

QUARTERLY PERFORMANCE PROGRESS REPORT FOR SUSTAINABLE BROADBAND ADOPTION

General Information		
1. Federal Agency and Organizational Element to Which Report is Submitted Department of Commerce, National Telecommunications and Information Administration	2. Award Identification Number 23-43-B10581	3. DUNS Number 607132466
4. Recipient Organization AXIOM Technologies, LLC 3 Water Street, Machias, ME 04654-1118		
5. Current Reporting Period End Date (MM/DD/YYYY) 06-30-2012	6. Is this the last Report of the Award Period? <input type="radio"/> Yes <input checked="" type="radio"/> No	
7. Certification: I certify to the best of my knowledge and belief that this report is correct and complete for performance of activities for the purposes set forth in the award documents.		
7a. Typed or Printed Name and Title of Certifying Official Susan M Corbett CEO	7c. Telephone (area code, number and extension) (207) 255-0679	
	7d. Email Address susan.corbett@axiom-tech.net	
7b. Signature of Certifying Official Submitted Electronically	7e. Date Report Submitted (MM/DD/YYYY): 07-30-2012	

Project Indicators (This Quarter)

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

Axiom Activities:

Axiom’s Project Director continues to promote broadband throughout the State and hosted an event called “Celebrating the Women of Washington County”. Approximately 150 women from the region and from across the State attended the event. The Project Director gave the welcome keynote address and discussed broadband in Washington County. The software development by the selected company has been ongoing this quarter for data collection for the farming and fishing industries and beta versions are being reviewed. Input has been invaluable by the fishermen and farmers and changes are being made to meet the specifications of these industries. The new software is called “MAPOnline” and has three components; marine harvesting reporting, pesticide reporting and agricultural reporting. The software developer, Axiom staff and consultants continue to work with state and federal organizations for input as the program is developed. Once the program is implemented by the subjects, we will need to develop a marketing plan and have begun the research for this process. It is the intention to offer the program for 3-6 months free of charge to Washington County farmers and fishermen.

Farmers, Fishers, their crews and families have continued computer classes such as Basic Computer Skills, QuickBooks, Excel and PhotoShop. Computer classes continue to be offered free of charge for Washington County residents at several locations. Axiom continues to offer free classes to library patrons in seven libraries in Washington County with Axiom’s Project Manager and the University of Maine Tutors. Three classes per week are also being held at the Passamaquoddy Tribal Office in Pleasant Point and include: Basic Computer Skills, Microsoft Office including Word, Excel & Outlook, QuickBooks and Photoshop. 36 new students participated in this collaboration for Q2/2012 logging in 1482 learning hours. Social Media classes were started this quarter and there has been a great response for learning about FaceBook and Twitter. Additional classes will be added this summer targeting senior citizens. Over 3,798 learning hours were completed this quarter by farmers, fishermen and residents of Washington County.

The Entrepreneurial Coach has been meeting with the farmers and fishermen and assisting them in developing “best practice” technology into their business operations and developing their business, making the very best use of technology. The meetings will continue through the summer, and farmers and fishermen may utilize the resources offered to them by the Coach. Additional training has been identified through this process and classes and tutoring have been scheduled as needed.

College of Nursing & Health Professions (CoNHP) Activities

The CoNHP Nursing Distance Learning Education students finished up clinical rotations and took final exams for the semester; Faculty and staff used this time for Fall class preparation. All Nursing Distance Learning Education students passed their exams and will enter the Senior Class NUR 210 in the Fall and seven students were selected as incoming Freshmen. The Nursing Program logged in computer 1065.5 learning hours this quarter.

New policies are being worked on to benefit the students in the program, to insure they have the same support services as those on the Lewiston campus. Part of preparation for fall includes curriculum review and determining the best testing service to offer achievement exams in the fall and over the next several years as our current testing company contract is expiring. Communications have been open with DECH and UMM regarding opportunities and plans for the fall.

As the academic year closes, CoNHP will conduct curriculum review, admission process completion, and other preparatory tasks to assure students have all that is needed for the fall.

