

Citizens Telecommunications Company of California Inc.
(CTC-California)

2011 ANNUAL REPORT

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Attachment #1, tab #1: W/M/DVBE Procurement Data

Attachment #1, tab #2 W/M/DVBE Goals

Attachment #1, tab #3 Revenue and Payment Data

9.0 2011 ANNUAL REPORT

9.1.1 A DESCRIPTION OF W/M/DVBE PROGRAM ACTIVITIES ENGAGED IN DURING THE PREVIOUS CALENDAR YEAR.

INTERNAL PROGRAM ACTIVITIES.

As in prior years, Citizens Telecommunications Company of California (“CTC-California”), along with other units of Citizens Communications, has continued to seek rationalization opportunities in its business operations during 2011 to increase efficiency and customer satisfaction.

CTC-California continued its commitment to the W/M/DVBE program and its employees, with operations and purchasing responsibilities encouraged to utilize W/M/DVBEs as much as possible.

As in prior years, copies of CTC-California’s annual W/M/DVBE report and plans were distributed to Citizens’ executive management employees.

Inquiries from W/M/DVBEs continue to be routed to Regulatory, Operations, Engineering, & Procurement or other applicable departments to investigate the possibility of qualifying a potential W/M/DVBE supplier for a specific procurement opportunity. In addition, the role of publicizing available W/M/DVBE vendors and reporting on utilization continues to be a responsibility of a staff member in the Corporate Purchasing department.

CTC-California continued to encourage main suppliers to include W/M/DVBEs in their subcontracting activities and report on their results.

EXTERNAL PROGRAM ACTIVITIES.

As in past years, CTC-California continues to use the W/MBE Clearinghouse database as the primary data source of information on qualified W/M/DVBE vendors in the state of California, along with information from news publications and group associations.

9.1.2 A SUMMARY OF W/M/DVBE PURCHASES

The attached spreadsheet (Attachment #1) contains summaries of CTC-California’s W/M/DVBE purchases for calendar year 2011 with a breakdown by Standard Industrial Classification (SIC) Code, Major Group and Product. There are four (4) tables that identify W/M/DVBE Procurement by Product, by Service, by Subcontractor Product and Service, and the combined Product and Service Detail (total). Product and Service Detail combines all product and service purchases for CTC-California.

9.1.3 W/M/DVBE PROGRAM EXPENSES

The following is a summary of CTC-California’s W/M/DVBE Program expenses incurred in 2011.

Citizens Telecommunications Company of CA	March 1, 2011	G.O. #156 Sec. 9.1.3

No.	Expense Category	(Actual)
1	Wages	
2	Other Employee Expenses	
3	Program Expenses	\$1516.79
4	Reporting Expenses	
5	Training	
6	Consultants	
7	Other	
8	TOTAL	1516.79

9.1.4 A DESCRIPTION OF PROGRESS IN MEETING OR EXCEEDING SET GOALS AND AN EXPLANATION OF ANY CIRCUMSTANCES THAT MAY HAVE CAUSED THE UTILITY TO FALL SHORT OF ITS GOALS:

The reported direct W/M/DVBE overall expenditures for CTC-California decreased by \$327,690 over gross procurement in 2010 (\$595,328 versus \$923,018.), or 36% year over year. This decrease is primarily attributed to decreased spend with three vendors (WOLTCOM INC, WESTSHARE SERVICES INC, and GULBRANSON EXCAVATING WEST INC), slightly offset by increased spend with other vendors including KGP LOGISTICS, and an overall decrease in spend reported by CTC-California. CTC-California reported spend for 2011 of \$22,578,462 versus 2010 spend of \$33,839,404 for a decrease of 33%.

The telecommunications industry is highly competitive, which requires CTC-California and the company as a whole to continually review costs. Citizens’ continues to focus on competitive sourcing to reduce expenses.

