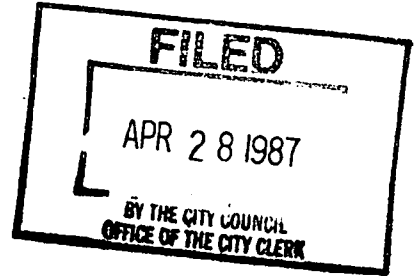


**REPORT TO THE GOVERNMENTAL ORGANIZATION MEMBERS
by the
SACRAMENTO AREA COMMERCE & TRADE ORGANIZATION**

FOR THE PERIOD COVERING
JANUARY, FEBRUARY and MARCH 1987

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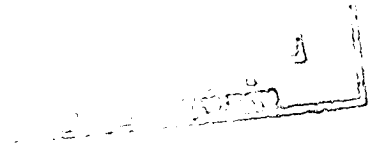
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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
January, February, March 1987

I. STATEMENT OF SERVICES

1. Purpose of Fund Expenditure

The Overall Purpose of the Sacramento Area Commerce and Trade Organization (SACTO) is to encourage the economic growth of the four-county Greater Sacramento Area:

A detailed accounting of SACTO's purposes can be found in Appendix I in the organization's Strategic Plan. A detailed accounting of the distribution of SACTO financial resources is included as Appendix II. The best way to determine the purpose of each expenditure is to select the expenditure in question, refer to the proper account number of this expenditure, then reference this account number to the Expenditures Chart of Account exhibit. Further information can be made by referencing the SACTO budget, also found in Appendix II.

2. Any Direct Personal Benefits

SACTO bylaws prohibit any direct personal gain from any of its activities or funds. Consistent with its bylaws, no direct personal gain accrued to any individual during the reporting period, and none will accrue in future reporting periods. A copy of SACTO's bylaws which discuss this matter is enclosed in Appendix III for reference in this matter.

3. The Number of Performances, Appearances or Publications

A. Performances and Appearances

1. A representative from SACTO was in attendance at the Sacramento Metro Light Rail Opening Ceremonies.

2. Conducted six seminars on business investment opportunity on the Greater Sacramento Area in Japan to over 175 business executives and the Japanese External Trade Organization.

3. Several marketing trips were made to the Bay Area to conduct meetings with prospects and economic development allies.

4. Public presentations delivered at the Sacramento Job Development Association meeting, the Sacramento Board of Realtors monthly meeting and at the Venture Capital Forum regarding SACTO's economic development program and the need for economic prosperity in the region.

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B. Publicity

SACTO's efforts were publicized in the following media articles:

1. Business Journal, "Woodland Lands Manufacturing", January 1, 1987.
2. Sacramento Bee, "Capital Accounts", January 11, 1987.
3. Superior California Builders Magazine, "1987 Forecast", January 1987.
4. Sacramento Bee, "Point of View", January 12, 1987.
5. Business Journal, "A Wise Guy", January 19, 1987.
6. Business Journal, "Small Business Trends", January 19, 1987.
7. Sacramento Union, "Woodland's Cash Crop", January 25, 1987.
8. Department of Commerce Newsletter, "Germany Hosts Biotechnica",
January 1987.
9. Sacramento Union, "John Roberts Speaks at SBOR", February 7, 1987.
10. Business Journal, "Traffic Impediments", March 16, 1987.

C. Publications

SACTO has developed and made available a full-spectrum of publications, including two new publications released this quarter. For a description of publications and their contents and costs, refer to the enclosed list in Appendix VI.

The "Sacramento: A Portrait of the Four-County Area" was published this quarter and received an overwhelmingly positive response. This is a four-color brochure emphasizing the quality lifestyle that the Greater Sacramento Area affords. Some of the key factors addressed in the brochure are housing, cultural resources, schools, recreation and health facilities. It is available for purchase by members for \$7.50 each and non-members for \$12.50 each, and used extensively in SACTO's quality company recruitment efforts.

There was also another publication developed this quarter and it has been added to our publication listing: "Labor Union Trends in the Greater Sacramento Area". This is a compilation of graphs showing union affiliated companies by zip code and SIC code in the Greater Sacramento Area.

All publications listed in Appendix VI are used in SACTO's marketing efforts and are available to members upon request.

4. The Estimated Amount of Funds Expended Upon Services

Appendix II will reveal the breakdown of expenditures on services.

II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS

1. General Activities

There were numerous SACTO activities during the past reporting period of interest to public sector members. A list of the activities likely to be of most interest are listed below. These do not mention activities related to organizational management, including committee meetings, membership meetings and planning sessions. Also not included is the time and effort spent on research, which is a significant SACTO activity. These activities are supplemental to those listed below:

(1) SACTO met with California State University at Sacramento regarding the establishment of a CSUS Foundation Trust. The Trust was established and SACTO formally endorses it.

(2) The application of two additional Enterprise Zones was discussed with the Sacramento Housing and Redevelopment Agency; Oak Park and the downtown area, and is supported by SACTO's Board of Directors. Also took two companies on a tour of the Enterprise Zone; in one case with SHRA representatives.

(3) Reviewed achievements and future objectives and goals for the next year with the Sacramento Economic Development Confederation.

(4) Devised apportionment of SACTO's and Metro's economic development responsibilities with the Sacramento Metro Chamber of Commerce in an effort to reduce overlap and duplication of economic activities. Plan was submitted to the City and County of Sacramento for review and comment.

(5) Published SACTO's first ever quality of life brochure; "Sacramento: A Portrait of the Four-County Area".

(6) Met with the Los Rios Community College District for the purpose of coordinating economic development activities.

(7) Continued participating in the Sacramento Economic Development Confederation.

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January, February, March 1987

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(8) Met individually with members of the Sacramento City Council and the Sacramento County Board of Supervisors and City staff to review SACTO activities and to solicit recommendations for organization and activity improvement.

(9) Sent out at least 18 SETA/PIC publications to prospects, and sent two companies to SETA/PIC offices for further information.

(10) Included County air pollution, water pollution and water supply representatives in one prospect project. City hazardous waste officials were involved in one of this past quarter's prospect meetings.

Additional information may be found in the Newsletter, Appendix IV.

2. Prospect Activity

A listing of SACTO company prospects by prospect number is provided in the Newsletter, Appendix IV, page three.

LOCATED COMPANIES

Appendix V lists the companies that were located during this quarter. There are also two charts, one indicating the number of SACTO-assisted prospect announcements since 1984, and the other, the number of SACTO prospect contacts since fiscal year 1985/86. The four companies that have located this past quarter will bring in the future over 145 new jobs to the area alone. For the fiscal year to date, SACTO has assisted 12 firms totalling 765 ultimate new jobs. Also included is a list of prospect files that SACTO has closed due to a change in expansion plans, internal company restructuring, etc.

OUTLOOK FOR UPCOMING COMPANY ANNOUNCEMENTS

Also extremely important are the three or four major prospects which are nearing a location decision. It appears likely however, that the largest projects for the balance of the fiscal year and calendar year will take place in Yolo and Placer Counties. The reason is primarily the ready availability of prepared and zoned sites. Nonetheless, the overall number of announcements of SACTO-assisted firms will be above average for the fiscal year ended June 30. This applies regionwide.

Of course, this optimistic forecast must be tempered by a concern for the continued downward trend of expenditures on plant and equipment in the U.S. as a whole. However, all indications suggest SACTO will enjoy modest results despite this trend. The important challenge will be to continue to target the best of the world's companies. SACTO will stay committed to encouraging the location to the area of companies that will help improve the overall excellent quality of life currently enjoyed by residents.

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THE FUTURE OF SACTO'S EFFORT

We remain hopeful and confident the citizens, businesses and communities that make up the four-county Greater Sacramento Area will continue to want to see the economic destiny of the area directed in a favorable way. The development of jobs and communities is simply too important to be left to chance. We are confident SACTO will continue to play a major role in providing positive leadership in the important process of encouraging the best of the world's companies to be our neighbors.

APPENDIX I: SACTO STRATEGIC PLAN

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
Organization Strategic Plan -- FY86/87

OVERALL PURPOSE

The Overall Purpose of SACTO is to encourage the economic growth of the four-county area. Consistent with this purpose, such growth should be environmentally acceptable, maximize social and economic contribution to the area, and provide new jobs.

FUNDAMENTAL OBJECTIVES

As its primary objective, SACTO will advocate responsible economic growth in the four-county area. In addition, it will work with local governments to encourage the relocation and expansion to the area of desirable companies.

SACTO will establish criteria to determine which firms and enterprises it will target. To the fullest extent financial and staff resources permit, SACTO will contact decision makers within target entities and sell them on the office, manufacturing and related business investment opportunities here.

SACTO will identify regional impediments to further economic development, and bring them to the attention of the appropriate parties.

SACTO must remain a neutral and trusted organization that focuses on its own goals at all times. It shall take no political stands.

MARKETING

In order to apply resources as productively as possible, SACTO will make certain that firms targeted by its marketing efforts are compatible with resources available in the area, and that such firms have the capacity to make an investment fitting SACTO's criteria.

The primary purpose of SACTO's staff will be to implement the current Marketing Plan. The Marketing Plan will capitalize on the available development resources of the area, and involve, where appropriate, community leaders, the California Department of Commerce and the SACTO Board of Directors. Throughout SACTO's marketing efforts, the strictest confidentiality will be observed by all concerned.

All of SACTO's marketing publications will be improved and supplemented as funds are available. SACTO's data base will be as complete as necessary to effectively sell the area. The activities of SACTO's counterparts in other areas will be monitored to help SACTO remain competitive.

SACTO will utilize its economic development allies as an important part of its marketing program.

ORGANIZATION

SACTO will promote itself primarily as a marketing organization and secondarily as a membership organization.

SACTO Board members will be available to the Executive Director as resources, but the Director shall retain the responsibility and authority for overall results.

A nomination process for the Board of Directors will give the greatest consideration to those individuals whose values, interests and level of participation in SACTO will be most meaningful in achieving the objectives of the organization.

SACTO will coordinate its efforts with those of the chambers of commerce and economic development organizations in the four-county area to prevent duplicative efforts. Joint efforts among such organizations should be used where productive, however SACTO will maintain its separate identity.

SACTO will encourage the involvement of its members by developing volunteer committees to deal with appropriate activities, and staff time should be freed up as much as possible to be used in the overall marketing and sales effort.

SACTO will develop regular communications with the elected officials and staff of its member public entities.

FINANCE

The Board of Directors will be kept knowledgeable of the financial condition of SACTO.

SACTO will strive to achieve income levels at least that of its comparable competitors, reduce overhead consistent with its objectives, and allocate at least one-third of its income to non-staff related marketing applications. Non-marketing functions and events of SACTO should pay their own way.

MEMBERSHIP

SACTO will have a Development Plan designed to secure enough funds to meet the needs outlined by the 1986/87 Marketing Plan. SACTO should engage existing members to solicit membership from prospective members of similar stature. A team approach to selling memberships should be used where appropriate.

The Board of Directors and the Development Committee will be actively involved in fund raising. Renewal membership investments of \$1,500 and up will receive personal attention. SACTO will continue to encourage broader member involvement in its activities, consistent with efficient administrative operations. SACTO's annual meeting should advise members of the accomplishments and future plans of the organization.

The Development Committee should have a complete orientation periodically to bring members of the Committee up-to-date with current accomplishments and future activities of SACTO.

APPENDIX II: FINANCIAL STATEMENTS

- a. Financial Statements
- b. Fund Disbursements List
- c. Expenditures Chart of Accounts
- d. 1986/87 Fiscal Year Budget
- e. Unfunded Budget Supplement

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

JANUARY 31, 1987

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
 JANUARY 31, 1987

ASSETS

CURRENT ASSETS:	
CASH	77,012
PREPAID EXPENSES	4,088

TOTAL CURRENT ASSETS	81,100

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	72,731
PROPERTY UNDER CAPITAL LEASE	15,047

LESS ACCUMULATED DEPRECIATION	87,778
	33,729

TOTAL PROPERTY AND EQUIPMENT	54,049

DEPOSITS	
	75

	135,224
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	3,095

TOTAL CURRENT LIABILITIES	3,095
OBLIGATION UNDER CAPITAL LEASE	6,941

TOTAL LIABILITIES	10,036

FUND BALANCE	
UNRESTRICTED	121,376
RESTRICTED	14,232
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	(10,420)

ENDING FUND BALANCE	125,188

DIFFERENCE ON ROUNDING	0

	135,224
	=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

7 MONTHS ENDED JANUARY 31, 1987

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	40,575	35,000	135,162	146,369	134,000	1,162
PUBLIC SECTOR	1,500	13,000	79,500	95,417	100,500	(21,000)
MEETING REVENUE	3,840	6,415	13,689	16,557	14,956	(1,267)
PUBLICATIONS SALES	408	333	943	11,748	2,331	(1,388)
INTEREST INCOME	417	320	2,836	2,068	2,070	766
OTHER INCOME	1,954	0	2,167	1,826	600	1,567
TOTAL REVENUE	48,694	55,068	234,297	273,985	254,457	(20,160)
EXPENDITURES						
SALARIES	16,281	14,750	94,908	95,508	98,850	(3,942)
EMPLOYEE BENEFITS	482	2,000	5,101	7,017	6,800	(1,699)
PAYROLL TAXES	1,499	1,083	5,184	4,995	7,581	(2,397)
TOTAL STAFF MAINTENANCE EXPENDITURES	18,262	17,833	105,193	107,520	113,231	(8,038)
INSURANCE	1,009	903	3,115	3,195	3,568	(453)
OFFICE EXPENSE	581	848	6,991	5,710	5,936	1,055
TRANSPORTATION-AUTO	469	500	2,577	2,488	3,500	(923)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	100	703	577	700	3
RENT	2,414	2,500	16,898	14,194	17,500	(602)
PARKING	360	392	2,615	2,431	2,744	(129)
PROFESSIONAL SERVICES	620	833	8,893	6,857	5,831	3,062
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	5,453	6,076	42,256	35,842	40,379	1,877
POSTAGE	555	467	5,708	3,726	3,269	2,439
TELEPHONE	722	700	3,884	4,971	4,900	(1,016)
DUES AND SUBSCRIPTIONS	141	120	1,978	1,525	1,345	633
PRINTING	616	350	4,474	2,850	3,265	1,209
RESEARCH	0	0	13,568	0	9,000	4,568
PROMOTIONAL MATERIALS	11,329	0	25,642	2,954	33,000	(7,358)
SPECIAL MEETINGS-PROSPECTS	2,893	0	8,004	7,356	4,900	3,104
AUDIO VISUAL	0	0	0	35	6,500	(6,500)
TRAVEL	186	76	5,148	3,925	5,500	(352)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	16,442	1,713	68,406	28,889	71,775	(3,369)

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE--CASH BASIS

7 MONTHS ENDED JANUARY 31, 1987

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	91	267	989	829	1,869	(880)
MEMBERSHIP PROMOTION	0	3,000	1,248	3,498	7,500	(6,252)
MEMBERSHIP MEETINGS	186	0	6,331	1,031	7,500	(1,169)
BREAKFAST MEETING	3,750	0	4,562	5,064	2,000	2,562
OTHER MEETINGS	25	350	1,071	866	2,450	(1,379)
NEWSLETTER	1,731	1,500	6,029	0	4,500	1,529
PUBLICATION EXPENSES	0	333	702	11,780	2,335	(1,633)
MISCELLANEOUS	210	150	580	1,240	1,050	(470)
TOTAL MEMBERSHIP & MISC EXPENDITURES	5,993	5,600	21,512	24,308	29,204	(7,692)
TOTAL EXPENDITURES BEFORE DEPRECIATION	46,150	31,222	237,367	196,559	254,589	(17,222)
DEPRECIATION	1,061	0	7,353	6,375	0	7,353
TOTAL EXPENDITURES AFTER DEPRECIATION	47,211	31,222	244,720	202,934	254,589	(9,869)
EXCESS OF REVENUE OVER (EXPENDITURES)	1,483	23,846	(10,423)	71,051	(132)	(10,291)

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

FEBRUARY 28, 1987

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
FEBRUARY 28, 1987

ASSETS

CURRENT ASSETS:	
CASH	131,295
PREPAID EXPENSES	3,511

TOTAL CURRENT ASSETS	134,806

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	72,731
PROPERTY UNDER CAPITAL LEASE	15,047

	87,778
LESS ACCUMULATED DEPRECIATION	34,791

TOTAL PROPERTY AND EQUIPMENT	52,987

DEPOSITS	75

	187,868
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	3,095

TOTAL CURRENT LIABILITIES	3,095
OBLIGATION UNDER CAPITAL LEASE	6,701

TOTAL LIABILITIES	9,796

FUND BALANCE	
UNRESTRICTED	122,988
RESTRICTED	12,619
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	42,465

