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SACTO

Sacramento Area Commerce and Trade Organization

Officers-Directors

PRESIDENT
Edward J. Quinn, Jr.
 McDonough, Holland & Allen

PRESIDENT-ELECT
Robert W. Bell
 Helner, Stark & Marois

VICE PRESIDENT and CHIEF FINANCIAL OFFICER
Robert D. Dean
 Grubb & Ellis Commercial Real Estate

VICE PRESIDENT and SECRETARY
James Whillock
 Patterson Travel

VICE PRESIDENT for DEVELOPMENT
Lindann G. Fleig
 Standard Office Systems

CHIEF EXECUTIVE OFFICER
Alan R. Gianini

Directors-at-Large

James R. Daley
 Sunrise Bank of California

Norman E. Eilert
 A. Teichert & Son, Inc.

Richard Hall
 Intel Corporation

David M. Higgins
 Harbison-Mahony-Higgins

William Honeysett
 McClatchy Newspapers

Edward J. Hurley, M.D.
 UCDCM, School of Medicine

Larry Kelley
 Stanford Ranch

Michael Kirkl
 Sylva-Kirk

Roger B. Kohlmeier
 Business and Professional Bank

Michael P. Lyon
 Lyon & Associates Realtors

Katsujl Minagawa
 NEC Electronics, Inc.

Frank C. Ramos
 Ramco Enterprises

Phillip A. Stohr
 Downey Brand Seymour & Rohwer

Gaylord Walker
 GAYLORD, Incorporated

David J. Zuercher
 Wells Fargo Bank, N.A.

Appointed Directors

Hon. Joan Bechtel
 County of Sutter

Hon. Sam Bradley
 County of El Dorado

Thomas W. Eres
 Nossaman, Guthner, Knox & Elliott

Hon. Muriel Johnson
 County of Sacramento

Hon. Phil Ozenick
 County of Placer

Hon. Dave Rosenberg
 City of Davis

Hon. Joe Serna
 City of Sacramento

Ex-Officio Directors

William H. Collard
 Friedman & Collard

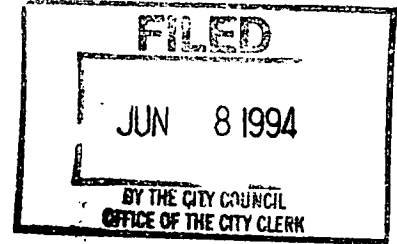
Joseph S. Genshlea
 Weintraub Genshlea & Sproul

G. Samuel Oki
 META Information Services, Inc.

Ralph E. Vitiello
 Vitiello + Associates, Inc.

IMMEDIATE PAST PRESIDENT
Elizabeth McClatchy

April 15, 1994



MEMORANDUM

TO: INTERESTED PARTIES

FROM: *Alan R. Gianini* Alan R. Gianini, Executive Director

RE: SACTO Quarterly Governmental Report,
 January, February, March 1994

Here is SACTO's Quarterly Report for January, February, March 1994. Your opinions are important to us. We need to know if SACTO is accomplishing what you expect us to and if you would like to see any other information included in this report.

Thank you in advance for your time.

SACTO

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

EXECUTIVE SUMMARY - QUARTER ENDED MARCH 31, 1994

HIGHLIGHTS

- Assisted with the retention of Campbell's Soup Company, keeping 1,800 jobs in the region.
- Assisted with the expansion of Intel in Folsom, creating 1,750 jobs.
- Attended IDRC Meeting, San Francisco
- Marketing trips were made to the Bay Area and Los Angeles.
- Updated numerous publications.
- SACTO Membership Celebration, U.S. Bank Plaza's 25th Floor, January 26, 1994.
- Winter 1994 Economic Profile published, February, 1994.
- Plant Tour at Franklin Fund, March 22, 1994.

STATISTICAL

	Quarter Ending Mar. 31	Current YTD	Previous Year - YTD
Members	415	415	403
Member Support (cash basis)			
- private	\$106,825	\$278,023	\$224,325
- public	\$12,483	\$156,083	\$178,349
- other	\$14,446	\$102,667	\$101,252
Total receipts (cash)	\$133,756	\$536,773	\$503,926
Expenses			
- administration*	\$58,069	\$176,225	\$185,246
- marketing*	\$72,152	\$199,313	\$171,831
- membership & misc.	\$17,888	\$73,601	\$67,029
SACTO assisted companies announced	2	5	5
Direct jobs expected	3,550	3,810	650
Active prospects	74	74	92

