City of Delano
Sales Tax Digest Summary

Collections through June 2014
Sales through March 2014 (2014Q1)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 3.7% over the same quarter from the previous year, with Northern California reporting a 3.6% increase compared to 3.8% for Southern California. Receipts for the City of Delano changed by .2% over the same periods.

Sales of existing single-family homes increased 7.4 % in April, the largest monthly gain since January 2011. Compared to a year ago, sales were down 7%, and April marked the ninth straight monthly decline on a year-over-year basis. The median number of days to sell was 34 days, well below the average of 58 days in 2007. The median price of existing single-family homes rose by 3.2 percent in April to $449,360, the highest level since December 2007. Multifamily home building surged in April to its highest level since March 2007 and the value of nonresidential building in April increased over 31% from the previous month, but the total value of all building activity is still 33% below the pre-recession peak in 2005.

California's unemployment rate continued to drop by 0.2 of a percentage point to 7.6 percent in May—the lowest rate since August 2008. California has recovered all but 25,200 of the jobs it lost during the recession, (the high was 15,449,800 jobs in July 2007).

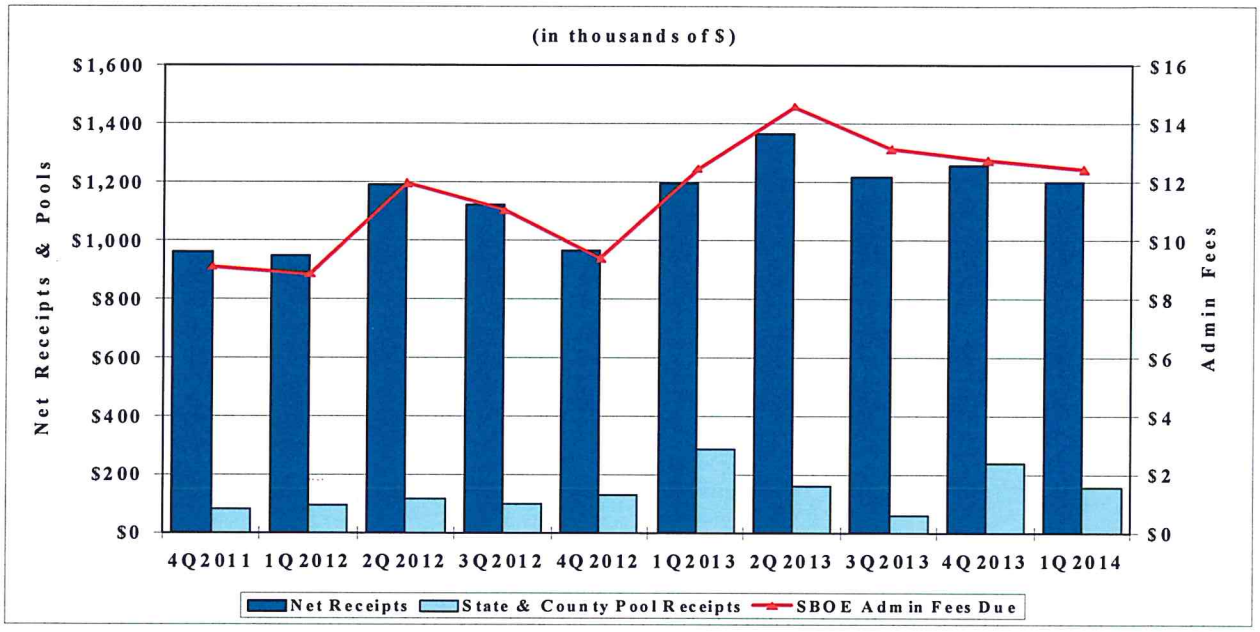
LOCAL RESULTS

Net Cash Receipts Analysis	
Local Collections	$1,055,386
Share of County Pool (3.30%)	156,097
Share of State Pool (.09%)	1,007
SBE Net Collections	1,212,490
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(12,453)
Net 1Q2014 Receipts	1,200,038
Net 1Q2013 Receipts	1,198,100
Actual Percentage Change	.2%

Business Activity Performance Analysis	
Local Collections	$1,055,386
Less: Payments for Prior Periods	(56,934)
Preliminary 1Q2014 Collections	998,452
Projected 1Q2014 Late Payments	47,500

Projected 1Q2014 Final Results	1,045,952
Actual 1Q2013 Results	927,250
Projected Percentage Change	12.8%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