2. Please provide the percent complete for the following key milestones in your project. Write “0” in the Percent Complete column and "N/A" in the Narrative column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please provide a narrative description if the percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	75	According to last Quarter's Report (Q1-2012), we projected an approximate 74% completion rate for this Quarter; as evidenced by expenditures we exceeded this rate by an approximate 1%, or 75% completion rate (74.74%) and are very pleased with the Project's progress. Axiom's Baseline Plan (Year 2, Q4 as explained in previous reports) should be around 82%, however we feel that the Project and both Programs continue to remain on target and are running smoothly and will be completed within the projected timeframes anticipated and allowed under the BTOP regulations. Our expenditures for the Quarter were \$120,924.10 in Federal funding and \$49,436.90 in Match funding, which amounted to over approximately 29% match for the Quarter. According to the Baseline Plan projections, we should have expended approximately \$1,229,453 Federal funding and \$356,358 in Match funding to date (total \$1,585,811), however actual expenditures to date are \$1,070,208 Federal and \$331,278 Match, for a total of \$1,401,486. Our match amount to date is 23.63%, approximately .1% less than our stated goal, which we will exceed during the next quarter.
2.b.	Equipment / Supply Purchases	-	Progress reported in Question 4 below
2.c.	Awareness Campaigns	-	Progress reported in Question 4 below
2.d.	Outreach Activities	-	Progress reported in Question 4 below
2.e.	Training Programs	-	Progress reported in Question 4 below
2.f.	Other (please specify):	-	Progress reported in Question 4 below

3. Please describe any challenges or issues faced during this past quarter in achieving planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).

Axiom experienced only a single challenge during the quarter: Software development was ongoing, but the timeline has been stretched out a bit in order to get good feed-back from the farmers and fishermen. It should be noted, however that it is important that they are part of the decision-making process and their input has been invaluable.

Challenges that CoNHP experienced included the following: Medicare pass-through dollars were greatly reduced for hospital affiliated colleges creating some financial stressors for the college. Based on this, the decision was made by the organization to reduce the numbers of full time faculty at the college in the nursing division by 3. This has been a challenge as the new model increases the workload on the remaining faculty so a great deal of preparation is necessary for the Fall. The challenge for Machias is that there will be two cohorts, which increases the likelihood that space concerns will continue though the new model does change the days and hours of classes to meet the needs of the students.

4a. In the chart below, please provide the requested information on your BTOP grant-funded SBA activities. Please also provide a short description of the activity (600 words or less). Figures should be reported cumulatively from award inception to the end of the most recent reporting quarter. Please ensure that the numbers of new household subscribers and business or community anchor institution (CAI) subscribers reflected in the "Total" row represent the unduplicated number of new subscribers that can be attributed to your SBA project as a whole.

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Awareness Campaign	Washington County, State of Maine and National	<p>Approximately 1,701 people attended various activities where both Axiom and CoNHP (the SubRecipient) raised awareness about the Project and collaborated with others through presentations, press conferences and participation.</p> <p>4/1/12 to 6/30/12: 3/14/2012 Brittany Sawyer Machias Job Fair 100 3/23/2012 Sharon Foss Presented at the Hall of Flags/State House/ Augusta 200 4/6/2012 Brittany Sawyer Presented at Machias Savings Future Promises (grades 3-6) 1000 4/19/2012 Shannon Packard Presented at American Board of Pediatric Dentists/Dallas, TX 75 4/20/2012 Susan Corbett Presented at Sunrise County Economic Council 16 5/1/2012 Susan Corbett Presented to Senator Snowe and staff at Axiom Office 8 5/1/2012 Susan Baltrus Presented to CoNHP Alumni 30 5/17/2012 Susan Corbett Presented at SBA Meeting/Augusta 20 6/20/2012 Susan Corbett Presented at Celebrating the Women of Washington County Event 150 6/21/2012 Susan Corbett Presented at Maine Community Foundation Educational Task Force Retreat 16 6/26/2012 Susan Baltrus Presented to TD Bank officials 6 6/28/2012 Susan Corbett Presented at Mobilize Maine Foundation Event 80 TOTAL Target Audience for Quarter 1701</p> <p>As a direct and indirect result of these awareness campaigns, in addition to the Project participants and other students receiving computer skills/ internet training, to date, there has been a cumulative total of 282 household subscribers and 19 new business installs, with a total of 627 new users within these households and 90 new users within the businesses (717 total). The Target Audience total is a cumulative number of attendees at Awareness Campaign Activities.</p>	6,934	717	282	19

