



City of Delano

Sales Tax Digest Summary

Collections through September 2013
Sales through June 2013 (2013Q2)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 6.6% over the same quarter from the previous year, with Northern California reporting a 4.9% increase compared to 7.9% for Southern California. Receipts for the City of Delano changed by 14.7% over the same periods.

California's economy is on the right track. Of the largest metropolitan areas in the country, the Bay Area has the fastest Real GDP growth. Nationally, Real Gross Domestic Product was up 2.5% for 2013Q2 over 2013Q1. It was up 1.1% for 2013Q1 over 2012Q4. Personal Consumption Expenditures, (PCE), which contribute directly to Sales Tax Revenue, were a primary factor. Prices remain stable. The price index for Gross Domestic Purchases was up only 0.2% for 2013Q2 over 2013Q1. It was up 1.2% in 2013Q1.

According to the Chicago-based research firm ShopperTrak, "Retail revenue in November and December should rise by 2.4 % nationally during the biggest shopping period of this year." That compares with a 3% increase in 2012 from 2011. "Consumers remain cautious about spending and are not ready to splurge. Improvements have not been enough to sustain higher levels of spending for most Americans, who continue to juggle tepid wage gains with a higher cost of living."

LOCAL RESULTS

Net Cash Receipts Analysis

Local Collections	\$1,218,291
Share of County Pool (3.70%)	162,007
Share of State Pool (.09%)	859
SBE Net Collections	1,381,157
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(14,598)
Net 2Q2013 Receipts	1,366,558
Net 2Q2012 Receipts	1,191,267
Actual Percentage Change	14.7%

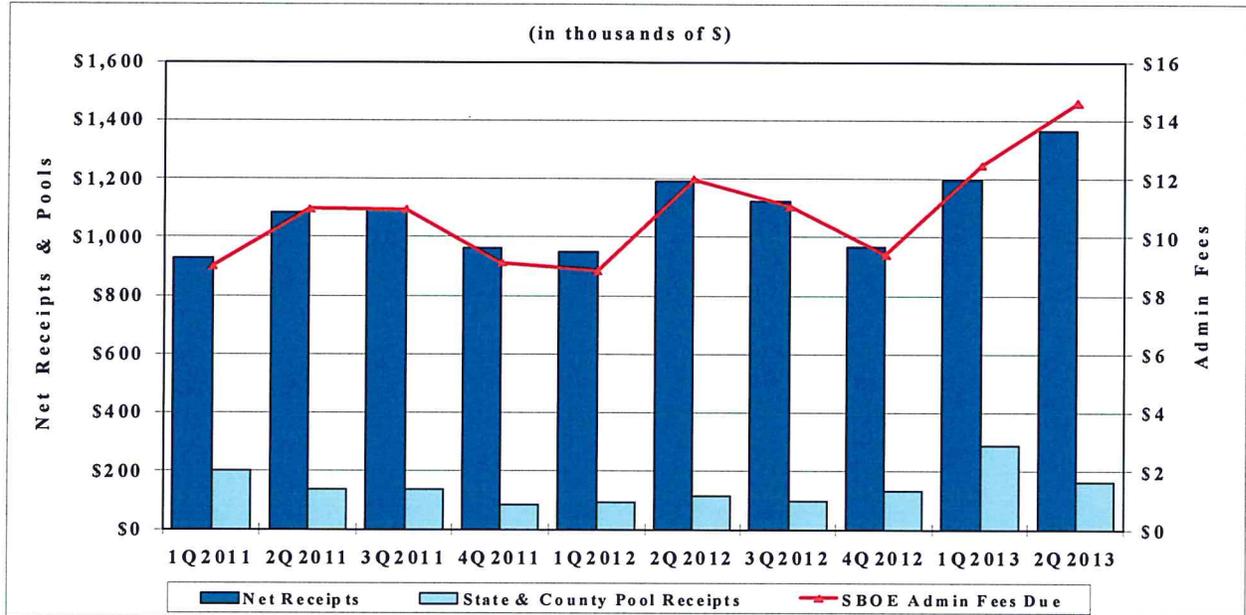
Business Activity Performance Analysis

Local Collections	\$1,218,291
Less: Payments for Prior Periods	(60,132)
Preliminary 2Q2013 Collections	1,158,159

