



City of Delano Sales Tax Digest Summary

Collections through June 2013
Sales through March 2013 (2013Q1)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 6.7% over the same quarter from the previous year, with Northern California reporting a 6.7% increase compared to 6.6% for Southern California. Receipts for the City of Delano changed by 26.1% over the same periods.

A statewide look at economic performance indicates steady gains. The number of new Light Vehicles sold continues to rise. Sales for January through May are up 7.3% over the same period last year. Gasoline prices are still predicted to rise through the summer, but to be lower on average by the end of 2013 than they were at the end of 2012. The residential real estate market shows real progress. The number of single family homes sold was 42,293 in May, the highest number sold in the month of May since May of 2006. The median price was \$ 340,000, the highest for any month since April of 2008. The Construction Industry is gaining momentum. The number of building permits issued in May was 20.8% higher than the annual rate for last year. Housing Starts were 6.8% above the annual rate for April and 28.6% higher than the annual rate for May of last year. Housing Completions were 12.6% higher than the annual rate for May of 2012. The Unemployment Rate for May was 8.6%, down 2.1% from the previous year.

LOCAL RESULTS

Net Cash Receipts Analysis

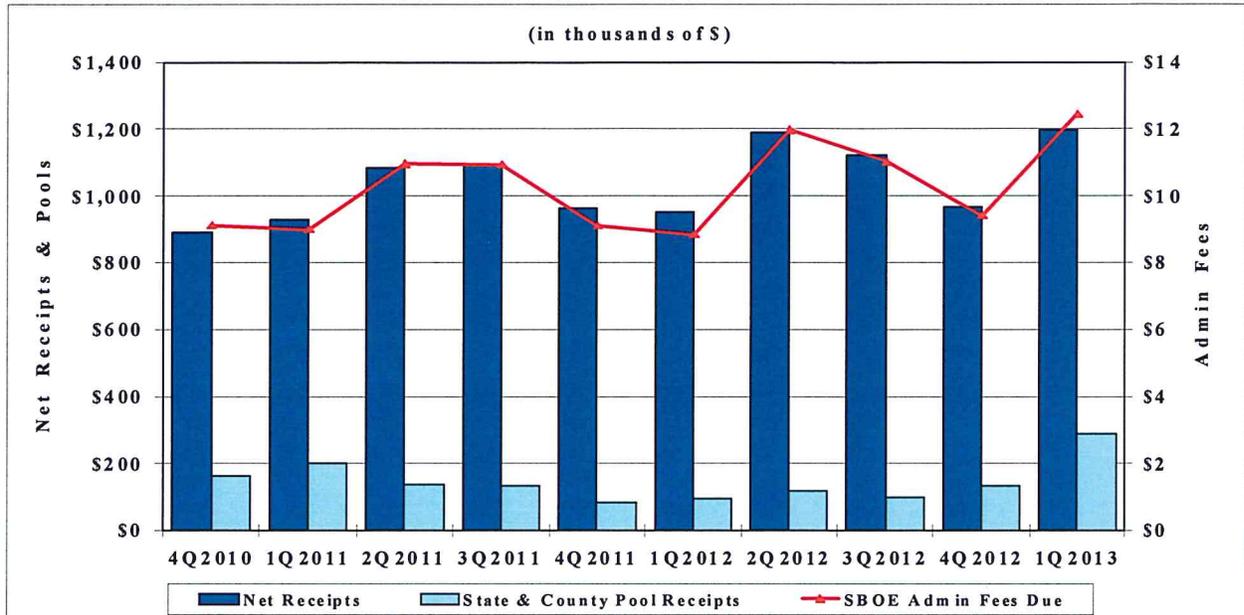
Local Collections	\$923,798
Share of County Pool (3.16%)	285,984
Share of State Pool (.09%)	783
SBE Net Collections	1,210,565
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(12,465)
Net 1Q2013 Receipts	1,198,100
Net 1Q2012 Receipts	950,050
Actual Percentage Change	26.1%

