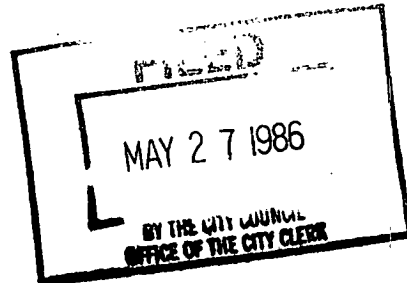


**REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS  
by the  
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION**

**FOR THE PERIOD COVERING  
JANUARY, FEBRUARY AND MARCH 1986**

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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS  
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
January, February, March 1986  
(Filed April 15, 1986)  
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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. SACTO made an appearance and conducted a promotional program March 3 in Los Angeles. This event was the Annual Meeting of the Southern California Technical Executives Network (SOCALTEN). At the meeting were hundreds of key executives from small and growing technology-oriented firms. The SACTO effort was directed at attracting the interest of these executives in the Greater Sacramento Area for future expansion.

2. SACTO also made appearances in New York where the California Department of Commerce had called together approximately 100 chief executive officers from the New York area. The luncheon and breakfast format, along with receptions, allowed SACTO plenty of time and opportunity to meet with the executives and share information about their companies and about the Greater Sacramento Area.

3. SACTO also made an appearance before the Executive Director of the Japanese External Trade Organization (JETRO) and his executive staff. This meeting was done while staff was in Tokyo making a presentation to a key prospect.

4. On this same trip, SACTO also made appearances before several smaller groups, including the Bank of Tokyo, Mitsubishi Bank, Sanwa Estates. These were meant to brief these important groups on opportunities in the area for Japanese firms.

#### B. Publications

Last reporting period, SACTO reported that the following publications had been developed:

- a. Community Comparison Summary
- b. Community Comparison Summary (in Japanese)
- c. Sacramento Area Statistical Abstract
- d. Sacramento Regional Industrial and Office Cost Study
- e. Sacramento-San Jose Cost Comparison Study
- f. Sacramento-Palo Alto/Mountain View Comparison Study

In addition to the above mentioned publications, SACTO developed a new comparison survey, entitled "Sacramento-Los Angeles Area Cost Comparison." This and the above comparison surveys are updated quarterly.

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

4. The Estimated Amount of Funds Expended Upon Services

Appendix II will reveal the breakdown of expenditures on services.

II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS

1. General Activities

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

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

(2) Participated and supported the California Department of Commerce in its activities, including prospecting functions in New York.

(3) Worked with the City staff to help develop ideas for small business development and entrepreneurshhip programs. Shared this information with County staff as well.

(4) Continue process of developing a Port of Sacramento Marketing Plan along with Port officials.

(5) Continue participating in matters related to the joint Sacramento City/County overall economic development strategy planning effort.

- (6) Scheduled SETA/PIC leaders to meet with two of SACTO's recent prospects.
- (7) Attended and contributed to the Enterprise Zone Advisory Committee.
- (8) Presented Enterprise Zone information to six companies who were likely candidates for either of the proposed Sacramento zones.
- (9) Worked with City and County representatives in the matter of a Foreign Trade Zone proposal being considered for the area. Have advised many local groups as to the purpose of such projects and attended many meetings to help determine to what extent this area should become involved with an FTZ.
- (10) Included County air pollution, water pollution and water supply representatives in at least three prospect projects. City fire and hazardous waste officials were involved in one of this past quarter's prospect meetings.

## 2. Prospect Activity

A listing of SACTO company prospects by prospect number is provided in Appendix IV, page three. All prospect announcements occurring during the reporting period are enumerated in the newsletter that makes up Appendix IV. These company announcements come include Gilbert Commonwealth, Inc., Level One Communications, Inc., and Hydraulic Technology, Inc.

Sixteen prospects visited the Greater Sacramento Area through SACTO during the reporting period, up from eleven the previous quarter and three the quarter before that. It is believed that the number of company visits to SACTO's offices the first quarter of 1986 is a record, and a direct result of both a generally positive national economy and increased SACTO marketing efforts.

Four presentations were made at prospect company offices (outside the Greater Sacramento Area), compared with two the previous quarter and four the quarter before that.

The general outlook for future prospect activity depends largely on the state of the national economy. Three of SACTO's best prospects have already selected the Greater Sacramento Area as a location for their expansions, but are holding off on announcements until the firms are more certain about their plans or until negotiations with landowners or brokers are completed.

Report to Governmental Organization Members

Reporting Period: January, February, March 1986

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The organization continues its aggressive program to encourage Japanese manufacturers to consider the Greater Sacramento Area. Research conducted earlier in 1985 indicated the Japanese were investing in states such as Texas, North Carolina, Georgia and Oregon rather than California because of four major considerations: unitary tax, expensive electricity, unavailability and high cost of water and expensive real property. SACTO's analyses suggested the Greater Sacramento Area could address all but the unitary tax aspects of this strategy, and that numerous Japanese firms should be interested in the area.

Pursuant to this interest, SACTO continued visits to the offices of Japanese business interests, and the last week of January met with over 20 Japanese business representatives in the Los Angeles area. For many of these contacts, this was the third time SACTO had called on them. SACTO's plan calls for at least six visits before results could begin to be measured. Already however, one contact has asked for help in finding a location for a major manufacturer client.

SACTO also continued work with its Pacific Rim Committee. The City of Sacramento is represented by Mayor Anne Rudin and the County of Sacramento is represented by Supervisor Sandra Smoley. The Committee completed a draft of resource material of interest primarily to Asian business, and developed plans for an investment mission to Tokyo between November and February.

SACTO also made a major presentation to a Japanese manufacturing company in Tokyo this reporting period. Staff worked with City and County staff to find locations within their respective area to convey to the prospect. The presentation was very well received by the prospect, and a visit to the Greater Sacramento Area should be forthcoming within 60 days.

**SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION**  
**Organization Strategic Plan - FY85/86**  
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**OVERALL PURPOSE**

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

**FUNDAMENTAL OBJECTIVES**

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

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

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

SACTO must remain a neutral and trusted organization that focuses on its own goals at all times.

**MARKETING**

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

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

SACTO will continue to use such publications as its Statistical Abstract and Manufacturers & Processors Guide. All of SACTO's marketing publications will be improved and supplemented with a top-quality audio-visual presentation. SACTO's data base will be as complete as necessary to effectively sell the area. The activities of SACTO's counterparts in other areas will be monitored to help SACTO remain competitive.

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

**SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION**  
**Organization Strategic Plan - FY85/86**  
**Page Two**

**ORGANIZATION**

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

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

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

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

SACTO will encourage the involvement of its members by developing volunteer committees to deal with appropriate activities.

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

**FINANCE**

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

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

**MEMBERSHIP**

SACTO will have a Development Plan designed to secure enough funds to meet the needs outlined by the 1985/86 Marketing Plan. SACTO should engage existing members to solicit membership from prospective members of similar stature. A team approach to selling memberships should be used where appropriate.

The Board of Directors and the Development Committee will be actively involved in fund raising. Renewal membership investments of \$1,200 and up will receive personal attention.

SACTO's annual meeting should advise members of the accomplishments and future plans of the organization.

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



SACRAMENTO AREA COMMERCE  
AND TRADE ORGANIZATION

JANUARY 31, 1986

Certified Public Accountants  
1420 River Park Drive  
Suite 200  
Sacramento, California 95815  
916.929.3680

*Pfanner & Tate Accountancy Corporation*

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To the Board of Directors  
Sacramento Area Commerce and Trade Organization  
Sacramento, California

We have compiled the accompanying statement of assets, liabilities and fund balance arising from cash transactions of Sacramento Area Commerce and Trade Organization as of January 31, 1986, and the related statement of revenue collected, expenditures and fund balance-cash basis for the seven months then ended, in accordance with standards established by the American Institute of Certified Public Accountants.

The Organization's policy is to prepare its financial statements on the cash basis, consequently, revenue and the related assets are recognized when received rather than when earned, and expenses are recognized when paid rather than when the obligation is incurred. Accordingly, the accompanying financial statements are not intended to present financial position and results of operations in conformity with generally accepted accounting principles.

A compilation is limited to presenting information that is the representation of management in the form of financial statements. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of changes in fund balance required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and changes in fund balance. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*Pfanner & Tate*  
Accountancy Corporation

February 13, 1986

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE  
 ARISING FROM CASH TRANSACTIONS  
 JANUARY 31, 1986

ASSETS

CURRENT ASSETS:	
CASH	110,721
PREPAID EXPENSES	3,665
	-----
TOTAL CURRENT ASSETS	114,386
	-----
PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	59,525
PROPERTY UNDER CAPITAL LEASE	15,047
	-----
	74,572
LESS ACCUMULATED DEPRECIATION	18,948
	-----
TOTAL PROPERTY AND EQUIPMENT	55,624
	-----
	170,010
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCRUED PAYROLL TAXES	3,740
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	2,375
	-----
TOTAL CURRENT LIABILITIES	6,115
	-----
OBLIGATION UNDER CAPITAL LEASE	10,272
	-----
FUND BALANCE	
BEGINNING FUND BALANCE	82,580
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	71,048
	-----
ENDING FUND BALANCE	153,628
	-----
DIFFERENCE ON ROUNDING	(5)
	-----
	170,010
	=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 7 MONTHS ENDED JANUARY 31, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
<b>REVENUE</b>					
PRIVATE SECTOR	45,813	29,325	147,369	114,050	33,319
PUBLIC SECTOR	15,000	500	95,417	110,668	(15,251)
MEETING REVENUE	6,415	3,000	15,557	12,078	3,479
PUBLICATIONS SALES	0	975	11,748	14,538	(2,790)
INTEREST INCOME	317	275	2,068	2,006	62
OTHER INCOME	0	10	1,826	50	1,776
<b>TOTAL REVENUE</b>	<b>67,545</b>	<b>34,085</b>	<b>273,985</b>	<b>253,390</b>	<b>20,595</b>
<b>EXPENDITURES</b>					
SALARIES	14,493	14,100	95,508	95,151	357
EMPLOYEE BENEFITS	1,583	1,696	7,017	6,994	23
PAYROLL TAXES	1,076	950	4,995	5,699	(704)
<b>TOTAL STAFF MAINTENANCE EXPENDITURES</b>	<b>17,152</b>	<b>16,746</b>	<b>107,520</b>	<b>107,844</b>	<b>(324)</b>
INSURANCE	903	0	3,195	4,844	(1,649)
OFFICE EXPENSE	2,116	400	5,710	2,482	3,228
TRANSPORTATION-AUTO	291	600	2,488	3,539	(1,051)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	22	45	577	358	219
RENT	2,276	2,276	14,194	16,470	(2,276)
PARKING	843	410	2,431	2,620	(189)
PROFESSIONAL SERVICES	2,257	400	6,857	5,860	997
PERSONAL PROPERTY TAXES	0	0	390	390	0
<b>TOTAL ADMINISTRATIVE EXPENDITURES</b>	<b>8,708</b>	<b>4,131</b>	<b>35,842</b>	<b>36,563</b>	<b>(721)</b>
POSTAGE	890	275	3,726	2,197	1,529
TELEPHONE	1,157	650	4,971	4,710	261
DUES AND SUBSCRIPTIONS	122	100	1,525	1,272	253
PRINTING	359	200	2,850	2,403	447
RESEARCH	0	10,000	0	12,500	(12,500)
PROMOTIONAL MATERIALS	563	250	2,954	2,238	716
SPECIAL MEETINGS	862	0	8,222	4,219	4,003
AUDIO VISUAL	0	0	35	135	(100)
TRAVEL	76	1,600	3,925	7,475	(3,550)
ADVERTISING	0	0	1,547	96	1,451
<b>TOTAL MARKETING EXPENDITURES</b>	<b>4,029</b>	<b>13,075</b>	<b>29,755</b>	<b>37,245</b>	<b>(7,490)</b>