ENDING FUND BALANCE	178,072

DIFFERENCE ON ROUNDING	0

	187,868
	=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

8 MONTHS ENDED FEBRUARY 28, 1987

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	38,750	15,000	173,912	162,297	149,000	24,912
PUBLIC SECTOR	53,000	500	132,500	114,167	101,000	31,500
MEETING REVENUE	3,360	0	17,049	39,452	14,956	2,093
PUBLICATIONS SALES	682	333	1,625	11,748	2,664	(1,039)
INTEREST INCOME	406	480	3,242	2,546	2,550	692
OTHER INCOME	105	50	2,272	1,887	650	1,622
TOTAL REVENUE	96,303	16,363	330,600	332,097	270,820	59,780
EXPENDITURES						
SALARIES	13,569	14,735	108,477	109,518	113,585	(5,108)
EMPLOYEE BENEFITS	482	600	5,583	7,441	7,400	(1,817)
PAYROLL TAXES	1,251	1,083	6,435	6,010	8,664	(2,229)
TOTAL STAFF MAINTENANCE EXPENDITURES	15,302	16,418	120,495	122,969	129,649	(9,154)
INSURANCE	1,373	1,124	4,488	4,319	4,692	(204)
OFFICE EXPENSE	1,316	848	8,235	8,802	6,784	1,451
TRANSPORTATION-AUTO	156	500	2,733	2,790	4,000	(1,267)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	8	100	711	822	800	(89)
RENT	0	2,500	16,898	16,470	20,000	(3,102)
PARKING	363	392	2,978	2,824	3,136	(158)
PROFESSIONAL SERVICES	400	833	9,293	7,407	6,664	2,629
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	3,616	6,297	45,800	43,824	46,676	(876)
POSTAGE	1,150	467	6,858	4,342	3,736	3,122
TELEPHONE	410	700	4,294	5,740	5,600	(1,306)
DUES AND SUBSCRIPTIONS	503	150	2,481	1,671	1,495	986
PRINTING	237	40	4,711	2,895	3,305	1,406
RESEARCH	21	2,000	13,589	0	11,000	2,589
PROMOTIONAL MATERIALS	3,348	0	28,990	3,296	33,000	(4,010)
SPECIAL MEETINGS-PROSPECTS	9,606	100	17,682	7,868	5,000	12,682
AUDIO VISUAL	0	0	0	355	6,500	(6,500)
TRAVEL	270	0	5,418	3,925	5,500	(82)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	15,545	3,457	84,023	31,639	75,232	8,791

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

MARCH 31, 1987

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
MARCH 31, 1987

ASSETS

CURRENT ASSETS:		119,787
CASH		4,199
PREPAID EXPENSES		-----
TOTAL CURRENT ASSETS		123,986

PROPERTY AND EQUIPMENT		72,731
OFFICE FURNITURE AND EQUIPMENT		15,047
PROPERTY UNDER CAPITAL LEASE		-----
		87,778
LESS ACCUMULATED DEPRECIATION		35,852

TOTAL PROPERTY AND EQUIPMENT		51,926
		75
DEPOSITS		-----
		175,987
		=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:		
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE		3,095

TOTAL CURRENT LIABILITIES		3,095
OBLIGATION UNDER CAPITAL LEASE		6,457

TOTAL LIABILITIES		9,552

FUND BALANCE		135,608
UNRESTRICTED		30,831
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)		-----
ENDING FUND BALANCE		166,439

DIFFERENCE ON ROUNDING		(4)

		175,987
		=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

9 MONTHS ENDED MARCH 31, 1987

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	36,150	33,000	210,062	196,077	182,000	28,062
PUBLIC SECTOR	500	500	133,000	114,167	101,500	31,500
MEETING REVENUE	60	500	17,109	39,842	15,456	1,653
PUBLICATIONS SALES	282	333	1,907	11,748	2,997	(1,090)
INTEREST INCOME	583	300	3,825	3,327	2,850	975
OTHER INCOME	105	0	2,377	1,887	650	1,727
TOTAL REVENUE	37,680	34,633	368,280	367,048	305,453	62,827
EXPENDITURES						
SALARIES	12,805	14,735	121,282	124,724	128,320	(7,038)
EMPLOYEE BENEFITS	1,645	600	7,228	7,873	8,000	(772)
PAYROLL TAXES	1,499	1,083	7,934	7,019	9,747	(1,813)
TOTAL STAFF MAINTENANCE EXPENDITURES	15,949	16,418	136,444	139,616	146,067	(9,623)
INSURANCE	379	955	4,867	5,274	5,647	(780)
OFFICE EXPENSE	851	848	9,086	9,486	7,632	1,454
TRANSPORTATION-AUTO	195	500	2,928	3,290	4,500	(1,572)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	100	711	1,128	900	(189)
RENT	4,828	2,500	21,726	18,746	22,500	(774)
PARKING	360	392	3,338	3,202	3,528	(190)
PROFESSIONAL SERVICES	400	833	9,693	8,412	7,497	2,196
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	7,013	6,128	52,813	49,928	52,804	9
POSTAGE	1,072	467	7,930	4,727	4,203	3,727
TELEPHONE	741	700	5,035	6,801	6,300	(1,265)
DUES AND SUBSCRIPTIONS	174	500	2,655	2,208	1,995	660
PRINTING	965	600	5,676	3,549	3,905	1,771
RESEARCH	20	0	13,609	0	11,000	2,609
PROMOTIONAL MATERIALS	14,329	1,000	43,319	5,631	34,000	9,319
SPECIAL MEETINGS-PROSPECTS	7,038	6,000	24,720	9,890	11,000	13,720
AUDIO VISUAL	0	2,000	0	355	8,500	(8,500)
TRAVEL	109	2,000	5,527	6,649	7,500	(1,973)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	24,448	13,267	108,471	41,357	88,499	19,972

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

9 MONTHS ENDED MARCH 31, 1987

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	0	267	1,107	2,231	2,403	(1,296)
MEMBERSHIP PROMOTION	190	0	1,546	918	7,500	(5,954)
MEMBERSHIP MEETINGS	21	0	12,409	15,115	15,000	(2,591)
BREAKFAST MEETING	490	2,000	6,312	(1,416)	4,000	2,312
OTHER MEETINGS	141	350	1,318	28,227	3,150	(1,832)
NEWSLETTER	0	0	6,029	2,580	4,500	1,529
PUBLICATION EXPENSES	5	333	829	12,052	3,001	(2,172)
MISCELLANEOUS	0	150	702	1,282	1,350	(648)
	-----	-----	-----	-----	-----	-----
TOTAL MEMBERSHIP & MISC EXPENDITURES	847	3,100	30,252	60,989	40,904	(10,652)
	-----	-----	-----	-----	-----	-----
TOTAL EXPENDITURES BEFORE DEPRECIATION	48,257	38,913	327,980	291,890	328,274	(294)
	-----	-----	-----	-----	-----	-----
DEPRECIATION	1,061	0	9,475	8,065	0	9,475
	-----	-----	-----	-----	-----	-----
TOTAL EXPENDITURES AFTER DEPRECIATION	49,318	38,913	337,455	299,955	328,274	9,181
	-----	-----	-----	-----	-----	-----
EXCESS OF REVENUE OVER (EXPENDITURES)	(11,638)	(4,280)	30,825	67,093	(22,821)	53,646
	=====	=====	=====	=====	=====	=====

JANUARY 31, 1987

General Ledger Listing

Current fiscal period 7, Accounts from [] to [zzzzzz]
 Fiscal periods from [7] to [7]

Detail listing for batches 14 to 15.

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING							14,739.78-
				7 1 Jan 27 87	VOID	3791	0.00			
				7 1 Jan 27 87	VOID	3790	0.00			
				7 1 Jan 27 87	VOID	3788	0.00			
				7 1 Jan 30 87	VOID	3801	0.00			
				7 1 Jan 30 87	VOID	3798	0.00			
				7 1 Jan 31 87	CASH DISBURSE. 01/31/87	C/D		28,076.86		
				7 2 Jan 31 87	CASH RECEIPTS 01/31/87	C/R	46,395.44			
				7 3 Jan 31 87	GENERAL JOURNAL 01/31/87	GJ	42.67			
				7 3 Jan 31 87	GENERAL JOURNAL 01/31/87	GJ		10.00		
				7 3 Jan 31 87	GENERAL JOURNAL 01/31/87	GJ		15,841.23	2,510.02	12,229.76- *
101			PETTY CASH FUND							50.00 *
102			SAVINGS ACCOUNT							0.00 *
103			SECURITIES, CERTIFICATES							88,817.74
				7 3 Jan 31 87	GENERAL JOURNAL 01/31/87	GJ	374.28		374.28	89,192.02 *
104			PREPAID INTEREST							0.00 *
105			CONTRIB RECEIVABLE -MEMBERSHIP							0.00 *
106			CONTRIB RECEIVABLE-CITY OF SAC							0.00 *
107			CONTRIB RECEIVABLE-CNTY OF SAC							0.00 *
108			CONTRIB RECEIVABLE-OTHER							0.00 *
109			ACCRUED INTEREST RECEIVABLE							0.00 *
110			CASH-PAYROLL							0.00 *
111			A/R MISCELLANEOUS							0.00 *
115			INVENTORY							0.00 *
120			OFFICE EQUIPMENT							72,730.83 *
121			PROPERTY UNDER CAPITAL LEASE							15,047.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT							27,529.72-
				7 3 Jan 31 87	GENERAL JOURNAL 01/31/87	GJ		838.47	838.47-	28,368.19- *

JANUARY 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
123			ACCOM DEPR-CAPITAL LEASE 7 3 Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			223.00	223.00-	5,138.32- 5,361.32- *
130			DEPOSITS-SECURITY						75.00 *
131			PREPAID EXPENSE 7 3 Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			198.42	198.42-	877.76 679.34 *
132			PREPAID INSURANCE 7 3 Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			378.75	378.75-	3,787.50 3,408.75 *
135			SUSPENSE						0.00 *
200			ACCOUNTS PAYABLE						0.00 *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
206			ACCRUED MEDICAL INS PAYMENTS						0.00 *
207			ACCRUED ANNUITY PAYMENTS						0.00 *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						3,094.80- *
220			OBLIGATIONS UNDER CAP LEASE 7 1 Jan 19 87	MATH OLSMOBILERDEESS. 3778		236.56		236.56	7,177.35- 6,940.79- *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE 7 3 Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			28,103.00		93,107.57-
			7 3 Jan 31 87	TO CORRECT RESTR FUND BL HJE 09			165.00	28,268.00-	121,375.57- *
310			RESTRICTED FUND BALANCE 7 3 Jan 31 87	TO CORRECT RESTR FUND BL HJE 09		165.00			42,500.00-
			7 3 Jan 31 87	GENERAL JOURNAL 01/31/87 GJ		28,103.00		28,268.00	14,232.00- *
400			CONTRIBS-MEMBERSHIP, PRIVATE 7 2 Jan 31 87	CASH RECEIPTS 01/31/87 C/R			40,575.00	40,575.00-	94,587.50- 135,162.50- *
401			CONTRIBS-MEMBERSHIP, NONCASH						0.00 *

JANUARY 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
402			CONTRIBS-MEMB CASH (SPEC PROJ)						0.00 *
403			CONTRIBS-DONATIONS, NONMEMBERS						0.00 *
405			CONTRIBS-CITY OF SACRAMENTO						50,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						12,500.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						3,000.00- *
409			INTEREST INCOME						2,418.87-
		7 3	Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			374.28		
		7 3	Jan 31 87	GENERAL JOURNAL 01/31/87 GJ			42.67	416.95-	2,835.82- *
410			OTHER INCOME						142.77-
		7 2	Jan 31 87	CASH RECEIPTS 01/31/87 C/R			15.00	15.00-	157.77- *
411			CONTRIBUTIONS-OTHER CITIES						2,000.00-
		7 2	Jan 31 87	CASH RECEIPTS 01/31/87 C/R			1,000.00	1,000.00-	3,000.00- *
412			CONTRIBS - PART OF SACRAMENTO						3,000.00-
		7 2	Jan 31 87	CASH RECEIPTS 01/31/87 C/R			500.00	500.00-	3,500.00- *
413			MEMBERSHIP MEETINGS						6,825.00-
		7 2	Jan 31 87	CASH RECEIPTS 01/31/87 C/R			3,840.00	3,840.00-	10,665.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						95.00- *
415			ANNUAL MEETING REVENUE						2,929.00- *
416			SPECIAL MEETINGS-PROSPECTS						0.00 *
425			REVENUE FR SALE OF PUBLICATION						535.00-
		7 2	Jan 31 87	CASH RECEIPTS 01/31/87 C/R			408.00	408.00-	943.00- *
428			VIDEO TAPE SALES						70.00- *
430			PERSONAL USE OF AUTO						0.00
		7 3	Jan 31 87	RECORD PERS USE OF AUTO A/E 08			1,939.00	1,939.00-	1,939.00- *
500			PHYROLL, TAXABLE						74,885.57
		7 3	Jan 31 87	GENERAL JOURNAL 01/31/87 GJ		14,342.45			
		7 3	Jan 31 87	RECORD PERS USE OF AUTO aje 08		1,939.00		16,281.45	91,167.02 *
501			PHYROLL, NONTAXABLE						3,740.75 *
502			RETIREMENT BENEFITS						0.00 *

JANUARY 31, 1987

General Ledger Listing

Acct Code	Dept Code	Account Name	Ref	Debit	Credit	Net Change	Balance
503		EMPLOYER PAYROLL TAXES					3,686.60
		7 3 Jan 31 87 GENERAL JOURNAL 01/31/87 6J		1,498.78		1,498.78	5,185.38 *
505		EMPLOYEE MEDICAL INSURANCE					4,618.20
		7 1 Jan 30 87 VEBB INS. ADMIN., INC. 3814		482.20		482.20	5,100.40 *
507		INSURANCE					2,104.85
		7 1 Jan 30 87 MCGEE & THIELEN INS. 3804		630.00			
		7 3 Jan 31 87 GENERAL JOURNAL 01/31/87 6J		378.75		1,008.75	3,113.60 *
512		INTEREST EXPENSE					1,033.48
		7 1 Jan 19 87 MAITA OLDSMOBILEPROCESS. 3778		159.88		159.88	1,193.36 *
513		DEPRECIATION					6,292.40
		7 3 Jan 31 87 GENERAL JOURNAL 01/31/87 6J		1,061.47		1,061.47	7,353.87 *
514		DEPRECIATION-CAPITAL LEASE					0.00 *
515		EQUIPMENT RENTAL					0.00 *
516		OFFICE EXPENSE					6,410.43
		7 1 Jan 08 87 STATE BOARD OF EQUAL. 3762		36.66			
		7 1 Jan 19 87 THE PRESS ROOM 3780		63.44			
		7 1 Jan 19 87 AUTOMATIC DATA PROCESS. 3779		32.45			
		7 1 Jan 19 87 DAY-TIMERS, INC. 3770		23.24			
		7 1 Jan 30 87 AUTOMATIC DATA PROCES. 3796		32.45			
		7 1 Jan 30 87 SACTO PLANT RENTAL 3800		59.08			
		7 1 Jan 30 87 DAY-TIMERS, INC. 3812		72.23			
		7 1 Jan 30 87 CASH-REMB PETTY CASH 3815		53.01			
		7 3 Jan 31 87 GENERAL JOURNAL 01/31/87 6J		10.00			
		7 3 Jan 31 87 GENERAL JOURNAL 01/31/87 6J		198.42		580.93	6,991.41 *
517		OFFICE RENTAL					14,484.00
		7 1 Jan 30 87 HEITMAN PROP., INC. 3813		2,414.00		2,414.00	16,898.00 *
519		PARKING					2,254.50
		7 1 Jan 30 87 CITADEL PRESSMG, INC. 3808		0.00			
		7 1 Jan 30 87 CENTURY PARKING, INC. 3809		360.00		360.00	2,614.50 *
520		POSTAGE					5,152.48
		7 1 Jan 13 87 U. S. POSTMASTER 3764		500.00			
		7 1 Jan 19 87 AIRBORNE EXPRESS 3773		9.00			
		7 1 Jan 19 87 AEROSPEED DEL. SERU. 3767		46.21		555.21	5,707.69 *
521		TELEPHONE					3,160.50
		7 1 Jan 19 87 RIC COMMUNICATIONS 3769		64.38			
		7 1 Jan 19 87 MCI TELECOMMUNICATIONS 3765		160.09			
		7 1 Jan 19 87 PACIFIC BELL 3784		250.54			
		7 1 Jan 30 87 MCI TELECOMMUNICATION 3795		246.87		721.88	3,882.38 *

