



City of Delano Sales Tax Digest Summary

**Collections through September 2016
Sales through June 2016 (2016Q2)**

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 1.2% over the same quarter from the previous year, with Northern California reporting a 3.8% increase compared to -0.8% for Southern California. Receipts for the City of Delano changed by -.6% over the same periods.

- According YCharts data, U.S. retail sales increased 1.6% from \$1.184T in 2016Q1 to \$1.202T in 2016Q2. Previously 2016Q1 had decreased 0.3% from \$1.187T in 2015Q4. (YCharts)
- Retail sales should grow by 4% during the upcoming holiday season, up from a 2.5% increase last year. A similar increase is anticipated for the 2017 holiday season. Online sales have grown 14.1% compared to last year. (Kiplinger)
- Gas prices in California fluctuated weekly throughout 2016Q2; however, monthly price figures show a steady upsurge lasting from March through June. Since then, a continual decrease in pricing has occurred. (U.S. EIA)
- During June both the U.S. and California's unemployment rate increased by 0.2% to 4.9% and 5.4% respectively, California's was the first increase since September 2010. Labor force grew for both as well, increasing by 1% in California while its employment increased by just 0.04%. (CA DoF, CA EDD)

LOCAL RESULTS

Net Cash Receipts Analysis

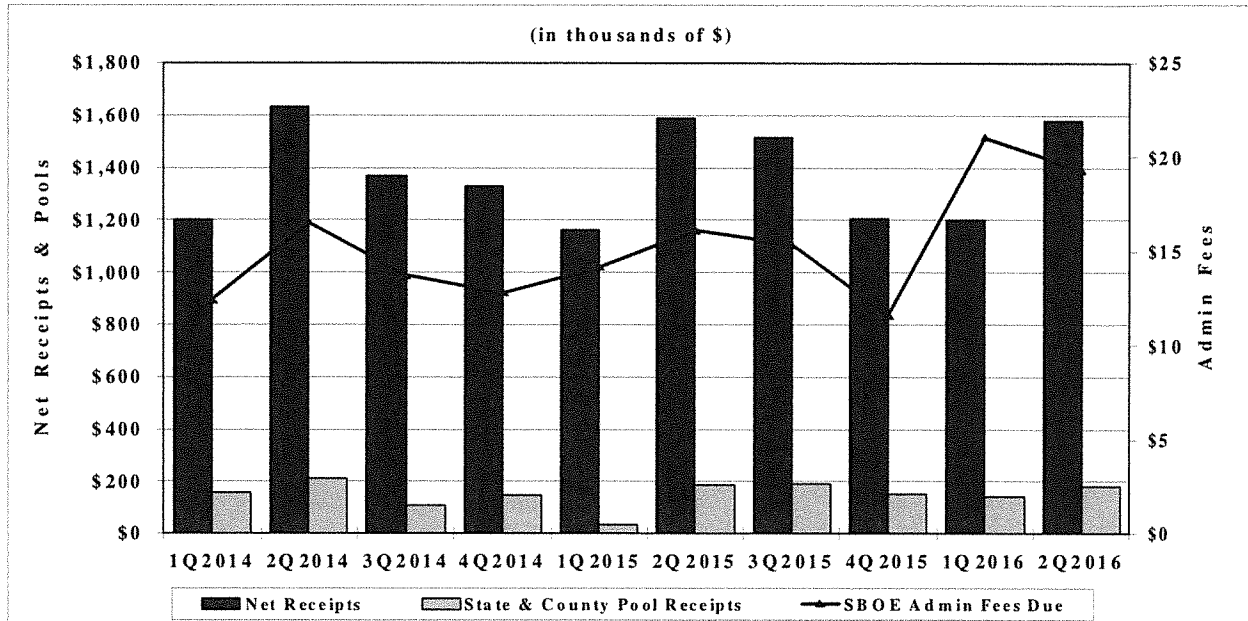
Local Collections	\$1,419,841
Share of County Pool (4.19%)	180,825
Share of State Pool (.10%)	488
SBE Net Collections	1,601,154
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(19,346)
Net 2Q2016 Receipts	1,581,808
Net 2Q2015 Receipts	1,591,589
Actual Percentage Change	-.6%