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Outreach Activities	Washington County, State	<p>The following is a summary of the Outreach Activities of Axiom's CEO who discussed, promoted and collaborated on the Project locally and throughout the State and beyond for the period April 1, 2012 through June 30, 2012:</p> <p>Attended BTOP Webinar: Data Analysis and Reporting of Evaluation Findings; Phone conference/Debriefing with Software Developers who were not chosen as vendors; Phone conference with New England School of Business as a potential resource for online courses; Attended FCC Webinar on Lifeline Reform; Attended State Workforce Investment Board Meeting/Dept. of Labor; Phone conference with Director of Washington-Aroostook Workforce Investment Board; Phone conference with Acting Executive Director, Maine Development Foundation to discuss Axiom's BTOP project, digital literacy, education achievement and business development in rural Maine; Meeting with Maine Community Foundation Educational Achievement Task Force; Meeting with former Fairpoint technician to discuss expanding broadband in Washington County; Attended SCEC Board Meeting and updated BOD on BTOP project; Attended Harrington Family Health Center Board Meeting; Met with Senator Collins and her staff at the Axiom office and updated her on the BTOP project and broadband development in Washington County; Met with Senator Cynthia Dill to discuss Three Ring Binder Project, broadband development in Washington County and BTOP project; Attended the press conference at University of Maine at Machias for the GiGU Announcement; Meeting with ConnectME Authority and Three Ring Binder for broadband discussion; Conference call with Three Ring Binder to discuss possible subsidized laterals in Washington County; Meeting with Green Mountain Communications to discuss WiFi technology; Meeting with Entrepreneurial Coach to discuss her progress with Farmers and Fishermen; Meeting with Mighty Women Committee to prepare for June event; Attended Webinar: Healthcare Innovation Challenge grant process; Met with broadband leaders in Augusta to discuss possible collaboration for the FCC Lifeline grant; Attended BTOP Webinar: Overcoming Challenges in Measuring Subscribership and Adoption; Conference Call with Maine Development Foundation to discuss Maine Employers Initiative; Attended Webinar: FCC Lifeline grant process; Attended BTOP Webinar: Mediated Accessibility; Attended Small Business Administration's Annual Meeting/Augusta; Attended BTOP Conference in Arlington, VA; Met with Laura Breedon, Program Officer to discuss BTOP Project; Met with Asst. Secretary of Commerce, Larry Strickling and his team to discuss Axiom's BTOP project and Public Safety/FirstNet/Mobile Broadband; Conference call with Maine FirstNet representatives; Conference Call with State Workforce Investment Board Taskforce; Conference Call with Maine Center for Economic Policy Board Meeting; Meeting with Program Directors at Passamaquoddy Tribal Office to discuss digital literacy, educational achievement and collaboration opportunities; Meeting with Machias Adult Education Director to discuss collaboration to increase adult education through technology in Washington County; Conference call for ConnectME Authority meeting, Axiom awarded two grants to expand broadband in Washington County; Attended Mighty Women meeting to organize event; Attended University of Maine Board of Visitors Meeting; Meeting with fisherman to discuss software changes for software development; Attended Mobilize Maine Conference Call; Attended Sunrise County Economic Council Board Meeting; Conference Call for State Local Workforce Board Task Force; Attended, hosted and keynote speaker for the "Celebrating the Women of Washington County" event at University of Maine at Machias; Met with ConnectME Authority and Three Ring Binder to discuss broadband development in rural Maine; Attended Maine Community Foundation's Educational Achievement Task Force Retreat; Attended BTOP Webinar: Visualizing BTOP's Impact and Broadband Availability; Meeting with Executive Director, United Cerebral Palsy and Washington County Children's Program to discuss IT needs, broadband connectivity and collaboration opportunities; Attended Maine Rural Partner's Board Meeting/University of Maine, Orono; Met with HRSA Team/HFHC for annual site visit; Attended Mobilize Maine Foundation Event; Attended BTOP Webinar: PCC/SBA Program Income Training; Monthly call-in with Tim Kelly, BTOP Program Officer; Weekly Phone conference with Portland Webworks team to discuss software development; Prepared and submitted quarterly reports to federalreporting.gov and PAM system; Draw-downs and documentation review throughout the month of June including updated draw-down spreadsheet; Consulted with grant consultants throughout the month to coordinate and review all draw-downs and documentation and discuss project timeline and tasks; Weekly phone discussion to discuss progress and updates with CoNHP for nursing program; Met weekly with staff to update WCEESBA progress.</p>	0	0	0	0

