

QUARTERLY PERFORMANCE PROGRESS REPORT FOR SUSTAINABLE BROADBAND ADOPTION

General Information

1. Federal Agency and Organizational Element to Which Report is Submitted Department of Commerce, National Telecommunications and Information Administration	2. Award Identification Number 23-43-B10581	3. DUNS Number 607132466
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4. Recipient Organization

 AXIOM Technologies, LLC 3 Water Street, Machias, ME 04654-1118

5. Current Reporting Period End Date (MM/DD/YYYY) 06-30-2011	6. Is this the last Report of the Award Period? <input type="radio"/> Yes <input checked="" type="radio"/> No
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7. Certification: I certify to the best of my knowledge and belief that this report is correct and complete for performance of activities for the purposes set forth in the award documents.

7a. Typed or Printed Name and Title of Certifying Official Mary Walton	7c. Telephone (area code, number and extension) 207-496-0681
	7d. Email Address mwalton@maine.rr.com

7b. Signature of Certifying Official Submitted Electronically	7e. Date Report Submitted (MM/DD/YYYY): 07-27-2011
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Project Indicators (This Quarter)

1. Please describe significant project accomplishments completed during this quarter (600 words or less).

Axiom Activities: Weekly meetings with Project Manager and staff to discuss and strategize and assign ongoing responsibilities. Travel to promote and collaborate with organizations including press conferences and outreach activities were held. Axiom received the Machias Bay Area Chamber of Commerce Business of the Year Award for the work it is doing in broadband infrastructure and adoption and was featured in Bangor Savings Bank Annual Report.

Farmers and Fishermen had their second broadband installed in various ways; boats, trucks, and fields. Senior Engineers designed, implemented and have begun monitoring mobile use of broadband with a fixed wireless system. We are beginning to see the application of technology being used in the farmers and fishermen's businesses.

Project Manager, Jane Blackwood continued training for farmers, fishermen, crew and families focusing on specific interests. Courses in Web Design, QuickBooks, PhotoShop, Excel, as well as Basic Computer Skills classes were held in several locations throughout Washington County. There were 38 students in 2011/Qtr2 totaling 1442.5 learning hours which included attending classes, being tutored, teaching others, self-training, homework, and internet surfing.

The quarter ended with the farming and fishing subjects attending an Introduction to GIS/GPS at the University of Maine of Machias. Professor Tora Johnson gave the subject custom software, downloaded Google Earth and introduced the mapping and data possibilities with GIS/GPS. A hybrid course will be designed by Professor Johnson and offered to the Subject in the Fall/Winter.

University of Maine at Machias Consultant Professor Athearn worked on logic models, assessment protocols, and summary of program evaluation activities involving human subjects. Professor Athearn met with project partners and consultants to discuss progress, potential computer applications for farmers and fishers, and next steps and coordinated and attended GIS/GPS sessions for farmers and fishers to help with development of computer applications.

Downeast Institute for Applied Marine Research & Education Consultant Professor Brian Beal and Sunrise County Blueberry Cooperative Consultant Dell Emerson to reviewed the progress to date in both fishermen and farmer groups regarding computer training skills. Meetings are being coordinated with the Maine Department of Marine Resources and with Dept. of Agriculture to better understand reporting requirements of fishermen with respect to catch, and farmers with respect to crops, as this information will be programmed into software that fishermen and farmers can access via their laptops. The goal is to make the reporting less onerous and provide fishermen and farmers with a tool that allows them opportunities to track the dynamics of their industry.

CoNHP Activities: Classes continue for the quarter, and eight students were accepted to the fall program, wait listed students for recommendations for preparation for reapplication. Coordination with the education department of CMMC and with DECH occurred to establish a process for participation in medical grand rounds, trauma grand rounds, pediatric grand rounds, and nursing grand rounds. Orientation was a great success. The eight students accepted for the Fall program, plus the faculty from Washington County attended and had the opportunity to meet other students in the group, the class, and put faces with voices of administration and faculty that have assisted throughout their admission process. The students showed enthusiasm, asked great questions, and had took advantage of their time here to meet with the financial aid officer, the health nurse, and to purchase necessary uniforms and patches for clinical for the fall. The nursing students achieved 172 learning hours in Qtr2/2011.