SEE ACCOUNTANTS'S COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 7 MONTHS ENDED JANUARY 31, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	161	250	829	1,379	(550)
MEMBERSHIP PROMOTION	1,457	150	3,498	1,000	2,498
MEMBERSHIP MEETINGS	639	0	1,031	0	1,031
BREAKFAST MEETING	0	0	5,064	875	4,189
NEWSLETTER	0	0	0	3,400	(3,400)
PUBLICATION EXPENSES	36	0	11,780	16,088	(4,308)
MISCELLANEOUS	449	150	1,240	750	490
<b>TOTAL MEMBERSHIP AND MISCELLANEOUS EXPENDITURES</b>	<b>2,742</b>	<b>550</b>	<b>23,442</b>	<b>23,492</b>	<b>(50)</b>
<b>TOTAL EXPENDITURES BEFORE DEPRECIATION</b>	<b>32,631</b>	<b>34,502</b>	<b>196,559</b>	<b>205,144</b>	<b>(8,585)</b>
DEPRECIATION	902	0	6,375	0	6,375
<b>TOTAL EXPENDITURES APTER DEPRECIATION</b>	<b>33,533</b>	<b>34,502</b>	<b>202,934</b>	<b>205,144</b>	<b>(2,210)</b>
<b>EXCESS OF REVENUE OVER (EXPENDITURES)</b>	<b>34,012</b>	<b>(417)</b>	<b>71,051</b>	<b>48,246</b>	<b>22,805</b>

SEE ACCOUNTANTS' COMPILATION REPORT

JANUARY 31, 1986

## CASH DISBURSEMENTS

Source code: 1, From fiscal period [ 7 ] to [ 7 ]

Current fiscal period: 7

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Jan 06 86	-- VOID --	100	2724	0.00		0.00
Jan 31 86	JOHN R ROBERTS	204	2888		209.52	
	JOHN R ROBERTS	205			732.01	
	JOHN R ROBERTS	500		2,635.42		1,693.89
Jan 06 86	SANDY MUSS	516	2916	7.41		7.41
Jan 06 86	CAPITAL PRINTING & MAIL	533	2917	404.40		404.40
Jan 06 86	AMERICAN EXPRESS	523	2918	45.00		
	AMERICAN EXPRESS	542		15.25		60.25
Jan 06 86	AERO SPEED	520	2919	65.33		65.33
Jan 06 86	H S CROCKER CO, INC	516	2920	108.91		108.91
Jan 06 86	ROSEVILLE FLORIST & GIFT	525	2921	23.70		23.70
Jan 06 86	STANDARD OFFICE SYSTEMS	516	2922	238.50		238.50
Jan 06 86	UIBA INSUR ADMIN, INC	505	2923	441.20		441.20
Jan 06 86	CITADEL PRESS	516	2925	1,146.92		1,146.92
Jan 06 86	DAY-TIMERS, INC	516	2926	43.46		43.46
Jan 06 86	CALIF MANAGEMENT REVIEW	523	2927	5.75		5.75
Jan 06 86	CASH-REIMB PETTY CASH	516	2928	13.74		
	CASH-REIMB PETTY CASH	519		4.50		
	CASH-REIMB PETTY CASH	547		41.06		59.30
Jan 06 86	L J GIBSON-ARIZ BEDC	525	2929	425.00		425.00
Jan 06 86	PACIFIC BELL	521	2930	275.27		275.27
Jan 06 86	ILLUSTRATION DESIGN	516	2931	66.46		66.46
Jan 06 86	TKO PRODUCTIONS, INC	533	2932	125.00		125.00
Jan 06 86	YUBI SEPAROVICH-REIMB	519	2933	3.50		
	YUBI SEPAROVICH-REIMB	547		174.80		178.30

JANUARY 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Jan 06 86	RJB MANAGEMENT COMPANY	517	2934	2,276.00		2,276.00
Jan 06 86	THE BUSINESS JOURNAL	516	2935	30.00		30.00
Jan 06 86	RTC COMMUNICATIONS	521	2936	61.45		61.45
Jan 06 86	THE PRESS ROOM	546	2937	26.13		26.13
Jan 06 86	METRO PARK	519	2938	360.00		360.00
Jan 06 86	SAC COUNTY APCD	523	2939	50.00		50.00
Jan 06 86	SAC COMMUNITY CENTER	546	2940	275.00		275.00
Jan 06 86	FEDERAL EXPRESS	520	2941	113.50		113.50
Jan 06 86	SUSAN KWONG	519	2942	9.00		9.00
Jan 06 86	-- VOID --	100	2943	0.00		0.00
Jan 06 86	SUSANNE JACOBI	204	2944		19.13	
	SUSANNE JACOBI	205			13.10	
	SUSANNE JACOBI	500		250.00		217.77
Jan 06 86	SUSAN KWONG	204	2945		7.65	
	SUSAN KWONG	500		100.00		92.35
Jan 13 86	PFANNER & TATE ACCY CORP	524	2946	1,982.25		1,982.25
Jan 13 86	METRO PARKING CORP	519	2947	100.00		100.00
Jan 13 86	BARBARA FRANK	204	2948		7.95	
	BARBARA FRANK	500		100.00		92.05
Jan 13 86	CHERYL WILLIAMS	204	2949		7.95	
	CHERYL WILLIAMS	500		100.00		92.05
Jan 13 86	SANDY NUSS	204	2950		15.90	
	SANDY NUSS	205			18.00	
	SANDY NUSS	500		200.00		166.10
Jan 13 86	PAMILLA CROOK	204	2951		14.10	
	PAMILLA CROOK	205			1.80	
	PAMILLA CROOK	500		200.00		184.10
Jan 15 86	PAMILLA CROOK	204	2952		92.75	
	PAMILLA CROOK	205			163.10	
	PAMILLA CROOK	500		1,166.67		910.82
Jan 15 86	SANDY NUSS	204	2953		56.06	

JANUARY 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
	SANDY NUSS	205			129.90	
	SANDY NUSS	500		705.00		519.04
Jan 15 86	CHERYL WILLIAMS	204	2954		58.97	
	CHERYL WILLIAMS	205			128.70	
	CHERYL WILLIAMS	500		741.67		554.00
Jan 14 86	BARBARA FRANK	204	2955		64.52	
	BARBARA FRANK	205			117.90	
	BARBARA FRANK	500		811.50		
	BARBARA FRANK	505			28.90	600.18
Jan 15 86	JOHN R ROBERTS	204	2956		209.52	
	JOHN R ROBERTS	205			732.01	
	JOHN R ROBERTS	500		2,635.42		1,693.89
Jan 15 86	-- VOID --	100	2957	0.00		0.00
Jan 15 86	SUSANNE JACOBI	204	2958		54.06	
	SUSANNE JACOBI	205			101.40	
	SUSANNE JACOBI	500		680.00		524.54
Jan 13 86	RIVER CITY BANK	204	2959	582.88		
	RIVER CITY BANK	205		2,306.22		
	RIVER CITY BANK	503		582.88		3,471.98
Jan 14 86	STATE OF CALIFORNIA	204	2960	35.97		
	STATE OF CALIFORNIA	205		446.80		482.77
Jan 16 86	SUSAN KWONG	204	2961		4.94	
	SUSAN KWONG	500		62.00		57.06
Jan 16 86	CITY OF SACRAMENTO	547	2962	425.00		425.00
Jan 17 86	HANNIBALS RESTAURANT	538	2963	16.79		16.79
Jan 17 86	BARBARA FRANK	547	2964	206.18		206.18
Jan 17 86	A R L	505	2965	109.75		109.75
Jan 20 86	THE BUSINESS JOURNAL	529	2966	36.00		36.00
Jan 20 86	-- VOID --	100	2967	0.00		0.00
Jan 17 86	A R L	505	2968	1,089.83		1,089.83
Jan 20 86	CITADEL PRESS	546	2969	202.46		202.46
Jan 20 86	METRO PARK	519	2970	360.00		360.00



JANUARY 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code	Ref	Debit	Credit	Total
Jan 20 86	ROSEVILLE TELEPHONE CO	521	2971		125.45		125.45
Jan 20 86	PACIFIC BELL	521	2972		236.29		236.29
Jan 20 86	H S CROCKER CO, INC	516	2973		89.15		89.15
Jan 20 86	MCI TELECOMMUNICATIONS	521	2974		361.00		361.00
Jan 20 86	IBM	516	2975		88.75		88.75
Jan 20 86	CITADEL PRESS	539	2976		1,443.72		1,443.72
Jan 20 86	CITADEL PRESS	530	2977		359.34		359.34
Jan 20 86	MILES TREASTER & ASSOC	120	2978		105.89		105.89
Jan 20 86	FEDERAL EXPRESS CORP	520	2979		77.00		77.00
Jan 20 86	FEDERAL EXPRESS CORP	520	2980		52.50		52.50
Jan 20 86	AERO SPEED	520	2981		181.24		181.24
Jan 20 86	SAC PLANT RENTAL & DISP	516	2982		59.08		59.08
Jan 20 86	ARTHUR YOUNG	524	2983		275.00		275.00
Jan 20 86	SHELL OIL COMPANY	534	2984		76.37		76.37
Jan 20 86	MAITA OLDSMOBILE	219	2985		196.54		
	MAITA OLDSMOBILE	512			199.90		396.44
Jan 21 86	JOHN R ROBERTS	533	2986		33.81		
	JOHN R ROBERTS	538			110.05		
	JOHN R ROBERTS	539			13.69		157.55
Jan 31 86	SUSANNE JACOBI	204	2987			51.06	
	SUSANNE JACOBI	205				101.40	
	SUSANNE JACOBI	500			680.00		524.54
Jan 31 86	BARBARA FRANK	204	2989			64.52	
	BARBARA FRANK	205				117.90	
	BARBARA FRANK	500			811.50		
	BARBARA FRANK	505				28.90	600.18
Jan 31 86	CHERYL WILLIAMS	204	2990			58.97	
	CHERYL WILLIAMS	205				128.70	
	CHERYL WILLIAMS	500			741.67		554.00
Jan 31 86	SANDY NUSS	204	2991			56.06	
	SANDY NUSS	205				129.90	

JANUARY 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
	SANDY NUSS	500		705.00		519.04
Jan 31 86	PAMILLA E CROOK	204	2992		92.75	
	PAMILLA E CROOK	205			163.10	
	PAMILLA E CROOK	500		1,166.67		910.82
Jan 31 86	RCC COMMUNICATIONS	521	2993	97.82		97.82
Jan 31 86	SANDY NUSS	516	2994	25.00		25.00
Jan 31 86	U S POSTMASTER	520	2995	400.00		
	U S POSTMASTER	546		100.00		500.00
Jan 31 86	SAC COUNTY APCD	523	2996	10.00		10.00
Jan 31 86	H S CROCKER CO, INC	516	2997	86.24		86.24
Jan 31 86	HIRANOS TRANSLATING SERV	516	2998	90.00		90.00
Jan 31 86	SACRAMENTO MAGAZINE	523	2999	11.00		11.00
Jan 31 86	INTERSTATE UNITED CORP	546	3000	35.00		35.00
Jan 31 86	FUTA	503	3001	493.02		493.02
Jan 31 86	EMPLOY DEVELOPMENT DEPT	204	3002	210.35		210.35
Jan 31 86	-- VOID --	100	3003	0.00		0.00
Jan 31 86	-- VOID --	100	3004	0.00		0.00
Jan 31 86	PAMILLA CROOK-REIMB	519	3005	6.25		
	PAMILLA CROOK-REIMB	538		34.01		
	PAMILLA CROOK-REIMB	544		91.20		
	PAMILLA CROOK-REIMB	545		21.50		152.96
Jan 31 86	STATE BD OF EQUALIZATION	516	3006	13.41		13.41
Jan 31 86	CASH DISBURSED-JANUARY	100	C/D		31,675.24	31,675.24-
				35,661.34	35,661.34	

SACRAMENTO AREA COMMERCE  
AND TRADE ORGANIZATION

FEBRUARY 28, 1986

Certified Public Accountants  
1420 River Park Drive  
Suite 200  
Sacramento, California 95815  
916.929.3680

*Pfanner & Tate Accountancy Corporation*

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To the Board of Directors  
Sacramento Area Commerce and Trade Organization  
Sacramento, California

We have compiled the accompanying statement of assets, liabilities and fund balance arising from cash transactions of Sacramento Area Commerce and Trade Organization as of February 28, 1986, and the related statement of revenue collected, expenditures and fund balance-cash basis for the eight months then ended, in accordance with standards established by the American Institute of Certified Public Accountants.

