AWARD NUMBER: 23-43-B10581 DATE: 04/26/2012

QUARTERLY PERFORMANCE PROGR	QUARTERLY PERFORMANCE PROGRESS REPORT FOR SUSTAINABLE BROADBAND ADOPTION							
General Information								
1. Federal Agency and Organizational Element to Which Report is Submitted	2. Award Identifica	2. Award Identification Number		3. DUNS Number				
Department of Commerce, National Telecommunications and Information Administration	23-43-B10581			607132466				
4. Recipient Organization								
AXIOM Technologies, LLC 3 Water Street, Machias,	ME 04654-1118							
5. Current Reporting Period End Date (MM/DD/YYYY)		6. Is 1	this the last Report of t	he Award Period?				
03-31-2012		○ Yes ● No						
7. Certification: I certify to the best of my knowledge an purposes set forth in the award documents.	d belief that this rep	oort is	correct and complete	for performance of activities for the				
7a. Typed or Printed Name and Title of Certifying Officia	al		7c. Telephone (area c	ode, number and extension)				
Susan M Corbett			(207) 255-0679					
			7d. Email Address					
CEO			susan.corbett@axio	m-tech.net				
7b. Signature of Certifying Official			7e. Date Report Subm	itted (MM/DD/YYYY):				
Submitted Electronically			04-26-2012					

AWARD NUMBER: 23-43-B10581 DATE: 04/26/2012

Project Indicators (This Quarter)

Axiom Activities: Axiom's Project Director continues to promote broadband throughout the State and featured on radio station, Voice of Maine program, "Back to Business", which has a statewide audience and promoted broadband, technology and education. The Project Director was also a planner, participant and presenter at Maine's Broadband Summit 2.0 held in Portland with over 200 participants. The final phase of the specialized software specifications for Participants was completed with assistance of the project Consultants, meeting all Dept. of Commerce guidelines. An RFP was developed and sent to software developers throughout the State, as well as listed with Procurement Technical Assistance Centers, Maine Technology User Group, and social media outlets. We received three vendor responses to the RFP. The team utilized a "Scoring Matrix" to vet the proposals, called references and conducted interviews with the vendors and selected a firm that will begin work in April. The software will be developed throughout the next six weeks and the beta software will be introduced to the farmers and fishermen by mid-May. Farmers and Fishermen completed a GIS course at University of Maine at Machias, and learned how to integrate GIS technology into the farming and fishing industries. Farmers, Fishers, their crews and families have continued computer classes such as Basic Computer Skills, QuickBooks, Excel and PhotoShop. Computer classes continue to be offered free of charge for Washington County residents at several locations. Axiom Project Director met with the Maine State Library Public Computer Center BTOP Project Director, to discuss collaborating to promote digital literacy in Washington County. A plan was developed to engage Axiom's Project Manager and the UMM Tutors to hold classes in libraries in Washington County and they were notified that digital literacy classes would be available for their patrons. Seven libraries signed on and classes began in March and will continue through the next guarter. Axiom also contacted the Passamaguoddy Tribal Office and they enthusiastically welcomed the opportunity to participate in the program. Computer skills classes are being held every Monday at the Tribal Office for the next several months. Classes that are offered include: Basic Computer Skills, Microsoft Office including Word, Excel & Outlook, QuickBooks and Photoshop. 38 Students participated in this collaboration for Q1/2012, logging in 1048.5 learning hours. Over 4.389 learning hours were completed this guarter by farmers, fishermen and residents of Washington County.

After reviewing Consultant's reports on the Farmers and Fishermen, (submitted as attachment files), a decision was made to hire an "Entrepreneurial Coach." The Project Director met with the Women's Business Center Director in Washington County to discuss the criteria of a coach. The successful candidate was recommended because her husband is a fourth generation fishermen and she has worked for the "By Us" company, a blueberry grower in Washington County. After a series of interviews, it was determined that she would meet with the farmers and fishermen for an initial interview. We determined that after the interview process, there would be a select group that would benefit from her expertise and provide the subjects every possible opportunity to incorporate "best practice" technology into their business operations. It is our hope that the consultant's expertise will benefit the subjects.

SubRecipient Activities: Nursing Distance Learning Education classes are ongoing. This quarter focused on admissions for the Fall semester and eight students have been chosen. Stakeholders continue to strive to improve the program offered through the grant. The National League for Nursing Accreditation Committee visited and accredited the program, meeting with the Project Manager and the students regarding the BTOP grant and approved the curriculum and program. The Nursing Program logged in 4,016 learning hours this quarter. The DownEast Community Hospital Polycom continues to be utilized and available to the CoNHP DLE Program, Axiom and various community groups for videconferencing. It was used a total of 125 hours this quarter; involving 223 host participants and 142 Recipient participants, saving significant travel time and cost.