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Projected 2Q2013 Late Payments	44,290
Projected 2Q2013 Final Results	1,202,449
Actual 2Q2012 Results	1,063,859
Projected Percentage Change	13.0%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

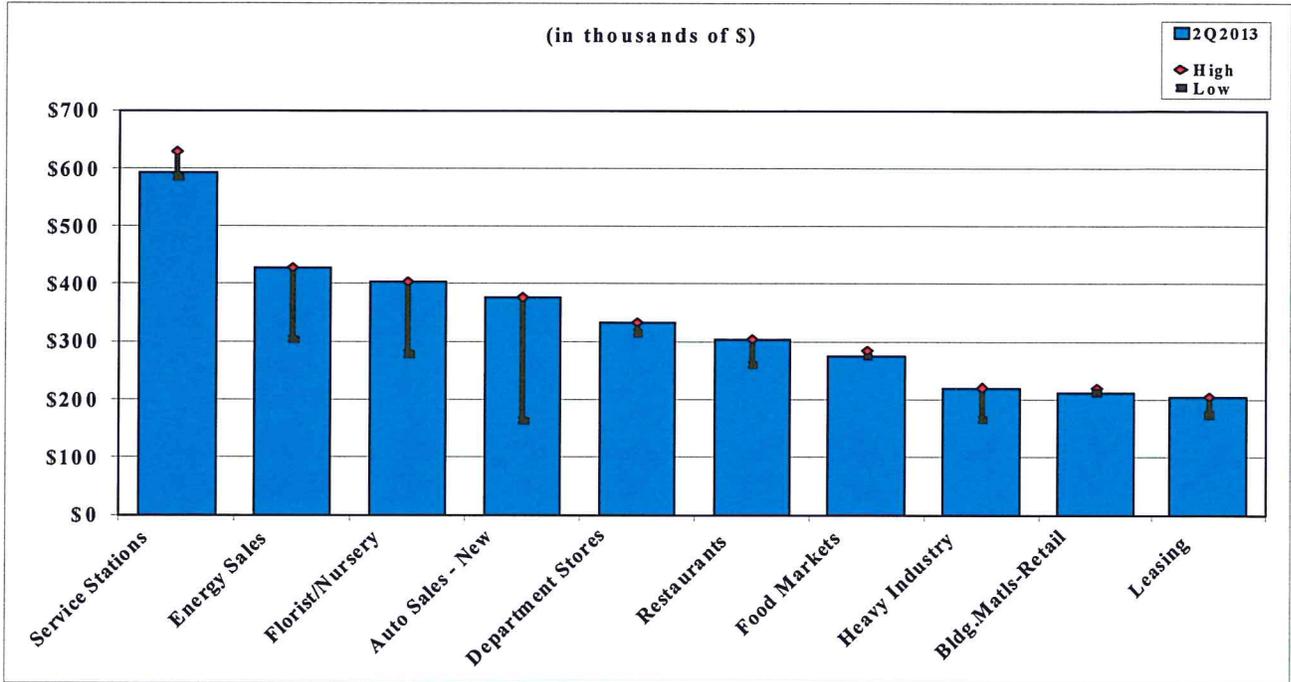
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2012 to June 2013. The Top 25 Sales/Use Tax contributors generate 76.4% of Delano's total sales and use tax revenue.

