AWARD NUMBER: 23-43-B10581

DATE: 01/29/2013

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

QUARTERLY PERFORMANCE PROGRESS REPORT	FOR SUSTAINABLE BE	ROADBAND ADOPTION
General Information		
Federal Agency and Organizational Element to Which Report is Submitted Award Identific	cation 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 this the last Report of	the Award Period?
12-31-2012	○ Ye	s • No
7. Certification: I certify to the best of my knowledge and belief that this re purposes set forth in the award documents.	port is correct and complete	for performance of activities for the
7a. Typed or Printed Name and Title of Certifying Official	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 Subn	nitted (MM/DD/YYYY):
Submitted Electronically	01-29-2013	

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Project Indicators (This Quarter)

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

Axiom's Project Director continues to promote broadband throughout the State assisting many regions in broadband expansion. infrastructure and adoption. The data entry software, MAPOnline was introduced to the farmers and fishermen, and was well received. Additional revisions will be done based on review by the subjects. A tutor will be dedicated to the farmers and fishermen in Quarter 1/2013 to input the previous season's data and work with the program. The software can record data on pesticide use, harvesting of lobster, halibut, scallop and mussels. The software also records weather conditions, fuel and bait quantity and price. The software has been designed to add other fish species and agriculture products. Quarter 4/2012 marks the end of the two year time commitment contracted with the farmers and fishermen. Farmers and Fishermen, their families and crew completed 1,775 learning hours this quarter and achieved a grand total of 13,714 learning hours in the past two years. Training offered was Basic Computer Skills, Microsoft Word, Excel and Outlook, PhotoShop, QuickBooks and Social Media. Assistance was also given in creating websites, marketing and promotion of their products through the use of newly-learned digital literacy instruction. Farmers and Fishermen took advantage of one-on-one tutoring, and worked with the Entrepreneurial Coach, who assisted them in developing "best practice" technology into their business operations. The Project Manager had a final meeting with the subjects, completing the final Individual Learning Plan assessment. The Project Director conducted exit interviews with each subject. The program was praised by the subjects and the following comments were offered by the Farmers & Fishermen: "Increased my computer techniques, I was stuck 10 years back in technology;" "The tutors were wonderful;" "The Entrepreneurial Coach was excellent;" "Learned a lot, wish I could have spent more time;" "Technology and computers are important and should be incorporated into farming;" "Things went very, very well;" "It was an excellent program;" and much more positive feedback. Although the educational portion of the program has formally ended, in collaboration with Sunrise County Economic Council, Axiom was awarded \$300,000.00 from the John T. Gorman Foundation to continue digital literacy classes in Washington County in 2013 and 2014. The farmers and fishermen were pleased that the classes and tutors will continue and plan to continue to take advantage of the new program. The goal of the Gorman Foundation grant is to target 50 new students each month and offer classes at Axiom's office and throughout Washington County at various locations and times, continuing the best practices learned with the BTOP grant. Computer classes will continue to be offered free of charge for Washington County residents at several locations. Axiom continues to partner with Maine State Library's BTOP Public Computer Center project and offers free computer classes at 18 libraries throughout Washington County. 92 citizens took advantage of the classes Q4/2012, logging in 841.5 learning hours.

The Sub-Recipient's Nursing Distance Learning Education classes continued at Downeast Community Hospital, bringing to a close the fall semester for the freshmen and senior nursing students. The freshmen students finished the semester on the medical surgical unit honing their assessment and time management skills. There will be five students advancing in each level into the spring semester. Seniors will obtain clinical experience in the spring semester using a preceptor model at Downeast Community Hospital and the three local skilled nursing facilities. The Nursing Program logged in 5425.5 learning hours this guarter.

