



City of Delano

Sales Tax Digest Summary

Collections through March 2013
Sales through December 2012 (2012Q4)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 3.5% over the same quarter from the previous year, with Northern California reporting a 3.9% increase compared to 3.1% for Southern California. Receipts for the City of Delano changed by .4% over the same periods.

A statewide look at economic performance still indicates upward movement, but the pace seems to be slowing. The boom in the sale of new vehicles continues, with sales up 25% in 2012 over the prior year, but a more modest 8% to 10% growth is projected for 2013. Gasoline prices are still predicted to rise through the summer, but to be lower by the end of 2013 than they were at the end of 2012. The residential real estate market continues to show some progress. The number of single family homes sold was down 3.9% from last year. The median price was up 24.1%, but down 8.1% from the prior month. The Unemployment Rate for January was 10.4%, down 0.9% from the previous year. The best job growth continues to be in Computer related industries and Scientific Research and Development. Retail and Food Services Sales are up 4.6% nationally compared to February of last year.

LOCAL RESULTS

Net Cash Receipts Analysis

Local Collections	\$842,166
Share of County Pool (2.79%)	131,945
Share of State Pool (.07%)	625
SBE Net Collections	974,736
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(9,407)
Net 4Q2012 Receipts	965,329
Net 4Q2011 Receipts	961,925
Actual Percentage Change	.4%

Business Activity Performance Analysis

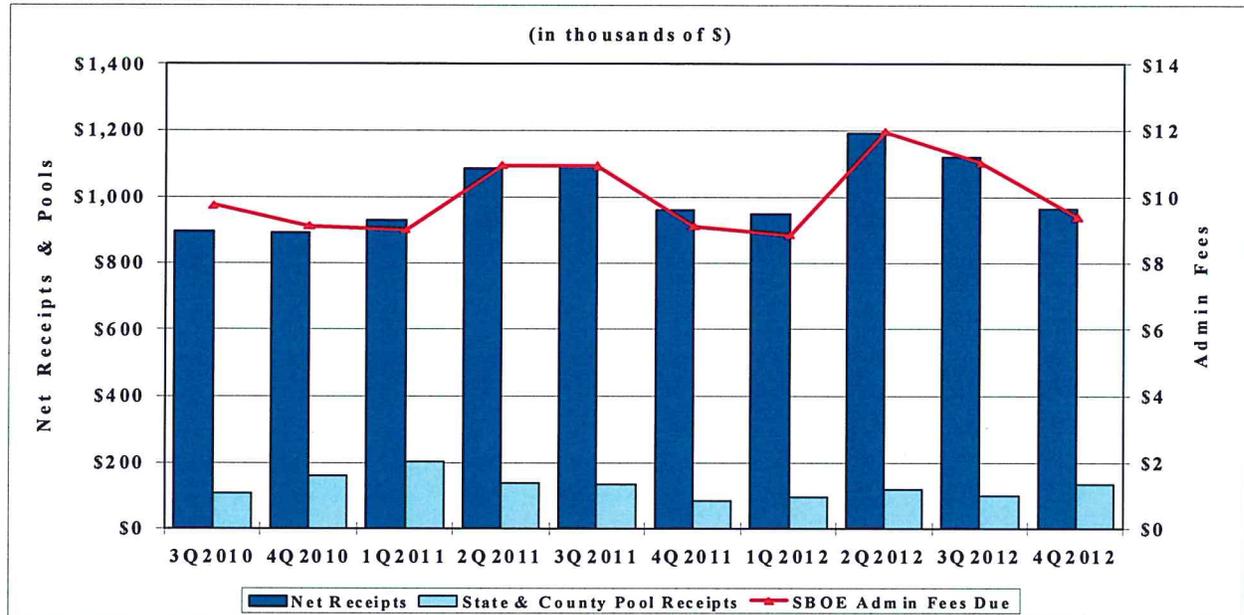
Local Collections	\$842,166
Less: Payments for Prior Periods	(12,158)
Preliminary 4Q2012 Collections	830,008
Projected 4Q2012 Late Payments	41,885
Projected 4Q2012 Final Results	871,893
Actual 4Q2011 Results	871,313

City of Delano

Projected Percentage Change

.1%

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 January 2012 to December 2012. The Top 25 Sales/Use Tax contributors generate 76.0% of Delano's total sales and use tax revenue.