2. Please provide the percent complete for the following key milestones in your project. Write "0" in the Percent Complete column and "N/A" in the Narrative column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please provide a narrative description if the percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	42	Our Baseline Plan called for us to be approximately 47% complete during the 4th reporting quarter, expending approximately \$757,688 in Federal and \$160,361 in Match funding. However, our projected spending on last quarter's PPR anticipated that during this quarter, we would have expended \$654,681 in Federal and \$114,741 in match funding, or be approximately 41% complete. The project was just over the projected federal spending and over our anticipated Match amounts and was 42% complete, which is what we projected it to be. The only issue remains the ratio of match to Federal funding; because of the equipment purchase upfront (where there was no match), it put the project a bit behind in utilizing the match funding, primarily through salaries and fringe, but will not be a problem as the project is further implemented. Axiom applied for and received approval for a Match Waiver. Overall, the project is on schedule and within budget.
2.b.	Equipment / Supply Purchases	-	Progress reported in Question 4 below
2.c.	Awareness Campaigns	-	Progress reported in Question 4 below
2.d.	Outreach Activities	-	Progress reported in Question 4 below
2.e.	Training Programs	-	Progress reported in Question 4 below
2.f.	Other (please specify):	-	Progress reported in Question 4 below

3. Please describe any challenges or issues faced during this past quarter in achieving planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).

The WCEESBA Project was very close to being on its projected budgetary schedule and project implementation for this Quarter ending June 30, 2011. The primary reason for being slightly under-expended according to Baseline is the variance in expected expenditures of the SubRecipient payroll for two reasons: 1) The equipment purchase and setup took longer than expected and the recruitment time for new students for the semester fell short of expectations due to the time remaining between equipment installation and the start of classes; and 2) Classes recessed for the summer in May until the fall semester, therefore, there were not the usual numbers on payroll as when classes are in session.

Axiom Challenges: Farmers and Fishermen started their season and began fishing and farming this quarter and could not devote as much time as they would like to formal classroom training. However, they did continue self-study and met with consultants and teachers during the quarter.

CoNHP (SubRecipient) Challenges: The evening student was not successful due to test average less than 74. Faculty spent time with student on test taking strategies and content review. Despite the efforts, the student was not able to achieve the necessary scores on exams to be successful. Two students declined acceptance to the College for the fall and consequently, two students from the waiting list were accepted in their place. The nursing program does not begin until fall. General education classes through the College were offered via Polycom to Machias area residents; zero students enrolled in this option for general education.

4a. In the chart below, please provide the requested information on your BTOP grant-funded SBA activities. Please also provide a short description of the activity (600 words or less). Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please ensure that the numbers of new household subscribers and business or community anchor institution (CAI) subscribers reflected in the "Total" row represent the unduplicated number of new subscribers that can be attributed to your SBA project as a whole.

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Awareness Campaign	Washington County and State of Maine	<p>Approximately 1,036 people attended various activities where both Axiom and CoNHP (the Subrecipient) raised awareness of the Project and collaborated with others through presentations, press conferences and participation.</p> <p>4/1/2011 Susan Corbett Presented at Machias Bay Area Chamber of Commerce Annual Dinner 120 4/7/2011 Shannon Packard Met with Andrea Quaid, Representative Michaud's Office 3 4/13/2011 Susan Corbett Presented at Making Maine Work Presentation by MDF at UMM 40 4/15/2011 Susan Corbett Presented at SCEC Board Meeting 14 4/21/2011 Susan Corbett Presented at Maine Fiber Company Advisory Board 12 4/26/2011 Susan Corbett Presented at HFHC BOD 16 4/27/2011 Susan Corbett Presented at MCF WC Advisory Board 10 4/29/2011 Susan Corbett Presented at WCCC Advisory Board 25 5/2/2011 Susan Corbett Presented at Canadian Coastal Corridor Management Team 18 5/3/2011 Susan Corbett Attended MaineBiz Business Leader of the Year event 100 5/4/2011 Susan Corbett Presented at ConnectME Authority Meeting 29 5/4/2011 Sue Baltrus CoNHP Luncheon honoring the 50 year graduates 20 5/5/2011 Susan Corbett Attended University of Maine Community Partner Day 80 5/9/2011 Susan Corbett Attended Community Paramedic Meeting 50 5/9/2011 Susan Corbett Press Conference on Tobacco Tax with revenues allocated for broadband development 27 5/19/2011 Susan Corbett Attended and Presented at MaineBiz Event at UMM 40 5/20/2011 Sue Baltrus Presented at the OMNE Meeting 10 5/25/2011 Sue Baltrus Presented at Future of Nursing Celebration 10 5/25/2011 Shannon Packard Presented at Transforming Nursing Education at Jamaican Conference 250 6/2/2011 Susan Corbett Presented at MTUG Conference 60 6/3/2011 Susan Corbett Presented at COMPACT Meeting 20 6/3/2011 Susan Corbett Presented at Margaret Chase Smith's New Leadership Maine Conference 45 6/7/2011 Susan Corbett Presented at UMM Board of Visitors Meeting 20 6/29/2011 Susan Corbett Presented at Social Media Workshop 17 Total attendance for the Quarter 1036</p> <p>As a result of these awareness campaigns, in addition to the WCEESBA participants, to date, have have been a total of 160 new Household subscribers with a total of 334 new users within these homes and 12 new business subscribers, with total of 20 users. The Target Audience total is a cumulative number of attendees at Awareness Campaign activities.</p>	3,262	334	160	12

