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SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

EXECUTIVE SUMMARY - QUARTER ENDED MARCH 31, 1988

HIGHLIGHTS

- Engaged a representative in Europe to promote SACTO to European companies
- Announced the location of 3 companies totalling 160 jobs
- Held a Membership Meeting in February with record attendance
- Hired the Institute of the Future to identify future regional issues which could constrain economic prosperity.

STATISTICAL

	Quarter Ending March 31	Current Year (YTD)	Previous Year (YTD)
Members	373	373	350
Member Support (cash basis)			
- private	\$76,100	\$199,199	\$210,062
- public	\$67,000	\$139,900	\$133,000
- other	\$17,300	\$41,272	\$25,218
Total receipts (cash)	\$160,400	\$380,371	\$368,280
Expenses			
- administration*	\$47,154	\$131,780	\$121,035
- marketing*	\$55,634	\$187,451	\$176,693
- membership & misc.	\$25,448	\$47,769	\$30,252
SACTO assisted companies announced	3	10	11
Direct jobs expected	160	577	757
Active prospects	60	60	50

*includes personnel costs

OUTLOOK

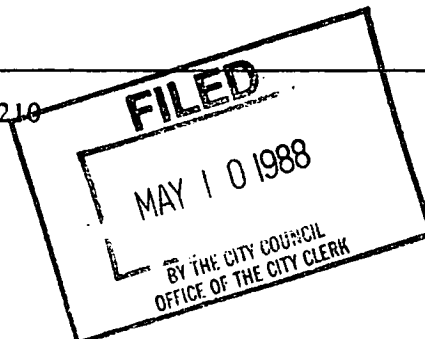
The outlook for SACTO's top-quality company prospects making locational announcements in CY1988 is good. Another "Best 100" company prospect is being actively recruited, and could easily result in a locational announcement in 1988. The outlook for European and Japanese investments in the region is also very good, although the marketing efforts are more complex and expensive.

NOTES AND DATES

- SACTO Luncheon: A Report to the Community will be held on May 25, 1988, 11:30 a.m., at the Sacramento Community Center
- Election of 1988/89 Board of Directors, June

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

FOR THE PERIOD COVERING
JANUARY, FEBRUARY, MARCH 1988

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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
January, February, March 1988

I. STATEMENT OF SERVICES

1. Purpose of Fund Expenditure

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

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

2. Any Direct Personal Benefits

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

3. The Number of Performances, Appearances or Publications

A. Performances and Appearances

1. Sat on the California State University/Sacramento Valley Venture Capital Forum panel discussion regarding local suppliers to local industry.
2. Participated in the Sacramento Metropolitan Chamber of Commerce's Leadership program as a speaker.
3. Attended Asia Foundation San Francisco dinner.
4. Went on marketing trips to San Francisco and Los Angeles.
5. Spoke to several Japanese business delegations regarding Greater Sacramento Area's resources.
6. Made several presentations to prospects considering locating in the region.

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January, February, March 1988

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7. SACTO hosted Directors from the Tokyo and London Foreign Trade offices.
8. Attended British Consulate reception in San Francisco.

B. Publicity

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

1. Sacramento Union, "Expanding at the edges: another SACTO location", January 2, 1988.
2. Sacramento Bee, "With Sematech lost, Far East holds promise", January 10, 1988.
3. Sacramento Bee, "Too much idle time", January 17, 1988.
4. Sacramento Bee, "H-P says area firms can't fill its needs", February 5, 1988.
5. Sacramento Business, "NVE: A company built on teamwork, responsibility, decisiveness and price", February, 1988.
6. Business Journal, "First impressions count when corporations visit", February 15, 1988.
7. Sacramento Bee, "Loosen thinking, consultant urges", February 25, 1988.
8. Sacramento Bee, "How business views the Rancho Seco issue", February 28, 1988.
9. Sacramento Bee, "Shake it, SACTO", February 28, 1988.
10. Sacramento Union, "SACTO opens office in Switzerland", March 10, 1988.
11. Press-Tribune, "Hayward scientific equipment builder plans Roseville move", March 15, 1988.
12. Sacramento Bee, "PASCO coming", March 17, 1988.
13. Sacramento Union, "Hayward firm moving to Roseville", March 17, 1988.
14. Sacramento Bee, "Barnett locates", April 6, 1988.

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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 V.

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

This quarter the following updates were made to our publications: SACTO's city comparisons, largest employers list, new home sales comparison, located companies list, business directory, Japanese information packet and political contacts list.

A new publication was developed this quarter entitled, "West Coast States Comparison". In this publication are assorted tables comparing California, Washington and Oregon including population trends, technical work forces, work force productivity, tax and fiscal conditions, state-regulated employment costs, and value. Also included is a special selected reference to Sacramento, California. It is available to members at a cost of \$5.00 and non-members \$7.50.

SACTO's Portraits publication, the Quality of Life brochure, recently received the Crystal Communications Award from the International Association of Business Communicators, Sacramento Chapter.

4. The Estimated Amount of Funds Expended Upon Services

Appendix II will reveal the breakdown of expenditures on services.

II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS

1. General Activities

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

1. Attended monthly Public Industrial Council board meetings as a representative.
2. Met with selected Sacramento City Council members.
3. Made a presentation to Sacramento City Council.

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4. Attended Fantus study presentation regarding appropriate target companies for City of Sacramento's available industrial sites.
5. Addressed several civic clubs discussing need for economic development.
6. Met with Sacramento Metropolitan Airport's consultant regarding freight shipping activities.
7. Attended CSUS' Pacific Rim Exchange luncheon.

2. Prospect Activity

A listing of SACTO company prospects by prospect number is provided in Appendix IV.

LOCATED COMPANIES

Appendix IV lists the companies that were located during this quarter. There are also two charts, one indicating the number of SACTO-assisted prospect announcements since 1984, and the other, the number of SACTO prospect contacts since fiscal year 1985/86. The three companies that have located this past quarter will bring in 160 new jobs to the area for a total of 577 ultimate jobs for 1987/88 Fiscal Year. Also included is a list of prospect files that SACTO has closed due to a change in expansion plans, internal company restructuring, etc.

OUTLOOK FOR UPCOMING COMPANY ANNOUNCEMENTS

Companies continue to request inducements and incentives. Many of SACTO's competitors are providing lucrative inducements, and some firms are lost to the area because of such programs. SACTO believes that its continued search for the best firms will help reduce the impact of these competitive efforts, as the Best 100-type companies have generally been less likely to request inducements and incentive packages. However, it should be noted SACTO is now able to incorporate two recently approved incentive concepts into its marketing program. In addition to SETA employment training incentives, SACTO also promotes the Employment Incentive Areas in both Sacramento City and West Sacramento and the Port's recently designated Foreign Trade Zone.

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

Report to Governmental Organization Members

January, February, March 1988

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In response to growth concerns being voiced, SACTO has contracted the Institute For the Future to research transportation needs and present possible solutions to those needs. This research study will be presented at the SACTO Luncheon: A Report to the Community to be held in May.

APPENDIX I: SACTO STRATEGIC PLAN

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
Organization Strategic Plan -- FY87/88

OVERALL PURPOSE

The Overall Purpose of SACTO is to encourage the economic growth of the four-county area. Consistent with this purpose, such growth should be environmentally desirable, maximize social and economic contribution to the area, and provide new jobs. The emphasis should be to encourage the location of top quality firms 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 Department of Commerce and the SACTO Board of Directors. Throughout SACTO's marketing efforts, the strictest confidentiality will be observed by all concerned.

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

ORGANIZATION

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

The Executive Director will be responsible for overall results, but the Board will be actively involved in policy-making and fund-raising, and good attendance at Board meetings will be required of Board members. Additionally, the nomination process for the Board of Directors will give the greatest consideration to those individuals whose values, interests and level of participation in SACTO will be most meaningful in achieving the objectives of the organization.

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

SACTO will encourage the involvement of its members by utilizing volunteer committees where appropriate, especially where staff can be freed up for use in the marketing and sales effort. Key committees will be comprised of senior-ranking representatives of SACTO's members.

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

FINANCE

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

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

MEMBERSHIP

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

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

APPENDIX II: FINANCIAL STATEMENTS

- a. Financial Statements
- b. Fund Disbursements List
- c. 1987/88 Fiscal Year Budget
- d. Unfunded Budget Supplement

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

JANUARY 31, 1988

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
 JANUARY 31, 1988

ASSETS

CURRENT ASSETS:	
CASH	137,242
PREPAID EXPENSES	3,589

TOTAL CURRENT ASSETS	140,831

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	78,885

	78,885
LESS ACCUMULATED DEPRECIATION	39,316

TOTAL PROPERTY AND EQUIPMENT	39,569

	180,400
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
TOTAL CURRENT LIABILITIES	0

TOTAL LIABILITIES	0

FUND BALANCE	
UNRESTRICTED	165,338
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	15,061

ENDING FUND BALANCE	180,399

DIFFERENCE ON ROUNDING	1

	180,400
	=====

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

7 MONTHS ENDED JANUARY 31, 1988

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	30,350	32,100	153,449	135,162	166,175	(12,726)
PUBLIC SECTOR	4,000	500	76,900	79,500	144,900	(68,000)
MEETING REVENUE	2,783	4,000	12,768	13,689	13,500	(732)
PUBLICATIONS SALES	731	300	6,722	943	2,100	4,622
INTEREST INCOME	555	300	3,281	2,836	2,100	1,181
OTHER INCOME	2,087	100	7,357	2,167	6,400	957
TOTAL REVENUE	40,506	37,300	260,477	234,297	335,175	(74,698)
EXPENDITURES						
SALARIES	15,054	16,475	102,174	94,908	115,325	(13,151)
EMPLOYEE BENEFITS	1,444	1,573	11,773	5,101	12,093	(320)
PAYROLL TAXES	1,557	1,600	6,025	5,184	11,200	(5,174)
TOTAL STAFF MAINTENANCE EXPENDITURES	18,055	19,648	119,973	105,193	138,618	(18,645)
INSURANCE	323	2,500	2,481	3,115	8,000	(5,519)
OFFICE EXPENSE	1,233	1,069	9,089	6,919	7,486	602
TRANSPORTATION-AUTO	516	500	2,029	2,577	3,500	(1,471)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	150	357	703	750	(393)
RENT	2,898	2,950	20,286	16,898	20,650	(364)
PARKING	360	470	2,575	2,615	3,290	(715)
PROFESSIONAL SERVICES	400	200	3,050	8,893	4,300	(1,250)
PERSONAL PROPERTY TAXES	0	0	480	464	600	(120)
TOTAL ADMINISTRATIVE EXPENDITURES	5,730	7,839	39,347	42,184	48,576	(9,229)
POSTAGE	657	1,250	5,500	5,708	6,250	(750)
TELEPHONE	422	640	3,370	3,884	4,478	(1,108)
DUES AND SUBSCRIPTIONS	164	150	1,937	1,978	1,800	137
PRINTING	200	600	6,506	4,474	5,200	1,306
RESEARCH	0	5,000	4,109	13,566	15,700	(11,591)
PROMOTIONAL MATERIALS	8,412	6,000	16,903	25,642	16,250	653
SPECIAL MEETINGS-PROSPECTS	287	300	10,613	8,076	10,800	(187)
TRAVEL	557	1,500	3,280	5,142	11,500	(8,220)
DIRECT MAIL	102	9,500	695	0	9,500	(8,305)
TOTAL MARKETING EXPENDITURES	10,801	24,440	52,913	68,478	81,478	(28,565)

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

7 MONTHS ENDED JANUARY 31, 1988

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	284	267	1,083	989	1,865
MEMBERSHIP PROMOTION	81	833	4,376	1,248	3,333
MEMBERSHIP MEETINGS	508	1,000	10,909	6,331	11,500
BREAKFAST MEETING	0	4,000	0	4,562	4,000
OTHER MEETINGS	206	200	937	1,071	1,400
NEWSLETTER	1,891	1,600	4,701	6,029	4,800
PUBLICATIONS EXPENSE	30	100	2,731	702	700
MISCELLANEOUS	0	200	584	580	1,400
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TOTAL MEMBERSHIP & MISC EXPENDITURES	3,000	8,200	25,321	21,512	28,998
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TOTAL EXPENDITURES BEFORE DEPRECIATION	37,586	60,127	237,554	237,367	297,670
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DEPRECIATION	934	0	7,863	7,353	0
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TOTAL EXPENDITURES AFTER DEPRECIATION	38,520	60,127	245,417	244,720	297,670
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EXCESS OF REVENUE OVER (EXPENDITURES)	1,986	(22,827)	15,060	(10,423)	37,505
	=====	=====	=====	=====	=====

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

FEBRUARY 29, 1988

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
 FEBRUARY 29, 1988

ASSETS

CURRENT ASSETS:	
CASH	180,999
PREPAID EXPENSES	3,000

TOTAL CURRENT ASSETS	193,999

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	78,885

	78,885
LESS ACCUMULATED DEPRECIATION	40,250

TOTAL PROPERTY AND EQUIPMENT	38,635

	222,634
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
TOTAL CURRENT LIABILITIES	0

TOTAL LIABILITIES	0

FUND BALANCE	
UNRESTRICTED	165,338
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	57,297

ENDING FUND BALANCE	222,635

DIFFERENCE ON ROUNDING	(1)

	222,634
	=====

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

8 MONTHS ENDED FEBRUARY 29, 1988

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	23,050	35,200	176,499	173,912	201,375	(24,876)
PUBLIC SECTOR	60,500	3,000	137,400	132,500	147,900	(10,500)
MEETING REVENUE	7,018	3,000	19,786	17,049	16,500	3,286
PUBLICATIONS SALES	931	300	7,653	1,625	2,400	5,253
INTEREST INCOME	833	300	4,114	3,242	2,400	1,714
OTHER INCOME	107	0	7,464	2,272	6,400	1,064
TOTAL REVENUE	92,439	41,800	352,916	330,600	376,975	(24,059)
EXPENDITURES						
SALARIES	16,225	16,475	118,399	108,477	131,800	(13,401)
EMPLOYEE BENEFITS	793	1,573	12,566	5,583	13,666	(1,100)
PAYROLL TAXES	1,531	1,600	7,557	6,435	12,800	(5,243)
TOTAL STAFF MAINTENANCE EXPENDITURES	18,549	19,648	138,522	120,495	158,266	(19,744)
INSURANCE	377	0	2,858	4,488	8,000	(5,142)
OFFICE EXPENSE	1,366	1,070	9,455	8,235	8,556	899
TRANSPORTATION-AUTO	502	500	2,531	2,733	4,000	(1,469)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	156	50	513	711	800	(287)
RENT	2,898	2,950	23,184	16,898	23,600	(416)
PARKING	453	470	3,029	2,978	3,760	(732)
PROFESSIONAL SERVICES	544	200	3,594	9,293	4,500	(906)
PERSONAL PROPERTY TAXES	0	0	480	464	600	(120)
TOTAL ADMINISTRATIVE EXPENDITURES	6,296	5,240	45,643	45,800	53,816	(8,173)
POSTAGE	1,603	750	7,103	6,858	7,000	103
TELEPHONE	703	640	4,073	4,294	5,118	(1,045)
DUES AND SUBSCRIPTIONS	421	500	2,358	2,481	2,300	58
PRINTING	517	600	7,023	4,711	5,800	1,223
RESEARCH	2,591	100	6,700	13,589	15,800	(9,100)
PROMOTIONAL MATERIALS	1,704	250	18,607	28,990	17,100	1,507
SPECIAL MEETINGS-PROSPECTS	3,466	800	14,079	17,682	11,600	2,479
TRAVEL	1,091	1,500	4,371	5,418	13,000	(8,629)
DIRECT MAIL	493	0	1,188	0	9,500	(8,312)
TOTAL MARKETING EXPENDITURES	12,589	5,740	65,502	84,023	87,218	(21,716)