JANUARY 31, 1987

General Ledger Listing

Acct Code	Dept Code	Account Name	Ref	Debit	Credit	Net Change	Balance
523		DUES, SUBSCRIPT & PUBLICATIONS					1,837.53
		7 1 Jan 19 87 KORN/FERRY INTERNATIONAL	3782	30.00			
		7 1 Jan 19 87 WESTERN CITY MAGAZINE	3783	15.00			
		7 1 Jan 21 87 MEGAN FLORIDA	3787	9.49			
		7 1 Jan 30 87 AMERICAN EXPRESS	3793	75.73			
		7 1 Jan 30 87 SACRAMENTO MAGAZINE	3811	11.00		141.22	1,978.75 *
524		PROFESSIONAL SERVICES					8,272.86
		7 1 Jan 19 87 PFANNER & TATE	3781	400.00			
		7 1 Jan 19 87 SHOTARO F. HAYASHIGATANI	3785	40.00			
		7 1 Jan 30 87 PRO. COMPUTER SUPPLIES	3805	180.00		620.00	8,892.86 *
525		MISCELLANEOUS					370.60
		7 1 Jan 30 87 REGENTS OF THE UNI. OF CA	3810	210.00		210.00	580.60 *
527		NEWSLETTER					4,297.64
		7 1 Jan 19 87 CITADEL PRESS	3774	1,731.00		1,731.00	6,028.64 *
528		TAXES-PERSONAL PROPERTY					463.69 *
529		PUBLICATIONS EXPENSE					701.64 *
530		PRINTING					3,857.59
		7 1 Jan 30 87 CITADEL PRESS	3808	615.86		615.86	4,473.45 *
531		RESEARCH					13,568.10 *
532		ADVERTISING					0.00 *
533		PROMOTIONAL MATERIALS					14,312.41
		7 1 Jan 08 87 REVEN PRESS	3763	24.00			
		7 1 Jan 19 87 CAPITAL PRINT. & MAILING	3777	133.80			
		7 1 Jan 19 87 GEOSCIENCES RESEARCH	3766	486.75			
		7 1 Jan 19 87 CITICORP INFO. RESOURC.	3768	10,335.00			
		7 1 Jan 21 87 SUPER. OF DOCUMENTS	3786	12.75			
		7 1 Jan 30 87 CAP. PRINTING & MINING	3806	198.06			
		7 1 Jan 30 87 TAYLOR'S	3807	138.73		11,329.09	25,641.50 *
534		TRAVEL					4,961.79
		7 1 Jan 30 87 AMERICAN EXPRESS	3793	185.50		185.50	5,147.29 *
535		EMPLOYEE MOVING EXPENSES					0.00 *
536		DIRECT MAIL					0.00 *
538		LOCAL MEETINGS/PUBLIC RELATION					898.30
		7 1 Jan 30 87 AMERICAN EXPRESS	3793	91.09		91.09	989.39 *
539		MEMBERSHIP PROMOTION					1,248.42 *

JANUARY 31, 1987

General Ledger Listing

Acct Code	Dept Code	Account Name	Ref	Debit	Credit	Net Change	Balance
540		AUDIO-VISUAL					0.00 *
541		MOTION PICTURE COUNCIL					0.00 *
542		SPECIAL MEETINGS-PROSPECTS					5,111.18
	7 1	Jan 19 87 JOHN R. ROBERTS	3772	17.80			
	7 1	Jan 19 87 GEOSCIENCES RESEARCH	3766	162.25			
	7 1	Jan 19 87 PAM CROOK	3771	66.16			
	7 1	Jan 20 87 BOOKS NIPPAN	3803	79.98			
	7 1	Jan 30 87 AMERICAN EXPRESS	3793	972.98			
	7 1	Jan 30 87 TAYLOR'S	3807	138.73			
	7 1	Jan 30 87 AIRBORNE EXPRESS	3797	9.00			
	7 1	Jan 30 87 TKO PRODUCTION, INC.	3794	1,367.64			
	7 1	Jan 30 87 MARTYR & CURRYNTAL	3799	65.19			
	7 1	Jan 30 87 AIRBORNE EXPRESS	3797	70.50			
	7 2	Jan 31 87 CASH RECEIPTS 01/31/87 C/R			57.44	2,892.79	8,003.97 *
543		BREAKFAST MEETING EXPENSE					811.50
	7 1	Jan 27 87 W. COLSTON LEIGH, INC.	3792	3,750.00		3,750.00	4,561.50 *
544		TRANSPORTATION					1,073.42
	7 1	Jan 19 87 DMV	3776	234.00			
	7 1	Jan 19 87 SHELL OIL CO.	3775	74.95		303.95	1,382.37 *
545		EXEC COMMITTEE/BOARD MEETINGS					703.64 *
546		MEMBERSHIP MEETING EXPENSE					6,144.63
	7 1	Jan 19 87 THE PRESS ROOM	3780	23.69			
	7 1	Jan 27 87 SACTO COMM. CONVENTION	3789	162.50		185.19	6,330.82 *
547		OTHER MEETINGS					1,046.15
	7 1	Jan 30 87 HANNIBAL'S REST. & CATER 3802		25.44		25.44	1,071.59 *
555		CUMUL EFF-CHANGE TO DEFER REV					0.00 *
				122,586.12	122,586.12		

92 accounts listed.

94 transactions processed.

FEBRUARY 28, 1987

General Ledger Listing

Current fiscal period 8, Accounts from [] to [zzzzzz]
 Fiscal periods from [8] to [8]

Detail listing for batches 16 to 17.

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING						12,229.76-
			8 1 Feb 09 87	-- VOID --	3819	0.00			
			8 1 Feb 17 87	-- VOID --	3837	0.00			
			8 1 Feb 18 87	-- VOID --	3854	0.00			
			8 1 Feb 19 87	-- VOID --	3856	0.00			
			8 1 Feb 27 87	-- VOID --	3867	0.00			
			8 1 Feb 28 87	CASH DISBURSED-FEBRUARY	C/D		57,245.75		
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY	C/R	110,957.00			
			8 3 Feb 28 87	INTEREST ON CHECKING	AJE 01	61.30			
			8 3 Feb 28 87	NSF CHARGES-FEBRUARY	AJE 07		24.00		
			8 4 Feb 28 87	RECORD FEBRUARY PAYROLL	AJE 06		14,810.33	38,938.22	26,708.46 *
101			PETTY CASH FUND						50.00 *
102			SAVINGS ACCOUNT						0.00 *
103			SECURITIES, CERTIFICATES						89,192.02
			8 1 Feb 17 87	RIVER CITY MON MKT	3849	30,000.00			
			8 2 Feb 28 87	CASH RECEIPTS-FEBRUARY	C/R		15,000.00		
			8 3 Feb 28 87	INTEREST ON MON MKT	AJE 02	344.75		15,344.75	104,536.77 *
110			CASH-PAYROLL						0.00 *
115			INVENTORY						0.00 *
120			OFFICE EQUIPMENT						72,730.83 *
121			PROPERTY UNDER CAPITAL LEASE						15,047.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT						28,368.19-
			8 3 Feb 28 87	RECORD DEPR EXP-FEB	AJE 03		838.47	838.47-	29,206.66- *
123			ACCUM DEPR-CAPITAL LEASE						5,361.32-
			8 3 Feb 28 87	RECORD DEPR EXP-FEB	AJE 03		223.00	223.00-	5,584.32- *
130			DEPOSITS-SECURITY						75.00 *
131			PREPAID EXPENSE						679.34
			8 3 Feb 28 87	AMORT PREPAID OFF EXP	AJE 05		198.42	198.42-	480.92 *
132			PREPAID INSURANCE						3,408.75
			8 3 Feb 28 87	AMORT PREPAID INSUR-FEB	AJE 04		378.75	378.75-	3,030.00 *

FEBRUARY 28, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
135			SUSPENSE						0.00 *
200			ACCOUNTS PAYABLE						0.00 *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						3,094.80- *
220			OBLIGATIONS UNDER CAP LEASE						6,940.79-
			8 1 Feb 17 87 MAITA OLDSMOBILE		3836	240.24		240.24	6,700.55- *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						121,375.57-
			8 3 Feb 28 87 RECLASS RESTRICTED FUNDS AJE 09				1,612.72	1,612.72-	122,988.29- *
310			RESTRICTED FUND BALANCE						14,232.00-
			8 3 Feb 28 87 RECLASS RESTRICTED FUNDS AJE 09			1,612.72		1,612.72	12,619.28- *
400			CONTRIBS-MEMBERSHIP, PRIVATE						135,162.50-
			8 2 Feb 28 87 CASH RECEIPTS		C/R		38,750.00	38,750.00-	173,912.50- *
401			CONTRIBS-MEMBERSHIP, NONCASH						0.00 *
402			CONTRIBS-MEMB CASH (SPEC PROJ)						0.00 *
403			CONTRIBS-DONATIONS, NONMEMBERS						0.00 *
405			CONTRIBS-CITY OF SACRAMENTO						50,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						12,500.00-
			8 2 Feb 28 87 CASH RECEIPTS		C/R		50,000.00	50,000.00-	62,500.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						3,000.00- *
409			INTEREST INCOME						2,835.82-
			8 3 Feb 28 87 INTEREST ON CHECKING		AJE 01		61.30		
			8 3 Feb 28 87 INTEREST ON MON MKT		AJE 02		344.75	406.05-	3,241.87- *

FEBRUARY 28, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
410			OTHER INCOME						157.77-
			8 2 Feb 28 87	CASH RECEIPTS	C/R		105.00	105.00-	262.77- *
411			CONTRIBUTIONS-OTHER CITIES						3,000.00-
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY C/R			2,500.00	2,500.00-	5,500.00- *
412			CONTRIBS - PORT OF SACRAMENTO						3,500.00-
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY C/R			500.00	500.00-	4,000.00- *
413			MEMBERSHIP MEETINGS						10,665.00-
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY C/R			3,360.00	3,360.00-	14,025.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						95.00- *
415			ANNUAL MEETING REVENUE						2,929.00- *
416			SPECIAL MEETINGS-PROSPECTS						0.00 *
425			REVENUE FR SALE OF PUBLICATION						943.00-
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY C/R			682.00	682.00-	1,625.00- *
428			VIDEO TAPE SALES						70.00- *
430			PERSONAL USE OF AUTO						1,939.00- *
500			PAYROLL, TAXABLE						91,167.02
			8 4 Feb 28 87	RECORD FEBRUARY PAYROLL	AJE 06	13,549.42		13,549.42	104,716.44 *
501			PAYROLL, NONTAXABLE						3,740.75
			8 1 Feb 10 87	ANGIE LABRODE	3821	10.00			
			8 1 Feb 10 87	TRACY EDWARDS	3822	10.00		20.00	3,760.75 *
502			RETIREMENT BENEFITS						0.00 *
503			EMPLOYER PAYROLL TAXES						5,185.38
			8 4 Feb 28 87	RECORD FEBRUARY PAYROLL	AJE 06	1,250.91		1,250.91	6,436.29 *
505			EMPLOYEE MEDICAL INSURANCE						5,100.40
			8 1 Feb 27 87	UIBA INSURANCE CO	3869	482.20		482.20	5,582.60 *
507			INSURANCE						3,113.60
			8 1 Feb 27 87	MCGEE & THEILEN INSUR	3861	994.00			
			8 3 Feb 28 87	AMORT PREPAID INSUR-FEB	AJE 04	378.75		1,372.75	4,486.35 *
512			INTEREST EXPENSE						1,193.36
			8 1 Feb 17 87	MARIA OLDSMOBILE	3836	156.20		156.20	1,349.56 *
513			DEPRECIATION						7,353.87
			8 3 Feb 28 87	RECORD DEPR EXP-FEB	AJE 03	1,061.47		1,061.47	8,415.34 *

FEBRUARY 28, 1987

General Ledger Listing

Acct Code	Dept Code	Account Name	Ref	Debit	Credit	Net Change	Balance
514		DEPRECIATION-CAPITAL LEASE					0.00 *
515		EQUIPMENT RENTAL					0.00 *
516		OFFICE EXPENSE					6,991.41
		7 Balance for Period - JANUARY 31, 1987			72.33	72.33-	6,919.08
		8 1 Feb 17 87 SECRETARY OF STATE	3851	2.50			
		8 1 Feb 17 87 DAY TIMERS, INC	3845	69.74			
		8 1 Feb 17 87 AUTOMATIC DATA PROCESSIN	3838	32.45			
		8 1 Feb 17 87 STANDARD OFFICE SYSTEMS	3839	257.47			
		8 1 Feb 17 87 HBI'S THE OFFICE PLACE	3842	166.89			
		8 1 Feb 19 87 PAM CROOK	3857	16.25			
		8 1 Feb 27 87 CAPITAL PRINTING & MAIL	3879	27.56			
		8 1 Feb 27 87 SAC PLANT RENTAL & DISP	3878	59.08			
		8 1 Feb 27 87 CASH	3858	49.67			
		8 1 Feb 27 87 INTERNAT MAILING SYSTEM	3868	60.42			
		8 1 Feb 27 87 AMERICAN EXPRESS	3877	137.80			
		8 1 Feb 27 87 AUTOMATIC DATA PROCESS	3865	36.95			
		8 1 Feb 27 87 ALTERNATIVE BUS MACHINES	3859	166.50			
		8 3 Feb 28 87 NSF CHARGES-FEBRUARY	AJE 07	24.00			
		8 3 Feb 28 87 AMORT PREPAID OFF EXP	AJE 05	198.42			
		8 4 Feb 28 87 RECORD FEBRUARY PAYROLL	AJE 06	10.00		1,315.70	8,234.78 *
517		OFFICE RENTAL					16,898.00 *
519		PARKING					2,614.50
		8 1 Feb 17 87 CASH	3832	0.75			
		8 1 Feb 27 87 CENTURY PARKING, INC	3874	360.00			
		8 1 Feb 27 87 CASH	3858	1.75		362.50	2,977.00 *
520		POSTAGE					5,707.69
		8 1 Feb 17 87 UNITED PARCEL SERVICE	3852	24.25			
		8 1 Feb 17 87 AEROSPEED DELIVERY SERV	3843	5.44			
		8 1 Feb 19 87 U S POSTMASTER	3855	1,000.00			
		8 1 Feb 27 87 FEDERAL EXPRESS CORP	3866	25.75			
		8 1 Feb 27 87 AEROSPEED	3862	94.85		1,150.29	6,857.98 *
521		TELEPHONE					3,882.38
		8 1 Feb 27 87 PACIFIC BELL	3863	307.11			
		8 1 Feb 27 87 RTC COMMUNICATIONS	3864	103.02		410.13	4,292.51 *
523		DUES, SUBSCRIPT & PUBLICATIONS					1,978.75
		8 1 Feb 03 87 ASAC	3816	0.00			
		8 1 Feb 03 87 A S A E	3816	50.00			
		8 1 Feb 06 87 A S A E	3817	20.00			
		8 1 Feb 17 87 INC.	3829	21.00			
		8 1 Feb 17 87 JOHN R ROBERTS	3827	5.50			
		8 1 Feb 17 87 DUN'S MARKETING SERVICES	3846	405.00			
		8 1 Feb 19 87 PAM CROOK	3857	1.25		502.75	2,481.50 *