NOTES AND DATES

- Marketing trips planned to the Bay Area and Los Angeles.
- Summer 1994 Economic Profile Sponsors sought.
- Japanese Reception scheduled for April 19, 1994.
- Annual Breakfast at Sacramento Convention Center Exhibit Hall, Keynote Speaker: H. Ross Perot, May 4, 1994.
- European marketing mission planned for May, 1994.
- Third Annual SACTO Golf Tournament, Northridge Country Club, September 26, 1994

SACTO
 980 9TH STREET, SUITE 1730
 SACRAMENTO, CA 95814
 (916) 441-2144
 FAX#: 441-2312

**REPORT TO THE GOVERNMENTAL ORGANIZATION MEMBERS
by the
SACRAMENTO AREA COMMERCE & TRADE ORGANIZATION**

FOR THE PERIOD COVERING
JANUARY, FEBRUARY, MARCH 1994

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3. The Number of Performances, Appearances or Publications
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 - C. Publications
4. The Estimated Amount of Funds Expended Upon Services

II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS

1. General Activities
2. Prospect Activity

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APPENDIX II Prospect Activity

REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
January, February, March 1994

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3. The Number of Performances, Appearances, or Publications

A. Performances and Appearances

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3. Attended NACORE Bay Area Chapter Meeting.

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Contact: Ron Ferner
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- **Intel** has elected to expand their Folsom area plant, increasing their workforce by 1,750 jobs.

Contact: Rich Hall
 356-6122

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

MARCH 31, 1994

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
MARCH 31, 1994

ASSETS

CURRENT ASSETS:	
CASH - UNRESTRICTED	204,324
RESTRICTED RESERVES (SEE NOTE 1)	50,000
CAPITAL RESERVE	19,534
PREPAID EXPENSES	8,328

TOTAL CURRENT ASSETS	282,186

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	112,689

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LESS ACCUMULATED DEPRECIATION	88,278

TOTAL PROPERTY AND EQUIPMENT	24,411

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LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
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ACCOUNTS PAYABLE-RENT	28,540
ACCRUED EMPLOYEE VACATION LIABILITY	9,249

TOTAL CURRENT LIABILITIES	38,705

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YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	76,737

ENDING FUND BALANCE	267,893

DIFFERENCE ON ROUNDING	(1)

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SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE--CASH BASIS

9 MONTHS ENDED MARCH 31, 1994

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET	PRIOR YEAR TO DATE
REVENUE						
PRIVATE SECTOR	16,000	24,425	198,348	224,325	(25,977)	224,325
TARGET 10,000*	37,500	0	79,675	0	79,675	0
PUBLIC SECTOR	0	250	156,083	173,249	(17,166)	178,349
MEETING REVENUE	740	0	77,339	70,000	7,339	79,677
PUBLICATIONS SALES	152	1,000	4,527	9,000	(4,473)	7,867
INTEREST INCOME	252	600	5,040	4,800	240	3,832
OTHER INCOME	10	100	15,761	17,900	(2,139)	9,876
TOTAL REVENUE	54,654	26,375	536,773	499,274	37,499	503,926
EXPENDITURES						
SALARIES	20,006	18,800	176,417	172,200	4,217	171,344
EMPLOYEE BENEFITS	3,315	3,948	25,462	31,926	(6,464)	25,458
PAYROLL TAXES	1,626	1,700	12,181	12,200	(19)	11,975
TOTAL STAFF MAINTENANCE EXPENDITURES	24,947	24,448	214,060	216,326	(2,266)	208,777
INSURANCE	701	3,750	4,018	8,150	(4,132)	6,012
OFFICE EXPENSE	1,007	1,800	15,561	16,200	(639)	15,797
TRANSPORTATION-AUTO	479	600	4,341	5,825	(1,484)	1,478
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	150	3,777	1,450	2,327	7,878
RENT	3,708	3,664	33,582	32,976	606	38,453
PARKING	375	645	4,449	5,803	(1,354)	4,414
OFFICE MOVING EXPENSE	0	0	0	0	0	1,004
PROFESSIONAL SERVICES	0	0	2,718	3,000	(282)	5,262
PERSONAL PROPERTY TAXES	0	0	749	800	(51)	560
TOTAL ADMINISTRATIVE EXPENDITURES	6,270	10,609	69,195	74,204	(5,009)	80,858
POSTAGE	948	1,000	8,476	9,000	(524)	13,051
TELEPHONE	789	700	8,033	6,300	1,733	6,355
DUES AND SUBSCRIPTIONS	509	50	1,962	1,746	216	1,128
PRINTING	753	800	3,229	7,200	(3,972)	7,577
RESEARCH	10,390	0	27,017	29,162	(2,145)	7,930
PROMOTIONAL MATERIALS	6,201	300	15,666	14,700	966	9,446
SPECIAL MEETINGS-PROSPECTS	1,842	700	21,426	23,800	(2,374)	21,236
TRAVEL	0	200	0	1,800	(1,800)	719
TARGET 10,000	90	0	6,475	0	6,475	0
TOTAL MARKETING EXPENDITURES	21,512	3,750	92,283	93,708	(1,425)	67,442