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

MARCH 31, 1988

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
 MARCH 31, 1988

ASSETS

CURRENT ASSETS:	
CASH	159,259
PREPAID EXPENSES	5,634

TOTAL CURRENT ASSETS	164,893

PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	82,662

	82,662
LESS ACCUMULATED DEPRECIATION	39,844

TOTAL PROPERTY AND EQUIPMENT	42,818

	207,711
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LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
TOTAL CURRENT LIABILITIES	0

TOTAL LIABILITIES	0

FUND BALANCE	
UNRESTRICTED	165,338
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	42,373

ENDING FUND BALANCE	207,711

DIFFERENCE ON ROUNDING	0

	207,711
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SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

9 MONTHS ENDED MARCH 31, 1988

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
REVENUE						
PRIVATE SECTOR	22,700	27,650	199,199	210,062	229,025	(29,826)
PUBLIC SECTOR	2,500	500	139,900	133,000	148,400	(8,500)
MEETING REVENUE	595	0	20,381	17,109	16,500	3,881
PUBLICATIONS SALES	669	300	8,322	1,907	2,700	5,622
INTEREST INCOME	841	300	4,955	3,825	2,700	2,255
OTHER INCOME	150	100	7,614	2,377	6,500	1,114
TOTAL REVENUE	27,455	28,850	380,371	368,280	405,825	(25,454)
EXPENDITURES						
SALARIES	14,954	16,475	133,353	121,282	148,275	(14,922)
EMPLOYEE BENEFITS	3,372	2,957	15,938	7,229	16,623	(685)
PAYROLL TAXES	1,013	1,600	8,570	7,934	14,400	(5,830)
TOTAL STAFF MAINTENANCE EXPENDITURES	19,339	21,032	157,861	136,444	179,298	(21,437)
INSURANCE	2,824	0	5,662	4,867	8,000	(2,318)
OFFICE EXPENSE	866	1,069	10,321	9,086	9,625	636
TRANSPORTATION-AUTO	435	500	2,966	2,928	4,500	(1,534)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	102	150	615	711	950	(335)
RENT	2,624	2,950	25,808	21,726	26,550	(742)
PARKING	427	470	3,455	3,338	4,230	(775)
PROFESSIONAL SERVICES	(664)	200	2,930	9,693	4,700	(1,770)
PERSONAL PROPERTY TAXES	0	0	480	464	600	(120)
LOSS ON DISPOSAL OF ASSETS	542	0	542	0	0	542
TOTAL ADMINISTRATIVE EXPENDITURES	7,156	5,339	52,799	52,813	59,155	(6,356)
POSTAGE	(149)	750	6,954	7,930	7,750	(796)
TELEPHONE	648	640	4,721	5,025	5,758	(1,037)
DUES AND SUBSCRIPTIONS	360	200	2,718	2,655	2,500	218
PRINTING	560	1,000	7,583	5,676	6,800	783
RESEARCH	1,206	100	7,906	13,609	15,900	(7,994)
PROMOTIONAL MATERIALS	0	850	18,607	43,319	17,950	657
SPECIAL MEETINGS-PROSPECTS	1,661	800	15,740	24,729	12,400	3,340
AUDIO VISUAL	0	5,200	0	0	5,200	(5,200)
TRAVEL	(13)	2,500	4,358	5,527	15,500	(11,142)
DIRECT MAIL	0	1,000	1,188	0	10,500	(9,312)
TOTAL MARKETING EXPENDITURES	4,273	13,040	69,775	108,471	100,258	(30,483)

General Ledger Listing as of JANUARY 31, 1988

Current fiscal period 7, Accounts from [] to [zzzzzz]
Listed by account in normal format.
Fiscal periods from [7] to [7]

Date of last posting: Jan 31 88

Purged up to and including fiscal period 6 on Jan 31 88.

Acct Code	Dept Code	Pd 5	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
100				CASH-CHECKING					25,151.89
			7 1 Jan 29 88	VOID	4485	0.00			
			7 1 Jan 31 88	VOID	4491	0.00			
			7 1 Jan 31 88	OLD CK#4297 CAHSED	AJE 8		15.00		
			7 1 Jan 31 88	OLD CK#4359 CAHSED	AJE 9		3.00		
			7 1 Jan 31 88	CASH DISBURSED-JANUARY	C/D		20,898.99		
			7 2 Jan 31 88	CASH RECEIVED -JANUARY	C/R	38,029.50			
			7 3 Jan 31 88	CASH-INT ON CHECKING	AJE 1	99.23			
			7 4 Jan 31 88	CASH PAYROLL	AJE 6		14,107.02	3,104.72	28,256.61 *
101				PETTY CASH FUND					50.00 *
102				SAVINGS ACCOUNT					0.00 *
103				SECURITIES, CERTIFICATES					108,479.20
			7 3 Jan 31 88	SEC-CERTIF. INTEREST	AJE 2	455.73		455.73	108,934.93 *
110				CASH-PAYROLL					0.00 *
115				INVENTORY					0.00 *
120				OFFICE EQUIPMENT					78,884.64 *
121				PROPERTY UNDER CAPITAL LEASE					15,047.00
			7 3 Jan 31 88	NEW CAR NOT CAPITALIZED	AJE 12		14,459.28		
			7 3 Jan 31 88	NEW CUTLASS CIERA PURCHA	AJE 11	14,459.28			
			7 3 Jan 31 88	REMOVE OLD CUTLASS CIERA	AJE 10		14,995.65		
			7 3 Jan 31 88		AJE 12	0.00			
			7 3 Jan 31 88	OLD CAR LOSS WRITEOFF	AJE 16		51.35	15,047.00-	0.00 *
122				ACCUM DEPR-OFFICE EQUIPMENT					38,382.16-
			7 3 Jan 31 88	DEPR EXPENSE-OFFICE	AJE 3		934.15	934.15-	39,316.31- *
123				ACCUM DEPR-CAPITAL LEASE					7,814.32-
			7 3 Jan 31 88	REMOVE OLD CUTLASS CIERA	AJE 10	7,814.32		7,814.32	0.00 *
130				DEPOSITS-SECURITY					0.00 *
131				PREPAID EXPENSE					1,274.00
			7 3 Jan 31 88	PREPAID EXPENSES	AJE 5		266.40	266.40-	1,007.60 *
132				PREPAID INSURANCE					2,904.00
			7 3 Jan 31 88	PREPAID INSURANCE	AJE 4		322.67	322.67-	2,581.33 *

General Ledger Listing as of JANUARY 31, 1988

Acct	Dept	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
135		SUSPENSE						0.00 *
200		ACCOUNTS PAYABLE						0.00 *
204		ACCRUED PAYROLL TAXES						0.00 *
205		ACCRUED WITHHOLDING TAXES						0.00 *
209		NOTES PAYABLE						0.00 *
210		ACCRUED EXPENSES						0.00 *
215		ACCRUED SALES TAX LIABILITY						0.00
		7 1 Jan 15 88 BOARD OF EQUALIZATION		4459	496.00			
		7 1 Jan 31 88 REASSIGN ACCT# CK#4459		AJE 13		496.00	0.00	0.00 *
219		C/P-OBLIG UNDER CAPITAL LEASE						3,094.80-
		7 3 Jan 31 88 REMOVE OLD CUTLASS CIERA		AJE 10	3,094.80		3,094.80	0.00 *
220		OBLIGATIONS UNDER CAP LEASE						4,086.53-
		7 1 Jan 15 88 MAITA OLDSMOBILE		4462	396.44			
		7 1 Jan 31 88 CK#4442 ACCT# REASSIGNED		AJE 14		187.44		
		7 1 Jan 31 88 CK#4442 REASSIGN ACCT#		AJE 7	187.44			
		7 1 Jan 31 88 CK#4462 ACCT# REASSIGNED		AJE 15		396.44		
		7 3 Jan 31 88 NEW CUTLASS CIERA PURCHA		AJE 11		14,459.28		
		7 3 Jan 31 88 NEW CAR NOT CAPITALIZED		AJE 12	14,459.28			
		7 3 Jan 31 88 REMOVE OLD CUTLASS CIERA		AJE 10	4,086.53		4,086.53	0.00 *
250		DEFERRED REVENUE						0.00 *
305		FUND BALANCE						165,337.59- *
310		RESTRICTED FUND BALANCE						0.00 *
400		CONTRIBS-MEMBERSHIP, PRIVATE						123,099.00-
		7 2 Jan 31 88 REASSIGN ACCT# FOLSON		AJE 17	1,000.00			
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		31,350.00	30,350.00-	153,449.00- *
401		CONTRIBS-MEMBERSHIP, NONCASH						0.00 *
402		CONTRIBS-HEMB CASH (SPEC PROJ)						0.00 *
403		CONTRIBS-DONATIONS, NONMEMBERS						0.00 *
405		CONTRIBS-CITY OF SACRAMENTO						60,000.00- *
406		CONTRIBS-COUNTY OF SACRAMENTO						0.00 *
407		CONTRIBS-COUNTY OF PLACER						7,500.00- *

General Ledger Listing as of JANUARY 31, 1988

Acct	Dept	Account Name	Description	Ref	Debit	Credit	Net Change	Balance
Code	Pd S	Date						
408		CONTRIBS-COS OF YOLO/EL DORADO						0.00 *
409		INTEREST INCOME						2,726.07-
		7 3 Jan 31 88 SEC-CERTIF. INTEREST		AJE 2		455.73		
		7 3 Jan 31 88 CASH-INT ON CHECKING		AJE 1		99.23	554.96-	3,281.03- *
410		OTHER INCOME						270.00-
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		148.00	148.00-	418.00- *
411		CONTRIBUTIONS-OTHER CITIES						2,400.00-
		7 2 Jan 31 88 REASSIGN ACCT# FOLSOM		AJE 17		1,000.00		
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		2,500.00	3,500.00-	5,900.00- *
412		CONTRIBS - PORT OF SACRAMENTO						3,000.00-
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		500.00	500.00-	3,500.00- *
413		MEMBERSHIP MEETINGS						9,385.00-
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		2,782.50	2,782.50-	12,167.50- *
414		OTHER SPEC EVENTS/MEETINGS REV						0.00 *
415		ANNUAL MEETING REVENUE						600.00- *
416		SPECIAL MEETINGS-PROSPECTS						0.00 *
425		REVENUE FR SALE OF PUBLICATION						5,989.29-
		7 1 Jan 31 88 OLD CK#4297 CAHSED		AJE 8	15.00			
		7 1 Jan 31 88 OLD CK#4359 CAHSED		AJE 9	3.00			
		7 2 Jan 31 88 CASH RECEIVED -JANUARY		C/R		749.00	731.00-	6,720.29- *
428		VIDEO TAPE SALES						0.00 *
430		PERSONAL USE OF AUTO						0.00
		7 3 Jan 31 88 RECORD PERS USE OF AUTO		AJE 18		1,939.00	1,939.00-	1,939.00- *
431		ADVERTISING INCOME						5,000.00- *
500		PAYROLL, TAXABLE						86,690.20
		7 3 Jan 31 88 RECORD PERS USE OF AUTO		AJE 18	1,939.00			
		7 4 Jan 31 86 PAYROLL-GROSS SALARIES		AJE 6	12,549.60		14,488.60	101,178.80 *
501		PAYROLL, NONTAXABLE						429.48
		7 1 Jan 15 83 BARBARA FRANK		4479	210.00			
		7 1 Jan 28 88 BARBARA FRANK		4484	355.00		565.00	994.48 *
502		RETIREMENT BENEFITS						3,120.00
		7 1 Jan 31 88 RIVER CITY BANK-SEP		4486	480.00			
		7.1 Jan 31 88 RIVER CITY BANK-SEP		4487	240.00		720.00	3,840.00 *

General Ledger Listing as of JANUARY 31, 1988

Acct a	Dept Code	Account Name Pd S Date	Description	Ref	Debit	Credit	Net Change	Balance
503		EMPLOYER PAYROLL TAXES						4,469.44
		7 4 Jan 31 88 PAYROLL-EMPLOYER TAXES		AJE 6	1,557.42		1,557.42	6,026.86 *
505		EMPLOYEE MEDICAL INSURANCE						7,209.36
		7 1 Jan 31 88 VISA INSURANCE		4490	724.00		724.00	7,933.36 *
507		INSURANCE						2,157.00
		7 3 Jan 31 88 INSURANCE EXPENSE		AJE 4	322.67		322.67	2,479.67 *
512		INTEREST EXPENSE						763.57 *
513		DEPRECIATION						6,929.92
		7 3 Jan 31 88 DEPR EXPENSE		AJE 3	934.15		934.15	7,864.07 *
514		DEPRECIATION-CAPITAL LEASE						0.00 *
515		EQUIPMENT RENTAL						0.00 *
516		OFFICE EXPENSE						6,856.26
		7 1 Jan 15 88 ADP		4471	33.35			
		7 1 Jan 15 88 AMERICAN EXPRESS		4461	50.00			
		7 1 Jan 15 88 SAC. PLANT RENTAL		4465	66.57			
		7 1 Jan 15 88 BG OFFICE PROD.		4475	137.62			
		7 1 Jan 15 88 CASH		4478	18.37			
		7 1 Jan 15 88 STANDARD OFFICE SYS		4476	47.59			
		7 1 Jan 31 88 DAYTIMERS		4501	20.57			
		7 1 Jan 31 88 REASSIGN ACCT# CK#4459		AJE 13	496.00			
		7 1 Jan 31 88 BG OFFICE PRODUCTS		4500	21.48			
		7 1 Jan 31 88 ANDERSON RIBBON & SUPPLY		4498	19.08			
		7 1 Jan 31 88 ADP		4497	46.00			
		7 1 Jan 31 88 PRESS ROOM		4504	9.54			
		7 3 Jan 31 88 OFFICE EXPENSE		AJE 5	266.40		1,232.57	8,088.93 *
517		OFFICE RENTAL						17,386.68
		7 1 Jan 31 88 HEITMAN PROP.		4488	2,897.78		2,897.78	20,284.46 *
519		PARKING						2,214.55
		7 1 Jan 31 88 CENTURY PARKING		4489	360.00		360.00	2,574.55 *
520		POSTAGE						4,843.14
		7 1 Jan 08 88 U.S. POSTMASTER		4458	79.00			
		7 1 Jan 15 88 FEDERAL EXPRESS CORP.		4472	29.00			
		7 1 Jan 15 88 AEROSPEED		4474	4.16			
		7 1 Jan 15 88 U.S. POSTMASTER		4460	500.00			
		7 1 Jan 31 88 AEROSPEED		4502	21.82			
		7 1 Jan 31 88 FEDERAL EXPRESS		4503	22.75		656.73	5,499.87 *
521		TELEPHONE						2,946.73
		7 1 Jan 15 88 MCI TELECOMMUNICATIONS		4463	111.00			

