



**Broadband Non-Infrastructure Application  
Submission to NTIA – Sustainable Broadband Adoption**

<b>Submitted Date:</b> 3/15/2010 1:33:51 PM	<b>Easygrants ID:</b> 6899
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> AXIOM TECHNOLOGIES, LLC
<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Marie Corbett

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## A. General Application Information

<b>1. Applicant Information</b>	
<b>Name and Federal ID for Applicant</b>	
<b>DUNS Number</b>	607132466
<b>CCR # (CAGE)</b>	4EE03
<b>Legal Business Name</b>	AXIOM TECHNOLOGIES, LLC
<b>Point of Contact (POC)</b>	SUSAN CORBETT 2072550679 Ext. susan.corbett@axiom-tech.net
<b>Alternate POC</b>	NELSON GEEL 2072550679 Ext. nelson.geel@axiom-tech.net
<b>Electronic Business POC</b>	SUSAN CORBETT 2072550679 Ext. susan.corbett@axiom-tech.net
<b>Alternate Electronic Business POC</b>	NELSON GEEL 2072550679 Ext. nelson.geel@axiom-tech.net

<b>2. Name and Contact Information of Person to be Contacted on Matters Involving this Application:</b>	
<b>Prefix</b>	Ms.
<b>First Name</b>	Susan
<b>Middle Name</b>	Marie
<b>Last Name</b>	Corbett



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<b>Suffix</b>	
<b>Telephone Number</b>	207-255-0679
<b>Fax Number</b>	
<b>Email</b>	susan.corbett@axiom-tech.net
<b>Title</b>	CEO

**3. Additional Contact Information of Person to be Contacted on Matters Involving this Application:**

<b>Project Role</b>	<b>Name</b>	<b>Phone</b>	<b>Email</b>
Secondary Point of Contact	Ms. Sharon L. Kuhrt	2077952840	kuhrts@cmhc.org

**4. Other Required Identification Numbers**

<b>Easygrants ID</b>	6899
<b>Funding Opportunity Number</b>	500001
<b>Catalog of Federal Domestic Assistance Number</b>	<b>BTOP CFDA Number:</b> 11.557 <b>BTOP CFDA Title:</b> Broadband Technology Opportunities Program

**5. Organization Classification**

<b>Type of Organization</b>	For-profit Entity
<b>Is the organization a small business?</b>	Yes
<b>Does the organization meet the definition of a socially and economically disadvantaged small business concern?</b>	Yes

**6. Authorized Organizational Representative**



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<b>AOR</b>	CORBETT, SUSAN
<b>Result</b>	Applicant Authorized

**7. Project Title and Project Description**

**Project Title:** Washington County Education and Employment through Sustainable Broadband Adoption

**Project Description:** The Washington County Education and Employment through Sustainable Broadband Adoption Project will employ innovative educational and employment programs through the use of and access to Broadband technology. It will address the County's poverty, rurality and unemployment barriers to economic growth by providing models for success and improved educational opportunities for industry and healthcare.

**8. Other Applications**

Is this application being submitted in coordination with any other application being submitted during this round of funding?

➤ No

<b>Easygrants ID</b>	<b>Project Title</b>

If YES, please explain any synergies and/or dependencies between this project and any other applications.

9. Is the Applicant exempt from the Department of Commerce requirements regarding individual background screening in connection with any award resulting from this Application?

➤ No, Applicant is subject to these requirements

If the answer to the above question is "No," please identify each key individual associated with the Applicant who would be required to complete Form CD-346, "Applicant for Funding Assistance," in connection with any award resulting from this Application:

<b>Name</b>	<b>Title</b>	<b>Employer</b>
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Sharon L. Kuhrt	President	Central Maine Medical Center College of Nursing & Health Professions
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## **B. Executive Summary, Project Purpose and Benefits**

### **Essay Question**

#### **10. Executive Summary of the proposed project:**

Axiom Technologies, LLC, a telecommunications company headquartered in Machias, Maine has been creating and developing solutions for rural broadband deployment since 2005. The recipient of four State of Maine ConnectME grant awards (\$750,034.00 in total grant funding), Axiom has brought high-speed 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. Washington County has struggled with significant outmigration of its residents over the last eight years, losing an estimated 4.1% of its population, or 1,393 residents since 2000. A lack of available employment that pays livable wages, limited educational and training facilities which are located vast distances from the County's towns, have all contributed to this outmigration, as has its oftentimes harsh climate and poor road conditions, which makes traveling extremely difficult. It is clear that in order to stem the flow of outmigration and boost the local economy, efficient and effective use of available Broadband technology for educational, healthcare and business programs must be implemented immediately.

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



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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.

The Vision of the Central Maine Medical Center College of Nursing and Health Professions (CONHP), established in 1891, is “To develop leaders in nursing and healthcare whose actions, discoveries, and voices strengthen and transform the health of individuals and communities.” A Key Collaborator with Axiom on this Project, the CONHP currently provides Distance Learning Education (DLE) in the form of classroom instruction to three rural communities in Maine. The CONHP proposes to expand its outreach by adding a Remote Teaching site in Washington County at the Downeast Community Hospital (DECH) for its RN Program. This facility 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 (exceeding 2,500 nurses in 2010). The DLE Nursing Program will expand the reach of higher education into a rural area, 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.

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





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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 subject businesses utilization of this network and adoption of new technology tools will be guided and supported throughout the project by Axiom and University of Maine personnel as outlined within the Narrative Sections.

The EESBA will serve Washington County, Maine (population of 32,499), which contains two cities and 44 towns and over 80 populated “Places” over a 2,568 square mile area. Its largest City is Calais, with a population of 3,184. According to the US Census 2008 Estimate, Washington County is Maine’s poorest County, with only 13.2 people per square mile and has the largest minority population in the State (6.2%) with 4.4% of the State’s Native American population, nearly three times the size of any other County in Maine. The percentage of population living below the poverty level (20.1%) is more than 50% of the state average of 12.6% and the Median Household Income is \$31,856, the lowest in the State and only 68% of the State’s average of \$46,419. Nearly 80% of the population in Washington County 25 years of age or older has a High School Diploma, only 14.2% have a Bachelor’s Degree or higher. The area also has the State’s highest unemployment for 2009 (11.5% compared to the State’s average of 8.0% and the National average of 9.3%). Axiom will be providing broadband connections in both the subject’s home and business; increased usage will include the subjects’ families, employees and customers (average number ten per subject). In addition, the eight (8) nursing students will be using a new broadband connection through DECH, as well as possibly their homes (along with family members). In Year 1, it is estimated that a total of 250 new subscribers will be generated, which will increase exponentially each year.

Axiom CEO Susan Corbett has extensive experience in large and complex project management as mentioned previously and has formed a cohesive team of experts that will help guide final program implementation and results interpretation. Axiom has also created a working relationship with Maine Fiber Company, who believes that this project will leverage NTIA BTOP investment in the \$25 million Three Ring Binder middle mile fiber project and provide connectivity to vital medical, educational and business development services. Axiom’s staff is well respected throughout the area and highly engaged in economic and civic affairs throughout Washington County.

In addition to the twenty pilot participants, we believe that dozens of businesses will ultimately realize the cost efficiencies and benefits of using the wireless technology and software, facilitating expansion, new employee hires and increased profitability and will create a minimum of 30 new jobs per year. Axiom is hiring four (4) FTE staff to train participants on computer and software usage and CONHP will hire one (1) new faculty instructor and a part-time clerical and



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technology technician. In addition, the DLE Program will graduate approximately eight (8) students per course, who will then be employed full-time. In total, initially 43 new jobs will be created, with an increase of at least 20% per year. In light of the downturn in the economy, it is difficult to estimate how many jobs will be retained as a result of program implementation, but it is estimated to be a minimum of 50 employees.

The cost of the Washington County EESBA project is \$1,875,044; \$1,429,596 in Federal funding and \$445,448 in match funding (23.8%).

**11. Project purpose:**

The Washington County EESBA project provides an opportunity to address both the highest unemployment and poverty rates within the State, as well as the lack of educational and training opportunities through the access and use of broadband technology in an underserved area. Specifically, the EESBA will address three of the five BTOP Statutory goals: 1) improved broadband access to underserved areas; 2) broadband education, awareness, training, access, equipment and support to consumers, businesses and healthcare/medical facilities that will use the technology for educational and employment purposes; and 3) stimulate the demand for broadband, economic growth and job creation.

The EESBA will supply wireless access connections during the pilot program to a study group of blueberry farmers and marine harvesters (fishermen) at both their place of business (which could be their boat or vehicle) and their homes. They will be given a rugged laptop for use in the field or on the water to collect data relevant to their business and also required by regulatory agencies. The program will be developed through collaboration with the University of Maine at Machias, the Sunrise County Blueberry Cooperative and the Downeast Institute for Applied Marine Research and Education. Outcomes and the use of broadband technology is expected to increase efficiency, lessen the need for gear and increase productivity and harvest, leading to sustainable profitability and job creation opportunities. The UMM will then be able to interpret the data and estimate overall economic impact.

The Eastern Maine Development Corporation (EMDC), is a private, non-profit business development organization in Maine's largest economic development district. EMDC's Comprehensive Economic Development Strategy (CEDS) funded by the U.S. Department of Commerce is a tool that guides the Region's economic development efforts and as such, provides a "Top Ten" list of priority projects that are of utmost importance to the Region's well-being. Number four on the list is, "Broadband "Backbone" Capacity: To serve the needs of existing businesses and attract new employers, the Region needs to increase high-speed





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broadband capacity throughout the region by expanding connectivity through projects such as Axiom Technologies' effort in Washington County." As evidenced by the number of support letters in the Supplemental Materials section (including one from EMDC), Axiom's project is extremely important to the economic development efforts of the County in the 21st Century. The EESBA will also address the provision of expanding Healthcare education in a Health Profession Shortage Area through the CONHP Distance Learning Program at Downeast Community. Washington County's vulnerable population needs the tools to access additional educational opportunities, especially in the Healthcare field, which this Program addresses through the use of broadband technology. It also will allow those being trained in the RN program the ability to go to school close to home and find employment at a nearby healthcare facility where there is a shortage of healthcare workers. Once the DLE technology is in place, it is expected that other educational opportunities could be offered through CONHP. This innovative blend of technology and data to assist in the County's two largest natural resource-based industries will prove not only that technology can assist the businesses in Washington County, but in fact, it is a necessity towards sustaining and growing their businesses in a technological climate where there is a demand for this technology as a way of doing business. Implementing this technology in rural and remote parts of the County has proven to be difficult because of a lack of funding, training and the ability of the small business to understand how it can help their profitability and competitiveness in a global market.

These collaborative models formulated by the EESBA, with the guidance of the Key Partners, will be driven by the needs of the farmers, fisherman and healthcare industry, and are of great importance to the Region's sustainability and future growth. They can be easily replicated for implementation in other businesses within Washington County, as well as other parts of the State and Country.

Broadband within the home and for home-based businesses should also not be understated. The tools provided to the average consumer are endless, from entertainment to education and home-based businesses have access to a global market for their goods and services. The technology and software available will also assist them in doing business in a more cost-efficient and effective way, leaving them more time to grow their businesses.

Both programs will provide access, equipment, awareness, training and support on broadband and Internet technologies through customized programs and raise the quality of life and standard of living throughout the Region. These activities will counteract the outmigration of the Region and attract new industry and residents. The economic "spin-off" will lead to improved spending, an increase in demand for goods and services with related employment opportunities and result in a lower unemployment rate and corresponding poverty rate.





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Axiom Technologies has broadband infratsructure in place across approximately 70% of the County, accounting for an estimated 22,500 people or 10,044 households, yet currently has 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.

**12. Recovery Act and Other Governmental Collaboration:**

Biddeford Internet Corporation (d/b/a GWI) was awarded a \$25.4 million BTOP Infrastructure grant in Round 1 for their "Three Ring Binder Project" that effectively will provide middle mile fiber for broadband service providers to bring cost-effective, high-speed broadband services to areas without access, while creating the infrastructure necessary to support existing and diversified industries. This critical project will be operated by Maine Fiber Company, who has written a letter of support for the Washington County EESBA Project (see Supplemental Information Section). Maine Fiber believes that the EESBA is "exactly the type of project that we hoped would happen in rural areas of Maine as a result of middle-mile fiber development." Maine Fiber believes that the project supports the BTOP statutes: "1) by building comprehensive community infrastructure in service of local industry, healthcare facilities, educational centers and homes and business; 2) by building public computer centers focused on healthcare, telehealth and distance learning; and 3) by driving sustainable broadband adoption by recognizing that computers, local expertise and a business case must compliment the availability of broadband at the wall plate for people to get value from it." Axiom has worked extensively with Maine Fiber on ensuring that broadband access is not a dream, but a reality for residents of Washington County and Maine Fiber stated, "This Project (WCEESBA) leverages NTIA BTOP investment in middle mile fiber In Maine for the Three-Ring Binder Project, and begins to accomplish the critical task of enabling last mile connectivity to provide vital medical, educational and business development services." Axiom is pleased and honored to be collaborators with Maine Fiber and believes that Maine business, industry, and residents, especially within its remote Regions, will greatly benefit from such collaborations. Axiom Technologies has been the recipient of four ConnectME grants (value of \$750,034) to provide broadband infrastructure in Washington County since 2005. Through this funding, it has provided broadband access to over 100 regions in Washington County with over 80 access points. It has developed a keen sense of the County's business and regulatory environment, its



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people and its challenges. Axiom continues to build business and economic collaboration wherever it can, seeking new and innovative ways to bring broadband from the Access Points into the homes and businesses. ConnectME has received ARRA funding for its mapping project and is an important link to broadband adoption and sustainability.

The Project Directors plan to work collaboratively with all agencies within the area that have received ARRA funding or have common goals in order to avoid duplication of services and results, as well as to have a greater positive effect on the overall impact by combining financial and institutional knowledge resources.

**13. Technology Strategy:**

Central Maine Medical Center College of Nursing and Health Profession's (CONHP) present goal is to enhance, upgrade and expand its present distance learning network (DLE) across a large area of rural Maine, beginning in Machias, with CONHP being the hub/end user and project collaborator with Axiom. Classroom instruction will be disseminated from CPNHP classrooms in Lewiston via compressed video at 256 kbs bandwidth. Initial DLE offerings at DECH will include coursework for attaining an Associates Degree. The current DLE network was originally developed with RUS DLT funding and in 2006, the College's network received additional DLT funding for the addition of 3 rural sites. To accomplish continued enhancement and growth, CONHP will install an RMX2000 5 HD/20 CIF resource configured & licensed Video Ethernet bridge system, with multicast capability at the College's Lewiston campus; and add Polycom HDX 8004XL videoconferencing equipment at the new site located at DECH in Machias and the hub site. The proposed upgrades and additions will not duplicate educational services at any of the existing or new sites and the project will enhance the ability of the COMHP to not only broadcast its own didactic education to a new rural site, but will also enable it to broadcast additional degree courses in the future. A Polycom CMA 4000 Video management system will also be installed at both sites.

Teaching peripherals include: a Toshiba LCD projector, an AMD 3700 Stethoscope package; an AMD 410 Video Microscope, a SimMan 3D High Fidelity Mannequin and an IV Simulator. This state-of-the-art equipment will replicate real-time classroom training hundreds of miles away from the teaching site.

Broadband service to the premises will be provided by Axiom via wireless technology. Two Mikrotik 802.11N, High-Capacity, Dual-Radio Subscriber Units will be installed on top of the building at DECH for the Nursing DLE program. Forty Subscriber Units will be installed at 20 test subjects' locations (boat, truck) and at home/business office. The radios are capable of bi-directional transfer rates in excess of 50 Mbit. The systems utilized are fixed point to multipoint





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radio networks whereby multiple subscriber radios at the customer's premises connect to master transmitter sites on towers, hilltops and buildings that possess geographical advantages including height and clear sight lines. In this manner, site selection for these "Access Points" is similar in process to that of a cellular phone carrier; however, Axiom's cost to deploy the transmitters is much lower, allowing more transmitters to be installed within a geographical area, thereby improving coverage and accessibility. A Windows Server 2008, STD64, will be hosted at Axiom's office for storage of data for the pilot program. Lastly, participants will be given a rugged Toughbook 19 Laptop computer with for use in field and office data collection and business operations.

Axiom has obtained the necessary FCC licensing

**14. Innovative Approach:**

In addition to the innovative approach of bringing educational degree programs to a remote region of the state where none currently exist through the use of broadband technology and state-of-the-art equipment, the fishing and farming component of the Washington County EESBA relies heavily on its training and support approach to enhance commercial business productivity and profitability.

The WCEESBA project focuses efforts on helping the fishing, agricultural, and health care sectors develop and demonstrate effective uses of broadband and electronic technologies. Ten fishermen and ten farmers will be given laptops, with specific software and tools for maintaining and reporting business and statistical data. Axiom staff will create a curriculum for fishermen and farmers, training individuals on the most advanced use of technology. Dr. Brian Beal, Downeast Institute of Applied Marine Research & Education will work closely with the fishermen and Dell Emerson, former Director of the University of Maine's Blueberry Research Facility will work with farmers to profile data collection and reporting needs. Fishermen will be able to log onto the Internet from any location throughout Washington County, from their boats or at the docks; farmers from the vast blueberry barrens. Fishermen will be able to track and analyze the day's catch, and with the use of advanced information technology, can report the required information to the Department of Marine Resources. Farmers will be able to report directly to USDA and Maine Department of Agriculture, obtaining and reporting statistics in real-time. System uses for fishermen and farmer monitoring of business growth and profits will also be explored by consultants working with them.

The laptops, combined with appropriate software tools, will provide a cost-effective solution for these small resource-based businesses to address burdensome data collection and reporting



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needs, as well as to enhance best practices, teamwork, communications from remote locations and efficiency of operations..

Axiom staff will provide two forms of support during the project period. First, basic computer skills training courses will be provided for the business staff. The goal will be a general level of operational competency with Windows based systems, including the operation of Microsoft Office products. Following basic skills training, Axiom business technology specialists will meet with key personnel at each target business and discuss the selection of various technology tools that may be useful to that organization. Support and advanced training will be available throughout the study period for those business owners that choose to add additional software tools to the technology platform we have provided. At the end of the two-year study, a sustainable business model will have been created.

**15. Is the applicant is seeking a waiver of the Buy American provision pursuant to section x.Q of the NOFA?**

➤ No

**16. Is the applicant delinquent on any federal debt?**

➤ No

If Yes, justification for delinquency:

➤ .

**17. Are you seeking a waiver of any requirement set forth in the NOFA that is not mandated by statute or applicable law?**

➤ No

## **C. Partners**

**18. Are you partnering with any other key institutions, organizations, or other entities for this project?**

➤ Yes

If YES, key partners are listed below:

Project Role: Sub-recipient Name: Kuhrt, Sharon
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Email: kuhrts@cmhc.org  
Address 1: 70 Middle Street  
Address 2:  
Address 3:  
City: Lewiston  
State: Maine  
Zip Code: 04240  
Organization: Central Maine Medical Center College of Nursing and Health Professions  
Organization Type: Non-profit Institution  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor  
Name: Jones, Douglas  
Email: dougj@dech.org  
Address 1: 11 Hospital Drive  
Address 2:  
Address 3:  
City: Machias  
State: Maine  
Zip Code: 04654  
Organization: Down East Community Hospital  
Organization Type: Non-profit Institution  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Contractor  
Name: Athearn, Kevin  
Email: kathearn@maine.edu  
Address 1: 9 O'Brien Drive  
Address 2:  
Address 3:  
City: Machias  
State: Maine  
Zip Code: 04654  
Organization: University of Maine at Machias  
Organization Type: Non-profit Institution  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Contractor  
Name: Emerson, Dell





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<b>Task:</b> Submit Application - Sustainable Broadband Adoption	<b>Applicant Name:</b> Ms. Susan Marie Corbett

Email: wescogus@yahoo.com  
Address 1: 282 Indian River Road  
Address 2:  
Address 3:  
City: Addison  
State: Maine  
Zip Code: 04606  
Organization: Sunrise County Blueberry Cooperative  
Organization Type: Cooperative or Mutual  
Small business: No  
Socially and economically disadvantaged small business concern: No

Project Role: Contractor  
Name: Beal, Brian  
Email: bbeal@maine.edu  
Address 1: Black Duck Cove on Great Wass Island  
Address 2: PO Box 83  
Address 3:  
City: Beals  
State: Maine  
Zip Code: 04611  
Organization: Down East Institute for Applied Marine Research and Education  
Organization Type: Non-profit Association  
Small business: No  
Socially and economically disadvantaged small business concern: No

**19. Description of the involvement of the partners listed above in the project.**

Axiom Technologies LLC is the Applicant and will oversee the implementation and operations of the WCEESBA Project. It will be responsible for fiscal management and quarterly and financial grant reporting, as well as: installation of all radio subscriber radio units for broadband connectivity, all equipment installation at DECH for the DLE Nursing Program, recruitment of test subjects through an extensive awareness campaign, coordination of collaborators, software installation and configuration of laptop computers, basic software and training and the development of programs designed to fit individual subject business's needs; maintenance and troubleshooting of equipment.