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS

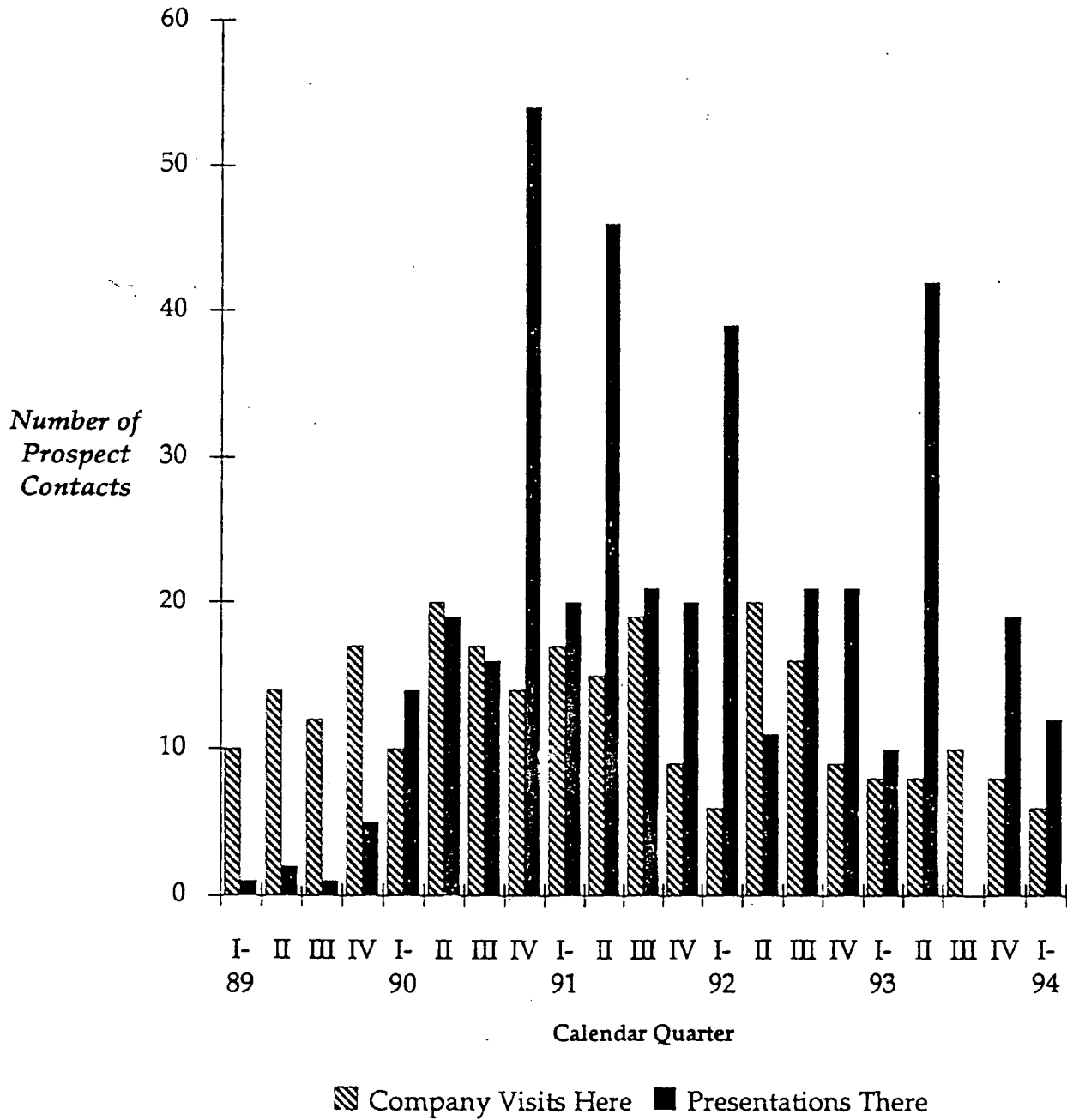
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MEMBERSHIP PROMOTION	1,264	200	4,693	1,800	2,893	1,596
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ANNUAL EVENT	4,630	0	4,630	0	4,630	1,678
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PUBLICATIONS EXPENSE	316	300	1,569	2,700	(1,131)	1,706
TOTAL MEMBERSHIP & MISC EXPENDITURES	14,576	1,000	73,601	74,400	(799)	67,029
TOTAL EXPENDITURES BEFORE DEPRECIATION	67,305	39,807	449,139	458,638	(9,499)	424,106
DEPRECIATION	1,290	1,200	10,899	10,800	99	10,494
TOTAL EXPENDITURES AFTER DEPRECIATION	68,595	41,007	460,038	469,438	(9,400)	434,600
EXCESS OF REVENUE OVER (EXPENDITURES)	(13,941)	(14,632)	76,735	29,836	46,899	69,326