General Ledger Listing as of JANUARY 31, 1988

Acct a	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
521	TELEPHONE								
				(continued)					
			7 1 Jan 22 88	PACIFIC BELL	4481	210.33			
			7 1 Jan 31 88	RTC COMMUNICATIONS	4492	100.87		422.20	3,368.93 *
523	DUES, SUBSCRIPT & PUBLICATIONS								1,773.42
			7 1 Jan 15 88	WESTERN CITY MAGAZINE	4466	15.00			
			7 1 Jan 15 88	AMERICAN EXPRESS	4461	100.82			
			7 1 Jan 31 88	SAC. UNION	4495	48.00		163.82	1,937.24 *
524	PROFESSIONAL SERVICES								2,650.00
			7 1 Jan 15 88	HUBBERT, SHANLEY & LEE	4464	400.00		400.00	3,050.00 *
525	MISCELLANEOUS								584.00 *
527	NEWSLETTER								2,810.27
			7 1 Jan 31 88	CITADEL PRESS	4505	1,891.00		1,891.00	4,701.27 *
528	TAXES-PERSONAL PROPERTY								479.51 *
529	PUBLICATIONS EXPENSE								2,700.43
			7 1 Jan 15 88	CAPITAL PRINTING & MAIL	4470	29.66		29.66	2,730.09 *
530	PRINTING								6,306.95
			7 1 Jan 15 88	CITADEL PRESS	4477	200.34		200.34	6,507.29 *
531	RESEARCH								4,108.53 *
532	ADVERTISING								0.00 *
533	PROMOTIONAL MATERIALS								8,491.69
			7 1 Jan 15 88	TEMPEL TYPE	4468	12.72			
			7 1 Jan 15 88	CAPITAL PRINTING & MAIL	4470	321.02			
			7 1 Jan 15 88	CITADEL PRESS	4477	6,124.68			
			7 1 Jan 15 88	STEVE STRONG & ASSOC.	4473	1,559.31			
			7 1 Jan 27 88	NEIGHBORS	4483	24.50			
			7 1 Jan 31 88	INCOLOR	4496	350.86			
			7 1 Jan 31 88	AIRBORNE EXPRESS	4499	19.00		8,412.09	16,903.78 *
534	TRAVEL								2,723.09
			7 1 Jan 15 88	AMERICAN EXPRESS	4461	550.77			
			7 1 Jan 15 88	CASH	4476	5.93		556.70	3,279.79 *
535	EMPLOYEE MOVING EXPENSES								0.00 *
536	DIRECT MAIL								592.54
			7 1 Jan 20 88	U.S. POSTMASTER	4480	102.08		102.08	694.62 *
538	LOCAL MEETINGS/PUBLIC RELATION								799.01
			7 1 Jan 15 88	AMERICAN EXPRESS	4461	284.43		284.43	1,083.44 *

General Ledger Listing as of JANUARY 31, 1988

Acct	Dept	Account Name	Ref	Debit	Credit	Net	Balance
2	Code	Pd S Date Description				Change	
539		MEMBERSHIP PROMOTION					4,294.19
		7 1 Jan 15 88 CPAITAL PRINTING & MAIL	4470	80.70		90.70	4,374.89 *
540		AUDIO-VISUAL					0.00 *
541		MOTION PICTURE COUNCIL					0.00 *
542		SPECIAL MEETINGS-PROSPECTS					10,325.76
		7 1 Jan 15 88 AMERICAN EXPRESS	4461	87.47			
		7 1 Jan 31 88 IDRC NO. CALIF.	4493	200.00		287.47	10,614.23 *
543		BREAKFAST MEETING EXPENSE					0.00 *
544		TRANSPORTATION					748.59
		7 1 Jan 15 88 SHELL OIL COMPANY	4469	68.59			
		7 1 Jan 31 88 CK#4462 ACCT# REASSIGNED AJE 15		396.44			
		7 1 Jan 31 88 CK#4442 ACCT# REASSIGNED AJE 14		187.44			
		7 1 Jan 31 88 CK#4442 REASSIGN ACCT# AJE 7			187.44		
		7 3 Jan 31 88 OLD CAR LOSS WRITOFF	AJE 16	51.35		516.38	1,264.97 *
545		EXEC COMMITTEE/BOARD MEETINGS					356.54 *
546		MEMBERSHIP MEETING EXPENSE					10,400.14
		7 1 Jan 25 88 SAC. COMMUNITY CONV.CTR.	4482	75.00			
		7 1 Jan 31 88 FILMS INC.	4494	75.00			
		7 1 Jan 31 88 CITADEL PRESS	4505	358.28		508.28	10,908.42 *
547		OTHER MEETINGS					731.84
		7 1 Jan 15 88 PENNISI'S	4467	195.50			
		7 1 Jan 15 88 CASH	4478	10.01		205.51	937.35 *
555		CUMUL EFF-CHANGE TO DEFER REV					0.00 *
556		LOSS ON DISPOSAL OF ASSET					0.00 *

123,303.57 123,303.57
=====

85 accounts listed.
106 transactions processed.

General Ledger Listing as of FEBRUARY 29, 1988

Current fiscal period 8, Accounts from [] to [zzzzzz]
 Listed by account in normal format.
 Fiscal periods from [8] to [8]

Date of last posting: Feb 29 88

Purged up to and including fiscal period 7 on Feb 29 88.

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING						28,256.61
			8 1 Feb 16 88 VOID		4521	0.00			
			8 1 Feb 16 88 VOID		4557	0.00			
			8 1 Feb 16 88 VOID		4533	0.00			
			8 1 Feb 16 88 VOID		4541	0.00			
			8 1 Feb 16 88 VOID		4534	0.00			
			8 1 Feb 29 88 VOID		4609	0.00			
			8 1 Feb 29 88 CASH DISBURSED-FEBRUARY	C/D			92,957.85		
			8 1 Feb 29 88 VOID		4577	0.00			
			8 1 Feb 29 88 VOID		4574	0.00			
			8 2 Feb 29 88 CASH RECEIVED -FEBRUARY	C/R		91,625.50			
			8 3 Feb 29 88 CASH-INT ON CHECKING	AJE 1		143.81			
			8 4 Feb 29 88 PAYROLL-GROSS SALARIES	AJE 7		97.25			
			8 4 Feb 29 88 CASH PAYROLL	AJE 6			15,840.41	16,931.60-	11,325.01 *
.01			PETTY CASH FUND						50.00 *
102			SAVINGS ACCOUNT						0.00 *
103			SECURITIES, CERTIFICATES						108,934.93
			8 1 Feb 05 88 RIVER CITY BANK - MM		4515	60,000.00			
			8 3 Feb 29 88 SEC-CERTS - INTEREST		AJE 2	688.95		60,688.95	169,623.88 *
110			CASH-PAYROLL						0.00 *
115			INVENTORY						0.00 *
120			OFFICE EQUIPMENT						78,884.64 *
121			PROPERTY UNDER CAPITAL LEASE						0.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT						39,316.31-
			8 3 Feb 29 88 ACCUM DEPR - OFFICE		AJE 3		934.15	934.15-	40,250.46- *
123			ACCUM DEPR-CAPITAL LEASE						0.00 *
130			DEPOSITS-SECURITY						0.00 *
131			PREPAID EXPENSE						1,007.60
			8 3 Feb 29 88 PREPAID EXPENSES		AJE 5		266.40	266.40-	741.20 *
132			PREPAID INSURANCE						2,581.33
			8 3 Feb 29 88 PREPAID INSURANCE		AJE 4		322.67	322.67-	2,258.66 *

General Ledger Listing as of FEBRUARY 29, 1988

acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
135			SUSPENSE						0.00 *
200			ACCOUNTS PAYABLE						0.00 *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						0.00 *
220			OBLIGATIONS UNDER CAP LEASE						0.00 *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						165,337.59- *
410			RESTRICTED FUND BALANCE						0.00 *
400			CONTRIBS-MEMBERSHIP, PRIVATE						153,449.00-
			8 2 Feb 29 88 CASH RECEIVED -FEBRUARY	C/R		23,050.00		23,050.00-	176,499.00- *
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						60,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						0.00
			8 2 Feb 29 88 CASH RECEIVED -FEBRUARY	C/R		60,000.00		60,000.00-	60,000.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						0.00 *
409			INTEREST INCOME						3,291.03-
			8 3 Feb 29 88 CASH-INT ON CHECKING	AJE 1		143.81			
			8 3 Feb 29 88 SEC-CERTS - INTEREST	AJE 2		688.95		832.76-	4,113.79- *
410			OTHER INCOME						418.00-
			8 2 Feb 29 88 CASH RECEIVED -FEBRUARY	C/R		107.00		107.00-	525.00- *

General Ledger Listing as of FEBRUARY 29, 1988

Account Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
411				CONTRIBUTIONS-OTHER CITIES					5,900.00- *
412				CONTRIBS - PORT OF SACRAMENTO					3,500.00-
			8 2 Feb 29 88	CASH RECEIVED -FEBRUARY	C/R		500.00	500.00-	4,000.00- *
413				MEMBERSHIP MEETINGS					12,167.50-
			8 1 Feb 29 88	LAURA RICCI	4599	17.50			
			8 2 Feb 29 88	CASH RECEIVED -FEBRUARY	C/R		7,035.00	7,017.50-	19,185.00- *
414				OTHER SPEC EVENTS/MEETINGS REV					0.00 *
415				ANNUAL MEETING REVENUE					600.00- *
416				SPECIAL MEETINGS-PROSPECTS					0.00 *
425				REVENUE FR SALE OF PUBLICATION					6,720.29-
			8 1 Feb 19 88	BANK OF AMERICA	4559	3.00			
			8 2 Feb 29 88	CASH RECEIVED -FEBRUARY	C/R		933.50	930.50-	7,650.79- *
429				VIDEO TAPE SALES					0.00 *
430				PERSONAL USE OF AUTO					1,939.00- *
431				ADVERTISING INCOME					5,000.00- *
500				PAYROLL, TAXABLE					101,178.80
			8 1 Feb 16 88	BONNIE KING	4519	97.35			
			8 4 Feb 29 88	PAYROLL- GROSS SALARIES	AJE 6	14,309.58			
			8 4 Feb 29 88	PAYROLL-GROSS SALARIES	AJE 7		97.35	14,309.58	115,488.38 *
501				PAYROLL, NONTAXABLE					994.48
			8 1 Feb 16 88	BARBARA FRANK	4517	327.50			
			8 1 Feb 16 88	MANPOWER TEMPORARY SERV.	4537	461.55			
			8 1 Feb 29 88	BARBARA FRANK	4567	387.50			
			8 1 Feb 29 88	MANPOWER TEMPORARY SER.	4594	738.16		1,914.71	2,909.19 *
502				RETIREMENT BENEFITS					3,840.00 *
503				EMPLOYER PAYROLL TAXES					6,026.86
			8 4 Feb 29 88	PAYROLL- EMPLOYER TAXES	AJE 6	1,530.83		1,530.83	7,557.69 *
505				EMPLOYEE MEDICAL INSURANCE					7,933.36
			8 1 Feb 16 88	DENTAL HEALTH PLAN	4546	175.00			
			8 1 Feb 29 88	VIBA INSURANCE	4596	617.70		792.70	8,726.06 *
507				INSURANCE					2,479.67
			8 1 Feb 23 88	MCGEE & THIELEN INS.	4564	54.00			
			8 3 Feb 29 88	INSURANCE EXPENSE	AJE 4	322.67		376.67	2,856.34 *

General Ledger Listing as of FEBRUARY 29, 1988

Act Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
512			INTEREST EXPENSE						763.57 *
513			DEPRECIATION						7,864.07
		8 3	Feb 29 88	DEPR EXPENSE	AJE 3	934.15		934.15	8,798.22 *
514			DEPRECIATION-CAPITAL LEASE						0.00 *
515			EQUIPMENT RENTAL						0.00 *
516			OFFICE EXPENSE						8,088.83
		8 1	Feb 03 88	CASH	4511	1.77			
		8 1	Feb 03 88	PAM CROOK	4509	41.22			
		8 1	Feb 16 88	THE OFFICE PLACE	4532	41.60			
		8 1	Feb 16 88	HEWLETT PACKARD	4535	144.11			
		8 1	Feb 16 88	SAC. PLANT RENTAL	4539	66.57			
		8 1	Feb 16 88	AUTOMATIC DATA PROCESS	4526	31.00			
		8 1	Feb 16 88	CASH	4520	3.18			
		8 1	Feb 16 88	AMERICAN EXPRESS	4527	127.87			
		8 1	Feb 16 88	BG OFFICE PRODUCTS	4551	10.60			
		8 1	Feb 16 88	FLOWER CONCEPTS	4547	38.50			
		8 1	Feb 29 88	SAC. PLANT RENTAL	4600	66.57			
		8 1	Feb 29 88	THE SACRAMENTO BEE	4598	200.40			
		8 1	Feb 29 88	STANDARD OFFICE SYSTEMS	4576	56.20			
		8 1	Feb 29 88	ANDERSON RIBBON	4593	30.62			
		8 1	Feb 29 88	BG OFFICE PRODUCTS	4582	19.33			
		8 1	Feb 29 88	AUTOMATIC DATA PROCESS.	4581	51.00			
		8 1	Feb 29 88	AMERICAN EXPRESS	4570	30.74			
		8 1	Feb 29 88	THE OFFICE PLACE	4586	82.73			
		8 1	Feb 29 88	FLOWER CONCEPTS	4585	35.51			
		8 1	Feb 29 88	WESTERN IMPRESSIONS	4578	20.56			
		8 3	Feb 29 88	OFFICE EXPENSE	AJE 5	266.40		1,366.48	9,455.31 *
517			OFFICE RENTAL						20,284.46
		8 1	Feb 29 88	HEITMAN PROPERTIES	4603	2,897.78		2,897.78	23,182.24 *
519			PARKING						2,574.55
		8 1	Feb 03 88	CASH	4511	9.50			
		8 1	Feb 03 88	PAM CROOK	4509	2.00			
		8 1	Feb 04 88	CASH	4514	38.00			
		8 1	Feb 16 88	CASH	4520	6.00			
		8 1	Feb 29 88	CASH	4572	34.40			
		8 1	Feb 29 88	PAM CROOK	4568	2.75			
		8 1	Feb 29 88	CENTURY PARKING, INC.	4592	360.00		452.65	3,027.20 *
520			POSTAGE						5,499.87
		8 1	Feb 03 88	U.S. POSTMASTER	4506	50.00			
		8 1	Feb 16 88	AIRBORNE EXPRESS	4528	116.23			
		8 1	Feb 16 88	AEROSPEED DELIVERIES	4554	10.77			
		8 1	Feb 16 88	U.S. POSTMASTER	4518	500.00			