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Outreach Activities	Washington County, State	<p>The following are highlights of the activities of Axiom's CEO who discussed, promoted and collaborated about the Project throughout the State with the following:</p> <p>Maine Gerontology Society to discuss ways to collaborate and promote broadband for senior citizens, specifically for telehealth use; GWI staff to strategize to bring broadband to unserved homes and businesses in rural Maine; University of Maine at Machias (UMM) Conference to discuss ways to increase educational opportunities for adult learners in County via technology and broadband; Maine Development Foundation to discuss learning methods currently facilitated with the farmers and fishermen and strategized to promote adult learning; Coastal Canadian Corridor Management Plan project to discuss resources and consulting that Axiom can provide as grant participant in increasing broadband infrastructure and adoption; Penn State meeting to follow-up on study on Axiom Technologies, targeting specific areas around the country and approach to providing broadband to their rural communities; white paper available by end of the year; Washington County Community College (WCCC) President and UMM President to discuss adult learning opportunities utilizing technology for online and videoconferencing courses; Phone conference with GWI to discuss marketing and promoting broadband adoption; Meeting with Congressman Michaud's office to discuss healthcare disparities in WC and use of telehealth for vulnerable populations, elderly and families with low incomes, that can improve healthcare; Conference with First Wind to discuss wind farm projects collaboration with broadband development in rural Maine; Discussed Project with Maine Department of Labor's GTI Director; Meeting with UMM President and WCCOG to write a CDBG grant proposal to assess, upgrade and replace videoconferencing units presently in County to increase higher educational opportunities for high school students for dual-course credit prior to graduation, and increase the number of adult learners in WC; Met with Congressman Michaud's office, GWI, and Thermal Energy Storage of Maine to discuss the WCEESBA grant, and ways to increase broadband adoption, including promotion of the building of data centers in Maine; Conference call with CYON Solutions, a small consulting company working with farmers to assist in business development and offered support; Call with Healthy Maine Partners to discuss ways to assist in healthcare challenges in WC and that ensuring every home and business has a broadband connection will open doors to telehealth visits to rural patients; Meeting with Supervisor of Unorganized Territories in WC and TIF Fund Administrator to discuss broadband development and building broadband infrastructure; Met with Towns of Clifton and Georgetown Selectmen to discuss assisting them in deploying broadband utilizing ConnectME grants; Office of Rural Health to discuss Maine Telehealth Conference scheduled for August 2011 and to discuss increasing telehealth technology in rural Maine; Power Pay to discuss innovative ways to promote state-of-the-art technology to businesses in rural Maine. Further discussions will include Spectrum Building, a company in Texas, which is working on solutions for broadband delivery to the unserved areas of the United States; Phone Conference with Pioneer Wireless to discuss collaboration on the unserved UT of Brookton; Department of Commerce phone interview that will be featured on the BTOP website; Phone conference with Power Pay and Spectrum Bridge to discuss the use of "white space" channels as a solution for the unserved, hard to reach geographical areas in WC; Maine Center for Economic Policy to discuss challenges of finding funding solutions to deliver broadband to the unserved regions in the State of Maine. ConnectME Authority to discuss BTOP projects, and ways to increase broadband adoption in the State; and Coastal Enterprises, to discuss challenges of finding and funding solutions to deliver broadband to the unserved regions in the State of Maine; Meeting with DEI Consultant to strategize meeting with Dept. of Marine Fisheries scheduled for July.</p>	0	0	0	0