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)
		66	According to last Quarter's Report (Q4-2011), we projected an approximate 67% completion rate for this Quarter; as evidenced by expenditures we reached an approximate 66% completion rate (65.65%), or approximately \$23,370 less than projected. Axiom's Baseline Plan (Year 2, Q3 as explained in previous reports) should be around 73%, however we feel that the Project and both Programs remain on target and are running smoothly and will be completed within the projected timeframes anticipated and allowed under the BTOP regulations. Our expenditures for the Quarter were \$81,855.04 in Federal funding and \$56,909.37
2.a.	Overall Project	66	in Match funding, which amounted to over a 40% match for the Quarter. According to the Baseline Plan projections, we should have expended approximately \$1,115,085 Federal funding and \$307,359 in Match funding to date, however actual expenditures

DATE: 04/26/2012

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information) to date are \$949,284 Federal and \$281,841 Match, for a total of \$1,231,125. Our match amount is getting closer to the 23.7% amount that we requested a waiver for (because of upfront equipment costs prior to project inception) at 22.9% to date (less than 1% difference, or .8%).Certainly by next quarter, with the higher match being attributed to payroll expenses, we will be on target for match.
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).

Axiom experienced the following challenges during the Reporting Quarter: The software development process took longer than expected, however, the RFP attracted several experienced software developers and a vendor was chosen. Farmers & Fishermen did take classes at UMM for GIS integration for their farming and fishing operations, and this was a good adjunct to the software program. The software is expected to be ready to be utilized by the Participants by mid-May 2012.

Subrecipient CoNHP experienced the following challenges: The New England Association of Schools and Colleges (NEASC) accreditation became a time consuming effort while the end result was positive regarding the addition of the DLE program at DECH to the CONHP. Space continues to be a challenge at DECH with the limited space and increasing needs of the students. In February, the director of the program and the Program Director of CoNHP traveled to Machias to meet with chief administrators to develop a plan for the continuation of and growth of the nursing program in Washington County. Additionally, as the cohort of students continue to prgress through the program, the additional support including the high fidelity simulator, support services at UMM, and documentation regarding additional services afforded the students was shared with the administration and provided again for the students. Faculty received additional training on the use of the simulator to provide ongoing opportunities to the students in Machias. Completed applications for the program in Machias totaled 14. Seven new students were accepted to start in the fall of 2012 with one additional slot expected to be filled by the returning student that took an LOA and is expected to return.

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
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OMB CONTROL NUMBER: 0660-0037 EXPIRATION DATE: 12/31/2013

DATE: 04/26/2012

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, State of Maine and National	Approximately 639 people attended various activities where both Axiom and CoNHP (the SubRecipient) raised awareness about the Project and collaborated with others through presentations, press conferences and participation. 1/1/12 to 3/31/12: 1/11/2012 Susan Corbett Presented at Maine Community Foundations Educational Task Force 30 1/24/2012 Susan Corbett Presented at Harrington Family Health Center's Board of Directors Meeting 16 1/30/2012 Susan Corbett Presented at Maine Economic Growth Council 14 2/7/2012 Brittany Sawyer Presented at Statehouse Hall of Flags 100 2/14/2012 Susan Corbett Presented at Broadband Summit 2.0 180 3/1/2012 Susan Corbett Presented at Broadband Summit 2.0 180 3/1/2012 Susan Corbett Presented at Broadband Summit 2.0 Workshop 50 3/5/2012 Jane Blackwood Presented at the Passamaquoddy Tribal Office 21 3/13/2012 Susan Corbett Presented at MARTI Regional Training 6 3/14/2012 Susan Corbett Presented at Maine IEEE Meeting 60 3/18/2012 Susan Corbett Recorded "Live" on Voice of Maine "Back to Business" - Radio Audience 3/20/2012 Brittany Sawyer Presented at Machias Career Center Job Fair 150 TOTAL 639 Target Audience As a direct and indirect result of these awareness campaigns, in addition to the Project participants and other students receiving computer skills/ internet training, to date, there has been a cumulative total of 248 household subscribers and 18 new business installs, with a total of 549 new users within these households and 83 new users within the businesses (632). The Target Audience total is a cumulative number of attendees at Awareness Campaign Activities.	5,233	632	248	18