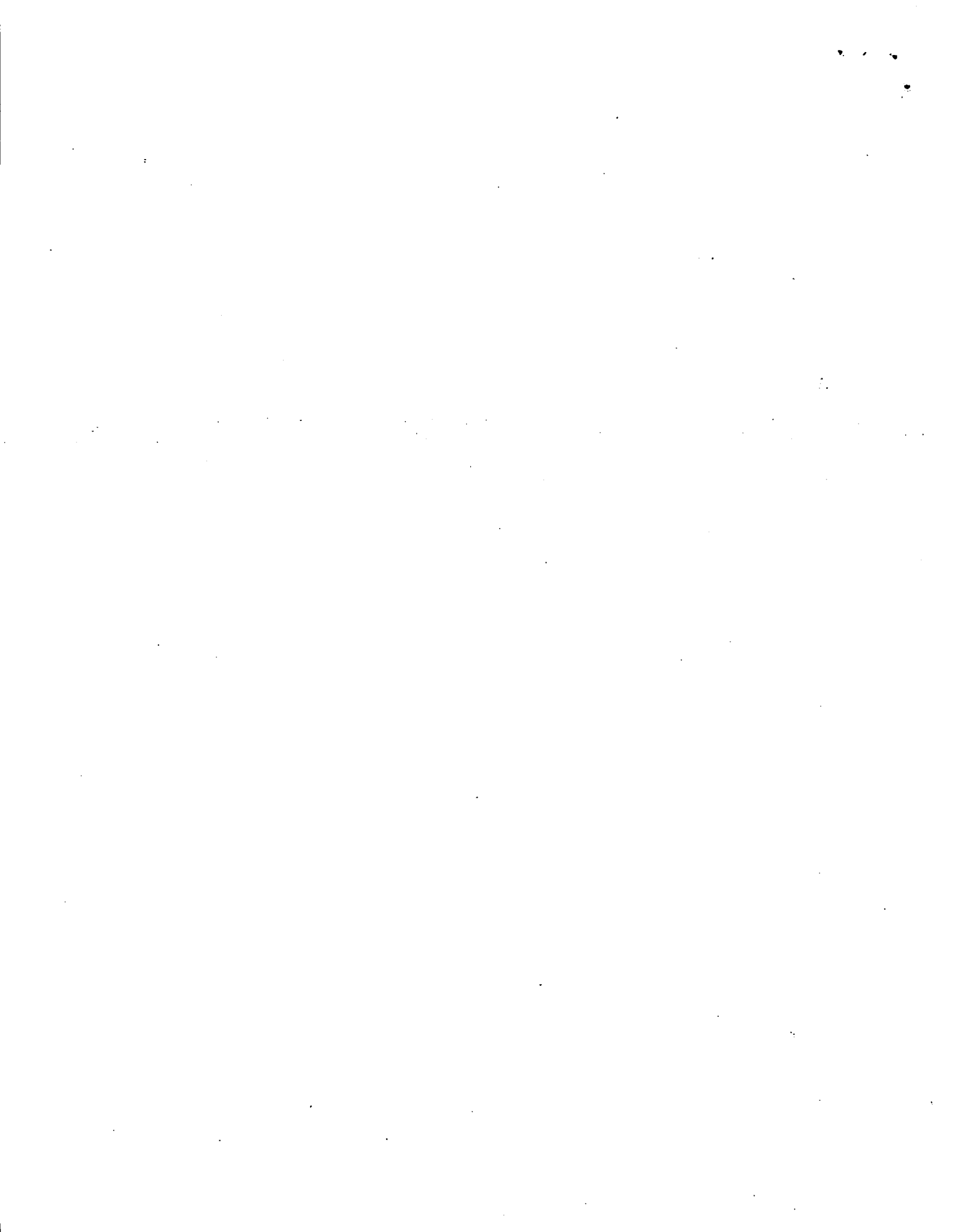
General Ledger Listing as of FEBRUARY 29, 1988

acct Code	Dept Code	Account Name Pd S Date	Description	Ref	Debit	Credit	Net Change	Balance
533		PROMOTIONAL MATERIALS						16,903.78
		8 1 Feb 16 88	HAL HAMMOND GRAPHICS	4525	36.04			
		8 1 Feb 16 88	U.S. POSTMASTER	4516	118.40			
		8 1 Feb 16 88	STEVE STRONG & ASSOC.	4523	1,174.16			
		8 1 Feb 16 88	FIRST INTERSTATE BANKCOR	4524	30.00			
		8 1 Feb 16 88	CAPITAL PRINTING	4530	89.20			
		8 1 Feb 29 88	THE PRESS ROOM	4605	71.71			
		8 1 Feb 29 88	TEMPEL TYPE	4597	108.86			
		8 1 Feb 29 88	BROWNIE'S BLUPRINT CO.	4604	76.06		1,704.43	18,608.21 *
534		TRAVEL						3,279.79
		8 1 Feb 03 88	PAM CROOK	4510	54.56			
		8 1 Feb 03 88	PAM CROOK	4509	4.00			
		8 1 Feb 29 88	PAM CROOK	4568	20.37			
		8 1 Feb 29 88	AMERICAN EXPRESS	4570	1,012.55		1,091.48	4,371.27 *
535		EMPLOYEE MOVING EXPENSES						0.00 *
536		DIRECT MAIL						694.62
		8 1 Feb 25 88	U.S. POSTMASTER	4565	493.22		493.22	1,187.84 *
538		LOCAL MEETINGS/PUBLIC RELATION						1,083.44
		8 1 Feb 16 88	AMERICAN EXPRESS	4527	544.08			
		8 1 Feb 19 88	SAC. BEST IN BUSINESS AW	4561	50.00			
		8 1 Feb 19 88	SACRAMENTO VALLEY INS.	4560	75.00			
		8 1 Feb 29 88	AMERICAN EXPRESS	4570	152.02		821.10	1,904.54 *
539		MEMBERSHIP PROMOTION						4,374.89
		8 1 Feb 16 88	CITADEL PRESS	4529	596.78			
		8 1 Feb 29 88	PAM CROOK	4568	12.08			
		8 1 Feb 29 88	AMERICAN EXPRESS	4570	70.58			
		8 1 Feb 29 88	CITADEL PRESS	4579	581.94		1,261.38	5,636.27 *
540		AUDIO-VISUAL						0.00 *
541		MOTION PICTURE COUNCIL						0.00 *
542		SPECIAL MEETINGS-PROSPECTS						10,614.23
		8 1 Feb 03 88	JOHN R. ROBERTS	4508	78.65			
		8 1 Feb 04 88	IDRC	4513	575.00			
		8 1 Feb 16 88	AMERICAN EXPRESS	4527	545.21			
		8 1 Feb 26 88	MULTINATL. LIAISON CNLS.	4566	1,640.00			
		8 1 Feb 29 88	SAWADA & ASSOCIATES	4610	300.00			
		8 1 Feb 29 88	U.S. POSTMASTER	4569	188.10			
		8 1 Feb 29 88	U.S. POSTMASTER	4595	65.70			
		8 1 Feb 29 88	AMERICAN EXPRESS	4570	73.30		3,465.96	14,080.19 *
543		BREAKFAST MEETING EXPENSE						0.00 *

General Ledger Listing as of FEBRUARY 29, 1988

acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
544			TRANSPORTATION						1,264.97
			8 1 Feb 16 88	MAITA OLDSMOBILE	4549	396.44			
			8 1 Feb 16 88	SHELL OIL CO.	4531	105.66		502.10	1,767.07 *
545			EXEC COMMITTEE/BOARD MEETINGS						356.54
			8 1 Feb 16 88	PENNISI'S	4544	155.84		155.84	512.38 *
546			MEMBERSHIP MEETING EXPENSE						10,908.42
			8 1 Feb 16 88	CITADEL PRESS	4529	171.72			
			8 1 Feb 16 88	HOUSE OF SIGNS	4552	50.88			
			8 1 Feb 18 88	WALSMITH PRODUCTIONS	4558	992.12			
			8 1 Feb 23 88	WALSMITH PRODUCTIONS	4563	1,357.83			
			8 1 Feb 29 88	CANTEEN	4583	50.00			
			8 1 Feb 29 88	PHOTO BY MAGGIE MCGURK	4606	213.60			
			8 1 Feb 29 88	DORMAN'S CATERING	4608	6,508.29			
			8 1 Feb 29 88	CASH	4572	15.10			
			8 1 Feb 29 88	MARTYR & CURRY	4580	5.47		9,365.01	20,273.43 *
547			OTHER MEETINGS						937.35
			8 1 Feb 03 88	CASH	4511	33.39			
			8 1 Feb 16 88	CASH	4520	10.75			
			8 1 Feb 16 88	HANNIBAL'S RESTAURANT	4522	86.18			
			8 1 Feb 16 88	PENNISI'S	4544	71.73			
			8 1 Feb 29 88	CASH	4572	10.71			
			8 1 Feb 29 88	HANNIBAL'S RESTAURANT	4591	83.90		296.66	1,234.01 *
555			CUMUL EFF-CHANGE TO DEFER REV						0.00 *
556			LOSS ON DISPOSAL OF ASSET						0.00 *
						202,877.09	202,877.09		

85 accounts listed.
149 transactions processed.



General Ledger Listing as of MARCH 31, 1988

Current fiscal period 9, Accounts from [] to [zzzzzz]
Listed by account in normal format.
Fiscal periods from [9] to [9]

Date of last posting: Mar 31 88

Purged up to and including fiscal period 8 on Mar 31 88.

Acct Code	Dept Code	Pd S	Account Name	Date	Description	Ref	Debit	Credit	Net Change	Balance
100			CASH-CHECKING							11,325.01
			9 1 Mar 15 88 VOID			4620	0.00			
			9 1 Mar 31 88 CASH DISBURSED - MARCH			C/D		36,004.26		
			9 1 Mar 31 88 SHARP 926 TRADE-IN-CASH			AJE 12	2,000.00			
			9 1 Mar 31 88 CORRECT ERROR AJE 12			AJE 13		2,000.00		
			9 2 Mar 31 88 CASH RECEIVED - MARCH			C/R	27,687.65			
			9 2 Mar 31 88 RETURNED CK -R.KREUCKEL			AJE 11		20.50		
			9 3 Mar 31 88 CASH-INT ON CHECKING			AJE 1	99.33			
			9 4 Mar 31 88 PAYROLL-CASH			AJE 6		14,244.12	22,481.90-	11,156.89- *
101			PETTY CASH FUND							50.00 *
102			SAVINGS ACCOUNT							0.00 *
103			SECURITIES, CERTIFICATES							169,623.88
			9 3 Mar 31 88 SECURITIES-CERTIFICATES			AJE 2	741.70		741.70	170,365.58 *
110			CASH-PAYROLL							0.00 *
115			INVENTORY							0.00 *
120			OFFICE EQUIPMENT							78,884.64
			9 1 Mar 15 88 STANDARD OFFICE SYSTEMS			4627	5,723.00			
			9 1 Mar 31 88 SHARP 926 TRADE-IN			AJE 12		3,945.31		
			9 1 Mar 31 88 CORRECT ERROR AJE 12			AJE 13	2,000.00		3,777.69	82,662.33 *
121			PROPERTY UNDER CAPITAL LEASE							0.00 *
122			ACCUM DEPR-OFFICE EQUIPMENT							40,250.46-
			9 1 Mar 31 88 ACCUM DEP-SHARP TRADE IN			AJE 12	1,403.34			
			9 3 Mar 31 88 ACCUM DEPR - OFFICE			AJE 3		963.37		
			9 3 Mar 31 88 DEPR EXPENSE			AJE 14		33.34	406.63	39,842.83- *
123			ACCUM DEPR-CAPITAL LEASE							0.00 *
130			DEPOSITS-SECURITY							0.00 *
131			PREPAID EXPENSE							741.20
			9 3 Mar 31 88 PREPAID EXPENSES			AJE 5		266.40	266.40-	474.80 *
32			PREPAID INSURANCE							2,258.66
			9 1 Mar 31 88 MCGEE & THIELEN INS.			4637	3,223.00			
			9 3 Mar 31 88 PREPAID EXPENSES - INS.			AJE 4		322.67	2,900.33	5,158.99 *

General Ledger Listing as of MARCH 31, 1988

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
135			SUSPENSE						0.00 *
200			ACCOUNTS PAYABLE						0.00 *
204			ACCRUED PAYROLL TAXES						0.00 *
205			ACCRUED WITHHOLDING TAXES						0.00 *
209			NOTES PAYABLE						0.00 *
210			ACCRUED EXPENSES						0.00 *
215			ACCRUED SALES TAX LIABILITY						0.00 *
219			C/P-OBLIG UNDER CAPITAL LEASE						0.00 *
220			OBLIGATIONS UNDER CAP LEASE						0.00 *
250			DEFERRED REVENUE						0.00 *
305			FUND BALANCE						165,337.59- *
10			RESTRICTED FUND BALANCE						0.00 *
311			LOSS ON DISPOSAL						0.00
			9 1 Mar 31 88 LOSS ON DISPOSAL-COPIER	AJE 15			541.97		
			9 1 Mar 31 88 LOSS ON SHARP TRADE IN.	AJE 12	541.97			0.00	0.00 *
400			CONTRIBS-MEMBERSHIP, PRIVATE						176,499.00-
			9 2 Mar 31 88 CASH RECEIVED - MARCH	C/R			22,700.00	22,700.00-	199,199.00- *
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						60,000.00- *
406			CONTRIBS-COUNTY OF SACRAMENTO						60,000.00- *
407			CONTRIBS-COUNTY OF PLACER						7,500.00- *
408			CONTRIBS-COS OF YOLO/EL DORADO						0.00
			9 2 Mar 31 88 CASH RECEIVED - MARCH	C/R			2,000.00	2,000.00-	2,000.00- *
409			INTEREST INCOME						4,113.79-
			9 3 Mar 31 88 CASH-INT ON CHECKING	AJE 1			99.33		
			9 3 Mar 31 88 INTEREST-SEC.CERT.	AJE 2			741.70	841.03-	4,954.82- *