The Organization's policy is to prepare its financial statements on the cash basis, consequently, revenue and the related assets are recognized when received rather than when earned, and expenses are recognized when paid rather than when the obligation is incurred. Accordingly, the accompanying financial statements are not intended to present financial position and results of operations in conformity with generally accepted accounting principles.

A compilation is limited to presenting information that is the representation of management in the form of financial statements. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of changes in fund balance required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and changes in fund balance. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*Pfanner & Tate*

Accountancy Corporation

March 11, 1986

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE  
ARISING FROM CASH TRANSACTIONS  
FEBRUARY 28, 1986

ASSETS

CURRENT ASSETS:	
CASH	127,018
PREPAID EXPENSES	2,761
	-----
TOTAL CURRENT ASSETS	129,779
	-----
PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	59,525
PROPERTY UNDER CAPITAL LEASE	15,047
	-----
	74,572
LESS ACCUMULATED DEPRECIATION	19,766
	-----
TOTAL PROPERTY AND EQUIPMENT	54,806
	-----
DEPOSITS	
	400
	-----
	184,985
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCRUED PAYROLL TAXES	3,976
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	2,175
	-----
TOTAL CURRENT LIABILITIES	6,151
	-----
OBLIGATION UNDER CAPITAL LEASE	
	10,272
	-----
FUND BALANCE	
BEGINNING FUND BALANCE	82,580
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	85,986
	-----
ENDING FUND BALANCE	168,566
	-----
DIFFERENCE ON ROUNDING	
	(4)
	-----
	184,985
	=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 8 MONTHS ENDED FEBRUARY 28, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	1,370	250	2,199	1,629	570
MEMBERSHIP PROMOTION	0	150	3,498	1,150	2,348
MEMBERSHIP MEETINGS	5,613	0	6,644	0	6,644
BREAKFAST MEETING	0	0	5,064	875	4,189
NEWSLETTER	0	0	0	3,400	(3,400)
PUBLICATION EXPENSES	22	0	11,802	16,088	(4,286)
MISCELLANEOUS	0	150	1,240	900	340
	-----	-----	-----	-----	-----
TOTAL MEMBERSHIP AND MISCELLANEOUS EXPENDITURES	7,005	550	30,447	24,042	6,405
	-----	-----	-----	-----	-----
TOTAL EXPENDITURES BEFORE DEPRECIATION	39,230	29,127	235,789	234,271	1,518
	-----	-----	-----	-----	-----
DEPRECIATION	818	0	7,193	0	7,193
	-----	-----	-----	-----	-----
TOTAL EXPENDITURES AFTER DEPRECIATION	40,048	29,127	242,982	234,271	8,711
	-----	-----	-----	-----	-----
EXCESS OF REVENUE OVER (EXPENDITURES)	14,939	(11,017)	85,990	37,229	48,761
	=====	=====	=====	=====	=====

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 8 MONTHS ENDED FEBRUARY 28, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
<b>REVENUE</b>					
PRIVATE SECTOR	15,928	17,325	163,297	131,375	31,922
PUBLIC SECTOR	18,750	500	114,167	111,168	2,999
MEETING REVENUE	19,770	0	35,327	12,078	23,249
PUBLICATIONS SALES	0	0	11,748	14,538	(2,790)
INTEREST INCOME	478	275	2,546	2,281	265
OTHER INCOME	61	10	1,887	60	1,827
<b>TOTAL REVENUE</b>	<b>54,987</b>	<b>18,110</b>	<b>328,972</b>	<b>271,500</b>	<b>57,472</b>
<b>EXPENDITURES</b>					
SALARIES	14,010	14,100	109,518	109,251	267
EMPLOYEE BENEFITS	424	496	7,441	7,490	(49)
PAYROLL TAXES	1,015	950	6,010	6,649	(639)
<b>TOTAL STAFF MAINTENANCE EXPENDITURES</b>	<b>15,449</b>	<b>15,546</b>	<b>122,969</b>	<b>123,390</b>	<b>(421)</b>
INSURANCE	1,124	275	4,319	5,119	(800)
OFFICE EXPENSE	3,092	350	8,802	2,832	5,970
TRANSPORTATION-AUTO	302	600	2,790	4,139	(1,349)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	245	45	822	403	419
RENT	2,276	2,276	16,470	18,746	(2,276)
PARKING	393	360	2,824	2,980	(156)
PROFESSIONAL SERVICES	550	400	7,407	6,260	1,147
PERSONAL PROPERTY TAXES	0	0	390	390	0
<b>TOTAL ADMINISTRATIVE EXPENDITURES</b>	<b>7,982</b>	<b>4,306</b>	<b>43,824</b>	<b>40,869</b>	<b>2,955</b>
POSTAGE	616	275	4,342	2,472	1,870
TELEPHONE	769	650	5,740	5,360	380
DUES AND SUBSCRIPTIONS	146	200	1,671	1,472	199
PRINTING	45	200	2,895	2,603	292
RESEARCH	0	2,500	0	15,000	(15,000)
PROMOTIONAL MATERIALS	342	250	3,296	2,488	808
SPECIAL MEETINGS	6,556	2,250	14,778	6,469	8,309
AUDIO VISUAL	320	2,100	355	2,235	(1,880)
TRAVEL	0	300	3,925	7,775	(3,850)
ADVERTISING	0	0	1,547	96	1,451
<b>TOTAL MARKETING EXPENDITURES</b>	<b>8,794</b>	<b>8,725</b>	<b>38,549</b>	<b>45,970</b>	<b>(7,421)</b>

SEE ACCOUNTANTS' COMPILATION REPORT

FEBRUARY 28, 1986

## CASH DISBURSEMENTS

Source code: 1, From fiscal period [ 8 ] to [ 8 ]

Current fiscal period: 8

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Feb 03 86	McGEE & THEILEN INSUR	507	3007	94.00		94.00
Feb 03 86	UIBA INSURANCE ADMIN, IN	505	3008	247.20		247.20
Feb 03 86	AMERICAN EXPRESS	523	3009	45.04		
	AMERICAN EXPRESS	542		295.00		340.04
Feb 03 86	HANNIBAL'S RESTAURANTS	538	3010	20.94		
	HANNIBAL'S RESTAURANTS	545		206.86		227.80
Feb 03 86	BRUMGARTEN'S	516	3011	28.50		28.50
Feb 03 86	CITADEL PRESS	516	3012	128.26		128.26
Feb 03 86	RJB MANAGEMENT COMPANY	516	3013	2,276.00		2,276.00
Feb 03 86	HEWLETT PACKARD	523	3014	38.16		38.16
Feb 03 86	DORMAN'S CATERING SPEC	546	3015	4,997.30		4,997.30
Feb 03 86	-- VOID --	100	3016	0.00		0.00
Feb 03 86	THE CHAMBER	547	3017	150.00		150.00
Feb 03 86	JERRY HUNT	413	3018	25.00		25.00
Feb 03 86	SIGNE KING	413	3019	25.00		25.00
Feb 03 86	RICHARD VIEILLE	413	3020	25.00		25.00
Feb 03 86	JOHN T KEHOE, INC	413	3021	25.00		25.00
Feb 03 86	BRIAN R VAN CAMP	413	3022	25.00		25.00
Feb 03 86	CARL PANATTONI	413	3023	25.00		25.00
Feb 03 86	KAY BECKER	413	3024	25.00		25.00
Feb 03 86	DAVE DAWSON	413	3025	25.00		25.00
Feb 03 86	PETER RAFFETTO	413	3026	25.00		25.00
Feb 03 86	ROBERT M EARL	413	3027	25.00		25.00



FEBRUARY 28, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Feb 03 86	SUSAN PETERS	413	3028	25.00		25.00
Feb 03 86	MALKI'S ART SERVICES CO	533	3029	94.55		94.55
Feb 15 86	HANNIBAL'S RESTAURANTS	542	3030	23.43		23.43
Feb 12 86	FLOWER CONCEPTS	546	3031	159.00		159.00
Feb 12 86	SAC PLANT RENTAL & DISPL	516	3032	59.08		59.08
Feb 12 86	ACTION TEMPS, INC	501	3033	82.44		82.44
Feb 12 86	MULLINGTON STRING TRIO	547	3034	200.00		200.00
Feb 12 86	THE PRESS ROOM	530	3035	45.05		45.05
Feb 12 86	ROSEVILLE TELEPHONE CO	521	3036	125.45		125.45
Feb 12 86	M C I TELECOMMUNICATIONS	521	3037	251.04		251.04
Feb 12 86	ARDEN PARK FLORIST	547	3038	720.80		720.80
Feb 12 86	STANDARD OFFICE SYSTEMS	516	3039	238.50		238.50
Feb 12 86	MAITA OLDSMOBILE	219	3040	199.60		
	MAITA OLDSMOBILE	512		196.84		396.44
Feb 12 86	PFANNER & TATE ACCY CORP	524	3041	550.00		550.00
Feb 12 86	-- VOID --	100	3042	0.00		0.00
Feb 12 86	ZELLERBACH PAPER COMPANY	516	3043	124.03		124.03
Feb 12 86	CITY OF SACRAMENTO	546	3044	75.00		75.00
Feb 12 86	CITADEL PRESS	546	3045	381.60		381.60
Feb 12 86	CAPITAL PRINTING & MAIL	533	3046	247.37		
	CAPITAL PRINTING & MAIL	545		37.68		285.05
Feb 12 86	INDUS DEVEL RESEARCH CML	538	3047	975.00		975.00
Feb 12 86	-- VOID --	100	3048	0.00		0.00
Feb 12 86	SHELL OIL COMPANY	544	3049	105.00		105.00
Feb 13 86	SO/CAL/TEM	538	3050	295.00		295.00
Feb 13 86	TKO PRODUCTIONS	547	3051	2,297.69		2,297.69

