City of Delano
Sales Tax Digest Summary

Collections through December 2013
Sales through September 2013 (2013Q3)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 3.4% over the same quarter from the previous year, with Northern California reporting a 4.0% increase compared to 2.9% for Southern California. Receipts for the City of Delano changed by 8.8% over the same periods.

According to the UCLA Anderson Forecast, Real Personal Income growth in California is projected to be 1.9% for 2013, followed by 3.3% in 2014 and 2015. Employment in the Bay Area, Orange County, San Diego and Ventura has consistently grown at a faster rate than the country as a whole. Los Angeles and the mid-coast have seen employment growth similar to national rates, but the Sacramento Delta, the San Joaquin Valley and the Inland Empire continue to fall further behind the rest of the state.

In Addition, according to DataQuick, "In the past, moderate economic fundamentals have supported long term home price growth rates of 3 to 4 percent. Current economic drivers, while positive, are weaker than those experienced in most expansions and considerable uncertainty exists about future economic prospects. The current elevated home price growth rates cannot continue without increased risk of a substantial correction."

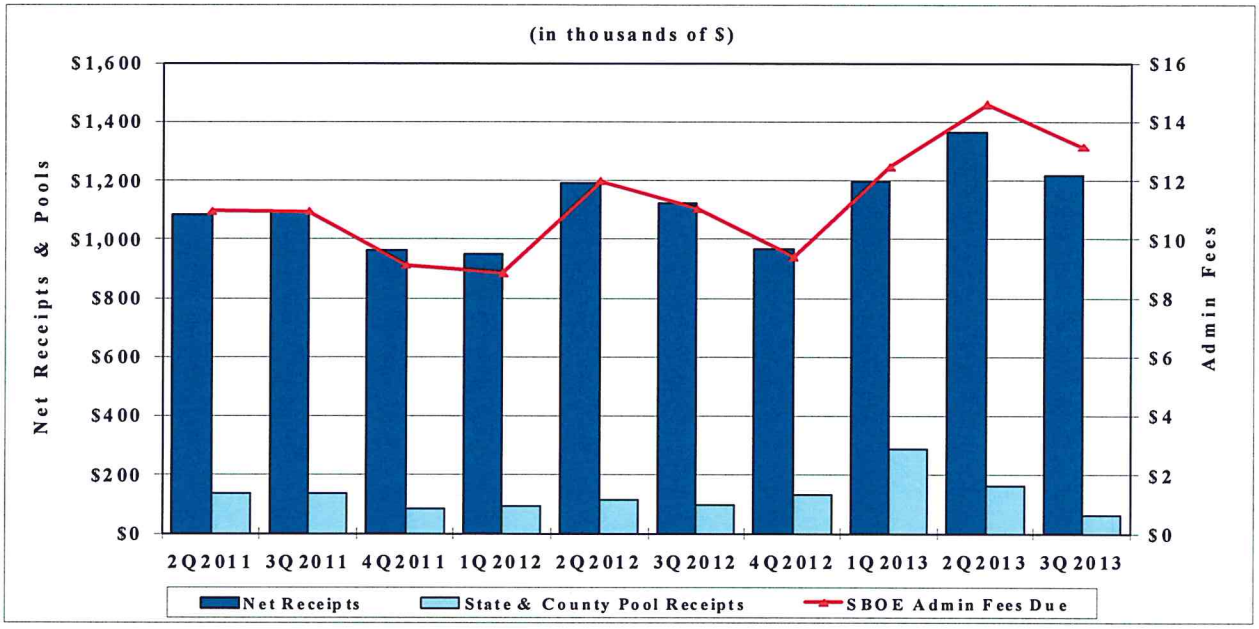
LOCAL RESULTS

Net Cash Receipts Analysis	
Local Collections	$1,172,211
Share of County Pool (3.16%)	60,473
Share of State Pool (.08%)	417
SBE Net Collections	1,233,102
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(13,152)
Net 3Q2013 Receipts	1,219,949
Net 3Q2012 Receipts	1,121,273
Actual Percentage Change	8.8%

