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PRESIDENT-ELECT
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Larry Dicke
 Blue Diamond Growers
VICE PRESIDENT and SECRETARY
Maggie Ferrari
 Ferrari Color, Inc.
VICE PRESIDENT for
DEVELOPMENT
Neil J. Doerhoff
 Raley's and Bel Air
CHIEF EXECUTIVE OFFICER
Alan R. Gianini

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Richard Hall
 Intel Corporation
Greg Kelly
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 NEC Electronics Inc.
Timothy P. Madden
 Fidelity National Title
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 The Mansour Company
Steve J. Nichols
 PG&E
Kristen E. Pigman
 The Pigman Companies
Kevin M. Ramirez
 Sierra College
Henry Royer
 River City Bank
James Shelby
 Sacramento Urban League
Philip A. Stohr
 Downey, Brand, Seymour
 & Rohwer
Charles W. Trainor
 Trainor Robertson
William J. Wirt
 Placer Title Company
Bob Woods
 AT&T Wireless Services

Appointed Directors

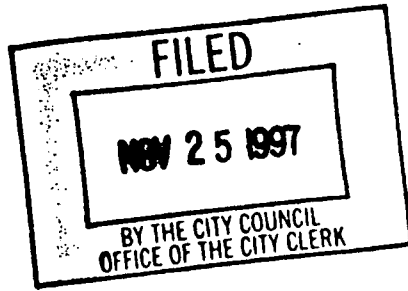
Hon. Dick Akin
 County of Sutter
Hon. Wes Beers
 City of West Sacramento
Karal Cottrell
 SMUD
Harriet Derwingson
 Pacific Bell
Dr. Donald R. Gerth
 CSUS
Hon. Don Nettoli
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 City of Sacramento
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 Safety Center Incorporated
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 McDonough, Holland & Allen
IMMEDIATE PAST PRESIDENT
Edward J. Hurley, M.D.
 UCDCM

SACTO LEGAL COUNSEL


Jeffrey M. Koewler
 Downey, Brand, Seymour
 & Rohwer



October 22, 1997

MEMORANDUM

TO: Governmental Organization Members

FROM: Alan R. Gianini 
 Executive Director

RE: SACTO QUARTERLY REPORT
 July, August, September 1997

Enclosed is SACTO's Quarterly Report for July, August, and September 1997.

Your thoughts are important to us. Please let us know if SACTO is accomplishing what you expect and if you would like us to include any additional information in this report.

Thank you in advance for your time.

Enclosure



REPORT TO THE GOVERNMENTAL ORGANIZATION MEMBERS
by the
SACRAMENTO AREA COMMERCE AND TRADE
ORGANIZATION (SACTO)

For the Period Covering
July, August, September 1997

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APPENDIX II Prospect Activity

SACTO
Sacramento Area Commerce and Trade Organization

EXECUTIVE SUMMARY - QUARTER ENDED SEPTEMBER 30, 1997

HIGHLIGHTS: Marketing Trips were made to the Bay Area
Brown Bag Lunches were held, July - August, 1997
Attended NACORE Conference, September 1997
Meeting of Members/Salute to New Companies Scheduled for September 4, 1997
Trainor Robertson/SACTO Golf Tournament Scheduled for September 29, 1997

LOCATIONS: **POLYCLAD LAMINATES, INC.**, a leading manufacturer of high technology laminates for the printed circuit board industry, purchased 8.4 acres at Laguna West for its newest manufacturing facility. Polyclad will initially employ 50 people and expects to employ over 300 by the year 2000.

CANNED FOODS, INC., is a family owned business headquartered in Berkeley which operates grocery outlets in the western United States. The company is planning to lease the Safeway building in the Power Inn area to distribute dry goods to it's outlets in Northern California. The facility will employ 100 workers.

