

# SACTO

Sacramento Area Commerce and Trade Organization

9.1

## Officers-Directors

**PRESIDENT**  
Edward J. Quinn, Jr.  
McDonough, Holland & Allen  
**PRESIDENT-ELECT**  
Robert W. Bell  
Hefner, Stark & Marois  
**VICE PRESIDENT and CHIEF  
FINANCIAL OFFICER**  
Robert D. Dean  
Grubb & Ellis Commercial  
Real Estate  
**VICE PRESIDENT and SECRETARY**  
James Whillock  
Patterson Travel  
**VICE PRESIDENT for  
DEVELOPMENT**  
Lindann G. Fleig  
Standard Office Systems  
**CHIEF EXECUTIVE OFFICER**  
Alan R. Gianini

## Directors-at-Large

James R. Daley  
Sunrise Bank of California  
Norman E. Eilert  
A. Teichert & Son, Inc.  
Richard Hall  
Intel Corporation  
David M. Higgins  
Harbison-Mahony-Higgins  
William Honeysett  
McClatchy Newspapers  
Edward J. Hurley, M.D.  
UCDMC, School of Medicine  
Larry Kelley  
Stanford Ranch  
Michael Kirk  
Sylva-Kirk  
Roger B. Kohlmeier  
Business and Professional Bank  
Michael P. Lyon  
Lyon & Associates Realtors  
Katsuji Minagawa  
NEC Electronics, Inc.  
Frank C. Ramos  
Ramco Enterprises  
Philip Stohr  
Downey Brand Seymour  
& Rothwer  
Gaylord Walker  
GAYLORD, Incorporated  
David J. Zuercher  
Wells Fargo Bank, N.A.

## Appointed Directors

Hon. Joan Bechtel  
County of Sutter  
Hon. Sam Bradley  
County of El Dorado  
Timothy M. Cronan  
Hefner, Stark & Marois  
Hon. Muriel Johnson  
County of Sacramento  
Hon. Phil Ozenick  
County of Placer  
Hon. Dave Rosenberg  
City of Davis  
Hon. Joe Serna  
City of Sacramento

## Ex-Officio Directors

William H. Collard  
Friedman & Collard  
Joseph S. Genshlea  
Weintraub Genshlea & Sprout  
G. Samuel Oki  
Oki Nursery  
Ralph E. Vitiello  
Vitiello + Associates, Inc.  
IMMEDIATE PAST PRESIDENT  
Elizabeth McClatchy

*Amended*  
**COUNCIL AGENDA MATERIAL**  
MTG. DATE 1/4/94 ITEM NO. 9.1  
FROM: CITY CLERK'S OFFICE

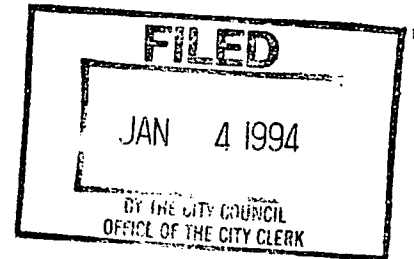
December 2, 1993

## MEMORANDUM

**TO:** INTERESTED PARTIES  
**FROM:** Alan R. Gianini, Executive Director  
**RE:** SACTO Quarterly Governmental Report,  
July, August, September 1993

Here is SACTO's Quarterly Report for July, August, September 1993. Your opinions are important to us. We need to know if SACTO is accomplishing what you expect us to and if you would like to see any other information included in this report.

Thank you in advance for your time.



CONSEJO ACADÉMICO

# SACTO

## SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

### EXECUTIVE SUMMARY - QUARTER ENDED SEPTEMBER 30, 1993

#### HIGHLIGHTS

- Attended IDRC Meeting, San Francisco.
- Marketing trips were made to the Bay Area and Los Angeles.
- Updated numerous publications.
- Summer 1993 Economic Profile published, August 1993.
- Annual Meeting of Members and Real Estate Symposium held September 21, 1993 on the Capitol Grounds. Keynote Speaker: Phil Quigley, Pacific Bell.
- 2nd Annual Golf Tournament held on September 27, 1993 at Northridge Country Club.
- Received \$37,500 challenge from SMUD for Target 10,000.

#### LOCATIONS

- EUA Nova will bring 40 jobs to El Dorado Hills.
- Rotordynamics-Seal Research (RSR) will bring 20 jobs to North Highlands.
- Futurecall Corporation will locate 200 jobs in Rancho Cordova.

#### STATISTICAL

	Quarter Ending Sept. 30	Previous Year - YTD
Members	413	404
Member Support (cash basis)		
- private	\$47,298	\$63,375
- public	\$96,950	\$11,550
- other	\$63,089	\$59,507
Total receipts (cash)	\$207,337	\$134,432
Expenses		
- administration*	\$61,791	\$60,386
- marketing*	\$59,907	\$64,522
- membership & misc.	\$26,284	\$19,035
SACTO assisted companies announced	3	2
Direct jobs expected	260	415
Active prospects	64	73

#### OUTLOOK

Activity from high technology firms remain solid, however, numerous older existing firms are threatened with reductions.

