

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) 03-31-2011	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 Mary Walton	7c. Telephone (area code, number and extension) 207-496-0681	7d. Email Address mwalton@maine.rr.com
7b. Signature of Certifying Official Submitted Electronically	7e. Date Report Submitted (MM/DD/YYYY): 05-20-2011	

Project Indicators (This Quarter)

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

Axiom Activities: Meetings with Consultants to strategize, meet with Project participants and begin process of collecting and analyzing data for training implementation; formulation of Logic Model for Fisherman to overcome barriers that inhibit adoption of beneficial technologies for DownEast fisheries; weekly meetings with PM and Staff to discuss strategies and assign ongoing responsibilities; extensive travel throughout County and State to promote and collaborate on the Project; held press conferences and outreach activities. Coordinated a WC Mobile Emergency Medical Services Pilot Project with multiple state/regional agencies attended by over 40 people - will incorporate the 3RB infrastructure and the increase of broadband adoption throughout emergency services. Broadband wireless connection tested; additional internal testing for the DLE Nursing Program videoconferencing equipment to assess stability and performance. Toughbook Laptops configured, inventoried and software loaded prior to distribution; class matrix created/organized. Training activities and curriculum planned for fisher/farmer participants; interviewed potential UMM student tutor candidates to assist in the classroom with basic computer skills training; 4 student tutors were hired and given a schedule and review of responsibilities. Skill evaluations for students in basic computer tasks; scheduled time and locations (WCCC, Career Center and Axiom offices) for training classes; sessions conducted four times per week. Adult Education Professional Development Standards and Training and Development Quality Standards incorporated into computer training; ILP template completed (ongoing with participants) and evaluation paperwork conducted with participants, their crew and families. Classes began in February; those missed by students will be tutored by UMM students tutors; Initial offerings for basic computer skills started with 60 participants of all ages. Walkthroughs conducted at Axiom, DECH and UMM with Maine Fiber Company regarding fiber layout in Machias. Fairpoint 100M EDIA installed, crucial for providing increased bandwidth to the nursing program, as well as ensuring adequate service for Farmers/Fisherman participation. Staff attended a week long intensive training in Mikrotik Routers, which provided MCTRE, MCTWE and MCTCTE certification; enables Axiom to better manage current wireless infrastructure; prepare for future growth for the remote wireless connections; and critical in the implementation and management of the Emergency Services broadband network

CoNHP Activities: Simulation lab set-up; Polycom infrastructure evaluated; Faculty hired; objectives/expectations for the 201 program; Machias Bridge student matriculated to the 201 evening program in January; participation in Mental Health Nursing (1st module); full immersion clinical program at Acadia Hospital in Bangor. Machias faculty prepared objectives, clinical experiences and critical thinking components for the next module in February. PT position hired for simulation in Lewiston to prepare scenarios for 101 in the fall and for acclimation to the simulation equipment; prep for continuation of 201 this spring and for a full complement of students at Machias in the fall; simulation scenario development prep, review, and faculty training; continued manikin Sim training for integration into the 101, 102 and DLE curriculum. Fall class applications grew from 17 in January to 34 by March; 28 of which were complete and reviewed for admission for the 8 slots available; applications reviewed twice by Committee and again by CoNHP's grant PM; 8 students accepted for the fall and 5 applicants placed on a waiting list. Applicants not accepted received correspondence outlining ED requirements needed to be accepted into the program and prepare for reapplication; assistance will be offered. Exploration of the evident need to have full-time faculty to accommodate student interest and expectations is ongoing. Additional positive Program influence evidenced by hiring of two part-time faculty positions (faculty and simulation instructors); 1 FT Machias student; 7 students pursuing general education classes at UMM; news media reporting on the DLE outreach program and its beneficial effect on the Downeast community.

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	35	We are extremely close to being exactly on target with our percentage rate of the Baseline Project Plan and continue to be on schedule and budget for the Project.
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).

