



**Broadband Technology Opportunities Program  
Public Computer Centers Program – Sustainable Adoption Program**

<b>Submitted Date:</b> 7/23/2010 2:30:55 PM	<b>Easygrants ID:</b> 6899
<b>Funding Opportunity:</b> Sustainable Broadband Adoption	<b>Applicant Organization:</b> AXIOM TECHNOLOGIES, LLC
<b>Task:</b> Submit Due Diligence - SBA Applications	<b>Applicant Name:</b> Ms. Susan Marie Corbett

**Uploads**

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

<b>Upload Name</b>
Round 2 SBA Due Diligence Documentation
Round 2 SBA Due Diligence Documentation
Round 2 SBA Due Diligence Documentation
Round 2 SBA Due Diligence Documentation
Round 2 SBA Due Diligence Documentation
Round 2 SBA Due Diligence Documentation

To preserve the integrity of the uploaded document, headers, footers and page numbers have not been added by the system

## **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: 6899

Applicant: Axiom Technologies, LLC  
Project Title: Washington County  
Employment & Education through  
Sustainable Broadband Adoption

SF-424A Object Class Category	General					Detail				
	Position	Entity	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Total
<i>Axiom Technologies:</i>										
Susan Corbett	Project Director	Axiom	\$56,000.00	\$14,000.00	\$70,000.00	1	\$70,000.00	50%	8.00	\$70,000.00
Nelson Geel	CTO	Axiom	\$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	Axiom	\$64,000.00	\$16,000.00	\$80,000.00	1	\$40,000.00	100%	8.00	\$80,000.00
Kim Emerson	Senior Network Engineer	Axiom	\$42,000.00	\$10,500.00	\$52,500.00	1	\$35,000.00	75%	8.00	\$52,500.00
Ian Sawyer	Network Engineer	Axiom	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Bernard Seeley	Senior Field Technician	Axiom	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Jeremy Manning	Access Point Engineer	Axiom	\$12,000.00	\$3,000.00	\$15,000.00	1	\$30,000.00	25%	8.00	\$15,000.00
Tech Support Position	Bench Repair/Tech Support	Axiom	\$4,000.00	\$1,000.00	\$5,000.00	1	\$25,000.00	10%	8.00	\$5,000.00
Eric Johnson	Tech Support	Axiom	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Ina Beal	Billing Specialist	Axiom	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Gene Gray	Tech Support/Purchasing Agent	Axiom	\$4,800.00	\$1,200.00	\$6,000.00	1	\$30,000.00	10%	8.00	\$6,000.00
	Sub-Total		\$245,840.00	\$61,460.00	\$307,300.00		\$414,000.00			\$307,300.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>										
Susan Baltrus	Sub-Applicant Project Manager	CoNHP	\$60,000.00	\$0.00	\$60,000.00	1	\$120,000.00	25%	8.00	\$60,000.00
Shannon Packard	Project Manager	CoNHP	\$45,000.00	\$45,000.00	\$90,000.00	1	\$90,000.00	50%	8.00	\$90,000.00
Kathy Jacques	Registrar	CoNHP	\$8,000.00	\$8,000.00	\$16,000.00	1	\$40,000.00	20%	8.00	\$16,000.00
Keith Bourgault	Financial Aid	CoNHP	\$12,000.00	\$12,000.00	\$24,000.00	1	\$120,000.00	10%	8.00	\$24,000.00
Anita Hakala	Course Coordinator Freshmen	CoNHP	\$11,500.00	\$11,500.00	\$23,000.00	1	\$57,500.00	20%	8.00	\$23,000.00
Peter Miller	Course Coordinator Senior	CoNHP	\$12,500.00	\$12,500.00	\$25,000.00	1	\$62,500.00	20%	8.00	\$25,000.00
Faculty	Faculty	CoNHP	\$62,400.00	\$62,400.00	\$124,800.00	1	\$124,800.00	50%	8.00	\$124,800.00
Clerical	Clerical	CoNHP	\$7,800.00	\$7,800.00	\$15,600.00	1	\$31,200.00	25%	8.00	\$15,600.00
Technology Tech	Technology Tech	CoNHP	\$9,360.00	\$9,360.00	\$18,720.00	1	\$37,440.00	25%	8.00	\$18,720.00
	Sub-Total		\$228,560.00	\$168,560.00	\$397,120.00		\$683,440.00			\$397,120.00
<b>Personnel Subtotal</b>			<b>\$474,400.00</b>	<b>\$230,020.00</b>	<b>\$704,420.00</b>					

