

ANNUAL 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
4. Recipient Organization AXIOM Technologies, LLC 3 Water Street, Machias, ME 04654-1118		
5. Current Reporting Period End Date (MM/DD/YYYY) 12-31-2010	6. Is this the last Annual Report of the Award Period? <div style="text-align: center;"> <input type="radio"/> Yes <input checked="" type="radio"/> No </div>	
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) <hr/> 7d. Email Address mw Walton@maine.rr.com	
7b. Signature of Certifying Official Submitted Electronically	7e. Date Report Submitted (MM/DD/YYYY): 01-29-2011	

PROJECT INDICATORS

1. Does your Sustainable Broadband Adoption (SBA) project foster a particular broadband technology or technologies? If so, please describe this technology (or technologies) (600 words or less).

The Washington County Education and Employment through Sustainable Broadband Adoption Project (EESBA) will take advantage of recently installed wireless broadband technology and provide educational and employment opportunities that will sustain and grow three of the largest industries in the County: blueberry farming, fishing and healthcare. Axiom will partner with the Central Maine Medical Center College of Nursing and Health Professions as Sub-Recipient, and Anchor Institutions: University of Maine at Machias, Downeast Community Hospital, Downeast Institute for Applied Marine Research and Education, Sunrise County Blueberry Cooperative and other collaborators. The Program will address the underserved, unemployed and underemployed resident by providing education and training opportunities in healthcare, computer and Internet technology skills and cost effective and efficient fishing and farming operating methods, all through the use of broadband technology. Currently, only a small percentage of businesses are taking advantage of this technology and as it has been proven to open doors to education and training opportunities and increase profitability, a dramatic increase in demand for broadband is expected, resulting in improved service adoption rates. Axiom has brought high-speed wireless Internet service to over 100 regions (46 towns) with over 80 Access Points in Washington County, creating an umbrella over 2,500 square miles in the area. Axiom identified wireless as the best candidate for rural last-mile service delivery, which previously had limited broadband connectivity, demonstrating significant advantages in cost and capability. Axiom Technologies will implement a program to prove the concept of leveraging new broadband technology use to bolster a dwindling natural resource-based economy and become a guide for other regions and States faced with similar 21st century challenges. Washington County produces more than 90% of the world's blueberry crop and has 3,598 (23%) of Maine's small and medium-sized commercial fishing and marine harvesting operations, many of whom are small, economically and socially disadvantaged businesses. The Washington County EESBA economic metrics for subject businesses will include: 1) employee competency and capability; 2) new market access; 3) process automation; 4) effects on operating costs; 5) effects on gross revenue; and blending next generation technology with natural resource-based industry. A rugged laptop computer able to withstand field operations will be provided to each subject business and configured to utilize the high capacity data network. These machines will, in the course of the consulting and guidance process, be equipped with appropriate software and technology tools to support and enhance the subject businesses operation. Axiom personnel will install and configure these systems in conjunction with appropriate personnel from the subject business. The end result of this physical construction and installation period will be the creation of a high capacity, business oriented network throughout these communities. The CoNHP will expand its existing DLE Nursing Program into rural and remote Washington County, Maine, offer educational and financial support for successful entry and upon completion of the degree program, provide skilled, high-paying jobs for area residents and supply a badly needed healthcare workforce in a Health Profession Shortage Area. The Remote Teaching site in Washington County at the Downeast Community Hospital (DECH) will be for its for its RN Program and will provide enrollment opportunities not currently available to Washington County residents, allowing them to obtain a degree without traveling great distances, thus saving both time and expenses; increase admittance to the CONHP RN Program (current rate of 1:4 applicants), and assist in addressing the severe nursing shortage in Maine (exceeded 2,500 nurses in 2010).

2a. Please list all of the broadband equipment and/or supplies you have purchased during the most recent calendar year using BTOP grant funds or other (matching) funds, including any customer premises equipment or end-user devices. If additional space is needed, please attach a list of equipment and/or supplies. Please also describe how the equipment and supplies have been deployed (100 words or less).

Manufacturer	Item	Unit Cost per Item	Number of Units	Narrative description of how the equipment and supplies were deployed
Polycom	HDX 8000 Videoconferencing Units with Display	18,125	1	One videoconferencing unit was deployed to the classroom at DECH for the students; and two are located at CoNHP's main campus in Lewiston in different classrooms because of the need to broadcast various course offering conducted in these rooms to the classroom site at the DECH site in Lewiston.
Polycom	CMA 4000 + 100 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Management; automatic software update and provisioning and support for CMA Client	61,808	1	Video Management System is located at CoNHP's main site in Lewiston for management of the DLE Nursing program videoconferencing hardware

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Manufacturer	Item	Unit Cost per Item	Number of Units	Narrative description of how the equipment and supplies were deployed
Polycom	RMX2000 5 HD/20 CIF resource configured & licensed system, equipped with MPM +20 Media Processing Module and a Rear Transition Module for IP	65,262	1	Video Bridge System was distributed to the main CoNHP campus located in Lewiston, Maine and links the three (3) videoconference units together (two at the main campus in Lewiston and the other at DECH in Machias) and enables the system to interconnect and broadcast properly to the Machias site
Toshiba	LED 500 Lumens Projector Draper Series M with Screen	10,800	1	Video Projector was deployed to DECH in Machias and will be utilized for projecting related computer programs on a screen for classroom teaching
Laerdal	SimMan 3G High Fidelity Manikin with software modules	95,769	1	High Fidelity Manikin used for realistic clinical teaching scenarios at DECH in Machias in the classroom
Laerdal	IV Simulator with related software modules	15,017	1	Virtual IV Simulator for DLE Clinical Teaching Needs deployed to the classroom site at DECH in Machias
Totals		266,781	6	

Add Equipment

Remove Equipment

2b. To the extent you distribute equipment/supplies to beneficiaries of your project, please describe the equipment/supplies you distribute, the quantities distributed, and the specific populations to whom the equipment/supplies are distributed (600 words or less).