General Ledger Listing as of MARCH 31, 1988

Acct Code	Dept Code	Pd S	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance
410			OTHER INCOME						525.00-
			9 2 Mar 31 88 CASH RECEIVED - MARCH		C/R		150.00	150.00-	675.00- *
411			CONTRIBUTIONS-OTHER CITIES						5,900.00- *
412			CONTRIBS - PORT OF SACRAMENTO						4,000.00-
			9 2 Mar 31 88 CASH RECEIVED - MARCH		C/R		500.00	500.00-	4,500.00- *
413			MEMBERSHIP MEETINGS						19,185.00-
			9 2 Mar 31 88 RETURNED CK -R.KREUCKEL		AJE 11	20.50			
			9 2 Mar 31 88 CASH RECEIVED - MARCH		C/R		615.50	595.00-	19,780.00- *
414			OTHER SPEC EVENTS/MEETINGS REV						0.00 *
415			ANNUAL MEETING REVENUE						600.00- *
416			SPECIAL MEETINGS-PROSPECTS						0.00 *
425			REVENUE FR SALE OF PUBLICATION						7,650.79-
			9 2 Mar 31 88 CASH RECEIVED - MARCH		C/R		668.50	668.50-	8,319.29- *
428			VIDEO TAPE SALES						0.00 *
430			PERSONAL USE OF AUTO						1,939.00- *
431			ADVERTISING INCOME						5,000.00- *
500			PAYROLL, TAXABLE						115,488.38
			9 4 Mar 31 88 PAYROLL-GROSS SALARIES		AJE 6	13,056.28		13,056.28	128,544.66 *
501			PAYROLL, NONTAXABLE						2,909.19
			9 1 Mar 15 88 MANPOWER TEMP. SERVICE		4625	369.00			
			9 1 Mar 15 88 BARBARA FRANK		4613	260.00			
			9 1 Mar 24 88 BARBARA FRANK		4634	185.00			
			9 1 Mar 31 88 MANPOWER TEMP. SERVICES		4640	1,084.20		1,898.20	4,807.39 *
502			RETIREMENT BENEFITS						3,840.00
			9 1 Mar 31 88 RIVER CITY BANK -SEP-IRA		4646	720.00			
			9 1 Mar 31 88 REASSIGN ACCT-CK#4575		AJE 9	720.00		1,440.00	5,280.00 *
503			EMPLOYER PAYROLL TAXES						7,557.69
			9 2 Mar 31 88 CASH RECEIVED - MARCH		C/R		174.89		
			9 4 Mar 31 88 PAYROLL-EMPLOYER TAXES		AJE 6	1,187.84		1,012.95	8,570.64 *
505			EMPLOYEE MEDICAL INSURANCE						8,726.06
			9 1 Mar 31 88 VIBA INSURANCE		4656	657.95			
			9 1 Mar 31 88 AAL		4662	1,274.28		1,932.23	10,658.29 *
507			INSURANCE						2,856.34

General Ledger Listing as of MARCH 31, 1988

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
507				INSURANCE					
				(continued)					
			9 1 Mar 31 88	MC GEE & THIELEN INS.	4637	2,501.00			
			9 3 Mar 31 88	INSURANCE EXPENSE	AJE 4	322.57		2,823.67	5,680.01 *
512				INTEREST EXPENSE					763.57 *
513				DEPRECIATION					8,798.22
			9 3 Mar 31 88	DEPRECIATION EXPENSE	AJE 3	963.37			
			9 3 Mar 31 88	DEPR EXPENSE	AJE 14	33.34		996.71	9,794.93 *
514				DEPRECIATION-CAPITAL LEASE					0.00 *
515				EQUIPMENT RENTAL					0.00 *
516				OFFICE EXPENSE					9,455.21
			9 1 Mar 15 88	ADP	4614	32.35			
			9 1 Mar 15 88	BG OFFICE PRODUCTS	4616	259.74			
			9 1 Mar 31 88	ALHAMBRA NATL. WATER CO.	4658	12.00			
			9 1 Mar 31 88	ADP	4651	31.00			
			9 1 Mar 31 88	HEWLETT PACKARD	4647	51.94			
			9 1 Mar 31 88	SAC. PLANT RENTAL	4655	66.57			
			9 1 Mar 31 88	CASH	4652	46.40			
			9 1 Mar 31 88	AMERICAN EXPRESS	4639	32.84			
			9 1 Mar 31 88	IMS/HASLER	4657	16.84			
			9 1 Mar 31 88	THE PRESS ROOM	4661	49.93			
			9 3 Mar 31 88	OFFICE EXPENSE	AJE 5	266.40		866.01	10,321.32 *
517				OFFICE RENTAL					23,182.24
			9 1 Mar 31 88	HEITHAN PROPERTIES	4660	2,624.49		2,624.49	25,806.73 *
519				PARKING					3,027.20
			9 1 Mar 31 88	CASH	4652	6.00			
			9 1 Mar 31 88	CENTURY PARKING, INC.	4636	420.00			
			9 1 Mar 31 88	PAM CROOK	4638	1.00		427.00	3,454.20 *
520				POSTAGE					7,102.62
			9 1 Mar 15 88	U.S. POSTMASTER	4626	500.00			
			9 1 Mar 31 88	AEROSPEED DELIVERIES	4643	60.17			
			9 1 Mar 31 88	AIRBORNE EXPRESS	4645	9.50			
			9 1 Mar 31 88	CASH	4652	1.50			
			9 1 Mar 31 88	REASSIGN ACCT-CK#4575	AJE 9		720.00	148.83-	6,953.79 *
521				TELEPHONE					4,072.06
			9 1 Mar 15 88	PACIFIC BELL	4628	289.91			
			9 1 Mar 21 88	ROSEVILLE TELEPHONE CO.	4631	20.00			
			9 1 Mar 31 88	RTC COMMUNICATIONS	4650	72.22			
			9 1 Mar 31 88	MCI TELECOMMUNICATIONS	4659	265.92		648.05	4,720.11 *
523				DUES, SUBSCRIPT & PUBLICATIONS					2,357.94

General Ledger Listing as of MARCH 31, 1988

Acct Code	Dept Code	Pd 3	Account Name Date	Description	Ref	Debit	Credit	Net Change	Balance	
523			DUES, SUBSCRIPT & PUBLICATIONS							
			(continued)							
			9 1 Mar 18 88	SAC. METRO CHAMBER	4629	300.00				
			9 1 Mar 31 88	PAM CROOK	4638	12.00				
			9 1 Mar 31 88	AMERICAN EXPRESS	4639	48.12		360.12	2,719.06 *	
524			PROFESSIONAL SERVICES						3,594.30	
			9 1 Mar 31 88	REASSIGN ACCT-CK#4543	AJE 7		514.30			
			9 1 Mar 31 88	REASSIGN ACCT-CK#4275	AJE 8		150.00	664.30-	2,930.00 *	
525			MISCELLANEOUS						586.50	
			9 1 Mar 31 88	FRED PRYOR SEMINARS	4654	98.00		98.00	684.50 *	
527			NEWSLETTER						4,701.27 *	
528			TAXES-PERSONAL PROPERTY						479.61 *	
529			PUBLICATIONS EXPENSE						2,819.75	
			9 1 Mar 31 88	CAPITAL PRINTING	4641	768.43		768.43	3,588.21 *	
530			PRINTING						7,024.57	
			9 1 Mar 31 88	CITADEL PRESS	4642	486.54				
			9 1 Mar 31 88	CAPITAL PRINTING	4641	73.81		560.35	7,584.92 *	
531			RESEARCH						6,699.18	
			9 1 Mar 15 88	TMP PUBLISHING	4618	148.40				
			9 1 Mar 15 88	MCI MAIL	4623	7.20				
			9 1 Mar 31 88	HORNET FOUNDATION/CSUS	4649	1,050.00		1,205.60	7,904.78 *	
532			ADVERTISING						0.00 *	
533			PROMOTIONAL MATERIALS						18,608.21 *	
534			TRAVEL						4,371.27	
			9 1 Mar 31 88	PAM CROOK	4638	9.45				
			9 1 Mar 31 88	AMERICAN EXPRESS	4639	856.47				
			9 2 Mar 31 88	CASH RECEIVED - MARCH	C/R		878.76	12.84-	4,358.43 *	
535			EMPLOYEE MOVING EXPENSES						0.00 *	
536			DIRECT MAIL						1,187.84 *	
538			LOCAL MEETINGS/PUBLIC RELATION						1,904.54	
			9 1 Mar 15 88	PACRIM COMM. EXCH. PRO.	4615	55.00				
			9 1 Mar 23 88	AD CLUB BANQUET	4633	80.00				
			9 1 Mar 31 88	REASSIGN ACCT-CK#4527	AJE 10		21.12			
			9 1 Mar 31 88	AMERICAN EXPRESS	4639	308.19		422.07	2,326.61 *	
39			MEMBERSHIP PROMOTION						5,636.27	
			9 1 Mar 31 88	REASSIGN ACCT-CK#4527	AJE 10	21.12		21.12	5,657.39 *	

General Ledger Listing as of MARCH 31, 1988

Acct Code	Dept Code	Pd S	Date	Account Name Description	Ref	Debit	Credit	Net Change	Balance
540				AUDIO-VISUAL					0.00 *
541				MOTION PICTURE COUNCIL					0.00 *
542				SPECIAL MEETINGS-PROSPECTS					14,080.19
			9 1 Mar 10 88	DARROW M. WATT	4612	50.00			
			9 1 Mar 15 88	CITADEL PRESS	4617	149.46			
			9 1 Mar 15 88	SHELL OIL COMPANY	4624	10.00			
			9 1 Mar 31 88	FLOWER CONCEPTS	4653	160.06			
			9 1 Mar 31 88	AMERICAN EXPRESS	4639	552.52			
			9 1 Mar 31 88	REASSIGN ACCT-CX#4543	AJE 7	514.30			
			9 1 Mar 31 88	ILLUSTRATION DESIGN	4648	74.20			
			9 1 Mar 31 88	REASSIGN ACCT-CX#4275	AJE 8	150.00		1,660.54	15,740.73 *
543				BREAKFAST MEETING EXPENSE					0.00
			9 1 Mar 18 88	LASER ENTERTAINMENT	4630	1,000.00		1,000.00	1,000.00 *
544				TRANSPORTATION					1,767.07
			9 1 Mar 15 88	SHELL OIL COMPANY	4624	38.50			
			9 1 Mar 15 88	MAITA OLDSMOBILE	4619	396.44		434.94	2,202.01 *
545				EXEC COMMITTEE/BOARD MEETINGS					512.38
			9 1 Mar 08 88	LAUTREC	4611	101.76		101.76	614.14 *
546				MEMBERSHIP MEETING EXPENSE					20,273.43
			9 1 Mar 15 88	CITADEL PRESS	4617	452.62			
			9 1 Mar 15 88	CAL STATE PATROL SERVICE	4621	56.00			
			9 1 Mar 22 88	FALL PRESENTS, INC.	4632	7,500.00			
			9 1 Mar 31 88	FEDERAL EXPRESS	4644	22.75			
			9 1 Mar 31 88	CASH	4652	1.35		8,032.72	28,306.15 *
547				OTHER MEETINGS					1,234.01
			9 1 Mar 08 88	LAUTREC	4611	42.40			
			9 1 Mar 15 88	HANNIBAL'S	4622	76.74			
			9 1 Mar 31 88	LAUTREC	4635	150.10		269.24	1,503.25 *
555				CUMUL EFF-CHANGE TO DEFER REV					0.00 *
556				LOSS ON DISPOSAL OF ASSET					0.00
			9 1 Mar 31 88	LOSS ON DISPOSAL-COPIER	AJE 15	541.97		541.97	541.97 *
						88,276.04	88,276.04		

86 accounts listed.
109 transactions processed.

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
1987/88 Budget
Description of Budget Accounts

(figures in parenthesis represent 1986/87 budget)

REVENUE

(With carry-forward from the 1986/87 fiscal year of \$118,139. Of this money, \$25,000 will be set aside in a reserve fund, approximately five percent of anticipated 1987/88 revenues.)

#400 Private Sector Income (\$255,000) \$305,000

A total of \$275,000 is projected from private sector membership.

#405-408, 412 Public Sector Income (\$115,000) \$150,650

A total of \$150,650 is proposed from the public sector. This includes a similar amount as last year. Budget includes memberships from Placer, Sacramento (from \$50,000 to \$60,000), Yolo, and El Dorado Counties and the Cities of Sacramento (from \$50,000 to \$60,000), Folsom, Roseville, Auburn, Rocklin, and Loomis. The Port of Sacramento and the Sacramento Municipal Utility District are also included.

#413-416 Meeting Revenue (\$54,200) \$61,500

For the June Annual Breakfast meeting, revenue of \$45,000 is shown. This is offset by expenditures of \$45,000 shown in the Annual Breakfast expenses line item. Two membership meetings are also planned as is a SACTO Symposium.

#425 Publications (\$4,000) \$3,600

SACTO hopes to reach \$3,600 in publication sales out of its own office. The cost of publications is shown in the Publications expense line item.

#409 Interest Income (\$3,500) \$3,400

Interest on funds held in SACTO's accounts.

#410 Other Income (\$750) \$12,600

Miscellaneous income. Also included is semi-annual revenue for advertising in the Business Profile.

Description of Budget Accounts - FY87/88

Page 2

EXPENSES

#500, #501 Payroll and Temporary Staff (\$172,555) \$197,700

Includes funding for an Executive Director, Manager of Economic Development, Manager of Financial and Membership Accounts, Marketing Assistant, Membership Services Coordinator, Secretary and Receptionist. An average 5.0 percent annual raise is planned for staff for the fiscal year. The Marketing Assistant position is new and proposed for the first time in the 1987/88 fiscal year.

#502-505 Payroll Tax and Employee Benefits (\$25,500) \$42,068

Payroll tax estimated at \$19,200, indicating the increase in SUI rates this year and addition of extra personnel. Benefits estimated at \$22,868 for the fiscal year. Included in the benefits is a retirement program for eligible employees of two years or more, at an eight percent of monthly income contribution rate.