FEBRUARY 28, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Feb 18 86	-- VOID --	100	3069	0.00		0.00
Feb 20 86	HANNIBAL'S RESTAURANTS	538	3070	41.87		41.87
Feb 20 86	-- VOID --	100	3071	0.00		0.00
Feb 28 86	SUSANNE JACOBI	204	3072		54.74	
	SUSANNE JACOBI	205			101.40	
	SUSANNE JACOBI	500		680.00		523.86
Feb 28 86	BARBARA FRANK	204	3073		65.34	
	BARBARA FRANK	205			117.90	
	BARBARA FRANK	500		811.50		
	BARBARA FRANK	505			8.00	620.26
Feb 28 86	JOHN R ROBERTS	204	3074		212.16	
	JOHN R ROBERTS	205			732.01	
	JOHN R ROBERTS	500		2,635.42		1,691.25
Feb 28 86	CHERYL WILLIAMS	204	3075		59.71	
	CHERYL WILLIAMS	205			128.70	
	CHERYL WILLIAMS	500		741.67		553.26
Feb 28 86	SANDY NUSS	204	3076		56.76	
	SANDY NUSS	205			129.90	
	SANDY NUSS	500		705.00		518.34
Feb 28 86	PAMILLA CROOK	204	3077		93.92	
	PAMILLA CROOK	205			163.10	
	PAMILLA CROOK	500		1,166.67		909.65
Feb 28 86	MARTYR & CURRY	516	3078	18.45		18.45
Feb 28 86	POSTMASTER	520	3079	55.00		55.00
Feb 28 86	PITNEY BOWES	520	3080	16.38		16.38
Feb 28 86	-- VOID --	100	3081	0.00		0.00
Feb 28 86	CITY OF SACRAMENTO	547	3082	188.75		188.75
Feb 28 86	POSTMASTER	520	3083	500.00		500.00
Feb 28 86	THE WESTIN SOUTH CST PLZ	130	3084	300.00		300.00
Feb 28 86	CLARION HOTEL	130	3085	100.00		100.00
Feb 28 86	RCC COMMUNICATIONS	521	3086	103.66		103.66
Feb 28 86	CLASSIC TROPHY COMPANY	538	3087	17.59		17.59

FEBRUARY 28, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code	Ref	Debit	Credit	Total
Feb 13 86	-- VOID --	100	3052		0.00		0.00
Feb 15 86	JOHN R ROBERTS	204	3053			217.44	
	JOHN R ROBERTS	205				732.01	
	JOHN R ROBERTS	500			2,635.42		1,685.97
Feb 15 86	BARBARA FRANK	204	3054			66.98	
	BARBARA FRANK	205				117.90	
	BARBARA FRANK	500			811.50		626.62
Feb 15 86	CHERYL WILLIAMS	204	3055			77.09	
	CHERYL WILLIAMS	205				193.80	
	CHERYL WILLIAMS	500			941.67		670.78
Feb 15 86	-- VOID --	100	3056		0.00		0.00
Feb 15 86	SANDY NUSS	204	3057			58.17	
	SANDY NUSS	205				129.90	
	SANDY NUSS	500			705.00		516.93
Feb 15 86	PAMILLA CROOK	204	3058			96.26	
	PAMILLA CROOK	205				163.10	
	PAMILLA CROOK	500			1,166.67		907.31
Feb 15 86	SUSANNE JACOBI	204	3059			56.10	
	SUSANNE JACOBI	205				101.40	
	SUSANNE JACOBI	500			680.00		522.50
Feb 15 86	SAC METRO CHAMB OF COMM	538	3060		20.00		20.00
Feb 14 86	BARBARA FRANK	204	3061			8.05	
	BARBARA FRANK	500			100.00		91.95
Feb 14 86	STATE OF CALIFORNIA-EDD	204	3062		129.01		
	STATE OF CALIFORNIA-EDD	205			336.14		465.15
Feb 14 86	RIVER CITY BANK	204	3063		1,014.71		
	RIVER CITY BANK	205			2,230.02		
	RIVER CITY BANK	503			1,014.71		4,259.44
Feb 18 86	SUSAN KWONG-RCIMB	519	3064		33.00		33.00
Feb 18 86	SUSAN KWONG	204	3065			11.90	
	MS SUSAN KWONG	500			147.00		135.10
Feb 14 86	KAISER FOUND HEALTH PLAN	507	3066		127.00		127.00
Feb 19 86	KAISER FOUNDATION	505	3067		184.92		184.92
Feb 18 86	KEANE STUDIOS	529	3068		22.08		22.08

FEBRUARY 28, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Feb 28 86	RJB MANAGEMENT COMPANY	517	3088	2,276.00		2,276.00
Feb 28 86	METRO PARKING	519	3089	360.00		360.00
Feb 28 86	VOLUME SERVICES DIVISION	547	3090	5,611.70		5,611.70
Feb 28 86	CALIFORNIA BUSINESS	523	3091	15.00		15.00
Feb 28 86	PROFESSIONAL COMPUTING	523	3092	29.97		29.97
Feb 28 86	PACIFIC BELL	521	3093	288.92		288.92
Feb 28 86	IBM	516	3094	89.42		89.42
Feb 28 86	THE FIREHOUSE	542	3095	193.34		193.34
Feb 28 86	INC. SUBSCR SERV DEPT	523	3096	18.00		18.00
Feb 28 86	FEDERAL EXPRESS	520	3097	45.00		45.00
Feb 28 86	TKO PRODUCTIONS, INC	540	3098	319.70		319.70
Feb 28 86	CITADEL PRESS	516	3099	128.26		128.26
Feb 28 86	CASH DISBURSED-FEBRUARY	100	C/D		42,088.79	42,088.79-
				46,042.53	46,042.53	

Certified Public Accountants  
1420 River Park Drive  
Suite 200  
Sacramento, California 95815  
916.929.3680

*Pfanner & Tate Accountancy Corporation*

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To the Board of Directors  
Sacramento Area Commerce and Trade Organization  
Sacramento, California

We have compiled the accompanying statement of assets, liabilities and fund balance arising from cash transactions of Sacramento Area Commerce and Trade Organization as of March 31, 1986, and the related statement of revenue collected, expenditures and fund balance-cash basis for the nine months then ended, in accordance with standards established by the American Institute of Certified Public Accountants.

The Organization's policy is to prepare its financial statements on the cash basis, consequently, revenue and the related assets are recognized when received rather than when earned, and expenses are recognized when paid rather than when the obligation is incurred. Accordingly, the accompanying financial statements are not intended to present financial position and results of operations in conformity with generally accepted accounting principles.

A compilation is limited to presenting information that is the representation of management in the form of financial statements. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of changes in fund balance required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and changes in fund balance. Accordingly, these financial statements are not designed for those who are not informed about such matters.

*Pfanner & Tate*  
Accountancy Corporation

April 9, 1986

SACRAMENTO AREA COMMERCE  
AND TRADE ORGANIZATION

MARCH 31, 1986

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE  
 ARISING FROM CASH TRANSACTIONS  
 MARCH 31, 1986

ASSETS

CURRENT ASSETS:	
CASH	109,610
PREPAID EXPENSES	2,225
	-----
TOTAL CURRENT ASSETS	111,835
	-----
PROPERTY AND EQUIPMENT	
OFFICE FURNITURE AND EQUIPMENT	59,525
PROPERTY UNDER CAPITAL LEASE	15,047
	-----
	74,572
LESS ACCUMULATED DEPRECIATION	20,637
	-----
TOTAL PROPERTY AND EQUIPMENT	53,935
	-----
DEPOSITS	400
	-----
	166,170
	=====

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:	
ACCRUED PAYROLL TAXES	4,465
CURRENT PORTION OF OBLIGATION UNDER CAPITAL LEASE	1,767
	-----
TOTAL CURRENT LIABILITIES	6,232
	-----
OBLIGATION UNDER CAPITAL LEASE	10,272
	-----
FUND BALANCE	
BEGINNING FUND BALANCE	82,580
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	67,088
	-----
ENDING FUND BALANCE	149,668
	-----
DIFFERENCE ON ROUNDING	(2)
	-----
	166,170
	=====

SEE ACCOUNTANTS' COMPILATION REPORT

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 9 MONTHS ENDED MARCH 31, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
LOCAL MEETINGS/PUBLIC RELATIONS	32	250	2,231	2,571	1,879	352
MEMBERSHIP PROMOTION	0	150	918	499	1,300	(382)
MEMBERSHIP MEETINGS	241	0	15,115	0	0	15,115
BREAKFAST MEETING	1,750	0	(1,416)	0	875	(2,291)
NEWSLETTER	0	1,700	2,580	4,560	5,100	(2,520)
PUBLICATION EXPENSES	250	0	12,052	5,289	16,088	(4,036)
MISCELLANEOUS	42	150	1,282	4,071	1,050	232
MOVING EXPENSE	0	0	0	15,000	0	0
<b>TOTAL MEMBERSHIP AND MISCELLANEOUS EXPEN</b>	<b>2,315</b>	<b>2,250</b>	<b>32,762</b>	<b>31,990</b>	<b>26,292</b>	<b>6,470</b>
<b>TOTAL EXPENDITURES BEFORE DEPRECIATION</b>	<b>52,976</b>	<b>28,252</b>	<b>288,765</b>	<b>236,453</b>	<b>262,523</b>	<b>26,242</b>
<b>DEPRECIATION</b>	<b>872</b>	<b>0</b>	<b>8,065</b>	<b>4,130</b>	<b>0</b>	<b>8,065</b>
<b>TOTAL EXPENDITURES AFTER DEPRECIATION</b>	<b>53,848</b>	<b>28,252</b>	<b>296,830</b>	<b>240,583</b>	<b>262,523</b>	<b>34,307</b>
<b>EXCESS OF REVENUE OVER (EXPENDITURES)</b>	<b>(18,897)</b>	<b>23,983</b>	<b>67,093</b>	<b>21,673</b>	<b>61,212</b>	<b>5,881</b>

SEE ACCOUNTANTS' COMPILATION REPORT



SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS  
 9 MONTHS ENDED MARCH 31, 1986

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	PRIOR YEAR TO DATE	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET
<b>REVENUE</b>						
PRIVATE SECTOR	33,780	26,925	197,077	176,418	158,300	38,777
PUBLIC SECTOR	0	25,000	114,167	62,749	136,168	(22,001)
MEETING REVENUE	390	0	35,717	6,425	12,078	23,639
PUBLICATIONS SALES	0	0	11,748	12,658	14,538	(2,790)
INTEREST INCOME	781	300	3,327	3,968	2,581	746
OTHER INCOME	0	10	1,887	38	70	1,817
<b>TOTAL REVENUE</b>	<b>34,951</b>	<b>52,235</b>	<b>363,923</b>	<b>262,256</b>	<b>323,735</b>	<b>40,188</b>
<b>EXPENDITURES</b>						
SALARIES	15,206	14,100	124,724	109,458	123,351	1,373
EMPLOYEE BENEFITS	432	496	7,873	3,647	7,986	(113)
PAYROLL TAXES	1,009	950	7,019	6,084	7,599	(580)
<b>TOTAL STAFF MAINTENANCE EXPENDITURES</b>	<b>16,647</b>	<b>15,546</b>	<b>139,616</b>	<b>119,189</b>	<b>138,936</b>	<b>680</b>
INSURANCE	955	1,900	5,274	2,843	7,019	(1,745)
OFFICE EXPENSE	684	1,300	9,486	4,825	4,132	5,354
TRANSPORTATION-AUTO	500	600	3,290	2,777	4,739	(1,449)
EXECUTIVE COMMITTEE AND BOARD MEETINGS	306	45	1,128	727	448	680
RENT	2,276	2,276	18,746	20,965	21,022	(2,276)
PARKING	378	360	3,202	2,597	3,340	(138)
PROFESSIONAL SERVICES	1,005	400	8,412	2,775	6,660	1,752
PERSONAL PROPERTY TAXES	0	0	390	133	390	0
<b>TOTAL ADMINISTRATIVE EXPENDITURES</b>	<b>6,104</b>	<b>6,881</b>	<b>49,928</b>	<b>37,642</b>	<b>47,750</b>	<b>2,178</b>
POSTAGE	385	275	4,727	1,904	2,747	1,980
TELEPHONE	1,061	650	6,801	4,636	6,010	791
DUES AND SUBSCRIPTIONS	537	100	2,208	629	1,572	636
PRINTING	654	300	3,549	1,914	2,903	646
RESEARCH	0	0	0	20,222	15,000	(15,000)
PROMOTIONAL MATERIALS	2,335	250	5,631	7,485	2,738	2,893
SPECIAL MEETINGS-PROSPECTS	20,214	0	34,992	5,793	6,469	28,523
AUDIO VISUAL	0	0	355	2,500	2,235	(1,880)
TRAVEL	2,724	2,000	6,649	2,549	9,775	(3,126)
ADVERTISING	0	0	1,547	0	96	1,451
<b>TOTAL MARKETING EXPENDITURES</b>	<b>27,910</b>	<b>3,575</b>	<b>66,459</b>	<b>47,632</b>	<b>49,545</b>	<b>16,914</b>

