

**QUARTERLY PERFORMANCE PROGRESS REPORT FOR SUSTAINABLE BROADBAND ADOPTION**

**General Information**

<b>1. Federal Agency and Organizational Element to Which Report is Submitted</b>  Department of Commerce, National Telecommunications and Information Administration	<b>2. Award Identification Number</b>  23-43-B10581	<b>3. DUNS Number</b>  607132466
<b>4. Recipient Organization</b>  AXIOM Technologies, LLC 3 Water Street, Machias, ME 04654-1118		
<b>5. Current Reporting Period End Date (MM/DD/YYYY)</b>  09-30-2011	<b>6. Is this the last Report of the Award Period?</b>  <input type="radio"/> Yes <input checked="" type="radio"/> No	
<b>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.</b>		
<b>7a. Typed or Printed Name and Title of Certifying Official</b>  Susan M Corbett  CEO	<b>7c. Telephone (area code, number and extension)</b>  (207) 255-0679	
	<b>7d. Email Address</b>  susan.corbett@axiom-tech.net	
<b>7b. Signature of Certifying Official</b>  Submitted Electronically	<b>7e. Date Report Submitted (MM/DD/YYYY):</b>  10-31-2011	

**Project Indicators (This Quarter)**

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

Axiom Accomplishments: Axiom's Project Director continues to promote broadband throughout the State and was featured in one state television broadcast and one national video. Farmers and Fishermen had reduced computer training this quarter due to the increase of their work hours. This quarter is the beginning of their busy season, although Axiom staff and some consultants arranged to visit the subjects at their boats and farms. Project Manager completed training for farmers, fishermen, crew and families. Courses in Web Design, QuickBooks, PhotoShop, Excel, as well as Basic Computer Skills classes were held in several locations throughout Washington County. There were 30 students in 2011/Qtr3 totaling 804.5 learning hours which included attending classes, being tutored, teaching others, self-training, homework, and internet surfing. We also opened the classes for any resident in Washington County who is related to the farming and fishing industry and had 10 new students for this quarter totaling 154.5 learning hours. University of Maine at Machias Consultant worked on logic models, assessment protocols, and summary of program evaluation activities. Downeast Institute for Applied Marine Research & Education Consultant and Sunrise County Blueberry Cooperative Consultant Dell met with the farmers and fishermen to continue to identify the software development criteria. The scope of activity this quarter for the Maine Department of Marine Resources (DMR) focused on scheduling and attending a meeting with representatives to discuss inventories of current fisheries reporting forms for lobster fishermen, to obtain a detailed description of current reporting requirements and procedures, to determine planned changes in the near future, and to discuss how electronic reporting by harvesters could be implemented and beneficial for both DMR scientists as well as fishers. UMM Consultant drafted a project evaluation plan for the College of Nursing & Health Professions-DownEast Community Health Center Nursing Program that outlined data that would be needed from both College of Nursing & Health Professions administration and students in order to complete the Plan. Consultant also continued to work on Logic Models for both Axiom and College of Nursing & Health Professions, as well as assessments through interviews and data gathering.

Subrecipient Activities: The College of Nursing and Health Professions (CoNHP) classes began this quarter with eight new nursing students. The first exam went fairly well as 7/8 students in Machias scored above the 74 passing mark. Students have completed the bulk of the lab skills and have been participating actively in lecture throughout the first month. Students achieved 1550.5 learning hours for this quarter. In preparation for the fall semester, supplies and equipment have been discussed and lists for ordering decided on to assure that all of the necessary tools are available for student success. Meetings with IT and Polycom for training, warranty information, and expectations for the fall have occurred on several occasions and additional training was sought and received increasing the comfort level and improving the ability of all faculty in preparation for the semester start with NUR101 on September 6. Staff continues to work on financial aid for the students, and to Machias student needs, the Machias community, and the college as we move forward into the first full complement of students in the fall. The possibility of providing DLE in a manner that will allow additional flexibility in scheduling to Machias is being investigated. Students have completed the bulk of the lab skills and have been participating actively in lecture throughout the first month of classes. Kaplan test dates for admission testing have been set, and applications have already started to be reviewed for continuation of the program in the fall of 2012 with a new group of students.