STATISTICAL:

	Quarter Ending <u>June 30</u>	Previous <u>Year - YTD</u>
Members	404	378
Member Support (cash basis)		
- private	\$132,623	\$73,250
- public	\$3,500	\$4,000
- other	\$97,850	\$95,721
Total Receipts (cash)	\$233,973	\$172,971
Expenses		
- administration*	\$87,347	\$67,575
- marketing*	\$94,047	\$80,025
- membership & misc.	\$46,183	\$26,282
SACTO Assisted Companies Announced	2	3
Direct Jobs Expected	400	960
Active Prospects	131	106

* Includes personnel costs.

NOTES

AND DATES: Marketing Trips planned to Bay Area
Brown Bag Lunches Scheduled, October - November, 1997
Board of Directors Retreat Scheduled for October 10, 1997
Marketing Trips planned to Germany and Japan, October 1997
IDRC World Congress Conference, November 1997

SACTO
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Sacramento, CA 95814
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REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
July, August, September 1997

I. STATEMENT OF SERVICES

A. Purpose of Fund Expenditure

The overall purpose of the Sacramento Area Commerce and Trade Organization (SACTO) is to encourage the economic growth of the five-county Greater Sacramento Area.

B. 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.

C. The Number of Performances, Appearances, or Publications

1. Performances and Appearances

- Made quarterly presentation to City & County of Sacramento.
- Attended IDRC Bay Area Chapter Meeting.
- Held Four Brown Bag Lunch Sessions.
- Attended NACORE Conference September 1997.

2. Publicity

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

- The Sacramento Bee, "Laminate Firm Plans Laguna Plant," September 26, 1997.

3. Publications

SACTO has developed and made available a full-spectrum of publications. A description of publications and their contents and costs is available upon request.

This quarter the following publications were updated: *Political Contacts List, Major Employers List, and Located Companies List.*

In addition, uniform *Community Economic Development Profiles* have been created for all of the cities and counties within the Greater Sacramento Area. The Profiles present a quick, one-page overview of each jurisdiction.

D. The Estimated Amount of Funds Expended Upon Services

Appendix I will reveal the breakdown of expenditures on services.

II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS

A. General Activities

There were numerous SACTO activities during the past reporting period of interest to public sector members. SACTO met with and made presentations to elected bodies of local governments in region. Activities related to organizational management, including committee meetings, membership meetings and planning sessions were also conducted. Much time and effort is spent on research, which represents a significant portion of SACTO's activities.

B. Prospect Activity

This quarter two companies located bringing 400 jobs to the region.

Polyclad Laminates, Inc., announced the location of a 44,000 square foot Phase I manufacturing operation in Laguna West. The company will make pre-preg boards, the base material for circuit boards, at the new facility located on eight acres in South Sacramento County. At build-out it is anticipated that the facility will be 110,000 square feet and employ approximately 300 people.

Contact: Mike Beaudin
916/683-5540

Canned Foods, Inc., a family owned business headquartered in Berkeley, will lease the Safeway building in the Power Inn area to distribute dry goods to it's outlets in Northern California. The facility will employ 100 people.

Contact: Chuck Moore
510/704-2818

SACRAMENTO AREA COMMERCE
AND TRADE ORGANIZATION

SEPTEMBER 30, 1957

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE
SEPTEMBER 30, 1997

ASSETS

CURRENT ASSETS:

CASH - UNRESTRICTED	202,156
RESTRICTED RESERVES (SEE NOTE 1)	100,000
CAPITAL RESERVE	25,554
PLEDGE RECEIVABLE	13,700
PREPAID EXPENSES	2,504

TOTAL CURRENT ASSETS	343,914
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PROPERTY AND EQUIPMENT

OFFICE FURNITURE AND EQUIPMENT	124,403
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124,403

LESS ACCUMULATED DEPRECIATION:	64,807
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TOTAL PROPERTY AND EQUIPMENT	59,596
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403,510

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:

ACCOUNTS PAYABLE-RENT	11,978
ACCRUED EMPLOYEE VACATION LIABILITY	22,917

TOTAL CURRENT LIABILITIES	34,895
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DEFERRED EARNINGS	10,000
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TOTAL LIABILITIES	44,895
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FUND BALANCE

UNRESTRICTED	351,853
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	6,761

ENDING FUND BALANCE	358,614
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DIFFERENCE ON ROUNDING	1
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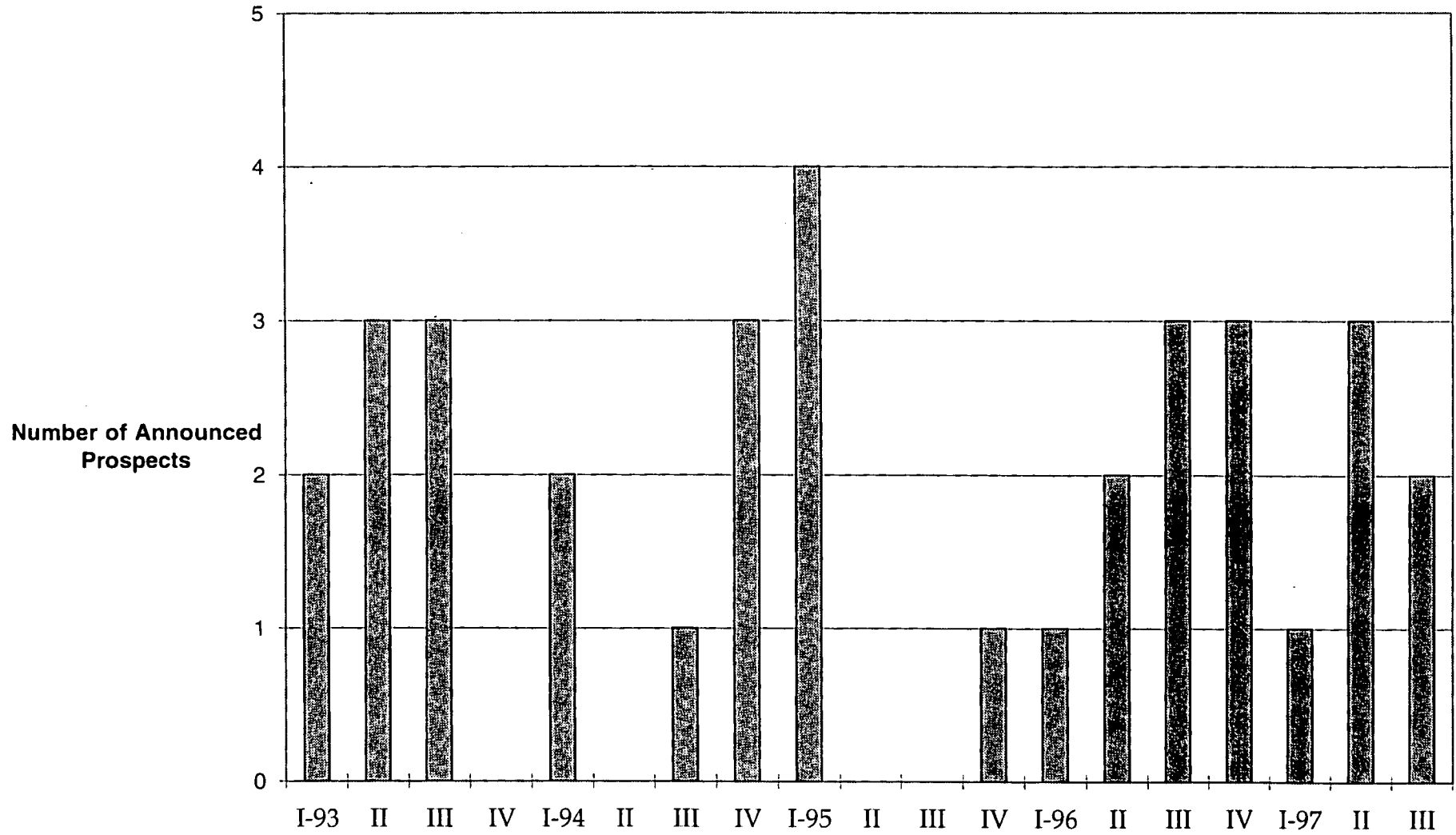
403,510

