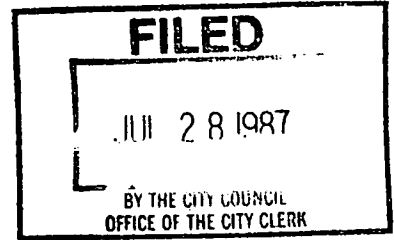


7-28-87

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SACTO



Quarterly Report

ROS: John Roberts, ex. Dir.
Deann to speak

441-2144

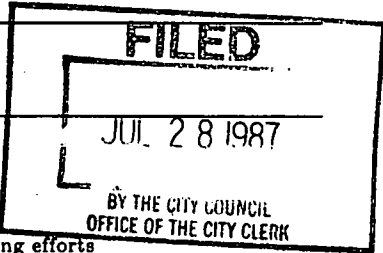


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SACTO

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

RESULTS FOR THE YEAR ENDED JUNE 30, 1987



HIGHLIGHTS

- Announced the location of 16 companies totalling 5,813 jobs
- Published SACTO's "first-ever" four-color brochure for use in marketing efforts
- Located to the area for the third year in a row a company from "The Best 100 in America" list
- Embarked upon a successful series of business recruitment seminars in Japan
- Greatly expanded publications available to members and the public

FINANCIALS

	Quarter Ended <u>June 30</u>	Actual Current Year <u>To Date</u>	Last Year <u>To Date</u>
Members	346	346	342
Income from contributions, private	\$91,762	\$301,824	\$269,535
Income from contributions, public	\$3,900	\$136,900	\$129,167
Total income	\$140,991	\$509,271	\$494,187
Expenses, administration	\$44,135	\$165,595	\$160,400
Expenses, marketing	\$57,000	\$233,666	\$185,972
Expenses, membership & misc.	\$37,142	\$67,394	\$92,998
Companies announced	5	16	19
Ultimate jobs announced	5,088	5,813	2,744
Active prospects on file	51	51	55

OUTLOOK

The outlook for SACTO's top-quality company prospects making locational announcements in CY1987 is excellent. At least two substantial announcements are anticipated before year-end. Anticipate continued increased pace of contacts with Japanese firms. Expect the total number of prospects to decrease slightly, but a handful of large, top-quality companies being more active than in recent history.

Expect continued growing sales of SACTO publications. The record-breaking attendance at SACTO membership functions is expected to continue. Anticipate total revenues to increase 7% for FY1987/88 over FY1986/87.

SPECIAL NOTES AND DATES

Notes

- Large direct-mail program to Target Companies List in July
- New committees will begin organizing for FY87/88
- Winter Business Profile sponsorships open in October for December publishing date

Dates

- Reception for new Department of Commerce Director, Ken Gibson, at The Capital Athletic Club, 4:30-6:00 p.m., July 29, 1987
- Board of Directors Meeting, September 9, 1987
- SACTO Symposium, Sacramento Community Center, 8:30-11:45 a.m., September 15, 1987
- Member's Luncheon and Official Annual Meeting of the Members, Sacramento Community Center, Noon, September 15, 1987

SACTO
300 CAPITOL MALL, SUITE 1210
SACRAMENTO, CA 95814
(916) 441-2144

FAX#: 441-2312

FILED
JUL 28 1987
BY THE CITY COUNCIL
OFFICE OF THE CITY CLERK

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

FOR THE PERIOD COVERING
APRIL, MAY and JUNE 1987

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 - B. Publicity
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4. The Estimated Amount of Funds Expended Upon Services

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2. Prospect Activity

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APPENDIX II	Financial Statements Including Fund Disbursements
APPENDIX III	Organization Bylaws
APPENDIX IV	Organization Membership Communications (Newsletter)
APPENDIX V	Prospect Activity
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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
April, May, June 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. Spoke to 100 guests at the Sacramento Valley Venture Capital Forum regarding the economic development effort in Sacramento.

2. Sponsored a luncheon for the USAA Board of Directors at the Sacramento Hilton Inn following their dedication ceremonies.

3. The Twelfth Annual Breakfast was held where over 1,500 people learned of the need for economic development and of SACTO's role in it. This year it contained ideas and information that would help with new investment in area.

4. At the May Soroptimist Club Meeting, staff spoke on Sacramento's economic development.

Report to Governmental Organization Members

April, May, June 1987

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5. Conducted two seminars on business investment opportunity in the Greater Sacramento Area in Japan to over 70 business executives.

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

B. Publicity

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

1. Sacramento Real Estate, "Charting a Course/Roseville Gets Specific About Growth", April 1987.
2. Sacramento Union, "Placer County Lowering the Boom on Bedroom Image", May 19, 1987.
3. Press-Tribune, "3M Plans Roseville Center", May 22, 1987.
4. Business, "How Business Execs Rate Sacramento", May 22, 1987.
5. Sacramento Bee, "3M Roseville Site Ready by '89, Developers Say", May 23, 1987.
6. Business Journal, "Roseville Rezones Big Parcel in Hopes of Luring 3M", May 25, 1987.
7. Business Journal, "Let's Get Choosy", May 25, 1987.
8. Business Journal, "New SACTO President Will Prune Some Recruitment Efforts", May 25, 1987.
9. Sacramento Bee, "Fazio Seeks Funds for Chip Consortium", May 27, 1987.
10. Sacramento Union, "Gilder: U.S. Chip Industry Needs Innovation", May 28, 1987.
11. Sacramento Bee, "Supply-Side Guru Says Entrepreneurs Save US", May 28, 1987.
12. Sacramento Bee, "Expert: Placer Boom Has Only Just Begun", June 18, 1987.
13. KFBK Radio Interview, "Economic Development of the Four-County Area", July 24, 1987.

Report to Governmental Organization Members

April, May, June 1987

Page Three

14. Sacramento Bee, "SACTO Woos Just Cream of the Crop", June 29, 1987.
15. Channel 13 Interview, "Air Quality", June 29, 1987.
16. Channel 31 Interview, "Air Quality", June 29, 1987.
17. Channel 3 Interview, "SMUD", June 30, 1987.

C. Publications

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

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) 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.

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

Report to Governmental Organization Members

April, May, June 1987

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(3) SACTO attended the Economic Development Confederations meetings sponsored by Sacramento City to assess the weaknesses and strengths of the area and the related economic development entities.

(4) 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.

(5) Sent out at least 16 SETA/PIC publications to prospects, and sent two companies to SETA/PIC offices for further information..

(6) Met with Sacramento City's Finance Committee to review SACTO's request for an increase in City funding. Request was approved.

(7) Assisted the City of Sacramento in selecting a consultant for new economic development analysis.

(8) Located a company in the Sacramento Enterprise Zone and met with three others interested in the zone's incentives.

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

On May 22, 1987, SACTO announced that 3M, a diversified manufacturing company known for its innovative products, had acquired 140 acres of land in the region for biomedical research and development facilities. 3M employs 82,000 people worldwide and has operations in 49 countries. Its U.S. operations include 4,200 employees at California locations. Company sales last year were \$8.6 billion. This location will bring approximately 5,000 jobs by the year 1989.

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 five companies that have located this past quarter will bring in the future over 5,088 new jobs to the area alone. For the fiscal year to date, SACTO has assisted 16 firms totalling 5,813 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.

Report to Governmental Organization Members

April, May, June 1987

Page Five

OUTLOOK FOR UPCOMING COMPANY ANNOUNCEMENTS

There appears to be continued strong interest in the Greater Sacramento Area by top-quality companies. This quarter SACTO announced its third company location from the "Best 100" companies list within three years. Two additional Best 100 companies are currently discussing locating in the area with SACTO.

Companies continue to request inducements and incentives. Many of SACTO's competitors are providing lucrative inducements, and some firms are lost to the area because of such programs. SACTO believes that its continued search for the best firms will help reduce the impact of these competitive efforts, as the Best 100-type companies have generally been less likely to request inducements and incentive packages.

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 -- FY87/88

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 desirable, maximize social and economic contribution to the area, and provide new jobs. The emphasis should be to encourage the location of top quality firms in this area. These firms should contribute to the overall quality of life currently enjoyed here.

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

SACTO must remain a trusted organization that focuses on its own goals at all times. It shall take no position or make any endorsement that might be perceived to be political in nature.

MARKETING

SACTO will make certain that firms targeted by its marketing efforts capitalize upon the human, natural and business resources available in the area, and that such firms have the capacity to make an investment fitting SACTO's criteria. SACTO will prioritize prospects and targeted companies, giving special attention to the top-ranking group, and provide more standardized materials to lowest ranking firms. SACTO's Pacific Rim effort will be blended in with these prioritizations.

The primary objective of SACTO staff will be to implement the organization's marketing plan. These efforts will involve, where appropriate, business and 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 will strive to keep its data base as complete as possible in order to effectively sell the area. The activities of SACTO's counterparts in other areas will be monitored to help SACTO remain competitive.

SACTO

Organization Strategic Plan - FY87/88

Page Two

ORGANIZATION

SACTO will represent itself primarily as an economic development marketing organization, and membership services will be subordinated to the marketing function. Consistent with this, no membership should be sold on the basis of expectation of direct referrals of SACTO business prospects, but rather, as a collective effort to expand the area economy for the betterment of all.

The Executive Director will be responsible for overall results, but the Board will be actively involved in policy-making and fund-raising, and good attendance at Board meetings will be required of Board members. Additionally, the 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 utilizing volunteer committees where appropriate, especially where staff can be freed up for use in the marketing and sales effort. Key committees will be comprised of senior-ranking representatives of SACTO's members.

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 funding levels at least that of its comparable competitors, and allocate at least one-third of its income to non-staff related marketing objectives. Non-marketing functions and events of SACTO should pay their own way.

MEMBERSHIP

The Board of Directors and the Development Committee will be actively involved in fund-raising. Renewal membership investments will receive the personal attention of the Board of Directors and/or the Development Committee. SACTO will continue to encourage broad member involvement in its activities, consistent with efficient administrative operations. SACTO's annual meeting should advise members and the public 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. 1986/87 Fiscal Year Budget
- d. Unfunded Budget Supplement

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

APRIL 30, 1987

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
APRIL 30, 1987

ASSETS

CURRENT ASSETS:

CASH	149,030
PREPAID EXPENSES	3,595

TOTAL CURRENT ASSETS	152,625
----------------------	---------

PROPERTY AND EQUIPMENT

OFFICE FURNITURE AND EQUIPMENT	77,077
PROPERTY UNDER CAPITAL LEASE	15,047

92,124

LESS ACCUMULATED DEPRECIATION	36,986
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TOTAL PROPERTY AND EQUIPMENT	55,138
------------------------------	--------

DEPOSITS	75
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207,838

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:

CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	3,095
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TOTAL CURRENT LIABILITIES	3,095
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OBLIGATION UNDER CAPITAL LEASE	6,209
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TOTAL LIABILITIES	9,304
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FUND BALANCE

UNRESTRICTED	135,608
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YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	62,924
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ENDING FUND BALANCE	198,532
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DIFFERENCE ON ROUNDING	2
------------------------	---

207,838

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

10 MONTHS ENDED APRIL 30, 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	56,412	27,000	266,474	223,140	209,000	57,474
PUBLIC SECTOR	500	13,000	133,500	127,167	114,500	19,000
MEETING REVENUE	3,850	0	20,959	39,842	15,456	5,503
PUBLICATIONS SALES	347	333	2,254	11,748	3,330	(1,076)
INTEREST INCOME	562	300	4,387	4,084	3,150	1,237
OTHER INCOME	30	10	2,407	1,887	660	1,747
TOTAL REVENUE	61,701	40,643	429,981	407,868	346,096	83,885
EXPENDITURES						
SALARIES	13,318	14,735	134,600	136,579	143,055	(8,455)
EMPLOYEE BENEFITS	518	2,000	7,746	9,766	10,000	(2,254)
PAYROLL TAXES	1,079	1,083	9,013	10,456	10,830	(1,817)
TOTAL STAFF MAINTENANCE EXPENDITURES	14,915	17,818	151,359	156,801	163,885	(12,526)
INSURANCE	2,334	390	7,201	5,664	6,037	1,164
OFFICE EXPENSE	1,101	848	10,187	10,203	8,480	1,707
TRANSPORTATION-AUTO	521	500	3,449	3,535	5,000	(1,551)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	100	711	1,287	1,000	(289)
RENT	2,414	2,500	24,140	21,022	25,000	(860)
PARKING	50	392	3,388	3,587	3,920	(532)
PROFESSIONAL SERVICES	480	833	10,173	8,842	8,330	1,843
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	6,900	5,563	59,713	54,530	58,367	1,346
POSTAGE	142	467	8,072	5,690	4,670	3,402
TELEPHONE	293	700	5,328	7,280	7,000	(1,672)
DUES AND SUBSCRIPTIONS	47	400	2,702	2,603	2,395	307
PRINTING	1,387	550	7,063	4,087	4,455	2,608
RESEARCH	18	0	13,627	214	11,000	2,627
PROMOTIONAL MATERIALS	723	0	44,042	6,291	34,000	10,042
SPECIAL MEETINGS-PROSPECTS	184	6,500	24,904	10,597	17,500	7,404
AUDIO VISUAL	0	1,000	0	4,230	9,500	(9,500)
TRAVEL	0	1,000	5,527	8,925	8,500	(2,973)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	2,794	10,617	111,265	51,464	99,116	12,149