The Central Maine Medical Center College of Nursing and Health Professions is a Sub-Recipient and Key Partner in the WCEESBA and as such, has full responsibility for the implementation,



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management and operations of the Nursing Distance Learning Education Degree Program housed at Down East Community Hospital. CMMCCONHP will conduct recruitment efforts for students and screen for placement, assisting them with financial aid needs if warranted, implement the existing Associate Degree Nursing Program at the Machias site and assist the graduated with career counseling and job placement. The CONHP financial contribution to the program is approximately \$240,804 in cash and in-kind contributions, which represents a 28% match for the CONHP's project budget.

The Down East Community Hospital (DECH), located in Machias, will be providing classroom space for the DLE Nursing Education Program at a value of approximately \$12,000 , or \$6,000 per year. DECH is a Key Partner and its support for the success of the educational program and job placement for the nurses within their facility is critical to the success of the program.

Douglas T. Jones is the president and CEO of DECH.

Key Partner Brian Beal, Director of Research at the Downeast Institute for Applied Marine Research and Education (DEI), a 501(c) 3 non-profit, is a strong advocate of the WCEESBA. He will work in collaboration with Axiom Technologies to develop an education and training program for fisherman to help interpret data and trends in their commercial harvests, resulting in increased efficiency the need for less gear and improved profits. As a consultant to the project, Mr. Beal will meet on a monthly basis with the fisherman to guide their efforts for a total over the two years of 960 hours.

The Sunrise County Blueberry Cooperative (SCBC), a Key Partner in the WCEESBA, is a non-profit organization that was formed to unite and assist blueberry farmers in Washington County sustain and grow their businesses. Director Dell Emerson will be providing program support through working with Axiom to develop programs that will assist the growers to collect data, submit required State and Federal reports and modern the system currently being used through efficiencies and effective collection of data, reporting and education of best practices. Mr. Emerson has committed to providing an estimated 960 hours of consulting to the farmers.

The University of Maine at Machias is a Key Partner and Collaborator and has pledged to collaborate with DEI, DECH and SCBC to track and interpret results of data from the farmers and fisherman for technology adoption, survey adopters and estimate economic impact of the project. Kevin Athearn, Phd, will be conducting the research on behalf of UMM and has agreed to commit 1,120 hours to the project.

## **D. Congressional Districts**

### **20. Applicant Headquarters**



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➤ Maine

**21. Project Service States**

Maine

**22. Project Service Areas**

Maine - 2

**23. Will any portion of your proposed project serve federally recognized tribal entities?**

➤ No

**24. Indicate each federally recognized tribal entity your proposed project will serve.**

**25. Have you consulted with each of the federally recognized tribal entities identified above?**

No

## **E. Community Anchor Summary**

<b>26. Community Anchor Institution</b>	
<b>Schools (k-12)</b>	0
<b>Libraries</b>	0
<b>Medical and Healthcare Providers</b>	1
<b>Public Safety Entities</b>	0
<b>Community Colleges</b>	0
<b>Public Housing</b>	0
<b>Other Institutions of</b>	2



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<b>Higher Education</b>	
<b>Other Community Support Organization</b>	2
<b>Other Government Facilities</b>	0
<b>TOTAL COMMUNITY ANCHOR INSTITUTIONS</b>	5
<b>27. Minority Serving Institutions</b>	
<b>Historically Black colleges and Universities</b>	0
<b>Tribal Colleges and Universities</b>	0
<b>Alaska Native Serving Institutions</b>	0
<b>Hispanic Serving Institutions</b>	0
<b>Native Hawaiian Serving Institutions</b>	0
<b>TOTAL MINORITY SERVING INSTITUTIONS</b>	0

## **F. Demographics**

**28. Will your proposed project be specifically directed to serve vulnerable population groups?**

➤ Yes

**If "Yes" which vulnerable population groups will your proposed project serve? Check as many as apply:**

Low Income

Unemployed

Other





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**Other: Chronically Ill**

**29. Vulnerable Populations**

With an 2009 unemployment rate of 11.5%, a poverty rate of 20.1% (nearly 1 out of 5 of its residents), its steady outmigration, its housing vacancy rate of over 30%, and its health disparities, Washington County has a highly vulnerable population of unemployed and impoverished residents. Down East Community Hospital in Machias, lies in the poorest county, which is beset with the most extreme health disparities and which contains a substantial population of Native Americans. Washington County includes 4.4% Native Americans (1,430) who correspond to Passamaquoddy Tribal members concentrated on two reservations. Educational achievement as indexed by percent of baccalaureate -level college graduates in the 2000 Census was relatively low for Washington Counties at 15%, and for Native Americans, 10%, which was less than 40% of the U.S. rate.

Washington County rates are elevated over U.S. rates for the following indicators: diabetes—60%; asthma—13%; hypertension—21%; adult smoking—44%; adults with disability—79%; for the five counties plus two others combined in the “Western” health district used in the state analysis, the population weighted values were also elevated over U.S. levels: diabetes 8%, asthma—29%; hypertension—11%; smoking—29%; disability—78% (2005-06, Maine CDC vs. U.S. CDC BRFSS data)

The WCEEBSA will be conducting an extensive outreach campaign for both its nursing DLE Associate’s Degree Nursing Program amf its fishing and farming pilot through local print and radio media, website and e-mail notifications, flyers, Chambers of Commerce, Job Services, trade publication, the extensive College outreach networks, the Regional economic development agencies, and perhaps one of the most effective means in small communities, “word of mouth.” There will not be an income criteria for admissions, but, the CONHP has extensive loan and grant programs available for its students, along with financial aid counseling services and the fishing and farming pilot will be looking for those commercial operations that need a “hand up” and not a “hand out.” The basis for the program is to increase job opportunities, and reverse outmigration and the poverty rate, assisting the remote County to becoming more self-sufficient and the opportunity to grow. With an estimated 15-20% of Washington County’s population being either unemployed, underemployed or living in poverty, there is a great chance that a good





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number of participants will fall into these categories and result in an improved quality of life for these residents. The “trickle down effect” of this improved state will also affect existing businesses by the demand for more and improved goods and services (including healthcare) that will be purchased by those who have more income and additional job opportunities will result and the vulnerable population groups will take advantage of the opportunities afforded by the implementation of these programs.

**30. Accessibility**

Down East Community Hospital, where the CONHP will host its DLE Nursing Program is a fully accessible ADA compliant facility, and as a public healthcare facility, provides numerous types of adaptive technologies for the physically disabled as required by State and Federal Regulation. These include: handicapped ramps and accessible restroom facilities; language translation services and TTY technology.

The Washington County EESBA Program will provide adaptive technologies for participants on an as-needed basis and no one will be turned away from either the DLE Nursing Program or the fishing and farming pilot project because of a disability.

The software provided on the laptops will have built-in technology that may be implemented for the hard-of-hearing and visually impaired and the CONHP, as an arm of an accredited institute of higher education, has all technologies in place to address the needs of the disabled.

The Program will address individual needs on a case-by-case basis and will make all efforts to ensure that all potential participants are accommodated and their needs are met to successfully participate.

**31. Other Languages**

- The Washington County EESBA does not contain any provisions for multilingual training and outreach.

## **G. Project Budget**

<b>32. Project Budget</b>	
<b>Federal Grant Request</b>	\$1,429,596
<b>Total Match Amount</b>	\$445,448
<b>Total Budget</b>	\$1,875,044



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<b>Match Percent</b>	23.8%
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**33. Projects Outside Recommended Funding Range:**



**34. Sustainability:**

According to the 8-year Pro-formas for the DLE Nursing Program and the farming and fishing pilot programs of the WCEESBA, the project is financially sustainable and will contribute to the economic revival of Washington County. Whereas the program will be easily replicated to other commercial business organizations, it is believed that the success of the program will prove to be applicable to most of the 5,000+ “micro-businesses throughout Washington County. Increased productivity, cost efficiencies and access to a global market are milestones of success for the program and will prove to be easily achievable.

The most successful networks and the most creative applications of technology come from the private sector. It is a partnership between private business entities and governmental bodies that will prove the successful formula for pushing high technology networks into the most rural areas of our nation. The creative heart and soul of America has always lain with its industrial and business entrepreneurs.

Small businesses that locate in rural communities where broadband Internet services are currently deployed can use the Internet to sell products and services far beyond traditional geographical boundaries. The presence of high-speed connections permits more cost-effective and efficient processing of large volumes of transactions than can be achieved with slower dial-up services. This means that “connected” businesses can expand their markets; and as they do, these businesses can grow and add jobs. Utilizing the Council of Economic Advisor’s Guide to Job Creation Estimates based upon for each \$92,000 spent, one FTE job would be created, it is estimated that at least 24 FTE jobs per year will be created using this WCEESBA model. Job training, increasing skills and knowledge and creating new jobs is a natural and positive progression for the business community with the introduction and availability of advanced broadband communications.

Axiom Technologies, CMMC College of Nursing and Health Professions, the University of Maine at Machias, Downeast Institute for Marine Science & Education, and Sunrise County Blueberry Cooperative are demonstrating the impact and value of collaboration of the public and private sector and widely acknowledge the importance of broadband and other telecommunication infrastructure as a key component for regional economic development. The



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challenges of economic barriers, poverty, and geographical difficulties, will prove to be overcome through the development of one of the most advanced, next generation telecommunication technology in New England

<b>35. Matching Funds</b>	
<b>Applicant is providing matching funds of at least 20% towards the total eligible project costs?</b>	Yes
<b>Describe the matching contributions</b>	<p>The Washington County EESBA Project contains a Cash (\$268,386) and In-kind (\$207,123) Match from the Applicant, Sub-Recipient and Key Partners;</p> <p>Cash Match (\$257,014 – 13.7%)</p> <p>Axiom Technologies LLC</p> <p>a) Axiom Technologies LLC – Applicant</p> <p>b) Funding Amount = \$182,444 (10.27% of the total budget)</p> <p>c) Type- internal funding</p> <p>d) Use of funding: 20% of Salary &amp; Benefits for 3.65 FTE to work on Project for 2 years (\$78,054); *Existing staff will be replaced with 4 FTE personnel for duties they currently have, so the 20% paid is a direct cash match. Travel for Training, Consultation &amp; Subscriber installation (\$13,050); Supplies for Instructional Booklets (\$500); Broadband Fees for 2 years for DECH (\$9,600) and the Participants (\$76,800) Advertising (\$3,840); and Web site Design (\$600)</p> <p>e) Key financing terms and/or conditions - None</p> <p>CMMC CONHP</p> <p>a) Central Maine Medical Center College of Nursing and Health Professions – Sub-Recipient</p>





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	<p>b)Funding Amount - \$74,570 (3.9%)  c)Type – internal funding  d)Use of funding  50% of New Faculty Member DLE Instructor 2 years Salary &amp; Benefits (\$67,937);  Staff travel for training and information dissemination (\$3,000);  Medical supplies needed for program (\$400);  Educational Design Consultant (\$433); and  New Student Recruitment Advertising (\$2,800)  e)Key financing terms and/or conditions - None</p> <p>In-Kind Match (\$188,434 – 10%)</p> <p>Axiom Technologies LLC</p> <p>a)Party providing the Match – Axiom Technologies  b)Match Value &amp; Percentage - \$22,200 (0.12%)  c)Nature of In-kind Contributions;  Web Site Hosting (\$1,200); and  Grant Pre-application Expenses (\$21,000)  d)All of the in-kind match qualifies under BTOP eligible cost rules because they are necessary and direct operational expenses of applying for the grant and running the Program operations and provide training and equipment to provide broadband services and programs  e)The Contributor is the applicant</p> <p>CMMC CONHP</p> <p>a)Party providing the Match is Central Maine Community College of Nursing &amp; Health Professions  b)Match Value and Percentage - \$166,234 (8.9%)  c)Nature of In-kind Contributions:  Salaries &amp; Benefits of Existing Staff who will provide direct support to the Program (\$154,234); and  Classroom Space at DECH (listed below) (\$12,000);  d)All of the in-kind match qualifies under BTOP eligible cost rules as necessary and direct operational expenses of the program and provide</p>
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	<p>training and equipment to provide broadband services and programs</p> <p>e)The Contributor is a Sub-Recipient, but Pro-forma will show, there is very little to no profit to be made for running this DLE program but dramatic benefit to the Residents of Washington County. The Contributor is also an institution of higher learning, and as such, is considered a non-profit organization</p> <p>Down East Community Hospital – In-kind Match</p> <p>a)Party providing the in-kind Match is Down East Community Hospital</p> <p>b)Match Value and Percentage – (\$12,000) *This total is listed under the CMMC CONHP Total</p> <p>c)Nature of In-kind Contribution: Value of the classroom space at DECH to operate the DLE Nursing Degree Program. The match amount is listed in the Budget and separately under the Budget for the Sub-Recipient.</p> <p>d)The match qualifies under BTOP eligible cost rules as facility space needed to run the Program and provides space for the training and equipment storage used to provide broadband services</p> <p>e)The Contributor is a Key Partner, whose participation allows the DLE Program space to operate. The only tangible benefit the facility stands to gain from this program is that the graduates from the Program will be able to fulfill the nursing employee needs of the organization.</p>
<b>Unjust enrichment</b>	This project is not receiving and has not applied for any federal support for non-recurring costs within the area for which a ward is being sought.
<b>Disclosure of federal and/or state funding sources</b>	There is no other federal or state funding requested, received or required for the Project. The program components implemented will not require or receive Universal Service Fund funding.

**36. Budget Narrative**

<b>Budget narrative</b>	The Washington County EESBA's total budget is \$1,875.044 , (with a match of \$443,448 or 23.8%) for program staffing and implementation of the fishing and farming technology component and the Distance Learning Education Nursing Degree Program,
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	<p>Salaries and Benefits comprise over 37.6% (\$704,420) of the budget for the two programs, with Contractual for consulting services (4,800 hours total) and grant writing an administration adding another 19% (\$358,035). The programs rely heavily on staffing and support for the development and implementation and ultimately, the success, of the project. Expert consulting with reference to broadband technology and software, as well as expertise in blueberry framing and marine industry is imperative to the development and participation of the pilot.</p> <p>Travel comprises approximately 0.1% of the budget at \$19,050. Within a 2,500 square mile area, one would think that the travel costs would be much higher, but it is mostly for installation of the equipment and some training; and proves that distance is not a barrier with the proper technology and broadband services in place.</p> <p>Supplies equal only \$2,500 (.001%) and are a bare minimum for training booklet production (\$500) and consumable medical supplies (\$2,000) for the Nursing Program.</p> <p>Equipment costs for the WCEESBA totals \$317,046 for the DLE Program and is higher, as expected, than the pilot program costs of \$129,206 for a total cost of \$446,246, or 23.8% of the budget. The educational materials for the DLE are expensive, but allow the students to participate with a “hands-on” approach.</p> <p>Other With the exception of Broadband Fees (\$108,000 or 5.8%), budget items contained within the Other line item include: Website design and hosting \$1,800); Marketing and Advertising (\$11,800); Classroom space (\$12,000); and Grant research, writing and compilation in-kind (\$21,000)</p> <p>We believe that for the expected job creation and significant increase sustainable broadband adoption that the cost of the program is well worth the dividend it will pay in both the short and long term.</p>
<b>Budget reasonableness</b>	<p>The Budget was carefully prepared by CONHP President Sharon Kuhrt and Axiom CEO Susan Corbett, who have many years of experience overseeing departmental and business related financials. The cost estimates contained with the budget are based upon locale</p>



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	<p>and industry standards and real life experience.</p> <p>Axiom created a model for area businesses with similar technical challenges. It was concluded after that study that any broad scope attempt at rural economic change utilizing communications and information technology as a lever must include a significant element of training and counseling for the staff of the businesses going through the process. As such we have included extensive resources for guidance, training and counseling throughout this study. This will provide two significant benefits. First, the chance of a successful transformation of the subject business is greatly increased vs. an install-and-forget approach which places the burden of education solely upon the technology recipient. Second tracking the state and evolution of the target businesses will be much easier with an on-site presence by Axiom staff and consultants</p> <p>The CONHP has implemented several DLE sites across the State and has learned over time what is needed for a successful program and what the costs of those tools are. As a non-profit organization, CONHP is conscious of the effects of unnecessary spending and fiscal responsibility resulting in a sustainable program for its students and faculty.</p>
<b>Demonstration of need</b>	<p>As is obvious in the attached Historical Financial Statements for both the Applicant and Sub-Recipient, and the Denial for funding letter from Machias Savings Bank, it is obvious that the parties do not have the available funding and financial wherewithal to implement the WCEESBA. The Applicant and Key Partners, as well as Maine's Congressional Delegation, local legislators and various others that we have received letters of support from (contained within the Supplemental Information Section), Washington County badly needs a project of this magnitude to stimulate its economy and encourage its population (both consumers and businesses) to take advantage of the available broadband infrastructure and technology that will take them into the 21st Century, assist them in growing the local economy and compete and communicate on a worldwide basis.</p>



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States	Amount of Federal Grant Request
Maine	1,429,596

**Funds to States/Territories Total:** \$1,429,596

## H. Historical Financials

38. Matching Funds			
	2007	2008	2009
Revenue	592,473	665,275	1,040,138
Expenditures	602,062	618,455	828,048
Net Assets	460,192	419,235	447,682
Change in Net Assets from Prior Year	248,820	-40,957	28,447
Bond Rating (if applicable)	N/A	N/A	N/A

## I. Program Benefits

39. Jobs	
How many direct jobs-years will be created from this project?	24
How many indirect jobs will be created from this project?	10
How many jobs will be induced from this project?	6

### 40. Methodology used to estimate jobs:

The Applicant used the Council of Economic Advisor's Guide to Job Creation Estimates based upon for each \$92,000 spent, one FTE job would be created, as well as reasonable estimates of





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industry standards based upon the technology that will be implemented and its cost effective and efficiency benefits. Axiom Technologies will be hiring four (4) new full-time positions to replace the approximate 3.65 FTE positions that she will be devoting solely to this project. As a result of the implementation of the fishing and farming model, a minimum of 25% of the 20 participants will employ one new person each year, for a total of 10 new employees over the two years of the program. The CONHP will hire one (1) new faculty member to staff the DLE program in Machias and will use a FTE of 2.05 of existing employees to run the program, resulting in the possibility of one (1) new hire. At the end of the two year DLE program, it is expected that eight (8) students will graduate with a degree and become employed in the area.

This number is expected to be higher, as word gets out about both of the programs and the benefits of broadband subscribership, resulting in more users, increased need for employees to oversee the demand for broadband, and even increased employment with home-based businesses that will be expanding, as the technology increases efficiency and profitability. At a minimum, the program will create 20 new jobs and retain 25.7 FTE positions.

41. Adoption Metrics	
How many total new home subscribers (household accounts) to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?	5425
How many total new business and/or institutional subscribers to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?	500
How many total users of broadband in public computer centers or users of broadband outside the home (e.g., in a community college) do you expect to generate through use of BTOP funds over the entire life of the program funded?	40
What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user?	\$310.00

**42. Measuring Adoption Impact:**

As mentioned previously, Axiom's broadband coverage of Washington County is approximately 70%, or a population of approximately 22,500 less the 800 existing customers, for a total of 21,700. Based upon the White Paper: "Evolving Metrics: New Levels of Accuracy Reveal Increased Take Rates, November 2009" by Brian Webster Consulting and The Gadberry Group,



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funded, in part, through the American Reinvestment and Recovery Act (ARRA), outlining broadband adoption and “take rates,” the typical adoption rate for the US is 72% and 44% in the State of Maine. Take rates where broadband is available is actually much higher, at over 66%. Based upon a conservative 25%, we believe that with proper advertising and the proven results of the Pilot project, subscribership will skyrocket within the County and an additional 5,425 home users will have broadband within the next ten years.