Business Activity Performance Analysis

Local Collections	\$1,419,841
Less: Payments for Prior Periods	(70,777)
Preliminary 2Q2016 Collections	1,349,064
Projected 2Q2016 Late Payments	65,995
Projected 2Q2016 Final Results	1,415,059
Actual 2Q2015 Results	1,473,440
Projected Percentage Change	-4.0%

City of Delano

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

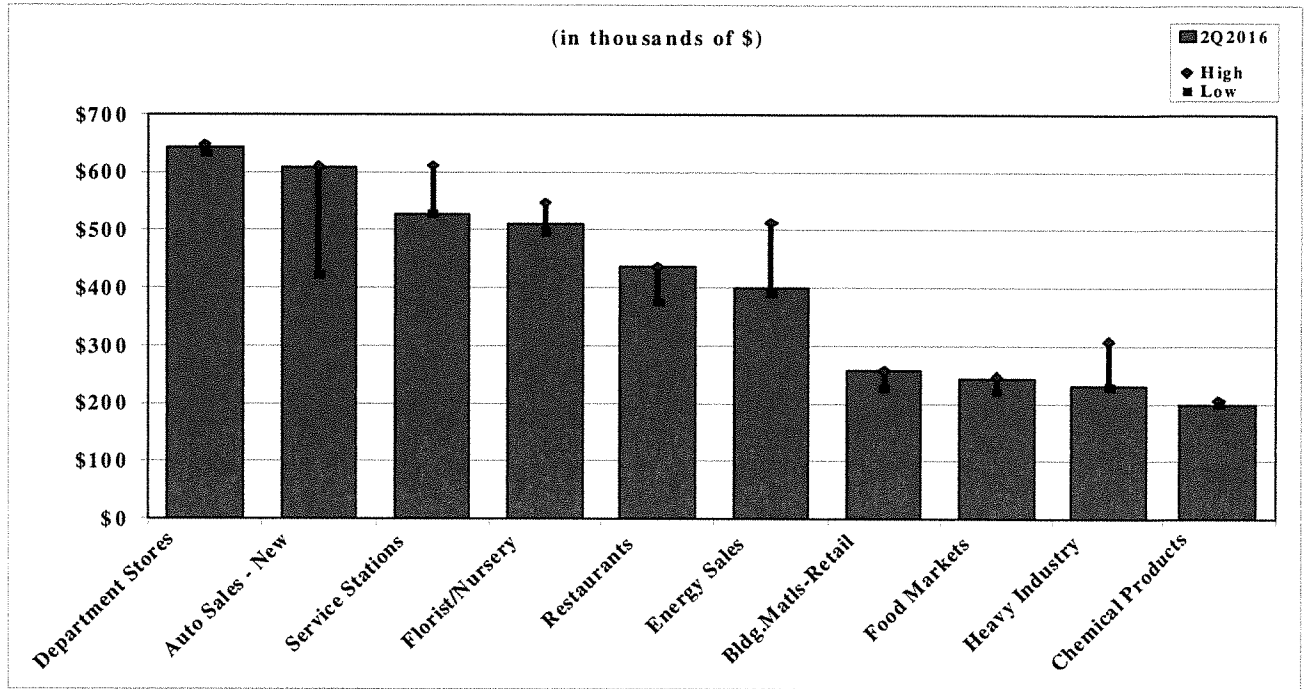
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2015 to June 2016. The Top 25 Sales/Use Tax contributors generate 75.1% of Delano's total sales and use tax revenue.

- | | |
|--------------------------------|------------------------|
| ARCO AM/PM MINI MARTS | J C PENNEY COMPANY |
| AUTOZONE | K MART STORES |
| BERCHTOLD EQUIPMENT COMPANY | MCDONALD'S RESTAURANTS |
| BUTTONWILLOW WAREHOUSE COMPANY | NORTH KERN MACHINERY |
| CENTRAL VALLEY OFFICE SUPPLY | PANDA EXPRESS |
| CHEVRON SERVICE STATIONS | RITE AID DRUG STORES |
| CINCO MANOS | ROSS STORES |
| CROP PRODUCTION SERVICES | SHELL SERVICE STATIONS |
| DACO FARM SUPPLY | SMART & FINAL |
| DELANO CHEVROLET BUICK GMC | TACO BELL |
| FASTRIP SERVICE STATIONS | VALLARTA SUPERMARKET |
| GREG'S PETROLEUM SERVICE | WAL MART STORES |
| HOME DEPOT | |