b. Fringe Benefits - Include salaries and fringe rate.	Position	Entity	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Fringe Rate	Total
<i>Axiom Technologies:</i>											
Susan Corbett	Project Director	Axiom	\$15,120.00	\$3,780.00	\$18,900.00	1	\$70,000.00	50%	8.00	27.00%	\$18,900.00
Nelson Geel	CTO	Axiom	\$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	Axiom	\$17,280.00	\$4,320.00	\$21,600.00	1	\$40,000.00	100%	8.00	27.00%	\$21,600.00
Kim Emerson	Senior Network Engineer	Axiom	\$11,340.00	\$2,835.00	\$14,175.00	1	\$35,000.00	75%	8.00	27.00%	\$14,175.00
Ian Sawyer	Network Engineer	Axiom	\$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	Axiom	\$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	Axiom	\$3,240.00	\$810.00	\$4,050.00	1	\$30,000.00	25%	8.00	27.00%	\$4,050.00
Tech Support Position	Bench Repair/Tech Support	Axiom	\$1,080.00	\$270.00	\$1,350.00	1	\$25,000.00	10%	8.00	27.00%	\$1,350.00
Eric Johnson	Tech Support	Axiom	\$950.40	\$237.60	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
Ina Beal	Billing Specialist	Axiom	\$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	Axiom	\$1,296.00	\$324.00	\$1,620.00	1	\$30,000.00	10%	8.00	27.00%	\$1,620.00
	Sub-Total		\$66,376.80	\$16,594.20	\$82,971.00		\$414,000.00				\$82,971.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>											
Susan Baltrus	Sub-Applicant Project Manager	CoNHP	\$8,100.00	\$8,100.00	\$16,200.00	1	\$120,000.00	25%	8.00	27.00%	\$16,200.00
Shannon Packard	Project Manager	CoNHP	\$12,150.00	\$12,150.00	\$24,300.00	1	\$90,000.00	50%	8.00	27.00%	\$24,300.00
Kathy Jacques	Registrar	CoNHP	\$2,160.00	\$2,160.00	\$4,320.00	1	\$40,000.00	20%	8.00	27.00%	\$4,320.00
Keith Bourgault	Registrar	CoNHP	\$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	CoNHP	\$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	CoNHP	\$3,375.00	\$3,375.00	\$6,750.00	1	\$62,500.00	20%	8.00	27.00%	\$6,750.00
Faculty	Faculty	CoNHP	\$16,848.00	\$16,848.00	\$33,696.00	1	\$124,800.00	50%	8.00	27.00%	\$33,696.00
Clerical	Clerical	CoNHP	\$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	CoNHP	\$2,527.00	\$2,527.00	\$5,054.00	1	\$37,440.00	25%	8.00	27.00%	\$5,054.00
	Sub-Total		\$53,611.00	\$53,611.00	\$107,222.00		\$683,440.00				\$107,222.00
<b>Fringe Benefits Subtotal</b>			<b>\$119,987.80</b>	<b>\$70,205.20</b>	<b>\$190,193.00</b>						

c. Travel - For significant costs, include details such as number and purpose of trips, destinations.			Federal Support	Matching Support	Total	# of Trips	Cost per Trip	Total
<i>Axiom Technologies:</i>	Axiom Technologies:	Axiom						
On-site Training-Fishermen	Provide Training & Consultation	Axiom	\$0.00	\$6,000.00	\$6,000.00	240	\$25.00	\$6,000.00
On-site Training-Farmers	Provide Training & Consultation	Axiom	\$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	Axiom	\$0.00	\$1,050.00	\$1,050.00	42	\$25.00	\$1,050.00
	Sub-Total		\$0.00	\$13,050.00	\$13,050.00			\$13,050.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>								
Travel for Faculty and Staff	Training and information dissemination	CoNHP	\$3,000.00	\$3,000.00	\$6,000.00	35	\$171.43	\$6,000.00
	Sub-Total		\$3,000.00	\$3,000.00	\$6,000.00			\$6,000.00
<b>Travel Subtotal</b>			<b>\$3,000.00</b>	<b>\$16,050.00</b>	<b>\$19,050.00</b>			