FEBRUARY 28, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
524			PROFESSIONAL SERVICES						8,892.86
		8 1	Feb 17 87	PFRANMER & TATE ACCY CORP	3834	400.00		400.00	9,292.86 *
525			MISCELLANEOUS						580.60
		8 1	Feb 17 87	REGENTS OF U C DAVIS	3831	55.00			
		8 1	Feb 17 87	JOHN R ROBERTS	3827	67.44		122.44	703.04 *
527			NEWSLETTER						6,028.64 *
528			TAXES-PERSONAL PROPERTY						463.69 *
529			PUBLICATIONS EXPENSE						701.64
		8 1	Feb 27 87	CAPITAL PRINTING & MAIL	3879	121.75		121.75	823.39 *
530			PRINTING						4,473.45
		8 1	Feb 17 87	CITADEL PRESS	3840	237.44		237.44	4,710.89 *
531			RESEARCH						13,568.10
		8 1	Feb 27 87	M C I MAIL	3870	21.00		21.00	13,589.10 *
532			ADVERTISING						0.00 *
533			PROMOTIONAL MATERIALS						25,641.50
		8 1	Feb 10 87	SHOWPRO	3820	800.00			
		8 1	Feb 11 87	VIDEO RESOURCES	3823	800.00			
		8 1	Feb 17 87	CASH	3832	14.05			
		8 1	Feb 17 87	HACKERCOLOR PHOTOGRAPHIC	3848	12.72			
		8 1	Feb 27 87	CAPITAL PRINTING & MAIL	3879	669.94			
		8 1	Feb 27 87	STEVE STRONG & ASSOC	3871	964.60			
		8 1	Feb 27 87	FEDERAL EXPRESS CORP	3866	76.65			
		8 1	Feb 27 87	CASH	3858	10.34		3,348.30	28,989.80 *
534			TRAVEL						5,147.29
		8 1	Feb 17 87	JOHN R ROBERTS	3827	71.70			
		8 1	Feb 17 87	CELESTE SILVEIRA	3830	9.45			
		8 1	Feb 17 87	SHELL OIL COMPANY	3844	158.35			
		8 1	Feb 19 87	PAM CROOK	3857	24.01			
		8 1	Feb 27 87	CASH	3858	6.93		270.44	5,417.73 *
535			EMPLOYEE MOVING EXPENSES						0.00 *
536			DIRECT MAIL						0.00 *
538			LOCAL MEETINGS/PUBLIC RELATION						989.39
		8 1	Feb 17 87	JOHN R ROBERTS	3827	14.00			
		8 1	Feb 17 87	"1987 BEST IN BUSINESS"	3850	25.00			
		8 1	Feb 27 87	AMERICAN EXPRESS	3877	68.95			
		8 1	Feb 27 87	SAC SOC OF ASSOC EXECS	3875	10.00		117.95	1,107.34 *

FEBRUARY 28, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
539			MEMBERSHIP PROMOTION						1,248.42
			8 1 Feb 17 87	THE PRESS ROOM	3841	16.80			
			8 1 Feb 17 87	JOHN R ROBERTS	3827	13.96			
			8 1 Feb 17 87	DORMAN'S CATERING SPEC	3828	77.00		107.76	1,356.18 *
540			AUDIO-VISUAL						0.00 *
541			MOTION PICTURE COUNCIL						0.00 *
542			SPECIAL MEETINGS-PROSPECTS						8,003.97
			7	Balance for Period - JANUARY 31, 1987		72.33		72.33	8,076.30
			8 1 Feb 09 87	THE BOX STORE	3818	49.82			
			8 1 Feb 11 87	MIYAMOTO TRAVEL SERVICE	3824	841.00			
			8 1 Feb 12 87	TKO PRODUCTIONS	3825	1,038.25			
			8 1 Feb 12 87	RIVER CITY BANK	3826	4,060.00			
			8 1 Feb 17 87	THE PRESS ROOM	3841	23.69			
			8 1 Feb 17 87	SHOTARO F HAYASHIGATANI	3833	60.00			
			8 1 Feb 17 87	CASH	3832	38.10			
			8 1 Feb 17 87	JOHN R ROBERTS	3827	182.09			
			8 1 Feb 17 87	NBI'S THE OFFICE PLACE	3842	142.46			
			8 1 Feb 17 87	CITADEL PRESS	3840	112.18			
			8 1 Feb 18 87	I D R C	3853	500.00			
			8 1 Feb 27 87	CITADEL PRESS	3860	272.34			
			8 1 Feb 27 87	JOHN R ROBERTS	3880	2,346.12			
			8 2 Feb 28 87	CASH RECEIPTS - FEBRUARY C/P.			60.00	9,606.05	17,682.35 *
543			BREAKFAST MEETING EXPENSE						4,561.50
			8 1 Feb 27 87	COMMUNITY CONVENTION CTR	3876	1,237.50			
			8 1 Feb 27 87	FEDERAL EXPRESS CORP	3866	22.00		1,259.50	5,821.00 *
544			TRANSPORTATION						1,382.37 *
545			EXEC COMMITTEE/BOARD MEETINGS						703.64
			8 1 Feb 17 87	JOHN R ROBERTS	3827	8.47		8.47	712.11 *
546			MEMBERSHIP MEETING EXPENSE						6,330.82
			8 1 Feb 17 87	CITADEL PRESS	3840	162.18			
			8 1 Feb 17 87	DORMAN'S CATERING SPEC	3828	5,343.20			
			8 1 Feb 17 87	MERING & ASSOCIATES	3847	15.00			
			8 1 Feb 27 87	CITADEL PRESS	3860	419.76			
			8 1 Feb 27 87	PHOTOGRAPHY BY M MCGURK	3872	116.80		6,056.94	12,387.76 *
547			OTHER MEETINGS						1,071.59
			8 1 Feb 17 87	HANNIBALS REST & CATER	3835	25.97			
			8 1 Feb 27 87	BOOKS NTPPAN	3873	80.15		106.12	1,177.71 *
555			CUMUL EFF-CHANGE TO DEFER REV						0.00 *
						186,766.82	186,766.82		

MARCH 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
205			ACCRUED WITHHOLDING TAXES						0.00 *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						3,094.80- *
220			OBLIGATIONS UNDER CAP LEASE						6,700.55-
			9 1 Mar 16 87 MAITA OLDSMOBILE		3899	243.98		243.98	6,456.57- *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						122,988.29- *
310			RESTRICTED FUND BALANCE						12,619.28- *
400			CONTRIBS-MEMBERSHIP, PRIVATE						173,912.50-
			9 2 Mar 31 87 CAGLEDATA				1,500.00		
			9 2 Mar 31 87 DICK HARRIS INSURANCE				400.00		
			9 2 Mar 31 87 SEPAROVICH DOMICH				250.00		
			9 2 Mar 31 87 SEPAROVICH DOMICH				150.00		
			9 2 Mar 31 87 ROSEVILLE CHAMBER				150.00		
			9 2 Mar 31 87 JOHN R. ROBERTS				4,000.00		
			9 2 Mar 31 87 LAUGENOUR, JOHANON ETAL.				600.00		
			9 2 Mar 31 87 ROSEVILLE CHAMBER				250.00		
			9 2 Mar 31 87 JACKSON PROPERTIES				400.00		
			9 2 Mar 31 87 ROSEVILLE TELEPHONE				4,000.00		
			9 2 Mar 31 87 POINT WEST BANK				1,000.00		
			9 2 Mar 31 87 R.J. KUHL CORP.				1,000.00		
			9 2 Mar 31 87 RICHARD C. VIELLE				1,250.00		
			9 2 Mar 31 87 GRANITE CONSTRUCTION				1,000.00		
			9 2 Mar 31 87 CHATHAM RELLES CO.				150.00		
			9 2 Mar 31 87 SECURITY PACIFIC BANK				1,500.00		
			9 2 Mar 31 87 SIERRA COLLEGE				400.00		
			9 2 Mar 31 87 CHATHAM RELLES CO.				250.00		
			9 2 Mar 31 87 DARU DEVELOPMENT CORP.				150.00		
			9 2 Mar 31 87 DARU DEVELOPMENT CORP.				250.00		
			9 2 Mar 31 87 CARMICHAEL CONSTRUCTION				1,000.00		
			9 2 Mar 31 87 MANPOWER				400.00		
			9 2 Mar 31 87 ANFAC				400.00		
			9 2 Mar 31 87 FOLSOM CHAMBER				250.00		
			9 2 Mar 31 87 FOLSOM CHAMBER				150.00		
			9 2 Mar 31 87 RAY McNALLY & ASSOC.				400.00		
			9 2 Mar 31 87 A. TEICHERT				5,000.00		
			9 2 Mar 31 87 NVE CONSTRUCTORS				500.00		
			9 2 Mar 31 87 WILLAMETTE INDUSTRIES				400.00		

MARCH 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
413			MEMBERSHIP MEETINGS					(continued)		
			9 2 Mar 31 87 SACRAMENTO METRO CHAMBER					30.00		
			9 2 Mar 31 87 AEROJET GENERAL					30.00	60.00-	14,085.00- *
414			OTHER SPEC EVENTS/MEETINGS REV							95.00- *
415			ANNUAL MEETING REVENUE							2,929.00- *
416			SPECIAL MEETINGS-PROSPECTS							0.00 *
425			REVENUE FR SALE OF PUBLICATION							1,625.00-
			9 2 Mar 31 87 JAMES W. TAYLOR					5.00		
			9 2 Mar 31 87 J & H PUBLISHING					50.00		
			9 2 Mar 31 87 MCDONOUGH, HOLLAND ETAL.					81.00		
			9 2 Mar 31 87 CAROL J. HANSON					5.00		
			9 2 Mar 31 87 NVE CONSTRUCTORS					25.00		
			9 2 Mar 31 87 CASH					14.00		
			9 2 Mar 31 87 NATL. PROF. APPRAISERS					37.00		
			9 2 Mar 31 87 DAYS OF THE WEST					10.00		
			9 2 Mar 31 87 EDITH E. MOL					5.00		
			9 2 Mar 31 87 CHARLES S. MILLER					5.00		
			9 2 Mar 31 87 BROWN, STEVENS ETAL.					2.00		
			9 2 Mar 31 87 ANGIE E. DEPONTE					5.00		
			9 2 Mar 31 87 CASH					37.50		
			9 2 Mar 31 87 MICHAEL J. PETERSON					87.00		
			9 3 Mar 31 87 RET CK - PUBLICATIONS		AJE 7	87.00			281.50-	1,906.50- *
428			VIDEO TAPE SALES							70.00- *
430			PERSONAL USE OF AUTO							1,939.00- *
500			PAYROLL, TAXABLE							104,716.44
			9 4 Mar 31 87 GROSS SALARIES		AJE 6	12,804.88			12,804.88	117,521.32 *
501			PAYROLL, NONTAXABLE							3,760.75 *
502			RETIREMENT BENEFITS							0.00 *
503			EMPLOYER PAYROLL TAXES							6,436.29
			9 2 Mar 31 87 U.S. TREASURY					1.66		
			9 3 Mar 31 87 P/R TAXES		AJE 7	366.54				
			9 4 Mar 31 87 EMPLOYER TAXES		AJE 6	1,134.05			1,498.93	7,935.22 *
505			EMPLOYEE MEDICAL INSURANCE							5,582.60
			9 1 Mar 31 87 AAL		3905	1,126.40				
			9 1 Mar 31 87 VIBA INSURANCE ADMIN.		3913	518.30			1,644.70	7,227.30 *
507			INSURANCE							4,486.35
			9 3 Mar 31 87 INSURANCE EXPENSE		AJE 4	378.75			378.75	4,865.10 *

MARCH 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
512			INTEREST EXPENSE							1,349.56
			9 1 Mar 16 87 MAITA OLDSMOBILE			3899	152.46		152.46	1,502.02 *
513			DEPRECIATION							8,415.34
			9 3 Mar 31 87 DEPRECIATION EXPENSE			AJE 3	1,061.47		1,061.47	9,476.81 *
514			DEPRECIATION-CAPITAL LEASE							0.00 *
515			EQUIPMENT RENTAL							0.00 *
516			OFFICE EXPENSE							8,234.78
			9 1 Mar 16 87 MARTYR & CURRY			3886	63.25			
			9 1 Mar 16 87 NBI'S THE OFFICE PLACE			3887	178.11			
			9 1 Mar 16 87 STANDARD OFFICE SYSTEMS			3890	87.87			
			9 1 Mar 16 87 ADP			3893	47.45			
			9 1 Mar 16 87 CAPITAL PRINTING			3891	13.78			
			9 1 Mar 31 87 HEWLETT PACKARD			3917	80.19			
			9 1 Mar 31 87 CASH			3906	19.99			
			9 1 Mar 31 87 MARTYR & CURRY			3923	116.17			
			9 1 Mar 31 87 ADP			3915	32.45			
			9 3 Mar 31 87 OFFICE			AJE 7	3.60			
			9 3 Mar 31 87 OFFICE EXPENSE			AJE 5	208.29		851.15	9,085.93 *
517			OFFICE RENTAL							16,896.00
			9 1 Mar 11 87 HEITMAN PROPERTIES			3881	2,414.00			
			9 1 Mar 31 87 HEITMAN PROPERTIES			3918	2,414.00		4,828.00	21,726.00 *
519			PARKING							2,977.00
			9 1 Mar 31 87 CENTURY PARKING, INC.			3907	360.00		360.00	3,337.00 *
520			POSTAGE							6,857.98
			9 1 Mar 31 87 AEROSPEED			3920	32.21			
			9 1 Mar 31 87 FEDERAL EXPRESS*			3921	39.50			
			9 1 Mar 31 87 U.S. POSTMASTER			3922	1,000.00		1,071.71	7,929.69 *
521			TELEPHONE							4,292.51
			9 1 Mar 16 87 MCI TELECOMMUNICATIONS			3892	211.17			
			9 1 Mar 17 87 PACIFIC BELL			3903	323.49			
			9 1 Mar 31 87 RTC COMMUNICATIONS			3909	20.72			
			9 1 Mar 31 87 MCI TELECOMMUNICATIONS			3924	185.21		740.59	5,033.10 *
523			DUES, SUBSCRIPT & PUBLICATIONS							2,481.50
			9 1 Mar 16 87 THE SACRAMENTO BEE			3895	25.50			
			9 1 Mar 17 87 AMERICAN ELECTRONICS			3902	138.75			
			9 1 Mar 31 87 AMERITRUST COMPANY			3912	10.00		174.25	2,655.75 *
524			PROFESSIONAL SERVICES							9,292.86
			9 1 Mar 16 87 PFANNER & TATE			3894	400.00		400.00	9,692.86 *

MARCH 31, 1987

General Ledger Listing

Acct Code	Dept Code	Account Pd S	Name Date	Description	Ref	Debit	Credit	Net Change	Balance
525				MISCELLANEOUS					703.04 *
527				NEWSLETTER					6,028.64 *
528				TAXES-PERSONAL PROPERTY					463.69 *
529				PUBLICATIONS EXPENSE					823.39
		9 1	Mar 16 87	TY EBRIGHT & ASSOC.	3882	5.00		5.00	828.39 *
530				PRINTING					4,710.89
		9 1	Mar 16 87	CITADEL PRESS	3896	964.60		964.60	5,675.49 *
531				RESEARCH					13,589.10
		9 1	Mar 31 87	MCI MAIL	3916	20.20		20.20	13,609.30 *
532				ADVERTISING					0.00 *
533				PROMOTIONAL MATERIALS					28,989.80
		9 1	Mar 16 87	FONG & FONG PRINTERS	3888	13,378.26			
		9 1	Mar 16 87	CAPITAL PRINTING	3891	58.83			
		9 1	Mar 16 87	THE PRESS ROOM	3896	41.50			
		9 1	Mar 16 87	MAP CENTER	3900	850.00		14,328.59	43,318.39 *
534				TRAVEL					5,417.73
		9 1	Mar 16 87	PAM CROOK	3883	48.51			
		9 1	Mar 31 87	PAM CROOK	3926	60.18		108.69	5,526.42 *
535				EMPLOYEE MOVING EXPENSES					0.00 *
536				DIRECT MAIL					0.00 *
538				LOCAL MEETINGS/PUBLIC RELATION					1,107.34 *
539				MEMBERSHIP PROMOTION					1,356.18
		9 1	Mar 31 87	AMERICAN EXPRESS	3925	190.29		190.29	1,546.47 *
540				AUDIO-VISUAL					0.00 *
541				MOTION PICTURE COUNCIL					0.00 *
542				SPECIAL MEETINGS-PROSPECTS					17,682.35
		9 1	Mar 16 87	TKO PRODUCTIONS, INC.	3897	125.29			
		9 1	Mar 16 87	MARTYR & CURRY	3886	568.16			
		9 1	Mar 16 87	CITADEL PRESS	3896	4,014.20			
		9 1	Mar 31 87	AMERICAN EXPRESS	3925	2,179.60			
		9 1	Mar 31 87	ILLUSTRATION DESIGN	3908	145.00			
		9 1	Mar 31 87	CASH	3906	5.30		7,037.55	24,719.90 *
543				BREAKFAST MEETING EXPENSE					5,821.00

