



City of Delano Sales Tax Digest Summary

Collections through December 2016
Sales through September 2016 (2016Q3)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 1.9% over the same quarter from the previous year, with Northern California reporting a 2.0% increase compared to 1.8% for Southern California. Receipts for the City of Delano changed by -5.0% over the same periods.

- Employment in California continues to grow. California employed over 18.4 million workers in November, up 3% from 17.8 million in November of 2015. The unemployment rate dipped to 5.3% in November from the 5.5% rate we have had each month since July. (Bureau of Labor Statistics)
- Higher prices are not helping sales tax revenue. The Consumer Price Index (CPI-U) for the Western Region is up 2.3 percent in November. Big price increases in Housing up 4.6%, Household Energy up 4.7% and Medical Care up 3.2% reduce the amount of remaining disposable income available for taxable sales. (Bureau of Labor Statistics)
- The next recession may be more severe in California than in the rest of the country. The number of wage and salary employees in California is shrinking while the number of those whose income is dependent upon the profitability and value of their companies is growing. This could intensify a recession in California. (UCLA Andersen)

LOCAL RESULTS

Net Cash Receipts Analysis

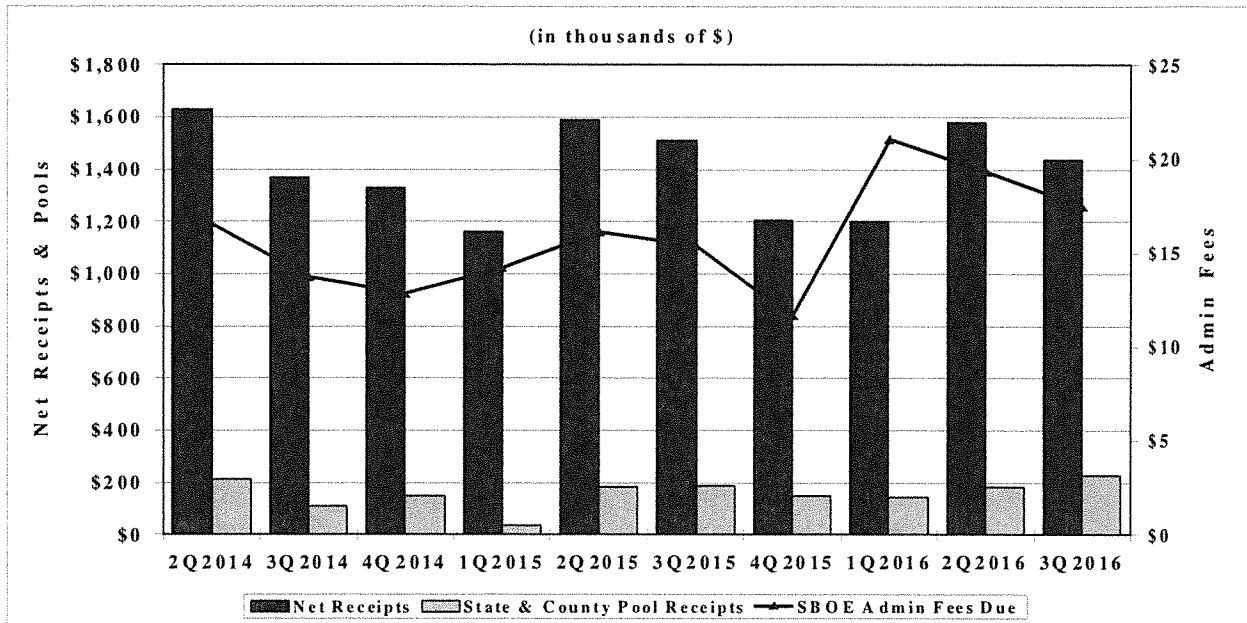
Local Collections	\$1,229,962
Share of County Pool (4.22%)	224,733
Share of State Pool (.09%)	441
SBE Net Collections	1,455,135
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(17,488)
Net 3Q2016 Receipts	1,437,647
Net 3Q2015 Receipts	1,514,031
Actual Percentage Change	-5.0%

