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Erich & Brown

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Grant Thornton

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Nancy Curley
Sacramento Magazine, Inc.

Robert D. Dean
Bishop Hawk, Inc.

Robert L. Doyle
Roseville Telephone
Company

Norman E. Ellert
A. Teichert & Sons, Inc.

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Standard Office Systems

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Shasta Linen Supply

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Company, Inc.

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McDonough, Holland & Allen

R. Nell Smyth
Coldwell Banker—
Commercial Real Estate
Services

Robert Weygandt
WECCO, Inc.

Jim Whitlock
Patterson Travel

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Sacramento Metro
Chamber of Commerce

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City of Sacramento

Hon. Thomas Chinn
City of Sacramento

Hon. Ila Collin
County of Sacramento

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County of Sacramento

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Sacramento Valley Insurance

Jerrold A. Hunt
Price Waterhouse


G. Samuel Oki
Oki Nursery

Brian R. Van Camp
Downey Brand
Seymour & Rohwer

January 29, 1991

MEMORANDUM

TO: INTERESTED PARTIES

FROM: Alan R. Gianini, Executive Director 

RE: SACTO Quarterly Governmental Report,
October, November, December 1990

Here is SACTO's Quarterly Report for October, November, and December 1990. Your opinions are important to us. We need to know if SACTO is accomplishing what you expect us to and if you would like to see any other information included in this report.

Thank you in advance for your time.



SACTO
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

EXECUTIVE SUMMARY - QUARTER ENDED DECEMBER 31, 1990

HIGHLIGHTS

- Attended IDRC (corporate real estate & facilities executives) meeting in Las Vegas, November.
 - Located two new companies bringing a total of 115 jobs to the region.
 - Marketing trips to Japan, New York, Los Angeles, & San Francisco were made in October & November.
-

STATISTICAL

	Quarter Ending December 31, 1990	Current YTD	Previous Year - YTD
Members	432	432	395
Member Support (cash basis)			
- private	76,950	\$154,150	\$135,917
- public	87,150	\$188,700	\$204,400
- other	20,486	\$47,795	\$32,793
Total receipts (cash)	184,586	\$390,645	\$373,110
Expenses			
- administration	53,024	\$109,597	\$102,464
- marketing*	70,527	\$144,715	\$127,670
- membership & misc.	4,197	\$22,562	\$38,862
SACTO assisted companies announced	2	4	11
Direct jobs expected	115	175	1,714
Active prospects	70	70	63

*includes personnel costs

OUTLOOK

Activity in the data processing field will remain strong due to seismic safety issues, other general activity will soften with the average size of projects shrinking. Major trips are planned to Chicago, New York, Japan, Germany, Los Angeles & San Francisco.

**NOTES
AND DATES**

- 2nd Annual Membership Celebration will be held at the Crocker Art Museum on January 23, 1991, to thank members for supporting SACTO.
 - Publication of Winter 1991 issue of the *Economic Profile* will be published, January 1991.
 - SACTO Membership Luncheon scheduled for March 12, 1991, Sacramento Convention Center. Keynote Speaker: Andres Duany.
 - Annual Event scheduled for May 23, 1991, Sacramento Convention Center. Keynote Speaker: William Ruckelshaus.
-

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

FAX#: 441-2312

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

FOR THE PERIOD COVERING
OCTOBER, NOVEMBER, DECEMBER 1990

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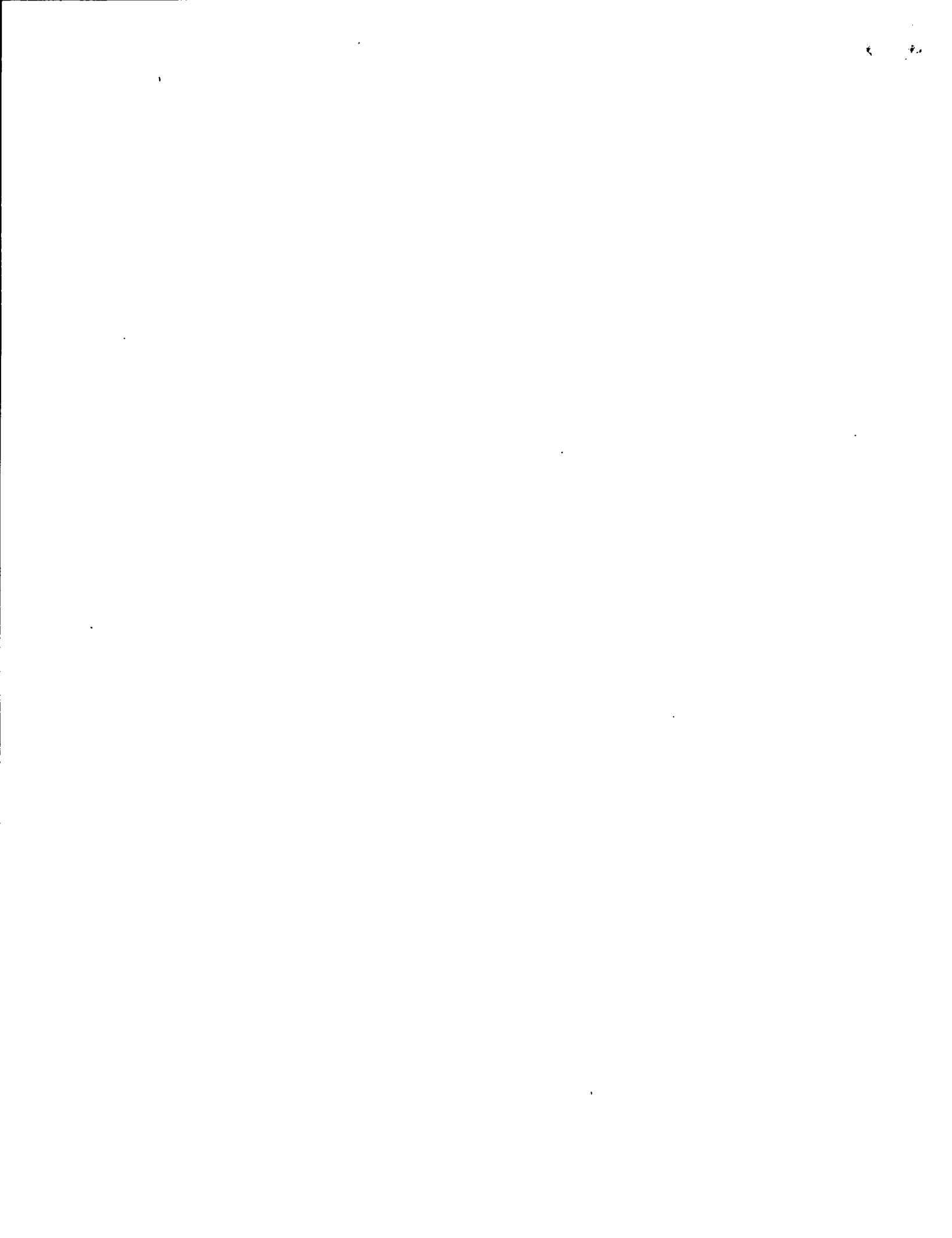
I. BRIEF STATEMENT OF SERVICES

1. Purposes of Fund Expenditures
2. Any Direct Personal Benefits
3. The Number of Performances, Appearances or Publications
 - A. Performances and Appearances
 - B. Publicity
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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
October, November, December 1990

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 budget exhibit.

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. Went on marketing trip to Japan on October 19-27, 1990, and met with companies considering expansion as well as companies who are already located in the area including Ebara International who located in the Enterprise Zone.
2. Appeared before the Sacramento City Council and the Sacramento County Board of Supervisors.
3. Attended IDRC (Industrial Development Research Council) National Congress. SACTO's Executive Director is serving in leadership roles on both regional and national committees of this organization.
4. Went on marketing trips to San Francisco and Los Angeles.
5. Undertook first marketing mission to New York on behalf of the Sacramento Area Marketing Group (SAMG) which includes the City and County of Sacramento and the Sacramento Housing and Redevelopment Agency.

6. Toured region with major midwest publishing firm looking for west coast facilities.

B. Publicity

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

1. Northern California Real Estate Journal, "River City backs trend," October 31, 1990.
2. Business Journal, "Apple site search narrows to a core of two locales," November 19, 1990.
3. Business Journal, "SACTO group courts business from Europe," November 19, 1990.
4. Business Journal, "Pump maker Ebara sets Sacramento expansion," December 3, 1990.
5. Sacramento Bee, "What's going down," December 10, 1990.
6. Sacramento Bee, "Capital Careers," December 17, 1990.
7. Business Journal, "Special Report," December 24, 1990.

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.

This quarter the following updates were made to our publications: Greater Sacramento Area Economic Development Databook, Located Companies List, SACTO Membership/Business Directory, and the SACTO newsletter. SACTO has also created a new marketing video, *Sacramento in the 90s*. It should be released next quarter.

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. SACTO met with and made presentations to both the Sacramento City Council and Sacramento County Board of Supervisors. Activities related to organizational management, including committee meetings, membership meetings and planning sessions are also conducted. Also much time and effort is spent on research, which is a significant portion of SACTO's activities.

2. Prospect Activity

A listing of SACTO company prospects by prospect number is provided in Appendix V and specific visits were mentioned earlier in Section I, Item 3, The number of Performances, Appearances or Publications.

LOCATED COMPANIES

This quarter there were two located companies: Ebara International and Sunbelt Telecommunications. The two companies will bring 115 future jobs to the area. In Appendix V are 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. Also included is a list of prospect files that SACTO has closed due to a change in expansion plans, internal company restructuring, etc.

APPENDIX I: SACTO STRATEGIC PLAN

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION Organization Strategic Plan -- FY 87/88

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

SACTO will 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 effort 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. Companies targeted by SACTO's Pacific Rim effort will be blended in with this prioritization process.

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's 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

SACTO
Organization Strategic Plan - FY 87/88
Page 2

effectively sell the area. The activities of SACTO's counterparts in other areas will be monitored to help SACTO remain competitive.

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 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

SACTO
Organization Strategic Plan - FY 87/88
Page 3

encourage broad member involvement in its activities, consistent with efficient administrative operations. SACTO's annual meeting should advise members and the public of 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. 1990/91 Description of Budget Accounts**
- d. Unfunded Budget Supplement**

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

OCTOBER 31, 1990

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
OCTOBER 31, 1990

ASSETS

CURRENT ASSETS:	
CASH - UNRESTRICTED	221,562
RESTRICTED RESERVES (SEE NOTE 1)	50,000
PREPAID EXPENSES	6,549

TOTAL CURRENT ASSETS	278,111

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	119,788

	119,788
LESS ACCUMULATED DEPRECIATION	74,339

TOTAL PROPERTY AND EQUIPMENT	45,449

	323,560
	=====

(LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCOUNTS PAYABLE	916
ACCRUED EMPLOYEE VACATION LIABILITY	5,782

TOTAL CURRENT LIABILITIES	6,698

TOTAL LIABILITIES	6,698

FUND BALANCE	
UNRESTRICTED	199,024
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	117,837

ENDING FUND BALANCE	316,861

DIFFERENCE ON ROUNDING	1

	323,560
	=====

NOTE 1: AVAILABLE IN THE EVENT OF A REVENUE-SHORT FISCAL YEAR, SPECIAL OPPORTUNITIES OR SPECIAL PROJECTS WITH A MAJORITY VOTE OF THE BOARD OF DIRECTORS OR EXECUTIVE COMMITTEE

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

4 MONTHS ENDED OCTOBER 31, 1990

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	22,125	13,692	100,325	84,117	64,117	36,208
PUBLIC SECTOR	80,250	100,250	181,800	100,250	102,800	79,000
MEETING REVENUE	640	(1,000)	17,450	11,168	8,000	9,450
PUBLICATIONS SALES	1,467	800	5,468	4,174	3,200	2,268
INTEREST INCOME	758	400	3,102	2,119	2,000	1,102
OTHER INCOME	695	100	4,849	5,331	6,400	(1,551)
TOTAL REVENUE	106,935	114,242	312,994	207,159	186,517	126,477
EXPENDITURES						
SALARIES	19,545	18,900	75,472	65,986	75,600	(128)
EMPLOYEE BENEFITS	1,747	1,849	7,000	8,672	7,396	(396)
PAYROLL TAXES	946	900	4,870	3,725	3,900	970
TOTAL STAFF MAINTENANCE EXPENDITURES	22,238	21,649	87,342	78,383	86,896	446
INSURANCE	622	500	2,694	1,509	5,000	(2,306)
OFFICE EXPENSE	1,821	1,800	7,769	7,771	7,200	569
TRANSPORTATION-AUTO	643	850	2,950	2,466	3,400	(450)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	53	150	1,420	1,640	710	710
RENT	3,402	3,352	13,608	13,436	13,408	200
PARKING	420	500	1,737	2,231	2,000	(263)
PROFESSIONAL SERVICES	0	100	17	0	400	(383)
PERSONAL PROPERTY TAXES	0	0	787	460	800	(13)
TOTAL ADMINISTRATIVE EXPENDITURES	6,961	7,252	30,982	29,513	32,918	(1,936)
POSTAGE	1,096	1,000	5,148	4,711	4,000	1,148
TELEPHONE	621	650	2,467	2,694	2,600	(133)
DUES AND SUBSCRIPTIONS	20	150	452	1,245	1,300	(848)
PRINTING	0	1,200	3,518	8,794	4,800	(1,282)
RESEARCH	0	3,700	11,250	6,016	10,000	1,250
PROMOTIONAL MATERIALS	418	500	8,227	17,419	10,000	(1,773)
SPECIAL MEETINGS-PROSPECTS	7,174	5,747	17,488	7,591	10,588	6,900
AUDIO VISUAL	32	0	2,447	1,200	0	2,447
TRAVEL	0	300	0	1,510	1,200	(1,200)
DIRECT MAIL	0	300	0	917	600	(600)
TOTAL MARKETING EXPENDITURES	9,361	13,547	50,997	52,097	45,088	5,909

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

NOVEMBER 30, 1990

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
NOVEMBER 30, 1990

ASSETS

CURRENT ASSETS:	
CASH - UNRESTRICTED	194,114
RESTRICTED RESERVES (SEE NOTE 1)	50,000
CAPITAL RESERVE	15,000
PREPAID EXPENSES	8,015

TOTAL CURRENT ASSETS	267,129

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	95,096

	95,096
LESS ACCUMULATED DEPRECIATION	40,139

TOTAL PROPERTY AND EQUIPMENT	54,957

	322,086
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCOUNTS PAYABLE	916
ACCRUED EMPLOYEE VACATION LIABILITY	5,667
ACCRUED JAPAN/AMERICAN CONFERENCE FUND (SEE NOTE 2)	5,000

TOTAL CURRENT LIABILITIES	11,583

TOTAL LIABILITIES	11,583

FUND BALANCE	
UNRESTRICTED	199,024
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	111,477