d. Equipment Costs - List equipment with # of units and unit costs. Distinguish between equipment intended for applicant use versus equipment for the end user.			Federal Support	Matching Support	Total	#Units	Unit Cost	Total
<b>Applicant Equipment</b>								
<i>Axiom Technologies:</i>								
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.	Axiom	\$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.	Axiom	\$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	Axiom	\$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	Axiom	\$5,900.00		\$5,900.00	1	\$5,900.00	\$5,900.00
	Sub-Total		\$33,200.00		\$33,200.00			\$33,200.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>								
Videoconferencing Equipment	Polycom HDX 8004XL	CoNHP	\$35,252.00		\$35,252.00	1	\$35,252.00	\$35,252.00
LCD Projector	Toshiba Video Projector 3500 lumens	CoNHP	\$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	CoNHP	\$3,300.00		\$3,300.00	1	\$3,300.00	\$3,300.00
Video Microscope	AMD 410, Video Microscope	CoNHP	\$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)	CoNHP	\$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	CoNHP	\$61,808.00		\$61,808.00	1	\$61,808.00	\$61,808.00
	Sub-Total		\$184,922.00		\$184,922.00			\$184,922.00
<b>User Equipment</b>								
<i>Axiom Technologies:</i>								

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	Axiom	\$96,000.00		\$96,000.00	20	\$4,800.00	\$96,000.00
	Sub-Total		\$96,000.00		\$96,000.00			\$96,000.00
Videoconferencing Equipment	Polycorn HDX 8004XL	CoNHP	\$19,124.00		\$19,124.00	1	\$19,124.00	\$19,124.00
High Fidelity Manikin	SimMan 3G	CoNHP	\$96,000.00		\$96,000.00	1	\$96,000.00	\$96,000.00
IV Simulator	IV Simulator	CoNHP	\$17,000.00		\$17,000.00	1	\$19,850.67	\$19,850.67
	Sub-Total		\$132,124.00	\$0.00	\$132,124.00			\$134,974.67
<b>User Equipment Subtotal</b>			<b>\$446,246.00</b>	<b>\$0.00</b>	<b>\$446,246.00</b>			

e. Supplies - List costs associated with materials/printing, curriculum, translations, and other supplies			Federal Support	Matching Support	Total	#Units (If Applicable)	Unit Cost (If Applicable)	Total
Description								
<i>Axiom Technologies:</i>								
Instructional Materials	Reference Booklets with Training Instructions	Axiom	\$0.00	\$500.00	\$500.00	20	\$25.00	\$500.00
	Sub-Total		\$0.00	\$500.00	\$500.00			\$500.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>								
Medical supplies	Various medical consumables used in educating nurses	CoNHP	\$1,600.00	\$400.00	\$2,000.00	8	\$250.00	\$2,000.00
	Sub-Total		\$1,600.00	\$400.00	\$2,000.00			\$2,000.00
<b>Supplies Subtotal</b>			<b>\$1,600.00</b>	<b>\$900.00</b>	<b>\$2,500.00</b>			