MARCH 31, 1987

General Ledger Listing

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
543			(continued)						
			9 1 Mar 16 87	BREAKFAST MEETING EXPENSE CITADEL PRESS	3896	351.92			
			9 1 Mar 26 87	MOUJETIME	3904	38.11			
			9 1 Mar 31 87	JOEL ELIAS	3919	100.00		490.03	6,311.03 *
544			TRANSPORTATION						
			9 1 Mar 16 87	SHELL OIL COMPANY	3889	43.05		43.05	1,382.37 1,425.42 *
545			EXEC COMMITTEE/BOARD MEETINGS						
									712.11 *
546			MEMBERSHIP MEETING EXPENSE						
			9 1 Mar 16 87	PHOTOGRAPHY BY MAGGIE M.	3901	21.20		21.20	12,387.76 12,408.96 *
547			OTHER MEETINGS						
			9 1 Mar 16 87	PAM CROOK	3883	2.59			
			9 1 Mar 31 87	HANNIBAL'S RESTAURANTS	3910	21.20			
			9 1 Mar 31 87	PENNISI'S	3914	95.21			
			9 1 Mar 31 87	CASH	3906	21.65		140.65	1,318.36 *
555			CUMUL EFF-CHANGE TO DEFER REV						
									0.00 *
						88,692.26	88,692.26		

83 accounts listed.
142 transactions processed.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
Chart of Accounts - FY85/86

ASSETS

100 Bank Account - checking
101 Petty Cash Fund
102 Savings Account
103 Securities, Certificates
104 Prepaid Interest
105 Contrib. Receivable, Membership
106 Contrib. Receivable, City of Sac.
107 Contrib. Receivable, County of Sac.
108 Contrib. Rcvbl., Other Counties & Cities
109 Accrued Interest Receivable
111 Accounts Receivable, Miscellaneous
115 Inventory
120 Office Equipment
121 Property Under Capital Lease
122 Accumulated Depreciation, Office Equipment
123 Accumulated Depreciation, Capital Lease
130 Deposits, Security
131 Prepaid Expense
132 Prepaid Insurance
135 Suspense

LIABILITIES

200 Accounts Payable
204 Accrued Payroll Taxes
205 Accrued Withholding Taxes
206 Accrued Medical Insurance Payments
207 Accrued Annuity Payments
209 Notes Payable
210 Accrued Expenses
215 Accrued Sales Tax Liability
219 Current Portion-Obligation-Capital Lease
220 Obligations Under Capital Lease

CAPITAL

305 Unappropriated Surplus
310 Profit & Loss Summary

REVENUE

400 Contrib., Membership, Private
401 Contrib., Non-Cash
402 Contrib., Membership, Cash-Special Projects
403 Contrib., Donations
405 Contrib., City of Sacramento
406 Contrib., County of Sacramento
407 Contrib., County of Placer
408 Contrib., County of Yolo & El Dorado
409 Interest Income
410 Other Income
411 Contributions (other than Sacramento)
412 Contributions, Port of Sacramento
413 Membership Meetings
414 Other Special Events/Meetings Revenue
415 Annual Meeting Revenue
416 Special Meetings-Prospects
425 Revenue from Sale of Publications
428 Video Tape Sales

EXPENSES

500 Payroll, Taxable
501 Payroll, Nontaxable
502 Retirement Benefits
503 Employer Payroll Taxes
505 Employee Medical Insurance
507 Insurance
512 Interest Expense
513 Depreciation
514 Depreciation - Capital Lease
515 Equipment Rental
516 Office Expense
517 Office Rental
519 Parking
520 Postage
521 Telephone
523 Dues, Subscriptions & Publications
524 Professional Services
525 Miscellaneous
527 Newsletter
528 Taxes - Personal Property
529 Publications Expense
530 Printing
531 Research
532 Advertising
533 Promotional Materials
534 Travel
536 Direct Mail
538 Local Meetings/Public Relations
539 Membership Promotion
540 Audio-Visual
542 Special Meetings-Prospects
543 Annual Meeting Expense
544 Transportation
545 Executive Committee & Board Meetings
546 Membership Meeting Expense
547 Other Special Meetings/Events Expenses

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
Proposed 1986/87 Budget
Description of Budget Accounts

(figures in parenthesis represent 1985/86 budget)

REVENUE

(With projected carry-forward from previous fiscal year of \$84,500)

#400 Private Sector Income (\$216,142) \$255,000

A total of \$255,000 is projected from private sector membership, up substantially from previous year.

#405-408, 412 Public Sector Income (\$126,500) \$115,000

A total of \$115,000 is proposed from the public sector. This includes a lesser projected amount than last year due to unmet projected increases from previous year from certain members. Budget includes memberships from Placer, Sacramento, Yolo, and El Dorado Counties and the Cities of Sacramento, Folsom, Roseville, Auburn, Rocklin, Woodland and Loomis. The Port of Sacramento and the Sacramento Municipal Utility District are also included.

#413-416 Meeting Revenue (\$27,000) \$54,200

For the June Annual Breakfast meeting, revenue of \$35,000 is shown. This is offset by expenditures of \$35,000 shown in the Annual Breakfast expenses line item. Two membership meetings are also planned. No Gold Rush Banquet is budgeted.

#425 Publications (\$16,000) \$4,000

The sale of Manufacturers & Processors Guides and Statistical Abstracts to the Sacramento Metro Chamber not planned this year because of a change in publication direction. SACTO hopes to reach \$4,000 in publication sales out of its own office. The cost of publications is shown in the Publications expense line item.

#409 Interest Income (\$2,700) \$3,500

Interest on funds held in SACTO's accounts.

#410 Other Income (\$120) \$750

Miscellaneous income.

Description of Budget Accounts - FY86/87

Page 2

EXPENSES

#500, #501 Payroll and Temporary Staff (\$166,560) \$172,555

Includes funding for an Executive Director, Manager of Economic Development, Manager of Information, Administrative Secretary, Secretary and Receptionist. Bookkeeper position to be held open pending effort to consolidate functions among existing staff and a bookkeeping service. If this does not work out, position will be filled. An average 3.6 percent annual raise is planned for staff.

#502-505 Payroll Tax and Employee Benefits (\$22,420) \$25,500

Payroll tax estimated at \$13,000. Benefits estimated at \$12,500 for the fiscal year.

#507 Insurance (\$5,000) \$7,500

General insurance for SACTO operations, showing allowance for increase projected in general insurance rates.

#516 Office Expense (\$5,500) \$10,175

Equipment service contracts, office supplies.

#544 Transportation-Auto (\$7,500) \$6,000

SACTO auto and reimbursements to staff for use of their personal auto while on SACTO business.

#545 Executive Committee and Board of Directors Meetings (\$600) \$1,200

Expenses involved with SACTO Executive Committee and Board of Directors meetings. Any food costs are reimbursed from meeting attendees and shown as revenue. Costs budgeted include room rental costs, materials provided and special arrangements.

#517 Rent (\$29,112) \$30,000

Office rent for SACTO office at 300 Capitol Mall plus allowance for rent-related contingencies.

#519 Parking (\$4,320) \$4,700

Six parking spaces at \$60.00 per month for SACTO staff plus parking ticket validation for important visitors.

Description of Budget Accounts - FY86/87

Page 3

#524 Professional Services (\$7,400) \$10,000

For services of bookkeeping, auditing, legal, etc.

#120 Office Equipment (\$8,000) \$2,500

For acquisition of computer equipment, wallpapering and credenzas.

#528 Property Tax (\$400) \$600

Personal property tax on SACTO office goods.

#520 Postage (\$3,600) \$5,600

Regular postage for SACTO operations including marketing-related mailings, express courier, post office box rent, etc.

#521 Telephone (\$8,400) \$8,400

Long distance costs (variable) and monthly telephone services.

#523 Dues, Subscriptions and Publications (\$2,400) \$3,000

Includes business publications, newspapers, research and evaluation publications, access to data bases to research potential prospects.

#530 Printing (\$3,600) \$4,500

Stationery, business cards and related printed materials. Does not include publications printing.

#531 Research (\$20,500) \$16,000

These funds are used for contract research used in helping SACTO obtain and maintain a reliable business and demographic data base on the Greater Sacramento Area. Included are the Business Profile, Economic Development Data Book, Community Competitor Comparison.

#533 Promotional Materials (\$8,000) \$36,500

Maps, publications, folders, notebooks and related material used in prospecting activity. Special \$30,000 allocated for lead promotional brochure.

Description of Budget Accounts - FY86/87
Page 4

#540 Audio-Visual (\$17,500) \$17,500

Audio-visual presentation done for SACTO prospecting.

#534 Travel (\$12,000) \$12,000

For staff travel to call on prospects and to develop new prospects. Also for association meetings, trade shows, and calls on SACTO's development allies.

#536 Direct Mail (\$0) \$0

For development of a coordinated, professional direct mail piece program, and postage expenses related to specific direct mail projects.

#532 Advertising (\$0) \$0

Development and placement of advertisements in targeted business publications featuring the Greater Sacramento Area.

#542 Special Meetings (\$9,500) \$17,500

For meetings called for purposes other than membership, Executive Committee, Board of Directors or Annual Meeting. Primarily special meetings with prospects and local officials when related to economic development marketing. A \$12,500 special allocation is made for supplemental support for the Pacific Rim Investment mission.

#538 Local Meeting/PR (\$3,000) \$3,200

For luncheon, dinners, meetings and related expenses for local promotion.

#539 Membership Promotion (\$2,400) \$7,500

Includes all expenses related to the development of SACTO's membership base including meetings, brochures and forms.

#546 Membership Meetings (\$0) \$15,000

Budget expenses for two membership meetings for fiscal year. Expenses budgeted to match.

#543 Annual Breakfast (\$27,000) \$35,000

Expense match for annual breakfast. Includes no subsidy.

Description of Budget Accounts - FY86/87
Page 5

#527 Newsletter (\$7,750) \$7,500

Includes printing, development and postage expenses for bi-monthly or quarterly SACTO membership newsletter.

#529 Publications Expense (\$16,200) \$4,000

Publications SACTO produces that are not used directly in the prospecting effort. Most often these publications are sold at SACTO's cost, although some copies are provided at no cost in special situations. Expense to be reduced in future years due to better cost recovery programs.

#547 Other Meetings (\$0) \$4,200

Special local meetings to build support for SACTO. Nearly all will have off-setting revenue.

#525 Miscellaneous (\$1,800) \$1,820

Generally non-budgeted contingency items.

TEN ADD-ONS TO BUDGET IF FUNDS BECOME AVAILABLE
FY86/87

1. Brochure Printing + \$30,000

To improve the quality of SACTO prospecting publications by having them typeset and with better design and appearance, including photographs.

2. Japan Investment Mission + \$12,500

To fund overhead for investment mission to Tokyo and Osaka.

3. Direct Mail + \$15,000

For concentrated direct mail program.

4. Advertising + \$30,000

For a targeted media advertising program.

5. Dues, Publications and Subscriptions + \$3,200

To pay for access to important prospect information through Dow Jones News Retrieval Service (\$1,200), to acquire a subscription to Dun & Bradstreet Directories (\$900), and to acquire additional screened lists of potential prospects with company evaluations (\$1,100).

6. Research + \$16,000

To pay for additional research to help with prospecting efforts. This consists largely of research conducted by new-hired staff. Research will demonstrate business advantages of area.

7. Research + \$12,000

To engage knowledgeable expert to find appropriate venture capital and entrepreneurial contacts in San Francisco Bay Area and to arrange appointments.

8. Travel + \$7,000

For additional travel for staff to call on prospects.

9. Promotional Materials + \$12,000

For trade show booth (\$8,000) and attendance to two additional targeted industry trade shows (\$4,000).

Ten Add-Ons to Budget if Funds Become Available - FY86/87
Page 2

10. IDRC Meeting + \$6,500

To make substantial presence at November meeting of the Industrial Development Research Council (IDRC), an organization made of site selection and corporate real estate executives.

APPENDIX III: ORGANIZATION BYLAWS

(b) Specific Purposes. The specific purpose of the corporation is to encourage sound and beneficial economic development in the four (4) counties of El Dorado, Placer, Sacramento and Yolo.

(c) Limitations for Tax Ruling. Notwithstanding any other provision of these Bylaws, the corporation shall not, except to an insubstantial degree, carry on or engage in any activities or exercise any powers that are not in furtherance of the purposes of this corporation, and the corporation shall not carry on any other activities not permitted to be carried on by a corporation exempt from Federal income tax under Section 501(c)(6) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue Law).

SECTION 3.02. LIMITATIONS

(a) Political activity. No substantial part of the activities of this corporation shall consist of carrying on propaganda, or otherwise attempting to influence legislation, and the corporation shall not participate in or intervene in (including the publishing or distributing of statements in connection with) any political campaign on behalf of any candidate for public office.

(b) Property. The property, assets, profits and net income of the corporation are dedicated irrevocably to the purposes set forth in Section 3.01 above. No part of the profits or net earnings of the corporation shall ever inure to the benefit of any of its Directors, officers, members, employees, or to the benefit of any private individual, as defined pursuant to the provisions of Section 501(c)(6) of the Internal Revenue Code of 1954.

(c) Dissolution. Upon the winding up and dissolution of the corporation, the assets remaining after payment, or provision for payment, of all debts and liabilities of the corporation shall be distributed to (i) such nonprofit fund, foundation, organization or corporation organized and operated exclusively for charitable, educational, religious, or scientific purposes as shall at the time qualify as an exempt organization under Section 501(c)(3) of the Internal Revenue Code of 1954; or (ii) such nonprofit organization or corporation as shall at the time qualify as an exempt organization under Section 501(c)(6) of the Internal Revenue Code.

ARTICLE IV

MEMBERSHIP

SECTION 4.01. QUALIFICATIONS AND RIGHTS OF MEMBERSHIP

(a) Classes of Members. The corporation shall have one (1) class of membership, which shall consist of any individual, business, trade association, or public sector entity who supports the purposes of the corporation and makes a monetary contribution to the corpora-

APPENDIX IV: ORGANIZATION MEMBERSHIP
COMMUNICATIONS (Newsletter)

SACTO REPORTS

SACTO's Quality of Life Brochure Unveiled

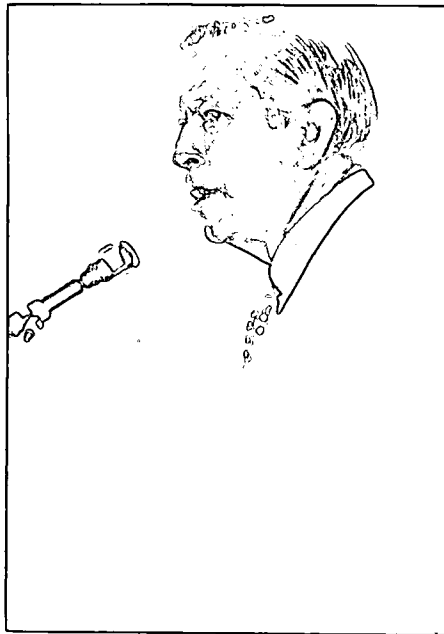
Over 525 SACTO members and guests, a record membership meeting attendance, previewed excerpts of SACTO's new quality of life brochure, *A Portrait of the Four-Country Area*. Excerpts of the new publication concentrated on individuals featured in the brochure, as well as the various quality of life aspects available to residents of the Greater Sacramento Area, such as affordable housing, excellent health and education facilities, and cultural and recreational activities.

As **John T. Kehoe**, John T. Kehoe, Inc. and Public Information Committee Chair, explained to the group, "Many of the quality companies which SACTO has targeted are extremely employee- and community-oriented and concerned with quality of life issues. However, quality of life is often difficult to address within the normal economic data framework." Therefore, the SACTO Public Information Committee proposed and the SACTO Board approved the publishing of a quality of life brochure which could highlight the fine lifestyle the area offers.

"The Greater Sacramento Area has a spirit and an ambiance which is often difficult to convey to those outside of the area," commented Kehoe. "*Portraits* offers a glimpse and an introduction to that ambiance," he concluded.

John Roberts, SACTO Executive Director, informed SACTO members that the new brochure would convey to prospective companies the quality of life available in the area. "*Portraits* will complement the extensive economic data SACTO currently uses in its marketing strategies," he stated.

Roberts indicated that it was critical to the economic development of the area to have top-caliber



Joe Meyer, USAA Regional Vice President

materials, such as *Portraits*, available. "SACTO has experienced a tremendous increase in marketing activity since the first of the year," said Roberts. "SACTO has met with more companies during January of this year than in all of the fourth quarter of 1986 and the new marketing materials will certainly enhance SACTO's recruitment efforts."

Another segment of the program included **Joe Meyer**, USAA's Regional Vice President. Meyer provided an overview of his company's decision to locate in the area. Meyer stated, "Sacramento is one of the most hospitable cities in the nation. The area offers a warm hospitality that can't be found in many major metropolitan communities."

It was the area's hospitality and quality of life which played a key role in attracting USAA's Western Regional Headquarters to Sacramento. Meyer remarked that USAA is concerned about employees and the community. For example, at the USAA headquarters in San Antonio, Texas, the company supports a van pool program which helps relieve freeway congestion. Here in Sacramento, USAA will eventually construct a pedestrian overpass to an RT Metro station from their new offices, hoping to encourage employee usage of the light rail system.