AWARD NUMBER: 23-43-B10581

DATE: 04/26/2012

Name of the SBA Activity	Location of SBA Activity	Description of Activity <mark>(600 words or less)</mark>	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Outreach Activities	Washington County, State	The following is a summary of the Outreach Activities of Axiom's CEO who discussed, promoted and collaborated on the Project locally and throughout the State/Met with Maine Women's Fund to discuss economic development of women and supporting/encouraging young women as leaders; Phone conference with Newfield Design to discuss mobile communications; Maine Community Foundation's Educational Attainment Task Force conference with Newfield Design to discuss mobile communications; Maine Community Foundation's Educational Attainment Task Force meeting to conlinue to explore ways to increase educational opportunities in Washington County using the Axiom BTOP model; Met with a local M.D., to discuss BTOP, Public Safety and Paramedicine Project GWI and Maine Fiber Company call to discuss fiberoptic connectivity for the WC Mobile Broadband Infrastructre; Audio ConnectME Authority Meeting; Washington County Manager meeting to discuss broadband gaps in County, the BTOP and Public Safety Pilot Project and the use of telehealth integrated into family practice; BTOP Webinar SBA Measurement Findings & Next Steps and BTOP Webinar Evaluation 101; Washington County Community College's Advisory Board Meeting and updated on state of broadband in County; Aroostock Washington Local Workforce Investment Board Meeting; State Workforce Investment Board meeting; Maine Economic Growth Council Meeting - updated Ounculty and presented BTOP project: Fairpoint Communitations officials meeting to discuss continuing build- out of broadband in Washington County? and Presented BTOP project: Fairpoint Communitions officials meeting to discuss continuing build- out of broadband in Washington County PiOP Webinar Evaluation 101 Virtual Office Hours; SubRecipient Program Managers meeting to discuss and addband access and adoption of the SRP for the software development; Baard of Visitors meeting at University of Maine at Machias - presented BTOP project: Fairpoint Communications officials meeting to discuss step preparation of the RRP for the software B	0	0	0	0
		ConnectME Authority Audio Meeting; BTOP Rural Development Webinar; Washington County Community College update on BTOP Project; Met all quarterly Dept. of Commerce administrative and reporting requirements.				

DATE: 04/26/2012

Name of the SBA Activity	Location of SBA Activity		Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Training Activities	Machias; Washington County, Maine	Axiom continued to provide individualized training for Program Participants (Fisherman and Farmers), their crew members and families during this Quarter. Axiom also issued an RFP for, interviewed and hired a Consultant to develop specialized software for the Participants specific to their businesses for reporting and other needs. The Farmers/ Fisherman took a GIS course at the University of Maine at Machias and will integrate the technology into their businesses. Computer skills and internet training for the general public continued at several locations, including seven Libraries who agreed to collaborate with Axiom on the training through offering space and computers. The Distance Learning Education (DLE) Program offered by the SubRecipient CoNHP continued to integrate computer skills, DLE education and internet training into their curriculum for nursing students. During this quarter, the Farmers/ Fisherman (including crew and families) accumulated a total of 3,340.5 training hours; the Nursing students 4,016 hours; and all other students (38 of them new) 1,048.5 hours, for a total of 148 students, who have trained a cumulative total of 8,405 training hours. Axiom's Training Plan goal was to train 96 students a cumulative total of 16,579.2 hours (approximately 172.7 hours per student). To date, the Program has had a total of 148 students who have received training that have accumulated 19,166.7 hours. IN addition, 29 Project participants have had Broadband installed as a result of this project. We are extremely pleased to have far exceeded our stated goals in this area.	0	148	0	29
Total:			5,233	780	248	47

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).

When Axiom installs Broadband in homes and businesses, it tracks these installations and surveys the home or business owner as to how many people/employees will be using the Broadband and also makes them aware of the ongoing training it offers throughout the County free of charge for users. These numbers are given to Axiom's BTOP Program Director for the Quarterly Reporting process. The Broadband and computer usage and training that Axioms offers to Program Participants, families and crews, as well as the general public is tracked by the instructor, with the assistance of the students when they are not in the classroom. A usage sheet is collected from the students during each class that track hours of training and usage when not in the classroom, classroom training hours are added and the sheets are returned to the students to keep with them. The figures are compiled by the instructors and are given to the BTOP Program Director on a monthly basis, who in turn records and compiles the figures for the Quarterly Reports. The SubRecipient tracks the nursing students usage and training in the same manner and CoNHP BTOP Program Manager provides these figures to Axiom's BTOP Project Director for reporting.

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).

At this point in the Project, during operations ended March 31, 2012 (Year 2, Quarter 3), Axiom expected to have approximately 513 New Broadband Household Subscribers and 78 Business Subscribers. As of the end of this reporting quarter, we had 248 Household Subscribers (48% of target) and 47 Business Subscribers (60% of target), with approximately 780 new Users. We are approximately 62% finished with the project (time frame) and feel that attaining our stated goals will not be an issue as we move forward into the next three quarters. We continue to conduct extensive Outreach and Awareness activities; provide no cost training to interested residents and have made forward progress with new installations and users consistently every quarter. We have seen a continued and growing interest from Businesses and residents as to how Broadband can overcome the obstacles they face living in an oftentimes harsh climate in a very remote part of the State. People are Computers and the Internet can allow them to conduct business more easily and cost-effective; make their personal lives less challenging through on-line banking and bill payment; and overcome the distance between friends and relatives through email and social networking sites.