#### NOTES AND DATES

- Marketing trips planned to the Bay Area and Los Angeles.
- SACTO Strategic Planning Retreat scheduled for October 7-8, 1993, Squaw Valley.
- Will attend IDRC Meeting in Scottsdale, Arizona, October.
- Biotech Conference planned for November at UCD.
- Winter 1994 Economic Profile sponsors sought for January 1994 issue.

SACTO  
 980 9TH STREET, SUITE 1730  
 SACRAMENTO, CA 95814  
 (916) 441-2144

FAX#: 441-2312

---

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

FOR THE PERIOD COVERING  
JULY, AUGUST, SEPTEMBER 1993

---

**CONTENTS**

**I. BRIEF STATEMENT OF SERVICES**

1. Purposes of Fund Expenditures
2. Any Direct Personal Benefits
3. The Number of Performances, Appearances or Publications
  - A. Performances and Appearances
  - B. Publicity
  - C. Publications
4. The Estimated Amount of Funds Expended Upon Services

**II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS**

1. General Activities
2. Prospect Activity

**APPENDIX I** Financial Statements Quarter Ending September 30, 1993

**APPENDIX II** Prospect Activity

REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS  
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
July, August, September 1993  
-----

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 five-county Greater Sacramento Area.

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.

3. The Number of Performances, Appearances, or Publications

A. Performances and Appearances

1. Made quarterly presentation to City & County of Sacramento.
2. Attended IDRC Bay Area Chapter Meeting.

B. Publicity

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

1. Sacramento Bee "Sacramento area lands another Apple supplier," July 1, 1993.
2. Sacramento Bee, "El Dorado Hills gets light firm," July 9, 1993.
3. Business Journal, "Lighting-wares firm plugs into El Dorado Hills Business Park," July 19, 1993.
4. Sacramento Union, "SACTO waiting to serve up more jobs for city," July 27, 1993.
5. Business Journal "Intermag expands, goes for 'Made in U.S.A.' label," August 2, 1993.

6. Sacramento Bee, "Intel growth is 'state's to lose'," August 9, 1993.
7. Sacramento Union, "Majority of capital-area jobs connected to government," April 22, 1993.
8. Business Journal, "Other," September 6, 1993.
9. Sacramento Bee, "The selling of Sacramento," September 12, 1993.
10. Sacramento Bee, "Apple jumps to 1,000 jobs in area," September 21, 1993.

### C. 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 updates were made to our publications: *Greater Sacramento Area Economic Profile*, *Located Companies List*, *SACTO Membership/Business Directory*, and *SACTO Reports*, the organization's newsletter.

#### 4. 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

### 1. General Activities

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

### 2. Prospect Activity

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

### LOCATED COMPANIES

This quarter there were three companies located to the region which will bring a total of 260 jobs to the area; EUA Nova, Rotordynamics-Seal Research (RSR), and Futurecall Corporation.

In Appendix II are two charts, one indicating the number of SACTO-assisted prospect announcements since 1984, and the other, the number of SACTO prospect contacts since fiscal year 1985/86.

- EUA Nova will relocate its energy efficient fluorescent lighting manufacturing plant in El Dorado County and bring 40 jobs to the area.

Contact: Richard Eannarino  
(401) 232-2300

- Rotordynamics-Seal Research (RSR) will locate in North Highlands employing 20 persons. The company is an engineering consulting firm specializing in rotating machinery products.

Contact: Joe Pelletti  
(805) 583-2846

- Futurecall will locate in Rancho Cordova employing 200 persons. The company provides telemarketing services.

Contact: Steve Singer  
(916) 362-6293

SACRAMENTO AREA COMMERCE  
AND TRADE ORGANIZATION

SEPTEMBER 30, 1993



SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
STATEMENT OF ASSETS, LIABILITIES AND FUND BALANCE  
SEPTEMBER 30, 1998

ASSETS

CURRENT ASSETS:

CASH - UNRESTRICTED	184,697
RESTRICTED RESERVES (SEE NOTE 1)	50,000
CAPITAL RESERVE	24,714
PREPAID EXPENSES	6,955

TOTAL CURRENT ASSETS	266,266
----------------------	---------

PROPERTY AND EQUIPMENT

OFFICE FURNITURE AND EQUIPMENT	107,638
	107,638
LESS ACCUMULATED DEPRECIATION	80,971

TOTAL PROPERTY AND EQUIPMENT	26,667
------------------------------	--------

	293,033
	293,033

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	916
ACCOUNTS PAYABLE-RENT	29,656
ACCRUED EXPENSES	77
ACCRUED EMPLOYEE VACATION LIABILITY	10,467
ACCRUED JAPAN/AMERICAN CONFERENCE FUND	5,000