ENDING FUND BALANCE	310,501

DIFFERENCE ON ROUNDING	2

	322,086
	=====

NOTE 1: AVAILABLE IN THE EVENT OF A REVENUE-SHORT FISCAL YEAR, SPECIAL OPPORTUNITIES OR SPECIAL PROJECTS WITH A MAJORITY VOICE OF THE BOARD OF DIRECTORS OR EXECUTIVE COMMITTEE

NOTE 2: \$15,000 HAS BEEN APPROVED TO BE SET ASIDE AT A RATE OF \$5,000 YEAR, STARTING IN 90/91 AND EACH YEAR THEREAFTER FOR THE NEXT TWO YEARS. THIS IS FOR SACTO'S PARTICIPATION IN THE JAPAN AMERICAN CONFERENCE OF MAYORS AND CHAMBERS OF COMMERCE PRESIDENTS IN 1993.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

5 MONTHS ENDED NOVEMBER 30, 1990

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	31,500	23,700	131,825	107,817	87,817	44,008
PUBLIC SECTOR	4,150	3,750	185,950	104,000	106,550	79,400
MEETING REVENUE	320	0	17,770	11,263	8,000	9,770
PUBLICATIONS SALES	1,080	800	6,548	5,393	4,000	2,548
INTEREST INCOME	1,495	600	4,597	2,791	2,600	1,997
OTHER INCOME	4,956	1,100	9,805	7,237	7,500	2,305
TOTAL REVENUE	43,501	29,950	356,495	238,501	216,467	140,028
EXPENDITURES						
SALARIES	18,707	18,900	94,179	80,083	94,500	(321)
EMPLOYEE BENEFITS	1,747	1,849	8,747	9,820	9,245	(498)
PAYROLL TAXES	946	900	5,816	4,742	4,800	1,016
TOTAL STAFF MAINTENANCE EXPENDITURES	21,400	21,649	108,742	94,645	108,545	197
INSURANCE	661	0	3,355	2,247	5,000	(1,645)
OFFICE EXPENSE	1,018	1,800	8,787	11,938	9,000	(213)
TRANSPORTATION-AUTO	615	850	3,565	2,357	4,250	(685)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	429	50	1,849	2,004	760	1,089
RENT	3,402	3,352	17,010	16,707	16,760	250
PARKING	420	500	2,157	2,671	2,500	(343)
PROFESSIONAL SERVICES	0	100	17	0	500	(483)
PERSONAL PROPERTY TAXES	0	0	787	460	800	(13)
LOSS ON DISPOSAL OF ASSETS	1,305	0	1,305	0	0	1,305
TOTAL ADMINISTRATIVE EXPENDITURES	7,850	6,652	38,832	38,384	39,570	(738)
POSTAGE	1,175	1,000	6,323	7,191	5,000	1,323
TELEPHONE	692	650	3,159	3,227	3,250	(91)
DUES AND SUBSCRIPTIONS	640	100	1,092	1,293	1,400	(308)
PRINTING	0	1,200	3,518	9,809	6,000	(2,482)
RESEARCH	2,700	10,250	13,950	6,016	20,250	(6,300)
PROMOTIONAL MATERIALS	173	500	8,400	17,895	10,500	(2,100)
SPECIAL MEETINGS-PROSPECTS	10,240	1,746	27,728	10,207	12,334	15,394
AUDIO VISUAL	1,943	0	4,390	1,200	0	4,390
TRAVEL	0	300	0	1,510	1,500	(1,500)
DIRECT MAIL	0	0	0	917	600	(600)
TOTAL MARKETING EXPENDITURES	17,563	15,746	68,560	59,265	60,834	7,726

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

DECEMBER 31, 1990

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
DECEMBER 31, 1990

ASSETS

CURRENT ASSETS:	
CASH - UNRESTRICTED	190,983
RESTRICTED RESERVES (SEE NOTE 1)	50,000
CAPITAL RESERVE	15,000
PREPAID EXPENSES	7,047

TOTAL CURRENT ASSETS	263,030

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	95,096

	95,096
LESS ACCUMULATED DEPRECIATION	41,327

TOTAL PROPERTY AND EQUIPMENT	53,769

	316,799
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCOUNTS PAYABLE	916
ACCRUED EMPLOYEE VACATION LIABILITY	6,051
ACCRUED JAPAN/AMERICAN CONFERENCE FUND (SEE NOTE 2)	5,000

TOTAL CURRENT LIABILITIES	11,967

TOTAL LIABILITIES	11,967

FUND BALANCE	
UNRESTRICTED	199,024
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	105,810

ENDING FUND BALANCE	304,834

DIFFERENCE ON ROUNDING	(2)

	316,799
	=====

NOTE 1: AVAILABLE IN THE EVENT OF A REVENUE-SHORT FISCAL YEAR, SPECIAL OPPORTUNITIES OR SPECIAL PROJECTS WITH A MAJORITY VOTE OF THE BOARD OF DIRECTORS OR EXECUTIVE COMMITTEE

NOTE 2: \$15,000 HAS BEEN APPROVED TO BE SET ASIDE AT A RATE OF \$5,000 YEAR, STARTING IN 90/91 AND EACH YEAR THEREAFTER FOR THE NEXT TWO YEARS. THIS IS FOR SACTO'S PARTICIPATION IN THE JAPAN AMERICAN CONFERENCE OF MAYORS AND CHAMBERS OF COMMERCE PRESIDENTS IN 1993.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

6 MONTHS ENDED DECEMBER 31, 1990

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	22,325	28,100	154,150	135,917	115,917	38,233
PUBLIC SECTOR	2,750	100,650	188,700	204,400	207,200	(18,500)
MEETING REVENUE	1,400	0	19,170	11,263	8,000	11,170
PUBLICATIONS SALES	556	800	7,104	6,290	4,800	2,304
INTEREST INCOME	1,504	800	6,101	3,607	3,400	2,701
OTHER INCOME	5,615	4,100	15,420	11,633	11,600	3,820
TOTAL REVENUE	34,150	134,450	390,645	373,110	350,917	39,728
EXPENDITURES						
SALARIES	25,213	18,900	119,392	97,851	113,400	5,992
EMPLOYEE BENEFITS	1,933	1,849	10,680	10,873	11,094	(414)
PAYROLL TAXES	774	900	6,590	5,637	5,700	890
TOTAL STAFF MAINTENANCE EXPENDITURES	27,920	21,649	136,662	114,361	130,194	6,468
INSURANCE	622	0	3,977	2,838	5,000	(1,023)
OFFICE EXPENSE	2,334	1,800	11,121	15,700	10,800	321
TRANSPORTATION-AUTO	(4,393)	850	(828)	828	5,100	(5,928)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	49	150	1,898	2,327	910	988
RENT	3,402	3,352	20,412	19,978	20,112	300
PARKING	420	500	2,577	3,153	3,000	(423)
PROFESSIONAL SERVICES	0	100	17	0	600	(583)
PERSONAL PROPERTY TAXES	0	0	787	460	800	(13)
LOSS ON DISPOSAL OF ASSETS	0	0	1,305	0	0	1,305
TOTAL ADMINISTRATIVE EXPENDITURES	2,434	6,752	41,266	45,284	46,322	(5,056)
POSTAGE	1,728	1,000	8,051	8,728	6,000	2,051
TELEPHONE	779	650	3,938	3,718	3,900	38
DUES AND SUBSCRIPTIONS	377	200	1,469	1,673	1,600	(131)
PRINTING	1,206	1,200	4,724	14,447	7,200	(2,476)
RESEARCH	1,950	1,950	15,900	7,966	22,200	(6,300)
PROMOTIONAL MATERIALS	1,215	500	9,615	18,125	11,000	(1,385)
SPECIAL MEETINGS-PROSPECTS	569	1,246	28,297	12,147	13,580	14,717
AUDIO VISUAL	0	0	4,390	1,200	0	4,390
TRAVEL	0	300	0	1,568	1,800	(1,800)
DIRECT MAIL	0	300	0	917	900	(900)
TOTAL MARKETING EXPENDITURES	7,824	7,346	76,384	70,489	68,180	8,204

Date: Nov 05 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of OCTOBER 31, 1990

Cur. Int fiscal period 4, Accounts from [] to [zzzzzz]
 Listed by account in normal format.
 Fiscal periods from [4] to [4]

Date of last posting: Nov 05 90

Purged up to and including fiscal period 3 on Nov 01 90.

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING						91,061.26
			4 1 Oct 15 90 VOID		6828	0.00			
			4 1 Oct 15 90 VOID		6827	0.00			
			4 1 Oct 31 90 CASH DISBURSED-OCTOBER		C/D		95,912.55		
			4 1 Oct 31 90 VOID		6853	0.00			
			4 2 Oct 31 90 CASH RECEIVED -OCTOBER		C/R	112,252.71			
			4 2 Oct 31 90 RETURNED CHECK		AJE 10		35.00		
			4 3 Oct 31 90 CASH - INTEREST ON CKG		AJE 1	151.21			
			4 4 Oct 31 90 PAYROLL		AJE 6		19,456.56	3,000.19-	88,061.07 *
101			PETTY CASH FUND						50.00 *
102			SAVINGS ACCOUNT						0.00 *
103			SECURITIES, CERTIFICATES						63,001.60
			4 1 Oct 03 90 CAPITOL BANK CD		6803	75,000.00			
			4 2 Oct 31 90 CASH RECEIVED -OCTOBER		C/R		5,000.00		
			4 3 Oct 31 90 CASH-INT ON SEC/CERT		AJE 2	448.96		70,448.96	133,450.56 *
110			CASH-PAYROLL						0.00 *
115			INVENTORY						0.00 *
120			OFFICE EQUIPMENT						119,787.73 *
121			PROPERTY UNDER CAPITAL LEASE						0.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT						73,125.92-
			4 3 Oct 31 90 ACCUM DEPR - OFFICE		AJE 3		1,213.38	1,213.38-	74,339.30- *
123			ACCUM DEPR-CAPITAL LEASE						0.00 *
130			DEPOSITS-SECURITY						0.00 *
131			PREPAID EXPENSE						1,656.65
			4 3 Oct 31 90 PREPAID OFFICE EXP		AJE 5		344.84	344.84-	1,311.81 *
132			PREPAID INSURANCE						5,859.54
			4 3 Oct 31 90 PREPAID INS EXP		AJE 4		622.42	622.42-	5,237.12 *
7			SUSPENSE						0.00 *
136			RESTRICTED RESERVES						50,000.00 *

General Ledger Listing as of OCTOBER 31, 1990

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
200				ACCOUNTS PAYABLE					916.48-
	4 4	Oct 31 90		PAYROLL- VACATION LIAB	AJE 7		724.12		
	4 4	Oct 31 90		correct vaca liab	AJE 11	724.12		0.00	916.48- *
203				ACCRUED VACATION					5,057.54-
	4 4	Oct 31 90		correct vaca liab	AJE 11		724.12	724.12-	5,781.66- *
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					0.00 *
220				OBLIGATIONS UNDER CAP LEASE					0.00 *
250				DEFERRED REVENUE					0.00 *
305				FUND BALANCE					199,024.44- *
310				RESTRICTED FUND BALANCE					0.00 *
311				LOSS ON DISPOSAL					0.00 *
400				CONTRIBS-MEMBERSHIP, PRIVATE					77,200.00-
	4 2	Oct 31 90		CASH RECEIVED -OCTOBER	C/R		23,125.00	23,125.00-	100,325.00- *
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					100,000.00- *
406				CONTRIBS-COUNTY OF SACRAMENTO					0.00
	4 2	Oct 31 90		CASH RECEIVED -OCTOBER	C/R	80,000.00		80,000.00-	80,000.00- *
407				CONTRIBS-COUNTY OF PLACER					0.00 *
408				CONTRIBS-CDS OF YOLO/EL DORADO					0.00 *
7				INTEREST INCOME					2,344.46-
	4 2	Oct 31 90		CASH RECEIVED -OCTOBER	C/R		157.71		

Date: Nov 05 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of OCTOBER 31, 1990

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
409				INTEREST INCOME			(continued)		
			4 3 Oct 31 90	CASH-INT ON SEC/CERT	AJF 2		448.96		
			4 3 Oct 31 90	CASH - INT ON CKG	AJE 1		151.21	757.88-	3,102.34- *
410				OTHER INCOME					1,679.00-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		395.00	395.00-	2,074.00- *
411				CONTRIBUTIONS-OTHER CITIES					800.00- *
412				CONTRIBS - PORT OF SACRAMENTO					750.00-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		250.00	250.00-	1,000.00- *
413				MEMBERSHIP MEETINGS					16,215.00-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		150.00	150.00-	16,365.00- *
414				OTHER SPEC EVENTS/MEETINGS REV					0.00 *
415				ANNUAL MEETING REVENUE					595.00-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		525.00		
			4 2 Oct 31 90	RETURNED CHECK	AJE 10	35.00		490.00-	1,085.00- *
416				SPECIAL MEETINGS-PROSPECTS					0.00 *
425				REVENUE FR SALE OF PUBLICATION					4,000.50-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		1,467.00	1,467.00-	5,467.50- *
428				VIDEO TAPE SALES NET GAIN ON DISPOSAL OF ASSETS					975.00-
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		300.00	300.00-	1,275.00- *
430				PERSONAL USE OF AUTO					0.00 *
431				SPONSORSHIP INCOME					1,500.00- *
500				PAYROLL, TAXABLE					55,926.88
			4 4 Oct 31 90	EMP CONT - PARKING	AJE 9	140.00			
			4 4 Oct 31 90	EMP CONT - MED INS	AJE 8	170.22			
			4 4 Oct 31 90	PAYROLL - VACATION LIAB	AJE 7	724.12			
			4 4 Oct 31 90	PAYROLL-GROSS SALARIES	AJE 6	18,510.82		19,545.16	75,472.04 *
501				PAYROLL, NONTAXABLE					0.00 *
502				RETIREMENT BENEFITS					1,779.14
			4 1 Oct 31 90	AMERICAN CAP. PACE FUND	6864	198.66			
			4 1 Oct 31 90	WELLS FARGO SEP-IRA	6863	101.07			
			4 1 Oct 31 90	DEAN WITTER	6855	286.67		586.40	2,365.54 *
503				EMPLOYER PAYROLL TAXES					3,923.29
			4 4 Oct 31 90	PAYROLL - EMP TAXES	AJE 6	945.74		945.74	4,869.03 *