Business Activity Performance Analysis

Local Collections	\$1,229,962
Less: Payments for Prior Periods	(46,640)
Preliminary 3Q2016 Collections	1,183,321
Projected 3Q2016 Late Payments	53,810
Projected 3Q2016 Final Results	1,237,131
Actual 3Q2015 Results	1,266,189
Projected Percentage Change	-2.3%

City of Delano

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

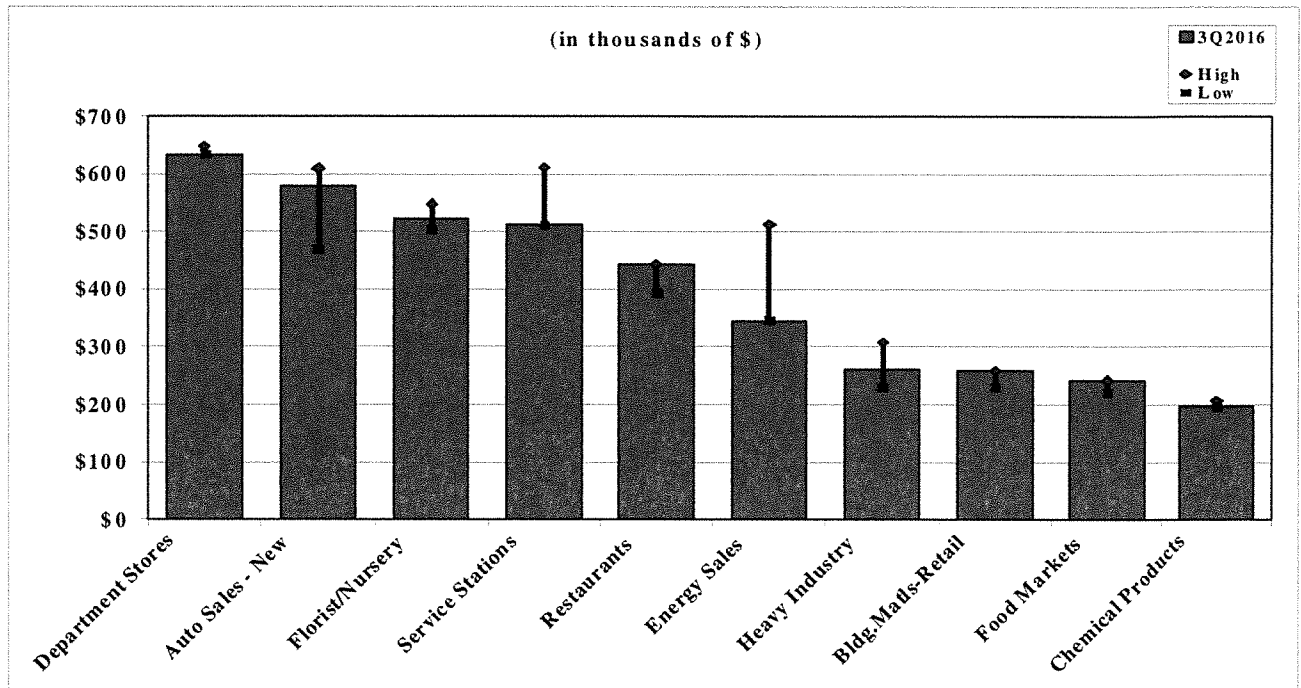
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from October 2015 to September 2016. The Top 25 Sales/Use Tax contributors generate 74.5% of Delano's total sales and use tax revenue.