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Training Programs	Machias, Washington County, Maine	Axiom continued to provide individualized training to its farmers/ fisherman, their crew members and family members of all throughout this reporting period. The subject businesses are meeting with the consultants on an ongoing basis to formulate specialized programs for their businesses. The public is welcome to also attend these sessions, space permitting. CoNHP is also continued to provide the basic computer skills to its student and the students that have been referred to UMM to prepare for admissions to the Bridge Program. To date, approximately 62 students have completed 2,704.55 hours of training and computer usage through Axiom's program and the one (1) nursing student at CoNHP has completed a total of 321.5 hours, along with an additional 8 fall semester students completing 48 hours of training for a total of 70 students associated with the Project (either subject, family or crew) and a grand total to date of 3,074.05 training hours. All WCEESBA Project participants have Broadband installed at both their home and business (a total of 20 new business installations) An additional 30 students are or were participating at some level, but do not live in the households, for a total of 92 new students receiving some level of training and/or usage.	0	101	0	20
Total:			3,262	435	160	32

4b. Please describe your method for determining the number of households, businesses, and/or (CAIs) subscribing to broadband as a result of your SBA programs (600 words or less).

As it did last reporting quarter, Axiom tracks new installations extensively and requests information from the household upon completion of installation concerning the household size and Broadband usage. In addition, the hours are tracked within all of the training classes and each student is requested to keep a log of all training and computer internet usage, including: self-training (with software and/or manuals); tutoring; homework; study/reading time on the computer; teaching others (co-workers, family and friends); and Internet "surfing." They are asked to keep this log and bring it to class with them each time they attend and the hours are logged by the Instructor(s) and provided to the Project Director for reporting purposes. All data is kept on spreadsheet that are easily updated every quarter.

4c. Please provide a narrative explanation if the total number of new subscribers is different from the targets provided in your baseline plan (600 words or less).

Axiom's Baseline Plan states that by the end of the 4rd Reporting Quarter (2nd Quarter 2011), we estimated to have a total of 256 new household subscribers and 39 businesses. Whereas the Project just commenced activities the last quarter and continued its training, outreach and awareness campaigns, we feel that we have made significant progress considering the timeline and the state of the economy (where broadband may not be as affordable to some as it may have been previously). However, we feel that the awareness and outreach activities have benefitted the Project and accordingly, we have increased Household Subscribership from 105 last quarter to 160 this quarter and Business/CA Subscribership from 22 to 32 businesses. Within the addition of these Households and Businesses, we have seen an increase of individuals Users from 340 to 435. According to the Baseline Plan, we should have 256 new subscriber households at this point, or a total of 944 over the life of the project. To date, we currently have 160 new subscriber households, or 62.5% of the projected total needed to date. Accordingly, we should have approximately 39 new subscriber businesses and/or community anchor institutions and we currently have 32, which is approximately 82% of the total currently needed, out of a total of 141 needed prior to the end of the project. As evidenced by this report, Axiom continues to conduct extensive outreach and collaboration with individuals and public and private businesses to extend the reach of Broadband and its importance to business, healthcare and education, especially within rural areas. We have garnered extensive Statewide interest and support with many opportunities for short and long-term collaboration. We are confident that prior to the end of the project, we will easily meet or exceed our stated goals within the Baseline Plan.

4d. Please provide the number of households and the number of businesses and CAIs receiving discounted broadband service as result of BTOP funds.

Households: 20	Businesses and CAIs : 1
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Project Indicators (Next Quarter)

1. Please describe significant project accomplishments planned for completion during the next quarter (600 words or less).

Significant Project Accomplishment planned for the 3rd Quarter of 2011 include:
 Axiom: Computer & Program Training Updates will continue for Subjects, Crew and Family members and others who remain committed to learning Basic and Individualized Computer skills; Subjects will continue to meet with Consultants and Axiom staff for input and progress consultation on a regular basis; Specialized Programs will be installed on laptops, implemented and training for the Programs conducted for field usage; UMM will gather all data created per subject; During the last month of the Quarter, a Review and Evaluation of each Subject's Individual Learning Program (ILP) will be conducted.

CoNHP (Subrecipient): The Fall 2011 DLE Nursing Program will commence on September 6, 2011, with eight (8) students in attendance. CoNHP will conduct ongoing DLE classes during the semester, with simulation training conducted and student support available. UMM will gather data throughout the Quarter and track the milestones and success of the Program. Recruitment for the Spring semester will begin towards the end of the Quarter and will be ongoing.