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

MAY 31, 1987

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

ASSETS

CURRENT ASSETS:

CASH	132,563
PREPAID EXPENSES	2,990

TOTAL CURRENT ASSETS	135,553
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PROPERTY AND EQUIPMENT

OFFICE FURNITURE AND EQUIPMENT	77,448
PROPERTY UNDER CAPITAL LEASE	15,047

	92,495
LESS ACCUMULATED DEPRECIATION	38,126

TOTAL PROPERTY AND EQUIPMENT	54,369
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DEPOSITS	272
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	190,194
--	---------

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:

CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	3,095
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TOTAL CURRENT LIABILITIES	3,095
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OBLIGATION UNDER CAPITAL LEASE	5,957
--------------------------------	-------

TOTAL LIABILITIES	9,052
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FUND BALANCE

UNRESTRICTED	135,608
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YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	45,533
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ENDING FUND BALANCE	181,141
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DIFFERENCE ON ROUNDING	1
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	190,194
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SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

11 MONTHS ENDED MAY 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	15,700	22,000	282,174	245,385	231,000	51,174
PUBLIC SECTOR	2,500	500	136,000	128,417	115,000	21,000
MEETING REVENUE	32,905	35,000	53,864	73,119	50,456	3,408
PUBLICATIONS SALES	539	333	2,793	11,748	3,663	(870)
INTEREST INCOME	612	200	4,999	4,638	3,350	1,649
OTHER INCOME	2,055	10	4,462	1,887	670	3,792
TOTAL REVENUE	54,311	58,043	484,292	465,194	404,139	80,153
EXPENDITURES						
SALARIES	14,028	14,735	148,628	149,010	157,790	(9,162)
EMPLOYEE BENEFITS	518	600	8,264	9,964	10,600	(2,336)
PAYROLL TAXES	1,185	1,083	10,198	11,363	11,913	(1,715)
TOTAL STAFF MAINTENANCE EXPENDITURES	15,731	16,418	167,090	170,337	180,303	(13,213)
INSURANCE	439	900	7,640	6,486	6,937	703
OFFICE EXPENSE	1,487	848	11,674	10,900	9,328	2,346
TRANSPORTATION-AUTO	232	500	3,681	3,793	5,500	(1,819)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	100	711	1,651	1,100	(389)
RENT	0	2,500	24,140	23,298	27,500	(3,360)
PARKING	720	392	4,108	4,006	4,312	(204)
PROFESSIONAL SERVICES	417	833	10,590	9,677	9,163	1,427
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	3,295	6,073	63,008	60,201	64,440	(1,432)
POSTAGE	1,246	467	9,318	6,180	5,137	4,181
TELEPHONE	796	700	6,124	8,142	7,700	(1,576)
DUES AND SUBSCRIPTIONS	1,106	205	3,808	2,796	2,600	1,208
PRINTING	1,328	45	8,391	4,087	4,500	3,891
RESEARCH	8,249	0	21,876	10,976	11,000	10,876
PROMOTIONAL MATERIALS	762	2,000	44,804	9,201	36,000	8,804
SPECIAL MEETINGS-PROSPECTS	4,962	0	29,866	10,597	17,500	12,366
AUDIO VISUAL	0	5,000	0	5,863	14,500	(14,500)
TRAVEL	1,396	1,500	6,923	10,552	10,000	(3,077)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	19,845	9,917	131,110	69,941	109,033	22,077

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

JUNE 30, 1987

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
 JUNE 30, 1987

ASSETS

CURRENT ASSETS:	
CASH	118,139
PREPAID EXPENSES	2,494
TOTAL CURRENT ASSETS	120,633
PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	77,448
PROPERTY UNDER CAPITAL LEASE	15,047
LESS ACCUMULATED DEPRECIATION	92,495
TOTAL PROPERTY AND EQUIPMENT	53,229
DEPOSITS	272
	174,134

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	3,095
TOTAL CURRENT LIABILITIES	3,095
OBLIGATION UNDER CAPITAL LEASE	5,702
TOTAL LIABILITIES	8,797
FUND BALANCE	
UNRESTRICTED	135,608
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	29,732
ENDING FUND BALANCE	165,340
DIFFERENCE ON ROUNDING	(3)
	174,134

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

12 MONTHS ENDED JUNE 30, 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	19,650	24,000	301,824	276,760	255,000	46,824
PUBLIC SECTOR	900	0	136,900	129,167	115,000	21,900
MEETING REVENUE	2,600	3,750	56,464	76,674	54,206	2,258
PUBLICATIONS SALES	147	333	2,940	11,778	3,996	(1,056)
INTEREST INCOME	642	150	5,641	5,146	3,500	2,141
OTHER INCOME	1,040	0	5,502	112	670	4,832
TOTAL REVENUE	24,979	28,233	509,271	499,637	432,372	76,899
EXPENDITURES						
SALARIES	14,140	14,750	162,768	161,645	172,540	(9,772)
EMPLOYEE BENEFITS	1,902	2,000	10,166	12,052	12,600	(2,434)
PAYROLL TAXES	1,208	1,087	11,406	12,252	13,000	(1,594)
TOTAL STAFF MAINTENANCE EXPENDITURES	17,250	17,837	184,340	185,949	198,140	(13,800)
INSURANCE	244	500	7,884	6,749	7,437	447
OFFICE EXPENSE	1,150	848	12,824	13,698	10,176	2,648
TRANSPORTATION-AUTO	1,121	500	4,802	4,063	6,000	(1,198)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	221	100	932	1,311	1,200	(268)
RENT	7,252	2,500	31,392	26,540	30,000	1,392
PARKING	360	392	4,468	4,505	4,704	(236)
PROFESSIONAL SERVICES	69	833	10,659	10,232	9,996	663
PERSONAL PROPERTY TAXES	0	0	464	390	600	(136)
TOTAL ADMINISTRATIVE EXPENDITURES	10,417	5,673	73,425	67,488	70,113	3,312
POSTAGE	682	467	10,000	6,931	5,604	4,396
TELEPHONE	645	700	6,769	8,647	8,400	(1,631)
DUES AND SUBSCRIPTIONS	327	400	4,135	3,233	3,000	1,135
PRINTING	773	0	9,164	4,087	4,500	4,664
RESEARCH	8	5,000	21,884	18,937	16,000	5,884
PROMOTIONAL MATERIALS	732	500	45,536	9,847	36,500	9,036
SPECIAL MEETINGS-PROSPECTS	6,344	0	36,210	10,956	17,500	18,710
AUDIO VISUAL	0	3,000	0	8,426	17,500	(17,500)
TRAVEL	875	2,000	7,798	12,901	12,000	(4,202)
ADVERTISING	0	0	0	1,547	96	(96)
TOTAL MARKETING EXPENDITURES	10,386	12,067	141,496	85,512	121,100	20,396

General Ledger Listing as of APRIL 30, 1987

Current fiscal period 10, Accounts from [] to [zzzzzz]
Listed by account in normal format.
Fiscal periods from [10] to [10]

Date of last posting: Apr 30 87

Purged up to and including fiscal period 9 on Apr 30 87.

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING						14,736.35
		10 1	Apr 30 87	CASH DISBURSED - APRIL	C/D		18,061.12		
		10 1	Apr 30 87	CASH - RET CK	AJE 7		403.00		
		10 2	Apr 30 87	CASH RECEIVED - APRIL	C/R	61,596.65			
		10 3	Apr 30 87	INTEREST ON CHECKING	AJE 1	134.57			
		10 4	Apr 30 87	CASH - PAYROLL	AJE 6		14,451.90	28,815.20	43,551.55 *
101			PETTY CASH FUND						50.00 *
102			SAVINGS ACCOUNT						0.00 *
103			SECURITIES, CERTIFICATES						105,000.59
		10 3	Apr 30 87	SECURITIES - INTEREST	AJE 2	427.46		427.46	105,428.05 *
110			CASH-PAYROLL						0.00 *
115			INVENTORY						0.00 *
120			OFFICE EQUIPMENT						72,730.83
		10 1	Apr 21 87	STANDARD OFFICE SYSTEMS	3931	1,584.70			
		10 1	Apr 27 87	INACOMP COMPUTER CTRS.	3958	2,761.30		4,346.00	77,076.83 *
121			PROPERTY UNDER CAPITAL LEASE						15,047.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT						30,045.13-
		10 3	Apr 30 87	ACCUM DEP - OFFICE	AJE 3		910.91	910.91-	30,956.04- *
123			ACCUM DEPR-CAPITAL LEASE						5,807.32-
		10 3	Apr 30 87	ACCUM DEP - CAP LEASE	AJE 3		223.00	223.00-	6,030.32- *
130			DEPOSITS-SECURITY						75.00 *
131			PREPAID EXPENSE						1,547.78
		10 3	Apr 30 87	PREPAID EXPENSES	AJE 5	225.84			
		10 3	Apr 30 87	PREPAID EXPENSE	AJE 4		451.68	225.84-	1,321.94 *
132			PREPAID INSURANCE						2,651.25
		10 3	Apr 30 87	PREPAID INSURANCE	AJE 4		378.75	378.75-	2,272.50 *
35			SUSPENSE						0.00 *
200			ACCOUNTS PAYABLE						0.00 *
204			ACCURED PAYROLL TAXES						0.00

General Ledger Listing as of APRIL 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
204			ACCRUED PAYROLL TAXES				(continued)		
			10 2 Apr 30 87	CASH RECEIPTS	C/R	54.65			
			10 2 Apr 30 87	CASH RECEIVED - APRIL	C/R		54.65	0.00	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						6,456.57-
			10 1 Apr 21 87	MAITA OLDSMOBILE	3951	247.78		247.78	6,208.79- *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						135,607.57- *
410			RESTRICTED FUND BALANCE						0.00 *
400			CONTRIBS-MEMBERSHIP, PRIVATE						210,062.50-
			10 1 Apr 16 87	RET MEMBERSHIP CHECK	AJE 7	403.00			
			10 2 Apr 30 87	CASH RECEIVED - APRIL	C/R		56,815.00	56,412.00-	266,474.50- *
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						62,500.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						3,000.00- *
409			INTEREST INCOME						3,824.44-
			10 3 Apr 30 87	SECURITIES - INTEREST	AJE 2		427.46		
			10 3 Apr 30 87	INTEREST ON CHECKING	AJE 1		134.57	562.03-	4,386.47- *
410			OTHER INCOME						367.77-
			10 2 Apr 30 87	CASH RECEIVED - APRIL	C/R		30.00	30.00-	397.77- *
411			CONTRIBUTIONS-OTHER CITIES						5,500.00- *

General Ledger Listing as of APRIL 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
412			CONTRIBS - PORT OF SACRAMENTO						4,500.00-
			10 2 Apr 30 87 CASH RECEIVED - APRIL		C/R		500.00	500.00-	5,000.00- *
413			MEMBERSHIP MEETINGS						14,085.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						95.00- *
415			ANNUAL MEETING REVENUE						2,929.00-
			10 2 Apr 30 87 CASH RECEIVED - APRIL		C/R		3,850.00	3,850.00-	6,779.00- *
416			SPECIAL MEETINGS-PROSPECTS						0.00 *
425			REVENUE FR SALE OF PUBLICATION						1,906.50-
			10 1 Apr 29 87 ROSEVILLE COMM. HOSPITAL		3960	0.45			
			10 2 Apr 30 87 CASH RECEIVED - APRIL		C/R		347.00	346.55-	2,253.05- *
428			VIDEOTAPE SALES						70.00- *
430			PERSONAL USE OF AUTO						1,939.00- *
500			PAYROLL, TAXABLE						117,521.32
			10 4 Apr 30 87 PAYROLL - GROSS SALARIES		AJE 6	13,317.85		13,317.85	130,839.17 *
501			PAYROLL, NONTAXABLE						3,760.75 *
502			RETIREMENT BENEFITS						0.00 *
503			EMPLOYER PAYROLL TAXES						7,935.22
			10 2 Apr 30 87 CASH RECEIPTS		C/R		54.65		
			10 4 Apr 30 87 PAYROLL - EMP. TAXES		AJE 6	1,134.05		1,079.40	9,014.62 *
505			EMPLOYEE MEDICAL INSURANCE						7,227.30
			10 1 Apr 30 87 VIBA INSURANCE ADMIN.		3975	518.30		518.30	7,745.60 *
507			INSURANCE						4,865.10
			10 1 Apr 30 87 MCGEE & THIELEN INS.		3961	1,955.00			
			10 3 Apr 30 87 INSURANCE EXPENSE		AJE 4	378.75		2,333.75	7,198.85 *
512			INTEREST EXPENSE						1,502.02
			10 1 Apr 21 87 MAITA OLDSMOBILE		3951	148.66		148.66	1,650.68 *
513			DEPRECIATION						9,476.81
			10 3 Apr 30 87 DEPRECIATION EXPENSE		AJE 3	1,133.91		1,133.91	10,610.72 *
514			DEPRECIATION-CAPITAL LEASE						0.00 *
515			EQUIPMENT RENTAL						0.00 *
516			OFFICE EXPENSE						9,085.93