CTC-California continues to make progress toward its participation goals (again, with some differences in the projected distribution amongst qualifying groups), as evidenced in our latest report.

CTC-California has provided on the following table a comparison of current year results to current year goals.

9.1.5 A SUMMARY OF PRIME CONTRACTOR UTILIZATION OF W/M/DVBE SUBCONTRACTORS

A. Each utility shall encourage and assist its prime contractors to develop plans to increase the utilization of W/M/DVBE as subcontractors.

Citizens Procurement/ Contracts department will continue to have as a goal that W/M/DVBE clauses are included in applicable supplier agreements that are executed in 2012 and requesting that new suppliers certify W/M/DVBE status during initial qualification to do business with the company. Citizens will be including W/M/DVBE activity by suppliers in our ongoing updating of selected vendor lists in 2012.

B. Prime contractors shall be encouraged to submit to the utility, plans that include goals for the utilization of W/M/DVBEs as subcontractors.

Please refer to the explanation in A. above.

9.1.6 A LIST OF W/M/DVBE COMPLAINTS RECEIVED DURING THE PAST YEAR, ACCOMPANIED BY A BRIEF DESCRIPTION OF THE NATURE OF EACH COMPLAINT AND ITS RESOLUTION OR CURRENT STATUS:

CTC-California did not receive any formal complaints filed with the Commission in connection with its W/M/DVBE program during the 2011 reporting period. CTC-California maintained an internal appeals process as outlined in GO 156, Section 7, to accept, review and resolve complaints relating to CTC-California's W/M/DVBE program.

9.1.7 A SUMMARY OF PURCHASES AND/OR CONTRACTS FOR PRODUCTS AND SERVICES IN EXCLUDED CATEGORIES.

Not applicable according to Decision 03-11-024.

9.1.8 A DESCRIPTION OF ANY EFFORTS MADE TO RECRUIT W/M/DVBE SUPPLIERS OF PRODUCTS OR SERVICES IN PURCHASING CATEGORIES WHERE W/M/DVBE UTILIZATION HAS BEEN LOW.

The Procurement Department ensured that inquiries from vendors were answered individually. In addition, any and all materials/brochures from W/M/DVBEs were routed to the appropriate personnel for review to determine if there were purchasing opportunities for the supplies/services offered. The tasking of a staff member in the Corporate Purchasing Department with co-coordinating the identification and reporting of potential W/M/DVBE suppliers continues to bring consistency and structure to these efforts.

9.1.9 A JUSTIFICATION FOR THE CONTINUED EXISTENCE OF ANY EXCLUDED CATEGORY OF PRODUCTS OR SERVICES WHICH HAS BEEN REMOVED FROM THE PURCHASING DOLLAR BASE USED TO SET GOALS BECAUSE OF THE ESTABLISHED UNAVAILABILITY OF W/M/DVBE VENDORS.

Not applicable according to Decision 03-11-024.

9.1.10 CONTRACT MONIES SPEND ON DIVERSE LEGAL FIRMS.

In Accordance with the Public Utilities Commission letter dated December 15, 2006, the utilities are allowed to report two additional measures of their efforts to broaden diversity in the legal services area. Citizens Communications spent Contract monies on diverse legal firms that were not CPUC certified as follows:

These monies have not been included on the attachment matrix identifying Procurement Spend (tab #1), but are included in this section in response to the PUC letter dated December 15, 2006 in an effort to preclude any change to the existing reporting requirements under General Order 156.

9.1.11 REVENUE AND PAYMENT DATA.

In compliance with ordering paragraph 1 of D: 06-11-028, Attachment #3 provides, Frontier's "Data on the Number of Vendors" and "Revenue and Payment Data".

10.0 2012 ANNUAL PLAN

10.1.1 SHORT, MID-TERM AND LONG-TERM GOALS:

It is the goal of CTC-California and the Corporate Procurement Organization to continue to develop and implement programs that will provide maximum opportunity to vendor applicants regardless of race, creed, color, religion, gender or economic status.