- | | |
|---|---|
| <ul style="list-style-type: none"> 99 CENTS ONLY STORES 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 CHEVROLET BUICK GMC FACTORY 2-U FASTRIP SERVICE STATIONS GREG'S PETROLEUM SERVICE | <ul style="list-style-type: none"> HOME DEPOT J C PENNEY COMPANY K MART STORES MCDONALD'S RESTAURANTS NORTH KERN MACHINERY PACIFIC TIRE RITE AID DRUG STORES SHELL SERVICE STATIONS SMART & FINAL VALLARTA SUPERMARKET WALGREEN'S DRUG STORES ZEE MINI MART |
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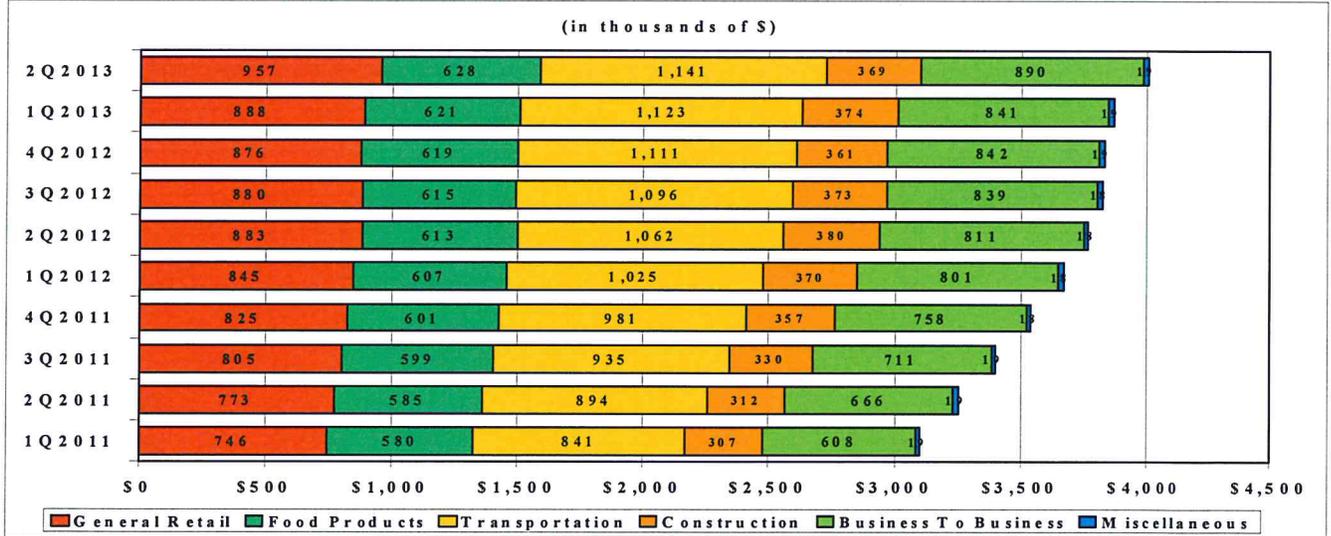
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HISTORICAL SALES TAX AMOUNTS

