

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) 06-30-2013	6. Is this the last Report of the Award Period? <div style="text-align: center;"> <input type="radio"/> Yes <input checked="" type="radio"/> No </div>	
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): 08-13-2013	

Project Indicators (This Quarter)

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

Axiom Activities:

This quarter's activities brought the project to its end and all funds have been draw-down. We have completed 100% of the project with great success.

An event was held in May to celebrate five nurses graduating from the College of Nursing and Health Professions (CoNHP), earning Associate Degrees in Nursing . The farmers and fishermen were recognized at the event and applauded for achieving over 13,000 learning hours during the previous two years.

We also invited the other BTOP awardees from Maine, and recognized the success of the Three Ring Binder Project, the Maine Public Library Information Commons Project and the ConnectME Authority's State Broadband Initiative Project. Over 130 guests attended the event including Angela Simpson from NTIA, representatives from Senator Collins' office and Congressman Michaud's office and other dignitaries from around the State of Maine.

The data entry software, MAPOnline is completed and a marketing/promotion campaign is being planned for the 4th quarter of 2013.

Axiom's Project Director continues to promote broadband throughout the State assisting many regions in broadband expansion, infrastructure and adoption. Broadband continues to be deployed to the unserved homes and businesses in Washington County. Free digital literacy classes will continue through the end of 2014 due to funding received from the John T. Gorman Foundation. The new program started mid-January and over 300 students have participated in computer skills classes to date. Classes are held at Axiom's office and throughout Washington County at various locations and times.

College of Nursing and Health Professions Activities:

Five senior nursing students graduated in May 2013. The freshmen students completed their first year and began their senior year on May 1, 2013 and will graduate in December 2013. The program has been successful with superior collaboration and support from Down East Community Hospital and the University of Maine at Machias.

Meeting with faculty and coordinators about potential summer semester to allow students to obtain clinical experience in specialty areas. Multiple phone calls to clinical sites to make arrangements for summer semester for the freshman students.

Meeting with faculty and coordinators to create syllabus and clinical rotations for summer semester. Finals for freshman and senior nursing students and the end of the spring semester.

The Nursing Program logged in 1938.5 learning hours this quarter.

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

	Milestone	Percent Complete	Narrative (describe reasons for any variance from baseline plan or any other relevant information)
2.a.	Overall Project	100	As of June 30, 2013, the Project was 100% complete with expenditures of \$1,926,213.38 (\$1,429,596.00 Federal and \$496,617.38 match;) as projected in both out last Quarterly Report and Baseline Plan, with the exception of being approximately \$51,169 over in our \$445,448 committed Match expenditures, well over 11% of what was stated, for a Total Match expenditure of 25.8%. Expenditures for the Quarter totaled \$153,365.12 (\$118,100.66 Federal and \$35,264.46 in Match funding). Axiom is very pleased with the success of the Program, completing the Project within the stated timeframe and budget.
2.b.	Equipment / Supply Purchases	-	Progress reported in Question 4 below

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

As stated above, Axiom has completed the Program within the time and budgetary guidelines and we feel that we have met, and in most cases, exceeded the Project milestones as outlined within our application and Baseline Plan. All data for the Farmer/Fisherman Project has been finalized and software completed and being utilized and the first full class of Nursing students graduated at College of Nursing and Health Professions.

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
Awareness Campaign	Washington County, State of Maine and National	<p>Approximately 720 people attended various activities where both Axiom and College of Nursing and Health Professions (the SubRecipient) raised awareness about the Project and collaborated with others through presentations, press conferences and participation during the period 4/1/13 to 6/30/13</p> <p>04/08/2013 Susan Corbett Presented at the Joint Standing Committee of Workforce & Economic Development 50 04/10/2013 Susan Corbett Presented at Washington County Leaders Institute 20 05/02/2013 Susan Corbett Presented at SHLB Conference/D.C. 100 05/09/2013 Kim Emerson Business Expo Trade Show 200 05/22/2013 Susan Corbett Presented at BTOP Celebration 130 06/05/2013 Susan Corbett Presented at Maine Women's Network 80 06/21/2013 Susan Corbett Presented at MDF Educational Leadership Ceremony 40 06/23/2013 Susan Corbett Presented at Superintendent's Conference 100</p> <p style="text-align: center;">TOTAL 720</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 405 household subscribers and 64 new business installs (36 business installs are Project Participants; 28 are not), with a total of 906 new users within these households and 120 new users within the businesses (1,026 total). Our Project Participants had a total of Our Project Goals were 944 new home installs The Target Audience total is a cumulative number of attendees at Awareness Campaign Activities.</p>	9,703	1,026	405	28