TOTAL CURRENT LIABILITIES	46,116
---------------------------	--------

TOTAL LIABILITIES	46,116
-------------------	--------

FUND BALANCE

UNRESTRICTED	191,156
YEAR TO DATE EXCESS REVENUE OVER (EXPENDITURES)	55,762

ENDING FUND BALANCE	246,918
---------------------	---------

DIFFERENCE ON ROUNDING	(1)
------------------------	-----

	293,033
	293,033

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, 1993

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET	PRIOR YEAR TO DATE
<b>REVENUE</b>						
PRIVATE SECTOR	11,025	27,350	39,098	63,375	(24,277)	63,375
TARGET 10,000±	8,200	0	8,200	0	8,200	0
PUBLIC SECTOR	5,650	5,250	96,950	7,550	89,400	11,550
MEETING REVENUE	13,727	25,000	50,440	60,000	(9,560)	54,129
PUBLICATIONS SALES	692	1,000	1,798	3,000	(1,202)	2,432
INTEREST INCOME	282	500	1,446	1,600	(154)	1,276
OTHER INCOME	885	150	9,385	5,050	4,335	1,670
<b>TOTAL REVENUE</b>	<b>45,461</b>	<b>59,750</b>	<b>207,337</b>	<b>140,575</b>	<b>66,762</b>	<b>134,432</b>
<b>EXPENDITURES</b>						
SALARIES	17,589	18,800	50,235	56,400	3,835	54,631
EMPLOYEE BENEFITS	2,750	3,347	8,246	10,041	(1,795)	7,726
PAYROLL TAXES	952	1,000	3,672	3,700	(28)	3,618
<b>TOTAL STAFF MAINTENANCE EXPENDITURES</b>	<b>21,291</b>	<b>23,147</b>	<b>72,153</b>	<b>70,141</b>	<b>2,012</b>	<b>66,035</b>
INSURANCE	675	550	2,063	1,650	413	1,962
OFFICE EXPENSE	3,022	1,800	5,761	5,400	361	6,365
TRANSPORTATION-AUTO	519	600	1,546	1,800	(254)	1,958
EXECUTIVE COMMITTEE AND BOARD MEETINGS	0	150	144	550	(706)	1,403
RENT	3,707	3,664	11,336	10,992	344	10,458
PARKING	625	545	1,719	1,933	(214)	1,423
PROFESSIONAL SERVICES	0	0	2,450	3,000	(550)	3,239
PERSONAL PROPERTY TAXES	227	0	695	300	(105)	560
<b>TOTAL ADMINISTRATIVE EXPENDITURES</b>	<b>8,775</b>	<b>7,409</b>	<b>25,714</b>	<b>26,425</b>	<b>(711)</b>	<b>27,368</b>
POSTAGE	183	1,000	2,895	3,000	(115)	4,033
TELEPHONE	1,005	700	2,202	2,100	102	1,803
DUES AND SUBSCRIPTIONS	725	435	1,076	935	141	385
PRINTING	805	800	1,239	2,400	(1,161)	1,315
RESEARCH	0	0	2,037	10,297	(8,250)	7,930
PROMOTIONAL MATERIALS	7,061	300	7,664	6,900	764	6,409
SPECIAL MEETINGS-PROSPECTS	4,461	2,200	6,738	12,600	(11,812)	9,325
TRAVEL	0	200	0	500	(500)	700
<b>TOTAL MARKETING EXPENDITURES</b>	<b>14,241</b>	<b>5,635</b>	<b>23,831</b>	<b>44,322</b>	<b>(20,791)</b>	<b>31,505</b>

SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

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

3 MONTHS ENDED SEPTEMBER 30, 1993

	CURRENT MONTH ACTUAL	CURRENT MONTH BUDGET	YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	OVER (UNDER) BUDGET	PRIOR YEAR TO DATE
LOCAL MEETINGS/PUBLIC RELATIONS	172	200	554	600	(46)	711
MEMBERSHIP PROMOTION	78	200	390	600	(210)	325
MEMBERSHIP MEETINGS	13,696	23,000	21,677	45,000	(23,323)	15,607
ANNUAL EVENT	0	0	0	0	0	73
OTHER MEETINGS	177	300	506	900	(394)	246
NEWSLETTER	7	0	2,417	2,100	317	1,931
PUBLICATIONS EXPENSE	572	300	740	900	(160)	142
<b>TOTAL MEMBERSHIP &amp; MISC EXPENDITURES</b>	<b>14,702</b>	<b>24,000</b>	<b>26,294</b>	<b>50,100</b>	<b>(23,816)</b>	<b>19,035</b>
<b>TOTAL EXPENDITURES BEFORE DEPRECIATION</b>	<b>59,009</b>	<b>60,191</b>	<b>147,982</b>	<b>191,488</b>	<b>(43,506)</b>	<b>143,943</b>
DEPRECIATION	1,178	1,200	3,593	3,600	(7)	3,239
<b>TOTAL EXPENDITURES AFTER DEPRECIATION</b>	<b>60,187</b>	<b>61,391</b>	<b>151,575</b>	<b>195,088</b>	<b>(43,513)</b>	<b>147,182</b>
<b>EXCESS OF REVENUE OVER (EXPENDITURES)</b>	<b>(14,726)</b>	<b>(1,641)</b>	<b>55,762</b>	<b>(54,513)</b>	<b>110,275</b>	<b>(12,750)</b>

\*NOTE: THIS REVENUE IS A FIVE-YEAR COMMITMENT OF MEMBERSHIP TOWARD THE SMUD CHALLENGE TO MATCH SMUD'S DONATION OF \$37,500. YEAR TO DATE EXCESS REV/EXP MUST BE EQUAL TO OR GREATER THAN THIS AMOUNT.