Business Activity Performance Analysis

Local Collections	\$923,798
Less: Payments for Prior Periods	(55,679)
Preliminary 1Q2013 Collections	868,119
Projected 1Q2013 Late Payments	43,980
Projected 1Q2013 Final Results	912,099
Actual 1Q2012 Results	885,599
Projected Percentage Change	3.0%

City of Delano

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

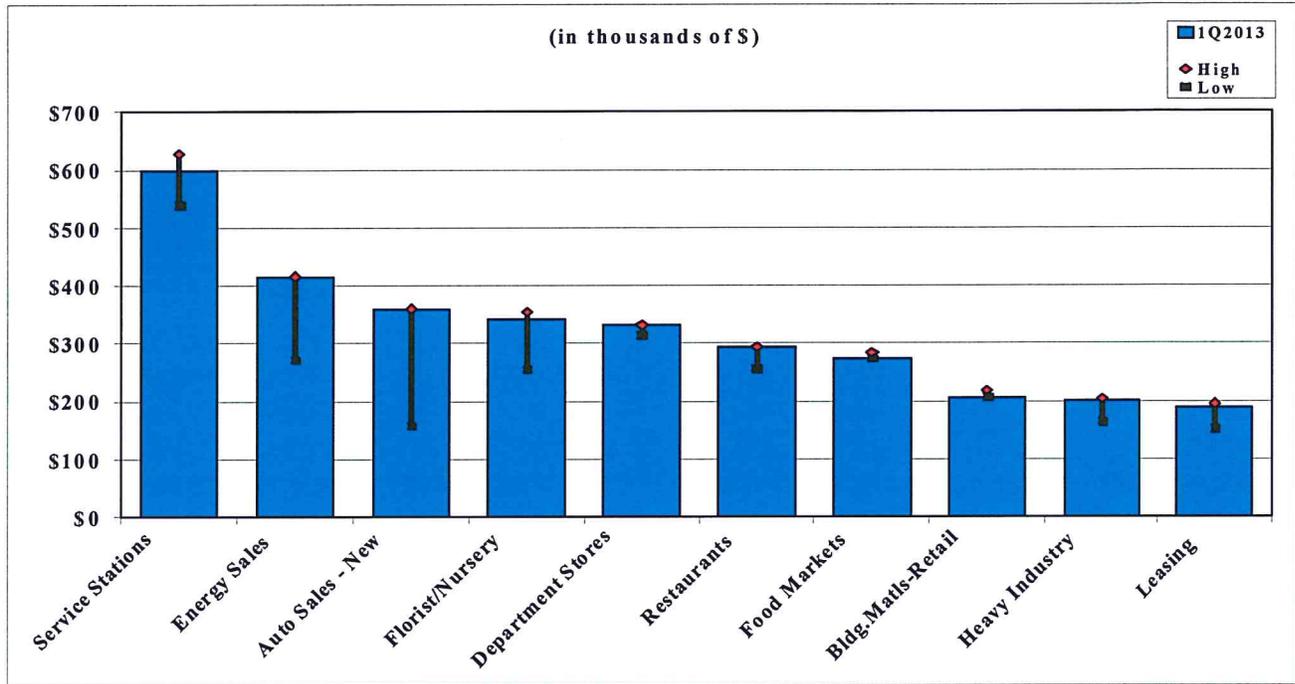
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from April 2012 to March 2013. The Top 25 Sales/Use Tax contributors generate 75.8% of Delano's total sales and use tax revenue.

- | | |
|--------------------------------|-------------------------|
| 99 CENTS ONLY STORES | HOME DEPOT |
| 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 | RITE AID DRUG STORES |
| CHEVRON SERVICE STATIONS | SMART & FINAL |
| CROP PRODUCTION SERVICES | TACO BELL |
| DACO FARM SUPPLY | TESORO SERVICE STATIONS |
| DELANO CHEVROLET BUICK GMC | VALLARTA SUPERMARKET |
| FACTORY 2-U | WALGREEN'S DRUG STORES |
| FASTRIP SERVICE STATIONS | ZEE MINI MART |
| GREG'S PETROLEUM SERVICE | |