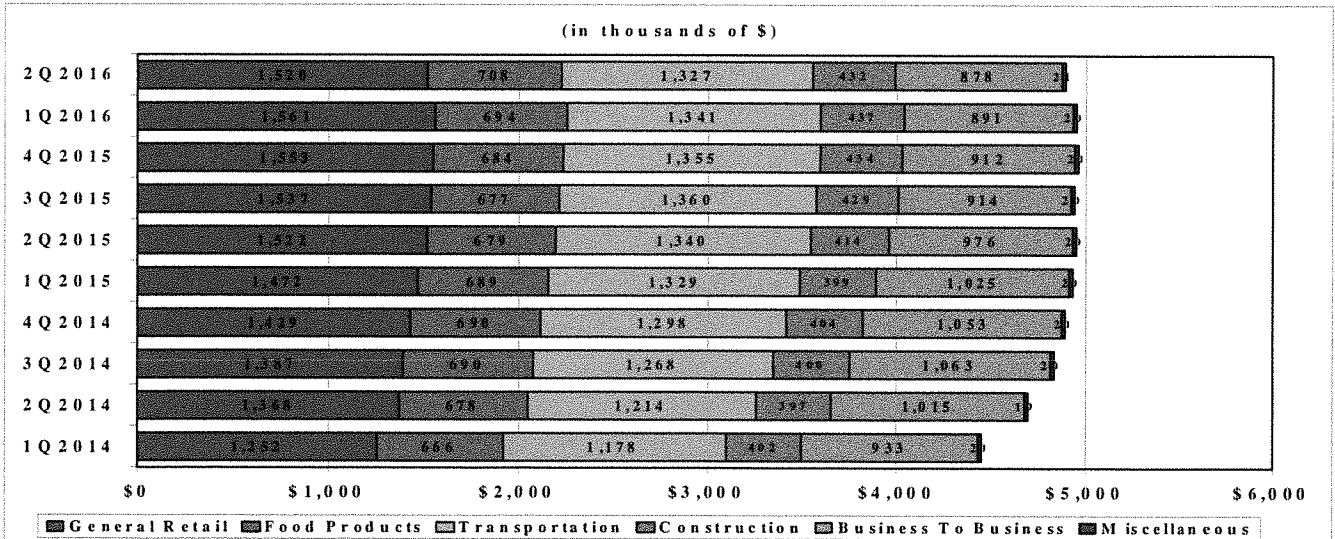
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HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through June 2016, the highs, and the lows for each segment over the last two years.