Business Activity Performance Analysis	
Local Collections	$1,172,211
Less: Payments for Prior Periods	(93,147)
Preliminary 3Q2013 Collections	1,079,064

Projected 3Q2013 Late Payments	39,485
Projected 3Q2013 Final Results	1,118,549
Actual 3Q2012 Results	1,005,230
Projected Percentage Change	11.3%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



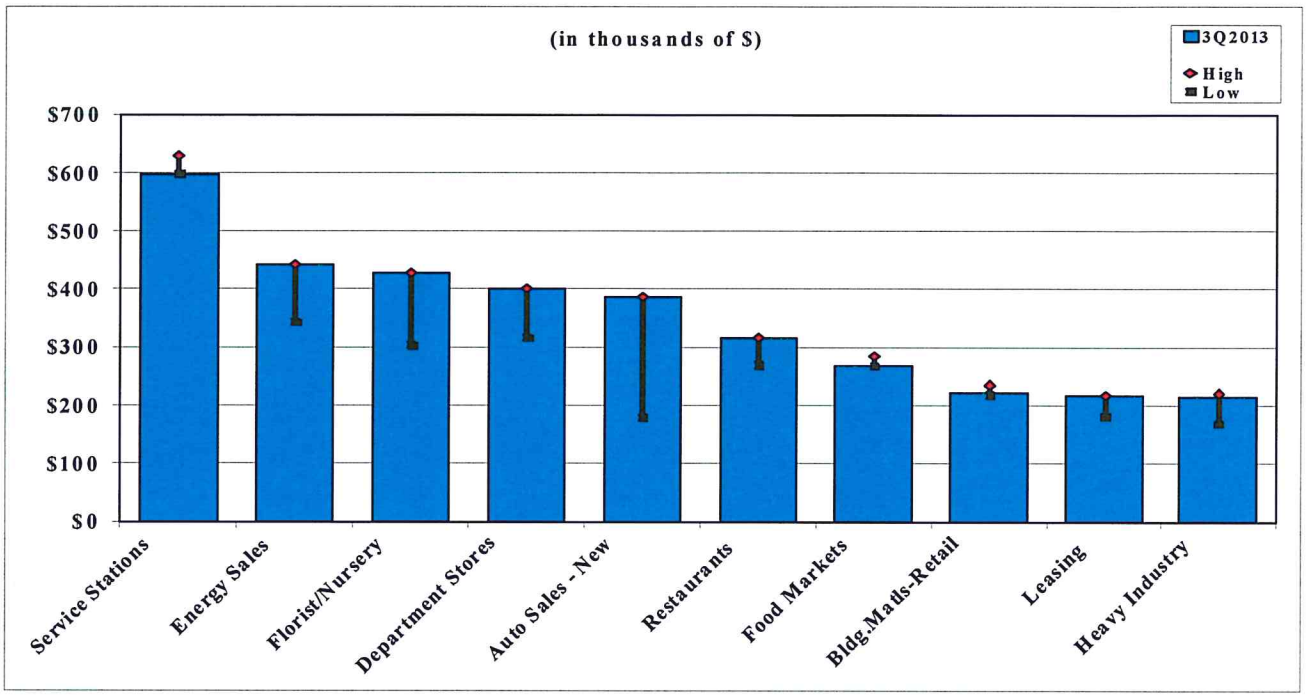
TOP 25 SALES/USE TAX CONTRIBUTORS

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

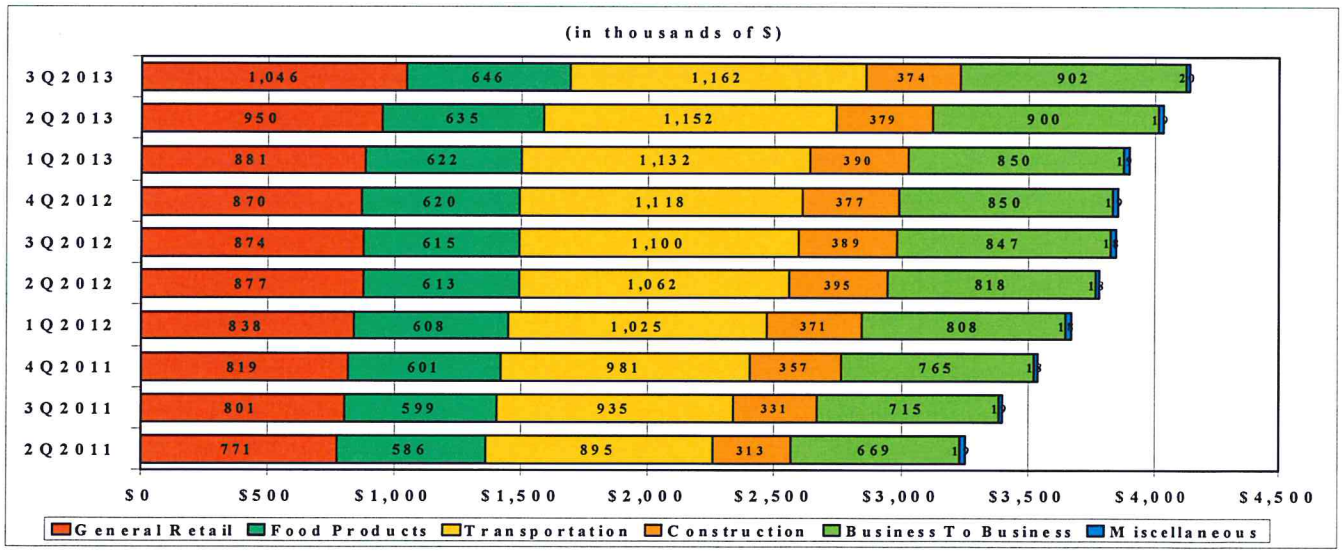
ARCO AM/PM MINI MARTS
AUTOZONE
BERCHTOLD EQUIPMENT COMPANY
BUTTONWILLOW WAREHOUSE COMPANY