General Ledger Listing as of APRIL 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
516.			OFFICE EXPENSE						
							(continued)		
			10 1 Apr 21 87	SAC. PLANT RENTAL	3952	68.92			
			10 1 Apr 21 87	OFFICE PLACE	3946	101.80			
			10 1 Apr 21 87	INTL. MAILING EQUIPMENT	3939	25.76			
			10 1 Apr 21 87	ADP	3935	63.80			
			10 1 Apr 21 87	RTC COMMUNICATIONS	3933	377.66			
			10 1 Apr 30 87	ADP	3972	32.45			
			10 1 Apr 30 87	MARTYR & CURRY	3973	121.88			
			10 1 Apr 30 87	MILES TREASTER & ASSOC.	3974	47.50			
			10 1 Apr 30 87	CASH	3976	35.55			
			10 3 Apr 30 87	OFFICE EXPENSE	AJE 5		225.84		
			10 3 Apr 30 87	OFFICE EXPENSE	AJE 4	451.68		1,101.16	10,187.09 *
517			OFFICE RENTAL						21,726.00
			10 1 Apr 30 87	HEITMAN PROPERTIES	3976	2,414.00		2,414.00	24,140.00 *
519			PARKING						3,337.00
			10 1 Apr 03 87	CENTURY PARKING	3928	50.00		50.00	3,387.00 *
520			POSTAGE						7,929.69
			10 1 Apr 01 87	US POSTMASTER	3927	72.75			
			10 1 Apr 21 87	AIRBORNE EXPRESS	3954	16.50			
			10 1 Apr 30 87	AEROSPEED DELIVERY	3962	52.52		141.77	8,071.46 *
521			TELEPHONE						5,033.10
			10 1 Apr 21 87	PACIFIC BELL	3940	211.11			
			10 1 Apr 21 87	RTC COMMUNICATIONS	3942	81.39		292.50	5,325.60 *
523			DUES, SUBSCRIPT & PUBLICATIONS						2,655.75
			10 1 Apr 30 87	BUREAU OF LABOR STATS.	3964	1.25			
			10 1 Apr 30 87	SALES & MARKETING MGMT.	3966	38.00			
			10 1 Apr 30 87	ECONOMIC GEOGRAPHY	3965	8.00		47.25	2,703.00 *
524			PROFESSIONAL SERVICES						9,692.86
			10 1 Apr 21 87	PFANNER & TATE	3938	400.00			
			10 1 Apr 30 87	MARK WESTON	3967	80.00		480.00	10,172.86 *
525			MISCELLANEOUS						703.04
			10 1 Apr 30 87	C.U.I.C.	3970	45.00		45.00	748.04 *
527			NEWSLETTER						6,028.64
			10 1 Apr 21 87	SPILMAN PRINTING CO.	3947	1,424.15		1,424.15	7,452.79 *
528			TAXES-PERSONAL PROPERTY						463.69 *
529			PUBLICATIONS EXPENSE						828.39
			10 1 Apr 24 87	AEDC	3957	32.50			
			10 1 Apr 24 87	COMM.SER. PLANNING COUN.	3956	35.00		67.50	895.89 *

General Ledger Listing as of APRIL 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
530			PRINTING						5,675.49
		10 1	Apr 21 87	CITADEL PRESS	3941	1,386.56		1,386.56	7,062.05 *
531			RESEARCH						13,609.30
		10 1	Apr 21 87	MCI MAIL	3944	18.00		18.00	13,627.30 *
532			ADVERTISING						0.00 *
533			PROMOTIONAL MATERIALS						43,318.39
		10 1	Apr 21 87	THE PRESS ROOM	3948	114.80			
		10 1	Apr 21 87	CAPITAL PRINTING	3945	607.92		722.72	44,041.11 *
534			TRAVEL						5,526.42 *
535			EMPLOYEE MOVING EXPENSES						0.00 *
536			DIRECT MAIL						0.00 *
538			LOCAL MEETINGS/PUBLIC RELATION						1,107.34
		10 1	Apr 21 87	ROSEVILLE PRESS	3955	60.00			
		10 1	Apr 30 87	AMERICAN EXPRESS	3963	10.67		70.67	1,178.01 *
539			MEMBERSHIP PROMOTION						1,546.47 *
540			AUDIO-VISUAL						0.00 *
541			MOTION PICTURE COUNCIL						0.00 *
542			SPECIAL MEETINGS-PROSPECTS						24,719.90
		10 1	Apr 21 87	FEDERAL EXPRESS	3936	34.00			
		10 1	Apr 30 87	JOHN R. ROBERTS	3969	32.25			
		10 1	Apr 30 87	AMERICAN EXPRESS	3963	118.00		184.25	24,904.15 *
543			BREAKFAST MEETING EXPENSE						6,311.03
		10 1	Apr 15 87	CLASSIC TROPHY	3929	10.60			
		10 1	Apr 16 87	FIRST DISTRIBUTORS	3930	127.00			
		10 1	Apr 21 87	US POSTMASTER	3934	1,000.00			
		10 1	Apr 27 87	SHOWTIME PROD. SERV.	3959	1,100.00			
		10 1	Apr 30 87	CASH	3976	8.90		2,246.50	8,557.53 *
544			TRANSPORTATION						1,425.42
		10 1	Apr 21 87	SHELL OIL COMPANY	3937	372.30		372.30	1,797.72 *
545			EXEC COMMITTEE/BOARD MEETINGS						712.11 *
546			MEMBERSHIP MEETING EXPENSE						12,408.96 *
547			OTHER MEETINGS						1,318.36
		10 1	Apr 30 87	CASH	3976	6.44		6.44	1,324.80 *

Date: Apr 30 87

SACRAMENTO AREA COMM & TRADE ORGANIZ

Page: 6

General Ledger Listing as of APRIL 30, 1987

Acct Code	Dept Code	Pd S	Date	Account Name	Description	Ref	Debit	Credit	Net Change	Balance	
555				CUMUL EFF-CHANGE TO DEFER REV						0.00 *	
							97,319.53	97,319.53			

83 accounts listed.
76 transactions processed.

SACTO

Sacramento Area Commerce and Trade Organization

APRIL VOIDS

3932
3943
3949
3950
3953
3968
3971
3977

Date: May 31 87

SACRAMENTO AREA COMM & TRADE ORGANIZ

Page: 1

General Ledger Listing as of MAY 31, 1987

Current fiscal period 11, Accounts from [] to [zzzzzzz]
 Listed by account in normal format.
 Fiscal periods from [11] to [11]

Date of last posting: May 31 87
 Purged up to and including fiscal period 10 on May 29 87.

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
100				CASH-CHECKING					43,551.55
			11 1 May 12 87	VOID	3984	0.00			
			11 1 May 18 87	VOID	3997	0.00			
			11 1 May 18 87	VOID	3996	0.00			
			11 1 May 29 87	VOID	4049	0.00			
			11 1 May 29 87	CASH DISBURSED	C/D		55,564.77		
			11 1 May 29 87	VOID	4036	0.00			
			11 1 May 29 87	VOID	4040	0.00			
			11 2 May 29 87	CASH RECEIVED - MAY	C/R	53,698.95			
			11 3 May 12 87	CASH/SUI INCREASE	AJE 8		3.93		
			11 3 May 29 87	CASH-INT ON CHECKING	AJE 1	202.48			
			11 4 May 29 87	CASH - PAYROLL	AJE 6		15,208.82	16,876.09-	26,675.46 *
101				PETTY CASH FUND					50.00 *
102				SAVINGS ACCOUNT					0.00 *
103				SECURITIES, CERTIFICATES					105,428.05
			11 3 May 29 87	SECURITIES-CERT INTEREST	AJE 2	409.92		409.92	105,837.97 *
110				CASH-PAYROLL					0.00 *
115				INVENTORY					0.00 *
120				OFFICE EQUIPMENT					77,076.83
			11 1 May 18 87	INACOMP COMPUTER CENTERS	4013	371.00		371.00	77,447.83 *
121				PROPERTY UNDER CAPITAL LEASE					15,047.00 *
122				ACCUM DEPR-OFFICE EQUIPMENT					30,956.04-
			11 3 May 29 87	ACCUM DPR - OFFICE	AJE 3		917.10	917.10-	31,873.14- *
123				ACCUM DEPR-CAPITAL LEASE					6,030.32-
			11 3 May 29 87	ACCUM DPR - CAP LEASE	AJE 3		223.00	223.00-	6,253.32- *
130				DEPOSITS-SECURITY					75.00
			11 1 May 29 87	MILES TREASTER & ASSOC.	4064	272.00			
			11 3 May 29 87	DEPOSIT USED	AJE 7		75.00	197.00	272.00 *
131				PREPAID EXPENSE					1,321.94
			11 3 May 29 87	PREPAID EXPENSE	AJE 5		225.84	225.84-	1,096.10 *
132				PREPAID INSURANCE					2,272.50
			11 3 May 29 87	PREPAID INSURANCE	AJE 6		222.25	222.25	2,050.25 *

General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Account Name	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					6,208.79-
		11 1 May 18 87 MAITA OLDSMOBILE	4011	251.64		251.64	5,957.15- *
250		DEFERRED REVENUE					0.00 *
305		FUND BALANCE					135,607.57- *
310		RESTRICTED FUND BALANCE					0.00 *
400		CONTRIBS-MEMBERSHIP, PRIVATE					266,474.50-
		11 2 May 29 87 CASH RECEIVED - MAY	C/R		15,700.00	15,700.00-	282,174.50- *
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					62,500.00- *
407		CONTRIBS-COUNTY OF PLACER					7,500.00- *
408		CONTRIBS-COS OF YOLO/EL DORADO					3,000.00-
		11 2 May 29 87 CASH RECEIVED - MAY	C/R		2,000.00	2,000.00-	5,000.00- *
409		INTEREST INCOME					4,386.47-
		11 3 May 29 87 SECURITIES-CERT INTEREST AJE 2			409.92		
		11 3 May 29 87 CASH-INT ON CHECKING AJE 1			202.48	612.40-	4,998.87- *
410		OTHER INCOME					397.77-
		11 2 May 29 87 CASH RECEIVED - MAY	C/R		55.00	55.00-	452.77- *

General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
411				CONTRIBUTIONS-OTHER CITIES					5,500.00- *
412				CONTRIBS - PORT OF SACRAMENTO					5,000.00-
			11 2 May 29 87	CASH RECEIVED - MAY	C/R		500.00	500.00-	5,500.00- *
413				MEMBERSHIP MEETINGS					14,085.00- *
414				OTHER SPEC EVENTS/MEETINGS REV					95.00- *
415				ANNUAL MEETING REVENUE					6,779.00-
			11 2 May 29 87	CASH RECEIVED - MAY	C/R		32,550.00	32,550.00-	39,329.00- *
416				SPECIAL MEETINGS-PROSPECTS					0.00
			11 2 May 29 87	CASH RECEIVED - MAY	C/R		355.00	355.00-	355.00- *
425				REVENUE FR SALE OF PUBLICATION					2,253.05-
			11 2 May 29 87	CASH RECEIVED - MAY	C/R		538.95	538.95-	2,792.00- *
428				VIDEO TAPE SALES					70.00- *
430				PERSONAL USE OF AUTO					1,939.00- *
431				ADVERTISING INCOME					0.00
			11 2 May 29 87	CASH RECEIVED - MAY	C/R		2,000.00	2,000.00-	2,000.00- *
500				PAYROLL, TAXABLE					130,839.17
			11 4 May 29 87	PAYROLL-GROSS SALARIES	AJE 6	14,027.70		14,027.70	144,866.87 *
501				PAYROLL, NONTAXABLE					3,760.75 *
502				RETIREMENT BENEFITS					0.00 *
503				EMPLOYER PAYROLL TAXES					9,014.62
			11 3 May 12 87	CASH/SUI INCREASE	AJE 8	3.93			
			11 4 May 29 87	EMPLOYER TAXES	AJE 6	1,181.12		1,185.05	10,199.67 *
505				EMPLOYEE MEDICAL INSURANCE					7,745.60
			11 1 May 31 87	VIBA INSURANCE ADMIN.	AJE 9	518.30		518.30	8,263.90 *
507				INSURANCE					7,198.85
			11 1 May 18 87	MCGEE & THIELEN	4015	60.00			
			11 1 May 29 87	VIBA INSURANCE ADMIN.	4053	518.30			
			11 1 May 31 87	ADJ ERROR TO ACCT 505	AJE 9		518.30		
			11 3 May 29 87	INSURANCE EXPENSE	AJE 4	378.75		438.75	7,637.60 *
12				INTEREST EXPENSE					1,650.68
			11 1 May 18 87	MAITA OLDSMOBILE	4011	144.80		144.80	1,795.48 *
513				DEPRECIATION					10,610.72