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>Axiom's CEO's Outreach Activities for the period 4/1/2013 through 6/30/2013 via face-to-face meetings and conference calls with the following entities:</p> <p>Met with Hancock County women to discuss Mighty Women and networking; Conference call with Art Stevens, CEI, to discuss investment strategy for MAPOnline; Island Institute to discuss deploying broadband to islands off the coast of Maine; Conference call with Bangor Savings Bank to discuss BTOP Celebration and support of BSB; Conference call with Jeff McCarthy to discuss BTOP Celebration; Telehealth conference call; Conference call with Thomas College to discuss curriculum requirements for high school students for IT program; Meeting with Albert Carver, AC, Inc. to discuss technology strategy; Presented at the Joint Standing Committee on Workforce and Economic Development; Attended ConnectME Authority Meeting; Presented at the Washington County Leadership Institute; Participated in the PCC/SBA Closeout Webinar; Conference call with US Cellular; Conference call with Art Stevens, CEI; Conference call with Monica Castellanos to discuss BTOP Celebration; Conference call with Karin Gregory to discuss MAPOnline; Executive Team Meeting at Harrington Family Health Center; Conference call with Laura Breeden to discuss SHLB Conference; Doug Jones, CEO, Downeast Community Hospital; Sunrise County Economic Council Board Meeting; Maine Community Foundation, Washington County Advisory Board Meeting; Harrington Family Health Center's Board of Directors Meeting; Conference call with Portland Webworks; Met with Eastern Maine Development Corp; Attended Broadband Summit 3.0/Augusta; Meeting with Congressman Michaud's office/D.C.; Attended SHLB Conference; Presented on panel at SHLB Conference; with NETC; Meeting with Hugh Stevens, Knowledge Transfer Alliance, University of Maine, Orono; Conference call with Maine State Library to discuss BTOP Celebration; Conference call with Betsy Fitzgerald to update on Mobilize Maine; Conference call with Knowledge Transfer Alliance, UMO to discuss Gorman Grant; Conference call with Leadership Maine; Conference call with Kevin Athearn, UMM; Conference call with Chris Abbott & Lee Houghton, US Cellular; Conference call with Barlow Keener regarding white space spectrum; Conference call to discuss health care grants; with CoNHP to discuss BTOP Celebration; Passages Program; Economic Development Director, Town of Machias to discuss digital literacy; AC, Inc. to discuss technology strategy and growth; Bangor Business Expo; Connect2Complete, Everyone On with ConnectME/Augusta; Broadband Adoption Kit Webinar; Reporter from Bangor Daily News for interview for story on the BTOP program and BTOP event; Maine Community Health Option to discuss public computers at all the FQHC's in Maine; Attended Economic Development Planning, Benefits & Impact Webinar; Attended Sunrise County Economic Council Board of Directors Meeting; Met with Betsy Fitzgerald & Ken Daye to discuss Mobilize Maine; Conference call with Greg White, University of Maine Knowledge Transfer Alliance to discuss computer skills surveys; President, CoNHP to discuss future of program and preparation for Fall semester; Attended pinning ceremony for graduating nurses from BTOP program; Hosted BTOP event at UMM with farmers, fishermen, nurses, and the other BTOP projects in Maine; Maine Development Foundation to discuss Educate Leaders Keynote address and Superintendent's Keynote and Panel discussion for June events; Skype call with Gwenn Weaver, Australian Parliament and BTOP Program Officers. Discussed rural broadband, broadband adoption and the farmer and fishermen program; Conference call with Karin Gregory to discuss MAPOnline; Conference call with Leadership Team, Mobilize Maine; with Scott Porter, Superintendent and Principal Brian Leavitt to discuss IT course for high school students in the Fall; Lee Houghton, Chris Abbott to discuss Axiom Mobile powered by US Cellular; Met with Pat Sharp, local artist to discuss teaching a digital cartooning program at Axiom; 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; Mobilize Maine meeting in Calais; Maine Women's Network to discuss panel discussion at Annual Meeting this week; Mobilize Maine to discuss broadband strategy for Maine; Conference call with Machias Memorial High School and Thomas College to discuss IT course for high school students to begin in the Fall at the Axiom classroom; Maine Women's Fund to discuss broadband adoption and the Mighty Women; Presented at the Maine Women's Network Annual Meeting; OTT to discuss broadband and communications options; ConnectME meeting Webinar; Cobscook Community Learning Center to discuss digital literacy; Health Care Innovation Webinar; Meeting with Sara Woodard, Grow Smart Maine; Conference call with White Space Spectrum; Sunrise County Economic Council's BOD Meeting via teleconference; Keynote Speaker at Maine Development Foundation's Education Leaders Experience closing ceremony; Keynote/Panel at Maine Superintendent's Conference; Complete2Compete Webinar; Machias Valley News Observer to discuss Three River Bridge and health care in the County; Southeastern</p>	0	0	0	0
		<p>Innovation Webinar; Meeting with Sara Woodard, Grow Smart Maine; Conference call with White Space Spectrum; Sunrise County Economic Council's BOD Meeting via teleconference; Keynote Speaker at Maine Development Foundation's Education Leaders Experience closing ceremony; Keynote/Panel at Maine Superintendent's Conference; Complete2Compete Webinar; Machias Valley News Observer to discuss Three River Bridge and health care in the County; Southeastern</p>				

