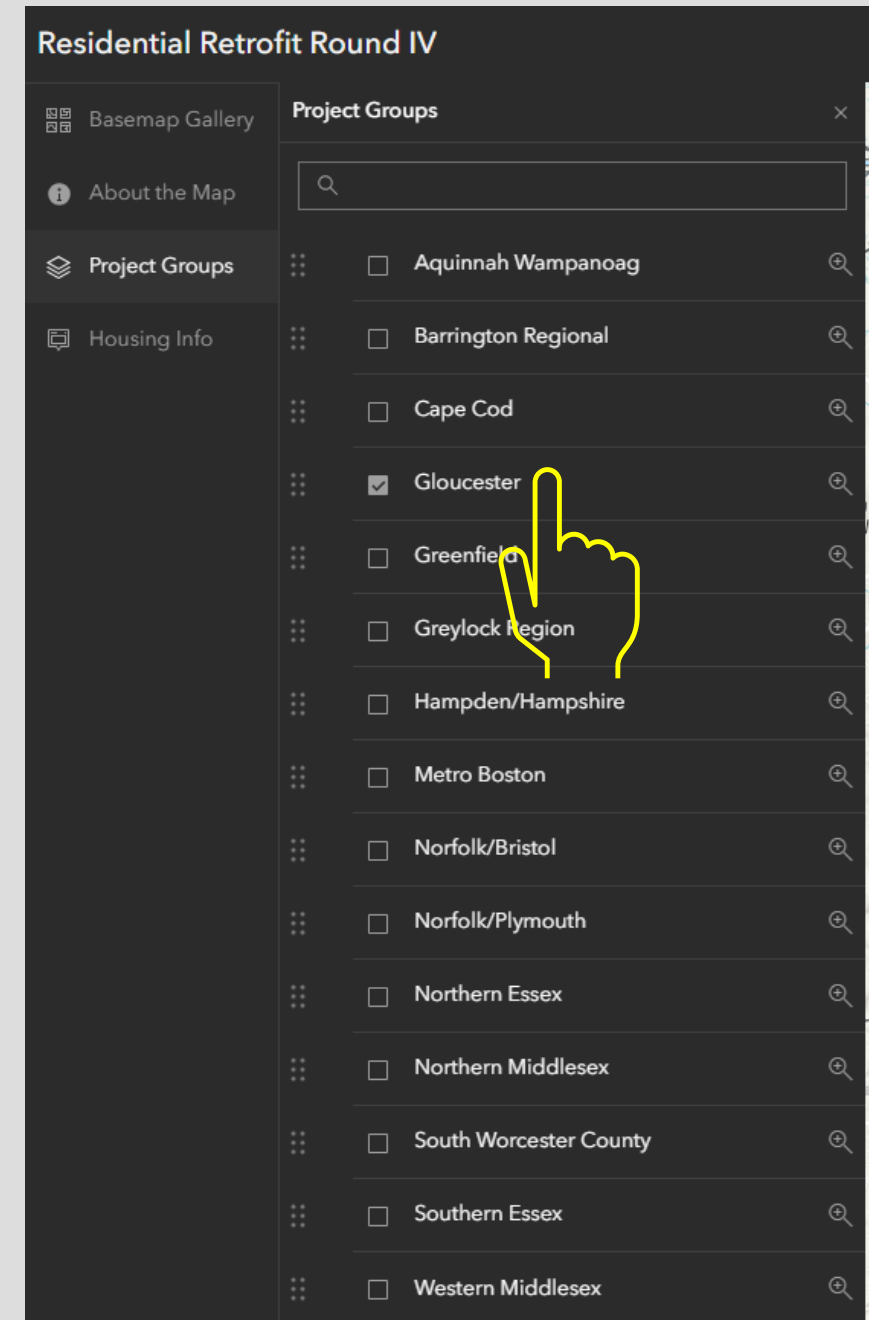
**Total Buildings:** 9

**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	

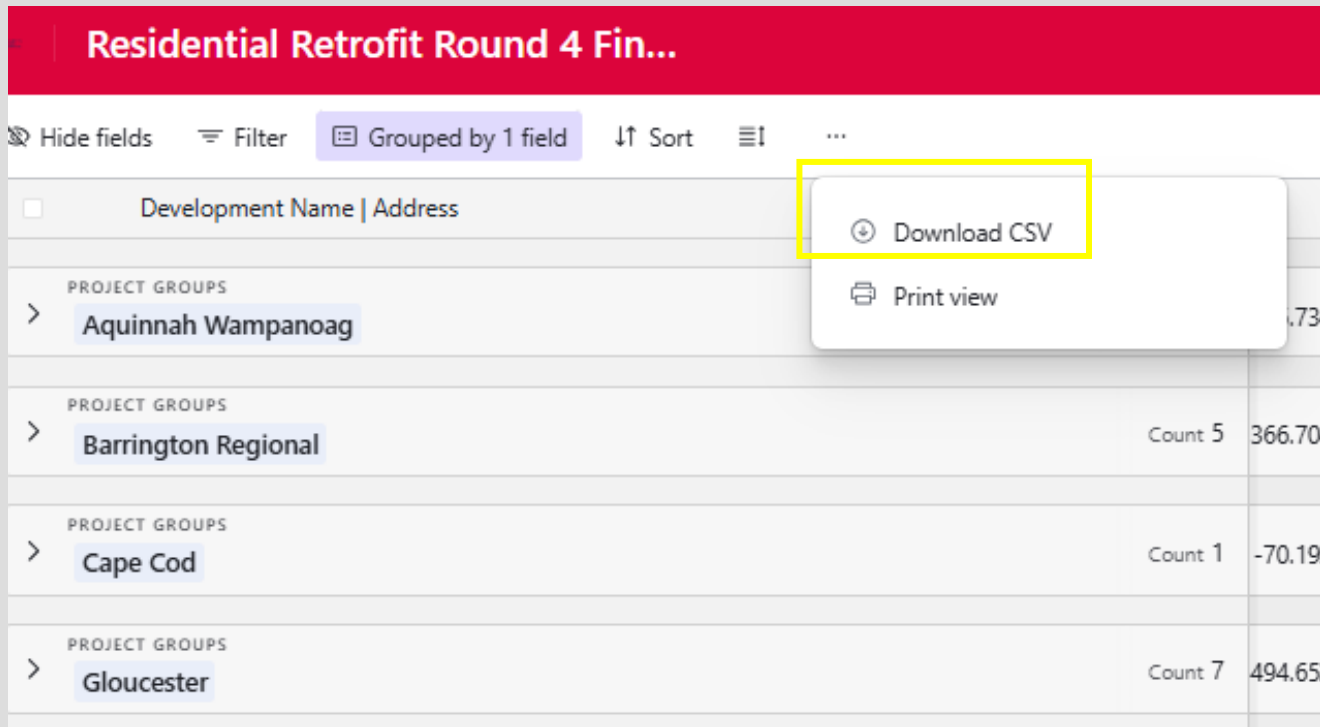
# Project Groups Development Data

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.



The screenshot shows an AirTable interface for a table titled "Residential Retrofit Round 4 Fin...". The table is grouped by "Development Name | Address". A dropdown menu is open, showing options to "Download CSV" (highlighted with a yellow box) and "Print view". The table data is as follows:

Development Name   Address	Count	Value
Aquinnah Wampanoag		,734
Barrington Regional	Count 5	366.704
Cape Cod	Count 1	-70.199
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

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
TOTAL POINTS		100

**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.**

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 the lower right and upper right areas, with some nodes highlighted in a slightly brighter blue.

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# 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 IV awards to July 23, 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 September 24, 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.
- 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.

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# 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.

A complex network diagram with numerous blue nodes connected by thin lines, forming a web-like structure across the entire slide. A dark blue horizontal bar is positioned above the main title.

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# Questions and Answers Session