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

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

h. Other - 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.			Federal Support	Matching Support	Total	#Units (If Applicable)	Unit Cost (If Applicable)	Total
Description								
<i>Axiom Technologies:</i>								
Broadband Fees-DECH	5 Mb Symmetrical x 2 years	Axiom	\$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	Axiom	\$19,200.00	\$76,800.00	\$96,000.00	480	\$200.00	\$96,000.00
		Axiom						
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	Axiom	\$0.00	\$1,200.00	\$1,200.00	24	\$50.00	\$1,200.00
Web Site Design	One time fee	Axiom	\$0.00	\$600.00	\$600.00			\$600.00
Pre-Application Grant Preparation	Axiom & CMNS Grant Research, Compilation & Writing	Axiom & CMNS	\$0.00	\$21,000.00	\$21,000.00	420	\$50.00	\$21,000.00
	Sub-Total		\$22,560.00	\$113,040.00	\$135,600.00			\$135,600.00
<i>Central Maine College of Nursing &amp; Health Professions (CoNHP)</i>								
Classroom Space	Rental of classroom space (Downeast Community Hospital)	CoNHP		\$12,000.00	\$12,000.00			\$12,000.00
CoNHP Marketing	Marketing for recruitment of students	CoNHP	\$4,200.00	\$2,800.00	\$7,000.00			\$7,000.00
	Sub-Total		\$4,200.00	\$14,800.00	\$19,000.00			\$19,000.00
<b>Other 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>			\$1,429,595.80	\$445,448.20	\$1,875,044.00
		<i>Axiom</i>	\$821,578.80	\$205,077.20	\$1,026,656.00
		<i>CoNHP</i>	\$608,017.00	\$240,371.00	\$848,388.00
<b>j. Indirect Charges</b>					\$0.00
<b>Total Eligible Project Costs</b>			\$1,429,595.80	\$445,448.20	\$1,875,044.00
<b>Match Percentage</b>			23.8%		

Explanation of Indirect Charges

Additional Budget Notes

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

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**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: 6899

Applicant: Axiom Technologies, LLC  
Project Title: Washington County  
Employment & Education through  
Sustainable Broadband Adoption

SF-424A Object Class Category	General					Detail				
	Position	Entity	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Total
<i>Axiom Technologies:</i>										
Susan Corbett	Project Director	Axiom	\$56,000.00	\$14,000.00	\$70,000.00	1	\$70,000.00	50%	8.00	\$70,000.00
Nelson Geel	CTO	Axiom	\$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	Axiom	\$64,000.00	\$16,000.00	\$80,000.00	1	\$40,000.00	100%	8.00	\$80,000.00
Kim Emerson	Senior Network Engineer	Axiom	\$42,000.00	\$10,500.00	\$52,500.00	1	\$35,000.00	75%	8.00	\$52,500.00
Ian Sawyer	Network Engineer	Axiom	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Bernard Seeley	Senior Field Technician	Axiom	\$14,000.00	\$3,500.00	\$17,500.00	1	\$35,000.00	25%	8.00	\$17,500.00
Jeremy Manning	Access Point Engineer	Axiom	\$12,000.00	\$3,000.00	\$15,000.00	1	\$30,000.00	25%	8.00	\$15,000.00
Tech Support Position	Bench Repair/Tech Support	Axiom	\$4,000.00	\$1,000.00	\$5,000.00	1	\$25,000.00	10%	8.00	\$5,000.00
Eric Johnson	Tech Support	Axiom	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Ina Beal	Billing Specialist	Axiom	\$3,520.00	\$880.00	\$4,400.00	1	\$22,000.00	10%	8.00	\$4,400.00
Gene Gray	Tech Support/Purchasing Agent	Axiom	\$4,800.00	\$1,200.00	\$6,000.00	1	\$30,000.00	10%	8.00	\$6,000.00
	Sub-Total		\$245,840.00	\$61,460.00	\$307,300.00		\$414,000.00			\$307,300.00
	<b>Personnel Subtotal</b>		<b>\$245,840.00</b>	<b>\$61,460.00</b>	<b>\$307,300.00</b>					

b. Fringe Benefits - Include salaries and fringe rate.	Position	Entity	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Fringe Rate	Total
<i>Axiom Technologies:</i>											
Susan Corbett	Project Director	Axiom	\$15,120.00	\$3,780.00	\$18,900.00	1	\$70,000.00	50%	8.00	27.00%	\$18,900.00
Nelson Geel	CTO	Axiom	\$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	Axiom	\$17,280.00	\$4,320.00	\$21,600.00	1	\$40,000.00	100%	8.00	27.00%	\$21,600.00
Kim Emerson	Senior Network Engineer	Axiom	\$11,340.00	\$2,835.00	\$14,175.00	1	\$35,000.00	75%	8.00	27.00%	\$14,175.00
Ian Sawyer	Network Engineer	Axiom	\$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	Axiom	\$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	Axiom	\$3,240.00	\$810.00	\$4,050.00	1	\$30,000.00	25%	8.00	27.00%	\$4,050.00
Tech Support Position	Bench Repair/Tech Support	Axiom	\$1,080.00	\$270.00	\$1,350.00	1	\$25,000.00	10%	8.00	27.00%	\$1,350.00
Eric Johnson	Tech Support	Axiom	\$951.00	\$237.00	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
Ina Beal	Billing Specialist	Axiom	\$950.00	\$238.00	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
Gene Gray	Tech Support/Purchasing Agent	Axiom	\$1,296.00	\$324.00	\$1,620.00	1	\$30,000.00	10%	8.00	27.00%	\$1,620.00
	Sub-Total		\$66,377.00	\$16,594.00	\$82,971.00		\$414,000.00				\$82,971.00
	<b>Fringe Benefits Subtotal</b>		<b>\$66,377.00</b>	<b>\$16,594.00</b>	<b>\$82,971.00</b>						