General Ledger Listing as of OCTOBER 31, 1990

Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
505				EMPLOYEE MEDICAL INSURANCE					3,474.48
			4 1 Oct 09 90	KAISER PERMANENTE	6813	1,092.84			
			4 1 Oct 15 90	TRUSTEE INDUS. FUND	6825	238.18			
			4 4 Oct 31 90	EMP CONT - MED INS	AJE 8		170.22	1,160.80	4,635.28 *
507				INSURANCE					2,071.49
			4 3 Oct 31 90	PREPAID INS EXP	AJE 4	622.42		622.42	2,693.91 *
512				INTEREST EXPENSE					0.00 *
513				DEPRECIATION					3,640.14
			4 3 Oct 31 90	ACCUM DEPR - OFFICE	AJE 3	1,213.38		1,213.38	4,853.52 *
514				DEPRECIATION-CAPITAL LEASE					0.00 *
515				EQUIPMENT RENTAL					0.00 *
516				OFFICE EXPENSE					5,948.14
			4 1 Oct 02 90	AMERICAN EXPRESS	6801	298.00			
			4 1 Oct 02 90	EXPRESS OFFICE PROD.	6797	367.93			
			4 1 Oct 09 90	ADP	6811	37.79			
			4 1 Oct 09 90	ALT. BUSINESS MACHINES	6807	59.07			
			4 1 Oct 09 90	EXPRESS OFFICE PROD.	6814	64.29			
			4 1 Oct 09 90	CASH	6817	26.69			
			4 1 Oct 15 90	EXPRESS OFFICE PROD.	6822	126.91			
			4 1 Oct 15 90	EASTMAN	6826	31.99			
			4 1 Oct 16 90	IMS-INT. MAILING SYS.	6838	80.48			
			4 1 Oct 16 90	SAC. PLANT RENTAL	6834	67.04			
			4 1 Oct 16 90	NORCAL LASER PRODUCTS	6835	104.62			
			4 1 Oct 16 90	PRESS ROOM	6836	13.45			
			4 1 Oct 16 90	OFFICE CLUB	6841	481.30			
			4 1 Oct 17 90	CASH	6843	36.72			
			4 1 Oct 17 90	INACOMP COMPUTERS	6842	80.06			
			4 1 Oct 26 90	CASH	6847	9.48			
			4 1 Oct 31 90	OFFICE PLACE	6852	140.25			
			4 1 Oct 31 90	INNOVATIVE SOLUTION	6851	60.15			
			4 1 Oct 31 90	ALHAMBRA NATL. WATER	6854	53.70			
			4 1 Oct 31 90	EXPRESS OFFICE PROD.	6856	167.08			
			4 1 Oct 31 90	ADP	6858	51.79			
			4 2 Oct 31 90	CASH RECEIVED -OCTOBER	C/R		883.00		
			4 3 Oct 31 90	PREPAID OFFICE EXP	AJE 5	344.84		1,820.63	7,768.77 *
517				OFFICE RENTAL					10,205.40
			4 1 Oct 02 90	HEITMAN PROPERTIES	6798	3,401.80		3,401.80	13,607.20 *
519				PARKING					1,316.80
			4 1 Oct 02 90	CENTURY PARKING	6799	560.00			
			4 4 Oct 31 90	EMP CONT - PARKING	AJE 9		140.00	420.00	1,736.80 *

Date: Nov 05 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of OCTOBER 31, 1990

Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
520				POSTAGE					4,052.02
			4 1 Oct 02 90	US POSTMASTER	6802	94.20			
			4 1 Oct 09 90	CASH	6817	14.95			
			4 1 Oct 09 90	EXPRESS MESSENGER SYS.	6808	25.00			
			4 1 Oct 09 90	FEDERAL EXPRESS CORP.	6810	58.25			
			4 1 Oct 09 90	US POSTMASTER	6819	34.50			
			4 1 Oct 15 90	CITADEL PRESS	6829	744.05			
			4 1 Oct 15 90	AEROSPEED	6821	31.59			
			4 1 Oct 17 90	CASH	6843	0.65			
			4 1 Oct 26 90	CASH	6847	0.65			
			4 1 Oct 31 90	EXPRESS MESSENGER	6850	13.50			
			4 1 Oct 31 90	UNISHIPPERS ASSN.	6849	78.75		1,096.09	5,148.11 *
521				TELEPHONE					1,846.87
			4 1 Oct 09 90	MCI TELECOMMUNICATIONS	6806	15.05			
			4 1 Oct 09 90	MCI TELECOMMUNICATIONS	6816	199.50			
			4 1 Oct 31 90	RTC COMMUNICATIONS	6860	163.11			
			4 1 Oct 31 90	PACIFIC BELL	6857	243.74		621.41	2,468.28 *
523				DUES, SUBSCRIPT & PUBLICATIONS					432.22
			4 1 Oct 15 90	MACWORLD	6830	19.97		19.97	452.19 *
(PROFESSIONAL SERVICES					17.00 *
525				MISCELLANEOUS					0.00 *
527				NEWSLETTER					2,070.95 *
528				TAXES-PERSONAL PROPERTY					786.94 *
529				PUBLICATIONS EXPENSE					1,552.34
			4 1 Oct 09 90	BROWNIE'S BLUEPRINT	6804	116.86			
			4 1 Oct 26 90	SAC. METRO CHAMBER	6848	375.00		491.86	2,044.80 *
530				PRINTING					3,517.42 *
531				RESEARCH					11,250.00 *
532				ADVERTISING					0.00 *
533				PROMOTIONAL MATERIALS					7,809.20
			4 1 Oct 09 90	TOM MYERS	6812	106.75			
			4 1 Oct 09 90	BROWNIE'S BLUEPRINT	6804	116.87			
			4 1 Oct 09 90	CALIF. RE & ZONING AERIA	6805	101.41			
			4 1 Oct 09 90	BROWNIE'S BLUEPRINT	6804	31.92			
			4 1 Oct 11 90	RAVEN MAPS & IMAGES	6820	50.00			
			4 1 Oct 17 90	CASH	6843	11.52		418.47	8,227.67 *
534				TRAVEL					0.00 *

General Ledger Listing as of OCTOBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
535			EMPLOYEE MOVING EXPENSES							0.00 *
536			DIRECT MAIL							0.00 *
539			LOCAL MEETINGS/PUBLIC RELATION							591.43
			4 1 Oct 02 90 AMERICAN EXPRESS			6801	134.88			
			4 1 Oct 17 90 SAC. MAGAZINE			6844	25.00			
			4 1 Oct 31 90 AMERICAN EXPRESS			6859	157.18		317.06	908.49 *
539			MEMBERSHIP PROMOTION							2,124.17
			4 1 Oct 02 90 OVERNIGHT COPIES			6794	166.54			
			4 1 Oct 09 90 AARON BROS ART MARTS			6818	193.75			
			4 1 Oct 16 90 CAPITAL PRINTING			6837	358.15			
			4 1 Oct 17 90 CASH			6843	16.99		735.43	2,859.60 *
540			AUDIO-VISUAL							2,415.43
			4 1 Oct 16 90 KBC VIDEO			6840	32.03		32.03	2,447.46 *
541			MOTION PICTURE COUNCIL							0.00 *
542			SPECIAL MEETINGS-PROSPECTS							10,314.50
			4 1 Oct 02 90 AMERICAN EXPRESS			6801	921.50			
			4 1 Oct 02 90 MIYAMOTO TRAVEL			6800	2,536.00			
			4 1 Oct 09 90 CLASSIC TROPHY CO.			6809	697.63			
			4 1 Oct 16 90 PALMER PHOTOGRAPHIC			6832	97.52			
			4 1 Oct 16 90 ALAN GIANINI			6833	2,000.00			
			4 1 Oct 31 90 AMERICAN EXPRESS			6859	921.20		7,172.85	17,488.35 *
543			BREAKFAST MEETING EXPENSE							56.00 *
544			TRANSPORTATION							2,306.53
			4 1 Oct 09 90 GMAC			6815	412.37			
			4 1 Oct 09 90 CASH			6817	6.24			
			4 1 Oct 16 90 SHELL OIL CO.			6839	53.44			
			4 1 Oct 25 90 HOLIDAY OLDSMOBILE			6846	73.12			
			4 1 Oct 26 90 CASH			6847	43.91			
			4 1 Oct 31 90 DEANN GARCIA			6862	53.71		642.79	2,949.32 *
545			EXEC COMMITTEE/BOARD MEETINGS							1,366.73
			4 1 Oct 17 90 CITY PICNICS			6845	53.00		53.00	1,419.73 *
546			MEMBERSHIP MEETING EXPENSE							11,615.68
			4 1 Oct 02 90 AMERICAN EXPRESS			6801	141.64			
			4 1 Oct 15 90 PHOTOGRAPHY CO.			6824	205.50		347.14	11,962.82 *
547			OTHER MEETINGS							354.77
			4 1 Oct 01 90 NACORE			6793	61.00			
			4 1 Oct 02 90 ELECTRIC PAGE			6795	8.54			
			4 1 Oct 02 90 HANNIBAL'S			6796	63.40			

General Ledger Listing as of OCTOBER 31, 1990

Account Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
547				OTHER MEETINGS					
				(continued)					
			4 1 Oct 15 90	CITY PICNICS	6823	52.50			
			4 1 Oct 15 90	ELECTRIC PAGE	6831	227.38			
			4 1 Oct 17 90	CITY PICNICS	6845	226.63			
			4 1 Oct 31 90	HANNIBAL'S	6861	47.56			
			4 1 Oct 31 90	ELECTRIC PAGE	6855	38.43		725.44	1,080.21 *
555				CUMUL EFF-CHANGE TO DEFER REV					0.00 *
556				LOSS ON DISPOSAL OF ASSET					0.00 *
						-----	-----		
						232,196.09	232,196.09		
						=====	=====		

88 accounts listed.
123 transactions processed.

Date: Dec 07 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of NOVEMBER 30, 1990

Current fiscal period 5, Accounts from [] to [zzzzzz]
 Listed by account in normal format.
 Fiscal periods from [5] to [5]

Date of last posting: Dec 07 90

Purged up to and including fiscal period 4 on Dec 04 90.

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING							88,061.07
			5 1 Nov 01 90 VOID			6866	0.00			
			5 1 Nov 20 90 VOID			6904	0.00			
			5 1 Nov 20 90 VOID			6903	0.00			
			5 1 Nov 20 90 VOID			6901	0.00			
			5 1 Nov 20 90 VOID			6898	0.00			
			5 1 Nov 20 90 VOID			6895	0.00			
			5 1 Nov 26 90 VOID			6908	0.00			
			5 1 Nov 28 90 VOID			6916	0.00			
			5 1 Nov 28 90 VOID			6917	0.00			
			5 1 Nov 30 90 CASH DISBURSED-NOVEMBER		C/D			102,715.49		
			5 2 Nov 30 90 CASH RECEIVED - NOVEMBER		C/R		44,053.08			
			5 3 Nov 30 90 CASH-INT ON CHECKING		AJE 1		192.02			
			5 3 Nov 30 90 TRADEIN COPIER VALUE		AJE 12		1,600.00			
			5 3 Nov 30 90 TRADE IN VALUE OF COPIER		AJE 17			1,600.00		
			5 4 Nov 30 90 PAYROLL - PAYROLL		AJE 6			19,456.56	77,926.95-	10,134.12 *
101			PETTY CASH FUND							50.00 *
102			SAVINGS ACCOUNT							0.00 *
103			SECURITIES, CERTIFICATES							133,450.56
			5 1 Nov 08 90 SEC. PAC C.D.			6886	50,000.00			
			5 1 Nov 20 90 RIVER CITY MONEY MKT.			6906	15,000.00			
			5 3 Nov 30 90 CASH-INT ON SEC/CERTS		AJE 2		479.08			
			5 3 Nov 30 90 CAPITAL RESERVE DEPOSIT		AJE 13			15,000.00	50,479.08	183,929.64 *
110			CASH-PAYROLL							0.00 *
115			INVENTORY							0.00 *
120			OFFICE EQUIPMENT							119,787.73
			5 1 Nov 07 90 STANDARD OFFICE SYSTEMS			6881	13,430.40			
			5 3 Nov 30 90 OFF. EQUIP. TRADEIN RED.		AJE 12			7,723.00		
			5 3 Nov 30 90 TRADE IN VALUE OF COPIER		AJE 17		1,600.00			
			5 3 Nov 30 90 HP SALE-OFFICE EQUIP		AJE 10			31,999.00	24,691.60-	95,096.13 *
121			PROPERTY UNDER CAPITAL LEASE							0.00 *
?			ACCUM DEPR-OFFICE EQUIPMENT							74,339.30-
			5 3 Nov 30 90 ACCUM DEPR - OFFICE			AJE 3		1,891.03		
			5 3 Nov 30 90 HP SALE-OFFICE EQUIP			AJE 10	31,999.00			
			5 3 Nov 30 90 ACCUM DEPR REDUCTION			AJE 12	4,119.99			
			5 3 Nov 30 90 ADDITION OF TRADE IN VAL		AJE 16			26.67	34,200.29	40,139.01- *

Date: Dec 07 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of NOVEMBER 30, 1990

acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
123			ACCUM DEPR-CAPITAL LEASE						0.00 *
130			DEPOSITS-SECURITY						0.00 *
131			PREPAID EXPENSE						1,311.81
		5 1	Nov 01 90	INACOMP COMPUTER CENTERS	6868	2,433.21			
		5 3	Nov 30 90	PREPAID OFFICE EXP	AJE 5		344.84	2,088.37	3,400.13 *
132			PREPAID INSURANCE						5,237.12
		5 3	Nov 30 90	PREPAID INS EXP	AJE 4		622.42	622.42-	4,614.70 *
135			SUSPENSE						0.00 *
136			RESTRICTED RESERVES						50,000.00 *
137			CAPITAL RESERVE						0.00
		5 3	Nov 30 90	CAPITAL RESERVE DEPOSIT	AJE 13	15,000.00		15,000.00	15,000.00 *
200			ACCOUNTS PAYABLE						916.48-
		5 4	Nov 30 90	CORRECTION AJE 7	AJE 15		114.22		
		5 4	Nov 30 90	PAYROLL - VACA LIAB	AJE 7	114.22		0.00	916.48- *
203			ACCRUED VACATION						5,781.66-
		5 4	Nov 30 90	CORRECTION AJE 7	AJE 15	114.22		114.22	5,667.44- *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
206			ACCRUED JAPAN-AMER. CONF. FUND						0.00
		5 3	Nov 30 90	ACCR. JAP/AMER. CON.FUND	AJE 14		5,000.00	5,000.00-	5,000.00- *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						0.00 *
220			OBLIGATIONS UNDER CAP LEASE						0.00 *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						199,024.44- *
310			RESTRICTED FUND BALANCE						0.00 *
311			LOSS ON DISPOSAL						0.00 *