General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
513				DEPRECIATION			(continued)		
			11 3 May 29 87	DEPR EXPENSE	AJE 3	1,140.10		1,140.10	11,750.82 *
514				DEPRECIATION-CAPITAL LEASE					0.00 *
515				EQUIPMENT RENTAL					0.00 *
516				OFFICE EXPENSE					10,187.09
			11 1 May 18 87	THE OFFICE PLACE	3994	132.92			
			11 1 May 18 87	TAYLOR'S	4000	213.06			
			11 1 May 18 87	SAC. PLANT RENTAL	4003	66.57			
			11 1 May 18 87	ADP	4008	32.45			
			11 1 May 18 87	MILES TREASTER & ASSOC.	3993	37.50			
			11 1 May 27 87	PAM CROOK	4026	6.29			
			11 1 May 27 87	CASH	4031	61.84			
			11 1 May 29 87	HEWLETT PACKARD	4043	324.36			
			11 1 May 29 87	MARTYR & CURRY	4045	87.73			
			11 1 May 29 87	ADP	4054	32.45			
			11 1 May 29 87	CAPITAL PRINTING	4041	199.17			
			11 1 May 29 87	SAC. PLANT RENTAL	4062	66.57			
			11 3 May 29 87	OFFICE EXPENSE	AJE 5	225.84		1,486.75	11,673.84 *
517				OFFICE RENTAL					24,140.00 *
519				PARKING					3,387.00
			11 1 May 06 87	CENTURY PARKING, INC.	3982	360.00			
			11 1 May 29 87	CENTURY PARKING	4038	360.00		720.00	4,107.00 *
520				POSTAGE					8,071.46
			11 1 May 13 87	POSTMASTER	3985	1,000.00			
			11 1 May 18 87	FEDERAL EXPRESS CORP.	4017	50.25			
			11 1 May 18 87	AEROSPEED DELIVERIES	4006	47.68			
			11 1 May 18 87	AIRBORNE EXPRESS	3995	42.00			
			11 1 May 18 87	INTL. MAILING SYSTEMS	3992	60.42			
			11 1 May 29 87	AEROSPEED DELIVERIES	4037	43.38		1,245.73	9,317.19 *
521				TELEPHONE					5,325.60
			11 1 May 18 87	RTC COMMUNICATIONS	4014	138.51			
			11 1 May 18 87	PACIFIC BELL	3989	183.60			
			11 1 May 18 87	MCI TELECOMMUNICATIONS	4005	174.37			
			11 1 May 29 87	MCI TELECOMMUNICATIONS	4039	205.17			
			11 1 May 29 87	RTC COMMUNICATIONS	4050	94.07		795.72	6,121.32 *
523				DUES, SUBSCRIPT & PUBLICATIONS					2,703.00
			11 1 May 18 87	DCS AMERICA, INC.	4009	99.00			
			11 1 May 18 87	US DEPARTMENT OF LABOR	4016	0.25			
			11 1 May 18 87	HARVARD BUSINESS SCHOOL	4004	5.50			
			11 1 May 18 87	FORESITE	4007	810.00			
			11 1 May 18 87	CALIFORNIA CALENDAR	4010	20.00			

General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
523			DUES, SUBSCRIPT & PUBLICATIONS				(continued)		
			11 1 May 29 87	SACRAMENTO BEE	4059	25.50			
			11 1 May 29 87	PACIFIC RESEARCH INST.	4055	15.48			
			11 1 May 29 87	AMERICAN EXPRESS	4042	10.60			
			11 1 May 29 87	PERSONALIZED SOFTWARE	4056	55.00			
			11 1 May 29 87	ASSN OF AMERICAN GEOG.	4051	65.00		1,106.33	3,809.33 *
524			PROFESSIONAL SERVICES						10,172.86
			11 1 May 18 87	PFANNER & TATE ACCTY.	3990	267.00			
			11 1 May 29 87	HIRANO'S TRANSLATING	4047	150.00		417.00	10,589.86 *
525			MISCELLANEOUS						748.04
			11 1 May 29 87	AMERICAN EXPRESS	4042	350.00		350.00	1,098.04 *
527			NEWSLETTER						7,452.79 *
528			TAXES-PERSONAL PROPERTY						463.69 *
529			PUBLICATIONS EXPENSE						895.89
			11 1 May 18 87	CAPITAL PRINTING	3988	187.66			
			11 1 May 29 87	CAPITAL PRINTING	4041	74.80		262.46	1,158.35 *
530			PRINTING						7,062.05
			11 1 May 18 87	CITADEL PRESS	3999	509.86			
			11 1 May 29 87	CITADEL PRESS	4044	818.32		1,328.18	8,390.23 *
531			RESEARCH						13,627.30
			11 1 May 18 87	MCI MAIL	3987	9.20			
			11 1 May 29 87	HORNET FOUNDATION, CSUS	4057	8,186.00			
			11 1 May 29 87	PACIFIC STOCK EXCHANGE	4035	45.00			
			11 1 May 29 87	MCI MAIL	4048	9.20		8,249.40	21,876.70 *
532			ADVERTISING						0.00 *
533			PROMOTIONAL MATERIALS						44,041.11
			11 1 May 18 87	BROWNIE'S BLUEPRINT CO.	4002	96.46			
			11 1 May 18 87	CAPITAL PRINTING	3988	90.05			
			11 1 May 29 87	CAPITAL PRINTING	4041	575.11		761.62	44,802.73 *
534			TRAVEL						5,526.42
			11 1 May 27 87	FAM CROOK	4026	38.64			
			11 1 May 29 87	AMERICAN EXPRESS	4042	1,282.81			
			11 3 May 29 87	TRAVEL DEPOSIT USED	AJE 7	75.00		1,396.45	6,922.87 *
535			EMPLOYEE MOVING EXPENSES						0.00 *
536			DIRECT MAIL						0.00 *
538			LOCAL MEETINGS/PUBLIC RELATION						1,178.01

General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
538				LOCAL MEETINGS/PUBLIC RELATION			(continued)		
			11 1 May 04 87	SSAE	3979	10.00			
			11 1 May 29 87	L.F. CHANNAVE	4060	17.50			
			11 1 May 29 87	SAC. CONVENTION & VISIT.	4033	10.00			
			11 1 May 29 87	AMERICAN EXPRESS	4042	279.50		317.00	1,495.01 *
539				MEMBERSHIP PROMOTION					1,546.47
			11 1 May 29 87	AMERICAN EXPRESS	4042	32.10		32.10	1,578.57 *
540				AUDIO-VISUAL					0.00 *
541				MOTION PICTURE COUNCIL					0.00 *
542				SPECIAL MEETINGS-PROSPECTS					24,904.15
			11 1 May 04 87	SAC. HISTORY CENTER	3981	159.00			
			11 1 May 04 87	CAMELLIA FESTIVAL ASSN.	3980	371.00			
			11 1 May 18 87	CITADEL PRESS	3999	3,693.04			
			11 1 May 18 87	TKO PRODUCTIONS, INC.	4001	125.29			
			11 1 May 27 87	R. NEIL SMITH	4024	15.00			
			11 1 May 29 87	SACRAMENTO UNION	4052	402.21			
			11 1 May 29 87	ILLUSTRATION DESIGN	4058	93.00			
			11 1 May 29 87	AMERICAN EXPRESS	4042	103.34		4,961.88	29,866.03 *
543				BREAKFAST MEETING EXPENSE					8,557.53
			11 1 May 06 87	COMMUNITY CONVENTION CTR	3983	1,237.50			
			11 1 May 18 87	GAYLORD & HOOPER, INC.	4012	5,300.00			
			11 1 May 18 87	SPLMAN PRINTING CO.	3986	425.06			
			11 1 May 20 87	FIRST DISTRIBUTERS	4018	138.75			
			11 1 May 27 87	CREATIVE PLANT DESIGNS	4022	900.00			
			11 1 May 27 87	SACRAMENTO COMMERCIAL BK	4025	200.00			
			11 1 May 27 87	SHOWTIME PROD. SERVICES	4027	1,031.20			
			11 1 May 27 87	SAC. THEATRICAL LIGHTING	4028	667.01			
			11 1 May 27 87	VIDEO RESOURCES	4030	3,180.00			
			11 1 May 27 87	FIRST DISTRIBUTERS	4019	50.87			
			11 1 May 27 87	JOEL ELIAS	4021	275.00			
			11 1 May 27 87	RICK WEIDNER	4023	25.00			
			11 1 May 27 87	W. COLSTON LEIGH, INC.	4020	3,750.00			
			11 1 May 27 87	STUDIO Z RECORDING	4029	146.75			
			11 1 May 29 87	DORMAN'S CATERING SPEC.	4063	12,404.02			
			11 1 May 29 87	GAYLORD & HOOPER, INC.	4046	264.04			
			11 1 May 29 87	GOLDMAN COMMUNICATIONS	4061	300.00			
			11 1 May 29 87	COL. WAYNE J. SCHOLL	4032	25.00			
			11 1 May 29 87	PHOTO. BY MAGGIE MCGURK	4065	190.80			
			11 1 May 29 87	MICHAEL COLE	4034	25.00		30,536.00	39,093.53 *
.44				TRANSPORTATION					1,797.72
			11 1 May 18 87	SHELL OIL COMPANY	3998	86.85		86.85	1,884.57 *
545				EXEC COMMITTEE/BOARD MEETINGS					712.11 *

Date: May 31 87

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of MAY 31, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
546			MEMBERSHIP MEETING EXPENSE						12,408.96 *
547			OTHER MEETINGS						1,324.80
			11 1 May 18 87 PENNISI'S		3991	194.40		194.40	1,519.20 *
555			CUMUL EFF-CHANGE TO DEFER REV						0.00 *
						-----	-----		
						127,426.86	127,426.86		
						=====	=====		

84 accounts listed.
128 transactions processed.

General Ledger Listing as of JUNE 30, 1987

Current fiscal period 12, Accounts from [] to [222222]
Listed by account in normal format.
Fiscal periods from [12] to [12]

Date of last posting: Jun 30 87

Purged up to and including fiscal period 11 on Jun 30 87.

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
100				CASH-CHECKING					26,675.46
			12 1 Jun 18 87	VOID	4091	0.00			
			12 1 Jun 22 87	VOID	4096	0.00			
			12 1 Jun 30 87	CASH DISBURSED - JUNE	C/D		24,226.26		
			12 1 Jun 30 87	VOID	4099	0.00			
			12 1 Jun 30 87	VOID	4104	0.00			
			12 2 Jun 30 87	CASH RECEIVED - JUNE	C/R	24,472.00			
			12 3 Jun 30 87	CASH - INTEREST ON CKG.	AJE 1	167.56			
			12 3 Jun 30 87	CASH - SUI INCREASE	AJE 7		57.73		
			12 4 Jun 30 87	CASH - PAYROLL	AJE 6		15,253.54	14,897.97-	11,777.49 *
101				PETTY CASH FUND					50.00 *
.02				SAVINGS ACCOUNT					0.00 *
103				SECURITIES, CERTIFICATES					105,837.97
			12 3 Jun 30 87	SEC.-CERTS. INTEREST	AJE 2	474.25		474.25	106,312.22 *
110				CASH-PAYROLL					0.00 *
115				INVENTORY					0.00 *
120				OFFICE EQUIPMENT					77,447.83 *
121				PROPERTY UNDER CAPITAL LEASE					15,047.00 *
122				ACCUM DEPR-OFFICE EQUIPMENT					31,873.14-
			12 3 Jun 30 87	ACCUM DEPR - OFFICE	AJE 3		917.10	917.10-	32,790.24- *
123				ACCUM DEPR-CAPITAL LEASE					6,253.32-
			12 3 Jun 30 87	ACCUM DEPR-CAP LEASE AUT	AJE 3		223.00	223.00-	6,476.32- *
130				DEPOSITS-SECURITY					272.00 *
131				PREPAID EXPENSE					1,096.10
			12 3 Jun 30 87	PREPAID EXPENSES	AJE 5		117.09	117.09-	979.01 *
132				PREPAID INSURANCE					1,893.75
			12 3 Jun 30 87	PREPAID INSURANCE	AJE 4		378.75	378.75-	1,515.00 *
135				SUSPENSE					0.00 *
200				ACCOUNTS PAYABLE					0.00 *