Brian Van Camp, SACTO President, concluded the meeting by expressing appreciation, on behalf of SACTO, to all those involved in the brochure. "It took a cooperative effort on the part of many dedicated SACTO members to produce *Portraits*. It is greatly appreciated."

SACTO Continues Building Relations With Japan

Over 175 Japanese business executives were addressed during the most recent SACTO mission to Japan, February 18 through 28. Following a December 1986 mission led by SACTO President **Brian Van Camp**, the group was able to follow-up on previous contacts, but also substantially add to the number of companies now

familiar with the investment environment and opportunities available in the Greater Sacramento Area.

Members of the most recent mission were SACTO's Immediate Past President **Tom Hobday**, Sacramento Valley Insurance, SACTO Pacific Rim Committee Chair **Sam Oki**,
continued on page 2

President's Message

By Brian Van Camp, SACTO President

Our trip to Japan a couple of months ago taught us a great deal about their customs, ourselves and our community. The most pronounced feature of doing business in Japan is the importance of the social or family relationships which precede any business transaction. One businessman in Japan would not think of calling another with a business proposal without first sitting down with a trusted business colleague or friend of both parties and setting up a series of dinners, visits or outings.

Thus, we were fortunate that Sam Oki, Chair of our Pacific Rim Committee, and his family are long-standing friends of Mr. Sam Yamada, Chairman of the Bank of California, which is owned by Mitsubishi Bank. He, in turn, was a classmate and close friend of Tamotsu Ichihashi, the President of the Fukui Bank, Ltd., in Fukui City and the former President of their Chamber of Commerce. Mr. Ichihashi's hospitality and introductions to the business leaders of his region were the critical elements of our successful December trip.

Reflecting on this tradition after arriving home, it occurred to me that perhaps our country is still too young for such a tradition. Or maybe our faster-paced, computerized, "price-is-king" approach to business will never lend itself to this more leisurely, longer-view approach. But I was impressed, and I think that we as business people would have fewer disputes, lawsuits and frustrations if we spent more time on the formative stages of our business relationships.

As an island community, Japan's people and harmonious style are a beautiful result. But I really welcomed the ethnic and cultural diversity of our own region on our return. The poised Haitian lost-baggage claims person with hair in ringlets and a clipped British accent, the really bright Hispanic



Brian Van Camp, SACTO President, accepting special presentation from John Roberts, SACTO Executive Director.

City Councilman at the Light Rail dedication, the articulate black woman Lieutenant Colonel and Deputy State Superintendent of Education we heard at Rotary — all of these bring a richness to our community that is easy to take for granted.

We found a real interest in Sacramento in Japan, just as we are

finding it in West Germany, Silicon Valley, Minneapolis and elsewhere. We have a fine and exciting community with much to offer. Our challenge at SACTO is to direct our efforts toward those companies who respect and admire the qualities we have and who, if they choose our region, will work with us to make it even better.

Building Relations With Japan

continued from page 1

Oki Nurseries, and Mission Subcommittee Chair Ed Quinn of McDonough, Holland and Allen. SACTO Executive Director John Roberts staffed the mission, and the delegation was fortunate to have met up with Dennis Clark, Director of the Port of Sacramento, who was on business in Japan at the time.

The highlight of the trip was the series of business seminars. At one of the seminars, jointly sponsored with the Japanese External Trade Organization (JETRO) and Mitsubishi Bank, SACTO was pleasantly surprised at the number of top-ranking business executives in attendance. Other seminars included those at the Bank of Tokyo, Dai-Ichi Kangyo Bank, Nippon

Credit Bank, Kyowa Bank and Tokai Bank. The SACTO group also met with officials of representative offices of California First Bank and the Bank of California in Tokyo. The group called on the newly-opened State of California office during their stay as well.

In addition to meeting with several groups of business executives, SACTO also met individually with a number of companies. "Each of these firms seemed very interested in the investment environment now present in the U.S., California and the Greater Sacramento Area. We feel confident the relationships

continued on page 3

S A C T O



"George Gilder has written the entrepreneur's manifesto."

MEGATRENDS
John Naisbitt

Mark your calendar for **SACTO's 12th Annual Breakfast**, 7:30 a.m., May 27, 1987 at the Sacramento Community Center.

Featured speaker for this event will be George Gilder, an acclaimed author who "drives economists up the wall", according to Paul Craig Roberts, Washington Post. His book, **Wealth and Poverty** was a worldwide best seller called by **Time** magazine "bible of Supply side economics" and by CBS's **Sixty Minutes** "the capitalist manifesto." Richard Rahn, Chief Economist, U.S. Chamber of Commerce, states that Gilder's most recent book, **The Spirit of Enterprise**, "captures the very essence of entrepreneurship."

Gilder is a graduate of Harvard University. He has written several other books and is a regular contributor to **Wall Street Journal**, **The Washington Post** and **National Review**. Gilder received the 1986 award for Entrepreneurial Excellence from the White House Conference on Small Business.

This is a special event that you won't want to miss.
Get your reservations in today!

S A C T O

NAME _____

COMPANY _____

ADDRESS _____

CITY, STATE _____

PHONE NUMBER _____

ZIP CODE _____

TITLE _____

My check is enclosed for _____

tickets at \$25.00 each. Please reserve tables, each seating eight persons.
Make check payable to SACTO.
Reservation deadline: **May 13, 1987.**
Sacramento Area Commerce and Trade Organization
300 Capitol Mall, Suite 1210
Sacramento, CA 95814
441-2144.

Support Those Who Support SACTO

SACTO Members as of March 15, 1987

Platinum Sponsor - \$10,000+

AKT Development-Sacramento Savings
City of Sacramento
County of Sacramento
McCuen & Steele, Inc.
Stanford Ranch

Gold Patron - \$5,000-\$9,999

Aerojet General
Camino West Companies
Coldwell Banker Commercial Real Estate Services
County of Placer
El Dorado Hills Investors, Ltd.
KCRA TV Channel 3
New Merit, Inc.
Port of Sacramento
RJB Interests
The Sacramento Bee
Sacramento Board of Realtors
Southmark Pacific Corporation

Ruby Advocate - \$2,500-\$4,999

A. Teichert & Son, Inc.
Bank of America
Campbell Construction Company
The Centennial Group
City of Roseville
The Cook Company of Sacramento
County of Yolo
First Interstate Bank of California
Iliff, Thorn & Company
KCS Development Company
Pacific Bell
Price Waterhouse
Richard C. Vieille, Realtor
Roseville Telephone Company
Standard Office Systems

Silver Benefactor - \$1,200-\$2,499

Arthur Andersen & Company
Arthur Young & Company
Bank of Alex Brown
Bishop Hawk, Inc.
Bolling, Walter & Gathrop
Brown, Stevens, Elmore & Sparre
California Vision Service Plan
Chevron U.S.A., Inc.
Citation Builders
City of Lincoln
County of El Dorado
Desmond, Miller, Desmond & Bartholomew
Diepenbrock, Wulff, Plant & Hannegan
E & J Properties Ltd.
Hefner, Stark & Marois
KMG Main Hurdman
KXTV TV Channel 10
M. J. Brock & Sons, Inc.
McDonough, Holland and Allen
National University, Sacramento
Natomas Real Estate Company
Pacific Coast Building Products, Inc.
Poat, Marwick, Mitchell & Company
Raley's
River City Bank
Sacramento Valley Insurance
The Sammis Company
Security Pacific National Bank
The Spink Corporation
United Services Automobile Association
Van Camp & Johnson
Weintraub, Gushlea, Hardy, Erich & Brown

Jade Associate - \$600-\$1,199

The Bank of California, N.A.
Benson & Sedar
The Bob Cook Company
Cal Gas Corporation
California First Bank
Capital Federal Savings & Loan Association
Capitol Office Systems
Carmichael Construction Company, Inc.

City of Auburn
City of Folsom
Coker-Ewing Real Estate Company, Inc.
Communications Design, Inc.
Coopers & Lybrand
Crystal Cream & Butter Company
Duke Development Company
Friedman and Collier
Granite Construction Company
Grubb & Ellis Commercial Brokerage
Heart Federal Savings & Loan Association
Herman Miller, Inc.
Intel Corporation
Jon Gibson Company
KQVR TV-Channel 13
Kronick, Moskowitz, Tiedemann & Girard
Laugencour & Johnson
Lawrence Mayflower Moving & Storage Company
Liberty Title & Escrow Company
Lukenbill Enterprises
Management Recruiters of Sacramento
McCracken, Wilcox & Bortoux
Mercy Health Care Organization
Moore Bros.
NEC Electronics, Inc.
Norris, Boggs & Simpson
Peter P. Bollinger Investment Company
Pflanner & Tate Accountancy Corporation
Placer County Board of Realtors
Point West Bank
Psomas & Associates of Sacramento
The R. J. Kuhl Corporation
Rex Moore Electrical Contractors & Engineers
The Sacramento Union
Safeco Title Insurance
Sanwa Bank California
Signotics Military Products Division
Slakey Brothers, Inc.
Snider Leasing, Inc.
Stockman Law Corporation
Touche Ross & Company
Wells Fargo Bank, N.A.
The Westwood Company
Wilke, Fleury, Hoffelt, Gould & Birney
Winncrest Homes

Bronze Members - Up to \$599

Airco Industrial Gases
Alan Oshima & Associates, Architects
Allord Construction
American Environmental Management Corporation
American River Bank
Amlac Distribution Corporation
Anderson Geotechnical Consultants, Inc.
Angelo & Hawkins Insurance
AVANTEK, Inc.
The Bank of Woodland
Biggam Enterprises, Inc.
Bonney & Gordon
Buhler, Richard B.
Building Industry Association
The Business Journal
California State University, Sacramento
Capital City Foods Corporation
Capitol Bank of Commerce
Cerasimi Rohrer Associates
Carson Development Company, Inc.
CEDEVCO
Certified Flexstaff Temporary Personnel Service
CH2M Hill
Chatham Relles Company
Chicago Title Company
Cimaroli & Taylor Realtors
Citadel Press, Inc.
City of Rocklin
City of Woodland
Coldwell Banker Residential Real Estate
Cole-Yee-Schubert & Associates
Commerce Savings Bank
Connolly Development, Inc.

Continental Heller Corporation
Continental Land Title Company
Cook & Cook Realtors
Cornish & Carey Commercial Real Estate
Corroon & Black/James Burpo Insurance Services
Crocker Development Company
Daru Development Corporation
Days of the West, Inc.
Doan F. Unger A.I.A. Inc.
Devine & Son Trucking Company
Dolan Building Materials, Inc.
Dominion Enterprises, Inc.
Donoho, Cohn & Company
Dorman's Catering Specialist
Downey, Brand, Seymour & Rohwer
E. F. Corbin Company
Economic Development Council of Davis
EKC Developments
El Dorado Teleguido
Ernst & Whinney
Eskaton Health Corporation
Essary, Dal Porto & Lowe
Evorgroon Management Company
F. H. Finley Enterprises, Inc.
The Firehouse Restaurant
Fito Development Company
Folsom Chamber of Commerce
Fong & Fong Printers and Lithographers
Forrar, Williams Architects
Fort Sutter Company
Foundation Health Plan
Founder's Title Company
FPI Real Estate Group
Fruitridge Printing & Lithographers, Inc.
Gaylord & Hooper, Inc.
George S. Nolte & Associates
Global Moving & Storage, Inc.
Golden State Business Systems
Grant Thornton
Greve, Clifford, Diepenbrock & Paras
Harbison-Mahony-Higgins, Inc.
The Hardouin Company
Heald College, Sacramento
Healthcare
Hedicke-Latimer Public Relations
Henderson & Droyer, Inc.
Holiday Inn, Capitol Plaza
House of Signs
Huckaby Rodriguez, Inc.
Hyoal Grail Company
Insurance Association of Sacramento
Jackson Properties, Inc.
James J. Cordano Company
J. H. Kleinfelder & Associates
Jim Naekel Realty
The John Dailley Company
John F. Otto, Inc.
John T. Kehoe, Inc.
John Waddell Accountancy Corporation
Jonsson Communications Corporation
Judy Thompson, Inc.
KGNR-KCTC Radio
KSCH-TV Channel 58
KVIE-TV Channel 6
Kanowsky Furniture, Inc.
Kaufman & Company, Ltd.
Kant Baker & Associates
Kimmel Companies
King and Mering
Kings Professional Basketball Club
Kirk Doyle Realtors
Level One Communications
Lillick, McHose & Charles
Liske, Lionakis, Beaumont & Engberg
Livingston's Concrete
Longview Corporation
Lonie & Kashiwagi, CPAs
Los Rios Community College District
Lowry & Associates
Maggie McGurk Photography
Malta Oldsmobile
Maloney & Bell General Contractors, Inc.
Manpower Temporary Company
Marilyn Park & Company

McClelland & McNally, Inc.
McCormick Company
McGee & Thielon Insurance Brokers, Inc.
Mering & Associates
Merrill Lynch, Pierce, Fenner & Smith, Inc.
Miles Treaster & Associates
Miyamoto Travel Service
Morton & Pitalo, Inc.
Moss Land Company
Mother Lode Savings & Loan Association
Motorola Communications & Electronics, Inc.
Murchison Construction Co. NVE, Inc.
Nacht & Lewis Architects, Inc.
Nelson Rodgers Company
Noack and Dean
Obesity Treatment Center
Oki Nursery
Omni-Means, Ltd.
Pacific Gas and Electric Company
Pacific General Group, Inc.
Park Mechanical, Inc.
Patterson Travel
PEI, Placer Electric Incorporated
Pickett-Rothholz & Murphy
Pioneer Title Company-Placer County
Pioneer Title Company-Sacramento County
Placer Title Company
Pottor, Taylor & Company
Predovich Properties, Inc.
R.E. Stover Company
Rabin-Winters, Ltd.
Rancho Murietta
The Real Estate and Land Use Institute, CSU
Relocation Connection
River West Developments
Robert A. Walker, Inc.
Robert M. Matz and Associates
Rollins Burdick Hunter
Roseville Chamber of Commerce
Roseville Community Hospital
The Ross Company
Roy E. Brewer Law Firm
Roy Healy Associates, Inc.
Roy T. Brophy Associates
Runyon Saltzman, Inc.
Sacramento Coca-Cola Bottling Company, Inc.
Sacramento Commercial Bank
Sacramento Hilton
Sacramento Municipal Utility District

Sacramento Regional Transit District
Sacramento Savings & Loan Association
Sacramento Title Company
Sacramento Valley Shoot Metal, Heating & A/C Industry Fund
Schneider Commercial Real Estate
Separovich/Domich Developers
Separovich Investors & Consultants
Shasta Linen Supply, Inc.
Shearson Lehman Brothers, Inc.
Sierra College
Singer Company/Sacramento Jobs Corps Center
Smith & Gabbert, Inc.
Sterling-Moore Advertising & Public Relations
Strong Brothers Homes Inc.
Stover Company
Sunrise Bank of California
Somers Building Maintenance Company
Sutter Health System
Tennant, Parshall, Read & Dutra
Thielon Tinsley and Associates
The Thomas Company
Thompson, Noble & Company
Thomson-Diggs Company
Thurmond, Susan
Thurmond & Thurmond, Inc.
TKO Productions
Trainor, Robertson & Smits
Travel Bureau of Sacramento
TRI Realtors
United Way Sacramento Area
University of California Davis Medical Center
University Extension, UC-Davis
VRG Development Corporation
Vail Properties
Valley Health Enterprises
Vitiello & Associates, Inc.
Wallis-Trane Service Company
Westamerica Bank, N.A.
Western Contract Furnishers
Western Kraft Paper Group
Western National Realtors
Whislor Patri/Space Planning Associates
Wickland Oil Company
William L. Lyon & Associates, Inc.
Williams-Bowker Company
Williams & Paddon Architects & Planners, Inc.
Wise Insurance Agents/Brokers
Woodlake Resort and Convention Center
Zellerbeck Paper Company

New Members

Silver Benefactor - \$1,200-\$2,400

Cable Data

Bronze Members - Up to \$599

Boutin, Lassner, Gibson, Perry & Delehant
Capital Venture Investors
Carlson Associates
Christofer Company
Daniel, Mann, Johnson, Mendenhall (DMJM)
Dick Harris Insurance Agency
E & V, Incorporated
Madsen & Flathmann Architects
Pacific Scene, Incorporated
Sacramento Women in Commercial Real Estate
Sheedy for Supervisor Committee
Spilman Printing Company
Tab of Central California
Tenco Tractor, Incorporated
Ty Ebright & Associates
Viking Labs/Honeywell

SACTO Announces

The Sacramento Area Commerce and Trade Organization (SACTO) recently announced the location of Ace Hardware to the Greater Sacramento Area. The firm has agreed to purchase property in the Stanford Ranch development, located primarily within the Rocklin city limits.