All equipment listed was distributed to CoNHP for their Advanced Placement Bridge Distance Learning Education Program being broadcast out of their main campus in Lewiston, Maine to their remote teaching site at Down East Community Hospital in Machias, Maine. Quantities distributed are as listed and the beneficiaries will be the nursing student participating in the Programs offered by CoNHP. In January 2011, an Advanced Placement Bridge Program will begin at DECH in Machias, with another starting in June 2011 for student applicants who did not meet the qualifications to take the full RN course and are currently taking prerequisite courses at UMM in order to qualify for the course offering in June. A full RN course will begin in the fall of 2011 and the CoNHP has already received over 30 applications for students interested in attending this course. Additional course offerings will be expanded to meet future needs after or during Project implementation. The students taking these courses include the unemployed, underemployed and LMI populations.

3. For SBA access and training provided with BTOP grant funds, please provide the information below. Unless otherwise indicated in the instructions, figures should be reported cumulatively from award inception to the end of the most recent calendar year. For each type of training (other than open access), please count only the participants who completed the course.

Types of Access or Training	Number of People Targeted	Number of People Participating	Total Training Hours Offered
Open Lab Access	0	0	0
Multimedia	0	0	0
Office Skills	0	0	0
ESL	0	0	0
GED	0	0	0
College Preparatory Training	0	0	0

Types of Access or Training	Number of People Targeted	Number of People Participating	Total Training Hours Offered
Basic Internet and Computer Use	0	0	0
Certified Training Programs	0	0	0
Other (please specify):	0	0	0
Total	0	0	0

4. Please describe key economic and social successes of your project during the past year, and why you believe the project is successful thus far (600 words or less).

Whereas Axiom spent the last quarter of 2010 "ramping up" for project implementation, including familiarization with BTOP Program rules and regulations, financial recordkeeping setup; ordering equipment, advertising for and selecting participants; course design, collaboration with project partners and awareness campaigning; it has not yet begun the implementation of the training and education programs, which will bear the fruit of our key economic and social successes. We expect that we will be able to begin reporting on these successes beginning with the 1st Quarter of 2011.

5. Please estimate the level of broadband adoption in the community(ies) and/or area(s) your project serves, explain your methodology for estimating the level of broadband adoption, and explain changes in the broadband adoption level, if any, since the project began.

5a. Adoption Level (%):	Narrative description of level, methodology, and change from the level at project inception (600 words or less).
13	At the time of applying for this Award, Axiom Technologies had broadband infrastructure in place across approximately 70% of Washington County, accounting for an estimated 22,500 people or 10,044 households, yet at that time had only 800 subscribers (4% of the population or 12.6% of households). The other 30% of the populated area is covered by other providers and the subscribership rate is unknown. Using Axiom's numbers as a gauge, it is apparent that broadband has not yet become a tool that is widely used in Washington County, either by most businesses or the general population. The programs generated by the Washington County EESBA will stimulate the demand for broadband, create jobs and give the local economy a badly needed boost. Axiom has estimated that as a result of this project (when implemented), over a two year period, household subscribership will increase by 944 households and 141 businesses and/or anchor institutions.

6. Please describe the two most common barriers to broadband adoption that you have experienced this year in connection with your project. What steps did you take to address them (600 words or less)?

It is far too early with this Project to assess what barriers we might experience as we attempt to increase subscribership with our Programs. Our education and training programs will commence within the 1st Quarter of 2011, whereas the last quarter of 2010 has been spent collaborating with existing partners, forming new partnerships, and garnering support for the Project. In addition, we have purchased equipment, advertised and selected participants and begun the process of customizing programs and training for the Farner/Fisher participants, their families and crews, as well as CoNHP has structured it Advanced Placement DLE Nursing Program. Prior to this Award, we have found that two of the most common barriers have been lack of training on how to use the technology and the difficult topography of the region that makes Broadband access difficult. Axiom has solved some of this difficulty through the establishment of widely located and strategically placed Access Points and hopes that its Program will result in more residents and businesses embracing the use of the technology to make their lives easier and their businesses more profitable.

7. To the extent that you have made any subcontracts or sub grants, please provide the number of subcontracts or sub grants that have been made to socially and economically disadvantaged small business (SDB) concerns as defined by section 8(a) of the Small Business Act, 15 U.S.C. 647, as modified by NTIA's adoption of an alternative small business size standard for use in BTOP. Please also provide the names of these SDB entities. (150 words or less)

N/A; none.

8. Please describe any best practices / lessons learned that can be shared with other similar BTOP projects (900 words or less).

Although technically Axiom is in their 2nd Quarter of the Award, we executed the Agreement 17 days prior to the end of the 3rd Quarter of 2010; thus the 4th Quarter of 2010 was really our first quarter of operating under this grant. Activities conducted during this past year were of the planning and gearing up phases and the real "lessons learned/best practices" will occur once the Programs are implemented in the 1st quarter of 2011. We have incurred no real problems with collaboration, equipment ordering, classroom set ups or program design thus far. We have found that the Project has widespread support not only throughout the Project Area, but also the entire State. As we have "spread the word" about the Project and its benefits, the excitement it has generated has been overwhelming and a positive sign that the project is welcomed and needed. We are being closely watched by many organizations throughout the State and feel that the desire to replicate and adapt the Program to other venues is extremely high.