#507 Insurance (\$7,500) \$10,000

General insurance for SACTO operations, showing allowance for increase projected in general insurance rates and a substantial increase in the Directors & Officers Liability insurance policy due to renewal.

#516 Office Expense (\$10,175) \$12,835

Equipment service contracts, office supplies.

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

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

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

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

#517 Rent (\$30,000) \$35,400

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

Description of Budget Accounts - FY87/88

Page 3

#519 Parking (\$4,700) \$5,640

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

#524 Professional Services (\$10,000) \$5,300

For services of auditing, legal, etc. Expenses include year-end audit and computer programming. Substantial reduction in costs from 1986/87 by bringing bookkeeping in-house.

#120 Office Equipment (\$2,500) \$4,000

For acquisition of computer plotter, wallpapering and credenza.

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

Personal property tax on SACTO office goods.

#520 Postage (\$5,600) \$10,000

Regular postage for SACTO operations including marketing-related mailings, express courier, post office box rent, etc. Extra expense due to stepped-up mailings for marketing purposes, including the semi-annual mailings of the Business Profile and related marketing materials.

#521 Telephone (\$8,400) \$7,678

Long distance costs (variable) and monthly telephone services.

#523 Dues, Subscriptions and Publications (\$3,000) \$4,100

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

#530 Printing (\$4,500) \$10,400

Stationery, business cards and related printed materials. Does not include publications printing. Extra expense due to heavier marketing activity.

#531 Research (\$16,000) \$30,000

These funds are used for contract research used in helping SACTO obtain and maintain a reliable business and demographic data base on the Greater Sacramento Area and on targeted companies. Included are the Business Profile, Economic Development Data Book, Community Competitor Comparisons and targeted company lists. Included in this is \$22,000 set aside for special projects.

Description of Budget Accounts - FY87/88

Page 4

#533 Promotional Materials (\$36,500) \$20,500

Maps, publications, folders, notebooks and related material used in prospecting activity. Lower costs from 1986/87 due to no printing of Portraits brochure needed this fiscal year. Included in this is \$10,500 set aside for special projects.

#540 Audio-Visual (\$17,500) \$20,000

Audio-visual presentation done for SACTO prospecting, especially for Pacific Rim effort. Included in this is \$12,500 set aside for special projects.

#534 Travel (\$12,000) \$20,000

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

#536 Direct Mail (\$0) \$20,000

Development of a coordinated, professional direct mail piece program, and postage expenses related to specific direct mail projects. Includes postage for the bi-annual Business Profile mailings.

#532 Advertising (\$0) \$0

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

#542 Special Meetings (\$17,500) \$20,000

For meetings called for purposes other than membership, Executive Committee or Board of Directors Meetings. Primarily special meetings with prospects and local officials when related to economic development marketing.

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

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

#539 Membership Promotion (\$7,500) \$5,000

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

#546 Membership Meetings (\$15,000) \$18,000

Budget expenses for two membership meetings for fiscal year. Expenses budgeted to match income. Also SACTO Symposium.

Description of Budget Accounts - FY87/88

Page 5

#543 Annual Breakfast (\$35,000) \$45,000

Expense match for annual breakfast. Expenses budgeted to match anticipated income. Includes no subsidy.

#527 Newsletter (\$7,500) \$8,000

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

#529 Publications Expense (\$4,000) \$1,200

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

#547 Other Meetings (\$4,200) \$2,400

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

#525 Miscellaneous (\$1,820) \$2,400

Generally non-budgeted contingency items. Also, staff work-related training.

**EIGHT ADD-ONS TO BUDGET IF FUNDS BECOME AVAILABLE
FY87/88**

1. Japanese Language Audio Visual + \$15,000 to \$25,000

2. Research + \$25,000

To pay for additional research to help with prospecting efforts. Research will demonstrate business advantages of area, or assist in quality company targeting.

3. Direct Mail + \$25,000

For concentrated direct mail program.

4. New SACTO Audio Visual + \$15,000 to \$20,000

5. Advertising + \$30,000

For a targeted media advertising program.

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

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

7. Promotional Materials + \$12,000

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

8. IDRC Meeting + \$6,500

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

APPENDIX III: ORGANIZATION BYLAWS

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

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

SECTION 3.02. LIMITATIONS

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

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

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

ARTICLE IV

MEMBERSHIP

SECTION 4.01. QUALIFICATIONS AND RIGHTS OF MEMBERSHIP

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

APPENDIX IV: PROSPECT ACTIVITY

LOCATED PROSPECTS

709 AR

.CODE NUMBER: 709 AR
.CONTACT: Paul Stokstead, Pres. SOURCE: K. Otto/Ross Co. PHONE: _____
.PROSPECT NAME: PASCO SCIENTIFIC PHONE: (415) 786-2800
.ADDRESS: 1987 Sabre Street
.CITY: Hayward STATE: CA ZIP: 94545
.TYPE: Mfg. lab instruments, optic systems
.DATE OPENED: 01/16/87 DATE INACTIVE: _____
.DATE CLOSED: _____ WHERE LOCATED: Roseville DATE LOCATED: 88/03/15
.REASON CLOSED OR LOCATED: _____
.JOBS NOW: _____ JOBS ULTIMATE: _____
.INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
.LAST DATE OF CONTACT: 03/15/88
.FOLLOW UP DATE: 03/17/88
.COMMENTS: _____

754 AR

.CODE NUMBER: 754 AR
.CONTACT: Bill Baulkner SOURCE: Ervin/DoC PHONE: _____
.PROSPECT NAME: GEOCHEMICAL SERVICES PHONE: _____
.ADDRESS: 2741 Toledo Street, Suite 201
.CITY: Torrence STATE: CA ZIP: 90503
.TYPE: Geochemical analysis co.
.DATE OPENED: 10/05/87 DATE INACTIVE: _____
.DATE CLOSED: _____ WHERE LOCATED: Stanford Ranch DATE LOCATED: 88/03/28
.REASON CLOSED OR LOCATED: Close proximity to marketing area.
.JOBS NOW: _____ JOBS ULTIMATE: _____
.INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
.LAST DATE OF CONTACT: 02/11/88
.FOLLOW UP DATE: 03/10/88
.COMMENTS: _____

760 AR

.CODE NUMBER: 760 AR
.CONTACT: Ms. Vesta Beany SOURCE: _____ PHONE: _____
.PROSPECT NAME: BARNETT, BRASS & COPPER, INC. PHONE: (904) 384-6530
.ADDRESS: P.O. Box 2317
.CITY: Jacksonville STATE: FL ZIP: 32203
.TYPE: Shipping warehouse (dist. plumbing & elec.)
.DATE OPENED: 09/08/87 DATE INACTIVE: _____
.DATE CLOSED: _____ WHERE LOCATED: Sacramento DATE LOCATED: 87/12/23
.REASON CLOSED OR LOCATED: _____
.JOBS NOW: _____ JOBS ULTIMATE: _____
.INVESTMENT NOW: _____ INVESTMENT ULTIMATE: _____
.LAST DATE OF CONTACT: 12/23/87
.FOLLOW UP DATE: Located company
.COMMENTS: _____

ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO-ASSISTED FIRMS

Year	Company	SACTO's 4 COUNTIES					Not Yet Known	Year Total	% Jobs Sac City	Comments
		City of Sacto	County Sacto	County Yolo	County Placer	County El Dorado				
'84/85	Avtek				250					Subsequently placed project on hold
'84/85	IIABC						25			Subsequently placed project on hold
'84/85	Western Diversified	200	200							
'84/85	Bio-Solar		100							
'84/85	ITT Education						0			Job numbers and location not yet known
'84/85	Herman Miller Co.				400					
'84/85	U.S. Customs	1	1							
'84/85	Oracle Packaging	30	30							
'84/85	Control Data	12	12							
'84/85	Arrowhead Water		10							
'84/85	American Microscan	200	200							
TOTAL		11	443	553	0	550	0	25	1228	0.36
'85/86	H.B. Fuller Co.				78					
'85/86	Duplex Products		10				0			W/in City Sac Comm Pln Entry
'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 Bus. Systems	210	210							
'85/86	Hydraulic Technologies				20					
'85/86	Level One Comm.		65							
'85/86	Convergent Technologies				400					Currently at about 50
'85/86	American Communications	100	100							
'85/86	JaniKing						0			Job numbers and location not yet known
'85/86	Air Products	50	50							
'85/86	Stonewall Insurance		50							
'85/86	Furnas Electric	10	10							
'85/86	Advanced Countermeasure		500							Currently at about 50
TOTAL		19	1290	2340	21	498	75	0	2934	0.44
'86/87	Nationwide Insurance	40	40							Only expansion numbers shown
'86/87	Gelco Insituform	20	20							
'86/87	Viking Labs/Honeywell		200							
'86/87	Follett Book Co.	60	60							
'86/87	Bergen Brunswick	100	100							
'86/87	Crown Zellerbach			40						Ultimate jobs n/a
'86/87	Elzinga & Volkers	5	5							
'86/87	Postle West, Inc.			10						

Only SACTO-assisted firms are listed

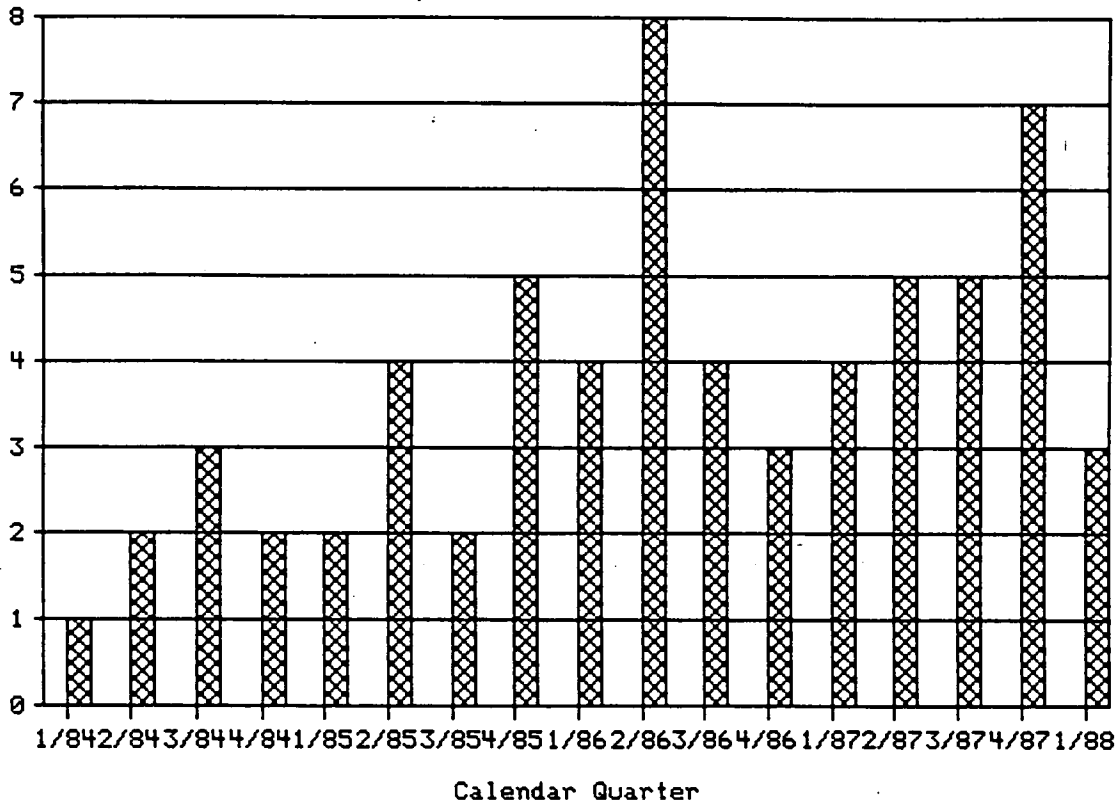
ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO-ASSISTED FIRMS

'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				Long-term project
'86/87 National Education	25	25							
'86/87 Sunfield Foods	25	25							
'86/87 White Bros.	5	5							
TOTAL	16	283	483	185	5150	0	0	5818	0.05

'87/88 Wireman Fence				25					
'87/88 Haley Bros	30	30							
'87/88 Unisource				89					
'87/88 Canyon Products, Inc.				20					
'87/88 Sherwin-Williams Co.	13	13							Only expansion jobs shown/total 13
'87/88 San Sierra Bus. Sys.	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 Ins.	10	10							
'87/88 PASCO Scientific					50				
'87/88 Barnett Brass & Copper	10	10							
'87/88 Geochemical Services					100				
TOTAL	14	308	353	89	256	0	0	698	0.44

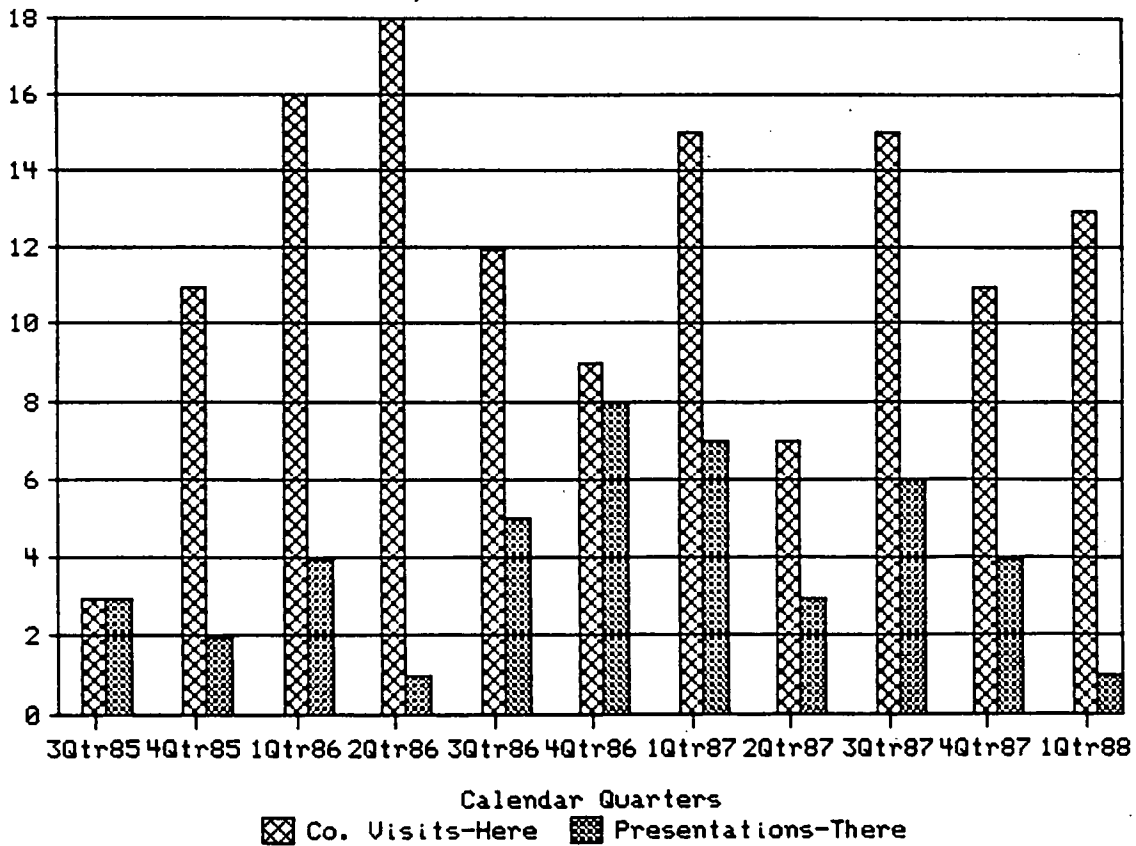
SACTO-ASSISTED COMPANY LOCATIONS
January 1, 1984 to March 31, 1988