Ace Hardware, an Illinois-based hardware wholesale distributor, plans to construct an \$8 million distribution center on the site. The distribution facility will include warehousing and offices totaling 362,000 square feet and may eventually be expanded to 500,000 square feet.

John Cameron, Ace spokesman, stated that the site was selected because of its proximity to railroad spurs and Interstate 80, as well as the county's labor pool and the cooperation of local officials.

Dave Dawson, President of Stanford Ranch, explained that Ace's decision was the result of a cooperative effort of Stanford Ranch staff, Richard Vielle, realtor, county and city officials and the Sacramento Area Commerce and Trade Organization. He continued, "I feel that the location of Ace Hardware to Stanford Ranch will be a great boon, not only to this development, but to the entire community as well."

John Roberts, SACTO Executive Director, stated that Ace Hardware had actually made initial contact with SACTO in 1982. "Relocation or expansion decisions for firms of Ace Hardware's caliber often require three years or more," remarked Roberts. "The various relocation factors and options to be considered are incredible." He thanked real estate broker Dick Vielle who worked as broker in the transaction.

Ace Hardware's Rocklin plant will be the company's 15th distribution center. In the last six years, Ace's sales climbed from \$639 million to more than \$1 billion.

The Rocklin distribution center will supply goods to about 250 retail stores throughout Northern California and Northern Nevada. The center will employ 75 workers initially but this number may double within a few years. Construction on the project should begin by this fall or spring of 1988.

Other SACTO-assisted locations for the first quarter 1987 include Leer West, a subsidiary of Leer, Inc., an Indiana-based firm. Leer West manufactures and distributes light-duty truck accessories and specializes in the production of custom camper shells. Leer West opened operations at 1686 East Beamer Street, Woodland. Initial jobs offered were 50-75; this number should increase to 125 by the end of the second year.

West Coast Disco, a manufacturer of non-food restaurant products, is another recently located, SACTO-assisted company. West Coast Disco will lease nearly 12,000 square feet of distribution space at 3120 Seaport Blvd., West Sacramento. West Coast Disco will hire 10 employees initially and plans to start operations later this month.

Tim Swan, Cornish and Carey, recruited SACTO's assistance in the location of West Coast Disco.

Japan Relations

continued from page 2

being built now will ultimately mean new investment in our area by these top-notch Japanese companies," noted Roberts.

SACTO published a resource booklet entitled, "Information Packet on the Business Investment Environment for Japanese Companies," which covers many Japanese business concerns identified by SACTO. Copies of the booklet are available to SACTO for basic reproductions costs (\$25 per copy).

SACTO Prospect Report List of Active Prospects

Prospect Number	From	Type
001	W	electronic manufacturer
102	W	mfg./biotechnology
104	W	mfg./electronics
204	W	mfg./concrete accessories
304	W	mfg./electronics
407	W	industrial gas
409	W	mfg./electronics
410	MW	mfg./diversified
412	W	mfg./electronics
417	E	mfg./electronics
424	W	mfg./electronics
516	MW	data processing
522	W	mfg./electronics
529	W	insurance company
541	NW	warehouse
547	W	mfg./furniture
563	S	unknown
565	W	landscape architects
602	E	warehouse/distribution
607	**I	semi-conductors mfg./electronics
610	*UN	distribution/tractor, graders, earthmovers
617	*UN	turbine engines
626	E	mfg./skis
627	*UN	insurance
632	E	office equipment
635	W	vocational school
637	*UN	pharmaceutical fermentation
638	W	regional loan packaging & processing center
639	*UN	mfg./bottling machine
640	*UN	mfg./aircraft electronics & avionics
641	S	data processing
642	W	mfg./wheelchair
645	*UN	food processor
648	*UN	food processor
650	S	mfg./tile
651	W	spirits distiller
652	N	mfg./printed products
654	W	dried fruit distributor
655	W	dist./aluminum and plastics
658	S	data processing
659	W	hi-tech, electronics
660	W	health food mfg./distributor
661	MW	paint sales/distribution
662	W	clothing mfg.
664	W	computer software
665	N	fiberglass insulation
666	MW	paper manufacturing
668	W	dist. of chemicals
669	W	mfg./lab instruments, optic systems
670	W	data processing

50 Total, *Unknown, **International
W = West, NW = Northwest, MW = Midwest,
S = South, E = East

CONGRATULATIONS

Kudos to *Alan Oshima*, Alan Oshima & Associates and *Carol Schreiter*, Coker-Ewing, as overall winners of the SACTO 1986 Membership Drive.

Alan Oshima captured the prize for bringing in the highest dollar amount during the drive and Carol Schreiter recruited the most new members. Prizes for both individuals will be a sailing trip on San Francisco Bay. Both Oshima and Schreiter commented that they would not have been as successful in their recruiting efforts if SACTO was not a worthwhile organization which benefited the entire four-county area.

SACTO President Brian Van Camp agreed with that comment but added, "Individuals such as Alan Oshima and Carol Schreiter make SACTO a worthwhile organization. On behalf of SACTO, I extend a sincere thanks for their diligent efforts in this latest membership drive."



Alan Oshima
Alan Oshima & Associates



Carol Schreiter
Coker-Ewing

SACTO

Sacramento Area Commerce and
Trade Organization
300 Capitol Mall, Suite 1210
Sacramento, California 95814
(916) 441-2144

Bulk Rate U.S. Postage PAID Permit No. 1958 Sacramento, CA
--

APPENDIX V: PROSPECT ACTIVITY

LOCATED PROSPECTS
January, February, March 1987

628 AR

.CODE NUMBER: 628 AR
 .CONTACT: John Collins SOURCE: Dept. of Commerce PHONE: 322-5665
 .PROSPECT NAME: LEER, INC. PHONE: (219) 522-5337
 .ADDRESS: 58288 Ventura Drive
 .CITY: Elkhart STATE: IN ZIP: 46517
 .TYPE: mfg/camper shells and pick-up campers
 .DATE OPENED: 06/05/86 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: Woodland DATE LOCATED: 87/01/04
 .REASON CLOSED OR LOCATED: Located in Woodland-low real estate/good access
 .JOBS NOW: 75 JOBS ULTIMATE: 100
 .INVESTMENT NOW: 100,000 INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 12/30/86
 .FOLLOW UP DATE: Located
 .COMMENTS: _____

-- REALTOR/DEVELOPER REFERRALS --

.Name: _____	Name: _____	Name: _____
.Reason: _____	Reason: _____	Reason: _____
.Date: _____	Date: _____	Date: _____
.F/U: _____	F/U: _____	F/U: _____

667 AR

.CODE NUMBER: 667 AR
 .CONTACT: _____ SOURCE: Tim Swann, Cornish PHONE: 920-4400
 .PROSPECT NAME: WEST COAST DISCO PHONE: _____
 .ADDRESS: _____
 .CITY: _____ STATE: _____ ZIP: _____
 .TYPE: Dist.- Restaurant equipment
 .DATE OPENED: 09/17/86 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: Sacramento DATE LOCATED: 87/01/23
 .REASON CLOSED OR LOCATED: Company located on Seaport
 .JOBS NOW: _____ JOBS ULTIMATE: _____
 .INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 01/23/87
 .FOLLOW UP DATE: N/A
 .COMMENTS: _____

-- REALTOR/DEVELOPER REFERRALS --

.Name: <u>Cornish & Carey</u>	Name: _____	Name: _____
.Reason: _____	Reason: _____	Reason: _____
.Date: _____	Date: _____	Date: _____
.F/U: _____	F/U: _____	F/U: _____

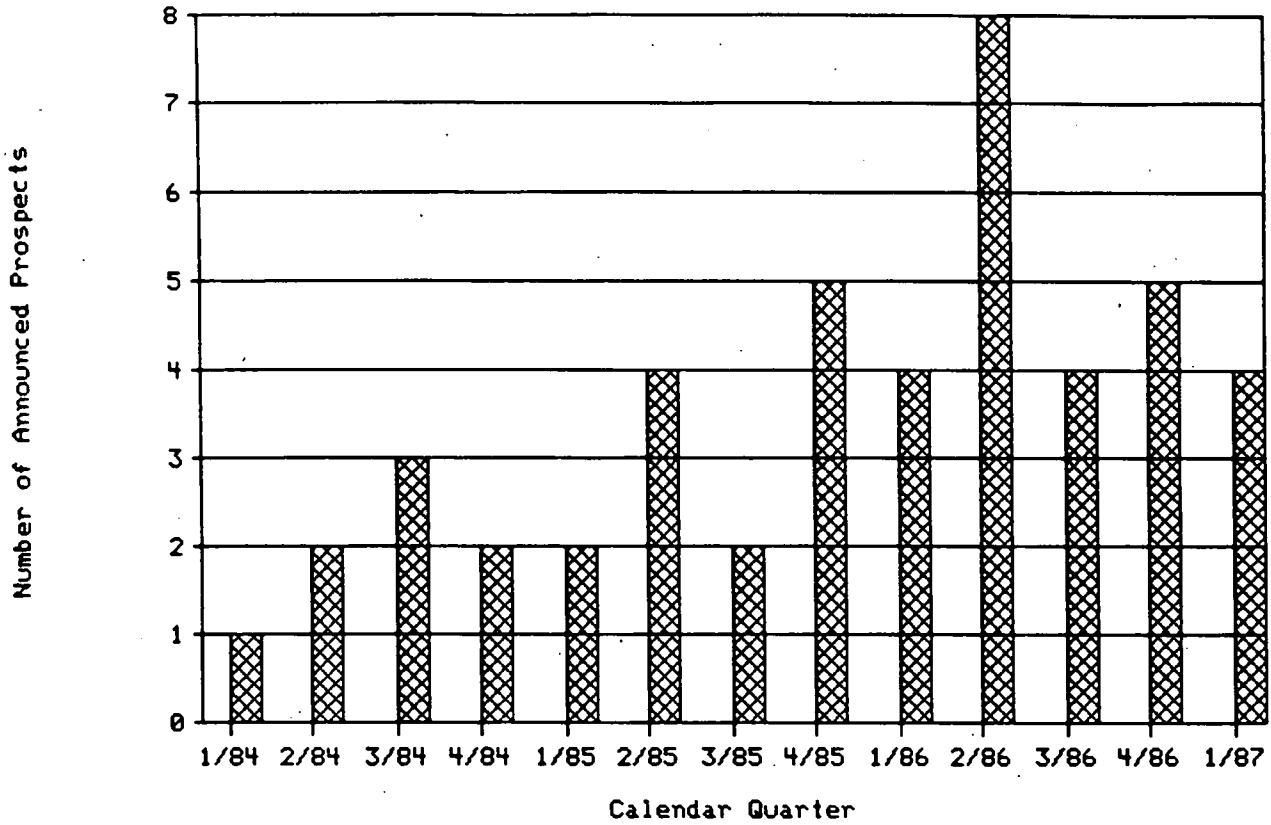
653 AR

CODE NUMBER: 653 AR
CONTACT: Roger E. Peterson SOURCE: _____ PHONE: _____
PROSPECT NAME: ACE HARDWARE CORPORATION PHONE: (312) 887-6600
ADDRESS: 2200 Kensington Court
CITY: Oak Brook STATE: ILL ZIP: 60521
TYPE: Hardware
DATE OPENED: 11/24/86 DATE INACTIVE: _____
DATE CLOSED: _____ WHERE LOCATED: _____ DATE LOCATED: 87/03/06
REASON CLOSED OR LOCATED: Rocklin/Stanford Ranch
JOBS NOW: _____ JOBS ULTIMATE: _____
INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
LAST DATE OF CONTACT: 03/06/87
FOLLOW UP DATE: Located company
COMMENTS: _____

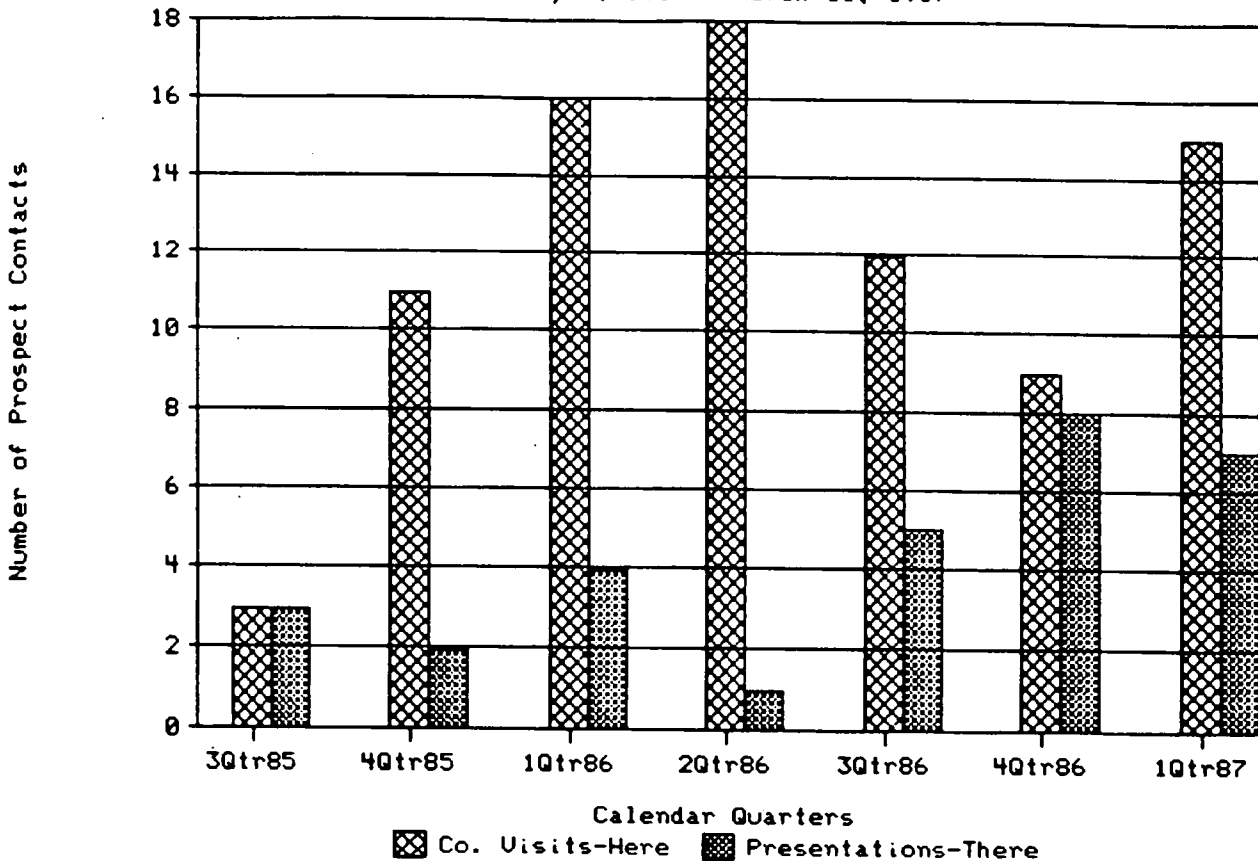
-- REALTOR/DEVELOPER REFERRALS --

Name: _____	Name: _____	Name: _____
Reason: _____	Reason: _____	Reason: _____
Date: _____	Date: _____	Date: _____
F/U: _____	F/U: _____	F/U: _____