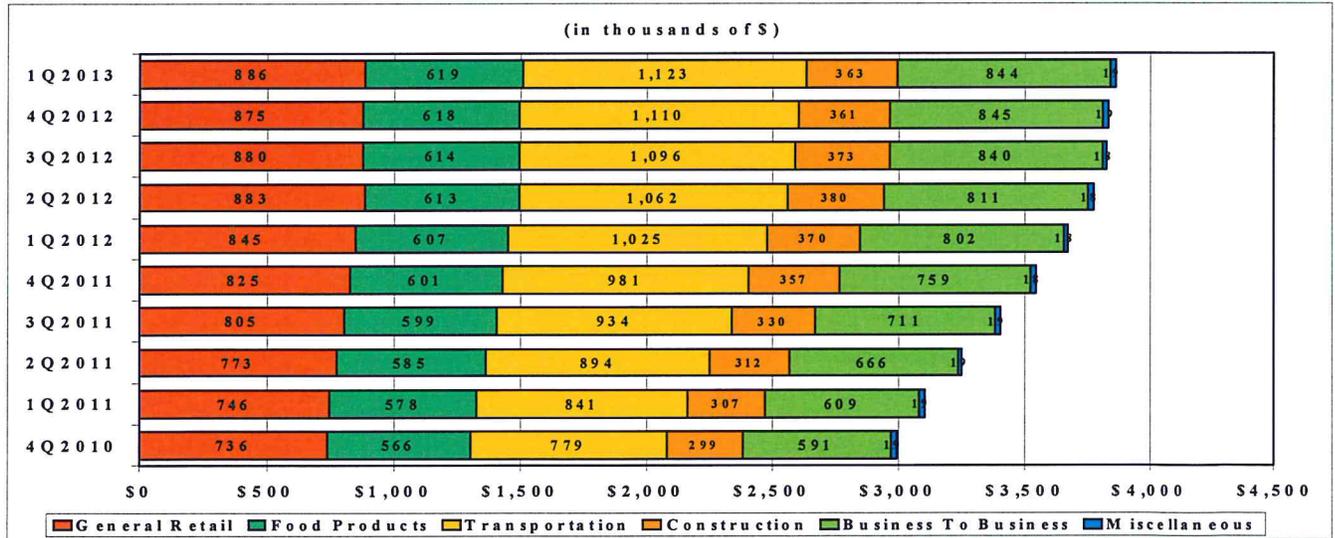
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HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through March 2013, the highs, and the lows for each segment over the last two years.