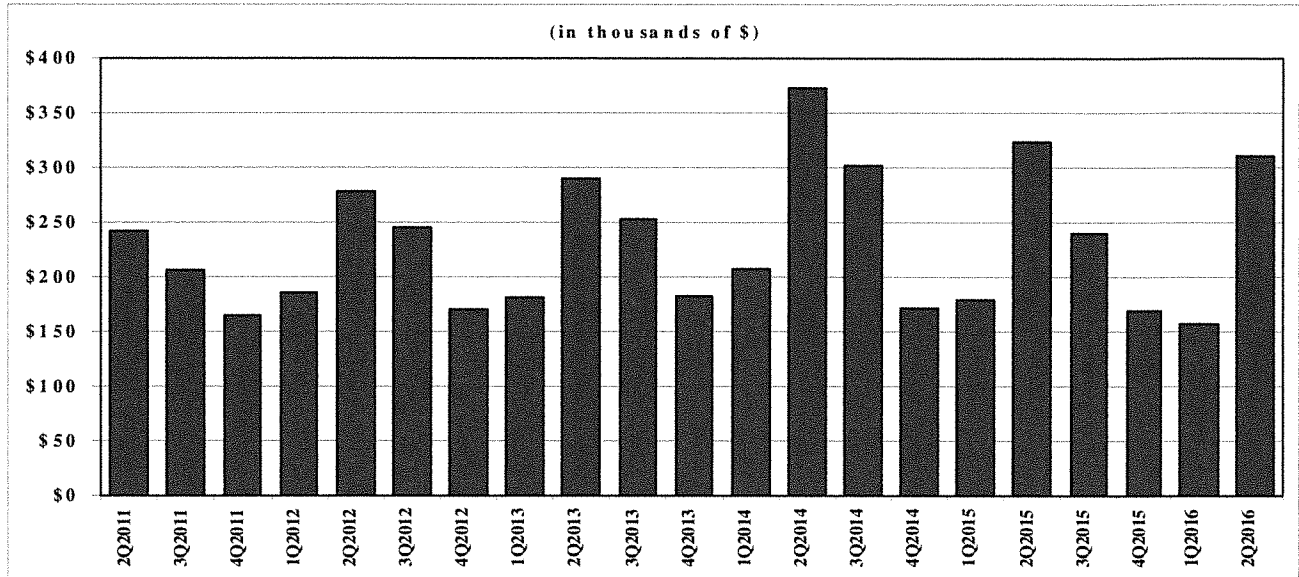


ANNUAL SALES TAX BY BUSINESS CATEGORY



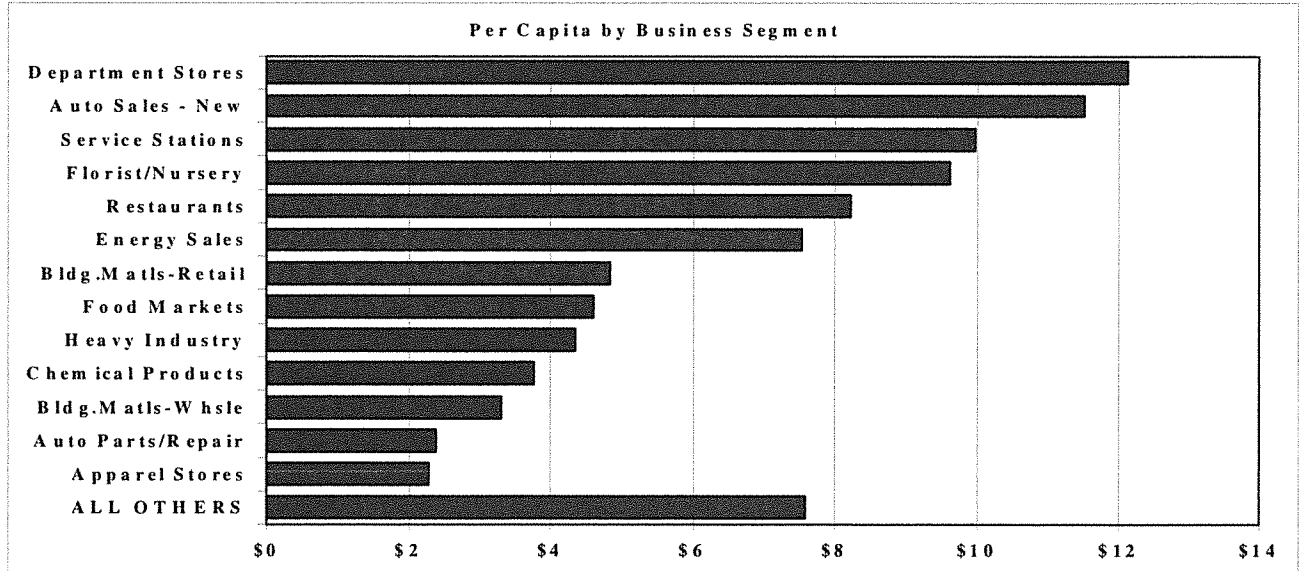
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FIVE-YEAR ECONOMIC TREND: Business To Business



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from April 2015 to March 2016.



City of Delano

FINAL RESULTS: January-March 2016 Sales

Local Net Cash Collections	\$1,200,038
Less: Pool Amounts	(\$123,238)
Less: Prior Quarter Payments	(\$42,494)
Add: Late Payments	\$57,316
Local Net Economic Collections after Adjustments	<u>\$1,091,621</u>
Percent Change from January-March 2015 Sales	DOWN BY 1.3%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$1,865
Total to Date	\$366,322