Central Office Equipment is an area of purchasing activity that had previously been excluded from the gross spend reporting for the program. This area continues to shrink based on the prevailing economic conditions providing a limited supply source for Central Office equipment manufacturers. Our current deployment of Central Office manufacturers, none of which, to CTC-California's knowledge are W/M/DVBE owned and operated, continues to shrink. Of these manufacturers, CTC-California has standardized on Tellabs (formerly Advanced Fiber Communications), Alcatel – Lucent Inc. (formerly two separate companies), Cisco, Genband (formerly Northern Telecom), and Tekelec. CTC-California continues to have a proportionately large spend in the Central Office Equipment area with little or no opportunity for W/M/DVBE participation going forward.

As a result of prior use of these vendors, there is much embedded technology in the CTC-California operation. Network compatibility and consistency are considerations that lead CTC-California to anticipate a similar level of procurement activity with these vendors in the 2012 reporting year. CTC-California will continue to use available resources to seek out areas where subcontracting opportunities may exist for W/M/DVBE participation with these vendors.

CTC-California has provided on the attached spreadsheet (Attachment #1, tab #2) depicting its short term, mid-term and long-term goals, with a breakdown by Standard Industrial Classification (SIC) Code, Major Group, and Product category, for the utilization of W/M/DVBE vendors. Our short-, mid- and long-term goals recognize our continued commitment to W/M/DVBE opportunities whenever possible. The short-term (2012), mid-term (2014) and long-term (2016) goals of W/M/DVBE participation against gross procurement are relatively flat based on the expectation that reduced spend over the period will provide for a fixed percentage of W/M/DVBE spend. Frontier has increased spend with KGP Logistics and expects the trend to continue at this point in time. While new Telecommunications product and services are under investigation for introduction to customers, at this time it is unclear when new product offerings may be made available to CTC-California's customers, and it is unknown at this time whether qualifying W/M/DVBE suppliers are, or will be, active in the supply and servicing of these products.

CTC-California will continue to make efforts to meet its W/M/DVBE purchases at the goals set forth in GO 156, the PUC D.95-12-045, and to improve upon these goals whenever opportunities arise.

10.1.2 A DESCRIPTION OF W/M/DVBE PROGRAM INTERNAL AND EXTERNAL ACTIVITIES PLANNED FOR THE NEXT CALENDAR YEAR:

- Continue to encourage staff with purchasing responsibilities to include W/M/DVBEs in all purchasing and contracting activities.
- Continue to require qualifying W/M/DVBE Enterprises to identify themselves as part of their application to be an approved vendor with the company.
- Make lists of W/M/DVBEs available to personnel with buying duties, co-ordinated through Corporate Purchasing staff member.
- Increase Company awareness of the program and accomplish the objectives of CTC-California's annual W/M/DVBE Plan co-ordinated through Corporate Purchasing staff member.
- Improve local contact with W/M/DVBE organizations, community agencies and community leaders to further promote the Company's program.

10.1.3 PLANS FOR RECRUITING W/M/DVBE VENDORS OF LOW UTILIZED AREAS:

CTC-California will continue to:

- Urge all potential uncertified W/M/DVBEs to apply for and maintain clearinghouse or reciprocal agency certification;
- Search the listings of verified vendors within the low utilization categories to make contact and develop relationships that will lead to greater utilization;
- Work actively with other utilities to share ideas on how to identify and solicit new W/M/DVBE vendors.

10.1.4 PLANS FOR SEEKING AND/OR RECRUITING W/M/DVBE VENDORS IN ANY EXCLUDED CATEGORY:

CTC-California will continue to seek opportunities in the purchase of significant products and services, and will encourage local management and purchasing personnel to expand opportunities for W/M/DVBE vendors in the product and services categories in which they are available.

