

The Impact of Your Investment in SACTO

The Sacramento Area Commerce and Trade Organization (SACTO) is the regional economic development organization charged with marketing the six-county Sacramento Region both domestically and abroad to recruit and grow business investment in the region – resulting in the creation of jobs and increased capital investment. Over the 39 years since SACTO was established, the organization has successfully assisted with the locations and expansions of more than 350 companies, resulting in the creation of nearly 110,000 new direct jobs for the region.

Your investment in SACTO makes it possible for this important work to continue. The impact of the bold goals of SACTO's new five-year strategic plan, *Opportunity Realized – Advancing the Next Economy*, are shown below – clearly illustrating the impact of your investment on the Sacramento Region.

Annual Economic Impact of *Opportunity Realized*

Measure	Direct	Indirect	Induced	Total
▶ Employment	17,600	10,540	10,298	38,438
▶ Employee Compensation	\$1,141,398,084	\$598,785,039	\$448,824,307	\$2,189,007,429
▶ Output	\$5,501,959,700	\$1,482,585,696	\$1,288,419,091	\$8,272,964,487

Indirect – economic impact of the goods and services purchased by the located/expanded companies

Induced – economic impact of the goods and services purchased by the employees of the companies

Output – market value of goods and services produced (i.e. sales and revenue)

Annual Taxes and Fees Generated (in millions)

Annual Sales Tax	\$107.0
Annual State and Local Taxes and Fees	\$386.0

Annual Economic Impact (in millions) by Industry Sectors Across the Region

	CURRENT INVESTMENT	OPPORTUNITY REALIZED INVESTMENT
▶ Manufacturing	\$2,176.0	\$4,352.0
▶ Retail and Wholesale Trade	\$450.5	\$901.0
▶ Real Estate and Construction	\$270.5	\$541.0
▶ Professional, Scientific, Technical Services (Legal, Accounting, Marketing)	\$238.0	\$476.0
▶ Health Care	\$193.0	\$386.0
▶ Finance	\$164.5	\$329.0
▶ Administrative Support Services (call centers, payroll, document processing)	\$155.5	\$311.0
▶ Government	\$80.0	\$160.0
▶ Telecommunications	\$77.0	\$154.0
▶ Hospitality and Recreation	\$72.5	\$145.0
▶ Agriculture, Mining, Fishing	\$70.0	\$140.0
▶ Utilities	\$30.5	\$61.0
▶ Other	\$55.0	\$110.0
	\$4,136.5	\$8,273.0

Total Regional Economic Impact

For every dollar invested in *Opportunity Realized*, investors will see a \$5,515 return when the plan has been fully implemented. This benefit will continue to flow into the region every year into the future.

Current Return on Investment	\$394
<i>Opportunity Realized</i> Return on Investment	\$5,515

Opportunity **REALIZED**

Advancing the Next Economy

Year 1 (July 2013 – June 2014)

Company	HQ	FI	Cluster	Jobs Created	Jobs Maintained	Indirect Jobs	Induced Jobs	Total Jobs	Capital Investment	Employee Compensation
Bayer Cropscience	•		Food & Ag	160	140	171	305	777	\$30M	\$37.6M
Kuretake Co. Ltd.	•	•	Current Opportunity	10	--	3	5	18	\$4M	\$863,000
Shinmei U.S.A.	•	•	Food & Ag	500	--					
Thatcher Chemicals	•		Current Opportunity	250						
TBA	•	•	Current Opportunity	10						

HQ = Headquarters Location FI = Foreign Investment