- | | |
|--------------------------------|------------------------|
| 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 | |

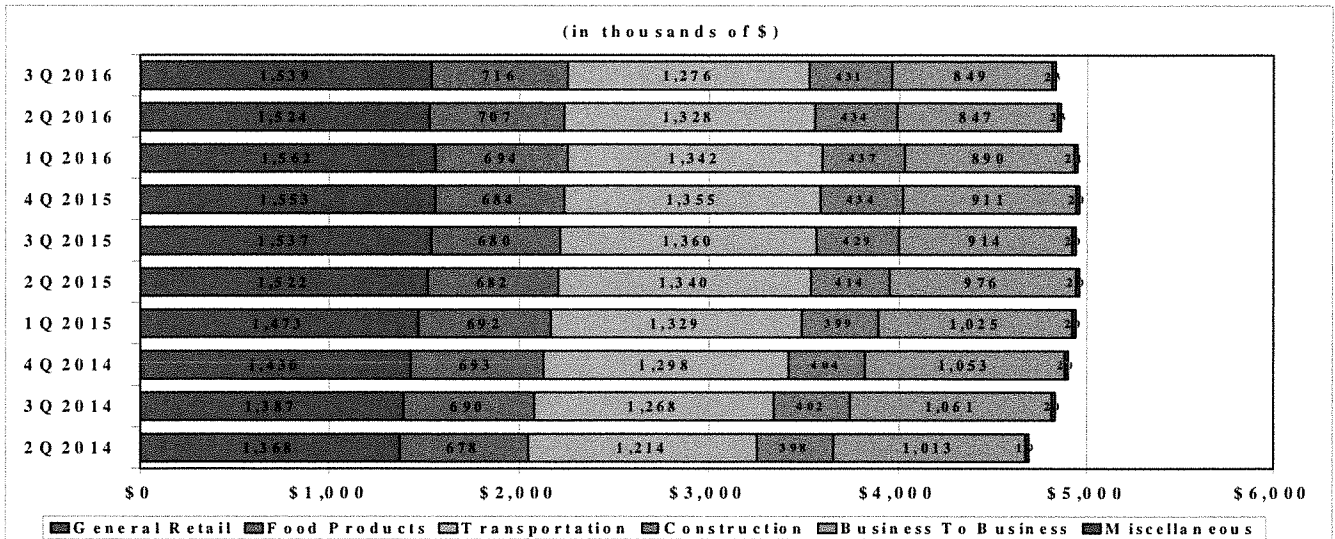
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HISTORICAL SALES TAX AMOUNTS