10.1.5 PLANS FOR ENCOURAGING BOTH PRIME CONTRACTORS AND GRANTEEES TO ENGAGE W/M/DVBEs IN SUBCONTRACTS IN ALL CATEGORIES WHICH PROVIDE SUBCONTRACTING OPPORTUNITIES:

CTC-California will continue to encourage its prime suppliers to measure and report on their utilization of W/M/DVBE vendors as subcontractors, and provide reliable detailed reporting of such activity for inclusion on this report.

CTC-California will continue to refer prime contractors to listings of verified W/M/DVBE vendors published on the Internet by the WMBE Clearinghouse for their use. In addition, the company's Procurement Department will make efforts to ensure that a W/M/DVBE clause

asking suppliers to include W/M/DVBE sub-contractors, as appropriate, and report on resulting W/M/DVBE activity is part of future agreements.

10.1.6 PLANS FOR COMPLYING WITH THE W/M/DVBE PROGRAM GUIDELINES ESTABLISHED BY PU CODE 8283.

CTC-California will continue its efforts to include as many W/M/DVBES as possible in its procurement activities and to follow the program guidelines established by the Commission. Senior Procurement Department personnel will continue to actively communicate to their direct reports, on a routine basis, the need to positively influence W/M/DVBE activity and meet CTC-California's goals.

Attachment #1: Procurement Spend

Citizens Telecommunications Company of California Inc. 2011 WMDVBE PROCUREMENT BY PRODUCT CATEGORY - DETAIL G.O. #156 Sec. 9.1.2

SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amer.		Other		Total Minority Men	Total Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Subtotal Women, Minority Business Enterprise (WMBE)	Service Disabled Veterans Business Enterprise (DVBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women									
35	5	IT Hardware and SW	\$ 954	0.0042%	0	0	0	0	0	0	0	0	954	0	0.0042%	0	954	0	954
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0042%	0.0000%	0.0042%	0.0000%	0.0000%	0.0042%	0.0000%	0.0042%
59	7	Office Supplies/Equipment	\$ 6,914	0.0306%	2,470	0	0	0	0	0	0	6,914	2,470	9,384	0.0416%	0	9,384	0	9,384
			%		0.0109%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0306%	0.0109%	0.0416%	0.0000%	0.0416%	0.0000%	0.0416%	0.0000%	0.0416%
16	8	Other Comm. Equip/Services	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
17	9	Outside Plant Materials	\$ 0	0.0000%	0	0	2,768	0	0	0	0	2,768	0	52,598	0.2452%	55,366	0	55,366	
			%		0.0000%	0.0000%	0.0123%	0.0000%	0.0000%	0.0000%	0.0123%	0.0000%	0.2330%	0.2452%	0.2452%	0.0000%	0.2452%	0.0000%	0.2452%
16	10	Outside Plant Services	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
36	12	Switching & Network Operating Support Systems	\$ 0	0.0000%	0	0	245	0	0	0	0	245	0	245	0.0011%	245	0	245	
			%		0.0000%	0.0000%	0.0011%	0.0000%	0.0000%	0.0000%	0.0011%	0.0000%	0.0011%	0.0011%	0.0011%	0.0000%	0.0011%	0.0000%	0.0011%
36	14	Transport/Broadband	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
47	16	Travel	\$ 7,868	0.0348%	2,470	0	3,073	0	0	0	10,881	2,470	13,351	52,598	0.0591%	65,949	0	65,949	
			%		0.0109%	0.0000%	0.0133%	0.0000%	0.0000%	0.0000%	0.0482%	0.0109%	0.0591%	0.2330%	0.2921%	0.2921%	0.0000%	0.2921%	
			\$		65,949														
			%		22,578,462														

Percentages are WMDVBE expenditures compared to total spend for CTC of California.