Overall, the WCEESBA Project is extremely close to being right on schedule and within its projected budget. Our Baseline Report projected that at the end of this Quarter, we would be approximately 39% complete and we are currently at just over 35% completed, a difference of only 4%, or approximately \$75,000 under expended. There are two major reasons for this difference: 1) Although this is technically our third reporting period, the first Quarter reported was less than a full month and we were fully into the second month (October) of the Second Reporting Quarter before we started drawing down funding, so it is reasonable to expect that our expenditures would be lower than anticipated; and 2) Although our match has increased substantially from the last reporting period (from approximately 10% to this period of just over 16%) and our Federal expenditures are less than 20% of what they were last quarter, we are still compensating for the large amount of Equipment purchases needed up front last quarter for Program implementation, which is nearly 100% expended. As we draw down ongoing payroll costs, the match will quickly catch up where it needs to be, in the 20%+ range (Axiom's payroll match is 20%; CoNHP's is 50%). Axiom is on target of close to 100% in achieving its planned progress against stated Milestones, with the exception of one of its Consultants becoming seriously ill this Quarter and not being able to meet with the blueberry farmers as originally scheduled. He has recovered, however and is expected to catch up with his responsibilities during the coming Quarter (April - June). Challenges for SubRecipient CoNHP have included: finding qualified faculty, initiating the bridge program with minimal notice (thus only one qualified student in January), aligning curriculum with UMM courses, needing extensive training on new equipment, admissions process, and maintaining open communication with faculty and students at DECH for ongoing support. These issues have been rectified, especially finding qualified students for the program, as evidenced by the overwhelming response they have had for admissions to the fall program. Faculty and staff been hired and trained on equipment, there has been adequate time for the fall admissions process; avenues have been established to assist those that have not qualified but remain interested in the Program; and issues are resolved with UMM and DECH.

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
Equipment / Supply Purchases	Washington County, Maine	Equipment purchase this quarter included the balance of the videoconferencing and Bridge equipment, installation and testing for the DLE Nursing Program; and a Microscope with Digital Camera attachment for the DLE Program	0	0	0	0
Awareness Campaigns	Washington County, State, Massachusetts	<p>The WCEESBA PD traveled across the County, State and beyond and spent countless hours since October 2010 conducting the following Outreach Activities for a Program Public Awareness Campaign that a total of 2,726 people attended:</p> <p>10/1/10 to 12/31/10 9/20/2010 Press Conference @ UMM 150 10/4/2010 Press Conference @ College of Nursing & Health Professions 45 10/7/2010 Presented at Sunrise County Economic Council Event 18 10/13/2010 Presented at Leadership Maine at UMM 47 10/14/2010 DECH Health Fair 320 10/15/2010 Presented at Compact Board 22 10/19/2010 Presented at Broadband Strategy Council Meeting 35 10/23/2010 Broadband Public Forum at Machias Library 37 11/1/2010 Presented at Board of Visitors Annual Meeting @ UMM 30 11/22/2010 Press Conference @ UMM 137 11/24/2010 Presented at ConnectME meeting 40 12/1/2010 Presented at Social Capital Meeting 16 12/4/2010 Downeast Institute Open House Presentation 86 12/15/2010 Presented at NEREN Conference 22 Total attendance for quarter 1005</p> <p>1/1/11 to 3/31/11 1/7/2011 Presented at WC Legislative Tour 45 1/19/2011 Presented at Joint Standing Committee on Utilities, Energy & Technology Maine Legislature 80 1/21/2011 Updated SCEC BOD on progress 14 1/26/2011 Presented at Washington County:One Community BOD 10 2/3/2011 Updated at Compact BOD 18 2/9/2011 Presented at Legislative Breakfast 150 2/11/2011 Press Conference at DECH 17</p>	2,226	248	105	2