SEE ACCOUNTANTS' COMPILATION REPORT

MARCH 31, 1986

## CASH DISBURSEMENTS

Source code: 1, From fiscal period [ 9 ] to [ 9 ]

Current fiscal period: 9

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Mar 11 86	CLARION HOTEL	545	3100	247.41		247.41
Mar 11 86	McGEORGE SCHOOL OF LAW	507	3101	127.00		127.00
Mar 11 86	MIYAMOTO TRAVEL SERVICE	534	3102	659.00		659.00
Mar 13 86	UNIV CALIF REGENTS-DAVIS	501	3103	215.00		215.00
Mar 13 86	STACEY ALLGAIER	534	3104	24.80		24.80
Mar 15 86	SUSANNE M JACOBI	204	3105		54.74	
	SUSANNE M JACOBI	205			101.40	
	SUSANNE M JACOBI	500		680.00		523.86
Mar 15 86	JOHN R ROBERTS	204	3106		212.16	
	JOHN R ROBERTS	205			732.01	
	JOHN R ROBERTS	500		2,635.42		1,691.25
Mar 15 86	BARBARA FRANK	204	3107		65.34	
	BARBARA FRANK	205			117.90	
	BARBARA FRANK	500		811.50		
	BARBARA FRANK	505			36.90	591.36
Mar 15 86	CHERYL WILLIAMS	204	3108		59.71	
	CHERYL WILLIAMS	205			128.70	
	CHERYL WILLIAMS	500		741.67		553.26
Mar 15 86	-- VOTO --	100	3109	0.00		0.00
Mar 15 86	SANDY NUSS	204	3110		56.76	
	SANDY NUSS	205			129.90	
	SANDY NUSS	500		705.00		518.34
Mar 15 86	PAMILLA CROOK	204	3111		93.92	
	PAMILLA CROOK	205			163.10	
	PAMILLA CROOK	500		1,166.67		909.65
Mar 15 86	STATE OF CALIF-E.D.D.	204	3112	122.26		
	STATE OF CALIF-E.D.D.	205		547.00		669.26
Mar 15 86	RIVER CITY BANK	204	3113	1,009.23		
	RIVER CITY BANK	205		2,249.02		
	RIVER CITY BANK	503		1,009.23		4,267.48

MARCH 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code	Ref	Debit	Credit	Total
Mar 15 86	SHELL OIL COMPANY	544	3114		116.11		116.11
Mar 17 86	DAVID'S OFFICE EQUIP CO	516	3115		38.16		38.16
Mar 17 86	UIBA INSURANCE ADMIN, INC	505	3116		344.20		344.20
Mar 17 86	PFANNER & TATE ACCY CORP	524	3117		825.00		825.00
Mar 17 86	ACTION TEMPS, INC.	501	3118		43.20		43.20
Mar 17 86	WESTERN CITY MAGAZINE	523	3119		15.00		15.00
Mar 17 86	THE PRESS ROOM	516	3120		102.80		102.80
Mar 17 86	FEDERAL EXPRESS CORP	520	3121		51.00		51.00
Mar 17 86	FEDERAL EXPRESS CORP	520	3122		73.00		73.00
Mar 17 86	McGEE & THEILEN	507	3123		42.00		42.00
Mar 17 86	FLOWER CONCEPTS	525	3124		41.80		41.80
Mar 17 86	SACRAMENTO UNION	523	3125		22.50		22.50
Mar 17 86	THE SACRAMENTO UNION	523	3126		24.00		24.00
Mar 15 86	ROSEVILLE TELEPHONE CO	521	3127		125.45		125.45
Mar 17 86	SAC PLANT RENTAL & DISPL	516	3128		59.08		59.08
Mar 17 86	HANNIBAL'S RESTAURANTS	545	3129		58.51		58.51
Mar 17 86	FEDERAL EXPRESS CORP	520	3130		34.00		34.00
Mar 17 86	BILL RASE PRODUCTIONS	533	3131		45.58		45.58
Mar 17 86	BUSINESS JOURNAL	529	3132		250.00		250.00
Mar 17 86	-- VOID --	100	3133		0.00		0.00
Mar 17 86	THE SKUNKWORKS, INC	547	3134		15,000.00		15,000.00
Mar 17 86	MANPOWER	501	3135		34.32		34.32
Mar 17 86	MCI TELECOMMUNICATIONS	521	3136		299.91		299.91
Mar 17 86	McGEE & THEILEN	507	3137		630.00		630.00
Mar 17 86	CAPITAL PRtg & MAILING	533	3138		812.76		812.76

MARCH 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
	BARBARA FRANK	205			117.90	
	BARBARA FRANK	500		811.50		628.26
Mar 31 86	SANDY NUSS	204	3160		108.26	
	SANDY NUSS	205			369.82	
	SANDY NUSS	500		1,344.73		
	BARBARA FRANK	505			73.80	792.85
Mar 31 86	-- VOID --	100	3161	0.00		0.00
Mar 31 86	SUSANNE JACOBI	204	3162		107.80	
	SUSANNE JACOBI	205			329.90	
	SUSANNE JACOBI	500		1,339.09		901.39
Mar 31 86	CELESTE SILVEIRA	204	3163		9.71	
	CELESTE SILVEIRA	205			3.00	
	CELESTE SILVEIRA	500		134.80		
	CELESTE SILVEIRA	519		17.50		138.79
Mar 31 86	MCI TELECOMMUNICATIONS	521	3164	321.77		321.77
Mar 31 86	RTC COMMUNICATIONS	521	3165	100.12		100.12
Mar 31 86	WOODLAND CHAMB OF COMM	538	3166	17.00		17.00
Mar 31 86	TKO PRODUCTIONS	543	3167	1,750.00		1,750.00
Mar 31 86	PHOTO BY MAGGIE MCCURK	546	3168	160.00		
	PHOTO BY MAGGIE MCCURK	547		130.00		290.00
Mar 31 86	FEDERAL EXPRESS CORP	520	3169	159.25		159.25
Mar 31 86	STEVE STRONG & ASSOC, INC	533	3170	1,436.99		1,436.99
Mar 31 86	-- VOID --	100	3171	0.00		0.00
Mar 31 86	SACRAMENTO UNION	523	3172	2.00		2.00
Mar 31 86	CALIFORNIA PRESS	523	3173	15.00		15.00
Mar 31 86	FRUITRIDGE PRINT & LITHO	547	3174	1,564.56		1,564.56
Mar 31 86	CITADEL PRESS	530	3175	147.34		147.34
Mar 31 86	CITADEL PRESS	530	3176	506.68		506.68
Mar 31 86	STEVE DAVIS PUBLISHING	523	3177	21.95		21.95
Mar 31 86	STATE OF CALIFORNIA	533	3178	40.00		40.00

MARCH 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Mar 17 86	MARY K SHERRY-PRES E.R.C	523	3139	370.00		370.00
Mar 17 86	PERSONALIZED SOFTWARE	523	3140	55.00		55.00
Mar 17 86	-- VOID --	100	3141	0.00		0.00
Mar 17 86	CITADEL PRESS	542	3142	717.62		717.62
Mar 17 86	STERLING MOORE	547	3143	1,496.97		1,496.97
Mar 17 86	-- VOID --	100	3144	0.00		0.00
Mar 17 86	MARTYR & CURRY	516	3145	42.43		42.43
Mar 17 86	HEWLETT PACKARD	516	3146	13.73		13.73
Mar 17 86	MAITA OLSMOBILE	219	3147	202.71		
	MAITA OLSMOBILE	512		193.73		396.44
Mar 17 86	H.S. CROCKER	516	3148	231.91		231.91
Mar 15 86	JOHN R ROBERTS	534	3149	105.50		105.50
Mar 17 86	JOHN R ROBERTS	534	3150	18.00		18.00
Mar 17 86	PAM CROOK	534	3151	6.80		
	PAM CROOK	538		15.00		21.80
Mar 17 86	JOHN R ROBERTS	534	3152	103.35		103.35
Mar 17 86	PAM CROOK	534	3153	20.77		20.77
Mar 17 86	AMERICAN EXPRESS	534	3154	1,786.02		
	AMERICAN EXPRESS	546		80.83		1,866.85
Mar 18 86	PAM CROOK-OFF FURN	516	3155	62.39		62.39
Mar 31 86	JOHN R ROBERTS	204	3156		212.16	
	JOHN R ROBERTS	205			732.01	
	JOHN R ROBERTS	500		2,635.42		1,691.25
Mar 31 86	CHERYL A WILLIAMS	204	3157		59.71	
	CHERYL A WILLIAMS	205			128.70	
	CHERYL A WILLIAMS	500		741.67		553.26
Mar 31 86	PAMILLA CROOK	204	3158		93.92	
	PAMILLA CROOK	205			163.10	
	PAMILLA CROOK	500		1,166.67		909.65
Mar 31 86	BARBARA FRANK	204	3159		65.34	

MARCH 31, 1986

## CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code Ref	Debit	Credit	Total
Mar 31 86	TULARE CNTY ECON DEVEL	542	3179	550.00		550.00
Mar 31 86	STATE OF CA-DEPT OF COMM	542	3180	600.00		600.00
Mar 31 86	AEROSPEED	520	3181	51.73		51.73
Mar 31 86	-- VOID --	100	3182	0.00		0.00
Mar 31 86	INC	523	3183	12.00		12.00
Mar 31 86	MARTYR FB CURRY	516	3184	28.34		28.34
Mar 31 86	H.S. CROCKER, INC	516	3185	3.02		3.02
Mar 31 86	BURKETT'S OFFICE SUPPLY	516	3186	61.52		61.52
Mar 31 86	BURKETT'S OFFICE SUPPLY	516	3187	40.41		40.41
Mar 31 86	HIRANO'S TRANSLATING SER	524	3188	180.00		180.00
Mar 31 86	METRO PARKING	519	3189	360.00		360.00
Mar 31 86	PACIFIC BELL	521	3190	213.64		213.64
Mar 31 86	PITNEY BOWES	520	3191	16.38		16.38
Mar 31 86	CAPITOL MALL VENTURE	517	3192	2,276.00		2,276.00
Mar 31 86	-- VOID --	100	3193	0.00		0.00
Mar 31 86	CITADEL PRESS	542	3194	154.76		154.76
Mar 31 86	MAITA OLDSMOBILE	219	3195	205.86		
	MAITA OLDSMOBILE	512		190.58		396.44
Mar 31 86	UIBA ADMINISTRATORS	505	3196	198.55		198.55
Mar 31 86	RECORD INT ON CHECKING	100	RJE 01	376.11		
	RECORD INT ON CHECKING	409			376.11	0.00
Mar 31 86	RECORD INT ON SAVINGS	103	RJE 02	145.97		
	RECORD INT ON SAVINGS	409			145.97	0.00
Mar 31 86	RECORD DEPR FOR MARCH	122	RJE 03		484.18	
	RECORD DEPR FOR MARCH	123			387.33	
	RECORD DEPR FOR MARCH	513		871.51		0.00
Mar 31 86	AMORT PPD INSURANCE	132	RJE 04		535.88	
	AMORT PPD INSURANCE	507		535.88		0.00

MARCH 31, 1986

CASH DISBURSEMENTS

Date	Description	Acct Code	Dept Code	Ref	Debit	Credit	Total
Mar 31 86	VOID CHECK # 3066	100		AJE 05	127.00		
	VOID CHECK # 3066	507				127.00	0.00
Mar 31 86	CASH DISBURSED-MARCH	100		C/D		52,739.71	52,739.71-
					59,323.85	59,323.85	
					=====	=====	

**SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION**  
**1985/86 Budget**  
**Description of Budget Accounts**  
-----

**REVENUE**

(With projected carry-forward from previous fiscal year of \$42,000)

**Private Sector Income \$216,114**

A total of \$216,114 is projected from private sector memberships.