Both Axiom and CoNHP will continue their Outreach Activities and Awareness Campaigns through participation on various statewide Broadband and Economic Development related Boards and memberships and presentations; garner ongoing support for the Program; and continue to cultivate existing relationships and collaborate with existing and new partners with Broadband, telemedicine, healthcare and educational entities.

2. Please provide the percent complete anticipated for the following key milestones in your project as of the end of the next quarter. Write "0" in the second column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the next reporting quarter. Please provide a narrative description if the planned percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	48	We anticipate to be approximately 48% towards project completion by the end of the 3rd Quarter of 2011. Although this is approximately 10% under what our Baseline Plan states we should be during the 5th quarter of the Project, we feel that we have only had two quarters thus far where we have actively been implementing the Program. As stated previously, the 1st quarter was 2 weeks and the second quarter was spent on contracts, ordering equipment and putting Programs in place. We feel we have made excellent progress the last two quarters and will continue to do so over the next quarter and the life of the project. We were not in a position to recruit new subscribers, students or conduct training until all equipment and programs were in place. Had we actually been tracking data only during the first full quarter, we would be meeting or exceeding our goals stated in the Baseline. However, we feel that our success and momentum gained within the last two quarters will make it possible to obtain our goals and expectations of the Program.
2.b.	Equipment Purchases	-	Milestone Data Not Required
2.c.	Awareness Campaigns	-	Milestone Data Not Required
2.d.	Outreach Activities	-	Milestone Data Not Required
2.e.	Training Programs	-	Milestone Data Not Required
2.f.	Other (please specify):	-	Milestone Data Not Required

3. Please describe any challenges or issues anticipated during the next quarter that may impact planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).

Axiom does not anticipate any challenges or issues during the upcoming quarter concerning its milestones or continued implementation of its Programs. Working closely with the consultants, training programs are ongoing and becoming more individualized, we are beginning to see the use of the technology, both from the farmer/fishers and the nursing program, reporting requirements are being met in a timely and accurate manner and Project interest continues from local, state and federal entities. We are eager to see the results of the Program and its anticipated integration into other business models on a larger scale.

Sustainable Broadband Adoption Budget Execution Details

Activity Based Expenditures (Sustainable Broadband Adoption)

1. Please provide details below on your total budget, cumulative actual expenditures (for the period ending the current quarter), and cumulative anticipated expenditures (for the period ending next quarter) for each line item, including detailed disbursements of both matching funds and federal funds from project inception through end of this quarter (actual) or next quarter (anticipated). Actual and anticipated figures should be reported cumulatively from award inception to the end of the applicable reporting quarter.

Budget for Entire Project				Actuals from Project Inception through End of Current Reporting Period			Anticipated Actuals from Project Inception through End of Next Reporting Period		
Cost Classification	Total Cost (plan)	Matching Funds (plan)	Federal Funds (plan)	Total Cost	Matching Funds	Federal Funds	Total Costs	Matching Funds	Federal Funds
a. Personnel	\$307,300	\$61,460	\$245,840	\$116,070	\$22,367	\$93,703	\$144,470	\$28,047	\$116,423
b. Fringe Benefits	\$82,971	\$16,594	\$66,377	\$30,632	\$6,039	\$24,593	\$38,232	\$7,559	\$30,673
c. Travel	\$13,050	\$13,050	\$0	\$11,360	\$8,350	\$3,010	\$12,960	\$9,950	\$3,010
d. Equipment	\$129,200	\$0	\$129,200	\$105,572	\$0	\$105,572	\$105,572	\$0	\$105,572
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
f. Contractual	\$358,035	\$433	\$357,602	\$39,053	\$0	\$39,053	\$85,453	\$0	\$85,453
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$983,988	\$353,411	\$630,577	\$471,054	\$88,742	\$382,312	\$515,974	\$112,075	\$403,899
i. Total Direct Charges (sum of a through h)	\$1,875,044	\$445,448	\$1,429,596	\$773,741	\$125,498	\$648,243	\$902,661	\$157,631	\$745,030
j. Indirect Charges									
k. TOTALS (sum of i and j)	\$1,875,044	\$445,448	\$1,429,596	\$773,741	\$125,498	\$648,243	\$902,661	\$157,631	\$745,030

2. Program Income: Please provide the program income you listed in your application budget and actuals to date through the end of the reporting period.

a. Application Budget Program Income: \$0	b. Program Income to Date: \$0
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Empty space for providing additional details or comments.