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	<p>As stated previously, the Program was completed this Quarter with great success and a marketing/promotion campaign is being formulated for the 4th Quarter of 2013. All funds have been drawn down.</p> <p>Axiom's Project Director will continue to promote broadband throughout the State to assist in broadband expansion, infrastructure and adoption. Broadband continues to be deployed to the unserved homes and businesses in Washington County. Free digital literacy classes will continue through the end of 2014 due to funding received from the John T. Gorman Foundation. The new program started mid-January and over 478 students have participated in computer skills classes to date. Classes are held at Axiom's office and throughout Washington County at various locations and times.</p> <p>Farmers and Fishermen, their families and crew achieved a grand total of 13,714 learning hours in the past two years, which included Basic Computer Skills, Microsoft Word, Excel and Outlook, PhotoShop, QuickBooks and Social Media.</p> <p>Spring classes ended during the Quarter with the Nursing Distance Learning Education Program at Downeast Community Hospital, with the first two year graduating class and a total of 16 students over the two year period logging 27613.25 training hours (1,938.50 for Q2 2013). Also during the two year program period the Farmers/Fisherman (including crew and families) 62 students accumulated a total of 13,714 training hours; and all other 307 students 4,841 hours; for a total of 385 students, who have trained a cumulative total of 46,169 training hours to date. Axiom's Training Plan goal was to train 96 students a cumulative total of 16,579.2 hours (approximately 172.7 hours per student, who have received 46,169 accumulated training hours, which is 289 students and 29,589.3 hours above our goal. In addition, 36 Project participants have had Broadband installed as a result of this project. In addition to the Farmers, Fishers and Nurses, members of their crews and families took training classes, for a total of 116 participants and Washington County residents who took computer skills classes totaled 478 at the end of the two-year period, for a total of 594 people taking skills classes and were new computer users. In addition there were 906 new home users and 120 new business users, for a total of 1,620 participants</p> <p>Our goals were 944 new subscribers and 141 business subscribers. We fell short of household subscribers by about 50%, or 539 and lacked 77 businesses to reach our target. We did have however, 906 new home users and 120 new businesses users, which is a large audience for Broadband education.</p>	0	594	0	36
Total:			9,703	1,620	405	64

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

Axiom continues its method of tracking new subscribers as mentioned in its previous reports as well as any participants with the Paul T. Gorman training grant. It tracks all installation of Broadband in homes and businesses; surveys the home or business owner as to how many people/employees will be using the Broadband (as well if they are new to Broadband) and makes them aware of the ongoing training it offers throughout the County free of charge for users (including the 18 Library sites and the one at the Passamaquoddy Tribal Office at Pleasant Point) These numbers are given to Axiom's BTOP Program Director for the Quarterly Reporting process. The Broadband and computer usage and training that Axiom offers to Program Participants (and their families and crews), as well as the general public is tracked by the instructors, with the assistance of the students when they are not in the classroom. A usage sheet is collected from the students during each class that track hours of training and usage when not in the classroom, classroom training hours are added and the sheets are returned to the students to keep with them. The figures are compiled by the instructors and are given to the BTOP Program Director on a monthly basis, who in turn records and compiles the figures for the Quarterly Reports. The SubRecipient tracks the nursing students usage and training in the same manner and College of Nursing and Health Professions BTOP Program Manager provides these figures to Axiom's BTOP Project Director for reporting.