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. Ov	erall Project	90	As of December 31, 2012, the Project was approximately 89% complete with expenditures of \$1,668,756.59 (\$1,242,333.89 Federal and \$426,422.70 match) compared to a projected 89% (\$1,668,789.16 in total expenditures), only \$32.57 below what was projected and 10.1% below our Baseline Plan for the Quarter. Because of the two quarters it took to get the Project operational in the beginning, we do not feel that the Project is behind in its stated goals and objectives and will finish out within the allotted timeframe of under three years and on budget. With the next Quarters' projected expenses (\$181,037), we will reach approximately \$1,849,793.59 in total federal and match expenditures (98.7% complete), with the last quarter of the Project (remaining federal drawdown of approximately \$51,984.11) primarily being the remainder of the last semester of the Distance Learning Nursing Program, reporting and "housekeeping" activities to close out the Project. The Farmer/Fisher component of the program is complete; the Subrecipient

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	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
			Distance Learning Nursing educational program will be complete at the end of the spring semester. Please note that at the end of the current Quarter, we have provided a Match of \$426,423 (approximately 25.6% as opposed to our stated goal of 23.7%) and projected expenses through the end of the next quarter will exceed our match by \$19,559 (over 4.3%).
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 Challenges: Farmers and Fishermen were introduced to MAPOnline and several more suggestions were made for software revision. Farmers and Fishermen will meet one-on-one with a tutor in the next quarter to input the previous season's data. Subjects may continue digital literacy classes under a new funding source as we have reached the completion of formal classes under this grant. The decision was made to postpone University of Maine at Machias' final data analysis until Q2/2013 for better feed-back from farmers, fishermen & nursing students.

College of Nursing and Health Professions Challenges: There are three significant challenges facing the nursing program at DECH this fall 2012. First, it has been difficult to find qualified (Masters prepared) faculty with teaching experience to fill the vacant 20 hour faculty position. Second, the clinical site at DECH can only accommodate four nursing students on the medical surgical unit at one time. This requires excess students (three) to be placed in other locations within the hospital (Operating Room, Emergency Department) without the advantage of direct faculty coaching and mentoring during the clinical experience. In addition, the level of acuity for the patients in the medical surgical unit is limited. Acutely ill patients are life-flighted to Eastern Maine Medical Center asap. The low census and low acuity does not provide the opportunity to develop the critical thinking and time management skills required to meet the course objectives. The third challenge was related to the students rotation on Maternity. There is no consistent census in the maternity unit to support students with the opportunity to participate in labor and delivery. Students were assigned to the Women's Health Center and went out with workers from Maine Families to obtain some level of experience with women's health, maternity, post-partum care, newborn/home assessment.

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		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 285 people attended various activities where both Axiom and College of Nursing and Health Professions (the SubRecipient) raised awareness about the Project and collaborated with others through presentations, press conferences and participation.10/1/12 to 12/31/12 10/5/2012 Susan Corbett Presented to MECEP Annual Retreat-25 10/23/2012 Susan Corbett Presented at Grow Smart Summit Conference-40 10/24/2012 Susan Corbett Presented at Sunrise County Economic Council Annual Meeting-80 11/13/2012 Susan Corbett Presented at FAME's Annual Meeting-100 11/27/2012 Susan Corbett Presented at Mobilize Maine Leadership Team Meeting-14 11/29/2012 Susan Baltrus Presented at USDA-6	8,741	864	337	23

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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
		TOTAL - 285 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 337 household subscribers and 23 new business installs (59 business installs including Project Participants), with a total of 761 new users within these households and 103 new users within the businesses (864 total). The Target Audience total is a cumulative number of attendees at Awareness Campaign Activities.				
Outreach Activities	Washington County, State	Axiom's CEO's Outreach Activities for the period October 1, 2012 through December 31, 2012 via face-to-face and conference call meetings with the following entities: Discussion for MAPOnline marketing plan with Consultant; University of Maine Knowledge Transfer Alliance: Quoddy Times to discuss Three Ring Binder and impact; Maine Community Foundation's Educational Attainment Task Force: PC's for Maine in Belfast to discuss program expansion to low-income residents; Maine Center for Economic Policy Retreat in Augusta to present BTOP Project; Congressman Michaud at Axiom offices to update on the state of broadband in Washington County, Maine and BTOP project; Mobilize Maine to discuss duplicating Axiom's business model to deliver digital literacy classes throughout Maine; Reporter for ConnectME Authority to discuss Three Ring Binder and the status of the BTOP project; Knowledge Transfer Alliance to discuss Graduate Students conducting a marketing analysis and forensic economic projections for MAPOnline; Maine Economic Growth Council Board Meetings, Augusta Preparation as panells for Grow Smart Maine Conference: Consultants to discuss ways to help businesses in Washington County with websites and marketing; Piscataquis Economic Development Council in Dover-Foxcroft to discuss a data center in their mill development project and plan for broadband expansion in the region; Connect Maine Authority to discuss broadband in the unserved regions of Maine; Grow Smart Summit Conference presentation in Augusta - networking and importance of it in the success of the BTOP Project; Jobs for Maine Graduates to discuss how students could assist in digital literacy training; Attorney to discuss patenting, copyrighting and protecting intellectual property rights for MAPOnline; Verizon to discuss non line-of-sight spectrum in rural Washington County; Machias Adult Ed to discuss Digital Literacy classes students in Miane; Harrington Family Health Center Board to discuss the barriers to broadband in rural Maine; Passages Program to d	0	0	0	0