CENTRAL VALLEY OFFICE SUPPLY
CHEVRON SERVICE STATIONS
CROP PRODUCTION SERVICES
DACO FARM SUPPLY
DELANO CHEVROLET BUICK GMC
FACTORY 2-U
FASTRIP SERVICE STATIONS
GREG'S PETROLEUM SERVICE
HOME DEPOT
J C PENNEY COMPANY
K MART STORES
MCDONALD'S RESTAURANTS
NORTH KERN MACHINERY
PACIFIC TIRE
RITE AID DRUG STORES
SHELL SERVICE STATIONS
TACO BELL
VALLARTA SUPERMARKET
WAL MART STORES
WALGREEN'S DRUG STORES
ZEE MINI MART

HISTORICAL SALES TAX AMOUNTS

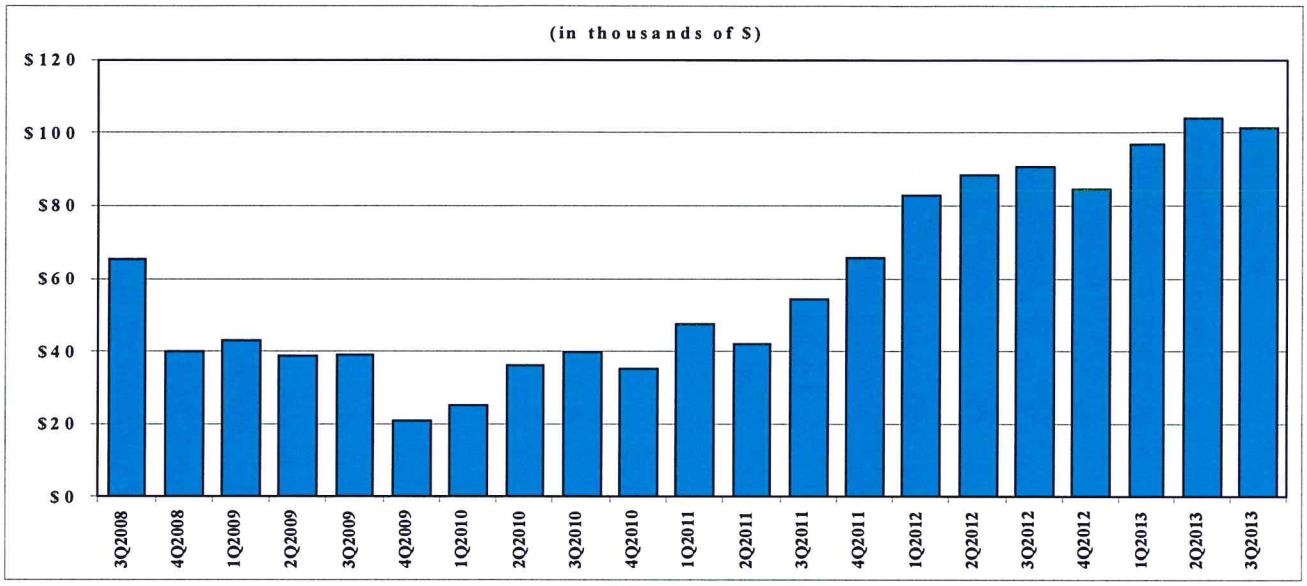
The following chart shows the sales tax level from sales through September 2013, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

