



# City of Delano

## Sales Tax Digest Summary

Collections through September 2012  
Sales through June 2012 (2012Q2)

### CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 6.8% over the same quarter from the previous year, with Northern California reporting a 7.1% increase compared to 6.6% for Southern California. Receipts for the City of Delano changed by 9.9% over the same periods.

A statewide look at economic performance continues to indicate upward movement. Construction and Business to Business showed increases in employment of 5% over the prior year. Transportation shows continued growth. Sales of new vehicles are up 27.4% over the prior year, fueled by 'baby boomers' purchasing cars as they enter retirement. Gasoline prices also continue to climb. The residential real estate market shows signs of beginning to come back. The number of single family homes sold was up 8.5% from last year. The median price rose 8.1%. While improvements show positive signs, California is still years away from a complete recovery. Overall statewide job growth was only 2% and there remains a troubling gap between the number of jobs being created and the number of people entering and remaining in the workforce.

### LOCAL RESULTS

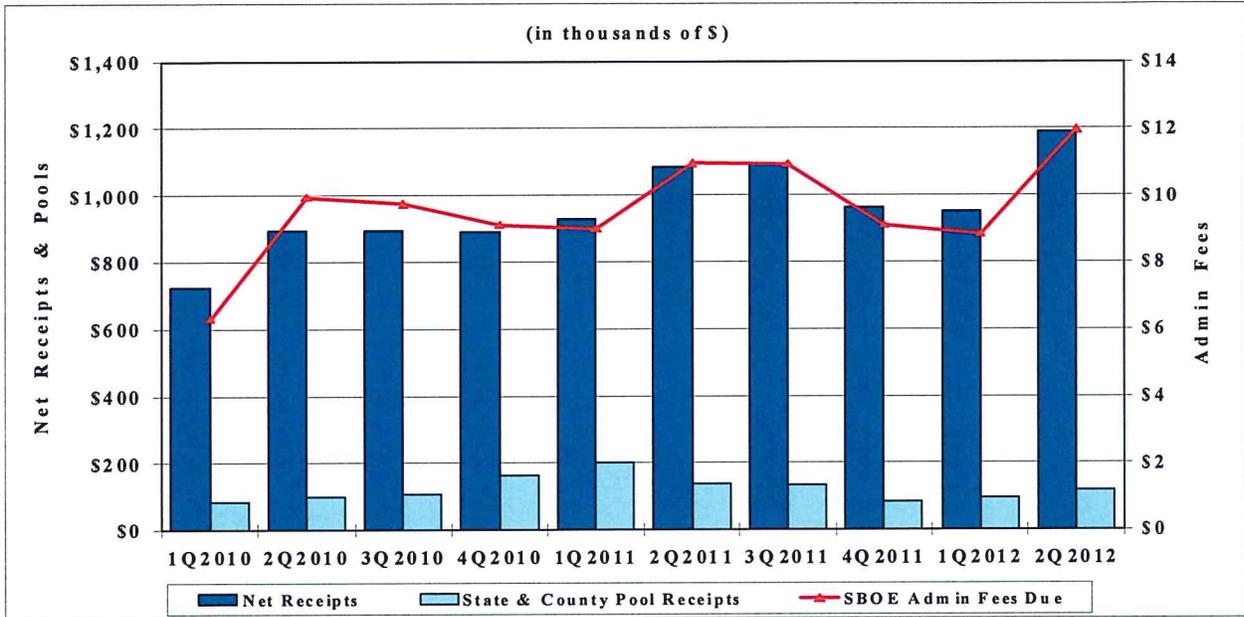
#### Net Cash Receipts Analysis

Local Collections	\$1,086,886
Share of County Pool (3.22%)	115,285
Share of State Pool (.09%)	1,078
SBE Net Collections	1,203,249
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(11,982)
Net 2Q2012 Receipts	1,191,267
Net 2Q2011 Receipts	1,084,031
Actual Percentage Change	9.9%