Number of Announced Prospects



PROSPECT VISITS AND PRESENTATIONS
July 1, 1985 - March 31, 1988

Number of Prospect Contacts



SACTO PROSPECT REPORT
LIST OF ACTIVE PROSPECTS

<u>Prospect Number</u>	<u>From</u>	<u>Type</u>
001	W	mfg./electronics
204	W	mfg./concrete accessories
304	W	mfg./electronics
409	W	mfg./electronics
417	E	mfg./electronics
424	W	mfg./electronics
516	MW	data processing
541	NW	warehouse
547	W	mfg./furniture
563	S	unknown
602	E	warehouse/distribution
607	I	mfg./electronics
610	UN	distribution/tractor, graders, earthmovers
645	E	distribution/pet products
648	W	food processing
650	S	mfg./tile
652	N	mfg./printed products
655	W	dist./aluminum and plastics
659	W	high-tech., electronics
710	W	data processing
711	E	warehouse/distribution-food products
712	I	food processing
713	S	insurance firm
717	I	food processing
735	NW	distribution/pharmaceuticals
738	S	mfg./wood products
742	E	dist./auto-truck parts
745	W	insurance
746	E	warehouse distribution
748	W	food processing
749	UN	mfg./dist./air conditioner
750	W	mfg./machinery
751	W	chemical mfg.
753	UN	large port user
756	W	mfg./chemical
757	W	distribution facility
759	UN	food processing
763	W	mfg./medical instruments
764	W	food processor
765	W	concrete roofing tile
766	I	mfg./specialty glass
768	W	mfg./capital equip./ semiconductor industry
769	S	regional credit operation
770	W	mfg./beverage

771	I	biotech, chem.& equip./microscopy
772	W	defense contractor
774	W	insurance company
802	W	mfg./medical supplies
804	I	mfg./electronics
805	W	mfg./furniture
806	UN	unknown
807	W	mfg./scientific equipment
808	W	mfg./metals manufacturing
809	N	unknown
810	W	printing & dist./bus. forms
811	W	unknown
812	NW	mfg./computers
813	MW	mfg.
814	S	office space (data processing)
815	W	Unknown

TOTAL ACTIVE: 60

REPORT DATE: 04-11-88

CLOSED PROSPECTS

767 WI
KHC PLASTICS
CA
Mfg./plastics
88/01/26
Company was sold; no longer interested

704 WI
UNIFY CORP.
CA
Computer software
88/02/08
Expansion plans on hold

637 AR
DEPARTMENT OF COMMERCE (Source)
Unknown
pharmaceutical fermentation
88/01/14
On hold indefinitely

718 AR
LEISURE TECH
CA
Retirement community
88/02/01
decided to develop project in So. Cal.

762 AR
HERMAN MILLER II (source)
MI
Dist./durable goods
88/01/26
Closer to headquarters

CLOSED PROSPECTS

727 AR
NEWLINE RESOURCES
Canada
Mfg. styrotheron insulation
88/02/09
Lack of response

757 AR
KRAEGEN
CA
Distribution facility
88/03/23

732 AR
ARATEX (sub. of ARA)
CA
Distributor
88/03/07

758 AR
DEPARTMENT OF COMMERCE (source)
JAPAN
Beer, wine, sake mfg.
88/03/07

739 AR
MICHIGAN LITHO
MI
Label dist. for food/bev. containers
88/03/07

773 AR
DEPARTMENT OF COMMERCE (source)
CA
Food processing, vacuum-pack gourmet food
88/03/07

752 AR
SHARPER IMAGE
CA
Dist./lighting supplies
88/03/18

801 AR
DEPARTMENT OF COMMERCE (source)
UNKNOWN
Metal stamping mfg.
88/03/07

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.

SACTO RECRUITMENT SCHEDULE
FY82/83 through FY87/88

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 87/88</u>				
03/88	Geochemical Services Stanford Ranch Rocklin, CA	geochemical analysis	100	100
03/88	Barnett Brass & Copper, Inc. 8450 Belvedere, Suite C Sacramento, CA 94545	shipping warehouse, dist., plumbing & electrical	10	10
03/88	PASCO Scientific 1876 Sabre Street Hayward, CA 94545 415/786-2800	mfg. & distributor of physics apparatus	20	50
12/87	Philadelphia Life Ins. Co. 1900 Pt. West Way, #100 Sacramento, CA 95815	insurance	10	10
12/87	CSAA Johnson Ranch Roseville, CA 95661	insurance	100	100
12/87	CSAA Venture Oaks Way Sacramento, CA	insurance	50	85
10/87	Queen City Home Health Care 4220 Pell Drive, Suite B Sacramento, CA 95838 916/925-8575	dist. durable medical goods	25	25
10/87	Power Technologies #1 Sierragate Plaza Suite 340B Roseville, CA 95678 916/783-3566	electrical engineering	2	6
10/87	San Sierra Business Systems 1334 N. Market Boulevard Sacramento, CA 95834 916/920-4044	dist. office equipment	135	135

Recruitment Schedule - FY 82/83 through FY 87/88

Page 2

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 87/88 - continued</u>				
10/87	Roris Company Ltd. 7841 Carmencita Avenue Sacramento, CA 95829 916/689-7460	bulb flower grower	5	5
09/87	Sherwin-Williams Company 6600 44th Street, Suite K Sacramento, CA 95823 916/424-1722	automotive after market division	13	13
08/87	Canyon Products, Inc. 10173 Croyden Way, Suite 1 Sacramento, CA 95827 800/858-8685	wheelchair mfg.	20	20
07/87	Unisource P.O. Box 1077 West Sacramento, CA 95691 916/371-7413	paper manufacturer	85	89
07/87	Haley Bros 7340 French Road Sacramento, CA 95828 916/381-8244	lumber dist. & mfg.	30	30
07/87	Wireman Fence 3644 Recycle Road Rancho Cordova, CA 95670 916/635-1700	fencing	8	25
<u>FY 86/87</u>				
06/87	Sunfield Foods 3750 Pell Circle Sacramento, CA 95838 916/921-2885	health food mfg. & dist.	25	40
05/87	White Bros. 5695 Power Inn Road Sacramento, CA 95824 916/386-2606	hardwood finish mfg. & dist.	7	10
05/87	National Education Corp. Sawyer Campus 8471 Jackson Road Sacramento, CA 95826	vocational school	18	25

Recruitment Schedule - FY 82/83 through FY 87/88

Page 3

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 86/87 - Cont.</u>				
05/87	3M Company 3M Center, #225-5N St. Paul, MN 55144 612/733-8975	research and development	0	5,000
04/87	BOXit Corporation 5440 Warehouse Way Sacramento, CA 95826 916/482-6308	paper manufacturer-boxes	3	3
03/87	Ace Hardware 2200 Kensington Court Oak Brook, ILL 60521 312/887-6600	hardware wholesale distributor	75	150
01/87	West Coast Disco 3920 Seaport Blvd. West Sacramento, CA 95691 916/372-4041	mfg/non-food restaurant products	10	10
01/87	Leer West 1686 East Beamer Street Woodland, CA 95695 916/666-0176	custom camper shells	50	125
01/87	Postle West, Inc. 1230 Churchill Downs Ave. Woodland, CA 95695 916/661-6815	aluminum tubing extrusions	10	10
10/86	Elzinga & Volkers 1601 Response Road Sacramento, CA 95815 916/920-0874	construction management	10	20
10/86	Crown Zellerbach Woodland, CA 95695	warehouse/distribution center	40	n/a
10/86	Bergen Brunswig North Natomas	pharmaceutical warehouse	110	110
09/86	Follett College Book Company Northgate Area I-5 and I-80 Interchange Sacramento, CA 95814	college book distributor	60	60
09/86	Viking Labs/Honeywell 160 Blue Ravine Road Folsom, CA 95630	satellite testing facility	100	200

Recruitment Schedule - FY 82/83 through FY 87/88

Page 4

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 86/87 - Cont.</u>				
08/86	Gelco/Insituform Corporation 8565 Elder Creek Road Sacramento, CA 95828 916/383-4466	pipe rehabilitation	10	32
07/86	Nationwide Insurance 1860 Howe Avenue Sacramento, CA 95825 916/925-7000	insurance carrier	40	40
<u>FY 85/86</u>				
06/86	H.B. Fuller Company Industrial Avenue Roseville, CA 95678	mfg/adhesives	33	78
05/86	USAA (expansion) 2241 Harvard Sacramento, CA 95825 916/921-9060	insurance carrier	700	700
05/86	Hartford Insurance Company Mayhew Tech Center Sacramento, CA 95826	insurance carrier	195	195
05/86	AmeriGas no site announced yet	industrial gases	20	20
05/86	Duplex Products, Inc. 834 Striker Ave., #13 Sacramento, CA 95834	mfg/business forms	10	10
04/86	Impact Windplay Drive El Dorado Hills Business Park El Dorado Hills, CA	mfg/graphic art products	50	75
04/86	INA-AETNA (expansion) Zinfandel & Highway 50 Rancho Cordova, CA 95670	insurance carrier	210	210
04/86	Maccaferri Gabions West Coast, Inc. 3709 Seaport Boulevard W. Sacramento, CA 95691	mfg/landscaping mesh	21	21
02/86	Gilbert Commonwealth, Inc. 950 Fulton Avenue Sacramento, CA 95825 916/485-1361	consulting engineers	8	20

Recruitment Schedule - FY 82/83 through FY 87/88

Page 5

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 85/86 - Cont.</u>				
02/86	Satellite Business Systems 10th & L Street Sacramento, CA 95814	satellite communications	210	210
01/86	Level One Communications 105 Lake Forest Folsom, CA 95630 916/985-3670	integrated circuits for telecommunications	25	65
01/86	Hydraulic Technology, Inc. Cincinnati Avenue Roseville, CA 95678	mfg/aerospace test equipment	20	20
12/85	Jani King of California no site announced yet	warehouse distribution	5	10
12/85	American Communications Co. 4135 Northgate Boulevard, Suite 5 Sacramento, CA 95834 916/922-4691	computer consultant	25	100
12/85	Convergent Technologies 201 N. Sunrise Avenue Roseville, CA 95678 916/781-2808	mfg/computers	50	400
11/85	Air Products and Chemicals 5025 83rd Street Sacramento, CA 95826 916/383-0264	mfg/liquid gases	50	50
10/85	Stonewall Insurance 9310 Tech Center Drive, Suite 110 Sacramento, CA 95826	insurance carrier	25	50
09/85	Furnas Electric Company 834 Striker Court Sacramento, CA 95834 916/448-1178	electronic components dist.	5	10
08/85	Advanced Countermeasure Systems 9839 Old Placerville Road Sacramento, CA 95827 916/362-9226	mfg/defense electronics	25	500
<u>FY 84/85</u>				
04/85	Bio-Solar Corporation 9744 Dino Drive Elk Grove, CA 95624 916/685-8952	laboratory & pilot plant ethenol extract/fermentation	20	100

Recruitment Schedule - FY 82/83 through FY 87/88

Page 6

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 84/85 - Cont.</u>				
04/85	Western Diversified Industries 3900 Florin-Perkins Road Sacramento, CA 95826 916/381-6209	plastic extrusion company	15	200
04/85	Independent Insurance Agents no site selected yet	association headquarters	10	25
04/85	Avtek Corporation no site announced yet	mfg/aircraft	100	250
02/85	Herman Miller, Inc. 8500 Byron Road Zeeland, MI 49464 606/772-3618	mfg/furniture	100	400
02/85	ITT Educational Services 2007 O Street Sacramento, CA 95814 916/444-0345	educational services for electronics	n/a	n/a
11/84	U.S. Customs 2800 Cottage Way Sacramento, CA 95825 916/440-3235	investigative office	1	1
10/84	Oracle Packaging, Inc. 4391-A Pell Drive Sacramento, CA 95838 916/929-9771	packaging and folding carton facility	10	30
09/84	Control Data 660 J Street Sacramento, CA 95814 916/447-5282	mfg/computer software	10	30
08/84	Arrowhead Industrial Water 11325-A Sunrise Gold Circle Rancho Cordova, CA 95670 916/638-7478	provides water regenerating systems	1	10
08/84	Safety Specialists, Inc. 3840 Rosin Court, Suite 101 Sacramento, CA 95834 916/922-7070	provides occupational and environmental safety and health services	6	12
07/84	American Micro Scan 855 - 57th Street Sacramento, CA 95819 916/739-6033	mfg/high tech instrumenta- tion of computers	150	200

Recruitment Schedule - FY 82/83 through FY 87/88

Page 7

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 83/84</u>				
04/84	Designed Magnetics Corporation 140 Blue Ravine Road Folsom, CA 95630 916/351-1191	mfg/magnetic disks	75	175
04/84	Internal Revenue Service 111 Constitution Avenue, N.W. Washington, D.C. 20224	processing & distribution	150	250
04/84	FRS, Inc. 1101 National Drive Sacramento, CA 95834 916/920-1107	repair of winchester disk drives	75	150
04/84	Rogers Engineering Group 2220 Watt Avenue, Suite B7 Sacramento, CA 95825 916/484-1477	multi-disciplined consulting firm	3	3
03/84	Genesis Electronic Corporation Lake forest Technical Center 103 Woodmere Road Folsom, CA 95630 916/985-4050	mfg/specialized voice messaging equipment	55	155
12/83	O.H. Materials Company 3900 Industrial Boulevard W. Sacramento, CA 95691 916/372-1331	management of hazardous materials	7	7
10/83	Federal Aviation Agency Airways Facility section 9624 Kiefer Boulevard Sacramento, CA 95827 916/440-2348	federal flight inspection office	70	70
10/83	Dilts & Cappeler, Inc. 94 Sunrise Avenue, Suite C-3 Roseville, CA 95678 916/786-9091	research & development - healthcare systems design	22	22
10/83	USAA 455 University Avenue Sacramento, CA 95825 916/921-9060	automobile association	15	500
10/83	Northern Telecom 1860 Howe Avenue, Suite 151 Sacramento, CA 95825 916/920-9192	long-line communications	12	30