General Ledger Listing as of JUNE 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
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						5,957.15-
			12 1 Jun 18 87 MAITA OLDSMOBILE		4087	255.55		255.55	5,701.60- *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						135,607.57- *
310			RESTRICTED FUND BALANCE						0.00 *
400			CONTRIBS-MEMBERSHIP, PRIVATE						282,174.50-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		19,650.00	19,650.00-	301,824.50- *
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						62,500.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						5,000.00- *
409			INTEREST INCOME						4,998.87-
			12 3 Jun 30 87 SEC.-CERTS. INTEREST		AJE 2		474.25		
			12 3 Jun 30 87 CASH - INTEREST ON CKG.		AJE 1		167.56	641.81-	5,640.68- *
410			OTHER INCOME						452.77-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		40.00	40.00-	492.77- *
11			CONTRIBUTIONS-OTHER CITIES						5,500.00-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		400.00	400.00-	5,900.00- *
412			CONTRIBS - PORT OF SACRAMENTO						5,500.00-

General Ledger Listing as of JUNE 30, 1987

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
412			CONTRIBS - PORT OF SACRAMENTO				(continued)		
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		500.00	500.00-	6,000.00- *
413			MEMBERSHIP MEETINGS						14,085.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						95.00-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		2,500.00	2,500.00-	2,595.00- *
415			ANNUAL MEETING REVENUE						39,329.00-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		100.00	100.00-	39,429.00- *
416			SPECIAL MEETINGS-PROSPECTS						355.00- *
425			REVENUE FR SALE OF PUBLICATION						2,792.00-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		147.00	147.00-	2,939.00- *
428			VIDEO TAPE SALES						70.00- *
430			PERSONAL USE OF AUTO						1,939.00- *
31			ADVERTISING INCOME						2,000.00-
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		1,000.00	1,000.00-	3,000.00- *
500			PAYROLL, TAXABLE						144,866.87
			12 4 Jun 30 87 PAYROLL - GROSS SALARIES AJE 6			14,103.27		14,103.27	158,970.14 *
501			PAYROLL, NONTAXABLE						3,760.75
			12 1 Jun 30 87 PAM CROOK		4123	36.86		36.86	3,797.61 *
502			RETIREMENT BENEFITS						0.00 *
503			EMPLOYER PAYROLL TAXES						10,199.67
			12 3 Jun 30 87 INCREASE IN SUI EXPENSE AJE 7			57.73			
			12 4 Jun 30 87 PAYROLL - EMPLOYER TAXES AJE 6			1,150.27		1,208.00	11,407.67 *
505			EMPLOYEE MEDICAL INSURANCE						8,263.90
			12 1 Jun 30 87 AAL		4118	1,384.03			
			12 1 Jun 30 87 VIBA INSURANCE ADMIN.		4119	518.30		1,902.33	10,166.23 *
507			INSURANCE						7,637.60
			12 2 Jun 30 87 CASH RECEIVED - JUNE		C/R		135.00		
			12 3 Jun 30 87 INSURANCE EXPENSE		AJE 4	378.75		243.75	7,881.35 *
512			INTEREST EXPENSE						1,795.48
			12 1 Jun 18 87 MAITA OLDSMOBILE		4087	140.89		140.89	1,936.37 *
513			DEPRECIATION						11,750.82
			12 3 Jun 30 87 DEPRECIATION EXPENSE		AJE 3	1,140.10		1,140.10	12,890.92 *

General Ledger Listing as of JUNE 30, 1987

Acct Code	Dept Code	Pd S	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
514			DEPRECIATION-CAPITAL LEASE						0.00 *
515			EQUIPMENT RENTAL						0.00 *
516			OFFICE EXPENSE						11,673.84
		12 1	Jun 18 87	THE OFFICE PLACE	4090	301.90			
		12 1	Jun 18 87	RTC COMMUNICATIONS	4075	177.50			
		12 1	Jun 18 87	GLOBAL COMPUTER SUPPLIES	4084	44.59			
		12 1	Jun 18 87	AUTOMATIC DATA PROCESS.	4082	32.45			
		12 1	Jun 18 87	STANDARD OFFICE SYSTEMS	4081	34.77			
		12 1	Jun 22 87	CASH	4094	32.40			
		12 1	Jun 30 87	THE PRESS ROOM	4111	11.13			
		12 1	Jun 30 87	SAC. PLANT RENTAL	4112	66.57			
		12 1	Jun 30 87	MARTYR & CURRY	4114	216.78			
		12 1	Jun 30 87	AMERICAN EXPRESS	4100	26.50			
		12 1	Jun 30 87	JOHN R. ROBERTS	4098	55.40			
		12 1	Jun 30 87	AUTOMATIC DATA PROCESS.	4117	32.45			
		12 3	Jun 30 87	OFFICE EXPENSE	AJE 5	117.09		1,149.53	12,823.37 *
517			OFFICE RENTAL						24,140.00
		12 1	Jun 18 87	HEITMAN PROPERTIES, LTD.	4069	2,276.00			
		12 1	Jun 30 87	HEITMAN PROPERTIES, INC.	4106	4,976.18		7,252.18	31,392.18 *
519			PARKING						4,107.00
		12 1	Jun 30 87	CENTURY PARKING, INC.	4108	360.00		360.00	4,467.00 *
520			POSTAGE						9,317.19
		12 1	Jun 18 87	AEROSPEED DELIVERIES	4070	48.36			
		12 1	Jun 22 87	U.S. POSTMASTER	4093	600.00			
		12 1	Jun 30 87	AEROSPEED DELIVERIES	4102	33.32		681.68	9,998.87 *
521			TELEPHONE						6,121.32
		12 1	Jun 18 87	PACIFIC BELL	4074	467.28			
		12 1	Jun 18 87	RTC COMMUNICATIONS	4073	20.72			
		12 1	Jun 30 87	MCI TELECOMMUNICATIONS	4101	156.63		644.63	6,765.95 *
523			DUES, SUBSCRIPT & PUBLICATIONS						3,809.33
		12 1	Jun 12 87	BOOK MINE	4067	21.15			
		12 1	Jun 18 87	SUPERINTENDENT OF DOCS.	4078	27.00			
		12 1	Jun 18 87	BUSINESS DIRECTORIES	4092	191.82			
		12 1	Jun 30 87	CALIFORNIA BUSINESS	4113	12.00			
		12 1	Jun 30 87	CALIFORNIA BUSINESS	4113	0.00			
		12 1	Jun 30 87	CALIFORNIA BUSINESS	4113	0.00			
		12 1	Jun 30 87	SSAE	4120	75.00		326.97	4,136.30 *
24			PROFESSIONAL SERVICES						10,589.86
		12 1	Jun 30 87	PFANNER & TATE	4110	69.00		69.00	10,658.86 *
525			MISCELLANEOUS						1,098.04 *

General Ledger Listing as of JUNE 30, 1987

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
527				NEWSLETTER					7,452.79 *
528				TAXES-PERSONAL PROPERTY					463.69 *
529				PUBLICATIONS EXPENSE					1,158.35
			12 1 Jun 23 87	WESTERN CONTRACT FURNISH	4097	6.00			
			12 1 Jun 30 87	CAPITAL PRINTING	4107	45.16		51.16	1,209.51 *
530				PRINTING					8,390.23
			12 1 Jun 30 87	CITADEL PRESS	4115	772.74		772.74	9,162.97 *
531				RESEARCH					21,876.70
			12 1 Jun 18 87	MCI MAIL	4076	8.40		8.40	21,885.10 *
532				ADVERTISING					0.00 *
533				PROMOTIONAL MATERIALS					44,802.73
			12 1 Jun 18 87	THE PRESS ROOM	4086	66.78			
			12 1 Jun 18 87	TABERCOPY	4088	165.00			
			12 1 Jun 30 87	BUSINESS JOURNAL	4124	500.00		731.78	45,534.51 *
534				TRAVEL					6,922.87
			12 1 Jun 30 87	JOHN R. ROBERTS	4098	296.00			
			12 1 Jun 30 87	PAM CROOK	4121	59.10			
			12 1 Jun 30 87	AMERICAN EXPRESS	4100	520.17		875.27	7,798.14 *
535				EMPLOYEE MOVING EXPENSES					0.00 *
536				DIRECT MAIL					0.00 *
538				LOCAL MEETINGS/PUBLIC RELATION					1,495.01
			12 1 Jun 18 87	JOE DONOVAN PHOTOGRAPHY	4085	42.40			
			12 1 Jun 30 87	JOHN R. ROBERTS	4098	43.27			
			12 1 Jun 30 87	AMERICAN EXPRESS	4100	145.54		231.21	1,726.22 *
539				MEMBERSHIP PROMOTION					1,578.57
			12 1 Jun 30 87	JOHN R. ROBERTS	4098	31.09		31.09	1,609.66 *
540				AUDIO-VISUAL					0.00 *
541				MOTION PICTURE COUNCIL					0.00 *
542				SPECIAL MEETINGS-PROSPECTS					29,866.03
			12 1 Jun 12 87	UNITED PARCEL SERVICE	4066	519.25			
			12 1 Jun 16 87	MIYAMOTO TRAVEL SERVICE	4068	2,642.70			
			12 1 Jun 18 87	FEDERAL EXPRESS	4079	59.00			
			12 1 Jun 22 87	CASH	4094	11.75			
			12 1 Jun 30 87	MR. SAM OKI	4103	932.03			
			12 1 Jun 30 87	ALMOND PLAZA	4122	166.40			

General Ledger Listing as of JUNE 30, 1987

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
542				SPECIAL MEETINGS-PROSPECTS			(continued)		
			12 1 Jun 30 87	AMERICAN EXPRESS	4100	565.65			
			12 1 Jun 30 87	MR. THOMAS HOEDAY, JR.	4105	932.03			
			12 1 Jun 30 87	JOHN R. ROBERTS	4098	515.25		6,344.06	36,210.09 *
543				BREAKFAST MEETING EXPENSE					39,093.53
			12 1 Jun 18 87	CAP. PLAZA HOLIDAY INN	4089	15.43			
			12 1 Jun 18 87	COMMUNITY/CONVENTION CTR	4072	180.00			
			12 1 Jun 18 87	PHOTOS BY MAGGIE MCGURK	4071	116.60			
			12 1 Jun 18 87	GUARDSMARK, INC.	4083	157.50			
			12 1 Jun 18 87	SPACE PLANNING ASSOC.	4077	242.37			
			12 1 Jun 30 87	JOHN R. ROBERTS	4098	2.00		713.90	39,807.43 *
544				TRANSPORTATION					1,884.57
			12 1 Jun 18 87	SHELL OIL COMPANY	4080	532.93			
			12 1 Jun 30 87	AMERICAN EXPRESS	4100	447.43		980.36	2,864.93 *
545				EXEC COMMITTEE/BOARD MEETINGS					712.11
			12 1 Jun 30 87	FENNISI'S	4109	221.26		221.26	933.37 *
546				MEMBERSHIP MEETING EXPENSE					12,408.96
			12 1 Jun 22 87	COMMUNITY/CONVENTION CTR	4095	362.50			
			12 1 Jun 30 87	COMMUNITY/CONVENTION CTR	4116	200.00		562.50	12,971.46 *
547				OTHER MEETINGS					1,519.20 *
555				CUMUL EFF-CHANGE TO DEFER REV					0.00 *
						66,287.28	66,287.28		

84 accounts listed.
99 transactions processed.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
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.

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

3M Locates in Roseville

ROSEVILLE, CA—In late-May, SACTO announced that one of its company prospects, 3M, had acquired 140 acres of land in Roseville. The property acquired by 3M is zoned for research and development and office, and has the capacity to accommodate up to 5,000 employees. "Actual use of the property will depend upon a number of factors, ranging from 3M's growth and future needs to an assessment of business conditions in states where the company either has or could build facilities," said James Stoker, manager of Corporate Real Estate for 3M. "We are very positive about Roseville," he said, "but this is such a long-term development that it's hard to be specific about details."

Jerry Hunt, SACTO President, noted that many had played an important role in the project. "For nearly three years during which SACTO was working on this project, in excess of 100 local people were involved in helping to bring this important project to fruition." Hunt highlighted the efforts of SACTO Past Presidents. "Each of us wanted this project to announce during our terms," said Hunt, "and it is certainly a pleasure for this to take place during my term. But the fact of the matter is that previous Presidents Brian Van Camp, Tom Hobday and Ed Lammerding had a substantially greater hand in this project than I."

The 3M purchase is part of a much larger (850-acre) development being created by the Johnson Ranch Partnership, which includes Sacramento Savings and Loan Association and Johnson Ranch Investors and lies to the north of Douglas Boulevard in Roseville. Angelo Tsakapoulos, President of AKT Developments and a managing partner in the project, pointed out the importance of many local elected leaders who had worked on the project. He particularly noted Roseville City Councilmember John Byouk and former Mayor Jim Ross



(L-R) Phil Ozenick, Mayor, City of Roseville; James Stoker, Corporate Real Estate Manager, 3M; Angelo Tsakapoulos, President, AKT Developments; Jim Rinehart, California Department of Commerce, Director of Business Development; and John Roberts, SACTO Executive Director.

for their efforts.

In addition to ongoing discussions about the area with SACTO, and the selected property with the developers, the California Department of Commerce and the Governor's office, city officials of Roseville and Placer County were very helpful in bringing the project together. "Without assistance from these and other parties," noted Hunt, "we would have had difficulty locating this major firm."