c. Travel - For significant costs, include details such as number and purpose of trips, destinations.	Purpose of Trip	Entity	Federal Support	Matching Support	Total	# of Trips	Cost per Trip	Total
<i>Axiom Technologies:</i>								
On-site Training-Fishermen	Provide Training & Consultation	Axiom	\$0.00	\$6,000.00	\$6,000.00	240	\$25.00	\$6,000.00
On-site Training-Farmers	Provide Training & Consultation	Axiom	\$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	Axiom	\$0.00	\$1,050.00	\$1,050.00	42	\$25.00	\$1,050.00
	Sub-Total		\$0.00	\$13,050.00	\$13,050.00			\$13,050.00
	<b>Travel Subtotal</b>		<b>\$0.00</b>	<b>\$13,050.00</b>	<b>\$13,050.00</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.			Federal Support	Matching Support	Total	#Units	Unit Cost	Total
Equipment Description								
<b>Applicant Equipment</b>								
<i>Axiom Technologies:</i>								
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.	Axiom	\$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.	Axiom	\$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	Axiom	\$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	Axiom	\$5,900.00		\$5,900.00	1	\$5,900.00	\$5,900.00
	Sub-Total		\$33,200.00		\$33,200.00			\$33,200.00
<b>User Equipment</b>								
<i>Axiom Technologies:</i>								
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	Axiom	\$96,000.00		\$96,000.00	20	\$4,800.00	\$96,000.00
	Sub-Total		\$96,000.00		\$96,000.00			\$96,000.00
<b>User Equipment Subtotal</b>			<b>\$129,200.00</b>	<b>\$0.00</b>	<b>\$129,200.00</b>			

<b>e. Supplies</b> - List costs associated with materials/printing, curriculum, translations, and other supplies			Federal Support	Matching Support	Total	#Units (If Applicable)	Unit Cost (If Applicable)	Total
Description								
<i>Axiom Technologies:</i>								
Instructional Materials	Reference Booklets with Training Instructions	Axiom	\$0.00	\$500.00	\$500.00	20	\$25.00	\$500.00
	Sub-Total		\$0.00	\$500.00	\$500.00			\$500.00
<b>Supplies Subtotal</b>			<b>\$0.00</b>	<b>\$500.00</b>	<b>\$500.00</b>			