Citizens Telecommunications Company of California Inc. 2011 WMDVBE PROCUREMENT BY SERVICE CATEGORY - DETAIL G.O. #156 Sec. 9.1.2

SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amer.		Other		Total Minority Men	Total Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Subtotal Women, Minority Business Enterprise (WMBE)	Service Disabled Veterans Business Enterprise (DVBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women									
35	5	IT Hardware and SW	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
59	7	Office Supplies/Equipment	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	4,150	0.0184%	4,150
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0184%	0.0184%	0.0184%
16	8	Other Comm. Equip/Services	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
17	9	Outside Plant Materials	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
16	10	Outside Plant Services	\$ 0	0.0000%	0	0	0	0	0	0	220	220	0	524,143	0.0010%	524,363	867	525,230	
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0010%	0.0010%	0.0010%	0.0010%	2.3214%	0.0010%	2.3224%	0.0038%	2.3262%	
36	12	Switching & Network Operating Support Systems	\$ 0	0.0000%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			%		0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%

Attachment #1: Procurement Spend

SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amer.		Other		Total		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Minority Business Enterprise (WMBE)	Veterans Business Enterprise (VBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Minority Men	Minority Women					
35	5	IT Hardware and SW	\$ 954	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$954	\$0	\$0	\$954	\$0	\$954
			0.0042%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0042%	0.0000%	0.0042%	0.0042%	0.0000%	0.0042%
59	7	Office Supplies/Equipment	\$6,914	\$2,470	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,914	\$2,470	\$9,384	\$0	\$9,384	\$4,150	\$13,534
			0.0306%	0.0109%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0306%	0.0109%	0.0416%	0.0000%	0.0416%	0.0184%	0.0599%
16	8	Other Comm. Equip/Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
17	9	Outside Plant Materials	\$0	\$0	\$0	\$0	\$2,768	\$0	\$0	\$0	\$0	\$0	\$2,768	\$0	\$2,768	\$0	\$2,768	\$0	\$2,768
			0.0000%	0.0000%	0.0000%	0.0000%	0.0123%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0123%	0.0000%	0.0123%	0.0000%	0.0123%	0.0000%	0.0123%
16	10	Outside Plant Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$220	\$0	\$220	\$0	\$220	\$576,741	\$576,961	\$887	\$577,828
			0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0010%	0.0000%	0.0010%	0.0010%	0.0000%	0.0010%	2.5544%	2.5554%	0.0038%	2.5592%
36	12	Switching & Network Operating Support Systems	\$0	\$0	\$0	\$0	\$245	\$0	\$0	\$0	\$0	\$0	\$245	\$0	\$245	\$0	\$245	\$0	\$245
			0.0000%	0.0000%	0.0000%	0.0000%	0.0011%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0011%	0.0000%	0.0011%	0.0000%	0.0011%	0.0000%	0.0011%
36	14	Transport/Broadband	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
47	16	Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
			0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
		Total	\$ 7,868	\$ 2,470	\$ 0	\$ 0	\$ 3,013	\$ 0	\$ 0	\$ 220	\$ 0	\$ 11,101	\$ 2,470	\$ 13,571	\$ 576,741	\$ 590,312	\$ 5,017	\$ 595,329	\$ 595,329
			0.0348%	0.0109%	0.0000%	0.0000%	0.0133%	0.0000%	0.0000%	0.0010%	0.0000%	0.0492%	0.0109%	0.0601%	2.5544%	2.6145%	0.0022%	2.6367%	2.6367%
		Gross Product and Service Procurement	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
			\$ 595,329	\$ 22,578,462															
		Gross California Procurement	\$	\$															
			\$ 22,578,462																

Percentages are WMDVBE expenditures compared to total spend for CTC of California.