3M employs 82,000 people worldwide and has operations in 49 countries. Its U.S. operations include 4,200 employees at California locations. Company sales last year were \$8.6 billion.

Mark Your Calendar

SACTO will hold its first-ever informational symposium the morning of September 15 at the Sacramento Convention Center. The SACTO Annual Meeting Luncheon will immediately follow the symposium and will also be held at the Convention Center. Reservation information will be mailed later this month. Limited seating is available for both the symposium and the luncheon. Reservations will be processed on a first-come, first-served basis.

President's Message

By Jerrold Hunt

SACTO at 12: Our Greatest Growth is Ahead of Us



Jerrold Hunt
1987/88 SACTO President

As we commence our twelfth year of operations, the challenge that the Sacramento Area Commerce and Trade Organization faces is not whether our community will grow but **how** it will grow. SACTO serves the four counties of Sacramento, Yolo, Placer, and El Dorado. While SACTO presidents will come and go, the organization's guiding goal remains steadfast: to positively influence the quality of growth that will inevitably take place. It's a straightforward goal in a complex world. More than 7,000 economic development agencies like SACTO are in fierce competition to relocate to their cities the approximately 3,000 companies presently searching for new facilities.

Recent national recognition of the general desirability of our four county market area has forged a change in emphasis of SACTO's marketing strategy. SACTO will seize the initiative as never before to attract the best corporations this nation and the world have to offer. Responding equally to every nibble of interest is out; choosing and wooing the best companies for the Greater Sacramento Area is in. Success in this long-term, high stakes endeavor involves far more than welcoming all comers with open arms.

Of the 3,000 companies mentioned above, only 100 meet SACTO's criteria for top corporate citizens. These "primary" companies exhibit a corporate commitment to the well being of their employees and their communities that goes far beyond the bottom line. They share a concern for their employees and an appreciation of what "quality of life" really means. They are firmly entrenched and involved in their communities because they really believe in not only giving back to the people and places that have fostered their success but in positively contributing to their continuing improvement. Maturity enhances their respect of our limited natural resources; they do more than their share to preserve the environment and nurture community services and activities.

These companies aren't likely to require major inducements or incentives to locate in the Greater Sacramento Area—their vision goes beyond short-term and passing inducements that many of our competitors are able to offer as enticements. Such incentives include: free land, low interest and no-interest loans, tax abatements and free industrial and office space. Few of these expensive "gifts" are generally available in California and, surprising as it may seem, the chorus from most top corporations is, "That's not what we're looking for anyway; we are not only willing, but eager to pay our fair share to offer our valuable employees the opportunity to live in and contribute to a quality community."

Again and again we've discovered that it's the human element that matters. Thriving, prosperous companies need healthy communities more than they need gimmicks. Therefore, that is how SACTO intends to market the Greater Sacramento Area. In place of flashy inducements, we present the area's quality of life, low land costs and affordable housing, peaceful labor relations, a well-trained and educated labor force, a prime location that puts all major western markets within a few hours reach, outstanding transportation

facilities for land, sea and air, a sunbelt climate and a stable economy which welcomes the entrepreneurially oriented.

Since January, SACTO has witnessed an upsurge in inquiries which leads us to conclude that we need another marketing executive if adequate funding can be obtained. It's also caused us to prioritize our efforts on behalf of the most desirable corporations considering a move to Sacramento. Culled from the 100 best corporations are 20 companies SACTO has targeted as top contenders for a home in the Greater Sacramento Area. SACTO continues its commitment to establish ongoing relationships with all of these premier corporations. In some cases these targeted companies are in the market for regional headquarters sites which we believe to be amongst the most desirable candidates.

Sometimes the benefits of recruiting new companies are indirect. SACTO encourages newly recruited corporations to establish operations in all parts of our four county service area. Consequently, we are able to offer locations that can be specifically tailored to the prospect's requirements. While a prospect's needs may favor one specific area over the others, our entire region benefits from quality growth. Our community is able to better manage quality growth and minimize some of the potential negative impact of development on traffic congestion, housing availability and affordability and educational facilities to name a few.

Sacramento's willingness to address potential problems such as air pollution, traffic, water and power capacities, quality education and adequate transportation systems **before** they become insurmountable problems is essential if we are to continue recruiting top-notch companies. Part of SACTO's strength lies in the fact that we can truthfully assure potential recruits that the Greater Sacramento Area is aware of potential problems and is working toward their solution. SACTO's bylaws

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Spirit of Enterprise . . . Alive and Well in the Greater Sacramento Area

Instead of the typical negative diatribe so frequently made regarding economics, George Gilder, well-known economist and author, treated 1,500 people attending the 12th Annual SACTO Breakfast to some positive comments concerning national and local economics.

Gilder, an occasional speechwriter to President Reagan and editorial contributor to the *Wall Street Journal*, wrote best-sellers "Wealth and Poverty" and "The Spirit of Enterprise." A Harvard graduate, he also contributes to the *Washington Post*, and *The National Review*.

According to Gilder, knowledge and entrepreneurial skills have replaced natural resources and government involvement as the world's source of wealth and power. "Knowledge is the key in the age of information," remarked Gilder. "Knowledge is power; not military strength, natural resources or even trade surpluses."

Gilder declared that knowledge and entrepreneurial spirit were the key to business and economic success, and that this entrepreneurial spirit was present in the Greater Sacramento Area. "The triumph of the individual is being

played out in the Greater Sacramento Area."

SACTO Executive Director, John Roberts, used Gilder's theme to share with the audience the spirit of enterprise which helped attract 3M, a recently SACTO-assisted company, to the Greater Sacramento Area. "This particular location was the result of a cooperative effort of over 100 people," commented Roberts. He emphasized that 3M's decision to acquire property in the area was the third such announcement by a "Best 100" company in the last three years for the area. Also noted was the fact that such a record was the envy of many regions and economic development interests nationwide.

Jerry Hunt, SACTO President, advised the audience of the "state of SACTO," thanked those involved in the 3M location and along with Immediate Past President Brian R. Van Camp, thanked SACTO members who had contributed so much to the organization during the past year. He expressed special appreciation to all members of the Annual Breakfast committee for making the event possible. Those Committee members were **R. Neil Smyth**, Coldwell Banker; **John Frisch**, Coldwell

Banker; **Lou Burnett**, Capitol Bank of Commerce; **Jerry Sue Hooper**, Gaylord & Hooper, Inc.; **Susan Wood**, Whisler-Patri/ Space Planning Associates; **Susan Blake**, KXTV-TV Channel 10; and **Marco Babich**, Commerce Savings Bank.



John Roberts, SACTO Executive Director, reviews SACTO's Locations.



Jerry Hunt, who assumed the position of SACTO President in May, addresses Annual Breakfast attendees. Hunt expressed appreciation to outgoing SACTO President Brian Van Camp, who vacated the SACTO post to run for elective office.



After reviewing committee activities of 1986/87, Brian Van Camp thanks those committees and members at large whose support helped make his term as SACTO President a success.

Photos by Maggie McGurk Photography

Support Those Who Support SACTO

SACTO Members as of June 19, 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

Acrojet General
A. Teichert & Son, Inc.
Camino West Companies
Coldwell Banker Commercial Real Estate
Services
County of Placer
El Dorado Hills Investors, Ltd.
KCRA TV Channel 3
Port of Sacramento
The Sacramento Bee
Sacramento Board of Realtors
Southmark Pacific Corporation

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

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 & Gawthrop
Brown, Stevens, Elmore & Sparre
Cable Data
California Vision Service Plan
Chevron U.S.A., Inc.
Citation Builders
City of Lincoln
County of El Dorado
Diepenbrock, Wulff, Plant & Hannegan
E & J Properties Ltd.
Friedman, Collard, Poswall & Virga
Hefner, Stark & Marois
KXTV TV Channel 10
M. J. Brock & Sons, Inc.
McDonough, Holland & Allen
National University, Sacramento
Natomas Real Estate Company
Pacific Coast Building Products, Inc.
Peat, Marwick & Main
Raley's

River City Bank
RJB Interests
Sacramento Valley Insurance
The Sammis Company
Security Pacific National Bank
The Spink Corporation
United Services Automobile Association
Van Camp & Johnson
Weintraub, Genshlea, 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
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
Desmond, Miller, Desmond & Bartholomew
Duke Development Company
Ernst & Whinney
Granite Construction Company
Grant Thornton
Greve, Clifford, Diepenbrock & Paras
Grubb & Ellis Commercial Brokerage
Heart Federal Savings & Loan Association
Herman Miller, Inc.
Intel Corporation
Jon Gibson Company
KOVR TV Channel 13
Kronick, Moskovitz, Tiedemann & Girard
Laugenour, Johanson & Robinson
Lawrence Mayflower Moving & Storage
Company
Liberty Title & Escrow Company
Lukenbill Enterprises
Management Recruiters of Sacramento
McCracken, Wilcox & Bertoux
Mercy Health Care Organization
Moore Bros.
NEC Electronics, Inc.
NVE, Inc.
Nelson Rodgers Company
Norris, Beggs & Simpson
Peter P. Bollinger Investment Company
Planner & Tate Accountancy Corporation
Placer County Board of Realtors
Point West Bank
The R. J. Kuhl Corporation
Rex Moore Electrical Contractors & Engineers
The Sacramento Union
Safeco Title Insurance
Sanwa Bank California
Signetics Military Products Division
Slakey Brothers, Inc.
Snider Leasing, Inc.
Stockman Law Corporation
Touche Ross & Company
Vitiello & Associates, Inc.

Wells Fargo Bank, N.A.
Whisler Patri/Space Planning Associates
Wilke, Fleury, Hoffelt, Gould & Birney
Winncrest Homes

Bronze Members - Up to \$599

Airco Industrial Gases
Alan Oshima & Associates, Architects
Alford Construction
American Environmental Management
Corporation
American River Bank
Amfac Distribution Corporation
Anderson Geotechnical Consultants, Inc.
Angelo & Hawkins Insurance
AVANTEK, Inc.
The Bank of Woodland
Biggam Enterprises, Inc.
Bonney & Gordon
Boutin, Lassner, Gibson, Perry & Delehant
Buhler, Richard B.
Building Industry Association
The Business Journal
California State University, Sacramento
Capital City Foods Corporation
Capital Venture Investors
Capitol Bank of Commerce
Carissimi Rohrer Associates
Carlson Associates
Carson Development Company, Inc.
CEDEVCO
CH2M Hill
Chatham Relles Company
Chicago Title Company
Christofer Company
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
Daniel, Mann, Johnson, Mendenhall (DMJM)
Daru Development Corporation
Dean F. Unger A.I.A. Inc.
Devine & Son Trucking Company
Dick Harris Insurance Agency
Dolan Building Materials, Inc.
Dominion Enterprises, Inc.
Donoho, Cohn & Company
Dorman's Catering Specialists
Downey, Brand, Seymour & Rohwer
E. F. Corbin Company
E & V, Incorporated
Economic Development Council of Davis
EKC Developments
Eskaton Health Corporation
Essary, Dal Porto & Lowe
Evergreen Management Company

F. H. Finley Enterprises, Inc.
 The Firehouse Restaurant
 Fite 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.
 Global Moving & Storage, Inc.
 Golden State Business Systems
 Harbison-Mahony-Higgins, Inc.
 The Hardson Company
 Heald College, Sacramento
 Healthcare
 Hedicke-Latimer Public Relations
 Henderson & Dreyer, Inc.
 Holiday Inn, Capitol Plaza
 House of Signs
 Huckaby Rodriguez, Inc.
 Hysol Grafil Company
 Insurance Associates of Sacramento
 Jackson Properties, Inc.
 James J. Cordano Company
 J. H. Kleinfelder & Associates
 Jim Naekel Realty
 The John Dailey Company
 John F. Otto, Inc.
 John T. Kehoe, Inc.
 John Waddell Accountancy Corporation
 Judy Thompson, Inc.
 KGNR, KCTC Radio
 KSCH TV Channel 58
 KVIE TV Channel 6
 Kaufman & Company, Ltd.
 Kent Baker & Associates
 Kimmel Companies
 King and Mering
 Kings Professional Basketball Club
 Kirk Doyle Realtor
 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
 Madsen & Flathmann Architects
 Maggie McGurk Photography
 Maita Oldsmobile
 Maloney & Bell General Contractors, Inc.
 Manpower Temporary Services
 Marilyn Park & Company
 McCormick Company
 McGee & Thielen 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 Company
 Nacht & Lewis Architects, Inc.
 Neva Cimaroli Realtor
 Noack and Dean
 Nolte & Associates
 North American Title Company-
 Placer County
 North American Title Company-
 Sacramento County
 Obesity Treatment Center
 Oki Nursery
 Omni-Means, Ltd.
 Pacific Gas and Electric Company
 Pacific General Group, Inc.
 Pacific Scene, Incorporated
 Park Mechanical, Inc.
 Patterson Travel
 PEI, Placer Electric Incorporated
 Pickett-Rothholz & Murphy
 Placer Title Company
 Potter, Taylor & Company
 Predovich Properties, Inc.
 Psomas & Associates of Sacramento
 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 & Associates
 Rollins Burdick Hunter
 Roseville Chamber of Commerce
 Roseville Community Hospital
 The Ross Company
 Roy E. Brewer Law Firm
 Roy Heatly Associates, Inc.
 Runyon Saltzman, Inc.
 Sacramento Coca-Cola Bottling Company, Inc.
 Sacramento Commercial Bank
 Sacramento Magazine, Inc.
 Sacramento Municipal Utility District
 Sacramento Regional Transit District
 Sacramento Savings & Loan Association
 Sacramento Title Company
 Sacramento Valley Sheet Metal, Heating &
 A/C Industry Fund
 Sacramento Women in Commercial Real Estate
 Schneider Commercial Real Estate
 Separovich/Domich Developers
 Separovich Investors & Consultants
 Shasta Linen Supply, Inc.
 Shearson Lehman Brothers, Inc.
 Shedy for Supervisor Committee
 Sierra College
 Singer Company/Sacramento Jobs Corps Center
 Smith & Gabbert, Inc.
 Somers Building Maintenance
 Spilman Printing Company
 Sterling-Moore Advertising & Public
 Relations
 Sunrise Bank of California
 Sutter Health System
 Tab of Central California
 Tenco Tractor, Incorporated