ARCO AM/PM MINI MARTS

AUTOZONE

BERCHTOLD EQUIPMENT COMPANY

BUTTONWILLOW WAREHOUSE COMPANY

CENTRAL VALLEY OFFICE SUPPLY

CHEVRON SERVICE STATIONS

CROP PRODUCTION SERVICES

DACO FARM SUPPLY

DELANO BUILDING MATERIALS

DELANO FAMILY MOTORS USED CARS

FACTORY 2-U

FASTRIP SERVICE STATIONS

GREG'S PETROLEUM SERVICE

HOME DEPOT

J C PENNEY COMPANY

K MART STORES

KING'S LIQUOR

MCDONALD'S RESTAURANTS

NORTH KERN MACHINERY

RITE AID DRUG STORES

SMART & FINAL

TACO BELL

TESORO SERVICE STATIONS

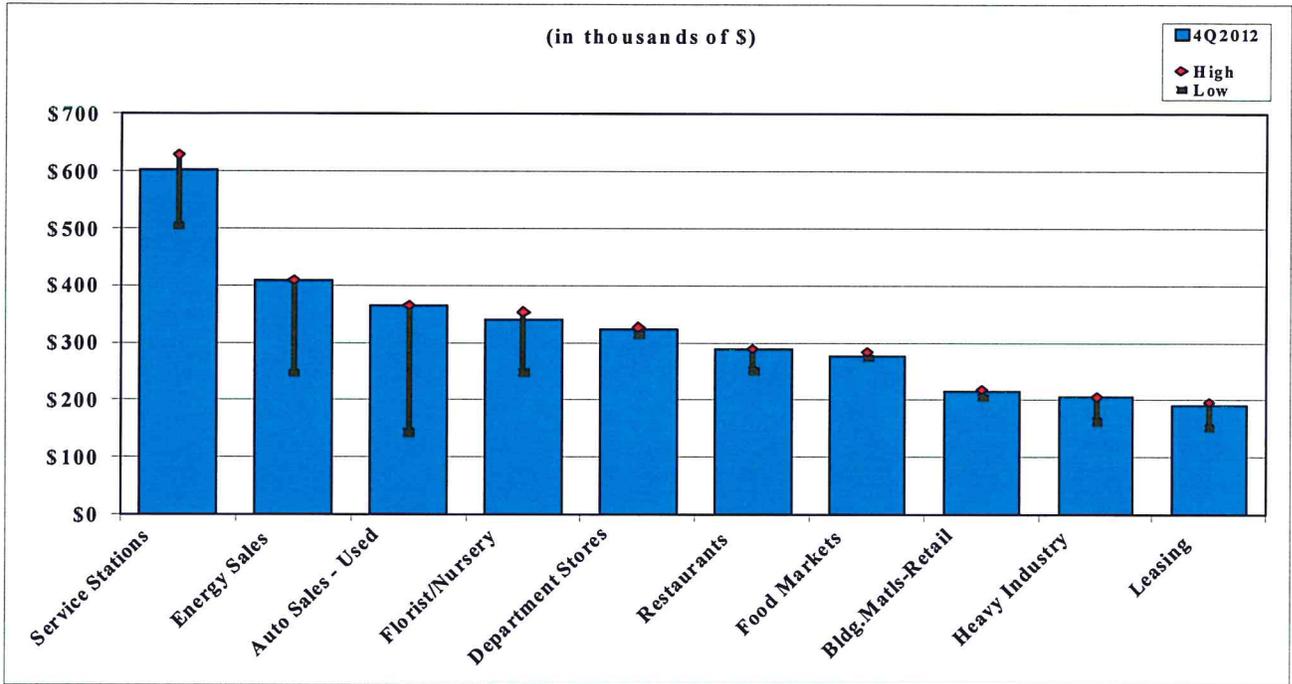
VALLARTA SUPERMARKET

ZEE MINI MART

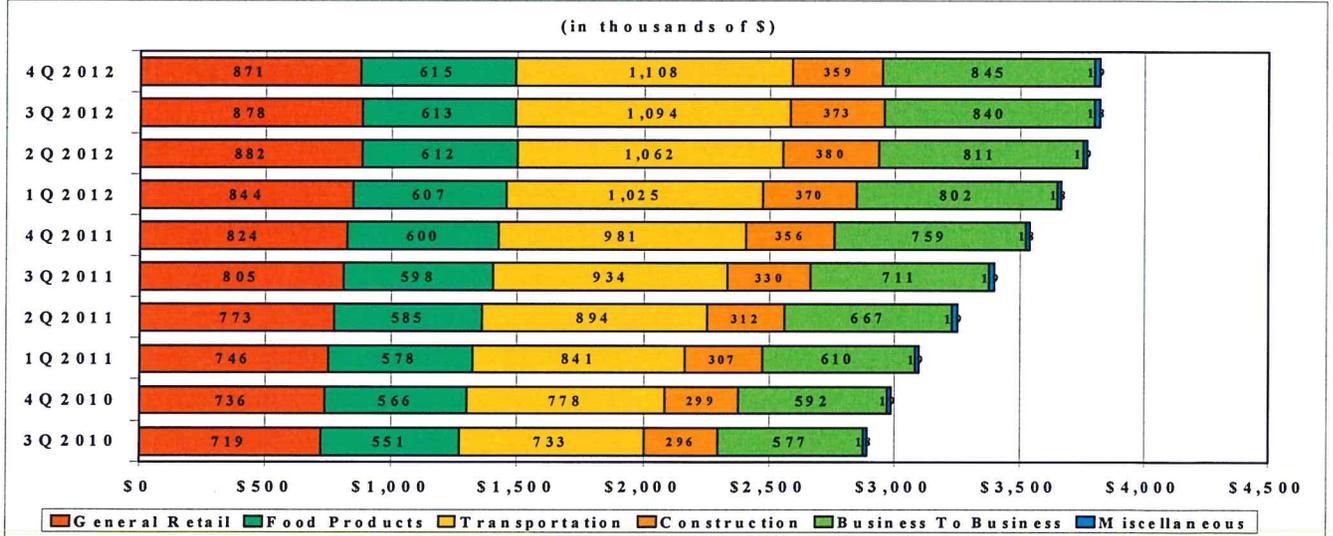
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HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through December 2012, the highs, and the lows for each segment over the last two years.