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>2/15/2011 Presented at Coastal Enterprises Annual Meeting 400 2/17/2011 Presented at Maine Community Foundation WC Committee 12 2/24/2011 Presented at Washington County Community College 8 3/2/2011 Presented at Washington County Leadership Meeting 45 3/3/2011 Presented at Tech Maine Open House 20 3/4/2011 Presented at Maine Center for Economic Policy Meeting 100 3/9/2011 Updated at ConnectME meeting 40 3/10/2011 Presented at Washington County Commissioner's Meeting 42 3/22/2011 Presented at Maine Fiber Company Advisory Board 10 3/25/2011 Presented at WC Public Safety Meeting 14 3/30/2011 Presented at Broadband Summit 1.0 80 3/30/2011 Presented with Washington County & Hancock County Legislators 16 Total attendance for quarter 1121</p> <p>Both Axiom and SubRecipient CoNHP continue to issue press releases and keep the Public informed of the Program progress through interaction with media and other venues, We believe that all of the media attention and exposure that the Program has received has generated renewed interest in Broadband usage. As of the end of this quarter, aside from the WCEESBA Program, there has been 105 new Households subscribe to Broadband, with a total of 248 users within these households; and two new commercial subscribers, with one user each, for a total of 250 new users. The size of the Target Audience is the total attendance at the Awareness Campaign activities.</p>				
Outreach Activities	Washington County, State	<p>The WCEESBA PD (Axiom's CEO) met with the following entities throughout the State to discuss, promote and collaborate on the Project with: Michael Edwards, Ph.D., Maine Telemedicine Services; Washington County Development Authority ED; Marilyn Hughes, CEO, Regional Medical Center at Lubec, (also discussed the nursing program and telehealth options); Kathleen Shannon, ED, Machias Bay Chamber of Commerce to plan meeting of all four Chambers of Commerce in Washington County to strategize a public awareness campaign for broadband usage; Interview with Joanne Gazulka, Copy Editor, Newtek Business Services, Inc. http://www.thesba.com/; Eleody Libby, ED, Washington County: One Community, to strategize a public awareness campaign for broadband usage in Washington County; Lianne Judd from Packard Judd Kaye, (company contracted with ConnectME for the BTOP Planning Grant). Discussed collaborating and sharing of resources; Doug Jones, CEO DECH, Status of the nursing program, strategized on promoting the nursing program and additional uses of DLE equipment; Harold Clossey, Executive Director, Sunrise County Economic Council – Weekly progress meetings; Judy East, ED, Washington County Council of Governments to discuss additional use of broadband for DLE and video conferencing in Washington County; Albert Carver, Seafood Distributor, AC, Inc., and Bion Tibbetts, Blueberry Distributor - Discussed reporting requirements needed as a distributor for reporting to State and Federal government; Ryan Pelletier, Director, Local Workforce Investment Board – Discussed tuition reimbursement for health care workers through a Workforce Investment Board grant administered through NMDC; Edwina Ducker, Rural Health Manager, Maine Office of Primary Care and Rural Health – Discussed and promoted telehealth opportunities and became a member of the Telehealth Advisory Board; Bill Wypyski, CEO, Harrington Family Health Center – Discussed and promoted telehealth opportunities; Former State Representative Anne Perry and FNP in Washington County – Discussed uses for DLE telehealth opportunities; Greg McNeil, CIO, State of Maine – Discussed the potential for a Washington County Mobile EMS Broadband Pilot Project, and the potential for other telehealth opportunities in rural Maine; Wayne Gallant, CTO State of Maine – Discussed and promoted the potential for other telehealth opportunities in rural Maine; Wayne Jortner, Maine Public Advocate; Dr. Ali Abedi, University of Maine WiSE Net Lab – Discussed and promoted the potential for 700 MHz for rural broadband application; Kerry Cozad, Dialectric/SPX – Discussed the potential of a tower build in Washington County to utilize state-of-the-art antennas for rural broadband use Mac McNight, North Star Towers – Discussed potential use of 700 MHz for mobile broadband application in rural Maine; Lisa Leahy, Asst. ED, ConnectME Authority – and other BTOP awardees to collaborate on BTOP projects throughout the State and discussed a broadband summit to be held in the Spring to bring together all BTOP awardees and associated individuals together; Rhonda Fletcher, MDOT – Discussed potential of mobile broadband;</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
		Ginny Ricker, Deputy Director, Maine EMA – Discussed and promoted mobile broadband, 700 MHz, and telehealth options; Mike Hinerman, Director, Washington County EMA – Discussed increased use of broadband via mobile broadband for first responders; Dianne Halkett-Smith, Administrator, TIF Fund – Discussed potential for funding for tower for 700 MHz broadband for broadband use; Briefed the Senator Kevin Raye on the WCEESBA grant, the 3RB, the plans to increase broadband infrastructure in Washington County and broadband adoption; Met with GWI staff to discuss working collaboratively on broadband expansion in Washington County; Leslie Harlow, Maine's Scenic Ride with Leslie Harlow...Bringing Maine to Life – Interviewed with Leslie as she showcased Axiom's WCEESBA grant in a new news program; Betsy Fitzgerald, County Manager to discuss mobile broadband project. (See attachment for additional activities).				
Training Programs	Machias, Washington County	Axiom continues to provide individualized training to its farmers/ fisherman, their crew members and family members of all. Classes are being taught a minimum of four times a week for basic computer skills training and the subject businesses are meeting with the consultants on an ongoing basis to formulate specialized programs for their businesses. The public is welcome to also attend these sessions, space permitting. CoNHP is also providing the basic computer skills to its student and the students that have been referred to UMM to prepare for admissions to the Bridge Program are not counted in these totals, but are also receiving computer skills training. To date, approximately 61 new students have completed 1,262.05 hours of training and computer usage through Axiom's program and 1 new student at CoNHP has completed approximately 197.5 hours, for a total of 62 new students associated with the Project (either subject, family or crew). All WCEESBA Project participants have Broadband installed at both their home and business (a total of 20 new business installations) An additional 30 students are participating at some level, but do not live in the households, for a total of 92 new students receiving some level of training and/or usage.	0	92	0	20
Total:			2,226	340	105	22

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 tracks new installations extensively and requests information from the household upon completion of installation concerning the household size and Broadband usage. In addition, the hours are tracked within all of the training classes and each student is requested to keep a log of all training and computer internet usage, including: self-training (with software and/or manuals); tutoring; homework; study/reading time on the computer; teaching others (co-workers, family and friends); and Internet "surfing." They are asked to keep this log and bring it to class with them each time they attend and the hours are logged by the Instructor(s) and provided to the Project Director for reporting purposes.