Tennant, Parshall, Read & Dutra
 Thielen Tinsley & Associates
 The Thomas Company
 Thompson, Noble & Company
 Thomson-Diggs Company
 Thurmond & Thurmond, Inc.
 Trainor, Robertson & Smits
 Travel Bureau of Sacramento
 TRI Realtors
 Ty Ebright & Associates
 United Way-Sacramento Area
 University of California Davis Medical Center
 University Extension, UC-Davis
 VRG Development Corporation
 Vail Properties
 Valley Health Enterprises
 Viking Labs/Honeywell
 Wallis-Trane Service Company
 Westamerica Bank, N.A.
 Western Contract Furnishers
 Western Kraft Paper Group
 Western National Realtors
 The Westwood Company
 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
 Zellerbach Paper Company

New Members

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

Interland Corporation

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

Buzz Oates Enterprises
 Holliman, Hackard & Taylor
 Niello Porche Audi, Ltd.

Bronze Members - Up to \$599

Brownie's Blueprint Company
 Cochlan Associates Management
 Company
 Executive Publications, Inc.
 Foothill Design Group
 Placer Bank of Commerce
 Ray McNally & Associates, Inc.
 S. J. Amoroso Construction
 S.P.M. Company
 U.S. Sprint Communications
 Company

New Trust Foundation

California State University, Sacramento recently announced the establishment of a Trust Foundation. "The CSUS Trust Foundation was established to acquire and manage private financial and other resources for the University," stated CSUS President, Donald Gerth.

"SACTO heartily endorsed the Trust Foundation," remarked Jerry Hunt, SACTO President. "The Foundation provides a means to expand on the current well-educated labor pool available in the area; this will certainly enhance SACTO's marketing efforts," continued Hunt.

Many SACTO members currently serve as officers and board members of the CSUS Trust Foundation. They include: **Norman J. Phillips**, Pacific Bell; **Robert Bell**, Hefner, Stark and Marois; **Tom Hobday**, Sacramento Valley Insurance; **William Campbell**, Camray Development & Construction Corp.; **Edward Lammerding**, Sierra Resources Corporation; **George Crandell**, Capital Ventures Investors; and CSUS President **Donald R. Gerth**.

For further information regarding the Trust Foundation, contact President Donald Gerth, (916) 278-7737.

SACTO Locateds

In addition to the long-awaited 3M announcement featured on this issue's front page, SACTO is pleased to announce the location and expansion of three diverse industries to the Greater Sacramento Area.

National Education Corporation, a vocational-technical school, will be expanding its Sacramento facilities to over twice the present size in order to accommodate additional courses being offered beginning in September.

National Education Corporation, headquartered in Irvine, California, is the world's largest training company. In addition to its National Education Centers, NEC has subsidiaries for domestic and overseas industry training, educational publishing and international independent study.

National Education will occupy 18,000 square feet at 8471 Jackson Road, Sacramento. The current staff of 18 is expected to increase to 25 by the end of 1987.

Another SACTO-assisted company, Sunfield Foods, a natural foods manufacturer and distributor, will be consolidating three of its current facilities in the new Sacramento site.

Sunfield Foods is based in Hayward, California and is a subsidiary of Roundtree, Inc., a United Kingdom firm. Sunfield will lease 52,000 square feet at 3750 Pell Circle, Sacramento, and will initially employ 25 persons. The company plans to begin operations by October 1, 1987.

Leasing agent on this project was Steve Machado, Grubb and Ellis.

The third SACTO-assisted company is White Bros., a 100 year-old, Oakland-based hardwood manufacturer.

White Bros. leased a 13,200 square-foot building at 5695 Power Inn Road, Sacramento which will serve as a distribution center for the firm. Plant operations are already underway.

Leasing agent was Jim Stanley, Coldwell Banker.

SACTO Prospect Report List of Active Prospects

Prospect Number	From	Type	Prospect Number	From	Type
001	W	electronic manufacturer	651	W	spirits distiller
102	W	mfg./biotechnology	652	N	mfg./printed products
104	W	mfg./electronics	655	W	dist./aluminum and plastics
204	W	mfg./concrete accessories	658	S	data processing
304	W	mfg./electronics	659	W	hi-tech, electronics
409	W	mfg./electronics	701	E	paint, sales/distribution
417	E	mfg./electronics	702	W	clothing manufacturing
424	W	mfg./electronics	704	W	computer software
516	MW	data processing	705	**I	fiberglass insulation
541	NW	warehouse	709	W	mfg./lab instruments, optic systems
547	W	mfg./furniture	710	W	data processing
563	S	unknown	711	E	warehouse/distribution- food products
565	W	landscape architects	712	**I	food processor
602	E	warehouse/distribution	713	MW	insurance firm
607	**I	semi-conductors mfg./electronics	715	W	prism lense mfg. business
610	*UN	distribution/tractor, graders, earthmovers	716	S	mfg./distribution of wallpaper
617	*UN	turbine engines	717	**I	food processor
627	*UN	insurance	718	W	retirement community
632	E	office equipment	719	W	fencing
637	*UN	pharmaceutical fermentation	720	*UN	food related
640	*UN	mfg./aircraft electronics & avionics	721	*UN	pharmaceutical
642	W	mfg./wheelchair	722	*UN	lumber distribution & mfg.
645	*UN	food processor	724	**I	semi-conductors
648	*UN	food processor	725	W	electronics
650	S	mfg./tile	726	MW	cosmetic mfg./dist.
			727	**I	mfg./insulation

51 Total, *Unknown, **International, W - West, NW - Northwest, MW - Midwest, S - South, E - East

Target Companies Committee - Recap

SACTO's Target Companies Committee recently surveyed SACTO members regarding objectives and types of companies to recruit to the Greater Sacramento Area. Based on a healthy response of nearly 25 percent of the entire SACTO membership, members noted strong concern about the direction SACTO takes in its prospect marketing strategy.

Target Business Categories

The Survey queried members as to what types of manufacturers and business services they preferred that SACTO target and encourage to locate in the area. In the area of manufacturers, categories ranking the highest were electric and electronic equipment, instruments and related products and machinery. Regarding business services, those receiving the highest number of votes by members were computer and data processing, and insurance carriers.

Target Company Characteristics

Another area of the survey focused on was desirable company characteristics. Characteristics scoring the highest were companies making corporate headquarters relocations, companies having been distinguished as top quality companies and companies having a concern for the environment.

Impediments to Growth

As a matter of interest, the committee also asked survey respondents to identify issues they thought were impediments to growth. By far the largest vote-getter was transportation, particularly freeway congestion and mass transit, but also of concern were the potential for flooding and the impact of Rancho Seco.

Incorporation of Results

A summary of the study was presented to the SACTO Board of Directors by Target Companies Committee Chair

and SACTO Director Erwin Potts of McClatchy Newspapers. The Board approved the survey and voted to incorporate the results into SACTO's economic development recruitment strategy.

continued on page 8

President's Message

continued from page 2

require that it not involve itself in political situations and therefore SACTO cannot actively endorse the merits of specific candidates or causes such as the proposed increase in sales tax to benefit transportation, construction of the Auburn Dam or reactivation of Rancho Seco. Nevertheless, all of us recognize that more efficient and less congested transportation, economical and adequate power and water supplies, and more recreation facilities are essential to facilitate the continued quality growth of the four county area. However, we believe that other government and business entities provide the proper forum in which to make such decisions as to the appropriate specific course of action.

For SACTO's part, we will continue to build upon our strengths. One of our greatest strengths is our active and balanced membership. Unlike many other economic development agencies, SACTO is not dominated by any one sector of our local economy. Rather, we are blessed with broad-based support from all sectors of the community, including the essential backing of our local governments. It is SACTO's aim to maintain this strong balance of community interests which results in a strong, vibrant organization with a balanced perspective on what's beneficial for the Greater Sacramento Area and the continued enhancement of our quality of life.

Jerry Hunt, longtime managing partner of the Sacramento office of Price Waterhouse, has recently been installed as SACTO's new president.

Bylaw Revisions

The SACTO Bylaws Committee, Chaired by **Phil Mering, King & Mering**, made bylaw revision suggestions to the SACTO Board of directors which were subsequently approved. The changes reflect general updating.

A summary of the revisions are as follows:

1. Regarding election of SACTO Directors, if the nominating committee has already approved nominees, formal Board approval should not be necessary.
2. The Annual Meeting and the Organizational Meeting of the Board of Directors should be combined and moved up to the second Wednesday in July. Thus, the election of the new officers will be approved by the new Board. Currently, the new officers are elected by the old Board.
3. The Executive Committee will consist of the President, Vice President, Secretary, Chief Financial Officer and immediate Past President. This change also allows for the addition of three Directors to the Executive Committee, appointed by the President.
4. Number of bylaw mandated committees has been reduced and the Strategic Planning Steering Committee is disbanded.

To receive an updated copy of the bylaws, call the SACTO office and a copy will be mailed to you.

SACTO extends sincere appreciation to the Bylaw Committee and the law offices of Van Camp & Johnson for their assistance in this bylaw review process.

Target Company Recap

continued from page 7

"I would like to thank each member of the committee for their contribution," stated Potts. "This is probably one of the most qualified and professional groups that I have had an opportunity to chair and the results were certainly worthwhile."

John Roberts, SACTO Executive Director, remarked that the results of the survey were incorporated into SACTO's prospect marketing activities immediately. "As a membership services organization," said Roberts, "SACTO strives to follow members' direction. Without the efforts of this committee, SACTO staff would not have been able to determine how existing SACTO marketing strategies aligned with membership wishes."

1986/87 Target Companies Committee

Erwin Potts - Chair
McClatchy Newspapers

Charles M. Alexander
A. Teichert & Son, Inc.

Frank A. Bodie
Coopers & Lybrand

Doug Burris
Los Rios Community College District

William Collard
Friedman, Collard, Poswall & Virga

John H. Dailey
The John Dailey Company

Lawrence S. Daniel
Imperial Bank

Bruce K. Drayton
Iliff, Thorn & Company

Robert M. Earl
New Merit, Inc.

Michael A. Fagan
Citizens Utilities Company of California

Jon K. Gibson
Jon Gibson Company

J. Daniel Kennedy
The Business Journal

Michael A. Manley
Eskaton Health Corporation

Diane Miller
McCracken, Wilcox & Bertoux

James Naify
University Extension - UCD

Tom Nations
Union Bank

Grove Nichols
Commerce Savings Bank

Paulette Perfumo
Sierra College

Reagan L. Preis
USAA

Bruce Risley
American Environment Management Corporation

Walter Rohrer
Carissimi Rohrer Associates

Alan L. Ross
Price Waterhouse

Glen Sellers
Price Waterhouse

S. Frank Shepard
Wells Fargo Bank, N.A.

Allen Trux
Carlson Associates

Ralph Vitiello
Vitiello & Associates, Inc.