#### Business Activity Performance Analysis

Local Collections	\$1,086,886
Less: Payments for Prior Periods	(84,166)
Preliminary 2Q2012 Collections	1,002,720
Projected 2Q2012 Late Payments	41,170
Projected 2Q2012 Final Results	1,043,890
Actual 2Q2011 Results	961,970
Projected Percentage Change	8.5%

## HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



### TOP 25 SALES/USE TAX CONTRIBUTORS

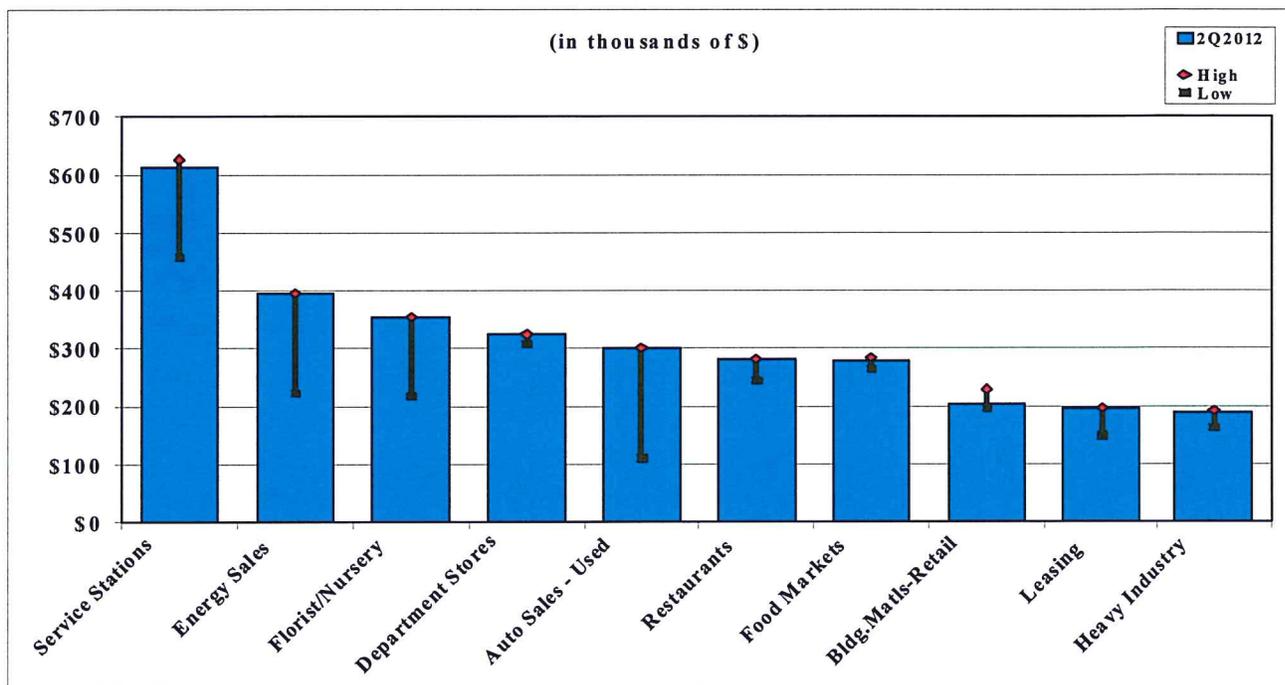
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2011 to June 2012. The Top 25 Sales/Use Tax contributors generate 76.3% of Delano's total sales and use tax revenue.