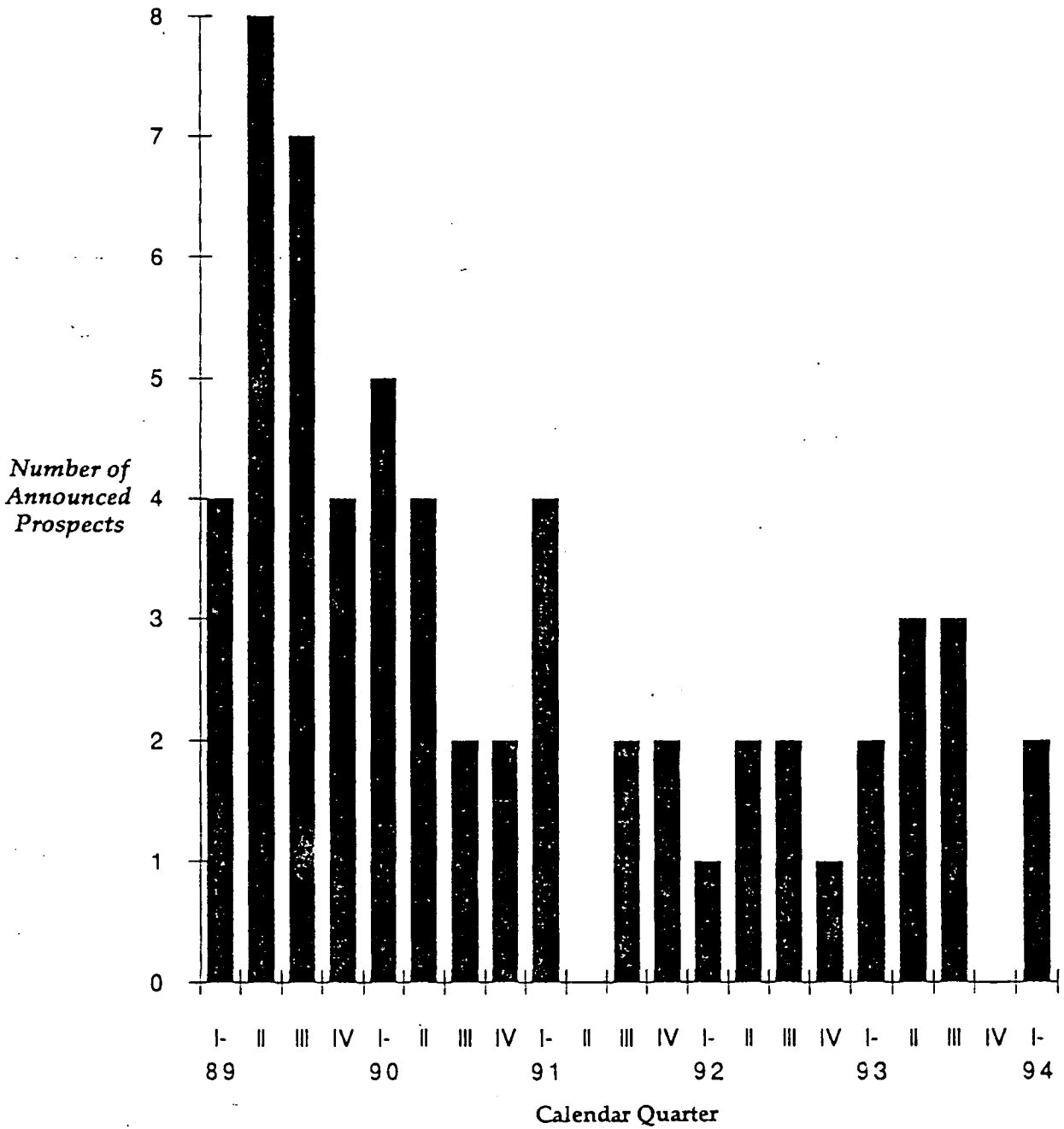
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PROSPECT VISITS AND PRESENTATIONS