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Name of the 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 Activities	Machias; Washington County, Maine	The data entry software, MAPOnline was introduced to the farmers and fishermen during this Quarter and was very well received by Program Participants. Additional revisions will be done based on review by the subjects. A tutor will be dedicated to the farmers and fishermen in Quarter 1/2013 to input the previous season's data and work with the program with Participants. Quarter 4/2012 marks the end of the two year time commitment contracted with the farmers and fishermen. Farmers and Fishermen, their families and crew completed 1,775 learning hours this quarter and achieved a grand total of 13,714 learning hours in the past two years. Training offered included: Basic Computer Skills, Microsoft Word, Excel and Outlook, PhotoShop, QuickBooks and Social Media. Assistance was also given in creating websites, marketing and promotion of their products through the use of newly-learned digital literacy instruction. A customized GIS (geographic information systems) class for marine and agriculture was given by the University of Maine in Machias and was found extremely helpful and enlightening by Participants. Farmers and Fishermen took advantage of one-on-one tutoring, and working with the Entrepreneurial Coach, who assisted them in developing "best practice" technology into their business operations. The Project Manager had a final meeting with the subjects, completing the final Individual Learning Plan assessment. Computer classes continued to be offered free of charge for Washington County residents at several locations and Axiom continues to partner with Maine State Library's BTOP Public Computer Center project and offers free computer classes at 18 libraries throughout Washington County. Classes are also being offered at the Passamaquoddy Tribal Office in Pleasant Point. 97 citizens took advantage of the classes Q4/2012, logging in 841.50 learning hours. The John T. Gorman Foundation grant for \$300,000 that Axiom received will continue to offer Digital Literacy classes to the residents of Washington County over t	0	300	0	36
	Total:		8,741	1,164	337	59

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).

Axiom continues to track all installation of Broadband in homes and businesses; surveys the home or business owner as to how many people/employees will be using the Broadband and makes them aware of the ongoing training it offers throughout the County free of charge for users (including the 18 Library sites and the one at the Passamaquoddy Tribal Office at Pleasant Point) 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 (and their families and crews), as well as the general public is tracked by the instructors, 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 College of Nursing and Health Professions BTOP Program Manager provides these figures to Axiom's BTOP Project Director for reporting.

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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 the end of this reporting quarter (December 31, 2012), (Q4/2012 or Year 3/Q2), Axiom projected to have approximately 769 New Broadband Household Subscribers and 117 Business Subscribers. As of the end of this reporting quarter, we had 337 Household Subscribers (43.8% of target) and 59 Business Subscribers (50.4% of target), with approximately 1,164 new Broadband Users within the Program, Training, Homes and Businesses. We are approximately 90% finished with the project (time frame/cost) and feel that at the time we made our projections, it was virtually impossible to tell how many new installs we would actually have in such a remote region. The fact that we have gained 1,164 new Users has exceeded our expectations nicely and the attributes of the Program and its attributes are being widely recognized at the local, State and National levels. Part of the issue with the business installations is that many are very small operations; they either already have broadband or cannot afford it; or their location makes it challenging to bringing Broadband to them. One of the recent achievements of the Program in solving the latter issue in bringing a tower and Broadband to Great Wass Island. Many of our new trainees are highly interested and engaged in Broadband usage, as evidenced by the consistent and growing numbers of Household installs, users and those taking advantage of the free training offered throughout the Region. Axiom was been Invited to submit a proposal to the John T. Gorman Foundation for funding to continue digital literacy classes in Washington County for 2013 and 2014 and having been successful in garnering this funding, we believe that we will keep the Region's interest in obtaining Broadband, as well as the free Training we will continue to offer for the next two years. We continue to conduct extensive Outreach and Awareness activities; Although the installations are below expectations (which could be, in part, due to the economy), we believe that the number of overall participants, new installs and new users, that the Program has been and will continue to be an overwhelming success story. This past quarter we have had 18 new home installations with 43 new users; and 38 new enrollees in the free training classes.