**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	49	In Quarter 2 of 2011, we anticipated that by the end of Quarter 3 (September 30, 2011), according to our milestones and expenditures, we would be approximately 48% towards Project completion. Although this was 10% below what our Baseline Plan called for, we not only met but exceeded this goal this quarter and are currently approximately 49% complete. Although this is still a bit below the Baseline estimate of 55%, we feel that we have gained significant momentum and all Project components are running smoothly and as planned. All equipment has been purchased, installed and is working well for the benefit of Project participants, training and programs have been in place for several months and we are realizing results and successes with our participants. We expect to continue to be successful in meeting Project goals and objectives as planned.
2.b.	Equipment / Supply Purchases	-	Progress reported in Question 4 below
2.c.	Awareness Campaigns	-	Progress reported in Question 4 below

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

There were few challenges that were encountered during this Quarter, and both Axiom and its Subrecipient have their respective programs successfully running and there continues to be significant interest in and collaboration with the Project. Farmers and Fishermen had reduced training hours during the quarter due to their heavy work schedules over the summer months, however, they did meet with consultants and Axiom staff to discuss software development. Consultants and staff visited subjects on their boats and at their farms whenever time allowed the Participants to break from their rigorous schedules.

September proved challenging for the SubRecipient, as they began the semester, recognizing the need for additional training on the Polycom equipment to ensure seamless delivery of content, and balancing the needs of students with availability of resources. Many conversations via phone and email provided the necessary support for the Polycom processes including the development of a core team to address issues as they arise.

There were no major programmatic or technical issues where BTOP staff intervention was needed or requested during this Quarter.

**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 666 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>7/12/2011 Susan Corbett Presented at Maine Community Foundation Task Force for Educational Attainment                      7/21/2011 Susan Corbett Presented at MCF WC 25th Anniversary Celebration                      7/25/2011 Sue Baltrus Presented at CMMC Board of Trustees                      8/8/2011 Jane Blackwood Presented to Maine Dept. of Education                      8/12/2011 Shannon Packard Presented at Simulation User Conference                      8/24/2011 Susan Corbett Presented at Polycom Presentation                      8/24/2011 Jane Blackwood Presented to Washington County:One Community Social Capital/Youth Team                      8/16/2011 Susan Corbett Presented at Maine Telemedicine Conference                      8/25/2011 Susan Corbett Presented at Maine Telecommunications Relay Services                      9/9/2011 Susan Corbett Presented at UMM Board of Visitors Board Meeting                      9/16/2011 Susan Corbett Presented to group at Maine Development Foundation Annual Meeting                      9/22/2011 Susan Corbett Interviewed and videoed for CEI's Opportunity Funding Network presentation (National Conference)                      9/26/2011 Susan Corbett Interviewed and videoed for Consumer Matters TV show (covered by Maine television stations)                      9/29/2011 Susan Corbett Presented at Washington County Community College's Advisory Board Meeting                      9/29/2011 Shannon Packard Participated in Grant Writing USA conference discussing different aspects of grant procurement and reporting</p> <p>As a result of these awareness campaigns, in addition to the Project participants, to date, there has been a cumulative total of 180 new household subscribers and 14 new business installs, with a total of 378 new users within these households. In addition, since Project inception,</p>	3,928	404	180	14