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

Project Indicators (Next Quarter)

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

Axiom: Axiom will continue its Computer & Program Training Updates for Subject and interested residents; Subjects will also continue to meet with Consultants and Axiom staff to gather input, monitor progress; UMM will continue to gather data on Subjects and their specialized needs; and special training will be conducted for new program implementation developed tailored to individual reporting and business needs of the Subjects. Subjects will also continue to work with the Department of Marine Resources, Maine Blueberry Cooperative and other agencies, to provide input and feedback on reporting requirements and innovations. Lastly, at the

DATE: 04/26/2012

end of the quarter (as usual), a review and evaluation of the Subjects' Individual Learning Program (ILP) will be conducted. The Subject will begin using new customized software programs designed specifically for their industry and businesses, testing their capabilities and interface ability with State and Federal governments.

SubRecipient: CoNHP will issue acceptance letters for Fall 2012 students; they will provide ongoing nursing classes and support, using Distance Learning Education module; continue to gather data on the Program and work with the consultants; and Commencement excercises will be held for the first Bridge student accepted into the Program. Lastly, CoNHP will continue to assess its Program and equipment and find ways to expand its uses and profile across the System.

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	74	Expenditures for the upcoming Quarter are expected to total \$162,134, with a cumulative for the Program to date of \$1,393,259, or 74% of the Project costs. According to the Baseline Plan projections, through the end of June 2012, (our next quarter being Year 2, Q4) we should have total expenditures of \$1,585,801, or 82% or Project costs. This is a difference of \$192,542 or approximately 8%, which is somewhat over a projected quarter's expenses. We again reference the difficulty of the first two reporting quarters: the first being only 17 days long and the second being utilized to issues contracts and order equipment and we feel that this is actually only our 5th quarter of operations. The projected costs equal \$1,065,658 Federal and \$327,601 Match funding and will equal cumulatively a 23.5% match. We expect to continue to exceed that match the following qaurter and come even closer to our Baseline Plan projection.
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 and its SubRecipient does not expect any significant challenges or issues during the upcoming Quarter against the Milestones listed above; in fact the Program has been running well for over a year and it seems to be running smoother the longer the Program is in place. The biggest challenge has continued to be reaching people throughout a very remote location and in oftentimes harsh weather; however, the nice weather is upon us; travel becomes easier this time of year and it is less difficult to reach the target audience that we need to expand and sustain the Program. Interest continues to be great, as evidenced by 38 new computer skills students we signed up in just the last quarter and the State and Federal Agencies are anxiously awaiting the outcome of the Farmer/ Fisherman programs to assess replicability, not only within the Subject Industries, but others as well throughout the State! The University of Maine at Machias has been an invaluable resource in compiling data into documents (see attached) that assess the Program sull not only prove to be a valuable resource for the area and other portions of the State, but will further enhance demonstrating what the program can do for Industry and the general public, especially in remote areas, with sparse population, challenging terrain and unpredictable climate.

DATE: 04/26/2012

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					from Project nd of Current 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	\$230,821	\$45,361	\$185,460	\$266,321	\$52,461	\$213,860
b. Fringe Benefits	\$82,971	\$16,594	\$66,377	\$61,835	\$12,247	\$49,588	\$71,335	\$14,147	\$57,188
c. Travel	\$23,050	\$13,050	\$10,000	\$19,853	\$15,458	\$4,395	\$21,453	\$17,058	\$4,395
d. Equipment	\$129,200	\$0	\$129,200	\$128,077	\$0	\$128,077	\$128,077	\$0	\$128,077
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
f. Contractual	\$348,035	\$433	\$347,602	\$86,895	\$0	\$86,895	\$133,295	\$0	\$133,295
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$983,988	\$353,411	\$630,577	\$703,644	\$208,775	\$494,869	\$772,778	\$243,935	\$528,843
i. Total Direct Charges (sum of a through h)	\$1,875,044	\$445,448	\$1,429,596	\$1,231,125	\$281,841	\$949,284	\$1,393,259	\$327,601	\$1,065,658
j. Indirect Charges									
k. TOTALS (sum of i and j)	\$1,875,044	\$445,448	\$1,429,596	\$1,231,125	\$281,841	\$949,284	\$1,393,259	\$327,601	\$1,065,658

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