There are approximately 5,000 “micro-businesses” in Washington County, including many of the smaller farmers and fisherman that will be involved in the EEBSA. As outlined within the 8-year Proforma in the Supplemental Information section, after the two-year pilot, the EESBA estimates that program participation will quadruple for fisherman (from 10 to 40 participants) and double for farmers (from 10 to 20 participants) and then increase by 20% each year thereafter. At the end of ten years, it is estimated that approximately 258 fisherman and farmers will be involved with the Program. Whereas the Program will be easily replicated for other commercial and home-based businesses, it is estimated that a minimum of 500 businesses (which include the fisherman, farmers and home-based micro-businesses) will be subscribing to broadband at the end of ten years, which is a modest 10%. It is believed to be much higher than that because of changing regulatory requirements mandating more electronic reporting and the ease and efficiency of using the technology to conduct business operations.

After the two year reporting period mandated by the BTOP program, tracking of the increase of subscribership will be extremely easy, given that the Applicant is the broadband provider.

Axiom and its Key Partners will assist in the ongoing program development and training for the proposed business subscribers and the CONHP will be tracking graduation rates and job placement, which will effectively gauge new employment.

Axiom is engaged in the business community and with organizations that track job creation, business start-ups and expansion (EMDC and SCEC). In an area so impoverished with its high unemployment and remote location, the results of successful economic development efforts are easily felt and measured. The most obvious way to measure success of the Program will be measured by increased employment (and a corresponding drop in the highest unemployment rate in the State), expansion and sustainability of existing businesses, new business start-ups and an increase in population.

<b>43. Broadband Training Programs</b>	
<b>If you intend to provide training or education, how many people in total will your program(s) reach?</b>	298





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<b>How many hours of training do you expect to provide per person on average for each participant in your training program(s), through completion of training for that individual?</b>	320
<b>How many Full time employee (FTEs) instructors or facilitators will you employ for broadband and digital literacy training purposes?</b>	5

**44. Describe their qualifications (training and experience):**

The Faculty for the DLE Instructor position is to be hired but must have the necessary qualifications to both teach the Nursing curriculum and effectively use the technology. Jane Blackwood, M.Ed., joined the Axiom Team in 2006. She oversees development and implementation of Information Technology systems in the business workplace. Jane also conducts classes at the business site, training employees in standard business software products, and offers a Business Survival Course, training individuals for entry-level business employment. Ms. Blackwood has many years experience as an educator and brings a professional teaching component to Axiom's team. Ms. Blackwood will create and oversee the course curriculum for the fishing and farming component and will teach basic computer skills. Axiom will be collaborating with University of Maine at Machias. UMM's primary responsibility will be in tracking economic data and measuring outcomes. Assistant Professor Kevin Athearn, Ph.D. will be the lead collaborator for this project. Economic measuring tools and data collection is being provided to UMM by Vital Economy, a consulting firm hired by Fairpoint Communications to assist the rural areas of New England in economic development.

Consultants to this grant will be Professor Brian Beal, Ph.D. from Downeast Institute for Applied Research & Education and Dell Emerson, retired Director of Blueberry Hill Farm, the University of Maine's Blueberry Research facility and a cooperative member of Sunrise County Blueberry Cooperative.

Axiom's Team has been extensively trained and possesses the knowledge, expertise and skills in an industry where there is no traditional formal training. Each staff member receives a minimum of four hours/week of training, often leading to technical certification.

<b>45. Equipment Affordability Programs</b>		
<b>What is the total up-front cost of this equipment?</b>	\$446,246.00	
<b>If you are providing an equipment purchase or</b>	0	Households





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<b>loan program, for how many households, businesses and/or institutions do you expect to provide equipment or computers?</b>	0	Businesses
	0	Institutions
<b>If you are employing a loan program for purchases of service or equipment, what will be the total cost to the typical customer you assist over the life of the loan, including all interest and fees?</b>	\$0.00	
<b>How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall?</b>	20	

<b>46. Broadband Awareness Programs</b>	
<b>If you are conducting an awareness campaign, how many people do you expect your campaign will reach in total per year?</b>	2500

**47. Awareness Campaign Methods:** Briefly describe the targeting, media, and messaging strategies your awareness campaign will employ.

With the assistance of Downeast Institute of Applied Marine Science & Education (DEI) and Sunrise County Blueberry Cooperative (SCBC), we will promote the Washington County Education & Employment through Sustainable Broadband Adoption (WCEESBA) project through the following methods:

- Newspaper ads
- Radio announcements
- Email notifications
- Website announcements
- Notifications through local trade organizations
- Announcements through the local Chamber of Commerce's
- Assistance from Sunrise County Economic Council (SCEC) and Eastern Maine Development Council(EMDC)

The Central Maine Medical Center College of Nursing and Health Professions (CONHP) will promote their Nursing Distance Learning Education Program through the use of its existing



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website along with college-wide e-mail notifications, nursing publications and state organizations, newspaper flyers and education and job placement services.

**48. Measuring Campaign Impact: Describe how you will measure the impact of the awareness campaign.**

The measure of success of the awareness campaign will be full class enrollment in the DLE Nursing Program at Downeast Community Hospital in Machias, full participation by the initial pilot group of ten farmers and ten fisherman and lastly, but perhaps most importantly, increased broadband subscribership of businesses, organizations, students and homeowners.

## **J. Project Readiness**

**49. Licenses and Regulatory Approvals**

There are no licenses or regulatory approvals needed for the project. Both Axiom and CMMC CONHP are fully licensed and accredited to perform the services and tasks as outlined within the project narrative.

**50. Organizational Readiness**

The CMMC SONHP has previously instituted highly successful DLE Nursing Programs in three other rural locations and has plans to expand into several others as funding becomes available. President Susan Kuhrt has the expertise, experience and institutional knowledge to ensure the success of the program, no matter where it may be located and has the tools and a proven in-place program that she has utilized at other sites that will assist in a quick and smooth transition. With the assistance of Downeast Institute of Applied Marine Science & Education (DEI) and Sunrise County Blueberry Cooperative (SCBC), we will promote the Washington County Education & Employment through Sustainable Broadband Adoption (WCEESBA) project through the usual media methods, as well as e-mail, trade journals, chambers and ED agencies etc.:

Public forums will be held to explain the program and to seek volunteers as “Subjects”.

“Subjects” will apply for the program through an application that will be reviewed by representatives Axiom, UMM, DEI, SCBC, SCEC and EMDC

Ten farmers and ten fishermen will be chosen, and a contract will be signed for the two year commitment.

The Fishermen “subjects” will be spearheaded by Dr. Brian Beal from DEI. The budget includes 4 hours of consulting time per month meeting with each “subject”. Axiom will also spend 4 hours of consulting time per month and two hours of consulting with “special consultants”



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The Farmer “subjects” will be spearheaded by Dell Emerson from SCBC. The budget includes 4 hours of his consulting time per month, Axiom will also spend 4 hours of consulting time per month and two hours of consulting time with “special consultants.”

Dr. Kevin Athearn from UMM will allocate 4 hours per subject per month through personal consulting and phone interviews with “subjects”, consultants, Project Manager, and other participants in the project and compile reports to measure project benchmarks.

An assessment of the “subject’s” computer competency and skill level will be conducted by Axiom’s Jane Blackwood, M.Ed., Director of Professional Services. Ms. Blackwood will create Individual Education Plans (IEP) for each “subject”. 80 hours are allocated for training, but actual hours for will be allocated based on competency.

UMM’s Business Students will assist in the training of “subjects”.

Axiom’s Tech Support Team will install and monitor the “subject’s” radio equipment connection and report performance of the broadband connection, in particular, the mobile subscriber units to Axiom’s CTO and Engineering Team.

Toughbook 19’s, an ultra-mobile-rugged laptop, have been chosen for participants and Axiom’s Sr. Network Engineers will configure, monitor and maintain the computer equipment for the project period.

PowerEdge R710 Remote Server that will be located at the Axiom office and its Network Engineers will configure, monitor and maintain the Remote Server.

#### **51. Project Timeline and Challenges**

Washington County Education and Employment through Sustainable Broadband Adoption  
CMMC College of Nursing and Health Professions Nursing Education  
DLE Nursing Program Project Timeline

**\*ALL QUARTERS REQUIRE PROJECT REPORTING AND DATA GATHERING**

Year 1

CONHP DLE PROGRAM  
PROGRAM

FISHING & FARMING

1st Quarter

CONHPFormalize roles, Hire  
prepare to launch  
project, RFP sent out  
equipment purchased

Announce & advertise staff, and staff  
program, recruit subjects  
hold public forums  
Design systems and install





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connectivity established

Subjects to meet with consultants

monthly laptops assigned,  
IEPs completed

2nd Quarter

Install equipment  
recruit students  
accept students

Computer training  
meetings with consultants,  
program developed  
results evaluated

3rd Quarter

Begin classes

Monthly consultant mtgs  
New program updates  
Data gathering  
Review of IEPs

4TH Quarter

Data Gathering on Program  
Ongoing classes  
Student Support

Monthly consultant mtgs  
New program updates  
Data gathering

Review of IEPs

YEAR 2

5th Quarter

Data Gathering on Program  
Ongoing classes  
Student Support

Monthly consultant mtgs  
New program updates  
Data gathering  
Review of IEPs

6th Quarter

Data Gathering on Program  
Ongoing classes  
Student Support

Monthly consultant mtgs  
New program updates  
Data gathering  
Review of IEPs

7th Quarter



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Data Gathering on Program  
Ongoing classes  
Student Support

Monthly consultant mtgs  
New program updates  
Data gathering  
Review of IEPs

8th Quarter  
Monthly consultant mtgs  
Ongoing classes  
Student Support  
Student receive degree  
Employment opportunities

New program updates  
Data gathering  
Program completion  
UMM data in report

**52. SPIN Number**

Axiom Technologies, LLC

SPIN # 143032452

## **K. Environmental Questionnaire**

**53. Does the proposed action involve the procurement of materials? If so, will the materials be installed, stored or operated in an existing building or structure? If yes, please click "Add" to include the list of equipment and peripherals to be procured.**

Yes

20 units Toughbook 19 with Windows XP Operating System, Remote PowerEdge Server R710, Polycom HDX 8004XL Video Conferencing Unit, Toshiba Video Projector, RMX 2000 Video Bridge. CMA 4000 Video Management System, SimMan 3G High Fidelity. All materials will be stored on site in an exiting building.

**54. Does the proposed action involve procurement of electronic equipment? If yes, will the equipment be disposed of in an environmentally sound manner at the end of its useful life?**

Yes

**55. Does the proposed action involve construction, remodeling, or renovation? If so, will these activities be limited to only minor interior renovations to a structure, facility, or installation? If yes, click "Add" to include a description of the proposed renovations with your project summary.**



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No

**56. Does the proposed action involve the production and/or distribution of informational materials, brochures, or newsletter?**

Yes

**57. Does the proposed action involve training, teaching, or meeting facilitation at an existing facility or structure? If yes, click "Add" to explain.**

Yes

The CONHP DLE Program will be held at the exiting Downeast Community Hospital; the training for the farmers and fisherman will be held either at the Axiom headquarters in Machias or the subject's place of business, or at another mutually determined location in an existing building or facility.

**58. Does the proposed action involve ground or surface disturbance to accommodate new fiber optic cable? If yes, please click "Add" to include a description of the extent of service upgrade, a list of the permits required, and linear footage of underground fiber optic cabling required.**

No

**59. Does the proposed action involve an upgrade of broadband service to an existing facility or structure? If yes, please include a description of the extent of service upgrade, a list of the permits required, and linear footage of underground fiber optic cabling required?**

Yes

Axiom will be providing wireless access points, a bridge unit and radio transmitter unit on the building at DECH. No permits are required for this work and both entities have the necessary regulatory licensing needed to perform these upgrades.





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## Uploads

The following pages contain the following uploads provided by the applicant:

Upload Name	File Name	Uploaded By	Uploaded Date
Management Team Resumes and Organization Chart	WCEESBA Project Management.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Sharon Kuhrt Resume.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Susan Corbett Resume.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Resume-Nelson Geel.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Jane Blackwood Blackwood.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Brian Beal CV.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Kevin Athearn 2-page CV - Jan 2009.pdf	Corbett, Susan	03/15/2010



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Management Team Resumes and Organization Chart	Dell Emerson Resume.pdf	Corbett, Susan	03/15/2010
Management Team Resumes and Organization Chart	Eric Noah Hart's Résumé.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	CONHP LetterofSupport.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	DECH Letter of Support.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	DEI Letter of Support.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	SCBC Letter of Support.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	Sunrise County Blueberry Coop Letter of Support.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	UMM Letter of Support.pdf	Corbett, Susan	03/15/2010
Government and Key Partnerships	CONHP LetterofSupport.pdf	Corbett, Susan	03/15/2010



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Historical Financial Statements	Axiom 2007 Financials.pdf	Corbett, Susan	03/15/2010
Historical Financial Statements	Axiom 2008 Financials-FINAL.pdf	Corbett, Susan	03/15/2010
Historical Financial Statements	Axiom 2009 Financials-FINAL.pdf	Corbett, Susan	03/15/2010
Historical Financial Statements	CMMCCONHP 2007 Financials.pdf	Corbett, Susan	03/15/2010
Historical Financial Statements	CMMCCONHP 2008 Financials.pdf	Corbett, Susan	03/15/2010
Historical Financial Statements	CMMCCONHP 2009 Financials.pdf	Corbett, Susan	03/15/2010
Community Anchor Institutions Detail	SBA Community Anchor Institution Form.xls	Corbett, Susan	03/15/2010
BTOP Certifications	1. SBA BTOP Certifications Attachmen-FINALt.pdf	Corbett, Susan	03/15/2010
BTOP Certifications	WCEESBA SBA BTOP Certifications Attachmen-FINALt.pdf	Corbett, Susan	03/15/2010
Detailed Budget	BTOP SBA WCEESBA	Corbett, Susan	03/15/2010





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	Project Budget Detail.xls		
SF424 A Budget	7. SBA Axiom SF 424A Form-FINAL.pdf	Corbett, Susan	03/15/2010
SF424 A Budget	Axiom WCEESBA SF 424A Form-FINAL.pdf	Corbett, Susan	03/15/2010
SF424 B Assurances - Non-Construction	Axiom WCEESBA SF 424B Form.pdf	Corbett, Susan	03/15/2010
Supplemental Information	Machias SB funding reject.pdf	Corbett, Susan	03/15/2010
Supplemental Information	conhp8 Year Proforma_1.xls	Corbett, Susan	03/15/2010
Supplemental Information	Axiom 8 Year Proforma.xls	Corbett, Susan	03/15/2010
Supplemental Information	Congressman Michaud Letter of Support.pdf	Corbett, Susan	03/15/2010
Supplemental Information	EMDC Letter of Support.pdf	Corbett, Susan	03/15/2010
Supplemental Information	MFC Letter of Support.pdf	Corbett, Susan	03/15/2010
Supplemental Information	SCEC Support Letter	Corbett, Susan	03/15/2010



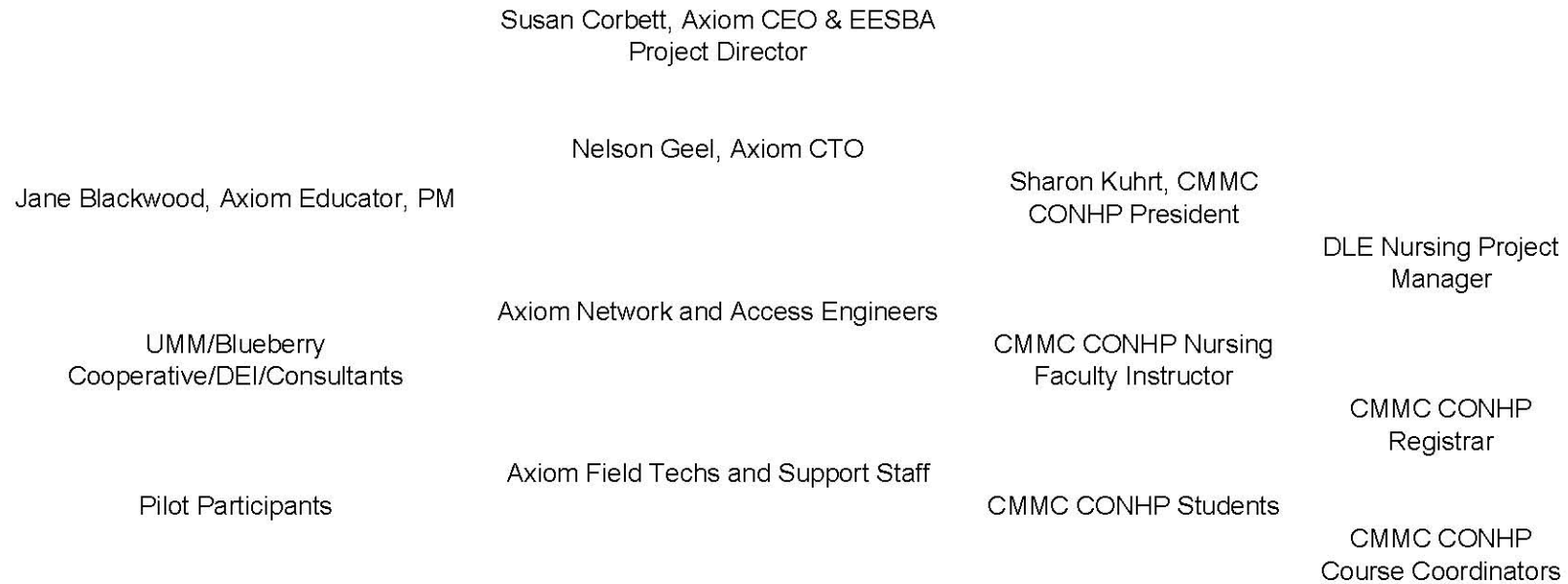
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	BTOPSBA.pdf		
Supplemental Information	Senator Collins Letter of Support.pdf	Corbett, Susan	03/15/2010
Supplemental Information	Senator Raye Letter of Support.pdf	Corbett, Susan	03/15/2010
Supplemental Information	Representative McFadden Letter of Support.pdf	Corbett, Susan	03/15/2010

Washington County Education and Employment Sustainable Broadband Adoption  
Organizational Chart

**Washington County Education and Employment through Sustainable Broadband Adoption  
Project Management Team**





## **Washington County EESBA Project Management Team**

### **Susan Corbett, CEO, Axiom Technologies**

Ms. Corbett is the Chief Executive and Chief Financial Officer of Axiom Technologies. She has been a public speaker throughout Washington County the State of Maine, and the United States, advocating for rural broadband. She is responsible for the fiscal management of Axiom, has written numerous grants for broadband development, and works closely with economic development organizations and rural organizations. Ms. Corbett has over 30 years experience in business and financial management, overseeing and managing \$750,000.00 in ConnectME grant funding since 2007. She is an entrepreneur with a dedicated vision of closing the "Digital Divide" in rural Maine. Ms. Corbett will be WCEESBA's Project Director allocating .50 FTE's to the project.

### **Sharon L. Kuhrt RN, MSN, DNPc**

Ms. Kuhrt currently serves as President of CMMC's College of Nursing and Health Professions, a position she has held since 2007 and, prior to that, as Director of the Central Maine Medical Center School of Nursing (Lewiston, ME), from 1998 to 2007. Ms. Kuhrt also served as Nurse Manager and, later, as Director of Clinical Practice of CMMC's Medical / Oncology Unit from 1992 to 2000. Ms. Kuhrt currently holds a Masters degree in Nursing from Regis University in Denver, Colorado and is enrolled in the Doctoral program in nursing at Northeastern University in Boston, MA. She has the honor of having been nominated for the NY Times Educator of the Year Award, and nominated for the Agnes E. Flaherty Leadership Award, ANA-Maine. From 2005 to the present, Ms. Kuhrt has served as a Site Visitor for the National League for Nursing Accrediting Commission, Inc. Ms. Kuhrt will be the Sub-Recipient Project Manager allocating .50 FTE's to the project.