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

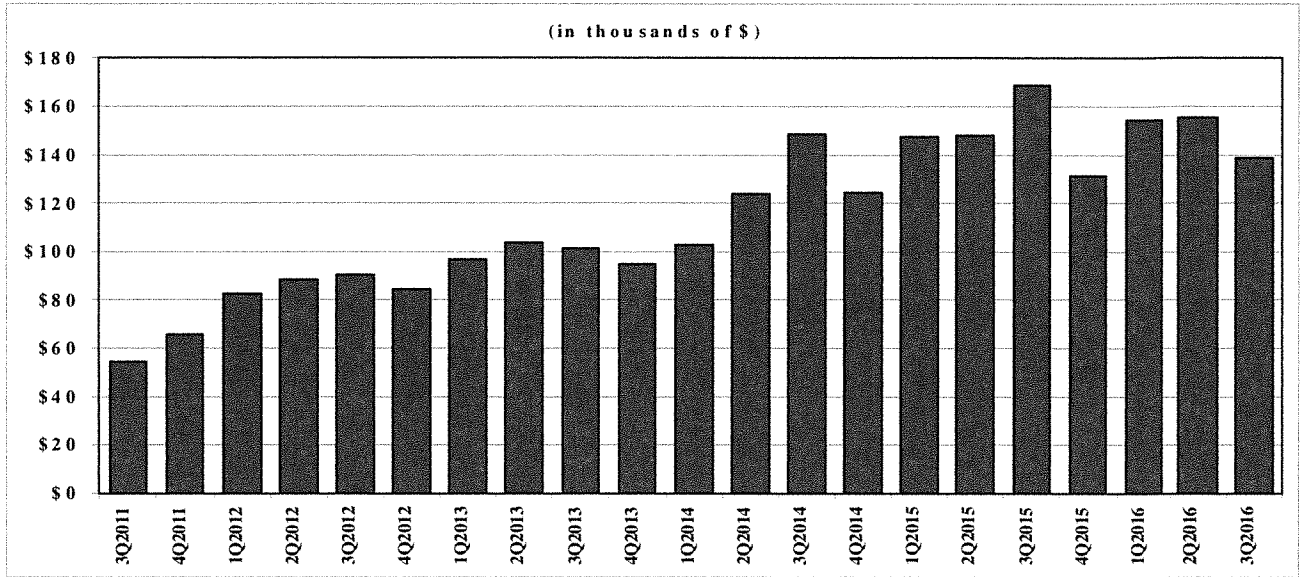


ANNUAL SALES TAX BY BUSINESS CATEGORY



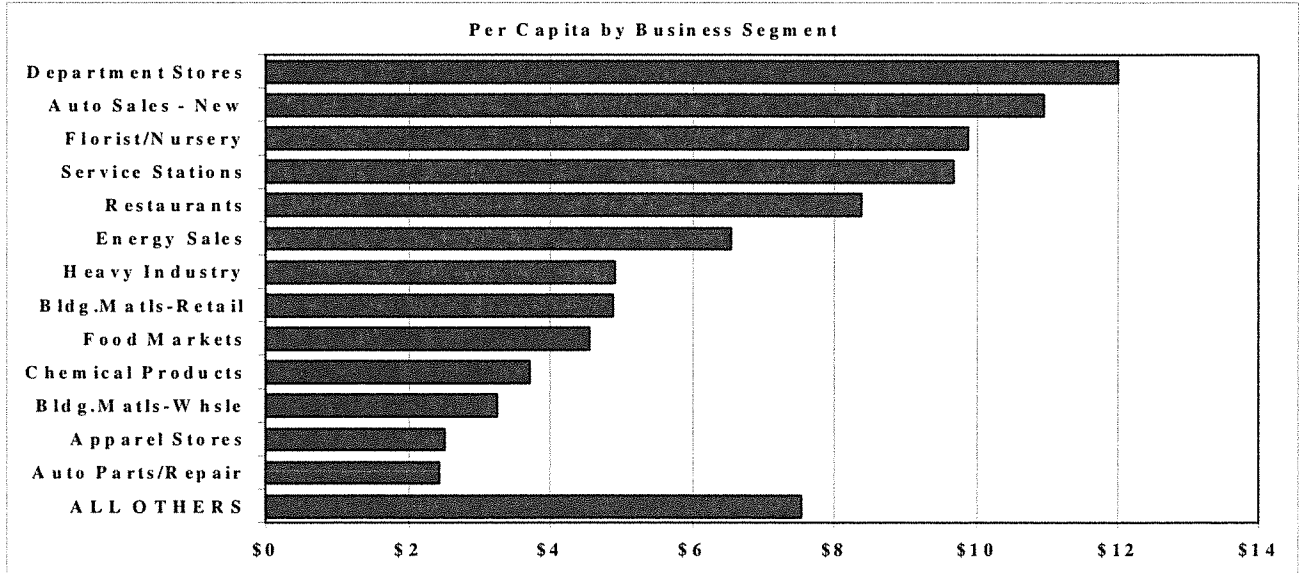
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FIVE-YEAR ECONOMIC TREND: Auto Sales - New



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2015 to June 2016.



City of Delano

FINAL RESULTS: April-June 2016 Sales

Local Net Cash Collections	\$1,581,808
Less: Pool Amounts	(\$161,967)
Less: Prior Quarter Payments	(\$70,777)
Add: Late Payments	\$41,478
Local Net Economic Collections after Adjustments	<hr/> \$1,390,541
Percent Change from April-June 2015 Sales	DOWN BY 5.6%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$2,409
Total to Date	\$372,156