Date: Dec 07 90

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of NOVEMBER 30, 1990

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
400			CONTRIBS-MEMBERSHIP, PRIVATE						100,325.00-
			5 1 Nov 20 90	PATTERSON TRAVEL	6905	400.00			
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			31,900.00	31,500.00-	131,825.00- *
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						100,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						80,000.00- *
407			CONTRIBS-COUNTY OF PLACER						0.00 *
408			CONTRIBS-COS OF YOLO/EL DORADO						0.00
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			400.00	400.00-	400.00- *
409			INTEREST INCOME						3,102.34-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			823.93		
			5 3 Nov 30 90	CASH-INT ON SEC/CERTS AJE 2			479.08		
			5 3 Nov 30 90	CASH-INT ON CHECKING AJE 1			192.02	1,494.93-	4,597.27- *
410			OTHER INCOME						2,074.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			305.00	305.00-	2,379.00- *
411			CONTRIBUTIONS-OTHER CITIES						800.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			3,500.00	3,500.00-	4,300.00- *
412			CONTRIBS - PORT OF SACRAMENTO						1,000.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			250.00	250.00-	1,250.00- *
413			MEMBERSHIP MEETINGS						16,365.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			215.00	215.00-	16,580.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						0.00 *
415			ANNUAL MEETING REVENUE						1,085.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			105.00	105.00-	1,190.00- *
416			SPECIAL MEETINGS-PROSPECTS						0.00 *
425			REVENUE FR SALE OF PUBLICATION						5,467.50-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			1,079.80	1,079.80-	6,547.30- *
			VIDEO TAPE SALES						1,275.00-
			5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			350.00		
			5 3 Nov 30 90	HP SALE-MOVE GAIN-LOSS AJE 11		699.20		349.20	925.80- *

General Ledger Listing as of NOVEMBER 30, 1990

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
430			PERSONAL USE OF AUTO						0.00 *
431			SPONSORSHIP INCOME						1,500.00-
			5 2 Nov 30 90 CASH RECEIVED - NOVEMBER C/R				5,000.00	5,000.00-	6,500.00- *
500			PAYROLL, TAXABLE						75,472.04
			5 4 Nov 30 90 EMP CONT - MED INS	AJE 8		170.22			
			5 4 Nov 30 90 EMP CONT - PARKING	AJE 9		140.00			
			5 4 Nov 30 90 PAYROLL - SALARIES	AJE 6		18,510.82			
			5 4 Nov 30 90 PAYROLL - VACA LIAB	AJE 7			114.22	18,706.82	94,178.86 *
501			PAYROLL, NONTAXABLE						0.00 *
502			RETIREMENT BENEFITS						2,365.54
			5 1 Nov 30 90 DEAN WITTER	6927		286.67			
			5 1 Nov 30 90 WELLS FARGO SEP-IRA	6925		101.07			
			5 1 Nov 30 90 AMERICNA CAP. PACE FUND	6926		198.66		586.40	2,951.94 *
503			EMPLOYER PAYROLL TAXES						4,869.03
			5 4 Nov 30 90 PAYROLL - EMP TAXES	AJE 6		945.74		945.74	5,814.77 *
05			EMPLOYEE MEDICAL INSURANCE						4,635.28
			5 1 Nov 05 90 KAISER PERMANENTE	6874		1,092.84			
			5 1 Nov 20 90 TRUSTEE IND. FUND	6892		238.18			
			5 4 Nov 30 90 EMP CONT - MED INS	AJE 8			170.22	1,160.80	5,796.08 *
507			INSURANCE						2,693.91
			5 1 Nov 05 90 MCGEE & THIELEN INS.	6873		104.00			
			5 2 Nov 30 90 CASH RECEIVED - NOVEMBER C/R				65.00		
			5 3 Nov 30 90 PREPAID INS EXP	AJE 4		622.42		661.42	3,355.33 *
512			INTEREST EXPENSE						0.00 *
513			DEPRECIATION						4,853.52
			5 3 Nov 30 90 ACCUM DEPR - OFFICE	AJE 3		1,991.03			
			5 3 Nov 30 90 ADDITION OF TRADE IN VAL	AJE 16		26.67		1,917.70	6,771.22 *
514			DEPRECIATION-CAPITAL LEASE						0.00 *
515			EQUIPMENT RENTAL						0.00 *
516			OFFICE EXPENSE						7,768.77
			5 1 Nov 06 90 FRANCHISE TAX BOARD	6876		10.00			
			5 1 Nov 07 90 EXPRESS OFFICE PRODUCTS	6879		62.17			
			5 1 Nov 20 90 ADP	6890		36.79			
			5 1 Nov 20 90 ADP	6897		36.79			
			5 1 Nov 20 90 SAC. PLANT RENTAL	6902		67.04			
			5 1 Nov 20 90 OFFICE CLUB	6896		315.29			
			5 1 Nov 26 90 EXPRESS OFFICE PROD.	6911		48.71			

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General Ledger Listing as of NOVEMBER 30, 1990

Acct Code	Dept Code	Account Pd S	Name Date	Description	Ref	Debit	Credit	Net Change	Balance
516			OFFICE EXPENSE				(continued)		
		5 1	Nov 26 90	ALHAMBRA NATL. WATER	6912	36.30			
		5 1	Nov 26 90	IMS/HASLER	6910	35.03			
		5 1	Nov 30 90	CASH	6920	24.58			
		5 3	Nov 30 90	PREPAID OFFICE EXP	AJE 5	344.84		1,017.53	8,786.30 *
517			OFFICE RENTAL						13,607.20
		5 1	Nov 01 90	HEITMAN PROPERTIES	6867	3,401.80		3,401.80	17,009.00 *
519			PARKING						1,736.80
		5 1	Nov 01 90	CENTURY PARKING	6869	560.00			
		5 4	Nov 30 90	EMP CONT - PARKING	AJE 9		140.00	420.00	2,156.80 *
520			POSTAGE						5,148.11
		5 1	Nov 01 90	U.S. POSTMASTER	6870	800.00			
		5 1	Nov 05 90	EXPRESS MESSENGER	6871	39.00			
		5 1	Nov 06 90	U.S. POSTMASTER	6875	154.65			
		5 1	Nov 07 90	EXPRESS MESSENGER SYS.	6878	12.50			
		5 1	Nov 08 90	U.S. POSTMASTER	6889	48.66			
		5 1	Nov 26 90	AEROSPEED DELIVER SER.	6915	61.40			
		5 1	Nov 28 90	CENTURY PARKING	6919	60.00			
		5 2	Nov 30 90	CASH RECEIVED - NOVEMBER C/R			1.50	1,174.71	6,322.82 *
521			TELEPHONE						2,468.28
		5 1	Nov 07 90	MCI TELECOMMUNICATIONS	6880	247.66			
		5 1	Nov 26 90	PACIFIC BELL	6913	232.39			
		5 1	Nov 26 90	RTC COMMUNICATIONS	6909	212.29		692.34	3,160.62 *
523			DUES, SUBSCRIPT & PUBLICATIONS						452.19
		5 1	Nov 07 90	CALED	6883	250.00			
		5 1	Nov 07 90	BILL RASE PRODUCTIONS	6884	320.25			
		5 1	Nov 08 90	SVVCF	6888	40.00			
		5 1	Nov 30 90	SACRAMENTO BEE	6921	29.25		639.50	1,091.69 *
524			PROFESSIONAL SERVICES						17.00 *
525			MISCELLANEOUS						0.00 *
527			NEWSLETTER						2,070.95 *
528			TAXES-PERSONAL PROPERTY						786.94 *
529			PUBLICATIONS EXPENSE						2,044.80
		5 1	Nov 07 90	BROWNIE'S BLUEPRINT CO.	6882	529.75			
		5 1	Nov 20 90	CAL IMAGE	6894	58.71		588.46	2,633.26 *
			PRINTING						3,517.42 *
531			RESEARCH						11,250.00

General Ledger Listing as of NOVEMBER 30, 1990

acct Code	Dept Code	Account Name Pd S Date	Description	Ref	Debit	Credit	Net Change	Balance
531	RESEARCH					(continued)		
		5 1 Nov 26 90	HORNET FOUNDATION, CSU	6914	2,700.00		2,700.00	13,950.00 *
532	ADVERTISING							0.00 *
533	PROMOTIONAL MATERIALS							8,227.67
		5 1 Nov 08 90	TOM MYERS PHOTOGRAPHER	6885	106.75			
		5 1 Nov 20 90	CAL IMAGE	6894	58.72			
		5 1 Nov 30 90	CASH	6920	7.66		173.13	8,400.80 *
534	TRAVEL							0.00 *
535	EMPLOYEE MOVING EXPENSES							0.00 *
536	DIRECT MAIL							0.00 *
538	LOCAL MEETINGS/PUBLIC RELATION							908.49
		5 1 Nov 30 90	AMERICAN EXPRESS	6923	96.81		96.81	1,005.30 *
539	MEMBERSHIP PROMOTION							2,859.60
		5 1 Nov 30 90	CASH	6920	9.61			
		5 1 Nov 30 90	AMERICAN EXPRESS	6923	40.92			
		5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			8.00	42.53	2,902.13 *
540	AUDIO-VISUAL							2,447.46
		5 1 Nov 20 90	AMERICAN TRANSLATORS INT	6893	1,943.00		1,943.00	4,390.46 *
541	MOTION PICTURE COUNCIL							0.00 *
542	SPECIAL MEETINGS-PROSPECTS							17,488.35
		5 1 Nov 26 90	CALED	6907	10.00			
		5 1 Nov 28 90	ST. OF CALIF.-JAPAN	6918	843.06			
		5 1 Nov 30 90	AMERICAN EXPRESS	6923	4,387.36			
		5 3 Nov 30 90	ACCR. JAP/AMER. CON.FUND AJE 14		5,000.00		10,240.42	27,728.77 *
543	BREAKFAST MEETING EXPENSE							56.00 *
544	TRANSPORTATION							2,949.32
		5 1 Nov 05 90	CELESTE SILVEIRA	6872	22.86			
		5 1 Nov 07 90	GMAC	6877	412.37			
		5 1 Nov 20 90	SHELL OIL COMPANY	6900	170.40			
		5 1 Nov 30 90	CASH	6920	9.33		614.96	3,554.28 *
545	EXEC COMMITTEE/BOARD MEETINGS							1,419.73
		5 1 Nov 08 90	SIERRA VIEW COUNTRY CLUB	6887	479.15			
		5 2 Nov 30 90	CASH RECEIVED - NOVEMBER C/R			49.95	429.20	1,848.93 *
	MEMBERSHIP MEETING EXPENSE							11,962.82
		5 1 Nov 30 90	ELECTRIC PAGE	6924	34.16		34.16	11,996.98 *

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General Ledger Listing as of NOVEMBER 30, 1990

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
547			OTHER MEETINGS						1,080.21
			5 1 Nov 20 90	CITY PICNICS	6891	38.00			
			5 1 Nov 20 90	HANNIBAL'S RESTAURANT	6899	227.22			
			5 1 Nov 30 90	AMERICAN EXPRESS	6923	54.68			
			5 1 Nov 30 90	HANNIBAL'S RESTAURANT	6922	47.40		367.30	1,447.51 *
555			CUMUL EFF-CHANGE TO DEFER REV						0.00 *
556			LOSS ON DISPOSAL OF ASSET						0.00
			5 3 Nov 30 90	LOSS ON DISP. OF ASSET	AJE 12	2,004.01			
			5 3 Nov 30 90	HP SALE-MOVE GAIN-LOSS	AJE 11		699.20	1,304.81	1,304.81 *
						-----	-----		
						232,341.05	232,341.05		
						=====	=====		

90 accounts listed.

123 transactions processed.

Date: Jan 09 91

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General Ledger Listing as of DECEMBER 31, 1990

Current fiscal period 6, Accounts from [] to [zzzzzz]
 Listed by account in normal format.
 Fiscal periods from [6] to [6]

Date of last posting: Jan 09 91
 Purged up to and including fiscal period 5 on Jan 09 91.

Acct Code	Dept Code	Pd	S Date	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
100				CASH-CHECKING						10,134.12
			6 1 Dec 04 90	VOID		6939	0.00			
			6 1 Dec 04 90	VOID		6937	0.00			
			6 1 Dec 14 90	VOID		6962	0.00			
			6 1 Dec 14 90	VOID		6957	0.00			
			6 1 Dec 14 90	VOID		6963	0.00			
			6 1 Dec 21 90	VOID		6979	0.00			
			6 1 Dec 28 90	CASH DISBURSED-DECEMBER	C/D			17,994.94		
			6 2 Dec 28 90	WIRE TRANS-FUJIKI TRANS.	AJE 13		75,450.00			
			6 2 Dec 28 90	CASH RECEIVED -DECEMBER	C/R		32,853.03			
			6 3 Dec 28 90	CASH-INT ON CHECKING	AJE 1		40.67			
			6 4 Dec 28 90	PAYROLL	AJE 6			19,284.43	3,935.67-	6,198.45 *
101				PETTY CASH FUND						50.00 *
102				SAVINGS ACCOUNT						0.00 *
103				SECURITIES, CERTIFICATES						193,929.64
			6 3 Dec 28 90	CASH-INT ON SEC/CERTS	AJE 2		805.92		805.92	194,735.46 *
110				CASH-PAYROLL						0.00 *
115				INVENTORY						0.00 *
120				OFFICE EQUIPMENT						95,096.13 *
121				PROPERTY UNDER CAPITAL LEASE						0.00 *
122				ACCUM DEPR-OFFICE EQUIPMENT						40,139.01-
			6 3 Dec 28 90	ACCUM DEPR - OFFICE	AJE 3			1,887.37		
			6 3 Dec 28 90	CORR. ACCUM DEPR.	AJE 14		699.20		1,188.17-	41,327.18- *
123				ACCUM DEPR-CAPITAL LEASE						0.00 *
130				DEPOSITS-SECURITY						0.00 *
131				PREPAID EXPENSE						3,400.18
			6 3 Dec 28 90	PREPAID OFFICE EXPENSE	AJE 5			344.94	344.94-	3,055.34 *
				PREPAID INSURANCE						4,614.70
			6 3 Dec 28 90	PREPAID INS EXPENSE	AJE 4			622.42	622.42-	3,992.28 *
135				SUSPENSE						0.00 *

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General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
136			RESTRICTED RESERVES						50,000.00 *
137			CAPITAL RESERVE						15,000.00 *
200			ACCOUNTS PAYABLE						916.48- *
203			ACCRUED VACATION						5,667.44-
			6 4 Dec 28 90 PAYROLL-VACA LIABILITY	AJE 7		383.28		383.28-	6,050.72- *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
206			ACCRUED JAPAN-AMER. CONF. FUND						5,000.00- *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
()			C/P-OBLIG UNDER CAPITAL LEASE						0.00 *
220			OBLIGATIONS UNDER CAP LEASE						0.00 *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						199,024.44- *
310			RESTRICTED FUND BALANCE						0.00 *
311			LOSS ON DISPOSAL						0.00 *
400			CONTRIBS-MEMBERSHIP, PRIVATE						131,825.00-
			6 2 Dec 28 90 CASH RECEIVED -DECEMBER C/R			21,875.00			
			6 2 Dec 28 90 WIRE TRANS-FUJIKI TRANS. AJE 13			450.00		22,325.00-	154,150.00- *
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						100,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						80,000.00- *
407			CONTRIBS-COUNTY OF PLACER						0.00 *