### **Jane Blackwood, M.Ed., Axiom Technologies**

Ms. Blackwood joined the Axiom Team in 2006. She oversees development and implementation of Information Technology systems in the business workplace. Jane also conducts classes at the business site, training employees in standard business software products, and offers a Business Survival Course, training individuals for entry-level business employment. Ms. Blackwood has many years experience as an educator and brings a professional teaching component to Axiom's team. Ms. Blackwood will create and oversee the course curriculum for the fishing and farming component and will teach basic computer skills. Ms. Blackwood will be WCEESBA's Project Manager allocating 1.0 FTE's to the project.

### **Nelson Geel, CTO, Axiom Technologies**

Mr. Geel is the Chief Technical Officer and scientific leader on the project. He is the company's senior engineer and has been designing, building and managing information technology and communications systems for fifteen years.

Much of his experience was gained after the Telecommunications Act of 1996, which forced unbundling of Bell circuitry and introduced tremendous competition into the industry. This provided a great deal of exposure to experience with legacy circuit-based technologies, including digital subscriber, digital signaling and fiber optic platforms. The last five years have been spent almost exclusively on wireless technology studies and application, the result being dozens of successful projects and many new towns enjoying broadband and state of the art communications services. This blending of legacy communication technology with the advancing trend toward wireless systems results in a cross-technology skill set and experiential knowledge base unique among the states technology innovators. Mr. Geel will be WCEESBA's chief technical advisor and engineer allocating .25 FTE's to the project.

**Eric Hart, MCSE +I, Axiom Technologies**

Mr. Hart is a Network Systems Engineer, has over 15 years of IT experience, and is certified in a multitude of operating systems. His extensive technical certifications range backward to training in the Navy submarine corps and forward to include satellite and land based communications systems. He has received in depth training and now handles advanced projects involving Axioms' current wireless technologies. Mr. Hart's primary role will be integration of the wireless system and the mobile application for the "subjects". Mr. Hart will provide and develop the technical and software components of the project and will be providing in-depth training and consulting to the "subjects". He will be allocating .75 FTE's to the WCEESBA project.

**Kevin Athearn, Ph.D., University of Maine at Machias, Machias**

Assistant Professor Kevin Athearn has experience conducting survey research with businesses, farmers, and aquaculturalists. He also has completed several studies estimating economic impacts of changes in the region. Dr. Athearn will be responsible for tracking and evaluating the impact of the WCEESBA on economic benchmarks in the region.

**Brian Beal, Ph.D., Downeast Institute of Applied Marine Research & Education**

Dr. Brian Beal is the Director of Research for the Downeast Institute of Applied Marine Research & Education, is a Professor of Biology at University of Maine in Machias, teaching course studies as Introduction to Environmental Studies; Marine Biology; Population and Community Ecology; Applied Statistics; Biostatistics; Introduction to the Marine Environment; Oceanography; Introduction to Local Marine Fauna and Flora of Downeast Maine. Dr. Beal has an extensive background in the fishing industry and working with local fishermen.

**Dell Emerson, Sunrise County Blueberry Cooperative**

Mr. Emerson retired in 2003, after serving for more than twenty-five years as the Director of Blueberry Hill Farm, the University of Maine's Blueberry Research facility in Jonesboro, Maine, and a total of fifty-three years in blueberry

research. Scientists have used Blueberry Hill Farm for conducting blueberry-related research focusing on disease, weed, and insect control, pollination and honey bees, plant growth and nutrition, produce development and quality, breeding, and mechanization and harvesting. Mr. Emerson is also the owner of Wild Wescogus Blueberry Farm and Wild Blueberry Land in Columbia, Maine. He is actively involved with the Sunrise County Blueberry Cooperative, a group of a dozen small farmers in Washington County.



# Sharon L. Kuhrt

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Home



skuhrt@maine.rr.com

Work  
CMMC College of Nursing and Health Professions  
70 Middle St  
Lewiston, ME 04240  
207-795-2841  
207-753-7127

## PROFESSIONAL EXPERIENCE

- 2007 to Present  
**CENTRAL MAINE MEDICAL CENTER College of Nursing and Health Professions, Lewiston, President**  
Responsible for the daily operations and administration of the total education program of the College. Accountable to the Board of Trustees. Responsible for the development of strategic plan, budgets and development of programs.
- 2002 to Present  
**SAINT JOSEPH'S COLLEGE OF MAINE, Standish, Maine Adjunct Faculty**  
Developed current Nursing Informatics course taught on-line in the MSN program. Responsible for all aspects of teaching a graduate level course including evaluation of student work, mentoring and student interaction.
- 1998 to 2007  
**CENTRAL MAINE MEDICAL CENTER School of Nursing, Lewiston, Maine Director**  
Responsible for all operations of an accredited Associate Degree program in nursing including ensuring educational effectiveness. Performs a leadership role in faculty, student and academic affairs for a student population of 150. Responsible for financial performance, recruitment and retention of students as well as staff. Led school in successful accreditation by Maine State Board of Nursing, New England Association of Schools and Colleges and the National League for Nursing Accreditation Commission.
- 1993 to 2000  
**CENTRAL MAINE MEDICAL CENTER, Lewiston, Maine Director of Clinical Practice**  
Accountable as the Chief Nurse Executive reporting to the VP of Patient Care Services. Responsible for all aspects of nursing practice including development and maintenance of patient care standards, clinical competencies, policy and procedures, education, budgeting and financial performance for nursing and non-nursing departments. Project management of many hospital-wide initiatives from concept to implementation including management of the change process. Chair of the Nursing Leadership, Value Analysis, and Documentation Committees, member of Ethics, Medical Records, and Clinical Practice Committees as well as many other task forces as the nursing leadership representative.
- 1992 to 1993  
**Nurse Manager**  
Accountable and responsible for all aspects of a functioning Medical/Oncology Patient Care Unit in a 250 bed community hospital. Responsibilities included staffing, scheduling, recruitment, staff development and performance appraisals for up to 50 employees, maintained patient care standards, budgeting and financial considerations.
- 1989 to 1991  
**ASPEN VALLEY HOSPITAL, Aspen, Colorado Patient Care Unit Director**  
Accountable and responsible for all aspects of a functioning Patient Care and Ambulatory Surgery Units in a 50 bed community hospital in a resort setting. Responsibilities included staffing, scheduling, recruitment, staff development and performance appraisals for up to 40 employees, maintaining patient care standards, budgeting and financial considerations. Managed complex staffing pattern to fit with an extreme seasonal variation in census. Successfully managed major renovation of the inpatient nursing unit.

## EDUCATION

REGIS UNIVERSITY, Denver, Colorado

Masters of Science in Nursing

LORETTO HEIGHTS COLLEGE, Denver, Colorado

Bachelor of Science in Nursing

## **PUBLICATIONS**

Core Curriculum for Neonatal Nursing, W. B. Saunders, 1993

## **PRESENTATIONS**

October 19, 2001 4th Annual New England Rural Health RoundTable and National Health Service Corps Summit

July 29, 2004, Students Use PDA's at Point of Care, Fifteenth Annual Nurse Educators Conference in the Rockies, Breckenridge, Colorado

October 2, 2004, Taming the Personal Digital Assistant for Nursing Students and Even Faculty, National League for Nursing Education Summit 2004, Orlando, Florida

## **COURSES TAUGHT**

2002 to present, NU 501 Nursing Informatics, Saint Joseph's College of Maine, Masters in Nursing Program

2004 to 2008, Leadership Institute, developed curriculum for a 40 course leadership training program annually for Central Maine Medical Center leadership team

## **MEMBERSHIPS**

1993 to present, Organization of Maine Nurse Executives

1998 to present, National League for Nursing

1998 to present, Maine Organization of Associate Degree Nurses

1998 to present, Maine Higher Education Council

1998 to present, National Organization for Associate Degree Nursing

## **PROFESSIONAL ACTIVITIES**

1997 to present, Healthcare Action Team, member

2002-2004 Sigma Theta Tau, Kappa Zeta Chapter, Vice President

2005 to present National League for Nursing Accrediting Commission, Inc. Site Visitor

## **CERTIFICATIONS**

2003 to present Neonatal Resuscitation Instructor

## **AWARDS**

2006 Nominated N.Y. Times Educator of the Year Award

2007 Nominated Agnes E Flaherty Leadership Award, ANA-ME

## **GRANT ACTIVITY**

2001 NEC Smarter Kids Grant

2004 NEC Smarter Kids Grant

2006 USDA RUS Distance Learning Technology Grant \$185,900

**SUSAN M. COLAGIOVANNI CORBETT, CMA**



**PROFILE**

Multi-talented individual with over thirty years of health care experience, the past twenty-five in office management. A highly organized, energetic, caring individual with a deep commitment to community and economic development.

**OBJECTIVE I**

Offering Medical Practice and Billing Consultative services for sixteen years, forming a full-time company in February 1990. Morning Glory Enterprises, Inc. incorporated in January 1995 and presently has ten employees on staff. This company is also a fully, Licensed, Authorized Billing Service. Morning Glory presently has 12 employees on staff.

**OBJECTIVE II**

To bring high-speed Internet service to Washington County, to assist businesses in becoming technically proficient, and to train and place people in the work place as a result of this technology being developed in Washington County. Axiom Technologies presently has 14 employees on staff.

**COMPANIES OWNED**

**Axiom Technologies**, Machias, ME 4/05 to present

\*CEO/CFO of telecommunication company providing internet service and technical assistance to businesses and residents in rural Maine.

**Morning Glory Enterprises, Inc.**, Jonesport, ME 1/90 to present

\*Owner/Operator of Medical Billing and Practice Management Company 2/90 to present  
Providing service to 25 practices throughout New England.

**Morning Glory Seaside Inn**, Jonesport, ME 1/00 to present

\*Owner/Proprietor of Inn catering to tourists from around the world. 1/00 to present

**PROFESSIONAL EXPERIENCE**

**Medical Financial Services**, Bangor, ME 9/97 to 8/98

\*Practice Management Company offering comprehensive services to medical practices.

Director of Consulting Services

**Arnold Memorial Medical Center, PA**, Jonesport, ME 9/97 to 8/98

\*Rural Health Clinic, Family Practice

Administrator, provided leadership and supervision of daily operations and growth of this Rural Health Clinic.

**Lee Data Systems**, PA & MA 2/97 to 10/97

\*This is a regional vendor for *The Medical Manager Practice Management Software*.

Director of New England, providing consultative services, support, training and sales of *The Medical Manager*.

\*Contact Person – Scott Santelmann (781) 837-2137

**NCS Medical Services**, Natick, Ma. 2/95 to 8/96

\*This is the local vendor for *The Medical Manager Practice Management Software*. Subcontract for this organization, providing consultative services for their present clients. Also provide sales and training of *The Medical Manager*.



## Nelson Geel



### EDUCATION

1992	Diploma, General Studies	Escambia High School, Pensacola, FL
2000	Sun Solaris Admin I Certification	Sun Microsystems, Burlington, MA
2000	SQL-Server Administrator Certification	Sybase Systems, Burlington, MA
2006	Wireless Networking Certification	Trango Broadband, San Diego, CA

### WORK EXPERIENCE

- 10/04 – Prsnt **Chief Operating Officer – Axiom Technologies, LLC**
- Manage daily technical operations
  - Provide senior engineering and design service for internal and external projects
- 4/03 – 10/04 **Network Administrator – Cornerstone Communications, LLC**
- Designed and installed statewide hi-capacity data network
  - Designed and implemented retail & wholesales DSL products
- 6/02 – 4/03 **Founder/Operator – Axiom Technologies, LLC**
- Started and managed private technology consulting firm
  - Provided general IT and Telecommunications consulting for business
- 10/00 – 6/02 **Manager – Sales Engineering Group. Sovernet; Bellows Falls, VT**
- Managed five member Sales Engineering group
  - Primarily responsible for pre-sales engineering and installation of all business class services
- 8/99 – 10/00 **System Support Engineer. Davox Corporation; Westford, MA**
- Provided support for integrated computer/telephony systems
  - Was team leader for support of new product releases
- 10/98 - 08/99 **Computer Consultant/System Admin.; Coastal Computer Consulting; Machias, ME**
- Provided technology consulting services to various business/educational clients
  - Installed, configured and administered NT based office LAN, including server and multiple workstations, and integration of Unix based systems
- 10/97 - 10/98 **System Administrator. North Coast Internet; Machias, ME**
- Provided tech support for dialup subscriber base
  - Installed, configured and maintained all enterprise servers

**Jane Lamson Blackwood**



**Employment**

**September 2006-present, Director of Professional Services Axiom Technologies**

**September 2002-August 2006, Math, Science & Technology Teacher, MSAD #37**

**September 2001-May 2002 Oslo International School in Norway**

**September 1997-August 2001 Reading Specialist and Coordinator  
Maine Migrant Program**

**1994-1999 Science Teacher and Curriculum Coordinator for  
Blueberry Harvest School**

**1994-1997 Educator USDA (Marine Educator, Forestry & Salmon)**

**Education**

**Masters of Education, University of New England**

**Bachelors of Science in Education, University of Maine**

**Associate Degree in Business Technology, University of Maine**

**Community**

**Washington County: One Community Infrastructure Focus Group Member**

**Washington County: One Community Social Capital Focus Group Member  
Mighty Women**

**Recovery Support Network Board Member**

**Washington County Community College Advisory Committee**

**Washington County Leadership Institute Graduate**

**Brian Fairfield Beal**

Tel. 207-255-1314 FAX 207-255-1390 e-mail bbeal@maine.edu

**Date and Place of Birth:** 19 November 1957; Machias, Maine

**Formal Education:** 1979: B.S. in Biology; University of Maine at Machias

1983: M.S. in Marine Sciences; University of North Carolina, Chapel Hill

1994: Ph.D. in Marine Bio-Resources; University of Maine, Orono

**Pertinent Experience:**

1984-1985: Marine Project Assistant; Univ. Maine Cooperative Extension Service, Machias, Maine

1985-1986: Environmental Education Coordinator; University of Maine at Machias

1986-1994: Environmental Resources Coordinator; University of Maine at Machias

1989-1997: Assistant Professor of Marine Ecology; University of Maine at Machias

1998-2002: Associate Professor of Marine Ecology; University of Maine at Machias

1990-present: Graduate Faculty, University of Maine

1996-present: Cooperating Faculty member for the School for Marine Science at the Univ. of Maine

2002-present: Professor of Marine Ecology; University of Maine at Machias

**Fellowships/Scholarships/Awards:**

Switzer Foundation Environmental Fellow (1992-1993)

Teacher of the Year, University of Maine at Machias (2000)

Fulbright Scholarship (2000-2001), National University of Ireland, Galway (lecture/research)

Distinguished Alumnist, University of Maine at Machias (2001)

Trustee Professor, University of Maine at Machias (AY 2004-2005)

**Courses taught:** Introduction to Environmental Studies; Marine Biology; Marine Ecology; Population and Community Ecology; Algebra I; Algebra II; Pre-Calculus; Applied Statistics; Biostatistics; Introduction to the Marine Environment; Oceanography; Introduction to Mariculture; Introduction to the Local Marine Fauna and Flora of Downeast Maine

**Research Interests:** Shellfish ecology; population biology; resource management; mariculture

**Professional Organizations:** National Shellfisheries Association

**Local Organizations:** Maine Aquaculture Innovation Center (Treasurer);

Downeast Institute for Applied Marine Research & Education (Director of Research)

Cobscook Bay Resource Center (Treasurer)

**Thesis/Dissertation:**

Beal, B.F. 1983. Effects of environment, intraspecific density, predation by snapping shrimp and other consumers on the population biology of *Merrenaria merrenaria* L. near Beaufort, North Carolina. M.S. thesis, University of North Carolina, Chapel Hill. 180 p.

Beal, B.F. 1994. Biotic and abiotic factors influencing growth and survival of wild and cultured individuals of the soft-shell clam, *Mya arenaria* L., in eastern Maine. Ph.D. dissertation. Univ. ME Orono, ME 499 p.

**Pertinent Publications:**

Beal, B.F. 1983. Predation on juvenile hard clams (*Merrenaria merrenaria*) by snapping shrimp (*Alpheus heterochaelis* and *A. normanni*). J. Shellfish Res. 3:1-9.

Beal, B.F. 2002. Adding value to live, commercial size soft-shell clams (*Mya arenaria* L.) in Maine, USA: Results from repeated, small-scale, field impoundment trials. Aquaculture 210:119-135.

Beal, B.F. 2005. Soft-shell clam, *Mya arenaria*, mariculture in Maine, USA: opportunities and challenges. Bulletin of the Aquaculture Association of Canada. Special Publication No. 9:41-44.

Beal, B.F. 2006. Relative importance of predation and intraspecific competition in regulating growth and survival of juveniles of the soft-shell clam, *Mya arenaria* L., at several spatial scales. J. Exp. Mar.



**Curriculum Vitae**  
**Kevin R. Athearn, Ph.D.**

*Office Address:*

25 Kimball Hall  
University of Maine at Machias  
Machias, ME 04654  
Tel. (207) 255-1216  
E-mail: [kathearn@maine.edu](mailto:kathearn@maine.edu)

*Home Address:*



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**EDUCATION**

Ph.D. Food and Resource Economics, University of Florida (2004)  
M.A. Latin American Studies, University of Florida (1999)  
B.A. International Relations, Ursinus College, Collegeville, PA (1991)

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**ACADEMIC POSITIONS**

Assistant Professor of Natural Resource Economics (Fall 2004 to present)  
University of Maine at Machias, Machias, ME  
Pre-doctoral Fellow (1999-2003)  
Food and Resource Economics Department, University of Florida, Gainesville, FL  
Graduate Assistant (1997-1999)  
Center for Latin American Studies, University of Florida, Gainesville, FL

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**SELECTED SCHOLARLY WORKS**

Athearn, K.R. 2009. "Economic Impact of the University of Maine at Machias on Washington County." Report prepared for the University of Maine at Machias.  
Athearn, K.R. and C. Bartlett. 2008. "Saltwater fishing in Cobscook Bay: Angler profile and economic impact." *Marine Research in Focus* November 2008/vol. 6.  
Athearn, K.R. and C. Bartlett. 2008. "Economic Impact and Profile of Marine Recreational Fishing in Cobscook Bay Maine." Report prepared for the Center for Tourism Research & Outreach. Available at [http://www.umm.maine.edu/assets/docs/appliedResearch/mrfs\\_final\\_report.pdf](http://www.umm.maine.edu/assets/docs/appliedResearch/mrfs_final_report.pdf)  
Athearn, K.R. 2008. "Economic Losses from Closure of Shellfish Harvesting Areas in Maine." Report prepared for the Davis Conservation Foundation. Available at [http://www.umm.maine.edu/assets/docs/appliedResearch/eco\\_losses\\_shellfish\\_jan08.pdf](http://www.umm.maine.edu/assets/docs/appliedResearch/eco_losses_shellfish_jan08.pdf)  
Athearn, K.R. 2008. "Economic Impact of Maine's Shellfish Industry." Report prepared for the Davis Conservation Foundation. Available at [http://www.umm.maine.edu/assets/docs/appliedResearch/eco\\_impact\\_shellfish\\_final\\_jan08.pdf](http://www.umm.maine.edu/assets/docs/appliedResearch/eco_impact_shellfish_final_jan08.pdf)  
Athearn, K.R. 2005. "Cobscook Sea Scallops: The Fishery and Markets." Report prepared for the Cobscook Bay Resource Center. Available at <http://www.umm.maine.edu/doc/CobscookScallopReport.pdf>  
Athearn, K.R. and B.F. Beal. "Profitability and Risk Associated with Impounding Soft-Shell Clams in Downeast Maine." Selected Poster presented at the Annual Meeting of the American Agricultural Economics Association, Providence, RI. July 2005.  
Athearn, K.R. "Efficacy of Environmental Labeling: An Economic Analysis with Two Examples from Florida Agriculture." Ph.D. Dissertation. University of Florida. 2004.