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 states that by the end of the 3rd Quarter (1st Quarter 2011) that we estimated to have a total of 171 new household subscribers and 26 businesses. Whereas, as stated previously, we did not have the time (two weeks) to complete project activities within the first quarter beyond executing the grant agreement; and spent most of the 2nd Quarter "ramping up" (ordering equipment, completing training manuals and software, etc) and conducting awareness and outreach activities, most of the new subscribers have been just within the current reporting period. According to the Baseline Plan, we should have 171 new subscriber households at this point, or a total of 944 over the life of the project. To date, we currently have 105 new subscriber households, or 61% of the projected total needed to date, and it is still very early in the project. Accordingly, we should have approximately 26 new subscriber businesses and/or community anchor institutions and we currently have 22, which is approximately 85% of the total currently needed, out of a total of 141 needed prior to the end of the project. One of the main goals of this Program is to assist businesses through the effective use of Broadband and we seem to be meeting that goal with the significant interest in our training and Program, as well as CoNHP's Nursing DLE Program.

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)

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1. Please describe significant project accomplishments planned for completion during the next quarter (600 words or less).
 Throughout the next Reporting Quarter, Axiom plans to accomplish the following: Computer & Program Training Updates for Subjects; Subjects to meet with Consultants and Axiom staff for input and progress consultation; Specialized Programs will be determined and a plan created for implementation; UMM will gather all data created per subject; and Programs will be confirmed for Subjects and installed on their laptops for usage. During the last month of the Quarter, a Review and Evaluation of each Subject's Individual Learning Program (ILP) will be conducted.

CoNHP will conduct ongoing DLE classes and student support; continue training on simulation models; gather Data on the Program; acceptance letters and follow up letters will be sent out for Fall 2011 program; 8 students accepted to day program; Current student continuing in evening program; and follow-up on students taking courses at UMM to gain acceptance into the DLE Nursing Program.

Lastly, Axiom will continue its extensive Outreach Activities through participation on various statewide Broadband and Economic Development related Boards and memberships; garner ongoing support for the Program; and continue to cultivate existing relationships and form new partnerships with Broadband, telemedicine, healthcare and educational entities.

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	42	Now that the equipment has been purchased and training has begun, we expect that the Project will continue to run smoothly throughout the Project period. We are extremely pleased with the progress and continued interest in the Program by the students and the general public, as well as Economic Development and State and local Officials.
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 anticipated during the 2nd Quarter of 2011 that will impact planned progress for the WCEESBA Project. Axiom has been extremely pleased with the local, Regional and Statewide response to the Project and believes that there are widespread indications of far reaching successful implementation within other parts of the State. Many partnerships are in the process of being formed for utilization of existing Broadband for telemedicine, educational and other programs and there is great momentum for more widespread and better Broadband coverage through this Program and others like it. Axiom believes that it is positioning itself to champion this effort throughout the Region and perhaps even on a Statewide level in the near future. Project programs are running smoothly and we eagerly anticipate the models that will results from this program over the next two years. Maine's hilly terrain poses somewhat of an issue to bring wireless to some parts of the State, but Axiom is working with its partners to address the issues that directly affect bringing Broadband to its most challenging and rural areas to benefit both commercial enterprises and the private citizen.

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	\$70,554	\$14,111	\$56,443	\$98,954	\$19,791	\$79,163
b. Fringe Benefits	\$82,971	\$16,594	\$66,377	\$19,049	\$3,810	\$15,240	\$26,650	\$5,330	\$21,320
c. Travel	\$13,050	\$13,050	\$0	\$9,000	\$5,990	\$3,010	\$10,600	\$7,590	\$3,010
d. Equipment	\$129,200	\$0	\$129,200	\$105,572	\$0	\$105,572	\$105,572	\$0	\$105,572
e. Supplies	\$500	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
f. Contractual	\$358,035	\$433	\$357,602	\$27,459	\$0	\$27,459	\$73,059	\$0	\$73,059
g. Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
h. Other	\$983,988	\$353,411	\$630,577	\$430,076	\$67,497	\$362,579	\$465,687	\$82,030	\$372,557
i. Total Direct Charges (sum of a through h)	\$1,875,044	\$445,448	\$1,429,596	\$661,710	\$91,408	\$570,303	\$780,522	\$114,741	\$654,681
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	\$661,710	\$91,408	\$570,303	\$780,522	\$114,741	\$654,681

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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