**Public Sector Income \$126,528**

A total of \$126,528 is proposed from the public sector. This includes projected increases from Placer County, Sacramento County and the City of Sacramento.

**Meeting Revenue \$27,000**

At the first of the year, some holdover from the annual meeting ticket sales is budgeted. No income or expense is projected for the Autumn Gold Rush Banquet. For the June 1986 Annual Meeting, meeting revenue of \$27,000 is shown. This is offset by expenditures of \$27,000 shown in the Annual Meeting expenses line item.

**Publications \$16,000**

The sale of 500 Manufacturers & Processors Guides @\$20.00 (total \$10,000) and 50 Statistical Abstracts @\$50.00 (total \$2,500) to the Sacramento Metro Chamber is shown, plus additional infrequent sales to individuals. The cost of publications is shown in the Publications expense line item.

**Interest Income \$2,700**

Interest on funds held in SACTO's accounts.

**Other Income \$120**

Miscellaneous income



## **EXPENSES**

### **Payroll and Temporary Staff \$166,560**

Includes funding for an Executive Director, Director of Economic Development, Director of Information, Bookkeeper, and two secretaries. There is a reduction in the total number of employees from previously approved 1984/85 budget (6.5 employees) to 6.0 employees. An average 3.2 percent raise is planned for staff.

### **Payroll Tax & Employee Benefits \$22,420**

Payroll tax estimated at \$10,500. Medical insurance estimated at \$11,920 for the fiscal year.

### **Insurance \$5,000**

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

### **Office Expense \$5,500**

Equipment service contracts, office supplies.

### **Transportation-Auto \$7,500**

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

### **Executive Committee and Board of Directors Meetings \$600**

Expenses involved with SACTO Executive Committee and Board of Directors meetings.

### **Rent \$29,112**

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

### **Parking \$4,320**

Six parking spaces at \$60.00 per month for SACTO staff.

**Audio-Visual \$17,500**

Audio-visual presentation done for SACTO prospecting.

**Travel \$12,000**

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

**Direct Mail \$0**

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

**Advertising \$0**

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

**Special Meetings \$9,500**

For meetings called for purposes other than membership, Executive Committee, Board of Directors or Annual Meeting. Primarily special meetings with prospects and local officials.

**Local Meetings/PR \$3,000**

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

**Newsletter \$7,750**

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

**Membership Promotion \$2,400**

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

**Publications Expense \$16,200**

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. Covers publications such as

**Professional Services \$7,400**

For services of bookkeeping, auditing, legal, etc.

**Office Equipment \$8,000**

For acquisition of conference table, reception area furniture and credenzas.

**Property Tax \$400**

Personal property tax on SACTO office goods.

**Postage \$3,600**

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

**Telephone \$8,400**

Long distance costs (variable) and monthly telephone unit rental (@ \$141.82 month).

**Dues, Subscriptions and Publications \$2,400**

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

**Printing \$3,600**

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

**Research \$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. Included are the Statistical Abstract, Manufacturers and Processor's Guide and related publications, including updating of the MARMAC study.

**Promotional Materials \$8,000**

Maps, publications, folders and related material used in prospecting activity.

the Sacramento Statistical Abstract and the Manufacturers and Processors Guide.  
Expense to be reduced in future years due to better cost recovery programs.

**Annual Meeting \$27,000**

Expense match for annual meeting. Includes no subsidy.

**Miscellaneous \$1,800**

Generally non-budgeted items contingency items such as office moving expenses.

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

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

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

**ASSETS**

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

**LIABILITIES**

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

**CAPITAL**

305 Unappropriated Surplus  
310 Profit & Loss Summary

**REVENUE**

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

**EXPENSES**

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

(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.

# SACTO REPORTS

## Tom Peters Excels at SACTO Gold Rush Banquet

Tom Peters, co-author of the best-selling *In Search of Excellence* and its sequel *A Passion for Excellence* presented his "Back to Basics" approach to achieving success in business during the 2nd Annual SACTO Gold Rush Banquet on the evening of February 13th at the Sacramento Community Center. Consistent with SACTO's goal to achieve quality development in the region, Peters shared examples and stories of how successful people and companies have excelled to make the quality, or "excellent" company class.

Peters emphasized the importance of superior service to customers and clients. In today's society where everything is being mass produced, quality is often compromised. By taking the time to listen to customers and incorporating their suggestions into a company business philosophy, any product or service can be improved upon.

"The name of the game," stated Peters, "is customer loyalty, repeat business. By going the extra mile to support a service or product, successful companies are able to get an edge on their competitors," the best-selling author noted.



Peters also stressed the importance of constant innovation. Innovation within a company depends on the creativity of every person in a company. Peters pointed out that many times the most creative ideas spawn from the employees rather than the upper management. By listening to company employees and managing by wandering around, "MBWA," successful companies learn to tap their most valuable assets, their employees. This also gives employees a sense of pride in the organization and enhances employee commitment and sense of ownership in the company, all which are vital ingredients to the success of the companies.

By blending his keen sense of humor and his constructive message, Peters entertained those who attended the Gold Rush banquet and installed in each a renewed sense of leadership.

"The Gold Rush Banquet Committee, chaired by Gary Perry, KMG Main Hurdman, was largely responsible for the success of the evening," commented John Roberts, SACTO's Executive Director. "The detail and planning that made the event so successful obviously entailed a lot of extra time and effort by Gary Perry and the committee members. The committee's dedication and expertise are very much appreciated."

Gary Perry attributes the success of the event to sub-committee chairs Susan Platt of the Woodlake Resort and Convention Hotel, Judy Sowa of Western Contract Furnishers, Buzz Miller of Bishop Hawk, Inc., John Keyes of Runyon Saltzman, Inc. and Tim Reardon of TKO Productions. "Sacramento City College student volunteers should also be commended," commented Perry, "their willingness to help wherever needed allowed the committee members to enjoy the evening."

## McCuen "Fills the House" at SACTO Membership Meeting



Peter McCuen, Chairman of McCuen and Steele, Inc. and a member of the SACTO Board of Directors, addressed a sell-out crowd at the

SACTO Membership Meeting held January 22 at the Community Center. As an appointed member of the Commission for the Review of the Master Plan for Higher Education in California, a director of SACTO, and a member of the U.C. Davis College of Engineering Board of Visitors and a former member of the Stanford University School of Engineering Advisory Council, Dr. McCuen came well qualified to speak on the topic of "The Role of Higher Education in Regional Economic Development." By tracing the relationship between Stanford Univer-

sity and the evolution of the Silicon Valley, McCuen exemplified the importance of a quality higher education system in enticing quality companies to locate in the Greater Sacramento area. McCuen stated, "If we want more companies who are apt to support our city's cultural and artistic development and who are likely to use our local professional services, such as our banks, lawyers and accountants, then the major key is to be found at our local institutions of higher education." Being in the

(Continued on Page 2)



## McCuen "Fills the House" *(Continued from Page 1)*

business of trying to lure companies to Sacramento, both through SACTO activities and his own development work, McCuen noted, "Most of the companies we see do not consider our region seriously until we pass their 'higher education litmus test.' And the better they like our schools the more likely they are to settle here, so it behooves us to help our schools become even better." As competition for quality companies becomes more intense, McCuen stressed, "There is no higher leverage step we

can take than to see to it that our higher education institutions are healthy and are continually improving relative to their competitors elsewhere." McCuen's message clearly conveyed the parallel between the Sacramento area's higher education system and the quality of economic growth.

### *Hobday Announces Support*

In addition to Peter McCuen's inspiring presentation, Tom Hobday,

President of SACTO 1985/86, thanked Buzz Oates for the leadership he showed by challenging others in the development community to match or exceed his contribution of 50 percent more than SACTO's largest contributor (to \$15,000). Hobday was happy to report that since the challenge was extended, Stanford Ranch has increased their contribution by 25 percent above the maximum SACTO contribution (to \$12,500) and McCuen & Steele, Inc. has increased their contribution by 60 percent over the maximum SACTO contribution (to \$16,000). Phil Angelides, President of AKT Development, then presented Hobday with a check for \$25,000 from AKT Development and its joint venture partner Sacramento Savings, increasing their contribution to 250 percent of the maximum SACTO contribution. Hobday commented, "This new level of support is both impressive and very much appreciated."

### *Located Companies Reviewed, Level One Communications Highlighted*

John Roberts, Executive Director of SACTO, reported an increase in membership of 38 percent from a year ago, highlighted increased participation of members in SACTO activity and announced the arrival of a new and exciting company to the area. Level One Communications will design, test and market integrated circuits for the telecommunications industry. Backed by the venture capital firm of Julian, Stein & Cole, the firm decided to locate in Folsom in the Lake Forest Business Park. The company will employ 20 people by year's end and plans to employ 65 in the near future.

The January Membership Meeting with all of its highlights was a successful event. As the support of SACTO members continues to increase, events such as the Membership Meetings, the Gold Rush Banquet, and the Annual Breakfast will continue to improve and provide SACTO members with information and entertainment.

### The Gold Rush Committee

#### Chairman

Gary Perry  
KMG Main Hurdman

#### Sub-committee Chairs

John Keyes	Buzz Miller
Runyon-Saltzman	Bishop Hawk, Inc.
Susan Platt	Tim Reardon
Woodlake Resort & Convention Hotel	TKO Productions, Inc.
Steve Schmidt	Judy Sowa
Arthur Young	Western Contract Furnishers

#### SACTO Board Members

Susan Peters	Ramey Osborne
Commerce Savings Bank	KCS Development

#### Committee Members

Robin Anderson	Sharon Bachan
Anderson Geotechnical	Relocation Connection
Kay Backer	Jeannie Bennett
A. Teichert & Son	Western Telephone
Diane Carey	Dave Delehant
Los Rios Community College District	Downey, Brand, Seymour & Rohwer
Karl Dinse	Jeff Einhorn
Management Recruiters of Sacramento	Corroon & Black/James Burpo
Denise Evangelista	Ed Goodin
EKC Developments	Edward J. Goodin Realtor
Eileen Grebitus	Bill Mellerup
Ticon Construction	Carlsberg Development
Tom Moore	Tom Perry-Smith
Sterling/Moore	Arthur Young
Ed Plastow	Allison Sabraw
Touche Ross	Travel Bureau of Sacramento
Warren Tom	Pat Turk
CaminoWest Companies	The Cook Company of Sacramento

Ralph Vitiello  
Vitiello & Associates

*Special Thanks to  
Sacramento City College*

## Area Economic Development and Sacramento's "Trade" Sector

by John R. Roberts, Executive Director

While businesses are doing a tremendous job competing among themselves for the consumer's dollars, they occasionally forget it is very important for the market as a whole to keep expanding. In other words, they are often after a bigger share of the pie, and tend to forget they'd all be better off if the size of the pie itself was growing.

Some very substantial developments have taken place during the past 18 months that have, or will soon have, a major part in expanding the consumer base in the Greater Sacramento Area. Those in the retail and service sectors of our economy need to know of these developments.

One significant economic development has been the growth in employment at Aerojet, the area's largest private-sector employer. On the Highway 50 Corridor between Rancho Cordova and Folsom, the jet and missile engine manufacturer ended 1985 with just over 4,000 workers, up some 300 from the previous year. Many of these new jobs are higher wage jobs, thus affording a higher level of discretionary or "spendable" income, something very beneficial to area merchants.