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**COMMUNITY OUTREACH POSITIONS**

Member of the Board of Directors. Downeast Institute for Applied Marine Research & Education. Beals, ME (April 2008 to present)  
Member of the Board of Directors. Cobscook Bay Resource Center, Eastport, ME. (January 2007 to present)  
UMM Representative on the Down East Resource Conservation and Development (RC&D) Council, Cherryfield, ME. (February 2006 to present)  
Maine Tourism Fellow with the Center for Tourism Research and Outreach (CentRO). Orono, ME. (September 2005 to present)

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**Dell Emerson, Proprietor**



***Dell Emerson, Sunrise County Blueberry Cooperative***

Mr. Emerson retired in 2003, after serving for more than twenty-five years as the Director of Blueberry Hill Farm, the University of Maine's Blueberry Research facility in Jonesboro, Maine, and a total of fifty-three years in blueberry research. Scientists have used Blueberry Hill Farm for conducting blueberry-related research focusing on disease, weed, and insect control, pollination and honey bees, plant growth and nutrition, produce development and quality, breeding, and mechanization and harvesting. Mr. Emerson is also the owner of Wild Wescogus Blueberry Farm and Wild Blueberry Land in Columbia, Maine. He is actively involved with the Sunrise County Blueberry Cooperative, a group of a dozen small farmers in Washington County.

# Eric Noah Hart

## Education

1983 – 1986 University of Maryland - Giessen, Germany - 1986 – Bachelors of Science – Computer Science  
1993 – 1997 Florida Atlantic University – Ft. Lauderdale, Florida - 1997 – Bachelors of Science – Child Psychology

## Professional experience

04/2007 through present - Axiom Technologies Inc. – Machias, ME - Network Engineer

Axiom is a wireless internet service provider. I installed clients onto our vast wireless network using numerous different wireless technologies, from unlicensed 802.11x, to licensed WiMax equipment. I custom built some of the companies newer access points for what they would be used for. Maintenance and upkeep of internal business network consisting of numerous Server 2003, SBS 2003, Exchange Server, Multiple SQL servers, DNS Servers, and everything related to the companies business network and Wireless ISP network. Installed new computers onto the domain, troubleshoot problems with company computers, as well as performing bench work on customer computers that were brought into the office.

2/2003 through 10/2006

Self-Employed: Contracted through local businesses to keep their computers and networks running efficiently and troubleshooting and repairing problems on computers as they arise. Clients include but are not limited to commercial printing offices, Law firms, Doctor's offices, and more. (References available)

1/1999 through 1/2003 - Northern Technology Group - Soldotna, AK - Senior Networking Specialist

I was in charge of training other employees in apprentice positions, supporting clients, in house computers and networks consisting of stand alone workstations, pier to pier, and server based networks. Configure Cisco 1xxx series and 2xxx Routers. I taught miscellaneous classes to employees/clients in our classroom. Come up with new ideas to enlarge and serve our client base, and bring in revenue. Write custom curriculum for training clients how to use Palm handhelds when no curriculum was available. For the first year, when business was slow, I did payroll for some of the larger companies in Alaska as the firm was owned by an accounting firm.

7/1995 through 9/1998 - NETSchools Corporation - Santa Clara, CA - Networking Technical Specialist

I designed large and small district wide networks for numerous school systems around the nation using the NETSchools system. In charge of making sure contractors were doing everything by code, and per contract in wiring the infrastructure for said system. Build, install and configure server farms. Design and implement infrared applications for the Palm OS for student control. Give telephone support to other specialists in other parts of the country on their server installs and maintenance.

**Patents and publications:** I designed and wrote a 90 page curriculum to train people on how to use and get the most out of their Palm/Palm compatible handheld. My publication was the first curriculum available worldwide for the Palm Operating System.

## Additional professional activities, groups and organizations:

From 1/99 through 12/2002 I was the voice of "Eric the Geek" on KSRM's morning show to share my knowledge with people that were less technologically inclined. People called in with their computer questions, and then they were answered live on the air.

Rotary International: 8/1998 through 12/2002 - Was an active member of Rotary International - A worldwide organization of business and professional leaders that provides humanitarian service, encourages high ethical standards in all vocations, and helps build goodwill and peace in the world.

Mensa International: 6/1987 through Present - An organization/society that is non-political and free from all racial or religious distinctions. The society welcomes people from every walk of life whose IQ is in the top 2% of the population, with the objective of enjoying each other's company and participating in a wide range of social and cultural activities. The main objective of Mensa is to: identify and foster human intelligence for the benefit of humanity, encourage research in the nature, characteristics, and uses of intelligence, and to provide a stimulating intellectual and social environment for members. IQ Scores: Wechsler WAIS 177, Otis-Gamma 181, Cattell 198.

**Objective:** To find a company where I can use my extensive experience and knowledge to help further productivity, while also expanding my current abilities. I currently hold many industry certifications including numerous MCSE's, MCSA, MCDST, CCEA, A+, Network+, MOS, MMCP, and want to continue in bringing my certifications further.

## Volunteer experience:

I created, organized and participated in the Alaska 600 MS Bike Tour for the purpose of raising money for local individuals afflicted with Multiple Sclerosis.

I also used my expertise to assist many non-profit organizations in their quest for computer hardware and software with the opportunity to receive them at little or no cost directly from the manufacturers.

**Awards received:** In December of 2002, I received a Key to the City of Soldotna, Alaska from Mayor David Carey, for the service and dedication that I voluntarily gave to the community.

## Professional Certifications:

Microsoft Certified Systems Engineer (MCSE Windows Server 2003) Specialty in Security

Microsoft Certified Systems Engineer +Internet (MCSE +Internet)

Microsoft Certified Systems Engineer (MCSE Windows 2000)

Microsoft Certified Systems Administrator (MCSA)

Microsoft Certified Desktop Support Technician (MCDST)

Microsoft Office Specialist (MOS)

Allworx Certification (SIP/IP Phone Systems)

CompTIA A+

CompTIA Network+

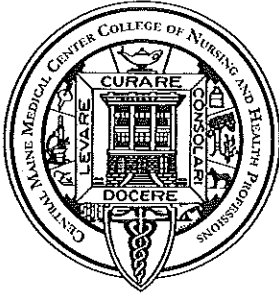
Macromedia Certified Professional (MMCP)

Citrix Certified Enterprise Administrator (CCEA)

I am Garmin Certified Marine and Aviation Installer, though I am not currently insured for Aviation installations.

I am certified by CEA as a Silver level MECP for automotive electronics installation.





# CENTRAL MAINE MEDICAL CENTER

## COLLEGE OF NURSING AND HEALTH PROFESSIONS

70 MIDDLE STREET • LEWISTON, ME 04240  
(207) 795-2840

March 12, 2010

Broadband Technology Opportunity Program  
National Telecommunications & Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4887  
Washington, DC 20230

Regarding:  
Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA:

Central Maine Medical Center College of Nursing and Health Professions (CONHP) is proud to be a Key Partner and Sub-Recipient in the Washington County Education and Employment through Sustainable Broadband Adoption's Grant Application and pledges commitment to the success of the project.

The College has been providing its Associate Degree Nursing Program using Distance Learning through videoconferencing at three rural sites in Maine with great success for the past 9 years. This project would allow the College to provide the citizens of Washington County, Maine the opportunity to become a Registered Nurse, and join the only growing workforce sector in Maine, while helping to address the severe unemployment and poverty issues within the County.

The CONHP's match commitment to the project over the two-year period is a total of \$240,804, which represents a 28% match, and consists of the following: in-kind expenses of \$166,234 for existing staff salary and benefits (\$154,234) who will provide their expertise and leadership to implement the program, as well as donated classroom space (\$12,000); and a cash match of \$74,570 for partial cost of the new faculty member, and other direct expenses related to the Program Staff hour for the two years is expected to exceed 6,448 through program end of the pilot period. The budget has been carefully formulated to ensure the success and sustainability of the program.

The College will commit to providing the nursing education program delivered via videoconferencing to Washington County with Down East Community Hospital as the remote site. Eight students will be enrolled in the program initially, with slots opening every two years for the same amount of students, with further programmatic expansion possibilities at a later date. The CONHP will have full responsibility for program operations, financial management and Federal reporting and other requirements throughout implementation.

We look forward to working with both our partner, Axiom Technologies and our collaborator, Down East Community Hospital to be able to deliver quality nursing education and increase the nursing workforce in this community, resulting in a badly needed economic boost to the local economy.

Sincerely,

Sharon Kuhrt, President



Down East  
Community  
Hospital

*Quality Healthcare Close to Home*

11 Hospital Drive • Machias ME 04654 207.255.3356 • [www.dech.org](http://www.dech.org)

March 10, 2010

Broadband Technology Opportunity Program  
National Telecommunications & Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230

Regarding:

Washington County Education and Employment through Sustainable Broadband Adoption

Funding Opportunity Number: 0660-ZA28

CFDA Number: 11.557

CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA:

Down East Community Hospital is writing to express its strong support of Axiom Technologies' BTOP Sustainable Broadband Adoption Grant application.

Down East Community Hospital (DECH) is a collaborator in this project and will be providing the space on our campus for the Central Maine Nursing Service Distance Learning Telemedicine program. This in-kind donation has a value of \$6,000.00 per year.

Presently, our hospital has five agency nurses filling permanent positions that are essential to our operation. At times we have had as many as 12 nurses to fill these functions at a cost that is 50% higher than if they were filled by full-time, local individuals. This training program provides local access for people who could attend this program without leaving home and without giving up their present employment. It is well-known that the nursing workforce is aging more rapidly than ever and that young people who enter nursing schools are not keeping up with the demand. This program could help to reverse that trend in our area and providing jobs for local people that significantly exceeds the average income for the communities we serve.

The Washington County Education and Employment Sustainable Broadband Adoption project reaches across traditional economic boundaries to stabilize the county's economy. The project is an innovative blending of technology with the region's natural resource-based industries. In addition, Axiom has brought together an impressive team of collaborators which will ensure the success of the project; University of Maine at Machias, Downeast Institute for Applied Marine Research & Education, Sunrise County Blueberry Cooperative, Central Maine Nursing Service and Down East Community Hospital.

DECH supports Axiom's initiative. It is a thorough, thoughtful and transformational project which will give Washington County a positive step toward economic development, job creation and sustainability.

Sincerely,

Douglas T. Jones, FACHE  
President/CEO

**DOWNEAST INSTITUTE**  
**For Applied Marine Research and Education**  
Black Duck Cove on Great Wass Island  
P.O. Box 83, Beals, ME 04611-0083

3 August 2009

Broadband Technology Opportunity Program  
U.S. Department of Commerce  
National Telecommunications and Information Administration  
1401 Constitution Ave.; HCHB, Room 4812  
Washington, DC 20230

Regarding:   Axiom Technologies BTOP Sustainable Broadband Adoption Grant Application  
Funding Opportunity Number: 0660-ZA28; CFDA Number: 11.557; CFDA Title:  
BTOP

To Whom It May Concern:

This letter is to confirm support for Axiom Technologies Sustainable Broadband Adoption Grant, and collaboration with Axiom Technologies to help develop an education and training program for fishermen to use advanced communication technology to help interpret spatial and temporal trends in their commercial harvests. Often, fishermen have an excellent “feel” for where they catch the most or when the animals they harvest are in greatest abundance. We will work to combine their fundamental knowledge of their industry (lobsters, quahogs, scallops, urchins), with real-time data that can be entered on their vessels and then downloaded in the comfort of their homes to help interpret trends in their catch. This may have the effect to increase efficiency, lower the amount of gear a particular fishermen uses, and increase their catch.

The Downeast Institute is a 501(c)(3) non-profit organization that is administered by a 12-member board of directors. We look forward to a strong and long-lasting working relationship with Axiom Technologies.

Sincerely,



Brian F. Beal,  
Director of Research

**The mission of the Downeast Institute for Applied Marine Research and Education is to improve the quality of life for the people of downeast and coastal Maine through applied marine research, technology transfer, and public marine resource education.**



Sunrise County Blueberry Cooperative  
Wild Wescogus Berries  
Dell Emerson, Proprietor  
282 Indian River Rd.  
Addison, ME 04606  
(207) 483-3884

March 10, 2010

Broadband Technology Opportunity Program National Telecommunications and  
Information Administration U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230

Regarding:

Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA Committee,

As the Director of Sunrise County Blueberry Cooperative, I would like to confirm organization's support for Axiom Technologies Washington County Education and Employment Sustainable Broadband Adoption project.

Sunrise County Blueberry Cooperative will work closely with Axiom Technologies and the University of Maine at Machias to develop a technological education and training program for blueberry farmers. The use of advanced communication technology will assist farmers in submitting reports for State and Federal agencies, gather information for trade organizations and track information for the farmer's business growth and development.

The USDA in 2008 began a program called "GAP/GHP", Good Agricultural Practices/Good Handling Practices. This program is intended to assess a participant's efforts to minimize the risk of contamination of fresh fruits, vegetables, nuts and miscellaneous commodities by microbial pathogens based on the U.S. Food and Drug Administration guidelines. The program will be implemented and required by all farmers, and providing technological tools and training to small farmers will be a necessity. This opportunity represents a significant opportunity to modernize our food oversight system and enable our small farm members (growers and producers) to compete in a global market with larger industrial farms. Giving additional support to small family farms is an important step in ensuring that the foods Americans eat are safe and have the oversight they deserve.

We hope that NTIA will strongly consider Axiom's grant application. Thank you for your consideration.

Sincerely,

Dell Emerson

**Wild Wescogus Berries  
Dell Emerson, Proprietor  
282 Indian River Rd.  
Addison, ME 04606  
(207) 483-3884**

August 10, 2009

NTIA

Broadband Technology Opportunity Program National Telecommunications and  
Information Administration U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230

Regarding:

Axiom Technologies BTOP Sustainable Broadband Adoption Grant Application:  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: BTOP

Dear NTIA Committee,

As the Director of Sunrise County Blueberry Cooperative, I would like to confirm our organization's support for Axiom Technologies Washington County WiMAX Project. Sunrise County Blueberry Cooperative will work closely with Axiom Technologies and the University of Maine at Machias to develop a technological education and training program for blueberry farmers. The use of advanced communication technology will assist farmers in submitting reports for State and Federal agencies, gather information for trade organizations and track information for the farmer's business growth and development.

The USDA in 2008 began a program called "GAP/GHP", Good Agricultural Practices/Good Handling Practices. This program is intended to assess a participant's efforts to minimize the risk of contamination of fresh fruits, vegetables, nuts and miscellaneous commodities by microbial pathogens based on the U.S. Food and Drug Administration guidelines. The program will be implemented and required by all farmers, and providing technological tools and training to small farmers will be a necessity.

We hope that NTIA will strongly consider Axiom's grant application. Thank you for your consideration.

Sincerely,



Dell Emerson



THE UNIVERSITY OF MAINE AT  
**MACHIAS**  
*Naturally!*

Office of Academic Affairs  
9 O'Brien Avenue  
Machias, Maine 04654  
207-255-1342  
Fax: 207-255-1419  
mondvill@maine.edu

March 11, 2010

NTIA

Broadband Technology Opportunity Program National Telecommunications and  
Information Administration U.S. Department of Commerce  
1401 Constitution Ave.  
Room 4812  
Washington, DC 20230

Regarding:

Washington County Education and Employment through Sustainable Broadband  
Adoption

Funding Opportunity Number: 0660-ZA28

CFDA Number: 11.557

CFDA Title: Recovery Act - Broadband Technology Opportunity Program

To Whom It May Concern:

The University of Maine at Machias is pleased to support the Washington County  
Education and Employment Sustainable Broadband Adoption. This project would make  
an important contribution toward economic development of this region.

This letter confirms that the University agrees to collaborate with Axiom Technologies  
as described in their BTOP proposal. In particular, the University of Maine at Machias  
will be responsible for working with Axiom Technologies, Downeast Institute of Applied  
Marine Research & Education, Sunrise County Blueberry Cooperative and Downeast  
Community Hospital to track data on technology adoption, survey adopters, and estimate  
economic impacts of the project.

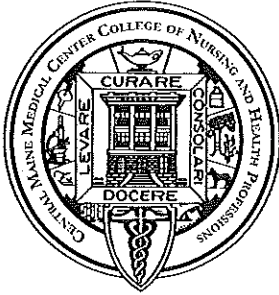
The primary collaborator contact for the Washington County Education and Employment  
Sustainable Broadband Adoption will be Kevin Athearn, Ph.D., University of Maine at  
Machias.

Sincerely,

Stuart Swain

Provost and Vice President for Academic Affairs





# CENTRAL MAINE MEDICAL CENTER

## COLLEGE OF NURSING AND HEALTH PROFESSIONS

70 MIDDLE STREET • LEWISTON, ME 04240  
(207) 795-2840

March 12, 2010

Broadband Technology Opportunity Program  
National Telecommunications & Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4887  
Washington, DC 20230

Regarding:  
Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA:

Central Maine Medical Center College of Nursing and Health Professions (CONHP) is proud to be a Key Partner and Sub-Recipient in the Washington County Education and Employment through Sustainable Broadband Adoption's Grant Application and pledges commitment to the success of the project.

The College has been providing its Associate Degree Nursing Program using Distance Learning through videoconferencing at three rural sites in Maine with great success for the past 9 years. This project would allow the College to provide the citizens of Washington County, Maine the opportunity to become a Registered Nurse, and join the only growing workforce sector in Maine, while helping to address the severe unemployment and poverty issues within the County.

The CONHP's match commitment to the project over the two-year period is a total of \$240,804, which represents a 28% match, and consists of the following: in-kind expenses of \$166,234 for existing staff salary and benefits (\$154,234) who will provide their expertise and leadership to implement the program, as well as donated classroom space (\$12,000); and a cash match of \$74,570 for partial cost of the new faculty member, and other direct expenses related to the Program Staff hour for the two years is expected to exceed 6,448 through program end of the pilot period. The budget has been carefully formulated to ensure the success and sustainability of the program.

The College will commit to providing the nursing education program delivered via videoconferencing to Washington County with Down East Community Hospital as the remote site. Eight students will be enrolled in the program initially, with slots opening every two years for the same amount of students, with further programmatic expansion possibilities at a later date. The CONHP will have full responsibility for program operations, financial management and Federal reporting and other requirements throughout implementation.

We look forward to working with both our partner, Axiom Technologies and our collaborator, Down East Community Hospital to be able to deliver quality nursing education and increase the nursing workforce in this community, resulting in a badly needed economic boost to the local economy.

Sincerely,

Sharon Kuhrt, President

## **BTOP Sustainable Broadband Adoption Community Anchor Institution Detail Template**

Please complete the Anchor Institution Details worksheet by providing information on Community Anchor Institutions that will be directly involved in or benefit from the project. Add rows as necessary. All community anchor institutions should be given a specified list. A Community Anchor Institution is considered a minority-serving institution post-secondary educational institution with enrollment of minority students exceeding 50% of its total enrollment. The "Role" column only requires a word or two, or a short phrase detailed explanation. A detailed explanation of the role of project partners and community institutions should be provided in the essay portions of the application.

**The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this attachment as an Excel file, and not to convert it to PDF. When submitting a copy of their application on an appropriate electronic medium, such as CD-ROM, or flash drive. Additionally, applicants should not modify the format of the**

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BTOP SBA Community Anchor Institutions Detail Template

Title: Washington County Education and Employment Sustainable Broadband Adoption

Easy Grants ID:

Facility Name	Organization	Address Line 1	City	State	Zip	Facility Type	Minority Serving Institution Type	Project Role
Central Maine Medical Center College of Nursing and Health Profession	Central Maine Medical Center College of Nursing and Health Profession	70 Middle St	Lewiston	ME	04240	Other Institution of Higher Education	N/A	Sub-Recipient
Down East Commity Hospital	Down East Community Hospital	11 Hospital Drive	Machias	ME	04654	Medical or Healthcare Provider	N/A	Key Partner, in-kind match
University of Maine at Machias	University of Maine at Machias	9 O'Brien Avenue	Machias	ME	04654	Other Institution of Higher Education	N/A	Collaborator, Consultant
Sunrise County Blueberry Cooperative	Sunrise County Blueberry Cooperative	282 Indian River Road	Addison	ME	04606	Other Community Support Organization	N/A	Collaborator/Consultant
Downeast Institute for Applied Marine Research and Education	Downeast Institute for Applied Marine Research and Education	Black Duck Cove on Great Wass Island, PO Box 83	Belas	ME	04611	Other Community Support Organization	N/A	Collaborator/Consultant

## **BTOP Public Computer Center and Sustainable Broadband Detailed Budget**

Please complete the Detailed Budget, breaking out individual line items under each category heading (add rows to each section as necessary to accommodate your line items). Please ensure that line item total columns in the "General" and "Detail" sections are equal for each line item (a cell with a yellow highlight indicates an inconsistency). Also, you may utilize the provided space for additional notes, if desired (there is also a Budget Narrative question in the application in which you will provide narrative detail on this budget).