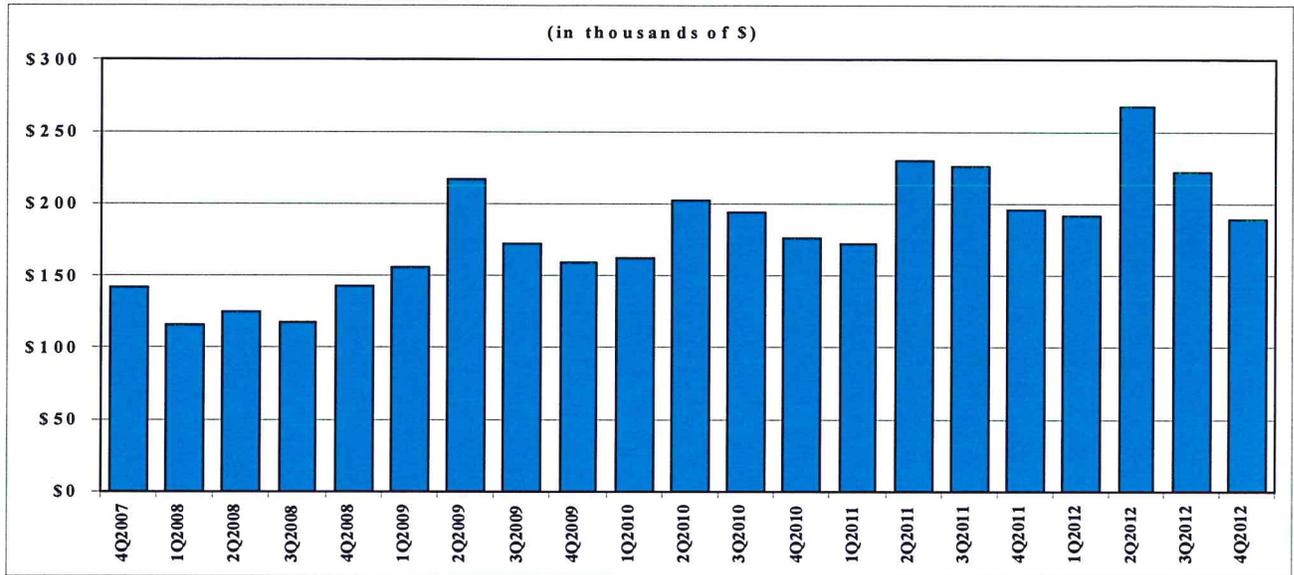


ANNUAL SALES TAX BY BUSINESS CATEGORY



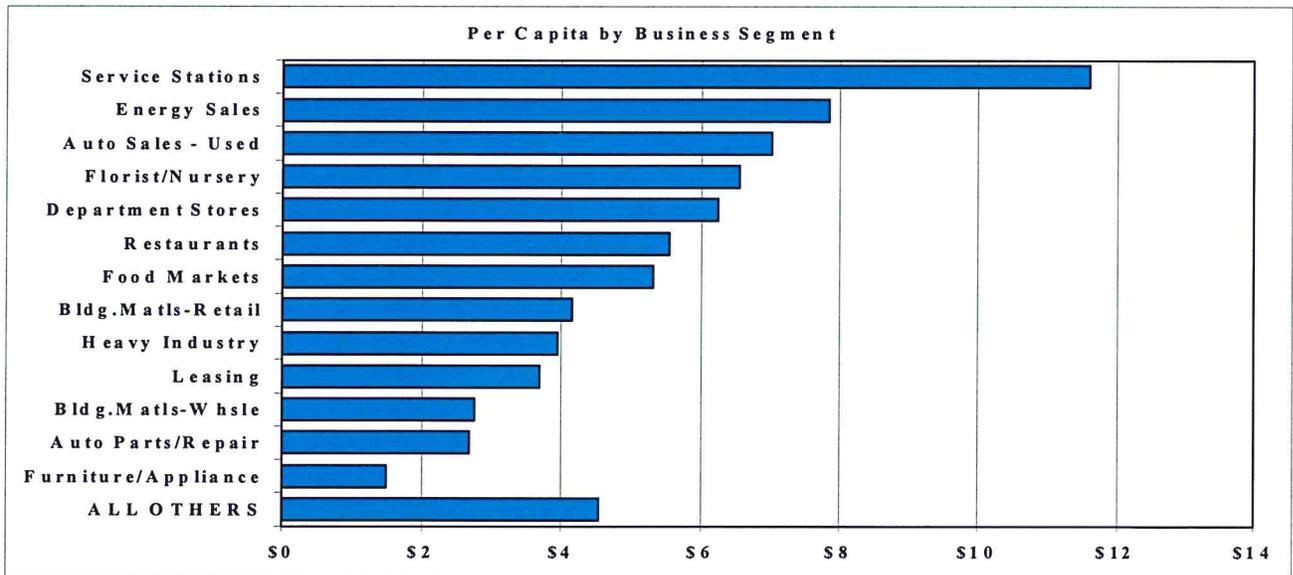
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FIVE-YEAR ECONOMIC TREND: General Retail



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from January 2012 to December 2012.



City of Delano

FINAL RESULTS: July-September 2012 Sales

Local Net Cash Collections	\$1,121,273
Less: Pool Amounts	(\$87,673)
Less: Prior Quarter Payments	(\$39,044)
Add: Late Payments	\$2,169
Local Net Economic Collections after Adjustments	<hr/> \$996,724
Percent Change from July-September 2011 Sales	UP BY 5.3%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$3,188
Total to Date	\$0