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SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
408			CONTRIBS-COS OF YOLO/EL DORADO							400.00- *
409			INTEREST INCOME							4,597.27-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		657.53			
		6 3	Dec 28 90	CASH-INT ON SEC/CERTS	AJE 2		805.82			
		6 3	Dec 28 90	CASH-INT ON CHECKING	AJE 1		40.67		1,504.02-	6,101.29- *
410			OTHER INCOME							2,379.00-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		115.00		115.00-	2,494.00- *
411			CONTRIBUTIONS-OTHER CITIES							4,300.00-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		2,500.00		2,500.00-	6,800.00- *
412			CONTRIBS - PORT OF SACRAMENTO							1,250.00-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		250.00		250.00-	1,500.00- *
413			MEMBERSHIP MEETINGS							16,580.00-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		1,400.00		1,400.00-	17,980.00- *
414			OTHER SPEC EVENTS/MEETINGS REV							0.00 *
5			ANNUAL MEETING REVENUE							1,190.00- *
416			SPECIAL MEETINGS-PROSPECTS							0.00 *
425			REVENUE FR SALE OF PUBLICATION							6,547.30-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		555.50		555.50-	7,102.80- *
428			VIDEO TAPE SALES							925.80- *
430			PERSONAL USE OF AUTO							0.00 *
431			SPONSORSHIP INCOME							6,500.00-
		6 2	Dec 28 90	CASH RECEIVED -DECEMBER	C/R		5,500.00		5,500.00-	12,000.00- *
500			PAYROLL, TAXABLE							94,178.86
		6 4	Dec 28 90	PAYROLL-VACA LIABILITY	AJE 7	383.28				
		6 4	Dec 28 90	PERS USE AUTO - AG 1990	AJE 10	2,408.41				
		6 4	Dec 28 90	TAX FRINGE- MG 1990	AJE 12	3,600.00				
		6 4	Dec 28 90	EMP CONT - PARKING	AJE 9	140.00				
		6 4	Dec 28 90	EMP CONT - MED INS	AJE 8	170.22				
		6 4	Dec 28 90	PAYROLL-GROSS SALARIES	AJE 6	18,510.82			25,212.73	119,391.59 *
501			PAYROLL, NONTAXABLE							0.00 *
502			RETIREMENT BENEFITS							2,951.94
		6 1	Dec 21 90	WELLS FARGO SEPIRA	6988	101.07				
		6 1	Dec 21 90	DEAN WITTER	6986	286.67				
		6 1	Dec 21 90	AMER. CAP. PACE FUND	6987	192.66			586.40	3,538.34 *

General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
503				EMPLOYER PAYROLL TAXES					5,814.77
			6 4 Dec 28 90	PAYROLL-EMP TAXES	AJE 6	773.61		773.61	6,588.38 *
505				EMPLOYEE MEDICAL INSURANCE					5,796.08
			6 1 Dec 04 90	KAISER PERMANENTE	6933	1,279.37			
			6 1 Dec 11 90	TRUSTEE IND. FUND	6954	238.18			
			6 4 Dec 28 90	EMP CONT - MED INS	AJE 8		170.22	1,347.33	7,143.41 *
507				INSURANCE					3,355.33
			6 3 Dec 28 90	PREPAID INS EXPENSE	AJE 4	622.42		622.42	3,977.75 *
512				INTEREST EXPENSE					0.00 *
513				DEPRECIATION					6,771.22
			6 3 Dec 28 90	CORR. ACCUM DEPR.	AJE 14		699.20		
			6 3 Dec 28 90	ACCUM DEPR - OFFICE	AJE 3	1,887.37		1,188.17	7,959.39 *
514				DEPRECIATION-CAPITAL LEASE					0.00 *
515				EQUIPMENT RENTAL					0.00 *
6				OFFICE EXPENSE					8,786.30
			6 1 Dec 04 90	ADP	6938	36.79			
			6 1 Dec 04 90	DAY-TIMERS	6941	13.04			
			6 1 Dec 04 90	MICHELE CHOATE	6942	43.61			
			6 1 Dec 04 90	NIKKI PAHL	6929	42.70			
			6 1 Dec 04 90	SAC. HISTORY & SCIENCE	6930	3.00			
			6 1 Dec 07 90	CASH	6946	47.03			
			6 1 Dec 14 90	EXPRESS OFFICE PRGD.	6960	391.47			
			6 1 Dec 14 90	STANDARD OFFICE SYS.	6955	650.41			
			6 1 Dec 21 90	ALTERN. BUSINESS MACH.	6974	75.00			
			6 1 Dec 21 90	ALHAMBRA NATL. WATER	6972	30.80			
			6 1 Dec 21 90	EXPRESS OFFICE PROD.	6989	54.76			
			6 1 Dec 21 90	ADP	6973	36.79			
			6 1 Dec 21 90	PRESS ROOM	6982	66.51			
			6 1 Dec 21 90	REGENTS OF UC	6985	430.00			
			6 1 Dec 21 90	SAC. PLANT RENTAL	6978	67.04			
			6 3 Dec 28 90	PREPAID OFFICE EXPENSE	AJE 5	344.84		2,333.79	11,120.09 *
517				OFFICE RENTAL					17,009.00
			6 1 Dec 04 90	HEITMAN PROPERTIES	6922	3,401.80		3,401.80	20,410.80 *
519				PARKING					2,156.80
			6 1 Dec 04 90	CENTURY PARKING, INC.	6936	560.00			
			6 4 Dec 28 90	EMP CONT - PARKING	AJE 9		140.00	420.00	2,576.80 *
70				POSTAGE					6,322.82
			6 1 Dec 04 90	UNISHIPPERS ASSOCIATION	6931	234.77			
			6 1 Dec 07 90	CASH	6946	0.65			

Date: Jan 09 91

SACRAMENTO AREA COMM & TRADE ORGANIZ

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General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
520			POSTAGE						
				(continued)					
		6 1	Dec 07 90	POSTMASTER	6945	600.00			
		6 1	Dec 11 90	EXPRESS MESSENGER SYS.	6951	5.00			
		6 1	Dec 14 90	U.S. POSTAL SER.	6964	120.00			
		6 1	Dec 19 90	POSTMASTER	6968	600.00			
		6 1	Dec 21 90	EXPRESS MESSENGER	6983	13.75			
		6 1	Dec 28 90	POSTMASTER	6990	154.31		1,728.48	8,051.30 *
521			TELEPHONE						3,160.62
		6 1	Dec 04 90	MCI TELECOMMUNICATIONS	6934	140.54			
		6 1	Dec 11 90	MCI TELECOMMUNICATIONS	6950	167.74			
		6 1	Dec 21 90	PACIFIC BELL	6976	235.15			
		6 1	Dec 21 90	RTC COMMUNICATIONS	6971	258.63			
		6 1	Dec 28 90	CORR CREDIT - CK #6969	AJE 11		23.23	778.83	3,939.45 *
523			DUES, SUBSCRIPT & PUBLICATIONS						1,091.69
		6 1	Dec 10 90	SAC. ASSN. OF REALTORS	6947	36.00			
		6 1	Dec 11 90	NACORE	6953	175.00			
		6 1	Dec 14 90	DATABASE PUB. CO.	6961	166.13		377.13	1,468.82 *
524			PROFESSIONAL SERVICES						17.00 *
525			MISCELLANEOUS						0.00 *
527			NEWSLETTER						2,070.95 *
528			TAXES-PERSONAL PROPERTY						786.94 *
529			PUBLICATIONS EXPENSE						2,633.26
		6 1	Dec 04 90	BROWNIE'S BLUEPRINT CO.	6940	102.21		102.21	2,735.47 *
530			PRINTING						3,517.42
		6 1	Dec 04 90	CITADEL PRESS	6935	403.52			
		6 1	Dec 11 90	CITADEL PRESS	6948	629.83			
		6 1	Dec 21 90	CITADEL PRESS	6980	172.94		1,206.29	4,723.71 *
531			RESEARCH						13,950.00
		6 1	Dec 14 90	HORNET FOUND.	6966	1,950.00		1,950.00	15,900.00 *
532			ADVERTISING						0.00 *
533			PROMOTIONAL MATERIALS						8,400.80
		6 1	Dec 03 90	RAVEN MAPS & IMAGES	6928	50.00			
		6 1	Dec 04 90	BROWNIE'S BLUEPRINT CO.	6940	102.22			
		6 1	Dec 11 90	TIME INC.	6952	529.50			
		6 1	Dec 14 90	CASH	6965	15.46			
		6 1	Dec 14 90	ELECTRIC PAGE	6958	8.54			
		6 1	Dec 14 90	SIRLIN PHOTOGRAPHERS	6959	445.68			
		6 1	Dec 21 90	BROWNIE'S BLUEPRINTS	6977	63.84		1,215.24	9,616.04 *

General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
534			TRAVEL						0.00 *
535			EMPLOYEE MOVING EXPENSES						0.00 *
536			DIRECT MAIL						0.00 *
533			LOCAL MEETINGS/PUBLIC RELATION						1,005.30
			6 1 Dec 14 90 CASH		6965	40.00		40.00	1,045.30 *
539			MEMBERSHIP PROMOTION						2,902.13 *
540			AUDIO-VISUAL						4,390.46 *
541			MOTION PICTURE COUNCIL						0.00 *
542			SPECIAL MEETINGS-PROSPECTS						27,728.77
			6 1 Dec 17 90 MACORE INTL.		6967	520.00			
			6 1 Dec 21 90 MARY GONSALVES		6969	25.57			
			6 1 Dec 28 90 CORR CREDIT - CK #6969		AJE 11	23.23		568.80	28,297.57 *
543			BREAKFAST MEETING EXPENSE						56.00 *
544			TRANSPORTATION						3,564.28
			6 1 Dec 07 90 CASH		6946	18.39			
			6 1 Dec 07 90 GMAC		6944	412.37			
			6 1 Dec 21 90 TINA MORARITY		6970	36.14			
			6 1 Dec 21 90 SHELL OIL CO.		6981	73.19			
			6 1 Dec 21 90 MARY GONSALVES		6969	996.85			
			6 1 Dec 21 90 DEANN GARCIA		6975	78.17			
			6 4 Dec 28 90 TAX FRINGE- MG 1990		AJE 12		3,600.00		
			6 4 Dec 28 90 PERS USE AUTO - AG 1990		AJE 10		2,408.41	4,393.30-	829.02- *
545			EXEC COMMITTEE/BOARD MEETINGS						1,848.93
			6 1 Dec 14 90 HANNIBAL'S RESTAURANT		6956	48.57		48.57	1,897.50 *
546			MEMBERSHIP MEETING EXPENSE						11,996.98 *
547			OTHER MEETINGS						1,447.51
			6 1 Dec 07 90 HANNIBAL'S RESTAURANT		6943	42.27			
			6 1 Dec 11 90 HANNIBAL'S RESTAURANT		6949	153.24			
			6 1 Dec 14 90 HANNIBAL'S RESTAURANT		6956	36.99			
			6 1 Dec 21 90 HANNIBAL'S RESTAURANT		6984	77.08		309.58	1,757.09 *
555			CUMUL EFF-CHANGE TO DEFER REV						0.00 *
556			LOSS ON DISPOSAL OF ASSET						1,304.81 *

Date: Jan 09 91

SACRAMENTO AREA COMM & TRADE ORGANIZ

Page: 7

General Ledger Listing as of DECEMBER 31, 1990

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
							81,707.86	81,707.86		

90 accounts listed.
108 transactions processed.



SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

1990/91 Budget

Description of Budget Accounts

(figures in parenthesis represent 1989/90 actual amounts)REVENUE¹#400 Private Sector Income (\$315,975) \$264,884

A total of \$264,884 is projected from private sector membership.

#405-408, #412 Public Sector Income (\$223,050) \$227,100

A total of \$227,100 is proposed from the public sector. Budget includes memberships from Placer, Sacramento and El Dorado Counties and the Cities of Davis, Folsom, Lincoln, Rocklin, Roseville, Sacramento, West Sacramento, Woodland and Yuba City. The Port of Sacramento is also included. This year \$5,000 in additional revenue is being sought from the County of Placer.

#413-416 Meeting Revenue (\$69,832) \$67,000

For the May Annual Event, revenue of \$40,000 is shown. This is offset by expenditures of \$40,000 shown in the Membership Meeting expenses line item. Two regular membership meetings are planned, one serving as the Annual Meeting of the Members and a Membership Celebration to be held in January.

#425 Publications (\$14,535) \$9,600

SACTO projects \$9,600 in publications sales. The cost of publications is shown in the Publications expense line item.

#409 Interest Income (\$9,348) \$8,300

Interest on funds held in SACTO's accounts.

#410 Other Income (\$30,325) \$25,200

Miscellaneous income. Also included is semi-annual revenue for sponsorships in the Economic Profile.

#500, #501 Payroll and Temporary Staff (\$216,084) \$231,000

Includes funding for an Executive Director, Manager of Economic Development, Manager of Financial and Membership Accounts, Events and Committees Coordinator, Administrative Assistant, Secretary and Receptionist.

EXPENSES#502-505 Payroll Tax and Employee Benefits (\$35,731) \$37,802

Payroll tax estimated at \$14,500 and benefits estimated at \$23,302 for the fiscal year. Included in benefits is an SEP-IRA retirement program, to be funded for FY1990/91 at the rate of eight percent (8%) of monthly wages contributed monthly for eligible employees. Health and related insurance coverages are also included.

#507 Insurance (\$8,175) \$10,900

General insurance for SACTO operations including Directors & Officers Liability insurance, Worker's Compensation, General Liability and an excess umbrella policy.

#516 Office Expense (\$27,093) \$21,600

Equipment service contracts, office supplies and staff work-related training.

#544 Transportation-Auto (\$6,714) \$10,200

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

#545 Executive Committee and Board of Directors Meetings (\$3,734) \$1,510

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

#517 Rent (\$40,318) \$40,416

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

#519 Parking (\$5,341) \$6,000

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

#524 Professional Services (\$20) \$1,200

For services of auditing, legal, and periodic computer/bookkeeping training.

Description of Budget Accounts - FY90/91
Page Three

#120 Office Equipment (\$0) \$0

Acquisition of reception furniture and credenzas are needed if funds become available.

#528 Property Tax (\$460) \$800

Personal property tax on SACTO office goods.

#520 Postage (\$17,872) \$12,000

Regular postage for SACTO operations including marketing-related mailings, express courier, etc.

#521 Telephone (\$8,039) \$7,800

Long distance costs (variable) and monthly telephone services.