**Officers-Directors**

**PRESIDENT**  
Edward J. Quinn, Jr.  
McDonough, Holland & Allen  
**PRESIDENT-ELECT**  
Robert W. Bell  
Hefner, Stark & Marois  
**VICE PRESIDENT and CHIEF FINANCIAL OFFICER**  
Robert D. Dean  
Grubb & Ellis Commercial  
Real Estate  
**VICE PRESIDENT and SECRETARY**  
James Whitlock  
Patterson Travel  
**VICE PRESIDENT for DEVELOPMENT**  
Lindann G. Fleig  
Standard Office Systems  
**CHIEF EXECUTIVE OFFICER**  
Alan R. Gianini

**Directors-at-Large**

James R. Daley  
Sunrise Bank of California  
Norman E. Ellert  
A. Teichert & Son, Inc.  
Richard Hall  
Intel Corporation  
David M. Higgins  
Harbison-Mahony-Higgins  
William Honeysett  
McClatchy Newspapers  
Edward J. Hurley, M.D.  
UCDMC, School of Medicine  
Larry Kelley  
Stanford Ranch  
Michael Kirk  
Sylva-Kirk  
Roger B. Kohlmeier  
Business and Professional Bank  
Michael P. Lyon  
Lyon & Associates Realtors  
Katsujji Minagawa  
NEC Electronics, Inc.  
Frank C. Ramos  
Ramco Enterprises  
Phillip Stohr  
Downey Brand Seymour  
& Rohwer  
Gaylord Walker  
GAYLORD, Incorporated  
David J. Zuercher  
Wells Fargo Bank, N.A.

**Appointed Directors**

Hon. Joan Bechtel  
County of Sutter  
Hon. Sam Bradley  
County of El Dorado  
Timothy M. Cronan  
Hefner, Stark & Marois  
Hon. Muriel Johnson  
County of Sacramento  
Hon. Phil Ozenick  
County of Placer  
Hon. Dave Rosenberg  
City of Davis  
Hon. Joe Serna  
City of Sacramento

**Ex-Officio Directors**

William H. Collard  
Friedman & Collard  
Joseph S. Genshlea  
Weintraub Genshlea & Sproul  
G. Samuel Oki  
Oki Nursery  
Ralph E. Vitiello  
Vitiello + Associates, Inc.  
**IMMEDIATE PAST PRESIDENT**  
Elizabeth McClatchy

December 2, 1993

**MEMORANDUM**

**TO:** INTERESTED PARTIES  
**FROM:** Alan R. Gianini, Executive Director  
**RE:** SACTO Quarterly Governmental Report,  
July, August, September 1993

Here is SACTO's Quarterly Report for July, August, September 1993. Your opinions are important to us. We need to know if SACTO is accomplishing what you expect us to and if you would like to see any other information included in this report.

Thank you in advance for your time.

# SACTO

## SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION

### EXECUTIVE SUMMARY - QUARTER ENDED SEPTEMBER 30, 1993

#### HIGHLIGHTS

- Attended IDRC Meeting, San Francisco.
- Marketing trips were made to the Bay Area and Los Angeles.
- Updated numerous publications.
- Summer 1993 Economic Profile published, August 1993.
- Annual Meeting of Members and Real Estate Symposium held September 21, 1993 on the Capitol Grounds. Keynote Speaker: Phil Quigley, Pacific Bell.
- 2nd Annual Golf Tournament held on September 27, 1993 at Northridge Country Club.
- Received \$37,500 challenge from SMUD for Target 10,000.

#### LOCATIONS

- EUA Nova will bring 40 jobs to El Dorado Hills.
- Rotordynamics-Seal Research (RSR) will bring 20 jobs to North Highlands.
- Futurecall Corporation will locate 200 jobs in Rancho Cordova.

#### STATISTICAL

	Quarter Ending Sept. 30	Previous Year - YTD
Members	413	404
Member Support (cash basis)		
- private	\$47,298	\$63,375
- public	\$96,950	\$11,550
- other	\$63,089	\$59,507
Total receipts (cash)	\$207,337	\$134,432
Expenses		
- administration*	\$61,791	\$60,386
- marketing*	\$59,907	\$64,522
- membership & misc.	\$26,284	\$19,035
SACTO assisted companies announced	3	2
Direct jobs expected	260	415
Active prospects	64	73

#### OUTLOOK

Activity from high technology firms remain solid, however, numerous older existing firms are threatened with reductions.

#### NOTES AND DATES

- Marketing trips planned to the Bay Area and Los Angeles.
- SACTO Strategic Planning Retreat scheduled for October 7-8, 1993, Squaw Valley.
- Will attend IDRC Meeting in Scottsdale, Arizona, October.
- Biotech Conference planned for November at UCD.
- Winter 1994 Economic Profile sponsors sought for January 1994 issue.

SACTO  
980 9TH STREET, SUITE 1730  
SACRAMENTO, CA 95814  
(916) 441-2144

FAX#: 441-2312

2

---

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

FOR THE PERIOD COVERING  
JULY, AUGUST, SEPTEMBER 1993

---

**CONTENTS**

**I. BRIEF STATEMENT OF SERVICES**

1. Purposes of Fund Expenditures
2. Any Direct Personal Benefits
3. The Number of Performances, Appearances or Publications
  - A. Performances and Appearances
  - B. Publicity
  - C. Publications
4. The Estimated Amount of Funds Expended Upon Services

**II. ADDITIONAL INFORMATION COVERING PREVIOUS THREE MONTHS**

1. General Activities
2. Prospect Activity

**APPENDIX I** Financial Statements Quarter Ending September 30, 1993

**APPENDIX II** Prospect Activity

REPORT TO GOVERNMENTAL ORGANIZATION MEMBERS  
SACRAMENTO AREA COMMERCE AND TRADE ORGANIZATION  
July, August, September 1993  
-----

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 five-county Greater Sacramento Area.

