



# City of Delano

## Sales Tax Digest Summary

**Collections through December 2012**  
**Sales through September 2012 (2012Q3)**

### **CALIFORNIA'S ECONOMIC OUTLOOK**

California sales tax receipts increased by 8.1% over the same quarter from the previous year, with Northern California reporting a 7.4% increase compared to 8.6% for Southern California. Receipts for the City of Delano changed by 2.6% over the same periods.

A statewide look at economic performance continues to indicate upward movement, but at a slightly slower pace. The boom in the sale of new vehicles continues, with sales up 35% over the prior year. Gasoline prices are actually predicted to rise through the summer, but to be lower than they are now by the end of 2013. The residential real estate market continues to show steady progress. The number of single family homes sold was up 2.3% from last year. The median price rose 15.5%, showing an increase for the seventh month in a row. The Unemployment Rate for November was 9.8%, down 1.5% from the previous year. The best job growth continues to be in Computer related industries and Scientific Research and Development. Holiday Retail Sales were weaker than expected and grew by only 0.7%, down from 2% a year ago.

### **LOCAL RESULTS**

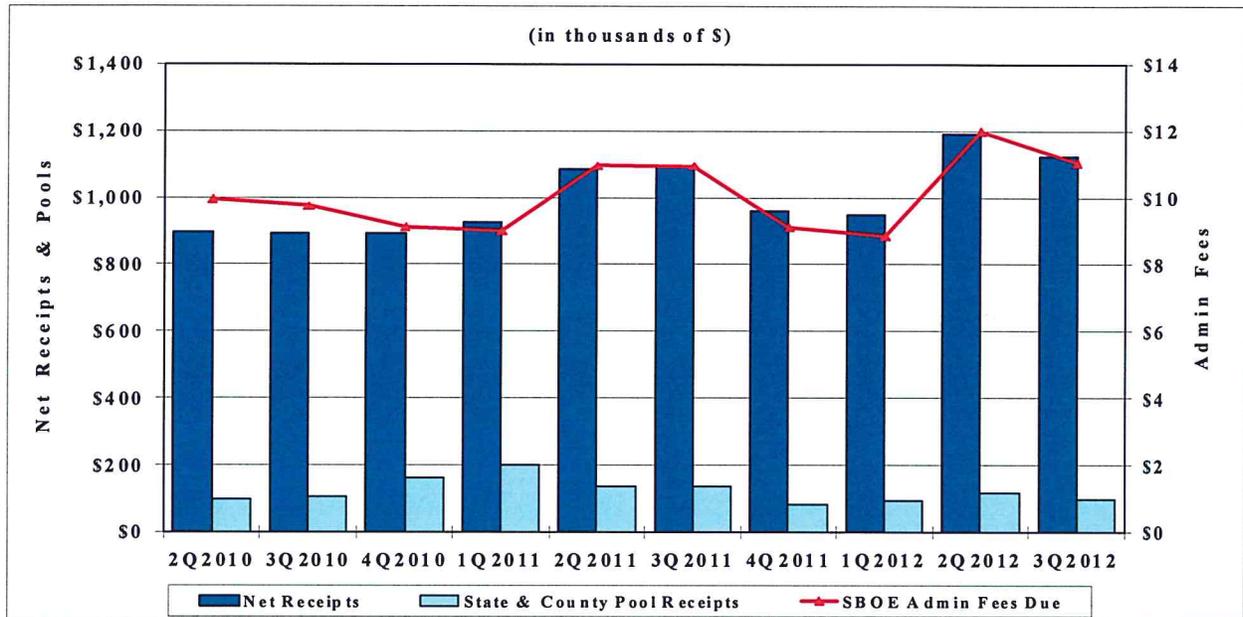
#### **Net Cash Receipts Analysis**

Local Collections	\$1,033,599
Share of County Pool (3.15%)	99,079
Share of State Pool (.08%)	-368
SBE Net Collections	1,132,311
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(11,038)
Net 3Q2012 Receipts	1,121,273
Net 3Q2011 Receipts	1,092,886
Actual Percentage Change	2.6%