#523 Dues, Subscriptions and Publications (\$3,630) \$3,600

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

#530 Printing (\$20,483) \$14,400

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

#531 Research (\$22,717) \$29,700

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 and on targeted companies. Included are the Economic Profile, Economic Development Data Book, Guide to Organized Labor, Area Comparisons, State of the Greater Sacramento Area Economy, Manufacturers and Processors Guide, and the West Coast Comparisons. Also included is \$7,000 for additional research made necessary by the addition of Sutter County to SACTO's encompassing area.

#533 Promotional Materials (\$31,631) \$22,000

The production of maps, publications, folders, notebooks, video tapes and related material used in the marketing effort. Specific expenditures vary according to the need of the current prospects being marketed. Production costs for two Economic Profiles (\$16,000) are incorporated into this also.

Description of Budget Accounts - FY90/91
Page Four

#540 Audiovisuals (\$1,856) \$0

Audiovisual presentation revision for SACTO prospecting, especially for Pacific Rim effort.

#534 Travel (\$8,541) \$3,600

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

#536 Direct Mail (\$1,719) \$1,800

Postage for six newsletter mailings to 1,500 targeted companies.

#532 Advertising (\$0) \$0

Development and placement of advertisements in targeted business publications featuring the Greater Sacramento Area is needed if funds become available.

#542 Special Meetings-Prospects (\$24,672) \$31,356

For meetings other than membership, Executive Committee or Board of Directors Meetings. Primarily special meetings with prospects and local officials when related to economic development marketing. Includes two trips to Japan, one to Europe, ten trips throughout the United States and several to the Bay Area.

#538 Local Meeting/PR (\$4,978) \$3,000

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

#539 Membership Promotion (\$2,441) \$3,000

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

#546 Membership Meetings (\$32,376) \$20,000

Budget expenses for two membership meetings, one of which serves as the Annual Meeting of the Members. Expenses are budgeted to match income.

#543 May Annual Event (\$39,724) \$40,000

Annual Event meeting held in May. Expenses are budgeted to match income.

Description of Budget Accounts - FY90/91
Page Five

#527 Newsletter (\$12,590) \$16,800

Includes printing and development expenses for six SACTO membership newsletters.

#529 Publications Expense (\$5,354) \$4,800

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. Increased expenses in relation to increased sales.

#547 Other Meetings (\$14,339) \$3,600

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

#525 Miscellaneous (\$0) \$1,200

Generally non-budgeted contingency items.

¹ There is a carry-forward of \$77,535 from fiscal year 1989/90 to fiscal year 1990/91. There is also \$75,000 in reserve funds of which \$50,000 is restricted and available in the event of a revenue-short fiscal year, special opportunities or special projects with a majority vote of the Board of Directors or Executive Committee.



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-



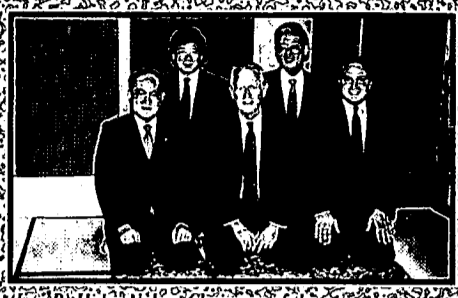
**APPENDIX IV: ORGANIZATIN MEMBERSHIP
COMMUNICATIONS (Newsletter)**

JAPAN UPDATE

SACTO President Joe Genshlea, Past President Sam Oki, and Executive Director Al Gianini recently returned from the annual fall SACTO mission to Japan.

During their visit, SACTO met with Japanese bankers, manufacturing companies, government offices, and business association officials. Business investment activity is particularly strong in the food processing areas and high technology fields. Again, SACTO received a very favorable response, including two articles in leading business newspapers with a combined circulation of over one million daily.

We also took time to revisit with several companies such as NEC Electronics, Ebara International, and Kikusui Electronics who



(L to R) Hideo Nakao, Chairman of the Board of NEC Electronics; Sam Oki, SACTO Past President; Joseph Genshlea, 1990/91 SACTO President; Katsuji Minagawa, General Manager of NEC; and Al Gianini, SACTO Executive Director.

have already decided to locate in our area and reaffirm our ongoing commitment to these companies. The success of these projects is critical to SACTO's future recruitment efforts.

Lastly, we met with two SACTO members based in Japan. That's right, two of SACTO's 400 plus members are Japan-based operations.

We would like to reassure the membership that Joe Genshlea, who has now been to both Germany and Japan in 1990 on SACTO's behalf, is required to turn in his frequent flyer mileage to SACTO.



(L to R) Al Gianini, SACTO Executive Director; Akira Kitagawa, Deputy Director; and Jim Vaughn, Director of Asian Trade and Investment Office, State of California.

NEW EUROPEAN COMMITTEE

For the first time in six years SACTO has initiated a new company recruitment committee. The new European Recruitment Committee (ERC) will identify ways for SACTO to explore the European marketplace and recruit new job-producing investments to the Greater Sacramento Area.

Philip A. Stohr, Partner, Downey Brand Seymour & Rohwer, has been appointed, by 1990/91 SACTO President Joseph S. Genshlea, as the ERC chairman. Mary Gonsalves, SACTO's Manager of Economic Development, will be the key staff person involved with the European recruitment activity. The committee is made up of a diverse group of SACTO members representing the public and private sectors. Committee members include:

- Philip Stohr, ERC Chair
Downey Brand Seymour & Rohwer
- Max-Henri Cadet
Cadet Professional Law Corporation

- Ann Garner
Accountants on Call
- Margaret Hastings-Hale
Kronick, Moskovitz, Tiedeman & Girard
- Richard Jones
Agriculture Industries, Inc.
- Josef Moorehead
California State University, Sacramento
- George Padgett
Aerojet Corporation
- Michael Profumo
Coopers & Lybrand
- Brigitte Rehorn
Folsom Chamber of Commerce
- The Honorable Anne Rudin
City of Sacramento
- Robert Smiley
University of California, Davis
- The Honorable Sandra Smoley
County of Sacramento
- Ray Swanson
Baxter Healthcare/MicroScan Division

- Ralph Vitiello
Vitiello + Associates
- Robert Weygandt
WECO, Inc.
- Jim Whillock
Patterson Travel
- Frances Willis
Camray Property Management

SACTO's focus on the European marketplace will be explored in the same way SACTO explored the Pacific Rim market. By utilizing the SACTO membership and developing contacts abroad, SACTO anticipates being a key contact for European business looking to expand into the region.

On November 13, Stohr and Gonsalves traveled to New York to meet with European businesses located there and doing business in the U.S., as well as many international accounting firms and some European banks. The mission was a fact finding expedition to develop an initial business plan for the new committee.

Second Annual Membership Celebration: "The Picture of Success"

Join SACTO at the Second Annual Membership Celebration, "The Picture of Success," on Wednesday, January 23, 1991, at the Crocker Art Museum. This event was a sold-out success last year at the Railroad Museum and promises to be even better this year. The celebration is to honor SACTO members and thank them for their support. The celebration will include hors d'oeuvres and no-host cocktails. All wings of the Crocker Art Museum will be open for viewing. Don't miss this opportunity to meet other SACTO members and community leaders. Look for your invitation in the mail soon and please send in your RSVP right away.

Date: Wednesday, January 23, 1991
Time: 6 p.m. - 9 p.m.
Place: Crocker Art Museum
Cost: \$25

SACTO									
Board Meeting Held									
in Placer County									

On November 9, 1990, over 25 SACTO Board members held their board meeting at the Sierra View Country Club. Over 17 elected officials from the Placer County area were in attendance to listen to SACTO's 1990/91 President conduct the board meeting. Additionally, the SACTO Board received a briefing from Robert Weygandt, on SACTO's Board and President of the Placer County BIDC, on current developments in Placer County.



(L to R) John Keboe-John T. Keboe Inc.; Don Lunsford-County of Placer; Councilmember Gretchen Crespillo-City of Loomis; Bob Dean-Bishop Hawk; Supervisor Susan Hogg-County of Placer; Al Gianini-SACTO Executive Director; and SACTO 1990/91 President Joe Genshlea.

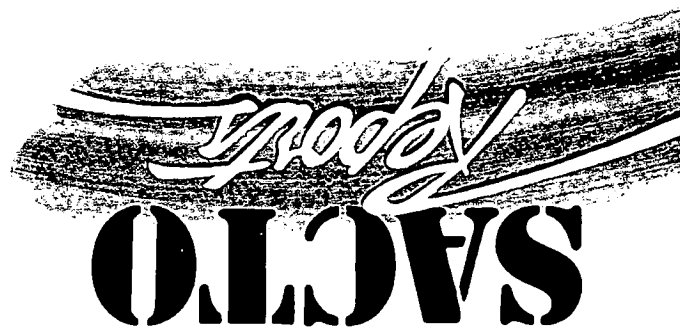
SACTO will continue to meet in a different county of its four-county area every other Board meeting. The purpose of meeting in each of the four counties is to meet with public officials and community leaders and learn more about the goals of each county and the cities SACTO represents.

SUCCESSFUL LOCATIONS

Sunbelt Telecommunications

A wholesale telecommunications distributor has selected a site in the Hillman Port Plaza, in West Sacramento to establish their West Coast operations. The company plans to hire up to ten people. Contact: Rudy Mann (214) 235-0587. Special thanks to Bill Neithammer of Coldwell Banker-Commercial for his help in this transaction.

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



SACTO *notes*

Just Another Government Town?

We've all heard that Sacramento is a one-industry town, but how do we compare with other state capitals? Our research shows that the Sacramento MSA has one of the lowest percentages of its workforce in manufacturing compared to all other state capitals in the country, but there is also good news. During the 1980s, our manufacturing base grew faster than all other state capital regions in the country.

Manufacturing Share of Total Capital Employment

Rank	State	Capital	Manuf. Share of State	Emp. as Total Capital	Ratio of Capital to State Share
1	Rhode Island	Providence	25.8	23.1	0.9
2	Minnesota	St. Paul	19.1	19.8	1.0
3	Connecticut	Hartford	23.4	19.3	0.8
4	Tennessee	Nashville	24.7	19.1	0.8
5	Indiana	Indianapolis	26.7	17.8	0.7
6	Pennsylvania	Harrisburg	21.2	17.7	0.8
7	Michigan	Lansing	26.0	17.3	0.7
8	Massachusetts	Boston	19.6	16.4	0.8
9	New Jersey	Trenton	18.8	16.0	0.9
10	Ohio	Columbus	23.9	15.7	0.7
11	North Carolina	Raleigh	29.9	15.2	0.5
12	Alabama	Montgomery	24.5	15.1	0.6
13	Oregon	Salem	18.7	15.1	0.8
14	Arizona	Phoenix	13.5	14.9	1.1
15	Virginia	Richmond	16.0	14.3	0.9
16	Arkansas	Little Rock	26.3	14.0	0.5
17	Utah	Salt Lake City	14.4	13.9	1.0
18	Georgia	Atlanta	20.6	13.7	0.7
19	Vermont	Montpelier	20.2	13.7	0.7
20	South Carolina	Columbia	26.8	12.8	0.5
21	Idaho	Boise	16.2	12.6	0.8
22	New York	Albany	15.2	12.2	0.8
23	Nebraska	Lincoln	13.4	12.0	0.9
24	Colorado	Denver	13.2	11.9	0.9
25	Oklahoma	Oklahoma City	14.0	11.7	0.8
26	Iowa	Des Moines	19.3	11.6	0.6
27	Mississippi	Jackson	26.4	11.6	0.4
28	Wisconsin	Madison	25.3	11.4	0.4
29	Texas	Austin	14.3	11.2	0.8
30	West Virginia	Charleston	14.4	10.6	0.7
31	Kansas	Topeka	17.6	10.3	0.6
32	Louisiana	Baton Rouge	11.0	8.7	0.8
33	CALIFORNIA	SACRAMENTO	18.1	7.4	0.4
34	North Dakota	Bismarck	6.2	5.2	0.8
35	Hawaii	Honolulu	4.8	4.5	0.9
36	Florida	Tallahassee	10.9	4.2	0.4
37	Illinois	Springfield	19.0	4.0	0.2
38	New Mexico	Santa Fe	7.3	3.2	0.4

Growth in Manufacturing Employment

Rank	State	Capital	Percent Change in Manufacturing Employment (1982 to 1987)	State	Capital
1	CALIFORNIA	SACRAMENTO	7.5	45.9	
2	Idaho	Boise	13.2	26.7	
3	North Carolina	Raleigh	9.3	25.1	
4	Alabama	Montgomery	8.8	23.5	
5	New Mexico	Santa Fe	12.6	21.4	
6	Arizona	Phoenix	21.2	21.4	
7	Texas	Austin	-11.2	21.1	
8	Georgia	Atlanta	13.8	19.2	
9	Florida	Tallahassee	16.0	17.9	
10	Wisconsin	Madison	5.7	17.8	
11	Oregon	Salem	10.3	16.0	
12	Tennessee	Nashville	6.1	13.4	
13	Iowa	Des Moines	1.7	13.3	
14	South Carolina	Columbia	2.5	12.5	
15	Nebraska	Lincoln	0.2	9.0	
16	Mississippi	Jackson	12.2	7.4	
17	Minnesota	St. Paul	8.1	6.5	
18	Utah	Salt Lake City	7.5	3.7	
19	Michigan	Lansing	10.2	2.9	
20	Ohio	Columbus	-0.4	2.1	
21	Connecticut	Hartford	-1.3	0.1	
22	Hawaii	Honolulu	-8.3	0.0	
23	New Jersey	Trenton	-7.3	-1.3	
24	Pennsylvania	Harrisburg	-11.0	-2.1	
25	Virginia	Richmond	8.0	-2.8	
26	Massachusetts	Boston	-6.2	-3.0	
27	Indiana	Indianapolis	4.6	-3.6	
28	Kansas	Topeka	4.2	-4.3	
29	Arkansas	Little Rock	12.4	-4.5	
30	Oklahoma	Oklahoma City	-14.5	-5.1	
31	New York	Albany	-9.7	-9.2	
32	Colorado	Denver	0.5	-24.8	
33	Louisiana	Baton Rouge	-19.3	-26.7	
34	West Virginia	Charleston	-12.5	-30.0	
35	Illinois	Springfield	-8.1	-32.8	
36	Rhode Island	Providence	-0.1	-43.0	

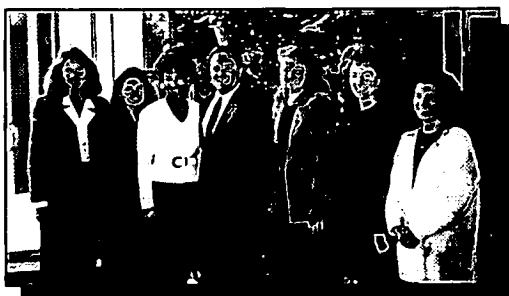
SACTO Goes to New York

SACTO, working cooperatively with the Department of Commerce, recently returned from its first marketing mission to New York, meeting with companies expressing an interest in the Greater Sacramento Area. The mission consisted of Dave Freitas from the State of California's Office of Business Development, Allan Schurr from the Pacific Gas & Electric Company, Jon Whiteman from the City of Yuba City, and SACTO's Executive Director, Al Gianini.