In Folsom, Intel is completing construction on its new semiconductor manufacturing plant, and after moving a new division to the area in August, now employs 1,000 workers. AvanteK, another manufacturer of sophisticated electronics products, dedicated its new

facility in 1985. The firm continues hiring, and now has some 500 workers in 110,000 square feet of facilities in the Folsom area.

The Herman Miller Company announced this past year it would begin construction on phase one of what ultimately will be 750,000 square feet of furniture manufacturing and warehousing facilities in the Rocklin area. The firm will hire approximately 400 people in its first phase. NEC Electronics, just down the road from the Herman Miller site, dedicated its \$100 million semiconductor manufacturing facility in September, about the same time it announced it would spend a total of \$700 million at the site within the next four years. The Hewlett-Packard Company dug in not far from NEC by adding a 20,000 square foot cafeteria for its 1,686 employees. Surely a positive sign from that excellent company.

In the downtown area, many new professional services companies expanded their operations this year. The incomes of these insurance, accounting, legal and consultant professionals is perhaps higher than anywhere else in the four-county region. These developments have helped strengthen the downtown economy. The State of California has taken over 180,000 square feet of office space downtown during 1985 and is likely to take more space soon. Projections suggest that the State of California alone could help reduce the downtown office

vacancy rate to under 11 percent by year's end.

Also, not to be forgotten, Air Products and Chemicals announced in November it was locating a \$40 million air separation plant in Galt. This plant will help keep income buoyed in Sacramento County's southern region. And many more announcements have come throughout the entire area, in both office and manufacturing, which favorably impact the area's economy.

Retailers and service sector operations will no doubt be competing even more intensely than ever before throughout the rest of this year and into the future. But they should also be aware of some of these important income-generating developments taking place around them. They do present opportunities for new and expanded markets. Without such developments, the "pie" would shrink. Then marketing products and services would be far less rewarding.

SACTO is looking forward to even stronger developments for the balance of 1986. We're certain this means even more opportunity for the retail and service companies in the area. Moving and encouraging new company investments to the area is what we do as an organization. Those needing more and better jobs have long recognized the importance of economic developments such as these. The retail and service sector can count on SACTO to further their interest as well.

### Pacific Rim Committee

The Pacific Rim Committee, chaired by Sam Oki, is compiling an Asian Resource Directory to aid Asian companies in finding services in the Greater Sacramento Area and develop personal and business contacts. SACTO members with knowledge of companies possessing Asian language speaking capabilities should contact SACTO staff at 441-2144.

### SACTO Annual Breakfast

Thursday, June 5, 1986 at 7:00 a.m.

at the

Sacramento Community Center

for ticket information call 441-2144.

### SACTO Prospect Report

Prospect Number	From	Type
003	W	airline
101	MW	mfg./electronics
102	W	mfg./biotechnology
103	W	mfg./electronics
104	W	mfg./electronics
202	MW	mfg./telecommunications
204	W	mfg./concrete accessories
304	W	mfg./electronics
402	W	construction mgmt. company
405	W	warehouse/distribution center
406	MW	food processing
407	W	industrial gas
408	W	telecommunications
409	W	mfg./electronics
410	W	mfg./diversified
412	W	mfg./electronics
417	E	mfg./electronics
424	W	mfg./electronics
506	W	business services
510	MW	warehouse
511	W	mfg./electronics
515	S	distributor/health care
516	MW	data processing
522	W	mfg./electronics
526	W	mfg./plastics
528	W	photographic lab
529	W	insurance
534	MW	mfg./automotive
535	E	mfg./food product
536	MW	mfg. of industrial adhesive
537	*UN	mfg./paper containers
540	**ITL	mfg./transportation equipment
541	NW	warehouse
547	W	mfg./furniture
549	W	warehouse
550	W	insurance
552	E	particle accelerator
554	W	plastics moulding
555	W	mfg./transportation equipment
556	W	laboratory/medical products
558	*UN	association headquarters
560	W	chemicals
562	W	art supplier
563	S	unknown
564	W	mfg./filters
565	W	architectural landscapes
601	MW	insurance
602	E	warehouse/distribution
603	*UN	food processing plant
604	E	high-tech
606	W	mfg./plastics
607	W	mfg./electronics
608	MW	mfg./window blinds
609	W	machine fabrication
610	*UN	distribution of tractor, grades
611	E	mfg./chemicals
612	W	insurance
901	W	mfg./electronics

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

## Dawson Joins SACTO Board

David Dawson, Stanford Ranch, was recently elected to the SACTO Board of Directors. Dawson is president of Stanford Ranch, a 3500-acre, master-planned community in the Roseville/Rocklin area.

Dawson remarked that he was enthusiastic about his Board election. "SACTO is a dynamic, exciting organization dedicated to enticing quality companies to the Greater Sacramento Area. Having been a member for several years, I am anxious to play a more active role in the organization."

In addition to SACTO, Dawson is active in several civic and community groups. He is the director of the California Advisory Council on Economic Development, and is president of the Sacramento Regional Chapter of National Association of Office and Industrial Parks.

## SACTO Announces New Companies

Since SACTO's announcement of Level One Communications at the January Membership Meeting, two other company announcements have been made public. Gilbert/Commonwealth, Inc., a provider of professional services and technically-based products to companies and governments throughout the world, announced the location of an office in Greater Sacramento Area. In addition, Hydraulic Technology, Inc. announced the location of a manufacturing facility to the Southmark Pacific Business Park in Roseville. The company designs and manufactures aerospace and automotive test equipment, and will employ 25 people.

New Company Contacts:

### Level One Communications

Mr. Terry McCoy, CFO  
 105 Lake Forest Drive  
 Folsom, CA 95630

### Gilbert/Commonwealth, Inc.

Mr. John Vrabel  
 950 Fulton Avenue  
 Sacramento, CA 95825

### Hydraulic Technology, Inc.

Mr. Tom Stokes, President  
 9725 Lurilene Avenue  
 Chatsworth, CA 91311  
 (Southmark Pacific Business Park in Roseville.  
 Specific address not yet established.)

# SACTO Members as of April 1, 1986

## Public Sector

City of Folsom  
 City of Lincoln  
 City of Rocklin  
 City of Roseville  
 City of Sacramento  
 County of El Dorado  
 County of Placer  
 County of Sacramento  
 County of Yolo  
 Port of Sacramento

## Platinum Sponsor - \$10,000+

AET Development Sacramento Savings  
 Buzz Oates Enterprises  
 Coldwell Banker Commercial Real Estate Service  
 McCuen & Steele, Inc.  
 Stanford Ranch

## Gold Patron - \$5,000+

Aerojet General  
 CaminoWest Companies  
 Cemo, Inc.  
 The Cook Company of Sacramento  
 El Dorado Hills Investors, Ltd.  
 KCHA TV Channel 3  
 New Merit, Inc.  
 RJB Interests  
 The Sacramento Bee  
 Sacramento Board of Realtors

## Ruby Advocate - \$2,500+

A. Teichert & Son, Inc.  
 Bank of America  
 Campbell Construction Company  
 Carlsberg Development Company  
 The Centennial Group  
 Executive Publications  
 First Interstate Bank  
 Hilt, Thorn & Company  
 KCS Development Company  
 Lee Sammis Company  
 M. J. Brock & Sons, Inc.  
 Pacific Bell  
 Price Waterhouse  
 Richard C. Vieille, Realtor  
 Roseville Telephone Company  
 Standard Office Systems

## Silver Benefactor - \$1,200+

Arthur Anderson & Company  
 Arthur Young & Company  
 Bank of Alex Brown  
 Bishop Hawk, Inc.  
 Brown, Stevens, Elmore & Sparre  
 California Vision Service Plan  
 Century 21 Sacramento Valley Brokers Council  
 Chevron U.S.A., Inc.  
 Citatone Builders  
 Deloitte, Haskins & Sells  
 Desmond, Miller, Desmond & Bartholomew  
 Dupenbrock, Wullf, Plant & Hannegan  
 E & J Properties Ltd.  
 FPI Real Estate Group  
 Helmer, Stark & Marous  
 KMG Mann Hurdman  
 KXTV TV Channel 10  
 McDonough, Holland and Allen  
 National University, Sacramento  
 Natomas Real Estate Company  
 Pacific Coast Building Products, Inc.  
 Peat, Marwick, Mitchell & Company

Raley's  
 Sacramento Valley Insurance  
 Security Pacific National Bank  
 Singer Company/Sacramento Job Corps Center  
 The Spink Corporation  
 Sunrise Bancorp  
 Travel Bureau of Sacramento  
 Van Camp & Johnson  
 Weinstock's  
 Weintraub, Genshlea, Hardy, Erich & Brown

## Jade Associate - \$600+

The Bank of California, N.A.  
 Benson & Sedar  
 The Bob Cook Company  
 Cal Gas Corporation  
 California First Bank  
 Capital Federal Savings & Loan Assoc  
 Capital Office Systems  
 Carmichael Construction Co., Inc.  
 Coker-Ewing Real Estate Company, Inc.  
 Collard, William H., Attorney  
 Commerce Savings Bank  
 Communications Design, Inc.  
 Downey, Brand, Seymour & Rohwer  
 Duke Development Company  
 Granite Construction Company  
 Grant Thornton  
 Grubb & Ellis Commercial Brokerage  
 Hallador, Inc.  
 Heart Federal Savings & Loan Association  
 Herman Miller, Inc.  
 Imperial Bank  
 Intel Corporation  
 KQVR TV—Channel 13  
 Kautman & Company, Ltd.  
 Kimmel Companies  
 Laugenour & Johanson  
 Lawrence Mayflower Moving & Storage Co.  
 Liberty Title & Escrow Company  
 Lloyds Bank of California  
 Lukenbill Enterprises  
 Management Recruiters of Sacramento  
 McCracken, Wilcox & Bertoux  
 Mercy Health Care Organization  
 Moss Land Company  
 Murchison Construction Co.  
 Norris, Beggs & Simpson  
 PEI, Placer Electric Incorporated  
 Peter P. Bollinger Investment Co.  
 Peter Paulsen Company  
 Planner & Tate Accountancy Corp.  
 Point West Bank  
 Pomas & Associates of Sacramento  
 The R. J. Kuhl Corporation  
 Raymond Vail & Associates  
 Relocation Connection  
 Rex Moore Electrical Contractors & Engineers  
 River City Bank  
 Sacramento Municipal Utility District  
 The Sacramento Union  
 Saleco Title Insurance  
 Schneider Commercial Real Estate  
 Signetics Military Products Division  
 Stakey Brothers, Inc.  
 Snider Lending, Inc.  
 Statewide City Mortgage Corporation  
 Stockman Law Corporation  
 Ticon Construction, Inc.