#### **Business Activity Performance Analysis**

Local Collections	\$1,033,599
Less: Payments for Prior Periods	(39,044)
Preliminary 3Q2012 Collections	994,555
Projected 3Q2012 Late Payments	4,720
Projected 3Q2012 Final Results	999,275
Actual 3Q2011 Results	946,261
Projected Percentage Change	5.6%

## HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



### TOP 25 SALES/USE TAX CONTRIBUTORS

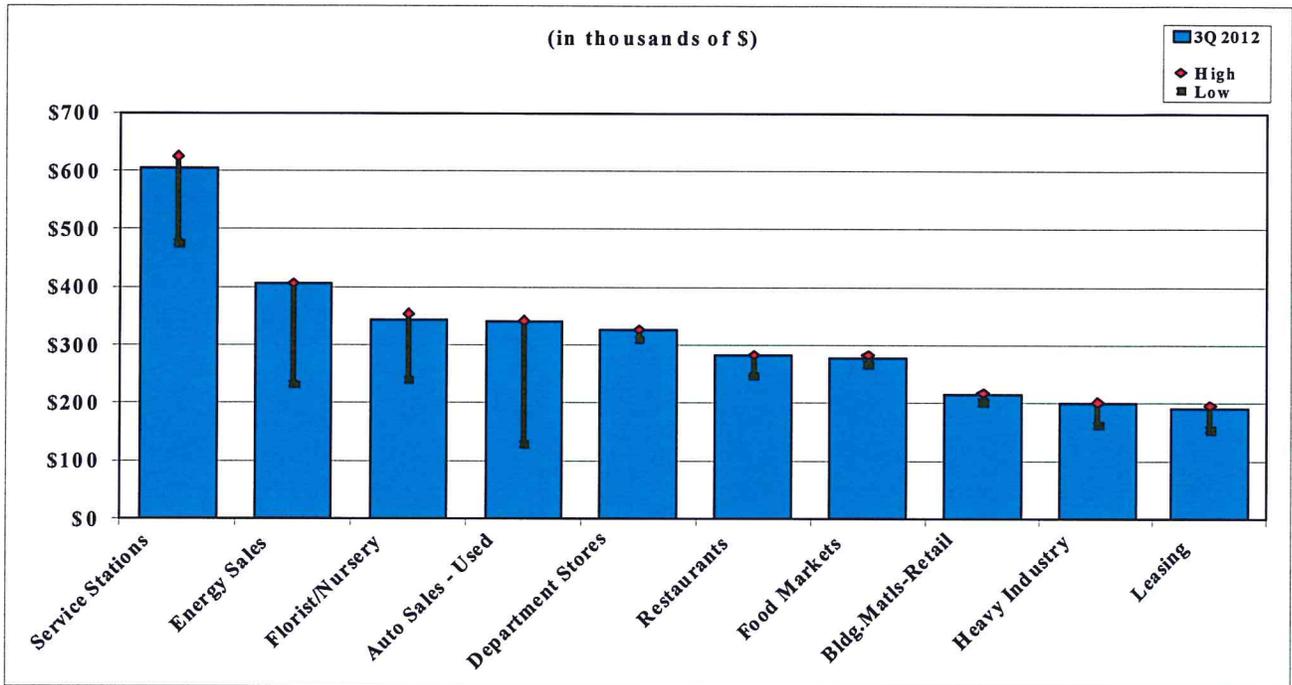
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from October 2011 to September 2012. The Top 25 Sales/Use Tax contributors generate 76.2% of Delano's total sales and use tax revenue.

- |                                |                             |
|--------------------------------|-----------------------------|
| ARCO AM/PM MINI MARTS          | J C PENNEY COMPANY          |
| AUTOZONE                       | K MART STORES               |
| BERCHTOLD EQUIPMENT COMPANY    | KING'S LIQUOR               |
| BUTTONWILLOW WAREHOUSE COMPANY | MCDONALD'S RESTAURANTS      |
| CENTRAL VALLEY OFFICE SUPPLY   | NORTH KERN MACHINERY        |
| CHEVRON SERVICE STATIONS       | RITE AID DRUG STORES        |
| CROP PRODUCTION SERVICES       | SAN JOAQUIN TRACTOR COMPANY |
| DACO FARM SUPPLY               | SMART & FINAL               |
| DELANO FAMILY MOTORS USED CARS | TACO BELL                   |
| FACTORY 2-U                    | TESORO SERVICE STATIONS     |
| FASTRIP SERVICE STATIONS       | VALLARTA SUPERMARKET        |
| GREG'S PETROLEUM SERVICE       | ZEE MINI MART               |
| HOME DEPOT                     |                             |