<b>f. Contractual</b> - List contractors with purpose of contract, hourly rate or total fixed rate.			Federal Support	Matching Support	Total	# Hours (If Applicable)	Hourly Rate (If Applicable)	Total Contract
Contractor								
<i>Axiom Technologies:</i>								
Professor Kevin Atheam	University of Maine at Machias	Axiom	\$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	Axiom	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
Dell Emerson	Sunrise County Blueberry Cooperative	Axiom	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
Programming/IT/Trade Organization Consultants	To be determined	Axiom	\$76,800.00	\$0.00	\$76,800.00	960	\$80.00	\$76,800.00
UMM Business Students	University of Maine at Machias	Axiom	\$32,000.00	\$0.00	\$32,000.00	800	\$40.00	\$32,000.00
Mary Walton, Grant Consultant	Pre-Application Costs, Grant Management Reporting	Axiom	\$4,800.00	\$0.00	\$4,800.00			\$4,800.00
Barbara Chatterton-Luuring	Educational Design Consultant, Development of course material	Axiom	\$802.00	\$433.00	\$1,235.00			\$1,235.00
	Sub-Total		\$357,602.00	\$433.00	\$358,035.00			\$358,035.00
<b>Contractual 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			Federal Support	Matching Support	Total
Description					
N/A					\$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.									
Description		Federal Support	Matching Support	Total	#Units (If Applicable)	Unit Cost (If Applicable)	Total		
<i>Axiom Technologies:</i>									
Broadband Fees-DECH	5 Mb Symmetrical x 2 years	Axiom	\$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	Axiom	\$19,200.00	\$76,800.00	\$96,000.00	480	\$200.00	\$96,000.00	
		Axiom							
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	Axiom	\$0.00	\$1,200.00	\$1,200.00	24	\$50.00	\$1,200.00	
Web Site Design	One time fee	Axiom	\$0.00	\$600.00	\$600.00			\$600.00	
Pre-Application Grant Preparation	Axiom & CMNS Grant Research, Compilation & Writing	Axiom & CMNS	\$0.00	\$21,000.00	\$21,000.00	420	\$50.00	\$21,000.00	
<b>A. Personnel</b>									
Susan Baltrus	Sub-Applicant Project Manager	CoNHP	\$60,000.00	\$0.00	\$60,000.00	1	\$120,000.00	25%	8.00 \$60,000.00
Shannon Packard	Project Manager	CoNHP	\$45,000.00	\$45,000.00	\$90,000.00	1	\$90,000.00	50%	8.00 \$90,000.00
Kathy Jacques	Registrar	CoNHP	\$8,000.00	\$8,000.00	\$16,000.00	1	\$16,000.00	20%	8.00 \$16,000.00
Keith Bourgault	Financial Aid	CoNHP	\$12,000.00	\$12,000.00	\$24,000.00	1	\$120,000.00	10%	8.00 \$24,000.00
Anita Hakala	Course Coordinator Freshmen	CoNHP	\$11,500.00	\$11,500.00	\$23,000.00	1	\$57,500.00	20%	8.00 \$23,000.00
Peter Miller	Course Coordinator Senior	CoNHP	\$12,500.00	\$12,500.00	\$25,000.00	1	\$62,500.00	20%	8.00 \$25,000.00
Faculty	Faculty	CoNHP	\$62,400.00	\$62,400.00	\$124,800.00	1	\$124,800.00	50%	8.00 \$124,800.00
Clerical	Clerical	CoNHP	\$7,800.00	\$7,800.00	\$15,600.00	1	\$31,200.00	25%	8.00 \$15,600.00
Technology Tech	Technology Tech	CoNHP	\$9,360.00	\$9,360.00	\$18,720.00	1	\$37,440.00	25%	8.00 \$18,720.00
Classroom Space	Rental of classroom space (Downeast Community Hospital)	CoNHP		\$12,000.00	\$12,000.00				\$12,000.00
CoNHP Marketing	Marketing for recruitment of students	CoNHP	\$4,200.00	\$2,800.00	\$7,000.00				\$7,000.00
<b>B. Fringe Benefits</b>									
Susan Baltrus	Sub-Applicant Project Manager	CoNHP	\$8,100.00	\$8,100.00	\$16,200.00	1	\$120,000.00	25%	8.00 27.00% \$16,200.00
Shannon Packard	Project Manager	CoNHP	\$12,150.00	\$12,150.00	\$24,300.00	1	\$90,000.00	50%	8.00 27.00% \$24,300.00
Kathy Jacques	Registrar	CoNHP	\$2,160.00	\$2,160.00	\$4,320.00	1	\$40,000.00	20%	8.00 27.00% \$4,320.00
Keith Bourgault	Registrar	CoNHP	\$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	CoNHP	\$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	CoNHP	\$3,375.00	\$3,375.00	\$6,750.00	1	\$62,500.00	20%	8.00 27.00% \$6,750.00
Faculty	Faculty	CoNHP	\$16,848.00	\$16,848.00	\$33,696.00	1	\$124,800.00	50%	8.00 27.00% \$33,696.00
Clerical	Clerical	CoNHP	\$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	CoNHP	\$2,527.00	\$2,527.00	\$5,054.00	1	\$37,440.00	25%	8.00 27.00% \$5,054.00
<b>C. Travel</b>									
Travel for Faculty and Staff	Training and information dissemination	CoNHP	\$3,000.00	\$3,000.00	\$6,000.00	35	\$171.43		\$6,000.00
<b>D. Equipment Costs</b>									
Videoconferencing Equipment	Polycom HDX 8004XL	CoNHP	\$35,252.00		\$35,252.00	1	\$35,252.00		\$35,252.00
LCD Projector	Toshiba Video Projector 3500 lumens	CoNHP	\$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	CoNHP	\$3,300.00		\$3,300.00	1	\$3,300.00		\$3,300.00
Video Microscope	AMD 410 , Video Microscope	CoNHP	\$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)	CoNHP	\$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	CoNHP	\$61,808.00		\$61,808.00	1	\$61,808.00		\$61,808.00
Videoconferencing Equipment	Polycom HDX 8004XL	CoNHP	\$19,124.00		\$19,124.00	1	\$19,124.00		\$19,124.00
High Fidelity Manikin	SimMan 3G	CoNHP	\$96,000.00		\$96,000.00	1	\$96,000.00		\$96,000.00
IV Simulator	IV Simulator	CoNHP	\$17,000.00		\$17,000.00	1	\$19,850.67		\$19,850.67
<b>E. Medical Supplies</b>									
Medical supplies	Various medical consumables used in educating nurses	CoNHP	\$1,600.00	\$400.00	\$2,000.00	8	\$250.00		\$2,000.00
<b>Other Subtotal</b>			<b>\$630,577.00</b>	<b>\$353,411.00</b>	<b>\$983,988.00</b>				