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

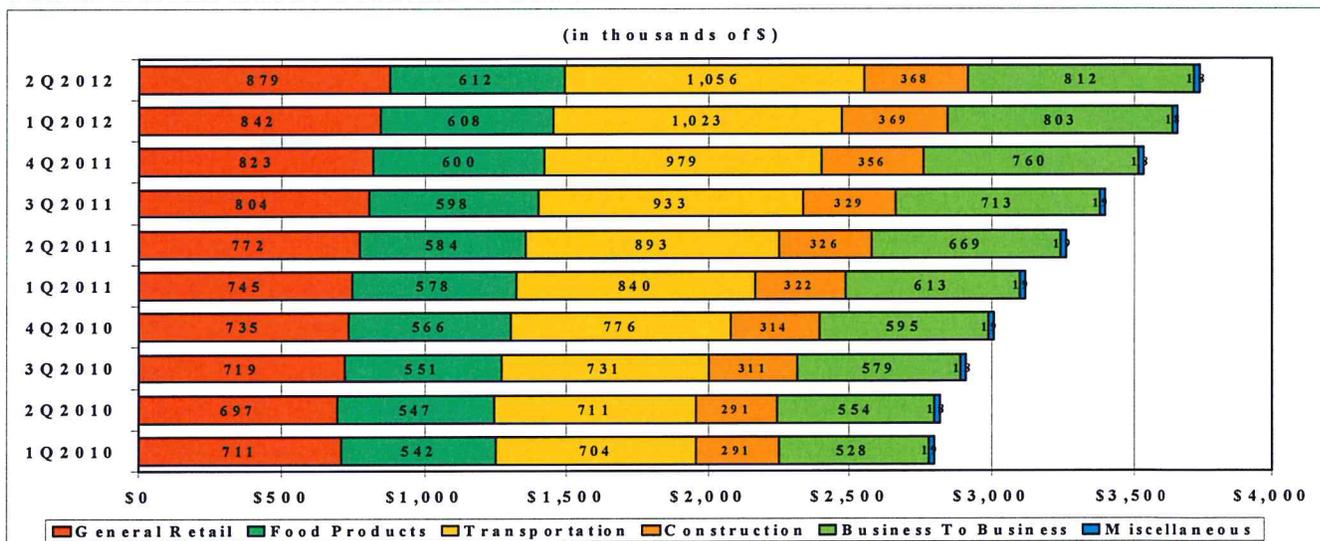
# City of Delano

## HISTORICAL SALES TAX AMOUNTS

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

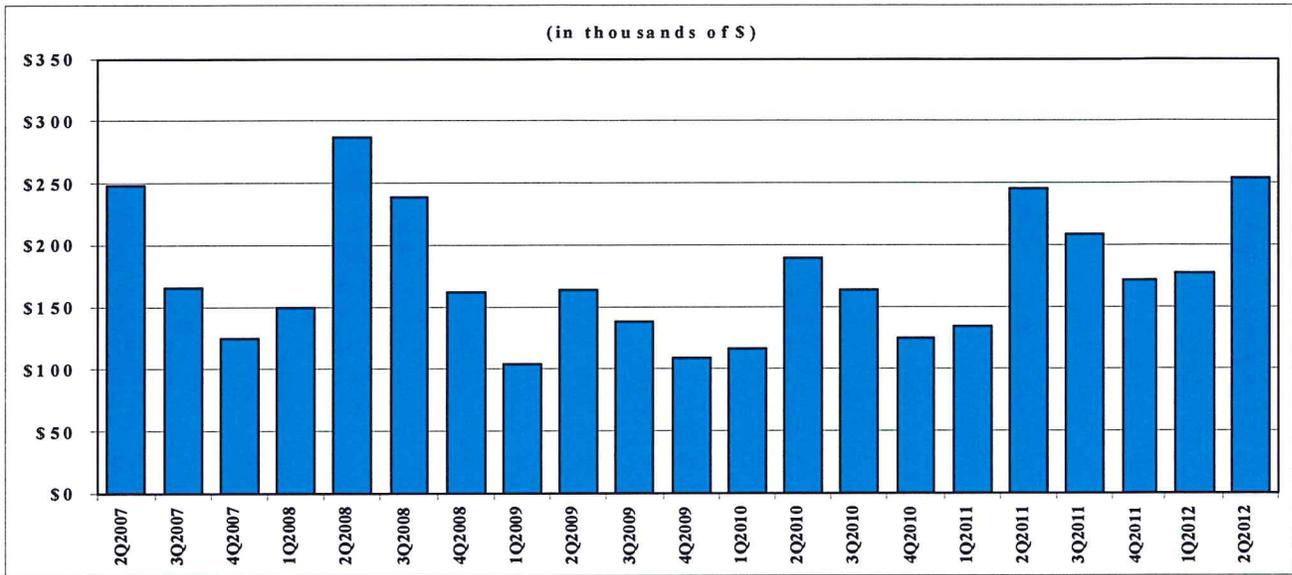


## ANNUAL SALES TAX BY BUSINESS CATEGORY



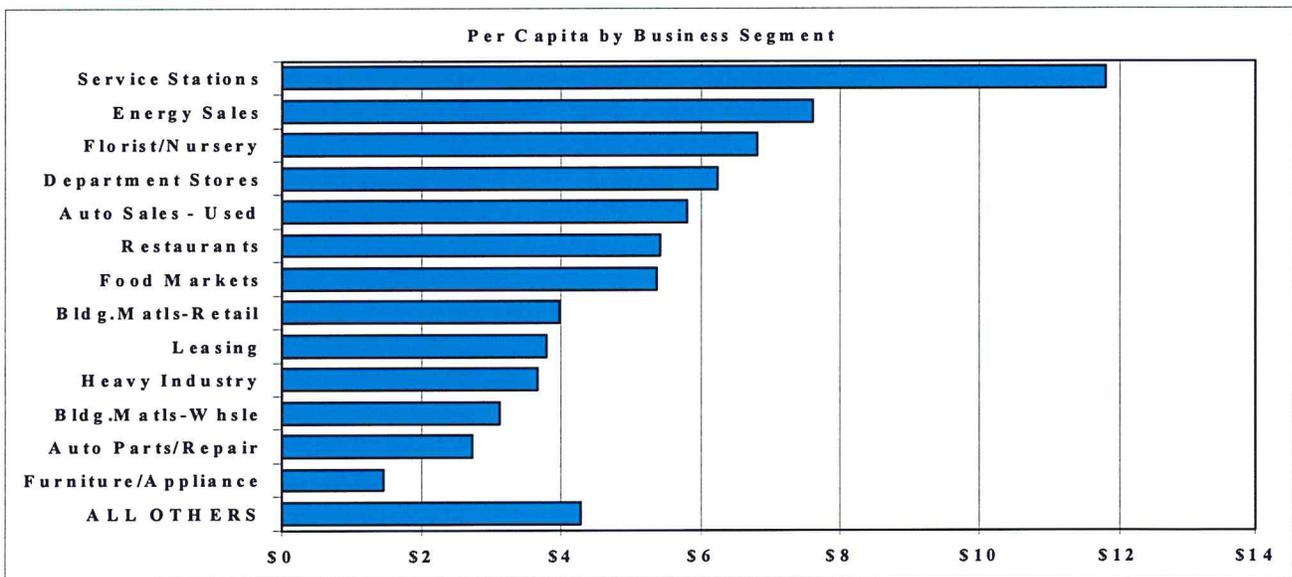
# City of Delano

## FIVE-YEAR ECONOMIC TREND: Business To Business



## PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2011 to June 2012.



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## **FINAL RESULTS: January-March 2012 Sales**

Local Net Cash Collections	\$950,050
Less: Pool Amounts	(\$86,039)
Less: Prior Quarter Payments	(\$51,423)
Add: Late Payments	\$72,350
Local Net Economic Collections after Adjustments	<hr/> \$884,938
Percent Change from January-March 2011 Sales	UP BY 16.8%

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

This Quarter	\$1,913
Total to Date	\$218,832