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

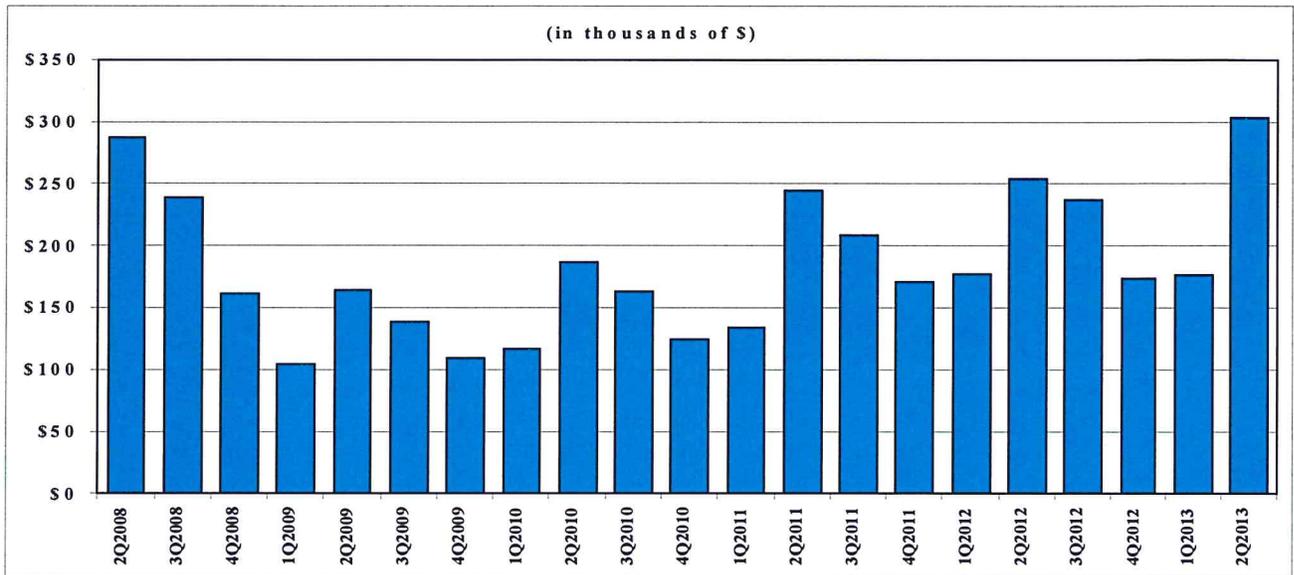


ANNUAL SALES TAX BY BUSINESS CATEGORY



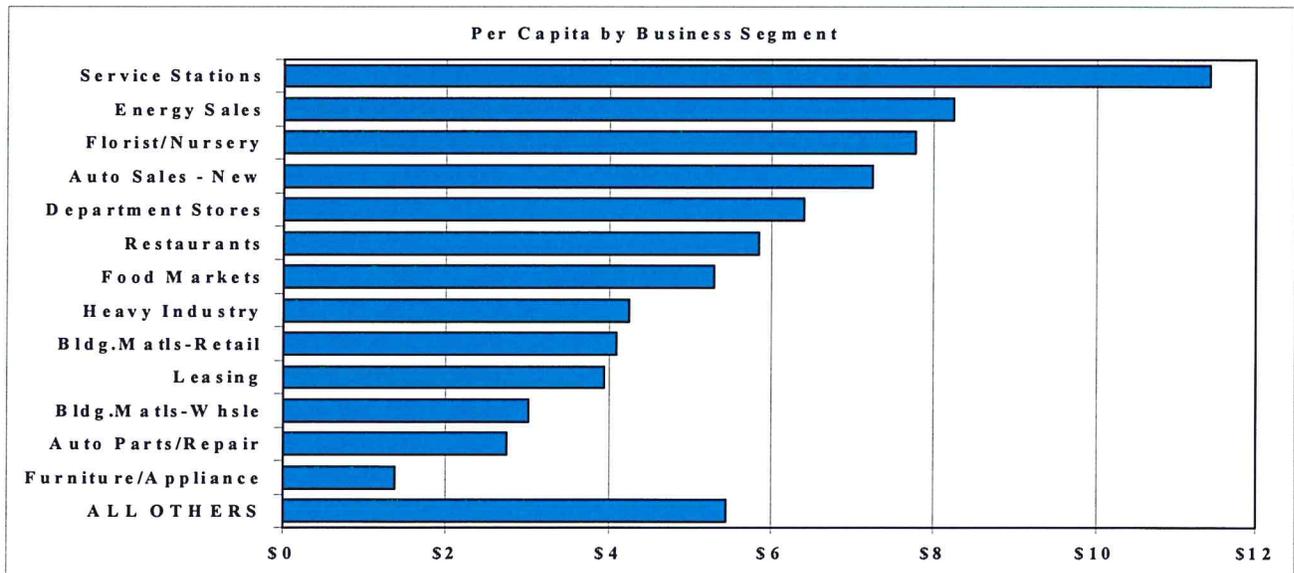
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FIVE-YEAR ECONOMIC TREND: Business To Business



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2012 to June 2013.



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FINAL RESULTS: January-March 2013 Sales

Local Net Cash Collections	\$1,198,100
Less: Pool Amounts	(\$274,302)
Less: Prior Quarter Payments	(\$55,679)
Add: Late Payments	\$55,326
Local Net Economic Collections after Adjustments	<hr/> \$923,444
Percent Change from October-December 2011 Sales	UP BY 4.3%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$1,518
Total to Date	\$0