Steve Willis
Capitol Office Systems

SACTO

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

<p>Bulk Rate U.S. Postage P A I D Permit No. 1958 Sacramento, CA</p>
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APPENDIX V: PROSPECT ACTIVITY

LOCATED PROSPECTS

410 AR

.CODE NUMBER: 410 AR
 .CONTACT: James Stoker SOURCE: _____ PHONE: _____
 .PROSPECT NAME: 3M PHONE: 612-778-4752
 .ADDRESS: 3M Center, (P.O. Box 33331)
 .CITY: St. Paul STATE: MN ZIP: 55133
 .TYPE: mfg./diversified
 .DATE OPENED: 05/04/84 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: Roseville DATE LOCATED: 87/05/22
 .REASON CLOSED OR LOCATED: _____
 .JOBS NOW: _____ JOBS ULTIMATE: _____
 .INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 05/22/87
 .FOLLOW UP DATE: Located company
 .COMMENTS: _____

-- REALTOR/DEVELOPER REFERRALS --

.Name: Dawson/Stanford Name: AKT Development Name: Southmark
 .Reason: plnnd campus-like Reason: rolling-tree cov. Reason: plnnd campus-like
 .Date: _____ Date: _____ Date: _____
 .F/U: _____ F/U: _____ F/U: _____

635 WI

.CODE NUMBER: 635 WI
 .CONTACT: Michael Brannick SOURCE: _____ PHONE: _____
 .PROSPECT NAME: NATIONAL EDUCATION CORPORATION PHONE: (714) 261-7606
 .ADDRESS: 1732 Reynolds
 .CITY: Irvine STATE: CA ZIP: 92714
 .TYPE: vocational school
 .DATE OPENED: 06/30/86 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: Sacramento DATE LOCATED: 87/05/13
 .REASON CLOSED OR LOCATED: _____
 .JOBS NOW: 225 students JOBS ULTIMATE: _____
 .INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 05/13/87
 .FOLLOW UP DATE: Located company
 .COMMENTS: _____

-- REALTOR/DEVELOPER REFERRALS --

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

LOCATED PROSPECTS

706 AR

.CODE NUMBER: 706 AR
 .CONTACT: Jesus Maldonado SOURCE: Bartlett-C/B PHONE: _____
 .PROSPECT NAME: BOXIT CORPORATION PHONE: (916)-482-6308
 .ADDRESS: _____
 .CITY: Cleveland (HQ) STATE: OH ZIP: _____
 .TYPE: Paper mfg. (boxes)
 .DATE OPENED: 01/28/87 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: _____ DATE LOCATED: 87/04/06
 .REASON CLOSED OR LOCATED: _____
 .JOBS NOW: _____ JOBS ULTIMATE: _____
 .INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 03/31/87
 .FOLLOW UP DATE: Located company
 .COMMENTS: Co. already located; this is expansion.
 -- REALTOR/DEVELOPER REFERRALS --
 .Name: _____ Name: _____ Name: _____
 .Reason: _____ Reason: _____ Reason: _____
 .Date: _____ Date: _____ Date: _____
 .F/U: _____ F/U: _____ F/U: _____

723 AR

.CODE NUMBER: 723 AR
 .CONTACT: Craig Kincaid SOURCE: _____ PHONE: _____
 .PROSPECT NAME: WHITE BROS. PHONE: _____
 .ADDRESS: _____
 .CITY: Oakland STATE: CA ZIP: _____
 .TYPE: Hardwood finish mfg. & dist.
 .DATE OPENED: 05/15/87 DATE INACTIVE: _____
 .DATE CLOSED: _____ WHERE LOCATED: Sacramento DATE LOCATED: 87/05/26
 .REASON CLOSED OR LOCATED: _____
 .JOBS NOW: _____ JOBS ULTIMATE: _____
 .INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
 .LAST DATE OF CONTACT: 05/26/87
 .FOLLOW UP DATE: Located company
 .COMMENTS: _____
 -- REALTOR/DEVELOPER REFERRALS --
 .Name: Jim Stanley/CB Name: _____ Name: _____
 .Reason: His Client Reason: _____ Reason: _____
 .Date: _____ Date: _____ Date: _____
 .F/U: _____ F/U: _____ F/U: _____

LOCATED PROSPECTS

660 AR

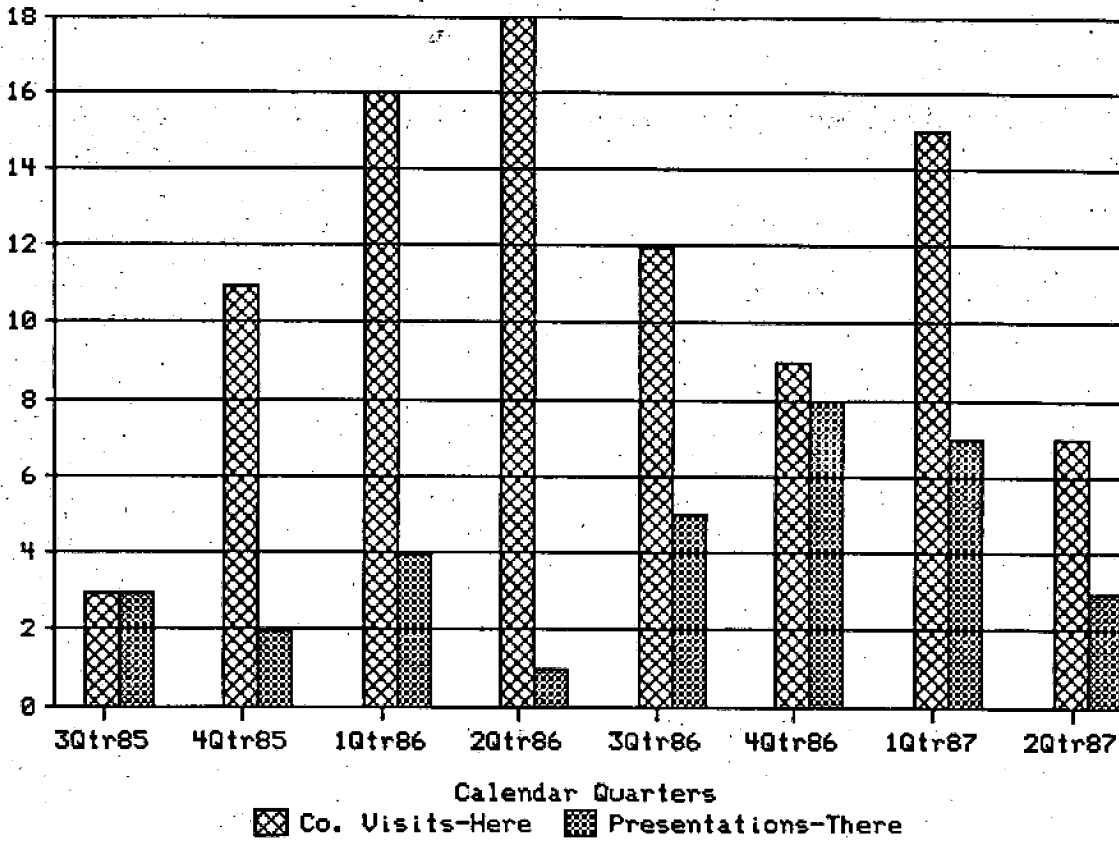
.CODE NUMBER: 660 AR
.CONTACT: Keith Letherman SOURCE: _____ PHONE: _____
.PROSPECT NAME: SUNFIELD FOODS PHONE: (415) 887-2002
.ADDRESS: 25800 Industrial #F150
.CITY: Hayward STATE: CA ZIP: 94545
.TYPE: Health food manuf. & dist.
.DATE OPENED: 11/04/86 DATE INACTIVE: _____
.DATE CLOSED: _____ WHERE LOCATED: _____ DATE LOCATED: 87/06/12
.REASON CLOSED OR LOCATED: Located in Sacramento
.JOBS NOW: _____ JOBS ULTIMATE: _____
.INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
.LAST DATE OF CONTACT: 06/12/87
.FOLLOW UP DATE: Located company
.COMMENTS: _____

-- REALTOR/DEVELOPER REFERRALS --

.Name: <u>Grubb & Ellis</u>	Name: _____	Name: _____
.Reason: <u>Client's selection</u>	Reason: _____	Reason: _____
.Date: <u>11/4/86</u>	Date: _____	Date: _____
.F/U: _____	F/U: _____	F/U: _____

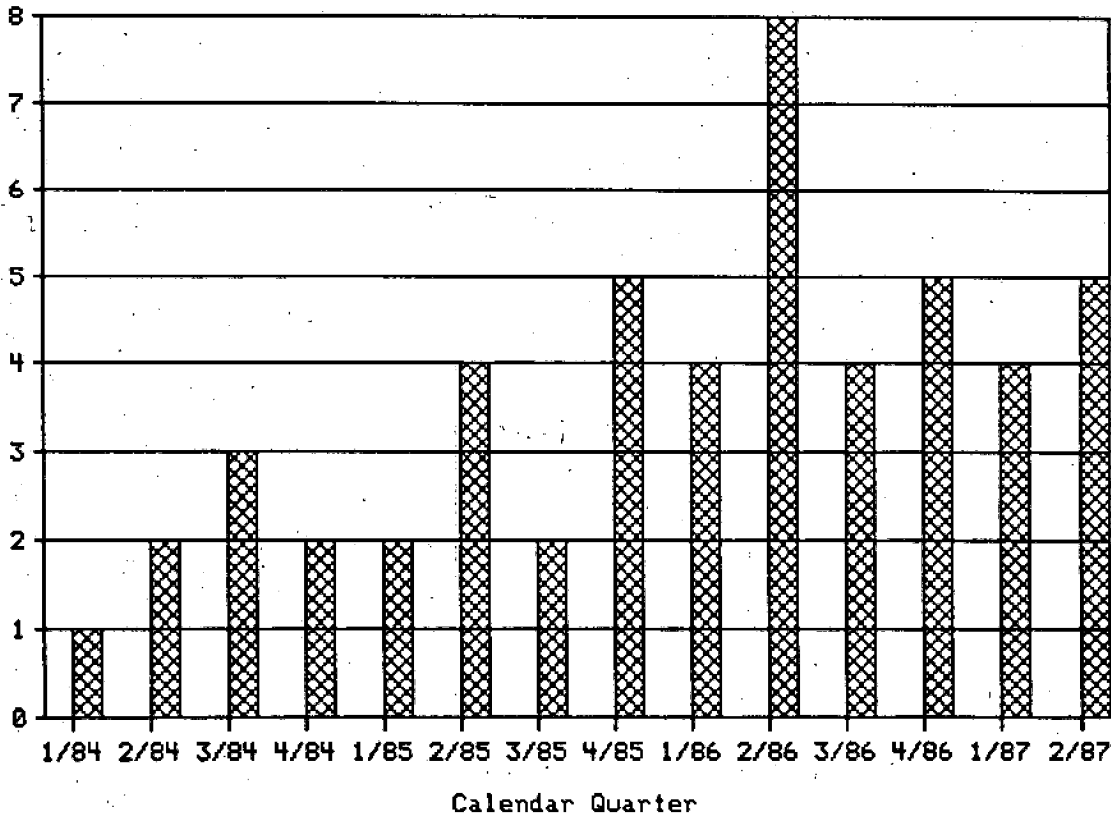
PROSPECT VISITS AND PRESENTATIONS
July 1, 1985 - June 30, 1987

Number of Prospect Contacts



SACTO-ASSISTED COMPANY LOCATIONS
January 1, 1984 to June 30, 1987

Number of Announced Prospects



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 Schrmtto	County Schrmtto	County Yolo	County Placer	County El Dordo				
'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	Maccafferri Gabions			21						Only expansion jobs shown/total 310
'85/86	INA-AETNA		210							
'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	Bergen Brunswig	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						

ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO-ASSISTED FIRMS

'86/87 Ace Hardware					150				
'86/87 West Coast Disco				10					
'86/87 BOXit	3	3							
'86/87 3M Company					5000				Long-term project
'86/87 National Education	25	25							
'86/87 Sunfield Foods	25	25							
'86/87 White Bros.	5	5							
TOTAL	16	282	482	185	5150	0	0	5818	0.05

CLOSED PROSPECTS

412 AR
PRINTRONIX, INC.
CA
mfg./electronics
87/04/21
Consolidating; not interested in expanding

708 AR
OGDEN/ALLIED
CA
Dist. of Chemicals
87/05/15
Project put on indefinite hold.

522 AR
J.C. SCHUMACHER
CA
mfg./electronics
87/04/29
Liquidated project; couldn't get funds

102 MI
GENENTECH, INC.
CA
mfg./biotechnology
87/06/01
Located in Puerto Rico

529 AR
MILLER MUTUAL
CA
insurance company
87/04/22
Lack of response

565 AR
POD, INC.
CA
architectural landscapes
87/06/22
Company will remain in San Francisco

639 AR
ERIC LARSON & CO.
CA
mfg. machines--btl. mineral wtr, etc.
87/04/20
Lack of response

651 AR
KIKKOMAN CORPORATION
CA
Food processor
87/06/30
No further interest or response

714 AR
DEPARTMENT OF COMMERCE-APPAREL (source)

Apparel distribution
87/04/30
Located in Livermore instead.

724 AR
TOSHIBA
Japan
semi-conductors
87/06/30
No longer coming to U.S.

APPENDIX VI: PUBLICATIONS LIST

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, sewer rates, and the cost of living.

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, sewer rates, and the cost of living.

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 of 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 \$2.50 Non-members \$5.50

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 \$2.00 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 zip code 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
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Sacramento, CA 95814

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

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_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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(Print or Type)

Name _____

Title _____

Firm _____

Address _____

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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
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