Name of the SBA Activity	Location of SBA Activity	Description of Activity (600 words or less)	Size of Target Audience	Actual Number of Participants	New Subscribers: Households	New Subscribers: Businesses and/or CAIs
Training Activities	Machias: Washington County, Maine	<p>During the 2nd Quarter of 2012, Axiom continued to provide individualized training for Program Participants (Fisherman and Farmers), their crew members and families during this Quarter. The software developer selected worked with the Project participants, Axiom staff, consultants and state agencies to garner input into the development of the individualized software to meet the needs of the industries served. Computer skills and internet training for the general public continued at seven Libraries throughout the County. The Distance Learning Education (DLE) Program offered by the SubRecipient CoNHP continued to integrate computer skills, DLE education and internet training into their curriculum for nursing students, although courses ended for the summer in early May. Three classes per week are also being held at the Passamaquoddy Tribal Office in Pleasant Point and include: Basic Computer Skills, Microsoft Office including Word, Excel & Outlook, QuickBooks and Photoshop.</p> <p>During this quarter, the Farmers/Fisherman (including crew and families) accumulated a total of 2,316 training hours (with 1 new student); the Nursing students 1,065.5 hours; and all other students (36 of them new) 1,482 hours, for a total of 207 students, who have trained a cumulative total of 4,863.5 training hours for the quarter. Axiom's Training Plan goal was to train 96 students a cumulative total of 16,579.2 hours (approximately 172.7 hours per student). To date, the Program has had a total of 207 students who have received training that have accumulated 24,030.2 hours. This is 111 students and 7,450.7 hours above our goal. In addition, 29 Project participants have had Broadband installed as a result of this project. We are extremely pleased to have far exceeded our stated goals in this area.</p>	0	183	0	29
Total:			6,934	900	282	48

4b. Please describe your method for determining the number of households, businesses, and/or (CAIs) subscribing to broadband as a result of your SBA programs (600 words or less).

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

4c. Please provide a narrative explanation if the total number of new subscribers is different from the targets provided in your baseline plan (600 words or less).

At the end of this reporting quarter (June 30, 2012), (Year 2, Quarter 4), Axiom expected to have approximately 598 New Broadband Household Subscribers and 91 Business Subscribers. As of the end of this reporting quarter, we had 282 Household Subscribers (47% of target) and 48 Business Subscribers (53% of target), with approximately 900 new Users. We are approximately 75% finished with the project (time frame/cost) and feel that attaining our stated goals will most likely not be an issue as we move forward into the next quarters, especially with all of the new trainees being interested and engaged in Broadband usage. We continue to conduct extensive Outreach and Awareness activities; provide no cost training to interested residents and have made forward progress with new installations and users consistently every quarter. We have seen a continued and growing interest from Businesses and residents alike and network with local, regional and state Broadband-related entities on a monthly and oftentimes weekly basis as to how Broadband can overcome the obstacles they face living in an oftentimes harsh climate in a very remote part of the State. Although the installations are below expectations (which could be, in part, due to the economy), we continue to have large numbers of people attend the free training classes and want to learn how to use Broadband for their personal and professional lives. This quarter, there have been 120 new users and 35 new installations.

4d. Please provide the number of households and the number of businesses and CAIs receiving discounted broadband service as result of BTOP funds.

Households: 20	Businesses and CAIs : 1
----------------	-------------------------

Project Indicators (Next Quarter)

1. Please describe significant project accomplishments planned for completion during the next quarter (600 words or less).
 Axiom: Axiom will continue its Computer & Program Training Updates for Subjects and interested residents; Subjects will also continue to meet with Software Consultant, other Consultants and Axiom staff to gather input, monitor progress; UMM will continue to gather data on Subjects and their specialized needs; and special training will be conducted for new program implementation developed through the software tailored to individual reporting and business needs of the Subjects. They will be testing the software's capabilities and interface abilities with various state and federal agencies prior to be trained on the software usage. At the end of the Quarter, Special Training for New Programs will be conducted for the Subjects, as well as a Final ILP Evaluation & Analysis.
 SubRecipient: CoNHP will continue to gather data on the program throughout the summer months while classes are not in session; 101 Fall 2012 Distance Learning Education Nursing classes will begin on September 4, 2012, and staff will revise curriculum based upon students' needs, if necessary.

2. Please provide the percent complete anticipated for the following key milestones in your project as of the end of the next quarter. Write "0" in the second column if your project does not include this activity. If you provided additional milestones in your baseline report, please insert them at the bottom of the table. Figures should be reported cumulatively from award inception to the end of the next reporting quarter. Please provide a narrative description if the planned percent complete is different from the target provided in your baseline plan (300 words or less).