Specifics needed for each cost category line item:

**Personnel:** For each position, list the number of positions, the location or geography of position, the job/task responsibilities for the position, the annual salary, and the percent of time a person filling the position will spend working on the proposed BTOP project. For lines with more than one position, the Quarters Employed field should represent number of quarters per person (*e.g.*, for two employees each working for one year, Quarters Employed should be 4 rather than 8).

**Fringe:** For each position, note the number of positions, the annual salary, the percent of time a person filling this position will spend working on the proposed BTOP project, and the fringe rate applied to the position. For lines with more than one position, the Quarters Employed field should represent number of quarters per person (*e.g.* for two employees each working for one year, Quarters Employed should be 4 rather than 8).

**Equipment:** List all equipment units required for the project and provide program purpose. For each line item, note the number of units and the unit cost. The multiple of these two factors will yield the total for that line item. For example, an Applicant planning to buy 100 laptops at \$500/laptop would have a total line item cost of \$50,000. Again, although unit costs may include cents, once multiplied by the number of units, the result must be rounded to the nearest whole dollar. Clearly separate Applicant equipment and user equipment, as indicated in the detailed budget template. When providing the unit cost indicate whether the unit cost has been impacted by a discount and for software equipment list specific package names.

**Travel:** For each trip list the program purpose of the trip, destination city and the number of people traveling. For each line item (*e.g.*, trip), note the number of trips and the cost per trip. The multiple of these two factors will yield the total for that line item. For example, if the Applicant was

of these two factors will yield the total for that line item. For example, if the Applicant was accounting for 10 trips at \$25 per trip, the total cost would be \$250. The cost per trip should be justified on its own, *not* derived by dividing the line item total by the number of trips. Such a calculation will prompt further inquiry from the reviewers about justification for the trip cost. Rather, the *total* trip cost should be derived from the number of trips *times* the justifiable cost per trip.

**Supplies:** Separate supplies by item type, describing the program purpose or use. For each line item, note the number of units and the unit costs. The multiple of these two factors will yield the total for that line item. For example, an Applicant planning to buy 20 boxes of printer paper at \$30/box would have a total line item cost of \$600. Again, although unit costs may include cents, once multiplied by the number of units, the result must be rounded to the nearest whole dollar.

**Other:** Separate item types; for awareness program cost items, such as ads, separate ad types (TV, radio, newspaper, etc) and include geography in which they will run.

**Contractual:** For each line item, identify the contractor and note the number of contracted hours of service and hourly rate, if applicable. For example, an Applicant planning to hire a technology consultant for 100 hours at a rate of \$40/hour would have a total line item cost of \$4,000.

**Indirect:** Provide the indirect rate and basis used. In the space provided at the bottom of the page briefly explain the calculation used to derive the indirect costs (including the indirect rate and what is included in the basis). If a negotiated indirect cost rate agreement exists and is being used, please identify the cognizant agency.

The category subtotals for this Detailed Budget should correspond to the data provided in your SF-424A, and both the SF-424 budget and this Detailed Budget should match the Federal Grant Request and Total Match Amount provided on the Project Budget page of the application. Please review both budget attachments, the budget narrative in the application, and the Project Budget page for consistency before submitting the application. If you are submitting a PCC project with an SF-424C instead of an SF-424A, the sections of this Detailed Budget will not align directly with categories of the SF-424C, but you should complete this Detailed Budget, allocating costs to the appropriate cost categories.

**The data provided via this template will be subject to automated processing. Applicants are therefore required to provide this attachment as an Excel file, and not to convert it to a PDF prior to submitting a copy of their application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. Additionally, applicants should not modify the format of this file.**





**BTOP Public Computer Center and Sustainable Broadband Adoption  
Detailed Budget Template**

Easy Grants ID:

Applicant:

Project Title:

<b>SF-424A Object Class Category</b>	<b>General</b>	<b>Detail</b>							
<b>a. Personnel - List position, number of staff, annual salaries, % time spent on project</b>	<b>Position</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># of Positions</b>	<b>Salary</b>	<b>% Time Spent on Project</b>	<b>Quarters Employed</b>	<b>Total</b>
Susan Corbett	Project Director	\$56,000.00	\$14,000.00	\$70,000.00	1	\$70,000.00	50%	8.00	\$70,000.00
Nelson Geel	CTO	\$28,000.00	\$7,000.00	\$35,000.00	1	\$70,000.00	25%	8.00	\$35,000.00
Jane Blackwood	Professional Services Director/Educator/Project Manager	\$64,000.00	\$16,000.00	\$80,000.00	1	\$40,000.00	100%	8.00	\$80,000.00
Eric Hart	Senior Network Engineer	\$42,000.00	\$10,500.00	\$52,500.00	1	\$35,000.00	75%	8.00	\$52,500.00
Kim Emerson	Senior Network Engineer	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Bernard Seeley	Senior Field Technician	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Jeremy Manning	Access Point Engineer	\$12,000.00	\$3,000.00	\$15,000.00	1	\$30,000.00	25%	8.00	\$15,000.00
Ian Sawyer	Bench Repair/Tech Support	\$4,000.00	\$1,000.00	\$5,000.00	1	\$25,000.00	10%	8.00	\$5,000.00
Eric Johnson	Tech Support	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Ina Beal	Billing Specialist	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Gene Gray	Tech Support/Purchasing Agent	\$4,800.00	\$1,200.00	\$6,000.00	1	\$30,000.00	10%	8.00	\$6,000.00
Sharon Kuhrt	Sub-Applicant Project Manager	\$60,000.00	\$0.00	\$60,000.00	1	\$120,000.00	25%	8.00	\$60,000.00
Susan Baltrus	Project Manager	\$45,000.00	\$45,000.00	\$90,000.00	1	\$90,000.00	50%	8.00	\$90,000.00
Kathy Jacques	Registrar	\$8,000.00	\$8,000.00	\$16,000.00	1	\$40,000.00	20%	8.00	\$16,000.00
Keith Bourgault	Financial Aid	\$12,000.00	\$12,000.00	\$24,000.00	1	\$120,000.00	10%	8.00	\$24,000.00
Anita Hakala	Course Coordinator Freshmen	\$11,500.00	\$11,500.00	\$23,000.00	1	\$57,500.00	20%	8.00	\$23,000.00
Peter Miller	Course Coordinator Senior	\$12,500.00	\$12,500.00	\$25,000.00	1	\$62,500.00	20%	8.00	\$25,000.00
Faculty	Faculty	\$62,400.00	\$62,400.00	\$124,800.00	1	\$124,800.00	50%	8.00	\$124,800.00
Clerical	Clerical	\$7,800.00	\$7,800.00	\$15,600.00	1	\$31,200.00	25%	8.00	\$15,600.00
Technology Tech	Technology Tech	\$9,360.00	\$9,360.00	\$18,720.00	1	\$37,440.00	25%	8.00	\$18,720.00
<b>Subtotal</b>		<b>\$474,400.00</b>	<b>\$230,020.00</b>	<b>\$704,420.00</b>					

<b>b. Fringe Benefits - Include salaries and fringe rate.</b>	<b>Position</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># of Positions</b>	<b>Salary</b>	<b>% Time Spent on Project</b>	<b>Quarters Employed</b>	<b>Fringe Rate</b>	<b>Total</b>
Susan Corbett	Project Director	\$15,120.00	\$3,780.00	\$18,900.00	1	\$70,000.00	50%	8.00	27.00%	\$18,900.00
Nelson Geel	CTO	\$7,560.00	\$1,890.00	\$9,450.00	1	\$70,000.00	25%	8.00	27.00%	\$9,450.00
Jane Blackwood	Professional Services Director/Educator/Project Manager	\$17,280.00	\$4,320.00	\$21,600.00	1	\$40,000.00	100%	8.00	27.00%	\$21,600.00
Eric Hart	Senior Network Engineer	\$11,340.00	\$2,835.00	\$14,175.00	1	\$35,000.00	75%	8.00	27.00%	\$14,175.00
Kim Emerson	Senior Network Engineer	\$3,780.00	\$945.00	\$4,725.00	1	\$35,000.00	25%	8.00	27.00%	\$4,725.00
Bernard Seeley	Senior Field Technician	\$3,780.00	\$945.00	\$4,725.00	1	\$35,000.00	25%	8.00	27.00%	\$4,725.00
Jeremy Manning	Access Point Engineer	\$3,240.00	\$810.00	\$4,050.00	1	\$30,000.00	25%	8.00	27.00%	\$4,050.00
Ian Sawyer	Bench Repair/Tech Support	\$1,080.00	\$270.00	\$1,350.00	1	\$25,000.00	10%	8.00	27.00%	\$1,350.00
Eric Johnson	Tech Support	\$950.40	\$237.60	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
Ina Beal	Billing Specialist	\$950.40	\$237.60	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
Gene Gray	Tech Support/Purchasing Agent	\$1,296.00	\$324.00	\$1,620.00	1	\$30,000.00	10%	8.00	27.00%	\$1,620.00
Sharon Kuhrt	Sub-Applicant Project Manager	\$8,100.00	\$8,100.00	\$16,200.00	1	\$120,000.00	25%	8.00	27.00%	\$16,200.00
Susan Baltrus	Project Manager	\$12,150.00	\$12,150.00	\$24,300.00	1	\$90,000.00	50%	8.00	27.00%	\$24,300.00
Kathy Jacques	Registrar	\$2,160.00	\$2,160.00	\$4,320.00	1	\$40,000.00	20%	8.00	27.00%	\$4,320.00
Keith Bourgault	Registrar	\$3,240.00	\$3,240.00	\$6,480.00	1	\$120,000.00	10%	8.00	27.00%	\$6,480.00
Anita Hakala	Course Coordinator Freshmen	\$3,105.00	\$3,105.00	\$6,210.00	1	\$57,500.00	20%	8.00	27.00%	\$6,210.00
Peter Miller	Course Coordinator Senior	\$3,375.00	\$3,375.00	\$6,750.00	1	\$62,500.00	20%	8.00	27.00%	\$6,750.00
Faculty	Faculty	\$16,848.00	\$16,848.00	\$33,696.00	1	\$124,800.00	50%	8.00	27.00%	\$33,696.00
Clerical	Clerical	\$2,106.00	\$2,106.00	\$4,212.00	1	\$31,200.00	25%	8.00	27.00%	\$4,212.00
Technology Tech	Technology Tech	\$2,527.00	\$2,527.00	\$5,054.00	1	\$37,440.00	25%	8.00	27.00%	\$5,054.00

<b>Subtotal</b>		<b>\$119,987.80</b>	<b>\$70,205.20</b>	<b>\$190,193.00</b>
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<b>c. Travel</b> - For significant costs, include details such as number and purpose of trips, destinations.	<b>Purpose of Trip</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># of Trips</b>	<b>Cost per Trip</b>	<b>Total</b>
On-site Training-Fishermen	Provide Training & Consultation	\$0.00	\$6,000.00	\$6,000.00	240	\$25.00	\$6,000.00
On-site Training-Farmers	Provide Training & Consultation	\$0.00	\$6,000.00	\$6,000.00	240	\$25.00	\$6,000.00
Travel for Radio Installations	To Install Subscriber Radio Units at 42 sites	\$0.00	\$1,050.00	\$1,050.00	42	\$25.00	\$1,050.00
Travel for Faculty and Staff	Training and information dissemination	\$3,000.00	\$3,000.00	\$6,000.00	35	\$171.43	\$6,000.00
<b>Subtotal</b>		<b>\$3,000.00</b>	<b>\$16,050.00</b>	<b>\$19,050.00</b>			

<b>d. Equipment Costs</b> - List equipment with # of units and unit costs. Distinguish between equipment intended for applicant use versus equipment for the end user.	<b>Equipment Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units</b>	<b>Unit Cost</b>	<b>Total</b>
<b>Applicant Equipment</b>							
Mikrotik 802.11N, High-Capacity, Dual-Radio Subscriber Unit	2 High-Capacity Subscriber Units to be installed at Downeast Community Hospital. High performance radio will be capable of bi-directional transfer rates in excess of 100 Mbit.	\$5,000.00		\$5,000.00	2	\$2,500.00	\$5,000.00
Mikrotik 802.11N, Bi-Directional Radio Subscriber Unit	40 Subscriber Units to be installed at 20 test subjects locations (boat, truck) and at home/business office. Radios are capable of bi-directional transfer rates in excess of 50 Mbit.	\$16,000.00		\$16,000.00	40	\$400.00	\$16,000.00
Radio Installation Hardware	Miscellaneous Installation Hardware includes Tripods, Masts, Cat5 Cabling, Wireless Routers, Angle Arms, Nuts, Bolts	\$6,300.00		\$6,300.00	42	\$150.00	\$6,300.00
Remote Server 2008	Windows Server 2008, STD64, Incl HyperV, w/5CALs, w/2003 Media, RAID 5 for H700, PERC 6/1 SAS RAID Controller, 250 GB HD, Intel Xeon E5506, 2.13 Ghz, 8 GB Memory	\$5,900.00		\$5,900.00	1	\$5,900.00	\$5,900.00
Videoconferencing Equipment	Polycom HDX 8004XL	\$35,252.00		\$35,252.00	1	\$35,252.00	\$35,252.00
LCD Projector	Toshiba Video Projector 3500 lumens	\$10,800.00		\$10,800.00	1	\$10,800.00	\$10,800.00
Video Stethoscope	AMD 3700 Stethoscope package with a transmit unit and chest piece at the HUB facility and a receive unit and headphones at the remote facility	\$3,300.00		\$3,300.00	1	\$3,300.00	\$3,300.00
Video Microscope	AMD 410, Video Microscope	\$8,500.00		\$8,500.00	1	\$8,500.00	\$8,500.00
Video Bridge	RMX2000 5 HD/20 CIF resource configured & licensed system, equipped with MPM+20 Media Processing Module and a Rear Transition Module for IP (RTM IP)	\$65,262.00		\$65,262.00	1	\$65,262.00	\$65,262.00
Video Management System	CMA 4000 + 100 Devices includes Appliance, Gatekeeper, Conference Monitoring, Scheduling (Web), Device Management; automatic software update and provisioning and support for CMA Client: 100 licenses. CG:73	\$61,808.00		\$61,808.00	1	\$61,808.00	\$61,808.00
				\$0.00			\$0.00
<b>User Equipment</b>							
Toughbook Laptops	Toughbook 19 with Windows XP Operating System, 160 GB shock-mounted HD, Wireless, Fully rugged PC Convertible to Tablet PC, GPS, Touch Screen	\$96,000.00		\$96,000.00	20	\$4,800.00	\$96,000.00
Videoconferencing Equipment	Polycom HDX 8004XL	\$19,124.00		\$19,124.00	1	\$19,124.00	\$19,124.00
High Fidelity Manikin	SimMan 3G	\$96,000.00		\$96,000.00	1	\$96,000.00	\$96,000.00
IV Simulator	IV Simulator	\$17,000.00		\$17,000.00	1	\$17,000.00	\$17,000.00
<b>Subtotal</b>		<b>\$446,246.00</b>	<b>\$0.00</b>	<b>\$446,246.00</b>			

<b>e. Supplies</b> - List costs associated with materials/printing, curriculum, translations, and other supplies	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units (If Applicable)</b>	<b>Unit Cost (If Applicable)</b>	<b>Total</b>
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Instructional Materials	Reference Booklets with Training Instructions	\$0.00	\$500.00	\$500.00	20	\$25.00	\$500.00
Medical supplies	Various medical consumables used in educating nurses	\$1,600.00	\$400.00	\$2,000.00	8	\$250.00	\$2,000.00
<b>Subtotal</b>		<b>\$1,600.00</b>	<b>\$900.00</b>	<b>\$2,500.00</b>			

<b>f. Contractual</b> - List contractors with purpose of contract, hourly rate or total fixed rate.	<b>Contractor</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b># Hours (If Applicable)</b>	<b>Hourly Rate (If Applicable)</b>	<b>Total Contract</b>
Professor Kevin Athearn	University of Maine at Machias	\$89,600.00	\$0.00	\$89,600.00	1,120	\$80.00	\$89,600.00
Professor Brian Beal	Downeast Institute of Applied Marine Research & Education	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
Dell Emerson	Sunrise County Blueberry Cooperative	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
Programming/IT/Trade Organization Consultants	To be determined	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
UMM Business Students	University of Maine at Machias	\$32,000.00	\$0.00	\$32,000.00	800	\$40.00	\$32,000.00
Mary Walton, Grant Consultant	Pre-Application Costs, Grant Management Reporting	\$4,800.00	\$0.00	\$4,800.00			\$4,800.00
Educational Design Consultant	Development of course material	\$802.00	\$433.00	\$1,235.00			
<b>Subtotal</b>		<b>\$357,602.00</b>	<b>\$433.00</b>	<b>\$358,035.00</b>			

<b>g. Construction</b> - If applicable, list construction costs	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>
				\$0.00
				\$0.00
<b>Subtotal</b>		<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

<b>h. Other</b> - List costs associated with grant subrecipients as well as other costs not listed above such as rent, technology (website hosting, internet connection), advertising (TV, radio, online), etc.	<b>Description</b>	<b>Federal Support</b>	<b>Matching Support</b>	<b>Total</b>	<b>#Units (If Applicable)</b>	<b>Unit Cost (If Applicable)</b>	<b>Total</b>
Broadband Fees-DECH	5 Mb Symmetrical x 2 years	\$2,400.00	\$9,600.00	\$12,000.00	24	\$500.00	\$12,000.00
Broadband Fees-Subjects	2 Mb Symmetrical x 20 subjects x 2 years	\$19,200.00	\$76,800.00	\$96,000.00	480	\$200.00	\$96,000.00
Fishing/Farming Advertising	Newspaper Ads, Radio Ads \$200/month x 2 years	\$960.00	\$3,840.00	\$4,800.00	24	\$200.00	\$4,800.00
Web Site Hosting/Email	2 years service	\$0.00	\$1,200.00	\$1,200.00	24	\$50.00	\$1,200.00
Web Site Design	One time fee	\$0.00	\$600.00	\$600.00			\$600.00
Pre-Application Grant Preparation	Axiom & CMNS Grant Research, Compilation & Writing	\$0.00	\$21,000.00	\$21,000.00	420	\$50.00	\$21,000.00
Classroom Space	Rental of classroom space		\$12,000.00	\$12,000.00			\$12,000.00
CMNS Marketing	Marketing for recruitment of students	\$4,200.00	\$2,800.00	\$7,000.00			\$7,000.00
<b>Subtotal</b>		<b>\$26,760.00</b>	<b>\$127,840.00</b>	<b>\$154,600.00</b>			

<b>i. Total Direct Charges (sum of a-h)</b>		<b>\$1,429,595.80</b>	<b>\$445,448.20</b>	<b>\$1,875,044.00</b>
<b>j. Indirect Charges</b>				<b>\$0.00</b>
<b>Total Eligible Project Costs</b>		<b>\$1,429,595.80</b>	<b>\$445,448.20</b>	<b>\$1,875,044.00</b>
<b>Match Percentage</b>		<b>23.8%</b>		

**Explanation of Indirect Charges**

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**Additional Budget Notes**

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# BUDGET INFORMATION - Non-Construction Programs

OMB Approval No. 0348-0044

## SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. BTOP	11.557	\$	\$	\$ 1,429,596.00	\$ 445,448.00	\$ 1,875,044.00
2.						0.00
3.						0.00
4.						0.00
5. Totals		\$ 0.00	\$ 0.00	\$ 1,429,596.00	\$ 445,448.00	\$ 1,875,044.00

## SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY					Total (5)
	(1)	Federal	(2)	Non-Federal	(3)	
a. Personnel	\$	474,400.00	\$	230,020.00	\$	\$ 704,420.00
b. Fringe Benefits		119,988.00		70,205.00		190,193.00
c. Travel		3,000.00		16,050.00		19,050.00
d. Equipment		446,246.00		0.00		446,246.00
e. Supplies		1,600.00		900.00		2,500.00
f. Contractual		357,602.00		433.00		358,035.00
g. Construction						0.00
h. Other		26,760.00		127,840.00		154,600.00
i. Total Direct Charges (sum of 6a-6h)		1,429,596.00		445,448.00	0.00	1,875,044.00
j. Indirect Charges						0.00
k. TOTALS (sum of 6i and 6j)	\$	1,429,596.00	\$	445,448.00	\$ 0.00	\$ 1,875,044.00
7. Program Income	\$		\$		\$	\$ 0.00

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SECTION C - NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
8. Federal - BTOP	\$ 204,644.00	\$ 0.00	\$ 240,804.00	\$ 445,448.00	
9. Non-Federal				0.00	
10.				0.00	
11.				0.00	
12. TOTAL (sum of lines 8-11)	\$ 204,644.00	\$ 0.00	\$ 240,804.00	\$ 445,448.00	
SECTION D - FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$ 0.00	\$	\$	\$	\$
14. Non-Federal	0.00				
15. TOTAL (sum of lines 13 and 14)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT					
(a) Grant Program	FUTURE FUNDING PERIODS (Years)				
	(b) First	(c) Second	(d) Third	(e) Fourth	
16. Federal - BTOP	\$	\$	\$	\$	
17. Non-Federal					
18.					
19.					
20. TOTAL (sum of lines 16-19)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
SECTION F - OTHER BUDGET INFORMATION					
21. Direct Charges:		22. Indirect Charges:			
23. Remarks:					

# BUDGET INFORMATION - Non-Construction Programs

OMB Approval No. 0348-0044

## SECTION A - BUDGET SUMMARY

Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	Total (g)
1. BTOP	11.557	\$	\$	\$ 1,429,596.00	\$ 445,448.00	\$ 1,875,044.00
2.						0.00
3.						0.00
4.						0.00
5. Totals		\$ 0.00	\$ 0.00	\$ 1,429,596.00	\$ 445,448.00	\$ 1,875,044.00

## SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY					Total (5)
	(1)	Federal	(2)	Non-Federal	(3)	
a. Personnel	\$	474,400.00	\$	230,020.00	\$	\$ 704,420.00
b. Fringe Benefits		119,988.00		70,205.00		190,193.00
c. Travel		3,000.00		16,050.00		19,050.00
d. Equipment		446,246.00		0.00		446,246.00
e. Supplies		1,600.00		900.00		2,500.00
f. Contractual		357,602.00		433.00		358,035.00
g. Construction						0.00
h. Other		26,760.00		127,840.00		154,600.00
i. Total Direct Charges (sum of 6a-6h)		1,429,596.00		445,448.00	0.00	1,875,044.00
j. Indirect Charges						0.00
k. TOTALS (sum of 6i and 6j)	\$	1,429,596.00	\$	445,448.00	\$ 0.00	\$ 1,875,044.00
7. Program Income	\$		\$		\$	\$ 0.00

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SECTION C - NON-FEDERAL RESOURCES					
(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS	
8. Federal - BTOP	\$ 204,644.00	\$ 0.00	\$ 240,804.00	\$ 445,448.00	
9. Non-Federal				0.00	
10.				0.00	
11.				0.00	
12. TOTAL (sum of lines 8-11)	\$ 204,644.00	\$ 0.00	\$ 240,804.00	\$ 445,448.00	
SECTION D - FORECASTED CASH NEEDS					
	Total for 1st Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
13. Federal	\$ 0.00	\$	\$	\$	\$
14. Non-Federal	0.00				
15. TOTAL (sum of lines 13 and 14)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT					
(a) Grant Program	FUTURE FUNDING PERIODS (Years)				
	(b) First	(c) Second	(d) Third	(e) Fourth	
16. Federal - BTOP	\$	\$	\$	\$	
17. Non-Federal					
18.					
19.					
20. TOTAL (sum of lines 16-19)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
SECTION F - OTHER BUDGET INFORMATION					
21. Direct Charges:		22. Indirect Charges:			
23. Remarks:					





February 26, 2010

Susan Corbett, CEO  
Axiom Technologies  
3 Water Street  
Machias, ME 04654

Dear Susan:

Machias Savings Bank has reviewed Axiom Technologies request to borrow funds. At this time we are unable to approve your request for \$1,000,000. Please feel free to contact me directly with any questions. I can be reached at (207) 255-9226. Thank-you.

Sincerely,

A handwritten signature in black ink, appearing to read 'Sean Daye', is written over a light blue horizontal line.

Sean Daye  
Commercial Banking

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# Direct Program Revenues/Expenses

	# of Subscribers		Year 1
<b>REVENUE</b>			
Tuition	8	\$ 3,780.00	\$ 30,240.00
Fees	8	\$ 965.00	\$ 7,720.00
DECH Rent			\$ 6,000.00
CONHP In-kind Rent			\$ 6,000.00
Contributions, grants and other income			\$ 50,000.00
<b>TOTAL REVENUES</b>			<b>\$ 99,960.00</b>
<b>EXPENSES</b>			
Personnel:			
Faculty	1	\$ 30.00	\$62,400
Clerical	0.25	\$ 15.00	\$7,800
Technology Tech	0.25	\$ 18.00	\$9,360
			\$ 79,560.00
Fringe Benefit			\$ 21,481.20
<b>TOTAL EXPENSES</b>			<b>\$ 101,041.20</b>
<b>PROFIT/LOSS</b>			<b>\$ (1,081.20)</b>

\$210 per credit hour 18 credit hours, only nursing courses

12

	# of Subscribers		Year 2
<b>REVENUE</b>			
Tuition	8	\$ 4,620.00	\$ 36,960.00
Fees	8	\$ 1,013.00	\$ 8,104.00
DECH Rent			\$ 6,000.00
CONHP In-kind Rent			\$ 6,000.00
Contributions, grants and other income			\$ 50,000.00
<b>TOTAL REVENUES</b>			<b>\$ 107,064.00</b>
<b>EXPENSES</b>			
Personnel:			
Faculty	1	\$ 30.90	\$64,272
Clerical	0.25	\$ 15.45	\$8,034
Technology Tech	0.25	\$ 18.54	\$9,641
			\$ 81,946.80
Fringe Benefit			\$ 22,125.64
<b>TOTAL EXPENSES</b>			<b>\$ 104,072.44</b>
<b>PROFIT/LOSS</b>			<b>\$ 2,991.56</b>

5% tuition increase

5% fee increase

3% Pay Increase

3% Pay Increase

3% Pay Increase

	# of Subscribers	Year 3
<b>REVENUE</b>		

Tuition	8	\$	4,158.00	\$	33,264.00
Fees	8	\$	1,063.00	\$	8,504.00
DECH Rent				\$	6,000.00
CONHP In-kind Rent				\$	6,000.00
Contributions, grants and other income				\$	55,000.00
<b>TOTAL REVENUES</b>				\$	108,768.00
<b>EXPENSES</b>					
Personnel:					
Faculty	1	\$	31.83		\$66,200
Clerical	0.25	\$	15.91		\$8,275
Technology Tech	0.25	\$	19.10		\$9,930
				\$	84,405.20
Fringe Benefit				\$	22,789.41
<b>TOTAL EXPENSES</b>				\$	107,194.61
<b>PROFIT/LOSS</b>				\$	1,573.39

	# of Subscribers			Year 4	
<b>REVENUE</b>					
Tuition	8	\$	5,082.00	\$	40,656.00
Fees	8	\$	1,064.00	\$	8,512.00
DECH Rent				\$	6,000.00
CONHP In-kind Rent				\$	6,000.00
Contributions, grants and other income				\$	55,000.00
<b>TOTAL REVENUES</b>				\$	116,168.00
<b>EXPENSES</b>					
Personnel:					
Faculty	1	\$	32.78		\$68,186
Clerical	0.25	\$	16.39		\$8,523
Technology Tech	0.25	\$	19.67		\$10,228
				\$	86,937.36
Fringe Benefit				\$	23,473.09
<b>TOTAL EXPENSES</b>				\$	110,410.45
<b>PROFIT/LOSS</b>				\$	5,757.55

	# of Subscribers			Year 5	
<b>REVENUE</b>					
Tuition	8	\$	4,573.80	\$	36,590.40
Fees	8	\$	1,117.20	\$	8,937.60
DECH Rent				\$	6,000.00
CONHP In-kind Rent				\$	6,000.00
Contributions, grants and other income				\$	60,000.00

<b>TOTAL REVENUES</b>				\$ 117,528.00
<b>EXPENSES</b>				
Personnel:				
Faculty	1	\$	33.77	\$70,232
Clerical	0.25	\$	16.88	\$8,779
Technology Tech	0.25	\$	20.26	\$10,535
				\$ 89,545.48
Fringe Benefit				\$ 24,177.28
<b>TOTAL EXPENSES</b>				\$ 113,722.76
<b>PROFIT/LOSS</b>				\$ 3,805.24

	# of Subscribers			Year 6
<b>REVENUE</b>				
Tuition	8	\$	5,600.70	\$ 44,805.60
Fees	8	\$	1,173.06	\$ 9,384.48
DECH Rent				\$ 6,000.00
CONHP In-kind Rent				\$ 6,000.00
Contributions, grants and other income				\$ 60,000.00
<b>TOTAL REVENUES</b>				\$ 126,190.08
<b>EXPENSES</b>				
Personnel:				
Faculty	1	\$	34.78	\$72,339
Clerical	0.25	\$	17.39	\$9,042
Technology Tech	0.25	\$	20.87	\$10,851
				\$ 92,231.85
Fringe Benefit				\$ 24,902.60
<b>TOTAL EXPENSES</b>				\$ 117,134.44
<b>PROFIT/LOSS</b>				\$ 9,055.64

	# of Subscribers			Year 7
<b>REVENUE</b>				
Tuition	8	\$	4,806.00	\$ 38,448.00
Fees	8	\$	1,231.65	\$ 9,853.20
DECH Rent				\$ 6,000.00
CONHP In-kind Rent				\$ 6,000.00
Contributions, grants and other income				\$ 60,000.00
<b>TOTAL REVENUES</b>				\$ 120,301.20
<b>EXPENSES</b>				



Personnel:			
Faculty	1	\$ 35.82	\$74,509
Clerical	0.25	\$ 17.91	\$9,314
Technology Tech	0.25	\$ 21.49	\$11,176
			\$ 94,998.80
Fringe Benefit			\$ 25,649.68
<b>TOTAL EXPENSES</b>			\$ 120,648.48
<b>PROFIT/LOSS</b>			\$ (347.28)

	# of Subscribers		Year 8
<b>REVENUE</b>			
Tuition	8	\$ 5,880.00	\$ 47,040.00
Fees	8	\$ 1,292.55	\$ 10,340.40
DECH Rent			\$ 6,000.00
CONHP In-kind Rent			\$ 6,000.00
Contributions, grants and other income			\$ 60,000.00
<b>TOTAL REVENUES</b>			\$ 129,380.40
<b>EXPENSES</b>			
Personnel:			
Faculty	1	\$ 36.90	\$76,744
Clerical	0.25	\$ 18.45	\$9,593
Technology Tech	0.25	\$ 22.14	\$11,512
			\$ 97,848.76
Fringe Benefit			\$ 26,419.17
<b>TOTAL EXPENSES</b>			\$ 124,267.93
<b>PROFIT/LOSS</b>			\$ 5,112.47

BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

**Direct Program Revenues/Expenses**

***\*\*Proforma is based upon Year 1 after completion of Pilot Program***

	# of Subscribers		Year 1		
<b>REVENUE</b>					
Broadband Costs					
Installation Costs	60	\$ 99.00	\$ 5,940.00		60 Subscriber Ratio Installations x \$99.00 per installation
Broadband Recurring Fees					
Fishermen - 1 Mb. Symmetrical	40	\$ 100.00	12 \$ 48,000.00		40 Fishermen x \$100.00/months x 12 months (1 connection at home/office/boat/dock/field)
Farmers - 1 Mb. Symmetrical	20	\$ 100.00	12 \$ 24,000.00		20 Farmers x \$100.00/month x 12 months
DECH - 5 Mb. Symmetrical	1	\$ 500.00	12 \$ 6,000.00		1 DECH x \$500.00/month x 12 months
Laptop & Customized Programs (High-end, if needed)	60	\$ 4,800.00	\$ 288,000.00		60 Laptops & Programs x 30 Fishermen & Farmers x \$4800.00 each
Training	60	\$ 50.00	20 \$ 60,000.00		20 hrs. training x 60 Fishermen & Farmers x \$50.00/hr.
<b>TOTAL REVENUES</b>			<b>\$ 431,940.00</b>		
<b>EXPENSES</b>					
Personnel:					
Trainer/Educator Salary	60	\$ 20.00	20 \$ 24,000.00		(20 hrs. training x 60 Fishermen & Farmers x \$20.00/hr.)
Network Engineer	60	\$ 15.00	4 \$ 3,600.00		(4 hrs. laptop/software configuration x \$15.00/hr.)
Tech Support	60	\$ 12.00	20 \$ 14,400.00		(20 hrs. tech support x \$12.00/hr. x 1 yr.)
			<b>\$ 42,000.00</b>		
Fringe Benefit			\$ 11,340.00		
COGS:Laptops & Software	60	\$ 3,840.00	\$ 230,400.00		
<b>TOTAL EXPENSES</b>			<b>\$ 283,740.00</b>		
<b>PROFIT/LOSS</b>			<b>\$ 148,200.00</b>		

	# of Subscribers			Year 2		
REVENUE						
Broadband Costs						
Installation Costs	72	\$	99.00		\$	7,128.00
Broadband Recurring Fees						
Fishermen - 1 Mb. Symmetrical	48	\$	100.00	12	\$	57,600.00
Farmers - 1 Mb. Symmetrical	24	\$	100.00	12	\$	28,800.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$	6,000.00
Laptop & Customized Programs (High-end, if needed)	72	\$	4,800.00		\$	345,600.00
Training	72	\$	50.00	20	\$	72,000.00
TOTAL REVENUES					\$	517,128.00

BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

EXPENSES						5% Pay Increase
Personnel:						
Trainer/Educator Salary	72	\$	21.00	20	\$ 30,240.00	
Network Engineer	72	\$	15.75	4	\$ 4,536.00	
Tech Support	72	\$	12.60	20	\$ 18,144.00	
					\$ 52,920.00	
Fringe Benefit					\$ 14,288.40	
COGS:Laptops & Software	72	\$	3,840.00		\$ 276,480.00	
TOTAL EXPENSES					\$ 343,688.40	
PROFIT/LOSS					\$ 173,439.60	

	# of Subscribers			Year 3	
<b>REVENUE</b>					
Broadband Costs					
Installation Costs	86	\$	99.00	\$	8,514.00
Broadband Recurring Fees					
Fishermen - 1 Mb. Symmetrical	58	\$	100.00	12	\$ 69,600.00
Farmers - 1 Mb. Symmetrical	28	\$	100.00	12	\$ 33,600.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$ 6,000.00
Laptop & Customized Programs (High-end, if needed)	86	\$	4,800.00	\$	412,800.00
Training	86	\$	50.00	20	\$ 86,000.00
<b>TOTAL REVENUES</b>				\$	616,514.00
<b>EXPENSES</b>					
Personnel:					
Trainer/Educator Salary	86	\$	22.05	20	\$ 37,926.00
Network Engineer	86	\$	16.54	4	\$ 5,688.90
Tech Support	86	\$	13.23	20	\$ 22,755.60
				\$	66,370.50
Fringe Benefit				\$	17,920.04
COGS:Laptops & Software	86	\$	3,840.00	\$	330,240.00
<b>TOTAL EXPENSES</b>				\$	414,530.54
<b>PROFIT/LOSS</b>				\$	201,983.47

	# of Subscribers	Year 4
REVENUE		

BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

Broadband Costs				
Installation Costs	103	\$	99.00	\$ 10,197.00
Broadband Recurring Fees				
Fishermen - 1 Mb. Symmetrical	70	\$	100.00	12 \$ 84,000.00
Farmers - 1 Mb. Symmetrical	33	\$	100.00	12 \$ 39,600.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12 \$ 6,000.00
Laptop & Customized Programs (High-end, if needed)	103	\$	4,800.00	\$ 494,400.00
Training	103	\$	50.00	20 \$ 103,000.00
<b>TOTAL REVENUES</b>				<b>\$ 737,197.00</b>
<b>EXPENSES</b>				
Personnel:				
Trainer/Educator Salary	103	\$	23.15	20 \$ 47,689.00
Network Engineer	103	\$	17.36	4 \$ 7,152.32
Tech Support	103	\$	13.89	20 \$ 28,613.40
				\$ 83,454.72
Fringe Benefit				\$ 22,532.77
COGS:Laptops & Software	103	\$	3,840.00	\$ 395,520.00
<b>TOTAL EXPENSES</b>				<b>\$ 501,507.49</b>
<b>PROFIT/LOSS</b>				<b>\$ 235,689.51</b>

	# of Subscribers		Year 5	
<b>REVENUE</b>				
Broadband Costs				
Installation Costs	124	\$	99.00	\$ 12,276.00
Broadband Recurring Fees				
Fishermen - 1 Mb. Symmetrical	84	\$	100.00	12 \$ 100,800.00
Farmers - 1 Mb. Symmetrical	40	\$	100.00	12 \$ 48,000.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12 \$ 6,000.00
Laptop & Customized Programs (High-end, if needed)	124	\$	4,800.00	\$ 595,200.00
Training	124	\$	50.00	20 \$ 124,000.00
<b>TOTAL REVENUES</b>				<b>\$ 886,276.00</b>
<b>EXPENSES</b>				
Personnel:				
Trainer/Educator Salary	124	\$	24.31	20 \$ 60,288.80



BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

Network Engineer	124	\$	18.23	4	\$	9,042.08
Tech Support	124	\$	14.58	20	\$	36,158.40
					\$	105,489.28
Fringe Benefit					\$	28,482.11
COGS:Laptops & Software	124	\$	3,840.00		\$	476,160.00
<b>TOTAL EXPENSES</b>					\$	610,131.39
<b>PROFIT/LOSS</b>					\$	276,144.61

	# of Subscribers			Year 6		
<b>REVENUE</b>						
Broadband Costs						
Installation Costs	149	\$	99.00		\$	14,751.00
Broadband Recurring Fees						
Fishermen - 1 Mb. Symmetrical	101	\$	100.00	12	\$	121,200.00
Farmers - 1 Mb. Symmetrical	48	\$	100.00	12	\$	57,600.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$	6,000.00
Laptop & Customized Programs (High-end, if needed)	149	\$	4,800.00		\$	715,200.00
Training	149	\$	50.00	20	\$	149,000.00
<b>TOTAL REVENUES</b>					<hr/> \$ 1,063,751.00	
<b>EXPENSES</b>						
Personnel:						
Trainer/Educator Salary	149	\$	25.53	20	\$	76,079.40
Network Engineer	149	\$	19.14	4	\$	11,407.44
Tech Support	149	\$	15.31	20	\$	45,623.80
					\$	133,110.64
Fringe Benefit					\$	35,939.87
COGS:Laptops & Software	149	\$	3,840.00		\$	572,160.00
<b>TOTAL EXPENSES</b>					<hr/> \$ 741,210.51	
<b>PROFIT/LOSS</b>					<b>\$ 322,540.49</b>	

	# of Subscribers			Year 7		
<b>REVENUE</b>						
Broadband Costs						
Installation Costs	179	\$	99.00		\$	17,721.00
Broadband Recurring Fees						
Fishermen - 1 Mb. Symmetrical	121	\$	100.00	12	\$	145,200.00

BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

Farmers - 1 Mb. Symmetrical	58	\$	100.00	12	\$	69,600.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$	6,000.00
			Cost			
Laptop & Customized Programs (High-end, if needed)	179	\$	4,800.00		\$	859,200.00
Training	179	\$	50.00	20	\$	179,000.00
<b>TOTAL REVENUE</b>						<b>\$ 1,276,721.00</b>
<b>EXPENSES</b>						
Personnel:						
Trainer/Educator Salary	179	\$	26.81	20	\$	95,979.80
Network Engineer	179	\$	20.10	4	\$	14,391.60
Tech Support	179	\$	16.08	20	\$	57,566.40
					\$	167,937.80
Fringe Benefit					\$	45,343.21
COGS:Laptops & Software	179	\$	3,840.00		\$	687,360.00
<b>TOTAL EXPENSES</b>						<b>\$ 900,641.01</b>
<b>PROFIT/LOSS</b>						<b>\$ 376,079.99</b>

	# of Subscribers			Year 8		
<b>REVENUE</b>						
Broadband Costs						
Installation Costs	215	\$	99.00		\$	21,285.00
Broadband Recurring Fees						
Fishermen - 1 Mb. Symmetrical	145	\$	100.00	12	\$	174,000.00
Farmers - 1 Mb. Symmetrical	70	\$	100.00	12	\$	84,000.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$	6,000.00
Laptop & Customized Programs (High-end, if needed)	215	\$	4,800.00		\$	1,032,000.00
Training	215	\$	50.00	20	\$	215,000.00
<b>TOTAL REVENUE</b>						<b>\$ 1,532,285.00</b>
<b>EXPENSES</b>						
Personnel:						
Trainer/Educator Salary	215	\$	28.15	20	\$	121,045.00
Network Engineer	215	\$	21.11	4	\$	18,154.60
Tech Support	215	\$	16.93	20	\$	72,799.00
					\$	211,998.60
Fringe Benefit					\$	57,239.62

BTOP SBA Application  
Washington County Education and Employment through Sustainable Broadband Adoption  
Fishing and Farming Employment 8-Year Proforma

COGS:Laptops & Software	215	\$	3,840.00	\$	825,600.00
<b>TOTAL EXPENSES</b>					\$ 1,094,838.22
<b>PROFIT/LOSS</b>				\$	437,446.78

	# of Subscribers			Year 8	
REVENUE					
Broadband Costs					
Installation Costs	258	\$	99.00	\$	25,542.00
Broadband Recurring Fees					
Fishermen - 1 Mb. Symmetrical	174	\$	100.00	12	\$ 208,800.00
Farmers - 1 Mb. Symmetrical	84	\$	100.00	12	\$ 100,800.00
DECH - 5 Mb. Symmetrical	1	\$	500.00	12	\$ 6,000.00
Laptop & Customized Programs (High-end, if needed)	258	\$	4,800.00	\$	1,238,400.00
Training	258	\$	50.00	20	\$ 258,000.00
TOTAL REVENUE				\$ 1,837,542.00	
EXPENSES					
Personnel:					
Trainer/Educator Salary	258	\$	29.56	20	\$ 152,529.60
Network Engineer	258	\$	22.17	4	\$ 22,879.44
Tech Support	258	\$	17.78	20	\$ 91,744.80
				\$ 267,153.84	
Fringe Benefit				\$	72,131.54
COGS:Laptops & Software	258	\$	3,840.00	\$	990,720.00
TOTAL EXPENSES				\$ 1,330,005.38	
PROFIT/LOSS				\$ 507,536.62	

WASHINGTON OFFICE  
1724 LONGWORTH HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
PHONE: (202) 225-6306  
FAX: (202) 225-2943  
[www.michaud.house.gov](http://www.michaud.house.gov)

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

COMMITTEES:  
**VETERANS' AFFAIRS**  
SUBCOMMITTEE ON HEALTH  
CHAIRMAN

**TRANSPORTATION AND INFRASTRUCTURE**  
SUBCOMMITTEE ON HIGHWAYS AND TRANSIT  
SUBCOMMITTEE ON RAILROAD, PIPELINES  
AND HAZARDOUS MATERIALS  
SUBCOMMITTEE ON ECONOMIC DEVELOPMENT,  
PUBLIC BUILDINGS AND  
EMERGENCY MANAGEMENT

**SMALL BUSINESS**  
SUBCOMMITTEE ON RURAL AND URBAN  
ENTREPRENEURSHIP  
SUBCOMMITTEE ON FINANCE AND TAX

March 10, 2010

NTIA

Broadband Technology Opportunity Program National Telecommunications and Information  
Administration U.S. Department of Commerce  
140 I Constitution Ave.  
HCRB, Room 4812  
Washington, DC 20230

BTOP Review Committee:

I am writing to voice my strong support for Axiom Technology's BTOP Sustainable  
Broadband Adoption Grant application. Opportunity Number: 0660-ZA28, CFDA Number: 11.557,  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

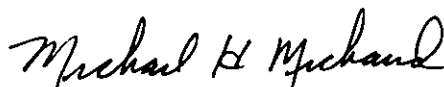
For us in Maine this grant would provide the following: assist in developing a Telehealth Distance  
Learning Education for RN education and develop an education and training program for the  
fishing and farming industry.

Over the past five years, many of us have seen how Axiom Technology has brought high-speed  
Internet service to over 80 regions in Washington County, which previously had limited  
broadband connectivity. There is no question that Axiom identified wireless as the best candidate  
for rural last-mile service delivery and has successfully stayed the course. This company has also  
been very successful as the recipient of ConnectME grant awards for the region.

Axiom's collaboration with local institutions and businesses such as the University of Maine-Machias,  
Central Maine Nursing Service and Downeast Community Hospital, Downeast Institute for Applied  
Marine Science and Education and Sunrise County Blueberry Cooperative provides a solid foundation  
for the success of future projects.

I hope that you receive this application with as much enthusiasm and excitement for the  
Washington County Education and Employment through Sustainable Broadband Adoption project as I  
have. Thank you for your thoughtful consideration of this proposal.

With warmest regards,



Michael H. Michaud  
Member of Congress

**BANGOR:**  
6 STATE STREET, SUITE 101  
BANGOR, ME 04401  
PHONE: (207) 942-6935  
FAX: (207) 942-5907

**LEWISTON:**  
179 LISBON STREET, GROUND FLOOR  
LEWISTON, ME 04240  
PHONE: (207) 782-3704  
FAX: (207) 782-5330



**PRESQUE ISLE:**  
445 MAIN STREET  
PRESQUE ISLE, ME 04769  
PHONE: (207) 764-1036  
FAX: (207) 764-1060

**WATERVILLE:**  
16 COMMON STREET  
WATERVILLE, ME 04901  
PHONE: (207) 873-5713  
FAX: (207) 873-5717



40 Harlow Street Bangor, ME 04401  
207.942.6389 1.800.339.6389  
fax 207.942.3548

March 10, 2010

Broadband Technology Opportunity Program  
National Telecommunications & Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230

RE: Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA:

Eastern Maine Development Corporation (EMDC) is writing in strong support of Axiom Technologies BTOP Sustainable Broadband Adoption Grant application.

Axiom Technologies is a telecommunications company headquartered in Machias, Maine that has been creating and developing solutions for rural broadband deployment since 2005. Over the past five years, many of us have seen how Axiom Technology has brought high-speed Internet service to over 80 regions in Washington County, creating an umbrella of coverage over 2500 square miles, which previously had limited broadband connectivity. There is no question that Axiom identified wireless as the best candidate for rural last-mile service delivery and has successfully stayed the course. This company has also been very successful as the recipient of ConnectME grant awards for the region.


The Washington County Education and Employment Sustainable Broadband Adoption project reaches across traditional economic boundaries to stabilize the county's economy. The project is an innovative blending of technology with the region's natural resource-based industries. In addition, Axiom has brought together an impressive team of collaborators which will ensure the success of the project; University of Maine at Machias, Downeast Institute for Applied Marine Research & Education, Sunrise County



Blueberry Cooperative, Central Maine Nursing Service and Down East Community Hospital.

EMDC supports Axiom's initiative. It is a thorough, thoughtful and transformational project which will give Washington County's economy the tools it needs to recover, grow and sustain itself. It is a positive step toward economic development.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Michael W. Aube', written over a faint horizontal line.

Michael W. Aube  
President and CEO



Broadband Technology Opportunity Program  
National Telecommunications & Information Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230

Regarding:  
Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

March 9, 2010

To the NTIA BTOP Team:

I'm writing to express the Maine Fiber Company, Inc.'s strong support of the Washington County Education and Employment through Sustainable Broadband Adoption project. This project leverages NTIA BTOP investment in middle-mile fiber in Maine for the Three Ring Binder project, and begins to accomplish the critical task of enabling last mile connectivity to provide vital medical, educational, and business development services.

The Maine Fiber Company, Inc. has been working extensively with Axiom Technology in Maine on the Three Ring Binder project (BTOP grant NT10BIX5570006). Axiom Technology has strongly demonstrated capability in project management, wireless and telecom engineering, and computing applications. They are well positioned to get the most possible mileage from public and private funds in their home territory where they understand the specific technical challenges, local culture, local economy, and regulatory environment.

The Washington County Education and Employment through Sustainable Broadband Adoption is exactly the type of project that we hoped would happen in rural areas of Maine as a result of middle-mile fiber development, and it strongly supports the national broadband strategy in the following ways:

1. By building **comprehensive community infrastructure** in service of local industry, healthcare facilities, educational centers, and homes and businesses; and



2. By building **public computing centers** focused on healthcare/telehealth and distance learning; and
3. By driving **sustainable broadband adoption** by recognizing that computers, local expertise, and a business case must compliment the availability of broadband at the wall plate for people to get value from it.

Maine Fiber Company, Inc. is please to support this project, and looks forward to interconnecting when the time comes.

Sincerely,

Joshua Broder  
President

Maine Fiber Company, Inc.

## Board of Directors

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Federal Marine Terminals

Josh Bragg  
**Vice Chair**  
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Engineers/Surveyors

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**Treasurer**  
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bio-ag Research

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Cooke Aquaculture

Tony McKim  
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Karen Raye  
Raye's Mustard Mill

Jody Grimes  
Lubec Rental Properties

Charlie McAlpin  
Eastern Maine Electric

Cindy Huggins  
University of Maine at  
Machias

Darin McGaw  
Washington County  
Community College

Leola Carter  
Bayside Shop 'n Save

## Ex Officio

Rep. Anne Perry  
Washington County  
Legislative Delegation

Chris Gardner  
Washington County  
Commissioners

March 10, 2010

Broadband Technology Opportunity Program  
National Telecommunications & Information  
Administration  
U.S. Department of Commerce  
1401 Constitution Ave.  
HCHB, Room 4812  
Washington, DC 20230



Regarding:  
Washington County Education and Employment through Sustainable Broadband Adoption  
Funding Opportunity Number: 0660-ZA28  
CFDA Number: 11.557  
CFDA Title: Recovery Act - Broadband Technology Opportunity Program

Dear NTIA:

Sunrise County Economic Council (SCEC) is writing in strong support of Axiom Technologies BTOP Sustainable Broadband Adoption Grant application. By supporting the Washington County Education and Employment Sustainable Broadband Adoption project, you will be investing in the county's telecommunications and technology infrastructure, giving businesses, communities and residents alike the tools they need to succeed in the ever-changing global marketplace.

SCEC is a private nonprofit organization that initiates and facilitates the creation of prosperity and jobs in Washington County. Founded in 1993, we have designed and implemented long-range solutions to the multi-faceted economic and community development issues facing Washington County by crafting robust partnerships with area nonprofits, state and local government, and our diverse business community.

Axiom Technologies is a telecommunications company headquartered in Machias, Maine that has been creating and developing solutions for rural broadband deployment since 2005. SCEC has worked with Axiom on several projects. We are firmly convinced of their commitment to making the Washington County Education and Employment Sustainable Broadband Adoption project a success for the entire region and believe that it exemplifies the type of sustainable community and economic development that Down East Maine needs to thrive into the twenty-first century.

The Washington County Education and Employment Sustainable Broadband Adoption project reaches across traditional economic boundaries to stabilize the county's economy. It will not only help fishermen, farmers and health care providers succeed, but will be utilized by other businesses in the region that see firsthand the benefits of broadband technology.

In conclusion, SCEC supports Axiom's initiative. It is a thorough, thoughtful and transformational project which will give Washington County's economy the tools it needs to recover, grow and sustain.

Please contact me directly if I can be of further assistance.

Harold W. Clossey  
Executive Director

SUSAN M. COLLINS  
MAINE

413 DIRKSEN SENATE OFFICE BUILDING  
WASHINGTON, DC 20510-1904  
(202) 224-2523  
(202) 224-2693 (FAX)

# United States Senate

WASHINGTON, DC 20510-1904

COMMITTEES:  
HOMELAND SECURITY AND  
GOVERNMENTAL AFFAIRS,  
RANKING MEMBER  
APPROPRIATIONS  
ARMED SERVICES  
SPECIAL COMMITTEE  
ON AGING

March 12, 2010

National Telecommunications & Information Admin.  
Broadband Technology Opportunity Program  
1401 Constitution Avenue  
HCHB, Room 4812  
Washington, DC 20230

**Washington County Education and Employment through Sustainable Broadband Adoption Grant  
Application**

**Funding Opportunity Number: 0660-ZA28**

**CFDA Number: 11.557**

**CFDA Title: Recovery Act - Broadband Technology Opportunity Program**

Dear Sir/ Madame:

I am writing in support of Axiom Technologies' application for grant funding through the Broadband Technology Opportunity Program.

Axiom Technologies is seeking to further expand rural access to technologically advanced telecommunication infrastructure, throughout Washington County. If awarded, this funding would be used to expand broadband access to Washington County businesses, and support the Central Maine Medical Center College of Nursing and Health Professions Distance Learning Education program.

Axiom Technologies has demonstrated success at providing rural, Washington County residents with access to innovative telecommunications technology. I am confident that this project will have a measurably positive impact on Washington County, will create jobs, and will increase the productivity and profitability of existing businesses in this economically depressed region. I hope you give this application appropriate consideration in accordance with the applicable laws and regulations.

Sincerely,



Susan M. Collins  
United States Senator

SMC:jcb



PRINTED ON RECYCLED PAPER





*Senator Kevin L. Raye*  
*Republican Leader*  
*3 State House Station*  
*Augusta, ME 04333-0003*  
*(207) 287-1505*

*63 Sunset Cove Lane*  
*Perry, ME 04667*  
*(207) 853-9406*

March 10, 2010

Broadband Technology Opportunity Program  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue  
HCHB, Room 4812  
Washington, DC 20230

**RE: Washington County Education & Employment through Sustainable Broadband Adoption**

**Funding Opportunity Number: 0660-ZA28**

**CFDA Number: 11.557**

**CFDA Title: Recovery Act – Broadband Technology Opportunity Program**

Dear Sir or Madam:

I am writing to offer my strong support for an application by Axiom Technologies, LLC, for a Sustainable Broadband Adoption grant through the Broadband Technology Opportunities Program.

If awarded, this grant will fund the Washington County Education and Employment through Sustainable Broadband Adoption project which will use recently installed broadband technology to create educational and employment opportunities that will assist an underserved, unemployed or underemployed population. The results of this grant are estimated to create, at a minimum, 30 new jobs per year. By working with Washington County's largest industries – blueberry farming, fishing and healthcare – Axiom will collaborate with several different groups to address the education and training opportunities which will make this us more competitive statewide and in the world marketplace. In particular, Axiom's proposal to partner with the Central Maine Nursing School to introduce Distance Learning Education to train nurses at the Downeast Community Hospital via teleconferencing will be a boon to keep qualified providers in Washington County.

As you may know, Washington County, Maine, is one of the most chronically economically-distressed counties in the nation. In my current position as Washington County's state senator, and in my past work as Chief of Staff to U.S. Senator Olympia Snowe, I have worked extensively to help combat the long-time economic woes that have plagued the county.

During its brief history, Axiom Technologies has emerged as a crucial ally in the effort to invigorate the local economy. They have installed access points to many areas of the county, bringing high-speed Internet to previously un-served areas and providing hundreds of customers with broadband access. The approval of the Sustainable Broadband Adoption grant will help to continue the important progress that has been made thus far, and help Washington County more fully participate in the 21st century economy.

It is my hope that you will approve Axiom's grant application so that Washington County will be able to better compete in today's technology-driven economy. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script, reading "Kevin Raye". The signature is written in dark ink and is positioned above the printed name.

KEVIN L. RAYE  
Maine State Senator

**From:** McFadden, RepHoward [RepHoward.McFadden@legislature.maine.gov]

**Sent:** Tuesday, March 09, 2010 10:19 AM

**To:** Susan Corbett

**Subject:** BTOP Round 2

Susan Corbett

Axiom Technologies

3 Water Street

Machias, Maine 04654

Dear Ms. Corbett,

I am extremely pleased to fully support the ***Washington County Education and Employment through Sustainable Broadband Adoption*** grant application being submitted by Axiom Technologies located in Machias, Maine. The Round 2 BTOP grant would tend to further enhance and expand high speed internet service to Washington County. Being geographically isolated and a rural sprawl area make this grant of utmost importance to both the citizens and the economy of the county and state. We are at a point where we can ill afford to lose population and businesses if this area of Maine is to compete in the global economy.

It is exciting to learn that Axiom Technologies will partner with local Science and Research, Medical, Educational Institutes, and other to provide much needed services to the area.

A successful grant to Axiom Technologies would not only expand high speed internet service to the most remote county in Maine, it would be a major factor to attract new businesses and decrease one of the highest underemployed and unemployment areas in the poorest county in the state, and maybe the entire country.

Again, I am excited to support this much need grant to help Washington County become a level playing field in Maine's technology world.

Sincerely,

*Howard*


Rep. Howard McFadden

House District #30

## MEMORANDUM

To: BTOP Program Staff  
National Telecommunications & Information Administration  
Department of Commerce

From: Name of Authorized Organization Representative (AOR):

  
Susan M. Corbett, CEO

Legal Name of Applicant Axiom Technologies, LLC  
EasyGrants ID 6899

Memo Date: 07/19/10

Re: Revised Response to Question(s) 32 and 35 Included on BTOP  
Application Originally Submitted on 03/15/10

---

This memorandum documents our formal submission of a revised response to Question(s) 32 and 36 of our organization's BTOP application EasyGrants ID 6899, as follows:

**Question [32]: Project Budget**

*Please see the revised response below.*

Project Budget	
Federal Grant Request	\$1,429,596
Total Match Amount	\$445,448
Total Budget	\$1,875,044
Match Percent	23.8%

**Question [35]: Budget Narrative**

*Please see the revised response below.*

*The Washington County EESBA Project contains a Cash (\$257,014) and In-kind (\$188,434) Match from the Applicant, Sub-Recipient and Key Partners;*

**Question [36]:**

*The Washington County EESBA's total budget is \$1,875,044 (with a match of \$445,448 or 23.8%) for program staffing and implementation*



*of the fishing and farming technology component and the Distance Learning Education Nursing Degree Program,*

**Question [41]**

Please see the revised numbers below:

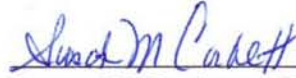
How many total new home subscribers (household accounts) to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?	<b>944</b>
How many total new business and/or institutional subscribers to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?	<b>141</b>
How many total users of broadband in public computer centers or users of broadband outside the home (e.g., in a community college) do you expect to generate through use of BTOP funds over the entire life of the program funded?	
What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user?	<b>\$1,728</b>



## MEMORANDUM

To: BTOP Program Staff  
National Telecommunications & Information Administration  
Department of Commerce

From: Name of Authorized Organization Representative (AOR):



Susan M. Corbett, CEO

Legal Name of Applicant Axiom Technologies, LLC  
EasyGrants ID 6899

Memo Date: 07/23/10

Re: Revised Response to Question 43 Included on BTOP Application  
Originally Submitted on 03/15/10

---

This memorandum documents our formal submission of a revised response to Question 43 of our organization's BTOP application EasyGrants ID 6899, as follows:

43. Broadband Training Programs	
If you intend to provide training or education, how many people in total will your programs reach?	96
How many hours of training do you expect to provide per person on average for each participant in your training program(s), through completion of training for that individual?	172.7
How many Full time employee (FTE's) instructors or facilitators will you employ for broadband and digital literacy training purposes	5