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 will continue to "tweak" the MAPOnline Program with input from the Farmers and Fisherman participants; will begin implementation of the \$300,000 John T. Gorman Foundation grant to continue and expand its free digital literacy programs throughout the County, in collaboration with Sunrise Economic Development Council and the Maine State Library System; and perhaps most importantly, continue Outreach and Awareness Activities to continue the excitement about the Program while investigating its use for other potential Programs and business applications. Axiom will also be working towards BTOP grant close-out documentation, to be complete by the end of the following Quarter (June 30, 2013)

SubRecipient College of Nursing and Health Professions will continue to work on the issues they are facing as described above (staffing, space and certain training curriculum), while working towards continuation of the Program and active student support and mentoring as needed. College of Nursing and Health Professions also continues to works towards offering the program in other rural areas of the State.

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	97	Total projected expenditures for the 1st Quarter of 2013 total \$1,823,059 (\$1,377,611 Federal and \$445,448 Match), which equals approximately 97.2% of total project costs, but does not include the additional \$19,559 additional project match, which equals \$1,849,793 projected expenses for the quarter, which is actually close to 99.9% of the Project Costs. We expect to exceed ou projected match of \$445,448 by approximately 4.3%. The following Quarter (ended June 30, 2013), will be spent primarily conducting grant closeout activities.
2.b.	Equipment Purchases	-	Milestone Data Not Required
2.c.	Awareness Campaigns	-	Milestone Data Not Required
2.d.	Outreach Activities	-	Milestone Data Not Required

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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).

With the exception of the staffing, space and training opportunity issues that College of Nursing and Health Professions is currently trying to resolve with its Program, we are very pleased at the overall success of both Program components; especially the Farmer/Fishermen Program! We are excited to continue to move forward with continued free digital literacy training with the Gorman Foundation funding and feel that there will continue to be "spin-off" successes of the Program, both planned and perhaps some that will be unexpected. Axiom continues to field great press coverage of the Program and has received many awards and accolades as a result of their work with the BTOP funding. We feel that this type of Program is exactly what Washington County and other rural areas need to assist its residents and small businesses to grow and thrive in an oftentimes harsh climate and difficult economy and has been an invaluable tool in bring many of the small businesses in the area "into the 21st century."

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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.

В	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	\$357,815	\$70,475	\$287,340	\$352,153	\$70,475	\$281,678	\$387,653	\$77,575	\$310,078	
b. Fringe Benefits	\$96,604	\$19,027	\$77,577	\$95,301	\$19,027	\$76,274	\$104,801	\$20,927	\$83,874	
c. Travel	\$33,111	\$21,161	\$11,950	\$27,645	\$21,161	\$6,484	\$29,245	\$22,761	\$6,484	
d. Equipment	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517	
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
f. Contractual	\$310,248	\$433	\$309,815	\$188,639	\$0	\$188,639	\$253,942	\$0	\$253,942	
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
h. Other	\$966,808	\$353,411	\$613,397	\$875,501	\$315,760	\$559,741	\$944,635	\$350,919	\$593,716	
i. Total Direct Charges (sum of a through h)	\$1,894,603	\$465,007	\$1,429,596	\$1,668,756	\$426,423	\$1,242,333	\$1,849,793	\$472,182	\$1,377,611	
j. Indirect Charges										
k. TOTALS (sum of i and j)	\$1,894,603	\$465,007	\$1,429,596	\$1,668,756	\$426,423	\$1,242,333	\$1,849,793	\$472,182	\$1,377,611	

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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