Attachment #2: Goals

Short Term Goals for 2012

Citizens Telecommunications Company of California Inc.										WMDVBE PROCUREMENT										G.O. #156 Sec. 9.1.2									
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SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amern.		Other		Total		Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Minority Business Enterprise (WMBE)	Veterans Business Enterprise (DVBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women					
35	5	IT Hardware and SW	% 0.0010%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0010%	0.0000%	0.0010%	0.0000%	0.0010%	
59	7	Office Supplies/Equipment	% 0.0300%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0300%	0.0400%	0.0000%	0.0400%	0.0200%	0.0600%	
16	8	Other Comm. Equip/Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
17	9	Outside Plant Materials	% 0.0000%	0.0000%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0100%	0.0100%	0.0000%	0.0100%	0.0000%	0.0100%	
16	10	Outside Plant Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	2.8000%	2.8000%	0.0000%	0.0000%	
36	12	Switching & Network Operating	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
36	14	Support Systems	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
47	16	Transport/Broadband	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
		Travel	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
		Total	% 0.0310%	0.0100%	0.0000%	0.0000%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0410%	0.0510%	2.8000%	2.8510%	2.8000%	2.8710%	

Attachment #2: Goals

Mid-Term Goals for 2014

Citizens Telecommunications Company of California Inc.										WMDVBE PROCUREMENT										G.O. #156 Sec. 9.1.2									

SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amer.		Other		Total Minority Men	Total Minority Women	Business Enterprise (MBE)	Business Enterprise (WBE)	Business Enterprise (WMBE)	Business Enterprise (DYBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women									
35	5	IT Hardware and S/W	% 0.0010%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0010%
59	7	Office Supplies/Equipment	% 0.0300%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0300%	0.0100%	0.0400%	0.0000%	0.0400%	0.0000%	0.0200%	0.0600%
16	8	Other Comm. Equip/Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
17	9	Outside Plant Materials	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
16	10	Outside Plant Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
36	12	Switching & Network Operating Support Systems	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
36	14	Transport/Broadband	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
47	16	Travel	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%
		Total	% 0.0310%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0410%	0.0100%	0.0510%	0.0000%	0.0000%	0.0000%	0.0200%	0.0000%

Attachment #2: Goals

Long-Term Goals for 2016

Citizens Telecommunications Company of California Inc.										WMDVBE PROCUREMENT										G.O. #156 Sec. 9.1.2									
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SIC CATEGORY	Major Group	Products	Asian		Black		Hispanic		Native-Amer.		Other		Total Minority Men	Total Minority Women	Business Enterprise (MBE)	Business Enterprise (WMBE)	Business Enterprise (DYBE)	Total WMDVBE
			Men	Women	Men	Women	Men	Women	Men	Women								
35	5	IT Hardware and S/W	% 0.0010%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0010%	0.0000%	0.0000%	0.0010%	
59	7	Office Supplies/Equipment	% 0.0000%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
15	8	Other Comm. Equip/Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
17	9	Outside Plant Materials	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
16	10	Outside Plant Services	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
36	12	Switching & Network Operating Support Systems	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
36	14	Transport/Broadband	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
47	16	Travel	% 0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	
		Total	% 0.0310%	0.0100%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0000%	0.0510%	3.0510%	0.0200%	3.0710%

Attachment #3: Revenue and Payment Data

Citizens Telecommunications Company of California Inc.

	Data on Number of Vendors						
	Revenue Reported to CHS			Utility-Specific 2011 Summary			
Under \$1 million	2	2	2	6	2	6	7
Under \$5 million	0	0	0	0	0	0	0
Under \$10 million	0	0	3	3	0	0	0
Above \$10 million	0	4	2	6	0	0	0
Total	2	6	7	15	2	6	7

	Revenue and Payment Data						
	Revenue Reported to CHS			Utility-Specific 2011 Summary			
Under \$1 million	0	724,341	695,650	1,419,991	5,017	11,100	579,211
Under \$5 million	0	0	17,445,075	17,445,075	0	0	0
Under \$10 million	0	0	0	0	0	0	0
Above \$10 million	0	1,163,747,000	1,586,498,710	2,750,245,710	0	0	0
Total	0	\$1,164,471,341	\$1,604,639,435	\$2,769,110,776	5016.51	11,100	579,211
							595,328