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** **53-43-B10595**	**3. DUNS Number** **002799641**

4. Recipient Organization

Toledo Telephone Company, Inc. 183 Plomondon Road, Toledo, WA 98591-9709

5. Current Reporting Period End Date (MM/DD/YYYY) 03-31-2012	**6. Is this the last Report of the Award Period?** ◯ Yes ◉ No

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 Dale Merten C.O.O.	**7c. Telephone (area code, number and extension)** 360-864-2044
	7d. Email Address BTOP@toledotel.com
7b. Signature of Certifying Official Submitted Electronically	**7e. Date Report Submitted (MM/DD/YYYY):** 04-23-2012

Project Indicators (This Quarter)

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

This quarter we began a door-to-door outreach campaign to every household within the Toledo Telephone service area that currently does not subscribe to broadband. Vacant properties were documented for future follow-up as people move into the area. Many people we spoke with were not aware of the program, often not even aware broadband is available at all. Those folks assumed since they moved to a very rural area they were not likely to have access to broadband.

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)**
2.a.	**Overall Project**	53	We are still under the total participant projections, however we were able to make small gains from the set-back during the prior quarter.
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).

Our door-to-door campaign revealed a higher than expected percentage of vacant households in the area. Which in turn, provided fewer potential applicants for the program.

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
Toledo / Cowlitz Broadband Initiative	Toledo WA	Door to door outreach to every household not currently subscribing to broadband within the Toledo Telephone service area	400	312	40	0
Total:			**400**	**312**	**40**	**0**

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).

Each new subscriber must identify on the application if they are applying as a residence or business. Toledo Telephone is the primary broadband provider in the area, therefore we know our current subscription rate and can measure the increase in subscribers from this program. We survey our participants during and after training, and will survey again at the end of the program to determine sustained subscription rates.

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).

We are about to close the gap from last quarters set back with a fire in the warehouse however, we are still slightly behind original expectations. We are also beginning to identify households within our outreach area that simply do not yet see the benefits of

broadband adoption and will require additional outreach efforts. Our door-to- door campaign revealed a household vacancy rate of almost 23%, much higher than we would have anticipated.

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

Households: 389	**Businesses and CAIs :** 12

Project Indicators (Next Quarter)

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

Complete door-to-door outreach efforts and develop additional educational materials in an effort to increase adoption with those household who still do not wish to use broadband.

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**	60	We expect to be slightly less than our original goals
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).

Two challenges on the horizon seems to be motivating those who are not too interested in the program to engage, and a high household vacancy rate primarily due to the economy.

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.

Cost Classification	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		
	Total Cost (plan)	Matching Funds (plan)	Federal Funds (plan)	Total Cost	Matching Funds	Federal Funds	Total Costs	Matching Funds	Federal Funds
a. Personnel	$176,473	$176,473	$0	$91,875	$91,875	$0	$110,000	$110,000	$0
b. Fringe Benefits	$63,530	$63,530	$0	$36,039	$36,039	$0	$41,000	$41,000	$0
c. Travel	$5,000	$5,000	$0	$137	$137	$0	$1,000	$1,000	$0
d. Equipment	$0	$0	$0	$0	$0	$0	$0	$0	$0
e. Supplies	$722,750	$244,250	$478,500	$392,107	$84,818	$307,289	$450,000	$98,000	$352,000
f. Contractual	$59,400	$59,400	$0	$9,178	$9,178	$0	$11,000	$11,000	$0
g. Construction	$0	$0	$0	$0	$0	$0	$0	$0	$0
h. Other	$1,841,975	$212,000	$1,629,975	$949,481	$139,636	$809,845	$1,100,000	$160,000	$1,084,000
i. Total Direct Charges (sum of a through h)	$2,869,128	$760,653	$2,108,475	$1,478,817	$361,683	$1,117,134	$1,713,000	$421,000	$1,436,000
j. Indirect Charges	$0	$0	$0	$0	$0	$0	$0	$0	$0
k. TOTALS (sum of i and j)	$2,869,128	$760,653	$2,108,475	$1,478,817	$361,683	$1,117,134	$1,713,000	$421,000	$1,436,000

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