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
		there has been a total of 14 new business subscribers with a total of 26 users. The Target Audience total is a cumulative number of attendees at Awareness Campaign Activities.				
Outreach Activities	Washington County, State	<p>The following is a summary of the activities of Axiom's CEO who discussed, promoted and collaborated on the Project throughout the State:</p> <p>Met with Coastal Enterprises, Inc. to discuss funding to continue to build out broadband in Washington County and phone conferences to discuss funding to continue to build out broadband in Washington County; Presented at Harrington Family Health Center's Board of Directors' meeting to discuss introducing telehealth medical visits for providers and patients; Wrote and submitted four grants to the ConnectME Authority to continue to deploy broadband in Washington County; Brookton and Forest City Township, Marion Township, Great Wass Island and a Special Install project for hard to reach unserved homes and businesses; Conference call with Spectrum Bridge to discuss the use of white space spectrum for Washington County. Agreed to do a pilot project in Marion Township to see if white space spectrum is a solution for last-mile rural broadband delivery; Meeting with WC Supervisor and Manager to strategize on ConnectME application for broadband build-out in the Unorganized Territories of Forest City and Brookton; Meeting with "Celebrating the Women of Washington County" team to discuss celebration and network event; Meeting with Maine Community Foundation to discuss educational attainment project utilizing technology in Washington County; Meeting with Coastal TV to discuss ways to market broadband adoption and the BTOP project; Several Washington County Mobile Public Safety Pilot Project conference calls throughout the quarter to discuss progress of project; Presented at Maine Community Foundation's WC Anniversary Celebration at Cobscook Community Learning Center; Attended ConnectME Meeting, three grants awarded for broadband infrastructure in Washington County; Maine Community Foundation task force meeting to plan on education attainment through technology project; Meeting with Northeast Wireless Network to discuss use of 700 MHz and 2.5 GHz spectrum in WC; Meeting with SCEC and "Kitchen Table" members to discuss the technology vision for Washington County. This is a group of investors working with socially responsible companies in Maine. A decision was made to develop a plan to move the county from the bottom to the top in economic development through the use of technology; Conference call with Washington County:One Community to discuss technology advancement for the community organization; Attended DEI Open House and celebration of classroom addition; Conference Call with SubRecipient CoNHP to discuss incoming freshmen class; Conference Call to discuss Maine Telecommunications Relay Service Conference in August; Conference Call w/ Spectrum Bridge to discuss white space spectrum and a pilot project for rural application in Washington County; SCEC Board Meeting and updated BOD on the BTOP project progress to date; Conference calls w/ GWI to discuss 3RB; Conference call coordinated by ConnectME for all BTOP grant recipients to discuss projects and a plan to meet at the end of the month with all stakeholders; Presented at a dinner hosted by Polycom to discuss the BTOP grant; Presented at the Maine Telemedicine Conference at University of Maine at Orono; Met with Maine Migrant Workers Program; Met with Medical Care Development regarding the pending approval of the Northeast Telehealth Resource Center; Met Polycom to discuss videoconferencing units for the WC Mobile Broadband Public Safety Pilot Project; Met with USDA to discuss funding to do an assessment of the videoconferencing units presently in Washington County as a prelude to a USDA grant application for Spring 2012 with Washington County Community College; Met to discuss the iHASMD software for telehealth services in rural Maine; Met with Director of Maine CDC to discuss broadband challenges in rural Maine and the plans for expansion throughout the State; Met with Program Manager of USAC to discuss broadband opportunities for rural Maine; Met with President of Med-A-Vision, to discuss telehealth options; Met with Eastern Maine Medical Center to discuss ways to collaborate EMMC with DECH and expand the use of videoconferencing, and to discuss support of the WC Mobile Broadband Public Safety Pilot Project; Meeting with North Star Towers to discuss the expansion of Axiom's existing wireless network; Met with Commissioner of Maine Dept. of Labor and staff, to discuss the initiatives that Axiom has spearheaded and future plans, including a presentation of the BTOP project; Meeting with the Maine Community Foundation's Educational Achievement team to discuss a pilot project in</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
		<p>WC; Meeting with WC Mobile Broadband Public Safety Pilot Project team to discuss applications for project; Attended the DECH/EMMC Public Forum on healthcare challenges in WC; Attended Harrington Family Health Center Board Meeting; Conference call to discuss participation in Juice Conference in November; Met with member of Kitchen Table team to discuss a technical initiative for WC; Met with GWI to discuss broadband deployment in rural Maine; Presented at the Maine Telecommunications Relay Services Conference; Met with Director of Broadband Technology for the State of NH; Met with Maine Center on Deafness Executive Director; Met with Representative Dianne Russell to discuss the state of broadband in the State of Maine; Met with GWI to discuss collaborating on broadband projects; Meeting w/ Maine Community Foundation Task Force; Meeting w/ all Maine BTOP recipients; Met w/ Commissioner George Gervais to discuss broadband situation in Maine; DECH Photo shoot promoting Axiom and DECH's BTOP project; Conference call w/ Spectrum Bridge regarding pilot project for white space spectrum in WC; UMM Board of Visitors Board meeting and presented WCEESBA Project; Attended Maine Fiber Company Advisory Board Meeting in Augusta and Connected Maine Meeting in Augusta and ConnectME Authority to update; met with consultants and MaineBiz for a Project story</p>				
Training Programs	Machias, Washington County, Maine	<p>Axiom continued to provide individualized training to Program Participants, their crew members and families, as well as arranging and attending meetings with consultants to the fishermen and farmers for specialized programming specific to their businesses. Although CoNHP began its summer break, it continued its extensive efforts to ramp up for Fall classes, which began in the last month of the quarter. At the end of the Reporting period, cumulatively, there has been a total of 80 students (10 new students since last Reporting Quarter) who have completed a cumulative total of 5,583.55 training hours to date and include the Fishers/Farmers, their crews and families; nursing students and others. Our goal is to train 96 students a total of 16,579.2 hours and we are currently 16 students short of reaching that goal with 10,995.65 training hours to complete across our student base. Cumulatively, the Farmer/Fisher/Nurses (Program participants) including crew and families accounted for 100 users and this group also included 28 Business Broadband Installations.</p>	0	100	0	28
<b>Total:</b>			<b>3,928</b>	<b>504</b>	<b>180</b>	<b>42</b>

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

Axiom continues to track its new home and business subscriber installations, requesting the information from the homeowner and businesses, requesting household/employee numbers and their number of household Broadband users. All computer and Broadband training hours are tracked within the classrooms by the instructors and students are required to keep an ongoing log of computer and internet usage and training of others outside of the classroom and bring it with them to class each time they attend. All data is then given to the Project Director from both the Grantee (Axiom) and CoNHP (SubRecipient), who then update the installations, new users, students numbers, usage and training hours on a Project Spreadsheet for each quarter 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).**