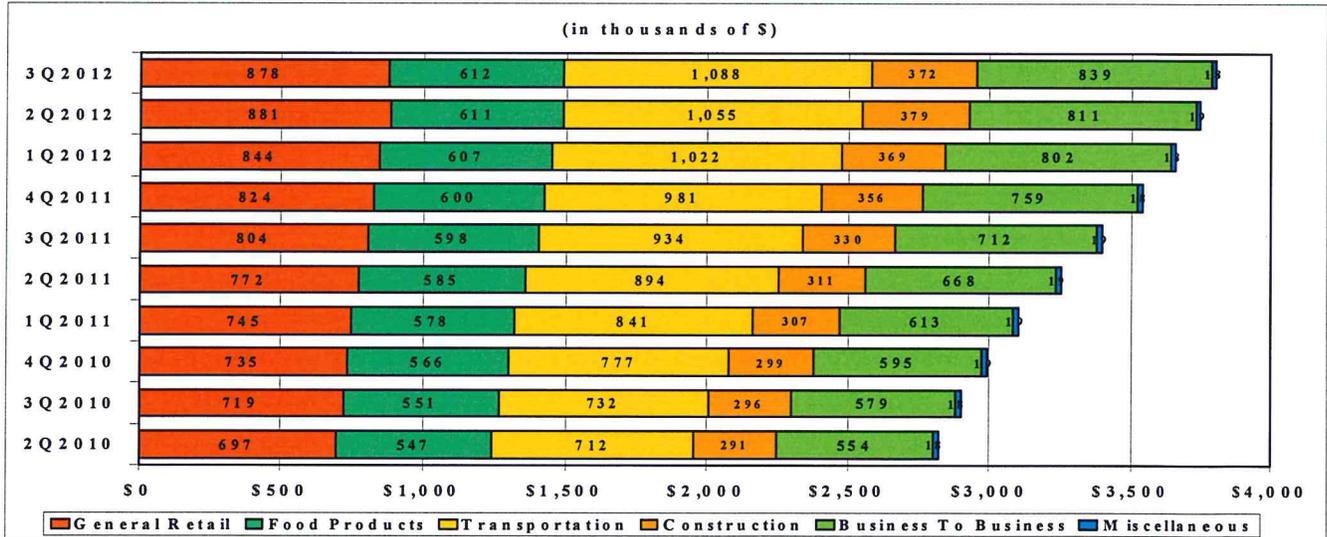
# City of Delano

## HISTORICAL SALES TAX AMOUNTS

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

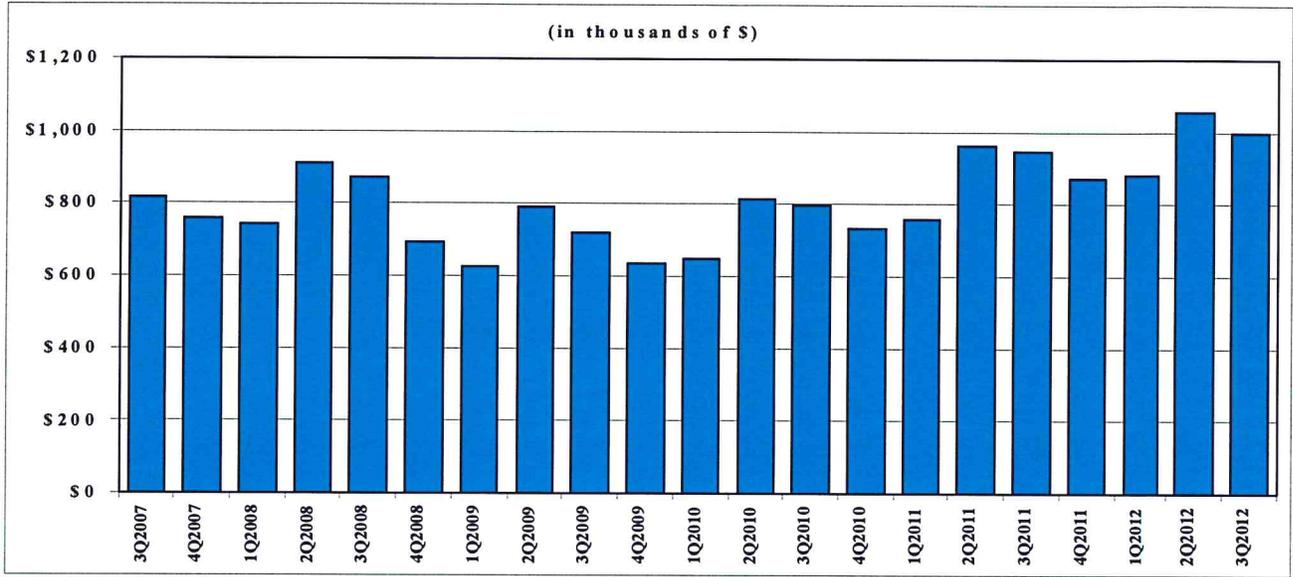


## ANNUAL SALES TAX BY BUSINESS CATEGORY



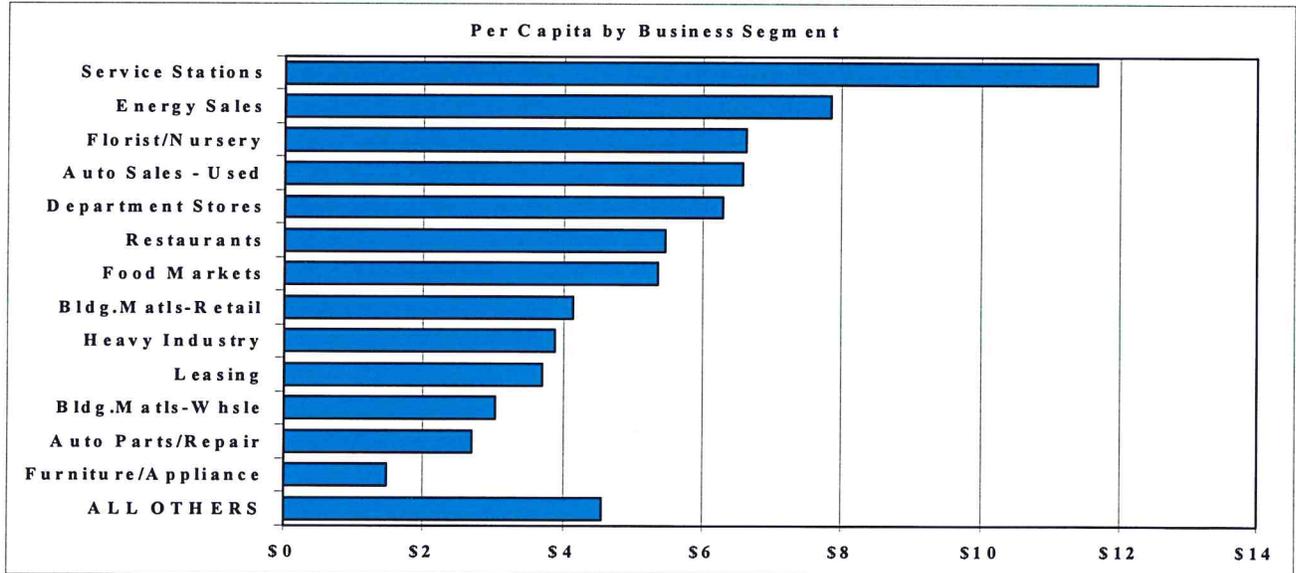
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## FIVE-YEAR ECONOMIC TREND: All Businesses



## PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from October 2011 to September 2012.



# City of Delano

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## **FINAL RESULTS: April-June 2012 Sales**

Local Net Cash Collections	\$1,191,267
Less: Pool Amounts	(\$104,381)
Less: Prior Quarter Payments	(\$84,166)
Add: Late Payments	\$53,875
Local Net Economic Collections after Adjustments	<hr/> \$1,056,596
Percent Change from January-March 2011 Sales	UP BY 9.8%

## **MUNISERVICES' ON-GOING AUDIT RESULTS**

This Quarter	\$3,809
Total to Date	\$0