SACTO-ASSISTED COMPANY LOCATIONS
 January 1, 1984 to March 31, 1987



PROSPECT VISITS AND PRESENTATIONS
 July 1, 1985 - March 31, 1987



ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO-ASSISTED FIRMS

Year	Company	SACTO's 4 COUNTIES					Not Yet Known	Year Total	% Jobs Sac City	Comments
		City of Sacramento	County Sacramento	County Yolo	County Placer	County El Dorado				
'84/85	Avtek				250				Subsequently placed project on hold	
'84/85	IIABC						25		Subsequently placed project on hold	
'84/85	Western Diversified	200	200							
'84/85	Bio-Solar		100							
'84/85	ITT Education						0		Job numbers and location not yet known	
'84/85	Herman Miller Co.				400					
'84/85	U.S. Customs	1	1							
'84/85	Oracle Packaging	30	30							
'84/85	Control Data	12	12							
'84/85	Arrowhead Water		10							
'84/85	American Microscan	200	200							
TOTAL		11	443	553	0	650	0	25	1228	0.36
'85/86	H.B. Fuller Co.				78					
'85/86	Duplex Products		10				0		W/in City Sac Comm Pln Bndry	
'85/86	Amerigas		20							
'85/86	Hartford Insurance		195							
'85/86	USAA	900	900						Only expansion jobs shown/total 1,000	
'85/86	Maccaferri Gabions			21						
'85/86	INA-AETNA		210						Only expansion jobs shown/total 310	
'85/86	Impact					75				
'85/86	Gilbert Commonwealth	20	20							
'85/86	Satellite Bus. Systems	210	210							
'85/86	Hydraulic Technologies				20					
'85/86	Level One Comm.		65							
'85/86	Convergent Technologies				400				Currently at about 50	
'85/86	American Communications	100	100							
'85/86	JaniKing						0		Job numbers and location not yet known	
'85/86	Air Products	50	50							
'85/86	Stonewall Insurance		50							
'85/86	Furnas Electric	10	10							
'85/86	Advanced Countermeasure		500						Currently at about 50	
TOTAL		19	1290	2340	21	498	75	0	2934	0.44
'86/87	Nationwide Insurance	40	40						Only expansion numbers shown	
'86/87	Gelco Insituform	20	20							
'86/87	Viking Labs/Honeywell		200							
'86/87	Follett Book Co.	60	60							
'86/87	Elzinga & Volkers	5	5							
'86/87	Bergen Brunswick	100	100							
'86/87	Crown Zellerbach			40					Ultimate jobs n/a	
'86/87	Elzinga & Volkers	5	5							
'86/87	Postle West, Inc.			10						
'86/87	Leer, Inc.			125						
'86/87	Ace Hardware				150					
'86/87	West Coast Disco			10						
TOTAL		12	230	430	185	150	0	0	765	0.30

CLOSED PROSPECTS
January, February, March 1987

603 IN
RAYCHEM CORPORATION
CA
mfg./electronics
87/01/30
Company consolidation

643 AR
AMERICAN AIRLINES
MA
hub operation in Sacramento
87/01/30
Decided not timely

552 AR
SUPERCONDUCTING SUPER COLLIDER (SSC)
DC
particle accelerator
87/01/29
Soils were less costly to work in

647 AR
J.M. MULLIS, INC. (SOURCE)
Tenn
Automotive components
87/01/16
Located in Stockton instead

558 AR
CALIFORNIA SOCIETY OF C.P.A.s
CA
association headquarters
87/01/14
reluctance of employees to move/attractive lease

606 IN
GANT WESTERN
CA
mfg./plastics
87/01/13
Decided to stay in existing facility

663 AR
ANDERSON, DUNSTON & HELENE, INC.
TX
Sales Support, telemarketing
87/01/28
Decided to stay closer to S. Calif.

633 WI
MIMAC SYSTEMS
W.German
beverage dispensing units
87/01/30
Lack of interest

528 IN
EDWARDS PHOTOGRAPHY
CA
photographic lab
87/02/06
Lack of response

656 AR
PHILADELPHIA CARPETS
EAST
carpets
87/02/04
Lack of response

657 WI
ADVANCED LAMINATING MATERIAL APP. (ALMA)
CA
Plastic sheeting
87/02/04
Lack of response

INQ
DEPARTMENT OF COMMERCE, (SOURCE)
Aeronautics maintenance (707 & 727's)
87/02/27
Company locating in Arizona

INQ
AMERICAN POLY-THERM CO.
CA
Plastic fabrication for aerospace industry
87/02/12
Lack of response

101 MA
DIGITAL EQUIPMENT CORPORATION
HI
mfg./electronics
87/03/16
Just not looking at area anymore

634 AR
MERCY HOSPITAL
CA
administration support for hospitals
87/03/11
Located in Burlingame, merging w/existing site

506 AR
COMMUNICATIONS DATA SERVICE
CA
business services
87/03/13
Located in San Diego

638 AR
USA Fund
CA
regional loan pkg. & proc. ctr.
87/03/24
Did not get contract they bid on.

616 AR
THE DEVELOPMENT GROUP (Consultant)
WA
mfg./paper products
87/03/06
Due to financial problems, deal is off

641 AR
CYBERNETICS & SYSTEMS, INC.
FL
data processing
87/03/25
Did not get contract.

870 AR
CALIFORNIA STATE TEACHERS ASSOCIATION
Assoc. ation
87/03/12
Decided did not want to move

901 AR
VARIAN ASSOCIATES
CA
mfg./electronics
87/03/12
Business conditions

626 IN
RAICHLE-MOLITOR
N.Y.
mfg./skis
87/03/24
No interest

APPENDIX VI: PUBLICATIONS LIST

SACTO

PUBLICATIONS

**The publications included herein provide information on the
Greater Sacramento Area and the Sacramento Area
Commerce and Trade Organization**

SACTO strives for accuracy in all publications. However, errors and omissions, typographical, clerical and otherwise, sometimes occur. SACTO Publications are not completely definitive. Users are urged to report any omissions or errors to SACTO.

1. COMPARISONS

Bay Area/Sacramento Comparison #C-01

Assorted tables comparing the Bay Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living.

Price: Members \$2.00 Non-members \$5.00

Boston Area/Sacramento Comparison #C-02

Assorted tables comparing the Boston Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, and sewer rates.

Price: Members \$2.00 Non-members \$5.00

Los Angeles/Sacramento Comparison #C-03

Assorted tables comparing the Greater Los Angeles area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living.

Price: Members \$2.00 Non-members \$5.00

Reno/Sacramento Comparison #C-07

Assorted tables comparing the Greater Reno area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living.

Price: Members \$2.00 Non-members \$5.00

Chicago Area/Sacramento Comparison #C-08

Assorted tables comparing the Chicago Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, and sewer rates.

Price: Members \$2.00 Non-members \$5.00

Competitive Community Comparison Study #C-04

A comparative evaluation of 16 selected U.S. cities for technology-based industries conducted by MARMAC, Inc. of Cypress, California. This 450-page study compares 27 factors of interest to expanding and relocating businesses, including transportation, housing, energy, facilities costs, government and related criteria.

Price: Members \$50.00 Non-members \$100.00

Competitive Community Comparison Summary #C-05

A brief executive summary capsulizing the Competitive Community Comparison Study results.

Price: Members \$2.00 Non-members \$5.00

New Home Sales Comparison #C-06

A quick reference guide to new home sales, median and average price, living area, and price per square foot taken from statewide information published by the Construction Industry Research Board. This guide includes information on Alameda, Contra Costa, Los Angeles, Orange, Sacramento, San Diego, San Francisco, San Mateo, and Santa Clara counties.

Price: Members \$2.00 Non-members \$5.00

2. LISTS

Located Companies List #L-02

A listing of located/expanding SACTO assisted companies. Provides name of firm, mailing address, telephone number and number of employees. From 1982/83 fiscal year to present.

Price: Members \$2.00 Non-members \$5.00

Major Sacramento Employers List #L-03

Published annually, this list includes major employers in the Greater Sacramento Area in descending order by number of employees, minimum of 100 employees. Includes government, manufacturers, research and development, retailers and others. Provides name of firm, mailing address and telephone number.

Price: Members \$2.00 Non-members \$5.00

Political Contacts List #L-04

A listing of elected and appointed public sector contacts within State Government and the Greater Sacramento Area. Provides contacts mailing address and telephone number.

Price: Members \$2.00 Non-members \$5.00

SACTO Membership/Business Directory #L-05

Annual publication of all members of the Sacramento Area Commerce and Trade Organization (SACTO). The Directory lists members by company name in alphabetical order and cross-references according to type or nature of business. Complete with addresses, phone numbers, and principal representatives. Updated quarterly.

Price: Members - No Charge Non-members \$50.00
 (Hard Copy)
 Members \$10.00 Non-members \$75.00
 (Labels)

3. REPORTS

Biotechnology Report #R-01

This publication is a review of the Greater Sacramento Area's resources available to new or expanding biotechnology firms. Provides listings of educational facilities and key contacts. Includes map of the Northern California biotechnology firms and their suppliers as well as specific Greater Sacramento Area biotechnology firms. Provides mailing addresses and telephone numbers for these firms.

Price: Members \$10.00 Non-members \$25.00

Greater Sacramento Area Databook #R-02

This publication is an extensive review of economic development resources in Sacramento, El Dorado, Placer and Yolo counties. It is divided into categories such as government/taxes, business activity, labor, utilities, transportation and more. Included are regional maps and graphs, charts, and comparisons used extensively in economic development. In excess of 100 pages.

Price: Members \$25.00 Non-members \$100.00

Membership Investment Fact Sheet #R-03

An explanation and discussion of the reasons and benefits to joining the Sacramento Area Commerce and Trade Organization.

Price: Members No Charge Non-members No Charge

Overall Marketing Strategy #R-04

Defines SACTO's marketing situation and relevant marketing challenges. Describes in detail the thinking behind SACTO's efforts to market itself to the community it serves as well as to targeted companies being encouraged to invest in the area.

Price: Members No Charge Non-members \$2.00

Sacramento Region Business Profile #R-05

Published biannually, this summary includes data on the growth, population and ethnicity, housing, construction activity, employment and labor force, wage rates, educational system, income, transportation, quality of life, energy, and utilities in the Greater Sacramento Area. Presented in digest format in approximately 21 pages.

Price: Members \$2.00 Non-members \$5.00

Sacramento Regional Major Manufacturers and Processors Guide #R-06

An inventory of area enterprises that provide manufacturing and processing jobs for some 27,000 in the Greater Sacramento Area. Includes name, address, phone number and number of employees of firms employing 25 or more. Also discusses labor union representation. Firms are listed in alphabetical order with cross-referenced listings by Standard Industrial Classification and by zip code.

Price: Members \$15.00 Non-members N/A

3. REPORTS - Cont.

Organization Strategic Plan - FY86/87 #R-07

Describes the overall purpose, fundamental objectives, marketing, organization, finance and membership of SACTO.

Price: Members \$2.00 Non-members \$5.00

SACTO "Quality of Life" Brochure #R-08

A four-color brochure emphasizing the quality lifestyle that the Greater Sacramento Area affords. Some of the key factors addressed in the brochure are housing, cultural resources, schools, recreation and health facilities.

Price: Members \$7.50 Non-members \$12.50

Labor Union Trends in the Greater Sacramento Area #R-09

A compilation of graphs showing union affiliated companies per zipcode and SIC code in the Greater Sacramento Area (El Dorado, Placer, Sacramento and Yolo counties).

Price: Members \$2.00 Non-members \$5.00

4. VIDEOS

SACTO Video #AV-01

An overview of the four-county Greater Sacramento Area which highlights transportation networks, education, labor, housing, quality of life, and major business development areas.

Price: Members \$35.00 Non-members \$50.00

Japanese Video #AV-02

A Japanese version of the SACTO Video described above.

Price: Members \$35.00 Non-members \$50.00

SACTO

DIRECTORY OF PUBLICATIONS

Order Form

Mail to: SACTO
Publications Desk
300 Capitol Mall, Suite 1210
Sacramento, CA 95814

All orders payable by check or money order to SACTO. Allow two weeks for mail order delivery.

Quantity	Publication Number	Price
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

TOTAL \$ _____

(Print or Type)

Name _____

Title _____

Firm _____

Address _____

City/State _____ Zip _____

Telephone _____

Note: All prices include tax, postage (Continental U.S.) and handling charges.
All publications in 8 1/2" by 11" format except where otherwise noted.

APPENDIX VII: 1986/87 BOARD OF DIRECTORS LIST

**SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
1986/87 OFFICERS AND BOARD OF DIRECTORS**

OFFICER-DIRECTORS

President

Mr. Brian R. Van Camp
Attorney at Law
Van Camp & Johnson
555 Capitol Mall, Suite 400
Sacramento, CA 95814
448-1155

Vice President

Mr. Jerrold A. Hunt
Partner-in-Charge
Price Waterhouse
455 Capitol Mall, Suite 500
Sacramento, CA 95814
441-2370

Secretary-Chief Financial Officer

Mr. Robert L. Doyle
President
Roseville Telephone Company
P.O. Box 969
Roseville, CA 95661
786-1112

Immediate Past President

Mr. Thomas Hobday, Jr.
President
Sacramento Valley Insurance
P.O. Box 13792
Sacramento, CA 95853
920-3400

Assistant Secretary-Executive Director

Mr. John R. Roberts
Executive Director
SACTO
300 Capitol Mall, Suite 1210
Sacramento, CA 95814
441-2144

DIRECTORS-AT-LARGE

Mr. Michael P. Bertoux
Partner
McCracken, Wilcox & Bertoux
601 University Avenue, Suite 236
Sacramento, CA 95825
929-7723

The Honorable Terry Cook
Placer County Supervisor - Chair
Placer County - District 3
175 Fulweiler Avenue
Auburn, CA 95603
823-4641

Mr. Roy T. Brophy
President
Roy T. Brophy & Associates
5620 Birdcage Street, Suite 150
Sacramento, CA 95610
965-1500

Mr. Dave Dawson
President
Stanford Ranch
P.O. Box 1200
Rocklin, CA 95677
965-7100

Mr. F. Frederick "Fritz" Brown
President
Brown, Stevens, Elmore & Sparre
1435 River Park Drive, Suite 500
Sacramento, CA 95815
929-0262

Mr. Allan Howard
Vice President/General Manager
KXTV - Channel 10
400 Broadway
Sacramento, CA 95801
441-2345

DIRECTORS-AT-LARGE (Cont.)

Mr. John T. Kehoe
President
John T. Kehoe, Inc.
300 Capitol Mall, Suite 1120
Sacramento, CA 95814
446-6115

Mr. John Laugenour
Attorney at Law
Laugenour, Johanson & Robinson
455 Capitol Mall, Suite 700
Sacramento, CA 95814
446-8866

Mr. Peter A. McCuen
Chairman
McCuen & Steele, Inc.
10969 Trade Center Drive, Suite 100
Rancho, Cordova, CA 95670
635-0146

Mr. Philip Mering
Folsom City Attorney
King & Mering
901 H Street, Suite 604
Sacramento, CA 95814
442-0794

Mr. K. Mark Nelson
President
Nelson Rodgers Company
1435 River Park Drive, Suite 420
Sacramento, CA 95815
920-8811

Mr. Sam Oki
Vice President, Marketing
Oki Nursery
8649 Kiefer Boulevard
Sacramento, CA 95826
383-5665

Mr. Ramey Osborne
President
Camray Marketing
7919 Folsom Blvd., Suite 150
Sacramento, CA 95826
381-0100

Ms. Kristan Otto
Owner
The Ross Company
1851 Heritage Lane, Suite 128
Sacramento, CA 95815
921-2752

Ms. Susan Peters
SPM Company
7495 Shelborne Drive
Loomis, CA 95650
927-3835

Mr. Erwin Potts
V.P. Business Operations
McClatchy Newspapers
P.O. Box 15779
Sacramento, CA 95852
321-1000

Ms. Ann Taylor
Board of Directors
Sacramento Municipal Utility District
4728 Winding Way
Sacramento, CA 95841
487-7612

Mr. Ethan Wilson
Vice President
Security Pacific National Bank
631 J Street
Sacramento, CA 95814
440-8058

APPOINTED DIRECTORS

Sacramento Metropolitan Chamber of Commerce Representative

Ms. Denise Mazzucca
Partner
Essary, Dal Porto and Lowe
555 Capitol Mall, Suite 1550
Sacramento, CA 95814
444-0680

Sacramento City Representatives

The Honorable Douglas N. Pope
City Councilman, District 3
c/o Coldwell Banker Company
555 Capitol Mall, Suite 100
Sacramento, CA 95814
446-6800

The Honorable Anne Rudin
Mayor
City of Sacramento
915 I Street, Room 205
Sacramento, CA 95814
449-5407

Sacramento County Representatives

The Honorable Illa Collin
County Supervisor, District 2
County of Sacramento
700 H Street, Suite 2450
Sacramento, CA 95814
440-5481

The Honorable Sandra R. Smoley
County Supervisor, District 3
County of Sacramento
700 H Street, Suite 2450
Sacramento, CA 95814
440-5471

EX-OFFICIO DIRECTORS

Mr. Carroll E. Brock
Owner
Brock & Company
4116 Rising Oaks Court
Fair Oaks, CA 95628
966-3993

Mr. Edward L. Lammerding
Chairman of the Board
Sierra Resources Corporation
1215 Howe Avenue
Sacramento, CA 95825
924-5223

EX-OFFICIO DIRECTORS (Cont.)

Mr. Peter J. Raffetto
President
River City Bank
825 K Street Mall
Sacramento, CA 95814
441-4653

SACTO STAFF

Ms. Pam Crook
Manager, Economic Development
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