Recruitment Schedule - FY 82/83 through FY 87/88

Page 8

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 83/84 - Cont.</u>				
10/83	Crown Life Insurance 11092 Sun Center Drive Rancho Cordova, CA 95670 916/638-1400	regional insurance office	80	90
09/83	McKesson 11031 Sun Center Drive Rancho Cordova, CA 95670 916/635-0211	regional data center	100	100
08/83	Toyoko International 4208 North Freeway Blvd. Suite 7-A Sacramento, CA 95834 916/921-9807	distributes integral parts for semi-conductor industry	4	4
08/83	Syson Corporation 3838 Watt Avenue, Suite 610-F Sacramento, CA 95821 916/972-9924	mfg/computer software systems	7	25
07/83	Neapco 2496 Port Street West Sacramento, CA 95691 916/371-0506	manufacturer & distributor power trains for trucks	8	8
07/83	Hysol-Grafil 5900 - 88th Street Sacramento, CA 95823 916/386-1733	mfg/graphite fiber for for aerospace industry	40	60
07/83	Local Parcel Service, Inc. 4680 Pell Drive Sacramento, CA 95833 916/921-6062	parcel service	15	15
<u>FY 82/83</u>				
06/83	General Motors Corporation 181 Main Avenue Sacramento, CA 95838 916/920-2473	railroad diesel engine parts and service supplier	30	30
05/83	California Dental Association 818 K Street Sacramento, CA 95814 916/443-4501	state headquarters	100	100

Recruitment Schedule - FY 82/83 through FY 87/88

Page 9

<u>Date</u> <u>Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 82/83 - Cont.</u>				
05/83	Wyle Laboratories Electronics Marketing group 11151 Sun Center Drive, Suite A Rancho Cordova, CA 95670 916/638-5282	distributes internal electronic parts and services	7	7
04/83	Teledyne MEC 11361 Sunrise Park Drive Rancho Cordova, CA 95670 916/638-3344	mfg/electronic	150	1000
03/83	GTE Sprint Communications Corp. P.O. Box 8004 3065 Gold Camp Road Rancho Cordova, CA 95670 916/636-6000	long distance data communications	250	500
03/83	Amerisystems Research & Manufacturing 4600 Pell Drive Sacramento, CA 95833 916/925-6964	high tech integral parts	11	50
02/83	Electronic Data Systems 3141 Data Drive Rancho Cordova, CA 95670 916/636-3100	data processing	200	200
01/83	Cal Air Conditioning 5851 Florin Perkins Road Sacramento, CA 95828 916/381-5100	air conditioning	20	80
12/82	MCI Telecommunications 11085 Sun Center Drive Rancho Cordova, CA 95670 916/638-1551	telecommunications data processing center	30	30
11/82	Software Dimensions 100 Blue Ravine Road Folsom, CA 95630 916/985-6555	mfg/software package for micro-computers	31	157
11/82	U.S. Gypsum 601 University Avenue Sacramento, CA 95823 916/292-1874	mfg/wall board & related construction products	200	400

Recruitment Schedule - FY 82/83 through FY 87/88

Page 10

<u>Date Located</u>	<u>Company Name</u>	<u>Category</u>	<u>No. of Employees</u>	
			<u>Current</u>	<u>Future</u>
<u>FY 82/83 - Cont.</u>				
11/82	The Price Club 6930 - 65th Street Sacramento, CA 95823 916/427-8759	wholesale merchandise	110	200
10/82	Foremost McKesson 3775 Seaport Drive W. Sacramento, CA 95691	distributes drugs	100	100
08/82	National University 7667 Folsom Boulevard Sacramento, CA 95826 916/921-3100	adult education university	24	24
08/82	Avantek, Inc. 104 Woodmere Road Folsom, CA 95630 916/985-0900	mfg/electronics equipment	100	1500
07/82	Continental Insurance 10971 Sun Center Drive Rancho Cordova, CA 95670 916/635-3301	insurance company	100	360
07/82	Airco Industrial Gases 45858 - 88th Avenue Sacramento, CA 95826 916/381-0773	mfg/industrial gases	50	50

APPENDIX V: PUBLICATIONS LIST

SACTO

PUBLICATIONS

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

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

1. COMPARISONS

Bay Area/Sacramento Comparison #C-01

Assorted tables comparing the Bay Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living. (Updated 10/87)

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

Boston Area/Sacramento Comparison #C-02

Assorted tables comparing the Boston area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living. (Updated 10/87)

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

Los Angeles/Sacramento Comparison #C-03

Assorted tables comparing the Greater Los Angeles Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living. (Updated 10/87)

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

Competitive Community Comparison Study #C-04

A comparative evaluation of 16 selected U.S. cities for technology-based industries conducted by MARMAC, Inc. of Cypress, California. This 450-page study compares 27 factors of interest to expanding and relocating businesses, including transportation, housing, energy, facilities costs, government and related criteria. (Updated 9/86)

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

Competitive Community Comparison Summary #C-05

A brief executive summary capsulizing the Competitive Community Comparison Study results. (Updated 9/86)

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

New Home Sales Comparison #C-06

A quick reference guide to new home sales, median and average price, living area, and price per square foot taken from statewide information published by the Construction Industry Research Board. This guide includes information on Alameda, Contra Costa, Los Angeles, Orange, Sacramento, San Diego, San Francisco, San Mateo, and Santa Clara counties. (Updated 3/88)

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

Reno/Sacramento Comparison #C-07

Assorted tables comparing the Greater Reno Area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living. (Updated 10/87)

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

Chicago Area/Sacramento Comparison #C-08

Assorted tables comparing the Chicago area to the Greater Sacramento Area in terms of business real estate costs, housing costs, traffic-commute times, water rates, electricity rates, sewer rates, and the cost of living. (Updated 10/87)

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

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 3/88)

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

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 \$2.00 Non-members \$5.00

Major Sacramento Employers List #L-03

Published annually, this list includes major employers in the Greater Sacramento Area in descending order by number of employees, minimum of 100 employees. Includes government, manufacturers, research and development, retailers and others. Provides name of firm, mailing address and telephone number. (Updated 3/88)

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

Political Contacts List #L-04

A listing of elected and appointed public sector contacts within State government and the Greater Sacramento Area. Provides contacts mailing address and telephone number. (Updated 3/88)

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

SACTO Membership/Business Directory #L-05

Annual publication of all members of the Sacramento Area Commerce and Trade Organisation (SACTO). The Directory lists members by company name in alphabetical order and cross-references according to type of nature of business. Complete with addresses, phone numbers, and principal representatives. Updated quarterly (3/88).

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

3. REPORTS

Biotechnology Report #R-01

This publication is a review of the Greater Sacramento Area's resources available to new or expanding biotechnology firms. Provides listings of educational facilities and key contacts. Includes map of the Northern California biotechnology firms and their suppliers as well as specific Greater Sacramento Area biotechnology firms. Provides mailing addresses and telephone numbers for these firms. (Updated 10/87)

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

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 8/87)

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 targeted companies being encouraged to invest in the area. (Updated 7/87)

Price: Members No Charge Non-members \$2.00

Business 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 21 pages. (Updated 1/88)

Price: Members \$2.50 Non-members \$5.50

Sacramento Regional Major Manufacturers and Processors Guide #R-06

An inventory of area enterprises that provide manufacturing and processing jobs for some 27,000 in the Greater Sacramento Area. Includes name, address, phone number and number of employees of firms employing 25 or more. Also discusses labor union representation. Firms are listed in alphabetical order with cross-referenced listings by Standard Industrial Classification and by zip code. (Updated 5/87)

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

Organization Strategic Plan - FY87/88 #R-07

Describes the overall purpose, fundamental objectives, marketing, organization, finance and membership of SACTO. (Updated 7/87)

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

SACRAMENTO: A Portrait of the Four-County Area #R-08

A four-color brochure emphasizing the quality lifestyle that the Greater Sacramento Area affords. Some of the key factors addressed in the brochure are housing, cultural resources, schools, recreation and health facilities. (Updated 2/87)

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

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, detailed information on all labor union locals and all union elections conducted by the National Labor Relations Board in the Greater Sacramento Area. (Updated 10/87)

Price: Members \$5.00 Non-members \$10.00

Information Packet (Japanese Notebook) #R-10

An informational packet on the business investment environment for Japanese companies in the state of California and the Greater Sacramento Area. (Updated 2/87)

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

Sacramento Statistical Abstract #R-11

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, August 1987.

Price: Members \$40.00 Non-members \$40.00

4. VIDEOS

SACTO Video #AV-01

An overview of the four-county Greater Sacramento Area which highlights transportation networks, education, labor, housing, quality of life, and major business development areas. (Updated 10/86)

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

Japanese Video #AV-02

A Japanese version of the SACTO Video described above. (Updated 10/86)

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

5. SUBSCRIPTIONS

SACTO Newsletter #S-01

Published quarterly, this newsletter shows the current activities of SACTO. It also lists members and the types of prospects currently being worked with by SACTO.

Price: Member: no charge Non-member: \$50.00 annually

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION (SACTO)

PUBLICATION ORDER FORM

	<u>Quantity</u>	<u>SACTO Member</u>	<u>*Non- Member</u>	<u>Amount</u>
<u>Comparisons</u>				
C-01 Bay Area/Sacramento Comparison	_____	\$2.00	\$5.00	_____
C-02 Boston Area/Sacramento Comparison	_____	2.00	5.00	_____
C-03 Los Angeles/Sacramento Comparison	_____	2.00	5.00	_____
C-04 Competitive Community Comparison Study	_____	50.00	100.00	_____
C-05 Competitive Community Comparison Summary	_____	2.00	5.00	_____
C-06 New Home Sales Comparison	_____	2.00	5.00	_____
C-07 Reno/Sacramento Comparison	_____	2.00	5.00	_____
C-08 Chicago Area/Sacramento Comparison	_____	2.00	5.00	_____
C-09 West Coast Comparison	_____	5.00	7.50	_____

Lists

L-02 Located Companies List	_____	2.00	5.00	_____
L-03 Major Sacramento Employers List	_____	2.00	5.00	_____
L-04 Political Contacts List	_____	2.00	5.00	_____
L-05 SACTO Membership/Business Directory	_____	N/C	50.00	_____

Reports

R-01 Biotechnology Report	_____	10.00	25.00	_____
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 Business Profile on the Greater Sacramento Area	_____	2.50	5.50	_____
R-06 Sacramento Regional Major Manufacturers and Processors Guide	_____	15.00	N/A	_____
R-07 Organization Strategic Plan - FY87/88	_____	2.00	5.00	_____
R-08 SACRAMENTO: A Portrait of the Four-County Area	_____	7.50	12.50	_____
R-09 Greater Sacramento Area Guide to Organized Labor	_____	5.00	10.00	_____
R-10 Information Packet (Japanese Notebook)	_____	10.00	10.00	_____
R-11 Sacramento Statistical Abstract	_____	40.00	40.00	_____

Videos

AV-01 SACTO Video	_____	35.00	50.00	_____
AV-02 Japanese Video	_____	35.00	50.00	_____

Subscriptions

S-01 SACTO Newsletter	_____	N/C	50.00	_____
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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.

(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 _____

*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 VI: 1987/88 BOARD OF DIRECTORS LIST

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

1987/88 OFFICERS AND BOARD OF DIRECTORS

OFFICERS

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

Vice President

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

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

Chief Financial Officer

Sam Oki
Chief Financial Officer
Oki Nursery
8649 Kiefer Boulevard
Sacramento, CA 95826
383-5665

Immediate Past President

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

Assistant Secretary-Executive Director

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

DIRECTORS-AT-LARGE

Charles Alexander
Executive Vice President
A. Teichert & Son, Inc.
P.O. Box 15002
Sacramento, CA 95851
484-3011

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

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Attorney at Law
Hefner, Stark & Marois
2710 Gateway Oaks Drive, Ste. 300S
Sacramento, CA 95833
925-6620

William Collard
Attorney at Law
Friedman, Collard & Poswall
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Sacramento, CA 95826
381-9011

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

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

DIRECTORS-AT-LARGE (Cont.)

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

Raymond Kozuma
Vice President/Manager
California First Bank
700 L Street
Sacramento, CA 95814
441-7900

David J. Lucchetti
President
Pacific Coast Building Products
P.O. Box 160488
Sacramento, CA 95816
444-9304

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Partner
Steele & Nelson/McCuen Properties
10969 Trade Center Drive, Suite 100
Rancho, Cordova, CA 95670
635-0146

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Camray Marketing
7919 Folsom Boulevard, Suite 150
Sacramento, CA 95826
381-0100

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

Susan Peters
Owner
SPM Company
10969 Trade Center Drive, Suite 100
Rancho, Cordova, CA 95670
638-0515

Roger Ramseier
President
Aerojet TechSystems Company
P.O. Box 13222
Sacramento, CA 95813
355-1000

R. Neil Smyth
First Vice President-Resident Mgr.
Coldwell Banker Commercial R.E.
Services
555 Capitol Mall, Suite 100
Sacramento, CA 95814
446-8211

Judy Thompson
Owner
Judy Thompson, Inc.
7919 Pebble Beach Drive, #103
Citrus Heights, CA 95610
966-5820

Frank Whittaker
General Manager
The Sacramento Bee
P.O. Box 15779
Sacramento, CA 95852
321-1515

APPOINTED DIRECTORS

Sacramento City Representatives

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

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

Sacramento County Representatives

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

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

Sacramento Metropolitan Chamber of Commerce Representative

Bill Mason
V.P. for Program Development
Sutter Health
Sacramento, CA 95825
927-5211

EX-OFFICIO DIRECTORS

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

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

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

Charles Van Sluyter
Senior V.P./Sacramento Division
Sutter Health
1111 Howe Avenue, Suite 600
Sacramento, CA 95825
927-5211

1987/88 Officers and Board of Directors
Page Four

SACTO STAFF

Pam Crook
Manager, Economic Development
SACTO
300 Capitol Mall, Suite 1210
Sacramento, CA 95814
441-2144

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

4/6/88

Date: 4-25-88 1:25pm
From: DAVE PAUL:sac:city
To: RR
Subj: SACTO

Deann Garcia called from SACTO and they want to schedule the quarterly report to Council for either 5-10 or 5-24. Her number is 441-2144