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	84	Expenditures for the upcoming Quarter are expected to total \$162,134, with a cumulative for the Program to date of \$1,563,620, or 84% of the Project costs. According to the Baseline Plan projections, through the end of June 2012, (our next quarter being Year 3, Q1) we should have total expenditures of \$1,749,178, or approximately 92% of Project costs. This is a difference of \$185,558 or approximately 8%, which is somewhat over a projected quarter's expenses. We again reference the difficulty of the first two reporting quarters: the first being only 17 days long and the second being utilized to issue contracts and order equipment and we feel that this is actually only our 6th quarter of actual operations, which would reduce the amounts and percentages significantly. Further, the Project will continue to run several more quarters, with a funding balance of approximately \$473,558 (\$359,388 Federal and \$114,170 Match) and a projected quarterly draw-down of approximately \$162,134, we have funding for nearly three more full quarters.
2.b.	Equipment Purchases	-	Milestone Data Not Required
2.c.	Awareness Campaigns	-	Milestone Data Not Required
2.d.	Outreach Activities	-	Milestone Data Not Required
2.e.	Training Programs	-	Milestone Data Not Required
2.f.	Other (please specify):	-	Milestone Data Not Required

3. Please describe any challenges or issues anticipated during the next quarter that may impact planned progress against the project milestones listed above. In particular, please identify any areas or issues where technical assistance from the BTOP program may be useful (600 words or less).
 Axiom and its Sub-Recipient does not expect any challenges or issues during the upcoming Quarter against the Project Milestones, with the exception of the timing issues noted above; the Project will still be completed on time and within budget as stated. At the end of the upcoming quarter, it will be two years since Axiom has executed its grant agreement and the Program has met or on many cases, exceeded our goals and outcomes, as evidenced by the continued interest in the Project from a local, State and National perspective. We believe that the end result will be a sustainable and replicable program that can be applied in a variety of avenues throughout public and private industries. The biggest challenge has continued to be reaching people throughout a very remote location and in oftentimes harsh weather and rough terrain, but that has not stopped the implementation of the program nor curbed continued interest in the program. Many Agencies continue to anxiously await the outcome of the Farmer/Fisherman programs to assess replicability, not only within the Subject Industries, but others as well throughout the State. The University of Maine at Machias continues to be an invaluable resource in compiling data into documents that assess the Programs and make good use of the data and will continue to work with us throughout the Project period, as will the other consultants and agencies.

Sustainable Broadband Adoption Budget Execution Details

Activity Based Expenditures (Sustainable Broadband Adoption)

1. Please provide details below on your total budget, cumulative actual expenditures (for the period ending the current quarter), and cumulative anticipated expenditures (for the period ending next quarter) for each line item, including detailed disbursements of both matching funds and federal funds from project inception through end of this quarter (actual) or next quarter (anticipated). Actual and anticipated figures should be reported cumulatively from award inception to the end of the applicable reporting quarter.

Budget for Entire Project				Actuals from Project Inception through End of Current Reporting Period			Anticipated Actuals from Project Inception through End of Next Reporting Period		
Cost Classification	Total Cost (plan)	Matching Funds (plan)	Federal Funds (plan)	Total Cost	Matching Funds	Federal Funds	Total Costs	Matching Funds	Federal Funds
a. Personnel	\$307,300	\$61,460	\$245,840	\$269,693	\$53,983	\$215,710	\$305,193	\$61,083	\$244,110
b. Fringe Benefits	\$82,971	\$16,594	\$66,377	\$73,038	\$14,575	\$58,463	\$82,538	\$16,475	\$66,063
c. Travel	\$23,050	\$13,050	\$10,000	\$22,879	\$17,153	\$5,726	\$24,479	\$18,753	\$5,726
d. Equipment	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
f. Contractual	\$347,574	\$433	\$347,141	\$143,865	\$0	\$143,865	\$190,265	\$0	\$190,265
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$984,132	\$353,411	\$630,721	\$762,494	\$245,567	\$516,927	\$831,628	\$280,726	\$550,902
i. Total Direct Charges (sum of a through h)	\$1,875,044	\$445,448	\$1,429,596	\$1,401,486	\$331,278	\$1,070,208	\$1,563,620	\$377,037	\$1,186,583
j. Indirect Charges									
k. TOTALS (sum of i and j)	\$1,875,044	\$445,448	\$1,429,596	\$1,401,486	\$331,278	\$1,070,208	\$1,563,620	\$377,037	\$1,186,583

2. Program Income: Please provide the program income you listed in your application budget and actuals to date through the end of the reporting period.

a. Application Budget Program Income: \$0	b. Program Income to Date: \$0
---	--------------------------------

Empty space for additional details or comments.