<b>i. Total Direct Charges (sum of a-h)</b>			<b>\$1,429,596.00</b>	<b>\$445,448.00</b>	<b>\$1,875,044.00</b>
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j. Indirect Charges					\$0.00
Total Eligible Project Costs			\$1,429,596.00	\$445,448.00	\$1,875,044.00
Match Percentage			23.8%		

Explanation of Indirect Charges

Additional Budget Notes

## CERTIFICATION REGARDING LOBBYING

Applicants should also review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying." The certifications shall be treated as a material representation of fact upon which reliance will be placed when the Department of Commerce determines to award the covered transaction, grant, or cooperative agreement.

### LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

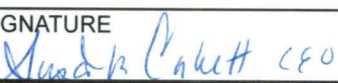
### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

**As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.**

NAME OF APPLICANT Axiom Technologies, LLC	AWARD NUMBER AND/OR PROJECT NAME Washington County Education & Employment through Sustainable Broadband Adoption
PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE Susan M. Corbett, CEO	
SIGNATURE 	DATE 7/19/10



## CERTIFICATION REGARDING LOBBYING LOWER TIER COVERED TRANSACTIONS

Applicants should review the instructions for certification included in the regulations before completing this form. Signature on this form provides for compliance with certification requirements under 15 CFR Part 28, "New Restrictions on Lobbying."

### LOBBYING

As required by Section 1352, Title 31 of the U.S. Code, and implemented at 15 CFR Part 28, for persons entering into a grant, cooperative agreement or contract over \$100,000 or a loan or loan guarantee over \$150,000 as defined at 15 CFR Part 28, Sections 28.105 and 28.110, the applicant certifies that to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.

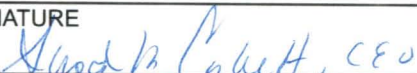
### Statement for Loan Guarantees and Loan Insurance

The undersigned states, to the best of his or her knowledge and belief, that:

In any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

Submission of this statement is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure occurring on or before October 23, 1996, and of not less than \$11,000 and not more than \$110,000 for each such failure occurring after October 23, 1996.