Touche Ross & Company  
 Wells Fargo Bank, N.A.  
 Wilke, Fleury, Hoffelt, Gould & Barney  
 Winncrest Homes

## Bronze Members - \$250+

Airco Industrial Gases  
 Alan Oshima & Associates, Architects  
 American Environmental Management Corporation  
 American River Bank  
 Amfac Distribution Corporation  
 Anderson Geotechnical Consultants, Inc.  
 AVANTEK, Inc.  
 The Bank of Woodland  
 Biggam Enterprises, Inc.  
 Bonney & Gordon  
 Buhler, Richard B.  
 Building Industry Association  
 The Business Journal  
 Cahill Brokerage Company  
 California Business News, Inc.  
 California State University, Sacramento  
 California Vans  
 Capitol Bank of Commerce  
 Carissimi Rohrer Associates  
 Carson Development Company, Inc.  
 CEDEVCO  
 Center For Research & Management Services, CSUS  
 Chatham Relles Company

Citywide Title Company  
 Cramer & Taylor Realtors  
 Cramer Press, Inc.  
 Citizens United Company of California  
 Clavin Home  
 Coldwell Banker Residential Real Estate  
 Coldwell Banker & Associates  
 Continental Heller Corporation  
 Cook & Cook Realtors  
 Croppers & Lybrand  
 Cornish & Carey Commercial Real Estate  
 Corroon & Black-James Burpo Insurance Services  
 The Crocker Bank  
 Crocker Development Company  
 Darr Development Corporation  
 Days of the West, Inc.  
 Dean F. Unger A.I.A. Inc.  
 Dennis & Son Trucking Company  
 Dolen Building Materials, Inc.  
 Dominion Enterprises, Inc.  
 Donoho, Cohn & Company  
 Dorman's Catering Specialist  
 E. F. Corbin Company  
 EFC Developments  
 El Dorado Teleguide  
 Ernst & Whinney  
 Eskaton Health Corporation  
 Essary, Dai Porto & Lowe

(Continued on Page 6)

## New Members

### Public Sector

City of Roseville

### Gold Patron - \$5,000+

New Merit, Inc.

### Ruby Advocate - \$2,500+

The Centennial Group

### Silver Benefactor - \$1,200+

Arthur Andersen & Company

### Jade Associate - \$600+

Grant Thornton

Herman Miller, Inc.

Laugenour & Johanson

### Bronze Members - \$250+

Amfac Distribution Corporation

Biggam Enterprises, Inc.

Coldwell Banker Residential Real Estate Services

Cook & Cook Realtors

Cornish & Carey Commercial Real Estate

Crocker Development

Donoho, Cohn & Company

Folsom Chamber of Commerce

Founder's Title Company

Jackson Properties, Inc.

Kanowsky Furniture, Inc.

Kings Professional Basketball Club

Kirk Doyle Realtors

Miyamoto Travel Service

Pioneer Title Company-Placer County

Roseville Chamber of Commerce

TKO Productions, Inc.

United Way of Sacramento

# SACTO Members *(Continued from Page 5)*

Evergreen Management Company  
 F. H. Finley Enterprises, Inc.  
 The Firehouse Restaurant  
 Folsom Chamber of Commerce  
 Fong & Fong Printers and Lithographers  
 Forrar Williams Architects  
 Fort Sutter Company  
 Foundation Health Plan  
 Founder's Title Company  
 Frost & Baker, Inc.  
 Fruitridge Printing & Lithographers, Inc.  
 Gaylord & Hooper, Inc.  
 George S. Nolte & Associates  
 Global Moving & Storage, Inc.  
 Golden State Business Systems  
 Greve, Clifford, Diepenbrock & Paras  
 Harbison-Mahony-Higgins, Inc.  
 Heald College, Sacramento  
 Hedicke-Latimer Public Relations  
 Henderson & Dreyer, Inc.  
 The Henderson Group  
 Holiday Inn, Capitol Plaza  
 House of Signs  
 Hyde, Miller & Savage  
 Hysol Grafil Company  
 Jackson Properties, Inc.  
 James J. Cordano Company  
 J. H. Kleinfelder & Associates  
 John F. Otto, Inc.  
 Johnson Associates-Realtors  
 John T. Kehoe, Inc.  
 John Waddell Accountancy Corporation  
 Jon Gibson Company  
 Jonsson Communications  
 JTS Engineering Consultants  
 Judy Thompson, Inc.  
 KGNR-KCTC Radio  
 KRBK-TV Channel 31

KVIE-TV Channel 6  
 Kanowsky Furniture, Inc.  
 Kiernan Realtors  
 King and Mering  
 Kings Professional Basketball Club  
 Kirk Doyle Realtors  
 Life Career Development  
 Lillick, McHose & Charles  
 Liske, Lionakis, Beaumont & Engberg  
 Livingston's Concrete  
 Longview Corporation  
 Lonie & Kashiwagi, CPAs  
 Los Rios Community College District  
 Lowry & Associates  
 Maita Oldsmobile  
 Maloney & Bell General Contractors, Inc.  
 Manpower Temporary Company  
 Marilyn Park & Company  
 McClelland & McNally, Inc.  
 McGee & Thielen Insurance Brokers, Inc.  
 Media Marketing Services, Inc.  
 Merchants National Bank of Sacramento  
 Meridian National Bank  
 Miles Treaster & Associates  
 Miyamoto Travel Service  
 Moore Bros.  
 Mother Lode Savings & Loan Association  
 Motorola Communications & Electronics, Inc.  
 NVE, Inc.  
 Nacht & Lewis Architects, Inc.  
 Nelson Rodgers Company  
 Noack and Dean  
 Oki Nursery  
 Omni-Means, Ltd.  
 Pacific Gas and Electric Company  
 Pacific Management Dynamics Corp.

Park Mechanical, Inc.  
 Patterson Travel  
 Pickett-Rothholz & Murphy  
 Pioneer Title Company-Placer County  
 Pioneer Title Company-Sacramento County  
 Placer County Board of Realtors  
 Potter, Taylor & Company  
 Predovich Properties, Inc.  
 The Print Media  
 Progressive Circuit Products, Inc.  
 Rancho Murieta  
 The Real Estate and Land Use Institute, CSU  
 Rollins Burdick Hunter  
 Roseville Chamber of Commerce  
 The Ross Company  
 Rowland Associates  
 Roy E. Brewer, Attorney at Law  
 Roy Heatly Associates, Inc.  
 Roy T. Brophy Associates  
 Runyon Saltzman, Inc.  
 Sacramento Business Handbook  
 Sacramento Cable  
 Sacramento Coca-Cola Bottling Company, Inc.  
 Sacramento Commercial Bank  
 Sacramento Regional Transit District  
 Sacramento Savings & Loan Association  
 Sacramento Title Company  
 Sacramento Transcript  
 Sacramento Valley Sheet Metal, Heating & A/C Industry Fund  
 Safety Specialists, Inc.  
 Separovich/Domich Developers  
 Separovich Investors & Consultants  
 Shasta Linen Supply, Inc.  
 Contractors National Association  
 Sierra College  
 Somers Building Maintenance

Space Planning Associates  
 Sterling-Moore Advertising & P.R.  
 Streng Brothers Homes, Inc.  
 Sutter Health System  
 Szabo-Kraft  
 Tamelon Company  
 Thierman, Simpson & Cook  
 Thompson, Noble & Company  
 Thomson-Diggs Co.  
 Thurmond Company Real Estate & Development  
 Thurmond & Thurmond, Inc.  
 TKO Productions  
 Tom Dovi, Real Estate  
 Union Bank  
 United Services Automobile Association  
 United Way Sacramento Area  
 University Extension, UC-Davis  
 VRG Development Corporation  
 Vail Properties  
 Victor Temporary Services  
 Vitiello & Associates, Inc.  
 Wallis-Trane Service Co.  
 Westamerica Bank, N.A.  
 Western Contract Furnishers  
 Western Kraft Paper Group  
 Western National Realtors  
 Western Telephone  
 The Westwood Company  
 Wickland Oil Company  
 William L. Lyon & Associates, Inc.  
 Williams-Bowker Company  
 Wise Insurance Agents/Brokers  
 Woodlake Resort and Convention Center  
 Zellerbach Paper Company

**SACTO**

Sacramento Area Chamber of Commerce and Trade Organization  
 1007 Seventh Street, Suite 450  
 P.O. Box 112  
 Sacramento, California 95805  
 (916) 441-2144

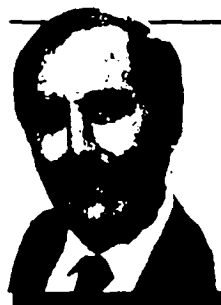
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# COMMENT

The Sacramento region enjoys many legacies of leadership, primarily because historically many of our community leaders have had a strong sense of vision.

Sacramento's business infrastructure is recognized nationally as highly competitive, possessed of high ethical standards and directed by well-educated business managers.



## ON SHAPING SACRAMENTO

Thomas Hobday

The children of Sacramento have historically gone to college and returned to participate in the community because they have perceived the area as providing great career opportunities while allowing them to enjoy the highest possible qualities of life. These factors have resulted in a justified pride in our community and a desire by all our citizens to work to make it better than it already is.

But Sacramento is changing dramatically and we can no longer just assume that the positive characteristics of our community will remain strong without the influence of visionary leaders.

These coming changes are perceived as being negative by some people, but others see that the changes — if properly nurtured — can be tremendous opportunities.

Sacramento's growth will continue to accelerate. The **quality of life, reasonably priced land and homes, reasonable energy costs and available water** are the magnets that will draw people and businesses from around the world. This growth will cause the region's economic base to change, and the percentage of government- and agriculture-related jobs will continue to be a smaller part of our work force.

It is up to our community leadership to decide whether our region will simply evolve, or whether they will

guide its development so Sacramento will continue to be able to provide the quality jobs and opportunities needed by our children, while enhancing their quality of life.

Recently, I met an English tourist who was enjoying a trip through California. When asked about his impressions of the people he had met in California vs. those in England or on the East Coast, he said the major difference was in the perception Californians have as to their ability to influence the future of their communities.

This was quite striking to him, since his home was in Birmingham, whose future was determined 300 years ago with the development of the steel industry. He said his associates at home had the feeling there was nothing that could be done to change Birmingham. But in California, he said, everyone he met felt he or she could influence the future of his community by positive, coordinated action.

The course of development of the Sacramento region forged in the next few years will be greatly influenced by the development of our business infrastructure and by the types of organizations that locate facilities here.

The Sacramento Area Commerce and Trade Organization is focusing its recruitment efforts on quality companies that will contribute to the positive lifestyle and business infrastructure of this region.

There are a great many other factors, however, that will influence the future quality of this area. Generally, the decisions governing these factors have been left to political entities to solve.

That is where our metropolitan area's real problem begins.

We have inherited our political subdivision boundaries from the Gold Rush days, when transportation routes were strongly influenced by the course of waterways. These terrain features served both as obstacles to and means of transportation. Our political boundaries do not reflect the reality of today's high-tech needs.

Unfortunately, the Sacramento metropolitan region does not have one particular political entity that can properly address the regional issues that must be dealt with in order for this area to achieve its potential.

Historically, business community leaders, government agencies and politicians have worked together to accomplish the major achievements of lasting import

for this community. The state Capitol, the transcontinental railroad, the redevelopment of the west end of the city of Sacramento, the development of the historical area, the Railroad Museum, the Sacramento Community-Convention Center and the introduction of big-league sports have all been the result of combined efforts of community leaders.

There is a common perception in the community that there is a great deal of dissension about different desires among various groups for shaping Sacramento's future. I have found, however, that most of these groups in the region seem to desire the same things.

The similarities of our dreams are much more prevalent than the diversities of our differences: Preservation of the quality of life, the development of a high-quality, stable economy and a thriving and dynamic business infrastructure are generally accepted objectives.

While this common ground exists, it has not been articulated enough. If we are going to make the most of the opportunities we have while preserving the quality of life of this region, we must work together to develop a community that is progressive and united in its sense of vision for the future.

It is up to the Sacramento region's business and political leadership to develop a commitment to quality for the future. We cannot sit on the sidelines and assume that our public entities will be able to solve the problems created by growth throughout the metropolitan region. The political subdivision boundaries prohibit that.

The question is, where do we start?

I would suggest the establishment of a consortium of leaders from all of the diverse special interests that are active in this community.

The group's objective would be to define the areas of agreement regarding the future of this region and to articulate a coordinated sense of vision for the metropolitan area of the future.

I believe that a consensus of such a group would serve as a reference point in decision making on issues affecting the future of the region and help all of our citizens understand that this community has the opportunity to match its dreams.

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