Axiom's Baseline Plan for this quarter states that by the end of the fifth reporting quarter (3rd Quarter 2011), we estimated to have a total of 342 new household subscribers and 52 businesses. Although we have not yet met our stated goals at this point, cumulatively, we have 378 new Home Broadband users within 180 home installations, and 26 Broadband users in 14 new Business installations. In addition there are 100 Users within our training/Programs participation, with 28 business installations. Therefore, we have a total of 504 new Broadband Participant Users, 180 Home Installations, and 42 Business Broadband installations. We feel that we have made significant progress during the short time period since we have implemented the Project. Although we had a relatively small number of participants initially in this "pilot program" in an extremely rural and remote community within a difficult economic climate, the progress that has been made to date is significant and we feel that we are within reach and will meet our stated goals prior to project completion. We are within approximately 80% (52 vs. 42) of our goal for Business Subscribership and approximately 48% of our Home subscribership goal (342 vs. 180) with 504 new Broadband users.

**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
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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).**

Significant Project Accomplishment for the 4th Quarter of 2011 include:  
 Axiom: Computer & Program Training Updates for Subjects will continue; Subjects will also continue to meet with 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 programs developed tailored to individual reporting and business needs of the Subject. Logic Models, assessments and program evaluation work is ongoing with UMM. Subjects will also continue to work with the Department of Marine Resources, Maine Blueberry Cooperative and other agencies, to provide input and feedback on reporting requirements and innovations. Lastly, at the end of the quarter, a review and evaluation of the Subjects' Individual Learning Program (ILP) will be conducted.

CoNHP (SubRecipient): The Fall 2011 Distance Learning Education Nursing Program classes that began on September 6, 2011 will continue and ongoing support given to the student as needed and requested to ensure success. Simulation training will be a major focus and UMM will gather data throughout the quarter to track the program's success and milestones. Recruitment for the Spring semester will be ongoing and support for perspective students available if needed.

Both Axiom and CoNHP will continue their Outreach Activities and Awareness campaigns through their participation on various local and Statewide Boards and Committees and promote the Project through presentations, cultivating new relationships and nurturing existing Broadband and Economic Development connections and ties within the community and beyond. They will continue to collaborate with Broadband, telemedicine, healthcare and educational entities to expand the reach and implications of their respective programs.

**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	56	Our Baseline Plan calls for a 64% completion rate during our 6th quarter of operations, our projected expenditures for the next quarter will bring us to approximately 56% completion rate, less than 9% from our goal. As previously stated, it took the first 2-3 quarters to order equipment, hire staff and ramp up operations. Now that the Programs are running and we have a full complement of Participants, our expenses will be fairly constant throughout the remaining quarters due to mainly payroll and consulting expenses. We have submitted and received a match waiver because of the up-front heavy cost of the equipment needed for the Programs and it will take some time to "catch up" with the match and percentage complete because of the large cost of the equipment that did not require a match amount.
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).**

We continue to be very pleased with the implementation and success of the Program to date, as well as the local, State and National attention it has received. We have a first-class team of professionals in place to run the Programs that understand the goals and objectives and work very well together as a team. Our SubRecipient, Consultants and staff, as well as our Participants are enthusiastic and are great ambassadors for the program. We do not anticipate any major issues or concerns as we move forward with both the Individualized Farmer/Fisher Training and customizing their Reporting Software and the Distance Learning Education Nursing Program using state-of-the art simulation for classroom clinical nursing education.

**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	\$151,680	\$29,523	\$122,157	\$180,080	\$35,203	\$144,877
b. Fringe Benefits	\$82,971	\$16,594	\$66,377	\$40,461	\$7,971	\$32,490	\$48,061	\$9,491	\$38,570
c. Travel	\$13,050	\$13,050	\$0	\$14,218	\$10,115	\$4,103	\$15,818	\$11,715	\$4,103
d. Equipment	\$129,200	\$0	\$129,200	\$111,183	\$0	\$111,183	\$111,183	\$0	\$111,183
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
f. Contractual	\$358,035	\$433	\$357,602	\$46,802	\$0	\$46,802	\$93,202	\$0	\$93,202
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$983,988	\$353,411	\$630,577	\$545,476	\$121,497	\$423,979	\$592,471	\$142,792	\$449,679
i. Total Direct Charges (sum of a through h)	\$1,875,044	\$445,448	\$1,429,596	\$909,820	\$169,106	\$740,714	\$1,040,815	\$199,201	\$841,614
j. Indirect Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
k. TOTALS (sum of i and j)	\$1,875,044	\$445,448	\$1,429,596	\$909,820	\$169,106	\$740,714	\$1,040,815	\$199,201	\$841,614

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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