January 1, 1989 - March 31, 1994



SACTO ASSISTED COMPANIES
January 1, 1989 - March 31, 1994



REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
January, February, March 1994

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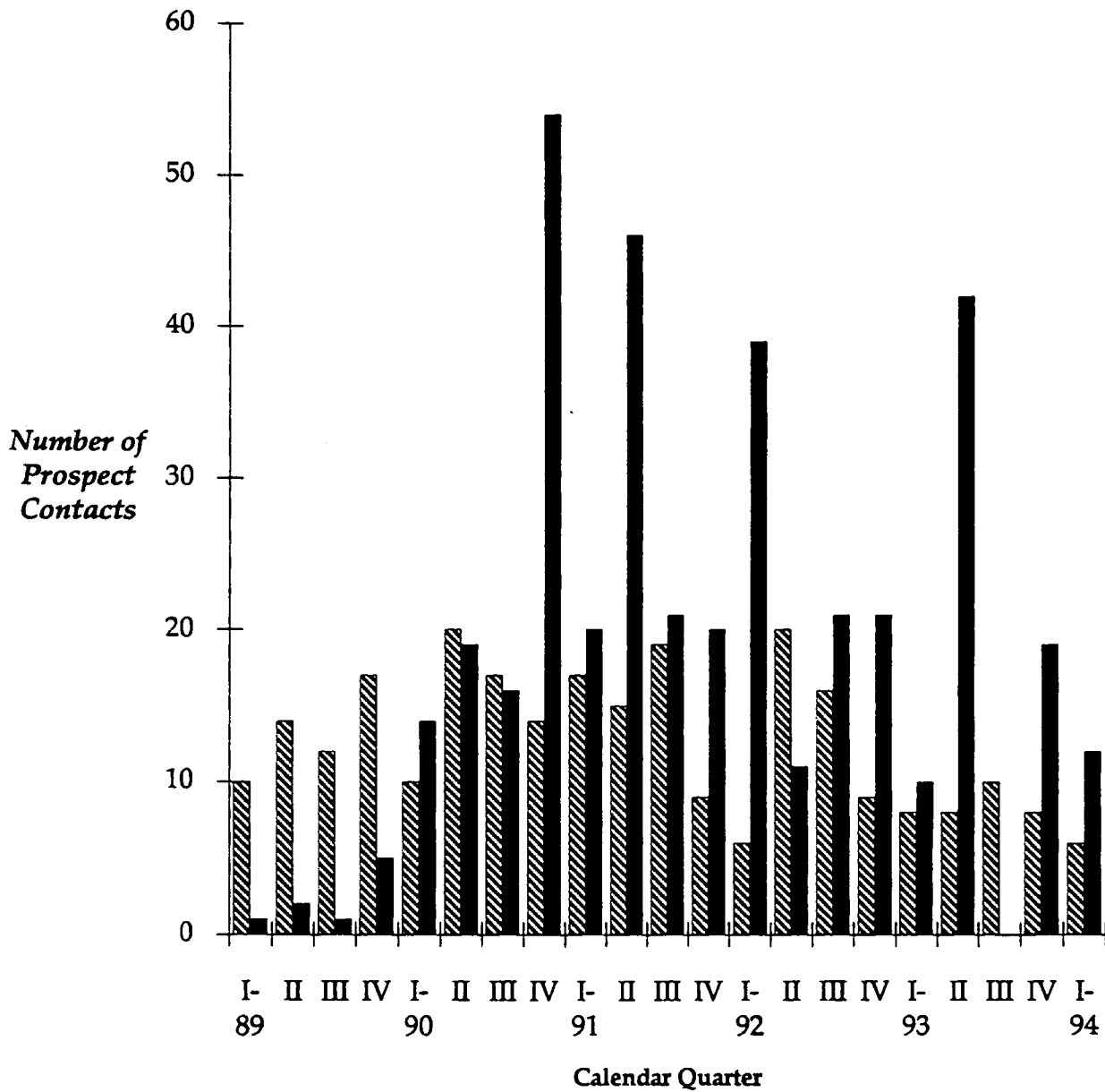
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Company Visits Here

 Presentations There

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