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, 2013), (Q2/2013), we had 405 Household Subscribers with 906 new users; 64 Business Subscribers with 236 new users, and 478 Other training Participants, for a total of approximately 1,620 new Broadband Users within

the Program, Training, Homes and Businesses. Our Baseline Plan calls for a total of 944 Household Subscribers and 141 new Business Subscribers. Although we only had three new business subscribers, we added 99 new Home subscribers within 46 homes, which is evidence that our training programs are successful in attracting people to using and subscribing to Broadband. We are 100% finished with the project (time frame/cost). Axiom advocacy for broadband infrastructure and adoption continues to be widely recognized at the local, State and National levels. As stated previously, we believe the issues with the business installations are that many are very small operations and do not subscribe as a "business" but as "residential" and therefore the business subscriber number is understated; or they either already have broadband or cannot afford it; or their location makes it challenging to bringing Broadband to them; which Axiom continues to work on solving. One of the recent achievements of the Program in solving the latter issue in bringing a tower and Broadband to Great Wass Island. Many of our new trainees are highly interested and engaged in Broadband usage, as evidenced by the consistent and growing numbers of Household installs, users and those taking advantage of the free training offered throughout the Region. Axiom's \$300,000 John T. Gorman Foundation grant will continue digital literacy classes in Washington County for 2013 and 2014 and having been successful in obtaining this funding, we believe that we will keep the Region's interest in obtaining Broadband, as well as the free Training we will continue to offer for the next two years and will be successful in the promotion and use of the MAPOnline Program throughout the Region and State. We also feel that our successes with this Program will assist in in obtaining other funding for various implementations of the Program, and Broadband is "here to stay" in the most important venues and homes in Washington County.

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

Households: 0	Businesses and CAIs : 1
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Project Indicators (Next Quarter)

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

The next quarter (Q3 2013) for the period ending September 30, 2013, will be spent administering the closeout of the Program, as well as overseeing the free digital literacy classes throughout the County and promoting the MAPOnline software. Axiom and College of Nursing and Health Professions will also strive to keep their respective programs going and growing and will seek partnerships and venues to expand the foundation that has been made with the BTOP funding. There are a myriad of ways that Broadband can and will be utilized for commercial businesses, social services and healthcare, to name a few, and these ideas and potential programs are being discussed on nearly a daily basis with Axiom.

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	100	The Project is completed and we will focus on the closeout administration and follow through with the free digital literacy classes through 2014 funded by the Paul T. Gorman grant, as well as activities described in #1 above.
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).

There are no known issues or challenges for the coming Quarter with the paperwork and activities associated with the closeout of the BTOP funding.

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	\$410,960	\$81,920	\$329,040	\$410,960	\$81,920	\$329,040	\$410,960	\$81,920	\$329,040
b. Fringe Benefits	\$110,754	\$22,117	\$88,637	\$110,754	\$22,116	\$88,637	\$110,754	\$22,116	\$88,637
c. Travel	\$31,161	\$21,161	\$10,000	\$31,161	\$21,161	\$10,000	\$31,161	\$21,161	\$10,000
d. Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
e. Supplies	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517	\$129,517	\$0	\$129,517
f. Contractual	\$278,986	\$0	\$278,986	\$278,986	\$0	\$278,986	\$278,986	\$0	\$278,986
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$964,835	\$371,419	\$593,416	\$964,835	\$371,420	\$593,416	\$964,835	\$371,420	\$593,416
i. Total Direct Charges (sum of a through h)	\$1,926,213	\$496,617	\$1,429,596	\$1,926,213	\$496,617	\$1,429,596	\$1,926,213	\$496,617	\$1,429,596
j. Indirect Charges									
k. TOTALS (sum of i and j)	\$1,926,213	\$496,617	\$1,429,596	\$1,926,213	\$496,617	\$1,429,596	\$1,926,213	\$496,617	\$1,429,596

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

a. Application Budget Program Income: \$0	b. Program Income to Date: \$0
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Empty space for providing additional details or comments.