"The meeting results were very positive."

On this initial one week trip to New York, the main purpose was to identify the opportunities for attracting additional investment to the Greater Sacramento Area by meeting with companies who have large operations in the state. The meeting results were very positive. The companies SACTO met with had never been visited by anyone from California although they are regularly visited by economic development agencies from around the country. SACTO will be making regular missions to the New York area twice each year.

*Happy
Holidays
from the staff
at SACTO*



(L to R) Tina Morarity, Celeste Silveira, Mary Gonsalves, Al Gianini, Deann Garcia, Laura Templeton, and Michele Choate.

NEW MEMBERS

(As of November 30, 1990)

Platinum Sponsor - \$10,000+
RMB Realty, Inc.

Silver Benefactors - \$1,000-\$2,499

Beck Development Company, Inc.
Del Webb Corporation
Goodell & Associates

Jade Associates - \$400-\$999

Agriculture Industries, Inc.
Associates Management Consultants
Corporate Quarters, Inc.
County of Sutter
Mather Federal Credit Union
Placer Holdings, Inc.
Rancho Cordova Chamber of Commerce

SACTO MEMBERS LIST BY LEVEL

(As of November 30, 1990)

Platinum Sponsors - \$10,000+

AKT Development Corporation
Anthony Mansour/RDI
Development-El Dorado
Hills Communities
City of Sacramento
County of Placer
County of Sacramento
RMB Realty, Inc.

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

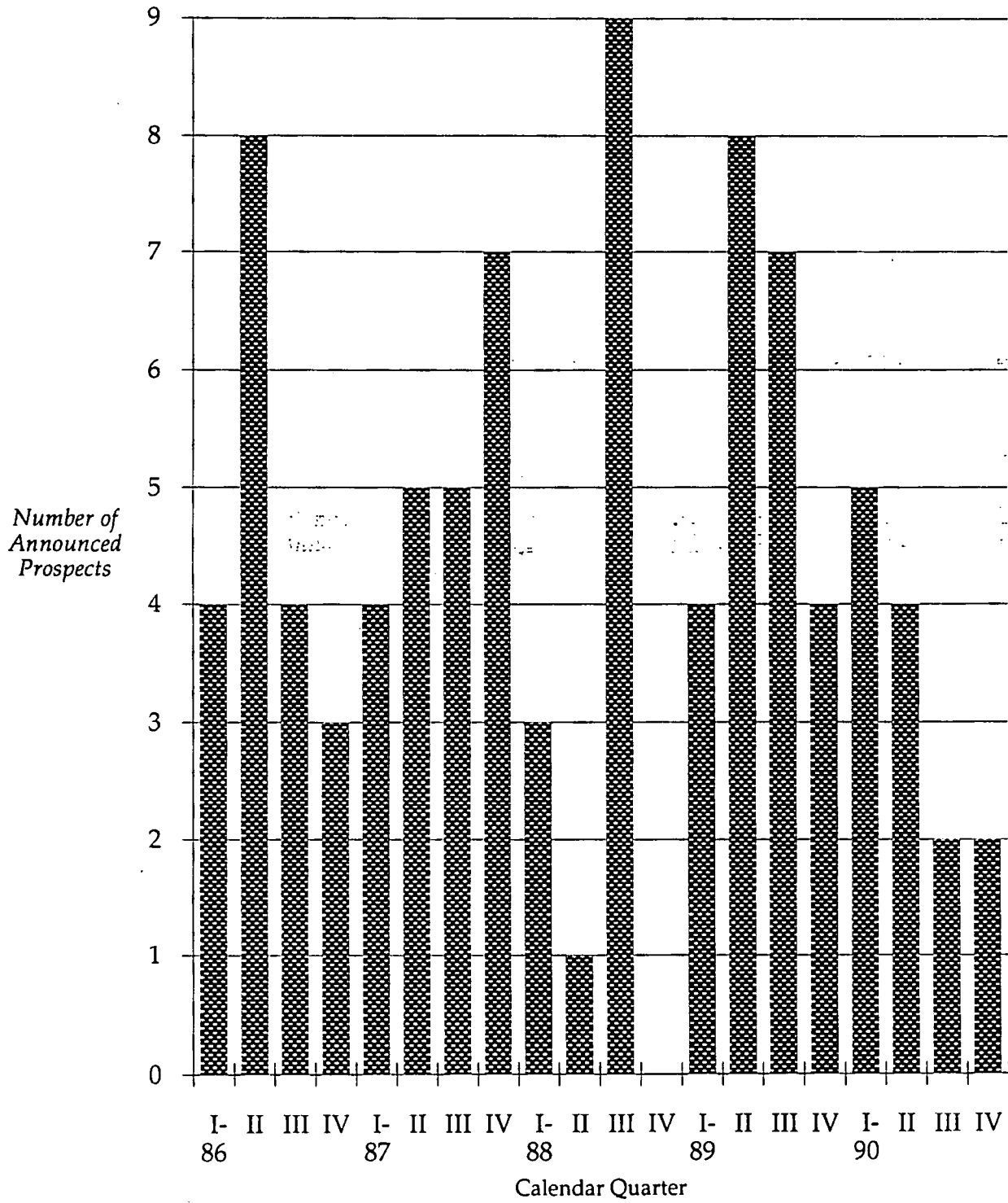
A. Teichert & Son, Inc.
Coldwell Banker - Commercial, Sacramento
Greater Sacramento New Car Dealers Association
KCRA-TV Channel 3
MCI Communications Corporation
Roseville Telephone Company
Sacramento Association of Realtors
The Sacramento Bee

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

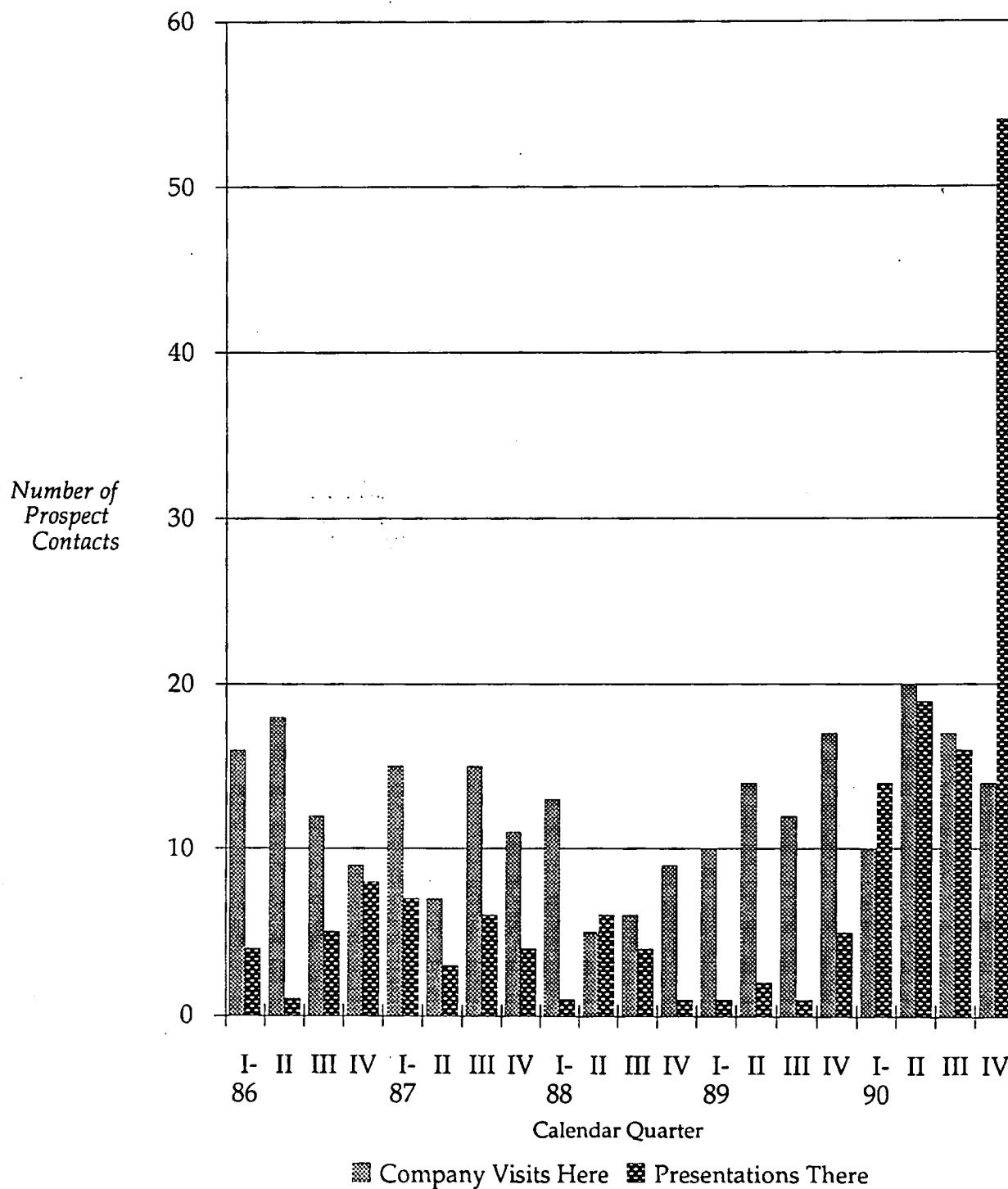
Aerojet
CableData
Campbell Construction Company
Cemo, Inc.
City of Lincoln
City of Roseville
KCS Development Company
NEC Electronics, Inc.
Pacific Bell
Pacific Coast Building Products, Inc.
Pacific Gas and Electric Company
Port of Sacramento
Price Waterhouse
Raley's
Richard C. Vieille, Realtor
River City Bank
Standard Office Systems
Sylva-Kirk
Wells Fargo Bank, N.A.

APPENDIX V: PROSPECT ACTIVITY

SACTO ASSISTED COMPANY LOCATIONS
 January 31, 1986 - December 31, 1990



PROSPECT VISITS AND PRESENTATIONS January 31, 1986 - December 31, 1990



ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO ASSISTED LOCATIONS

Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
		County Sac.	County Yolo	County Placer	County El Drdo					
'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 Company				400						
'84/85 U.S. Customs	1	1								
'84/85 Oracle Packaging	30	30								
'84/85 Control Data	12	12								
'84/85 Arrowhead Water										
'84/85 American Microscan	200	200								
TOTAL	11	443	553	0	650	0	1228	0.36	0.45	
'85/86 H.B. Fuller Company				78					Within City Sacramento Community Plan Bnd	
'85/86 Duplex Products		10				0				
'85/86 Amerigas		20								
'85/86 Hartford Insurance		195								
'85/86 USAA	900	900							Only expansion jobs shown / total 1,000	
'85/86 Maccaferri Gabions			21						Only expansion jobs shown / total 310	
'85/86 INA-AETNA		210								
'85/86 Impact					75					
'85/86 Gilbert Commonwealth	20	20								
'85/86 Satellite Business Systems	210	210								
'85/86 Hydraulic Technologies				20						
'85/86 Level One Communications		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 know	
'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	0	2934	0.44	0.80	
'86/87 Nationwide Insurance	40	40							Only expansion numbers shown	
'86/87 Gelco Instiuform	20	20								
'86/87 Viking Labs/Honeywell		200								
'86/87 Follett Book Company	60	60								
'86/87 Bergen Brunswig	100	100								

ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO ASSISTED LOCATIONS (Page 2)

	Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
			County Sac.	County Yolo	County Placer	County El Drdo					
'86/87	Crown Zellerbach			40						Ultimate jobs n/a Long-term project	
'86/87	Elzinga & Volkers	5	5								
'86/87	Postle West, Inc.			10							
'86/87	Leer, Inc.			125							
'86/87	Ace Hardware				150						
'86/87	West Coast Disco			10							
'86/87	BOXit	3	3								
'86/87	3M Company				5000						
'86/87	National Education	25	25								
'86/87	Sunfield Foods	25	25								
'86/87	White Brothers	5	5								
TOTAL		21	283	483	185	5150	0	0	5818	0.05	0.08
'87/88	Wireman Fence		25								
'87/88	Haley Brothers	30	30								
'87/88	Unisource			89							
'87/88	Canyon Products, Inc.	20	20								
'87/88	Sherwin-Williams Company	13	13								
'87/88	San Sierra Business Systems	135	135								
'87/88	Power Technologies				6						
'87/88	Queen City	25	25								
'87/88	CSAA	85	85								
'87/88	CSAA				100						
'87/88	Philadelphia Life Insurance	10	10								
'87/88	PASCO Scientific				50						
'87/88	Barnett Brass & Copper	10	10								
'87/88	Goochemical Services				100						
'87/88	Dana Commercial Credit				75						
TOTAL		15	328	353	89	331	0	0	773	0.42	0.46
'88/89	Western Web			10						Located in Enterprise Zone Expansion and relocation	
'88/89	SAMTEC Electronics	30	30								
'88/89	Norwall Group	6	6								
'88/89	Hartz Mountain		90								
'88/89	Northern Telecom	250	250								
'88/89	S.P. Richards	30	30								
'88/89	Continental Medical				6						
'88/89	National Sanitation		20								
'88/89	California Roll			50							

ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO ASSISTED LOCATIONS (Page 3)

	Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
			County Sac.	County Yolo	County Placer	County El Drdo					
'88/89	Insulate Industries	50	50							Located in Enterprise Zone Expansion and relocation Located in Enterprise Zone Only expansion jobs shown / total 1,100	
'88/89	Baxter Microscan			500							
'88/89	Milgard Tempering	150	150								
'88/89	Anray, Inc.	40	40								
'88/89	Alside	40	40								
'88/89	NEC Electronics				400						
'88/89	Habitat, Inc.	70	70								
'88/89	Egghead Software	85	85								
'88/89	Maranatha Flights	7	7								
TOTAL		23	758	868	560	406	0	1834	0.41	0.47	
'89/90	Continental Hardwood	20	20								
'89/90	Gekkeikan					26					
'89/90	Saturn Corporation	15	15								
'89/90	France Hug	6	6								
'89/90	American Biogenetics	8	8								
'89/90	Eureka Computer Software	5	5								
'89/90	Bylin Heating Systems	30	30								
'89/90	Nordson Corporation				4						
'89/90	C&K Systems					100					
'89/90	Kikusui International Corp.					200					
'89/90	MCI Telecommunications		1000								
'89/90	Robb-Jack Corporation				50						
'89/90	Clark Security Systems			20							
'89/90	American President Lines	20	20								
'89/90	Shriner's Hospital	250	250								
'89/90	Motor Works, Inc.	10	10								
'89/90	AdServ				100						
'89/90	Synesis				100						
'89/90	First Nationwide Bank			500							
TOTAL		19	364	1364	520	254	326	0	2464	0.15	0.55
'90/91	Buildex	10	10								
'90/91	Sonoco Products Company		50								
'90/91	Ebara International	100	100								
'90/91	Sunbelt Telecommunications			10							
TOTAL		1	110	160	10	0	0	0	340	0.32	0.47