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.

3. The Number of Performances, Appearances, or Publications

A. Performances and Appearances

1. Made quarterly presentation to City & County of Sacramento.
2. Attended IDRC Bay Area Chapter Meeting.

B. Publicity

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

1. Sacramento Bee "Sacramento area lands another Apple supplier," July 1, 1993.
2. Sacramento Bee, "El Dorado Hills gets light firm," July 9, 1993.
3. Business Journal, "Lighting-wares firm plugs into El Dorado Hills Business Park," July 19, 1993.
4. Sacramento Union, "SACTO waiting to serve up more jobs for city," July 27, 1993.
5. Business Journal "Intermag expands, goes for 'Made in U.S.A.' label," August 2, 1993.

6. Sacramento Bee, "Intel growth is 'state's to lose'," August 9, 1993.
7. Sacramento Union, "Majority of capital-area jobs connected to government," April 22, 1993.
8. Business Journal, "Other," September 6, 1993.
9. Sacramento Bee, "The selling of Sacramento," September 12, 1993.
10. Sacramento Bee, "Apple jumps to 1,000 jobs in area," September 21, 1993.

### C. 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 updates were made to our publications: *Greater Sacramento Area Economic Profile*, *Located Companies List*, *SACTO Membership/Business Directory*, and *SACTO Reports*, the organization's newsletter.

#### 4. 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

### 1. General Activities

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

### 2. Prospect Activity

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



### LOCATED COMPANIES

This quarter there were three companies located to the region which will bring a total of 260 jobs to the area; EUA Nova, Rotordynamics-Seal Research (RSR), and Futurecall Corporation.

In Appendix II are two charts, one indicating the number of SACTO-assisted prospect announcements since 1984, and the other, the number of SACTO prospect contacts since fiscal year 1985/86.

- EUA Nova will relocate its energy efficient fluorescent lighting manufacturing plant in El Dorado County and bring 40 jobs to the area.

Contact: Richard Eannarino  
(401) 232-2300

- Rotordynamics-Seal Research (RSR) will locate in North Highlands employing 20 persons. The company is an engineering consulting firm specializing in rotating machinery products.

Contact: Joe Pelletti  
(805) 583-2846

- Futurecall will locate in Rancho Cordova employing 200 persons. The company provides telemarketing services.

Contact: Steve Singer  
(916) 362-6293

LOCATED PROSPECTS SINCE July 1, 1993

CODE NUMBER: 332 AR  
CONTACT: Steve Singer  
PROSPECT NAME: Futurecall  
STREET: 3077 S. Academy Blvd.  
CITY: Colorado Springs STATE: CO ZIP: 80916  
PHONE: 719/390-8000  
TYPE: outbound home marketing system  
SOURCE: Steve Bacon PHONE:  
DATE LOCATED: 93/12/02 WHERE LOCATED:  
REASON LOCATED:  
JOBS NOW: 200 JOBS - ULTIMATE:  
INVESTMENT NOW: INVESTMENT - ULTIMATE:

CODE NUMBER: 321 DC  
CONTACT: Joseph Scharrer  
PROSPECT NAME: Rotordynamics-Seal Research  
STREET: P.O. Box 675  
CITY: North Highlands STATE: CA ZIP: 95660  
PHONE: (916) 344-9500  
TYPE: consulting  
SOURCE: Direct Call PHONE:  
DATE LOCATED: 93/12/02 WHERE LOCATED: North Highlands  
REASON LOCATED:  
JOBS NOW: 7 JOBS - ULTIMATE: 20  
INVESTMENT NOW: N/A INVESTMENT - ULTIMATE:

LOCATED PROSPECTS SINCE July 1, 1993

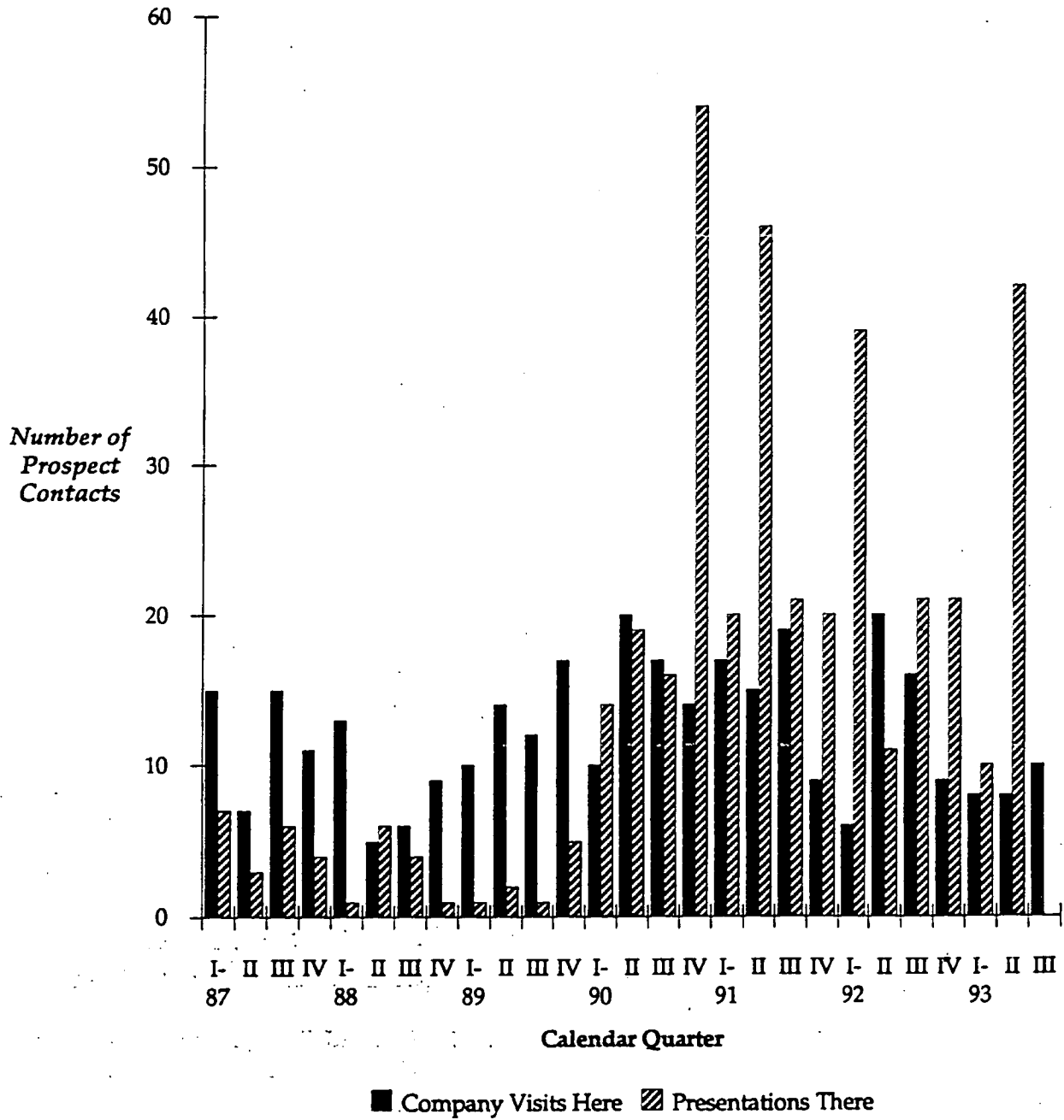
CODE NUMBER: 258 AR  
CONTACT: Wayne Luther  
PROSPECT NAME: EUA Nova  
STREET: 4789 Golden Foothills Parkway  
CITY: El Dorado Hills STATE: CA ZIP: 95762  
PHONE: (916) 939-4494  
TYPE: dist. lighting fixtures  
SOURCE: PHONE:  
DATE LOCATED: 93/07/30 WHERE LOCATED: El Dorado Hills  
REASON LOCATED:  
JOBS NOW: 8 JOBS - ULTIMATE: 40  
INVESTMENT NOW: INVESTMENT - ULTIMATE:

12/02/93

8

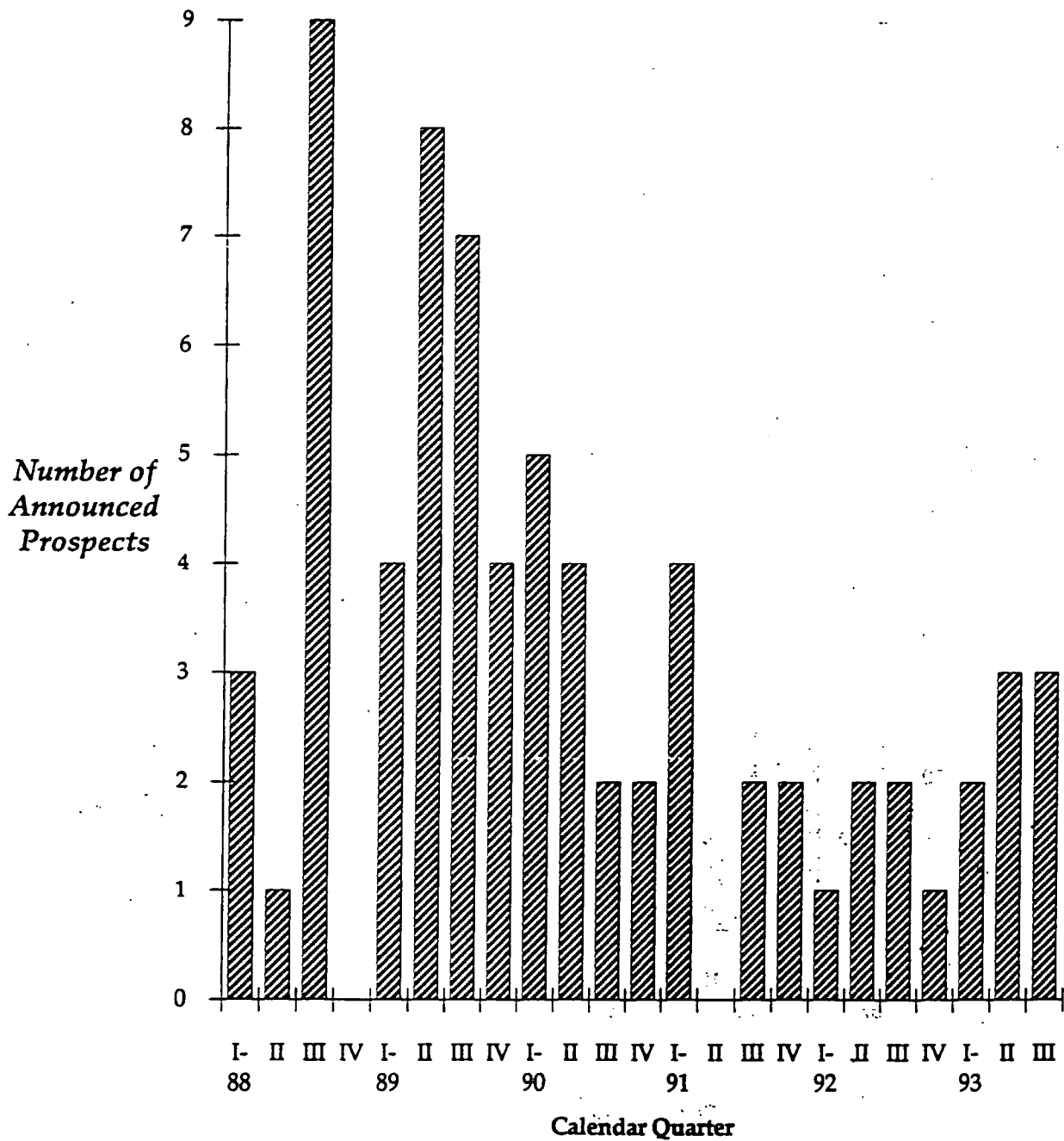
# PROSPECT VISITS AND PRESENTATIONS

## January 1, 1987 - Sept. 30, 1993



# SACTO ASSISTED COMPANY LOCATIONS

## January 1, 1988 - Sept. 30, 1993



**ULTIMATE NUMBER OF JOBS ANNOUNCED BY SACTO ASSISTED LOCATIONS**

	Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
			County Sac.	County Yolo	County Placer	County El Drdo					
'84/85	Avtek				250					Subsequently placed project on hold	
'84/85	IIABC					25				Subsequently placed project on hold	
'84/85	Western Diversified	200	200								
'84/85	Bio-Solar		100								
'84/85	JTT Education					0				Job numbers and location not yet known	
'84/85	Herman Miller Company			400							
'84/85	U.S. Customs	1	1								
'84/85	Oracle Packaging	30	30								
'84/85	Control Data	12	12								
'84/85	Arrowhead Water		10								
'84/85	American Microscan	200	200								
<b>TOTAL</b>		<b>11</b>	<b>443</b>	<b>553</b>	<b>0</b>	<b>650</b>	<b>0</b>	<b>25</b>	<b>1228</b>	<b>0.36</b>	<b>0.43</b>
'85/86	H.B. Fuller Company				78						
'85/86	Duplex Products		10			0				Within City Sacramento Community Plan Bnd	
'85/86	Amerigas		20								
'85/86	Hartford Insurance		195								
'85/86	USAA	900	900							Only expansion jobs shown / total 1,000	
'85/86	Maccaferri Gablons			21							
'85/86	INA-AETNA		210							Only expansion jobs shown / total 310	
'85/86	Impact					75					
'85/86	Gilbert Commonwealth	20	20								
'85/86	Satellite Business Systems	210	210								
'85/86	Hydraulic Technologies			20							
'85/86	Level One Communications		65								
'85/86	Convergent Technologies			400						Currently at about 50	
'85/86	American Communications	100	100								
'85/86	JaniKing					0				Job numbers and location not yet know	
'85/86	Air Products	50	50								
'85/86	Stonewall Insurance		50								
'85/86	Furnas Electric	10	10								
'85/86	Advanced Countermeasure		500							Currently at about 50	
<b>TOTAL</b>		<b>19</b>	<b>1290</b>	<b>2340</b>	<b>21</b>	<b>498</b>	<b>75</b>	<b>0</b>	<b>2934</b>	<b>0.44</b>	<b>0.80</b>
'86/87	Nationwide Insurance	40	40							Only expansion numbers shown	
'86/87	Gelco Instluform	20	20								
'86/87	Viking Labs/Honeywell		200								
'86/87	Follett Book Company	60	60								
'86/87	Bergen Brunswig	100	100								