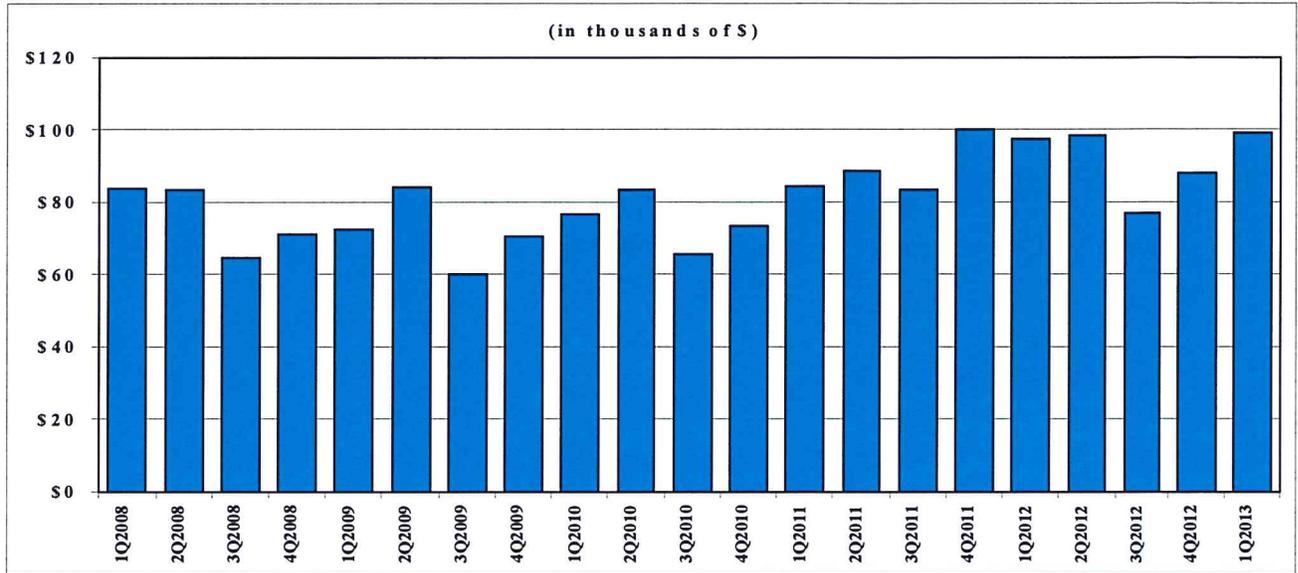


ANNUAL SALES TAX BY BUSINESS CATEGORY



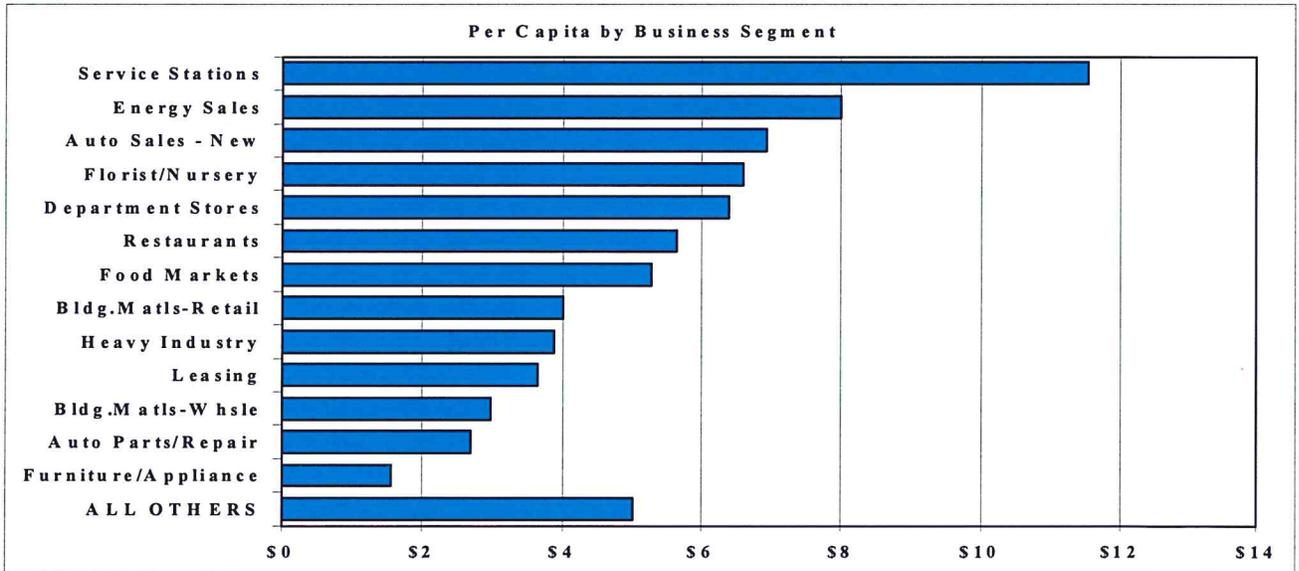
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FIVE-YEAR ECONOMIC TREND: Construction



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from April 2012 to March 2013.



City of Delano

FINAL RESULTS: October-December 2012 Sales

Local Net Cash Collections	\$965,329
Less: Pool Amounts	(\$123,163)
Less: Prior Quarter Payments	(\$12,158)
Add: Late Payments	\$48,156
Local Net Economic Collections after Adjustments	\$878,164
Percent Change from October-December 2011 Sales	UP BY .8%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$1,802
Total to Date	\$0