**As the duly authorized representative of the applicant, I hereby certify that the applicant will comply with the above applicable certification.**

NAME OF APPLICANT Axiom Technologies, LLC	AWARD NUMBER AND/OR PROJECT NAME Washington County Education & Employment through Sustainable Broadband Adoption
PRINTED NAME AND TITLE OF AUTHORIZED REPRESENTATIVE Susan M. Corbett, CEO	
SIGNATURE 	DATE 7/19/10

## 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

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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.*

<b>Project Budget</b>	
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

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

<b>43. Broadband Training Programs</b>	
<b>If you intend to provide training or education, how many people in total will your programs reach?</b>	<b>96</b>
<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>	<b>172.7</b>
<b>How many Full time employee (FTE's) instructors or facilitators will you employ for broadband and digital literacy training purposes</b>	<b>5</b>

## **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:

SF-424A Object Class Category	General			Detail						
	a. Personnel - List position, number of staff, annual salaries, % time spent on project	Position	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Total
	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. Fringe Benefits - Include salaries and fringe rate.	Position	Federal Support	Matching Support	Total	# of Positions	Salary	% Time Spent on Project	Quarters Employed	Fringe Rate	Total
	Susan Corbett	\$15,120.00	\$3,780.00	\$18,900.00	1	\$70,000.00	50%	8.00	27.00%	\$18,900.00
	Nelson Geel	\$7,560.00	\$1,890.00	\$9,450.00	1	\$70,000.00	25%	8.00	27.00%	\$9,450.00
	Jane Blackwood	\$17,280.00	\$4,320.00	\$21,600.00	1	\$40,000.00	100%	8.00	27.00%	\$21,600.00
	Eric Hart	\$11,340.00	\$2,835.00	\$14,175.00	1	\$35,000.00	75%	8.00	27.00%	\$14,175.00
	Kim Emerson	\$3,780.00	\$945.00	\$4,725.00	1	\$35,000.00	25%	8.00	27.00%	\$4,725.00
	Bernard Seeley	\$3,780.00	\$945.00	\$4,725.00	1	\$35,000.00	25%	8.00	27.00%	\$4,725.00
	Jeremy Manning	\$3,240.00	\$810.00	\$4,050.00	1	\$30,000.00	25%	8.00	27.00%	\$4,050.00
	Ian Sawyer	\$1,080.00	\$270.00	\$1,350.00	1	\$25,000.00	10%	8.00	27.00%	\$1,350.00
	Eric Johnson	\$950.40	\$237.60	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
	Ina Beal	\$950.40	\$237.60	\$1,188.00	1	\$22,000.00	10%	8.00	27.00%	\$1,188.00
	Gene Gray	\$1,296.00	\$324.00	\$1,620.00	1	\$30,000.00	10%	8.00	27.00%	\$1,620.00
	Sharon Kuhrt	\$8,100.00	\$8,100.00	\$16,200.00	1	\$120,000.00	25%	8.00	27.00%	\$16,200.00
	Susan Baltrus	\$12,150.00	\$12,150.00	\$24,300.00	1	\$90,000.00	50%	8.00	27.00%	\$24,300.00
	Kathy Jacques	\$2,160.00	\$2,160.00	\$4,320.00	1	\$40,000.00	20%	8.00	27.00%	\$4,320.00
	Keith Bourgault	\$3,240.00	\$3,240.00	\$6,480.00	1	\$120,000.00	10%	8.00	27.00%	\$6,480.00
	Anita Hakala	\$3,105.00	\$3,105.00	\$6,210.00	1	\$57,500.00	20%	8.00	27.00%	\$6,210.00
	Peter Miller	\$3,375.00	\$3,375.00	\$6,750.00	1	\$62,500.00	20%	8.00	27.00%	\$6,750.00
	Faculty	\$16,848.00	\$16,848.00	\$33,696.00	1	\$124,800.00	50%	8.00	27.00%	\$33,696.00
	Clerical	\$2,106.00	\$2,106.00	\$4,212.00	1	\$31,200.00	25%	8.00	27.00%	\$4,212.00
	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>			

f. Contractual - List contractors with purpose of contract, hourly rate or total fixed rate.		Federal Support	Matching Support	Total	# Hours (If Applicable)	Hourly Rate (If Applicable)	Total Contract
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>			

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

h. Other - 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.		Federal Support	Matching Support	Total	#Units (If Applicable)	Unit Cost (If Applicable)	Total
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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# 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.**

**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.



**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.**





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

**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 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*.

**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

**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**  
**University of Maine at Machias**



**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.



# Sharon L. Kuhrt

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Home



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

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

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## **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