CODE NUMBER:

CONTACT: Everett Hylton
PROSPECT NAME: EBARA INTERNATIONAL
STREET: 51 Main Avenue
CITY: Sacramento **STATE:** CA **ZIP:** 95838
PHONE: 916/920-5451
TYPE: High technology vacuum pumps
SOURCE: Everett Hylton **PHONE:**
DATE LOCATED: 90/10/04 **WHERE LOCATED:** Sacramento
REASON LOCATED: Expansion of existing facility
JOBS NOW: 30 **JOBS - ULTIMATE:** 100
INVESTMENT NOW: 40,000 **INVESTMENT - ULTIMATE:**

CODE NUMBER: 022 AR
CONTACT: Rudy Mann
PROSPECT NAME: SUNBELT TELECOMMUNICATIONS
STREET: 8 Prestige Circle, #122
CITY: Allen **STATE:** TX **ZIP:** 75002
PHONE: 214/235-0587
TYPE: Telecommunications
SOURCE: Bill Neithammer **PHONE:** 446-8211
DATE LOCATED: 90/11/28 **WHERE LOCATED:** West Sacramento
REASON LOCATED:
JOBS NOW: 12 **JOBS - ULTIMATE:** 15
INVESTMENT NOW: **INVESTMENT - ULTIMATE:**

CLOSED PROSPECTS

CODE NUMBER: 974 AR
 STATE: CA
 TYPE: Mfg./Food Processing
 DATE CLOSED: 90/10/02
 REASON CLOSED: Project is dead

CODE NUMBER: 947 AR
 STATE: Unknown
 TYPE: Mfg./Semiconductor Equipment
 DATE CLOSED: 90/10/08
 REASON CLOSED: Went to Austin

CODE NUMBER: INQ
 STATE:
 TYPE: distribution
 DATE CLOSED: 90/10/08
 REASON CLOSED: Decided not to expand

CODE NUMBER: INQ
 STATE: FL
 TYPE: Recycling Plastics
 DATE CLOSED: 90/10/09
 REASON CLOSED: No Response

CODE NUMBER: 960 AR
 STATE: CA
 TYPE: Data Processing
 DATE CLOSED: 90/11/02
 REASON CLOSED: no activity

CODE NUMBER: 038 AR
 STATE: CA
 TYPE: Mfg./electronics
 DATE CLOSED: 90/12/05
 REASON CLOSED: Unknown

CODE NUMBER: INQ
 STATE: FL
 TYPE: Mfg./Steel Products
 DATE CLOSED: 90/12/10
 REASON CLOSED: No interest

CODE NUMBER: 965 AR
 STATE: CA
 TYPE: Healthcare
 DATE CLOSED: 90/12/10
 REASON CLOSED: No activity

CODE NUMBER: INQ
 STATE: CA
 TYPE: non-oil based chemical plant -
 DATE CLOSED: 90/12/11
 REASON CLOSED: No activity

CODE NUMBER: 020 DC
 STATE: CA
 TYPE: Mfg./Distribution
 DATE CLOSED: 90/12/20
 REASON CLOSED: No money to expand at

CODE NUMBER: 015 AR
 STATE: TN
 TYPE: Dist./Food
 DATE CLOSED: 90/12/20
 REASON CLOSED: Deal fell out of escrow

APPENDIX VI: PUBLICATIONS LIST

SACTO

PUBLICATIONS

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

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

1. COMPARISONS

Bay Area/Sacramento Comparison #C-01

Assorted tables comparing the Palo Alto/San Jose 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. (Updated 8/90)

Price: Members \$5.00 Non-members \$7.50

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. (Updated 8/90)

Price: Members \$5.00 Non-members \$7.50

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. (Updated 3/90)

Price: Members \$5.00 Non-members \$7.50

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. (Updated 7/89)

Price: Members \$5.00 Non-members \$7.50

West Coast States Comparison #C-09

Assorted tables comparing California, Washington and Oregon. Includes population trends, technical work forces, work force productivity, tax and fiscal conditions, state-regulated employment costs, and value. Also includes a special selected reference to Sacramento, California. (Updated 8/89)

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

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 \$5.00 Non-members \$7.50

Economic Profile on the Greater Sacramento Area #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 30 pages. (Updated 7/90)

Price: Members \$4.00 Non-members \$8.00

Sacramento Regional Major Manufacturers and Processors Guide #R-06

An inventory of area enterprises that provide manufacturing and processing jobs for some 27,000 in the Greater Sacramento Area. Includes name, address, phone number, and number of employees of firms employing 25 or more. Also discusses labor union representation. Firms are listed in alphabetical order with cross-referenced listings by Standard Industrial Classification and by zip code. (Updated 7/90)

Price: Members \$25.00 Non-members \$32.00

Organization Strategic Plan #R-07

Describes the overall purpose, fundamental objectives, marketing, organization, finance and membership of SACTO. (Updated 5/89)

Price: Members \$2.50 Non-members \$5.00

Greater Sacramento Area Guide to Organized Labor #R-09

A graphic and tabular overview depicting the influence of organized labor on the Greater Sacramento Area. Also includes detailed information on all labor union locals and all union elections conducted by the National Labor Relations Board in the Greater Sacramento Area. (Updated 6/89 - In process of being revised.)

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

Sacramento Statistical Abstract #R-10

This publication is a review of the Greater Sacramento Area demographics. Includes figures on population, income, labor/employment, housing, construction/real estate, education, public sector, utilities transportation, manufacturing, retail sales and more. Published by the Sacramento Metropolitan Chamber of Commerce. (Updated 9/90)

Price: Members \$30.00 Non-members \$37.00

Sacramento and the Gold Country #R-12

A 380-page book listing attractions and events as well as a history of Sacramento County and the area between Mariposa and Nevada City. Published by Pelican Press. (1987)

Price: Members \$8.50 Non-members \$15.00

Economic Impact Analysis #R-13

Case studies showing economic impact of the location of three companies Tully-Wihr, USAA and Hewlett Packard to the Greater Sacramento Area

Price: Members - No charge Non-members \$2.50

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. (Updated 3/90)

Price: Members \$5.00 Non-members \$7.50

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. (Updated 1/90)

Price: Members \$5.00 Non-members \$7.50

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 business. Complete with addresses, phone numbers, and principal representative. Updated quarterly (7/90)

Price: Members - No charge Non-members \$50.00
 (Hard Copy)
 Members \$35.00 Non-members \$100.00
 (Labels)

3. REPORTS

Greater Sacramento Area Economic Development 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. (Updated 12/89)

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. (Updated 7/87)

Price: Members - No charge Non-members \$2.00

4. MISCELLANEOUS

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. (In process of being revised)

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

Japanese Video #AV-02

A Japanese version of the SACTO Video described above. (In process of being revised)

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

SACTO Newsletter #S-01

Published every other month, this newsletter shows the current activities of SACTO.

Price: Members - No charge Non-member \$50.00 annually

SACTO Lapel Pin #P-01

Reproduction of the SACTO limited edition ingot. Gold tone pin, is approximately 1" x 1/2".

Price: Members \$7.50 Non-member N/A

Maps of the Greater Sacramento Area #M-01

Two master quality maps depicting the Immediate Sacramento Area and Sacramento Vicinity. (8 1/2" X 11")

Price: Members \$2.50 Non-member \$5.00

* Appointment may be made to preview video(s) at the SACTO office.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION (SACTO)

PUBLICATION ORDER FORM

		Quantity	SACTO Member	*Non- Member	Amount
Comparisons					
C-01	Bay Area/Sacramento Comparison	_____	\$5.00	\$7.50	_____
C-03	Los Angeles/Sacramento Comparison	_____	5.00	7.50	_____
C-06	New Home Sales Comparison	_____	5.00	7.50	_____
C-07	Reno/Sacramento Comparison	_____	5.00	7.50	_____
C-09	West Coast Comparison	_____	7.50	12.50	_____
Lists					
L-02	Located Companies List	_____	5.00	7.50	_____
L-03	Major Sacramento Employers List	_____	5.00	7.50	_____
L-04	Political Contacts List	_____	5.00	7.50	_____
L-05	SACTO Membership/Business Directory	_____	N/C	50.00	_____
	SACTO Membership Labels	_____	35.00	100.00	_____
Reports					
R-02	Greater Sacramento Area Economic Development Databook	_____	25.00	100.00	_____
R-03	Membership Investment Fact Sheet	_____	N/C	N/C	_____
R-04	Overall Marketing Strategy	_____	N/C	2.00	_____
R-05	Economic Profile on the Greater Sacramento Area	_____	4.00	8.00	_____
R-06	Sacramento Regional Major Manufacturers and Processors Guide	_____	25.00	32.00	_____
R-07	Organization Strategic Plan	_____	2.50	5.00	_____
R-09	Greater Sacramento Area Guide to Organized Labor	_____	7.50	12.50	_____
R-10	Sacramento Statistical Abstract	_____	30.00	37.00	_____
R-12	Sacramento and the Gold Country	_____	8.50	15.00	_____
R-13	Economic Impact Analysis	_____	N/C	2.50	_____
Miscellaneous					
AV-01	SACTO Video	_____	35.00	50.00	_____
AV-02	Japanese Video	_____	35.00	50.00	_____
S-01	SACTO Newsletter Subscription	_____	N/C	50.00	_____
P-01	SACTO Lapel Pin	_____	7.50	N/A	_____
M-01	Maps of the Greater Sacramento Area	_____	2.50	5.00	_____
Total Enclosed					\$ _____

NOTE: All prices include tax, postage (Continental U.S.) and handling charges. All publications are in 8-1/2" by 11" format except where otherwise noted. Prices are subject to change without notice. All sales are final.

(Continued on reverse side)

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION (SACTO)

PUBLICATION ORDER FORM CONTINUED

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

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

(Please Print or Type)

Name _____

Title _____

Company _____

Address _____

City/State/Zip _____

Telephone _____

SACTO Member? (check one) Yes No

*To receive information regarding how you and/or your company can benefit from a membership in SACTO, check here.

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

APPENDIX VII: 1990/91 BOARD OF DIRECTORS LIST

1990/91 OFFICERS AND BOARD OF DIRECTORS

OFFICERS

President

Joseph S. Genshlea
Partner
Weintraub Genshlea & Sproul
2535 Capitol Oaks Drive
Sacramento, CA 95833
Phone 648-9400 / FAX 648-9146

President-Elect

Ralph E. Vitiello
President
Vitiello & Associates, Inc.
1931 H Street
Sacramento, CA 95814
Phone 446-0206 / FAX 446-0894

Vice President & Secretary

Hal Tenney
9153 Shady Hollow Way
Fair Oaks, CA 95628
Phone 989-1426

Vice President & Chief Financial Officer

Elizabeth McClatchy
V.P. & Regional Manager
The Bank of California
P.O. Box 987
Sacramento, CA 95805
Phone 321-6700 / FAX 321-6713

Vice President for Development

Robert Bell
Attorney at Law
Hefner, Stark & Marois
2710 Gateway Oaks Drive, Suite 300S
Sacramento, CA 95833
Phone 925-6620 / FAX 925-1127

Immediate Past President

William H. Collard
Attorney at Law
Friedman, Collard & Poswall
7750 College Town Drive, Suite 300
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Phone 381-9011 / FAX 381-7048

Assistant Secretary-Executive Director

Alan R. Gianini
Executive Director
SACTO
300 Capitol Mall, Suite 1210
Sacramento, CA 95814
Phone 441-2144 / FAX 441-2312

DIRECTORS-AT-LARGE

Thomas F. Boxler
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Grant Thornton
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Sacramento, CA 95814
Phone 441-1171 / FAX 441-6251

George M. Crandell
Managing Partner
Westar Capital
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Sacramento, CA 95825
Phone 921-5876 / FAX 485-1050

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V.P. & General Manager
Bishop Hawk
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Sacramento, CA 95816
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Robert L. Doyle
President
Roseville Telephone Company
P.O. Box 969
Roseville, CA 95661
Phone 786-1111 / FAX 969-1017

Norman E. Eilert
Executive Vice President & CFO
A. Teichert & Sons, Inc.
P.O. Box 15002
Sacramento, CA 95814
Phone 484-3011 / FAX 484-6506

Lindann Fleig
Senior Vice President
Standard Office Systems
P.O. Box 419000
Sacramento, CA 95841-9000
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Thomas J. Hammer, Jr.
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Shasta Linen Supply, Inc.
1931 E Street
Sacramento, CA 95814
Phone 443-5966 / FAX 443-5155

John T. Kehoe
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John T. Kehoe, Inc.
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Sacramento, CA 95866-0428
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R. Neil Smyth
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1020 Airport Blvd.
Lincoln, CA 95648
Phone 645-8961 / FAX 1-645-1547

Jim Whillock
Chief Executive Officer
Patterson Travel
855 Howe Avenue, Suite 5
Sacramento, CA 95825
Phone 925-3505 / FAX 925-0873

APPOINTED DIRECTORS

Sacramento City Representatives

The Honorable Thomas Chinn
 Councilman
 City of Sacramento
 915 I Street, Room 205
 Sacramento, CA 95814
 Phone 449-5407 / FAX 449-8680

The Honorable Anne Rudin
 Mayor
 City of Sacramento
 915 I Street, Room 205
 Sacramento, CA 95814
 Phone 449-5407 / FAX 448-3139

Sacramento County Representatives

The Honorable Illa Collin
 County Supervisor, District 2
 County of Sacramento
 700 H Street, Suite 2450
 Sacramento, CA 95814
 Phone 440-5481 / FAX 440-7593

The Honorable Sandra R. Smoley
 County Supervisor, District 3
 County of Sacramento
 700 H Street, Suite 2450
 Sacramento, CA 95814
 Phone 440-5471 / FAX 440-7593

Sacramento Metropolitan Chamber of Commerce Representative

Sharon Margetts
 Area V.P./Sacramento-North Coast
 Pacific Bell
 P.O. Box 15038 - Room 2343
 Sacramento, CA 95851
 Phone 972-2119 / FAX 489-8360

EX-OFFICIO DIRECTORS

Thomas Hobday, Jr.
 Chairman of the Board
 Sacramento Valley Insurance
 P.O. Box 13792
 Sacramento, CA 95853
 Phone 920-3400 / FAX 646-3996

G. Samuel Oki
 Chairman of the Board
 Oki Nursery
 P.O. Box 276387
 Sacramento, CA 95827
 Phone 383-5665 / FAX 383-1053

Jerrold A. Hunt
 3017 Sierra Boulevard
 Sacramento, CA 95864
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