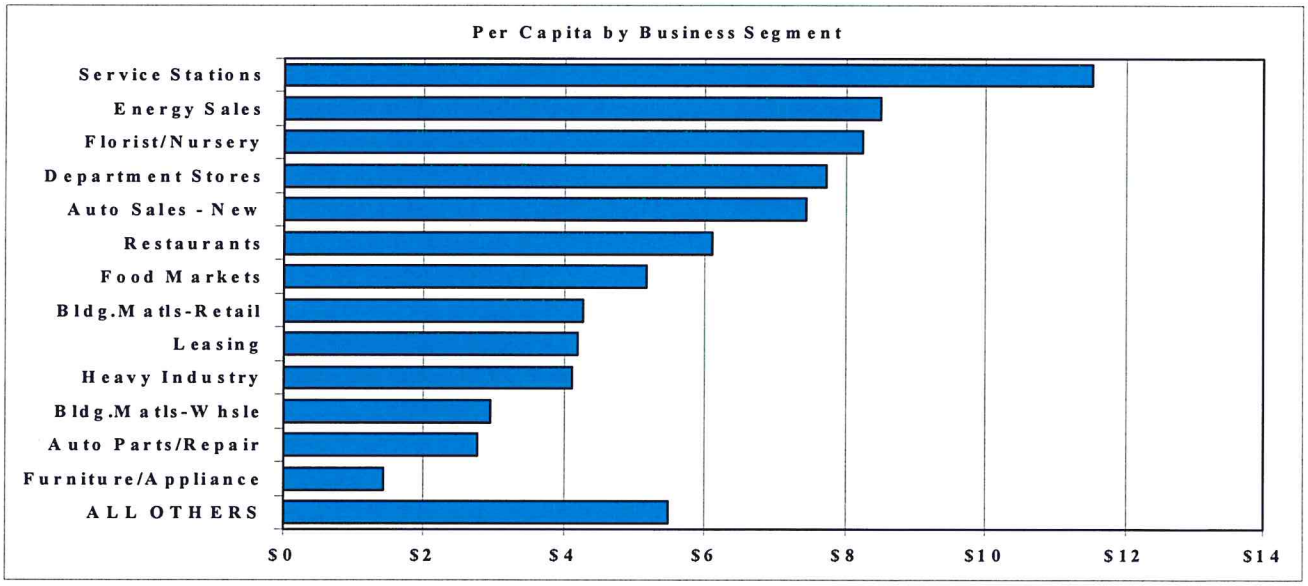


FIVE-YEAR ECONOMIC TREND: Auto Sales - New



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from October 2012 to September 2013.



FINAL RESULTS: April-June 2013 Sales

Local Net Cash Collections	$1,366,558
Less: Pool Amounts	($148,268)
Less: Prior Quarter Payments	($60,132)
Add: Late Payments	$63,669
Local Net Economic Collections after Adjustments	$1,221,828
Percent Change from January-March 2012 Sales	UP BY 13.2%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	$1,518
Total to Date	$0