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

Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
		County Sac.	County Yolo	County Placer	County El Drdo					
'86/87 Crown Zellerbach			40						Ultimate jobs n/a      Long-term project	
'86/87 Elzinga & Volkers	5	5								
'86/87 Postle West, Inc.			10							
'86/87 Leer, Inc.			125							
'86/87 Ace Hardware				150						
'86/87 West Coast Disco			10							
'86/87 BOXit	3	3								
'86/87 3M Company				5000						
'86/87 National Education	25	25								
'86/87 Sunfield Foods	25	25								
'86/87 White Brothers	5	5								
<b>TOTAL</b>	<b>22</b>	<b>253</b>	<b>483</b>	<b>185</b>	<b>5150</b>	<b>0</b>	<b>0</b>	<b>8518</b>	<b>0.09</b>	<b>0.08</b>
'87/88 Wireman Fence			25							
'87/88 Haley Brothers	30	30								
'87/88 Unisource			89							
'87/88 Canyon Products, Inc.	20	20								
'87/88 Sherwin-Williams Company	13	13								
'87/88 San Sierra Business Systems	135	135								
'87/88 Power Technologies				6						
'87/88 Queen City	25	25								
'87/88 CSAA	85	85								
'87/88 CSAA				100						
'87/88 Philadelphia Life Insurance	10	10								
'87/88 PASCO Scientific				50						
'87/88 Barnett Brass & Copper	10	10								
'87/88 Geochemical Services				100						
'87/88 Dana Commercial Credit				75						
<b>TOTAL</b>	<b>15</b>	<b>329</b>	<b>353</b>	<b>89</b>	<b>331</b>	<b>0</b>	<b>0</b>	<b>773</b>	<b>0.42</b>	<b>0.46</b>
'88/89 Western Web			10						Located in Enterprise Zone   Expansion and relocation	
'88/89 SAMTEC Electronics	30	30								
'88/89 Norwall Group	6	6								
'88/89 Hartz Mountain		90								
'88/89 Northern Telecom	250	250								
'88/89 S.P. Richards	30	30								
'88/89 Continental Medical				6						
'88/89 National Sanitation		20								
'88/89 California Roll			50							

12

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

	Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
			County Sac.	County Yolo	County Placer	County El Drdo					
'88/89	Insulate Industries	50	50							Located in Enterprise Zone Expansion and relocation Located in Enterprise Zone  Only expansion jobs shown / total 1,100	
'88/89	Baxter Microscan			500							
'88/89	Milgard Tempering	150	150								
'88/89	Anray, Inc.	40	40								
'88/89	Alside	40	40								
'88/89	NEC Electronics			400							
'88/89	Habitat, Inc.	70	70								
'88/89	Egghead Software	85	85								
'88/89	Maranatha Flights	7	7								
<b>TOTAL</b>		<b>24</b>	<b>758</b>	<b>868</b>	<b>540</b>	<b>406</b>	<b>0</b>	<b>1634</b>	<b>0.41</b>	<b>0.47</b>	
'89/90	Continental Hardwood	20	20								
'89/90	Gekkelkan		26								
'89/90	Saturn Corporation	15	15								
'89/90	France Hug	6	6								
'89/90	American Biogenetics	8	8								
'89/90	Eureka Computer Software	5	5								
'89/90	Bylin Heating Systems	30	30								
'89/90	Nordson Corporation				4						
'89/90	C&K Systems					100					
'89/90	Kikusui International Corp.					200					
'89/90	MCI Telecommunications		1000								
'89/90	Robb-Jack Corporation				50						
'89/90	Clark Security Systems			20							
'89/90	American President Lines	20	20								
'89/90	Shriner's Hospital	250	250								
'89/90	Motor Works, Inc.	10	10								
'89/90	AdServ				100						
'89/90	Synesis				100						
'89/90	First Nationwide Bank			500							
<b>TOTAL</b>		<b>19</b>	<b>364</b>	<b>1990</b>	<b>520</b>	<b>254</b>	<b>300</b>	<b>0</b>	<b>2464</b>	<b>0.15</b>	<b>0.56</b>
'90/91	Buildex	10	10								
'90/91	Sonoco Products Company		50								
'90/91	Ebara International	100	100								
'90/91	Sunbelt Telecommunications			10							
'90/91	Roadway Package Systems	100	900								

13



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

Year	Company	City of Sac.	SACTO'S FOUR COUNTIES				Not Yet Known	Year Total	% Jobs Sac. City	% Jobs Sac. Co.	Comments
			County Sac.	County Yolo	County Placer	County El Drdo					
'90/91	Mazda Motor of America			50							
'90/91	Duewag Corporation	120	120								
'90/91	The Gap				20						
<b>TOTAL</b>		9	330	1180	60	50	0	2590	0.13	0.46	
'91/92	Aspect Electronics				30						
'91/92	Poolmasters		80								
'91/92	Apple Computer Inc.		150								
'91/92	Franklin Resources		500								
'91/92	US Sprint		400								
'91/92	Prudential				30						
'91/92	Safety Kleen	20	20								
'91/92	Staples & Fifer		15								
<b>TOTAL</b>		6	20	1165	0	60	0	0	0.00	0.00	
'92/93	Apple Computer Inc.		380								
'92/93	Harris & Bruno				55						
'92/93	Universal Display	15	15								
'92/93	Grimes			100							
'92/93	Intermag	100	100								
'92/93	Schoolhouse Software				15						
'92/93	A TEC Grandslam	15	15								
'92/93	Logistix	70	70								
<b>TOTAL</b>		6	200	580	100	70	0	0	0.00	0.00	
'93/94	EUA Novapack					40					
'93/94	Rotordynamics		20								
'93/94	Futurecall		200								
<b>TOTAL</b>		3	0	220	0	0	40	0	0.00	0.00	

14