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

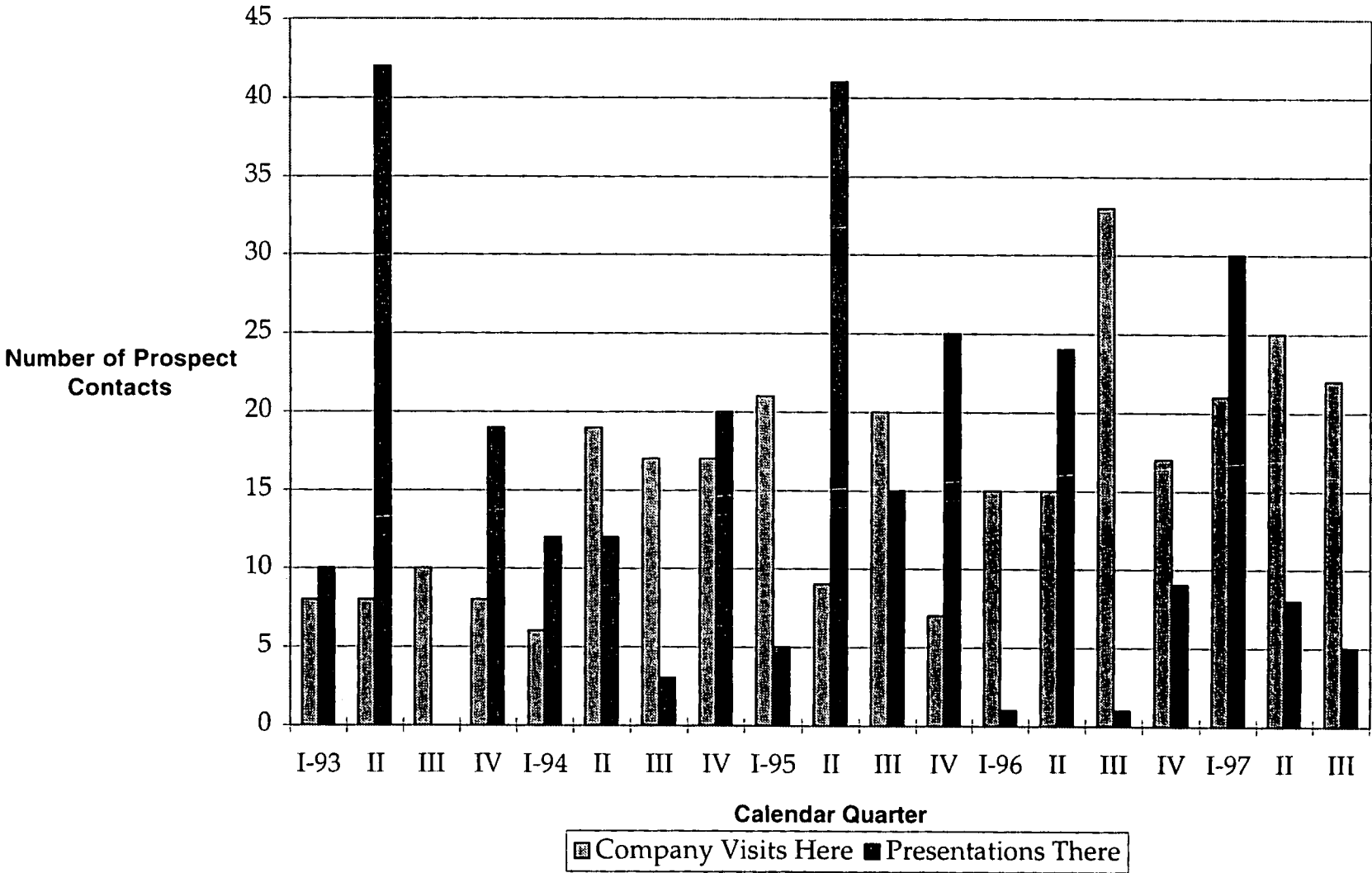
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION
 STATEMENT OF REVENUE COLLECTED, EXPENDITURES AND FUND BALANCE-CASH BASIS
 3 MONTHS ENDED SEPTEMBER 30, 1997

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET	PRIOR YEAR TO DATE
REVENUE						
PRIVATE SECTOR	57,833	25,850	132,623	113,200	19,423	73,250
PUBLIC SECTOR	250	5,250	3,500	3,750	(5,250)	4,000
MEETINGS REVENUE	25,462	30,000	82,867	95,000	(12,133)	88,571
PUBLICATIONS SALES	1,182	1,250	4,911	3,750	1,161	2,079
INTEREST INCOME	567	1,200	6,484	3,600	2,884	4,491
OTHER INCOME	30	100	3,588	300	3,288	480
TOTAL REVENUE	86,424	63,650	233,973	225,200	8,773	172,971
EXPENDITURES						
SALARIES	27,295	24,400	75,411	73,200	2,211	67,402
EMPLOYEE BENEFITS	3,035	3,350	7,602	10,050	(448)	7,735
PAYROLL TAXES	1,431	1,400	5,002	4,800	202	4,054
TOTAL STAFF MAINTENANCE EXPENDITURES	31,761	29,150	90,015	88,050	1,965	79,192
INSURANCE	794	795	2,259	1,825	434	2,002
OFFICE EXPENSE	1,710	1,800	9,030	5,400	3,630	5,146
TRANSPORTATION-AUTO	523	875	1,585	2,325	(1,040)	1,734
EXECUTIVE COMMITTEE AND BOARD MEETINGS	245	150	510	350	160	1,538
RENT	3,624	2,800	10,816	11,400	(584)	11,122
PARKING	357	730	2,296	2,190	106	1,653
PROFESSIONAL SERVICES	13,013	0	13,861	13,000	861	3,253
PERSONAL PROPERTY TAXES	0	0	390	500	(120)	390
TOTAL ADMINISTRATIVE EXPENDITURES	20,766	8,150	40,839	37,290	3,549	27,979
POSTAGE	320	1,200	4,623	3,600	1,023	3,404
TELEPHONE	570	1,200	1,987	3,600	(1,613)	3,733
DUES AND SUBSCRIPTIONS	429	361	1,240	3,431	(2,191)	1,766
PRINTING	457	1,000	2,960	5,000	(2,040)	7,863
RESEARCH	0	0	14,706	13,606	1,100	2,037
PROMOTIONAL MATERIALS	21	9,250	10,620	10,750	(130)	10,516
SPECIAL MEETINGS-PROSPECTS	3,049	2,500	9,899	12,000	(2,101)	10,462
TRAVEL	0	100	0	300	(300)	548
TOTAL MARKETING EXPENDITURES	4,946	15,311	46,040	52,297	(6,247)	40,429

SACTO Assisted Companies
January 1, 1993 - September 30, 1997



*Prospect Visits and Presentations
January 1, 1993 - September 30, 1997*



SACTO Active Prospects

August 13, 1997

38 Call Center/Information Technology
22 Electronics
11 Software
7 Biopharmaceutical
7 Food Processing
11 Distribution
33 Other

	<i>Square Feet</i>	<i>Jobs</i>
Call Center/Information Technology	2,685,000	12,300
Electronics	1,955,000	3,100
Software	495,000	1,800
Biopharmaceutical	150,000	650
Distribution	3,200,000	850