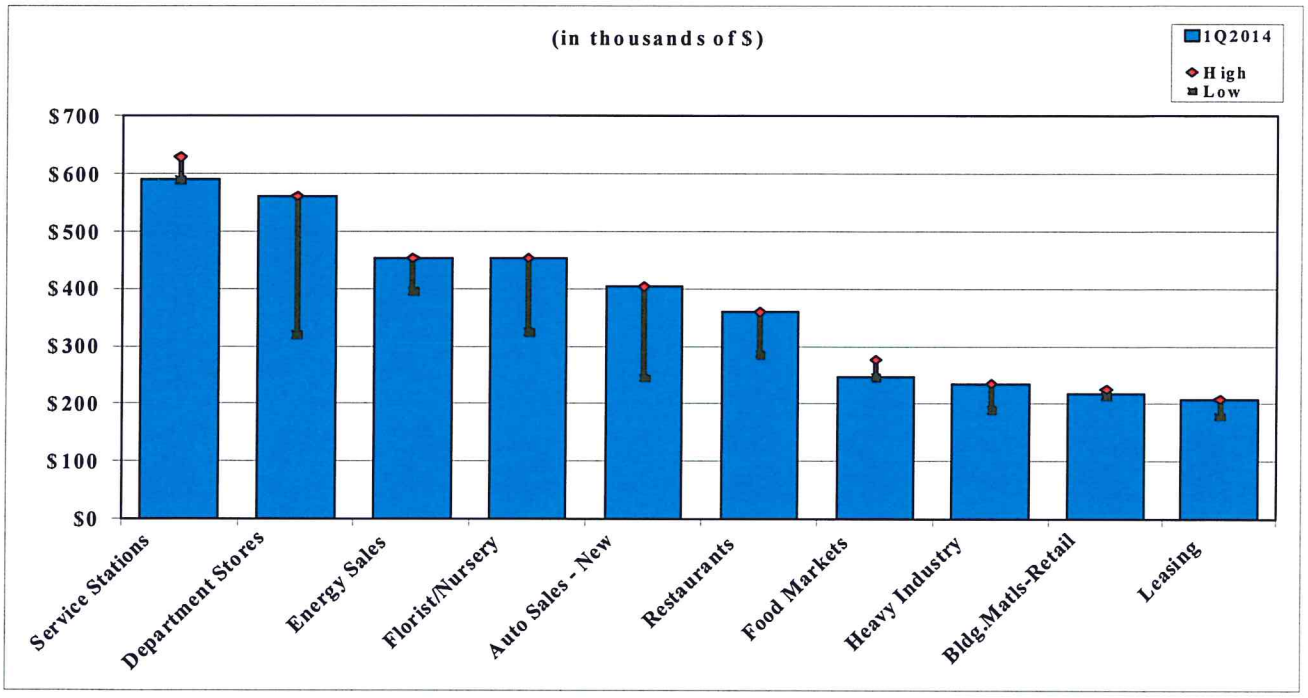
TOP 25 SALES/USE TAX CONTRIBUTORS

The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from April 2013 to March 2014. The Top 25 Sales/Use Tax contributors generate 76.0% of Delano's total sales and use tax revenue.

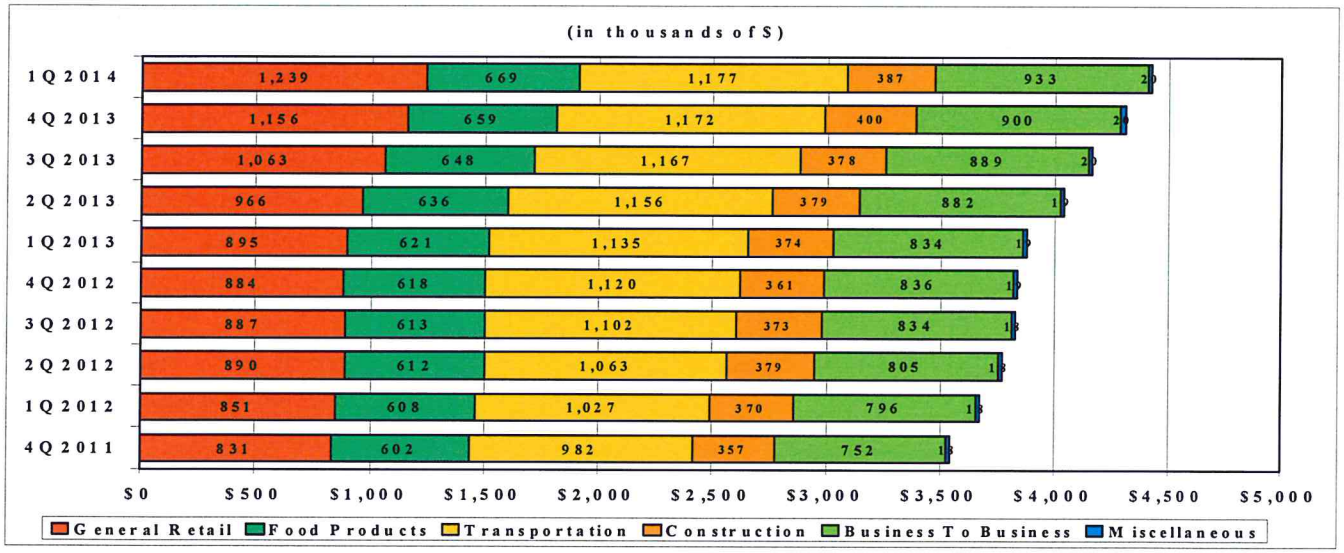
ARCO AM/PM MINI MARTS
AUTOZONE
BERCHTOLD EQUIPMENT COMPANY
BUTTONWILLOW WAREHOUSE COMPANY
CENTRAL VALLEY OFFICE SUPPLY
CHEVRON SERVICE STATIONS
CROP PRODUCTION SERVICES
DACO FARM SUPPLY
DELANO CHEVROLET BUICK GMC
FACTORY 2-U
FASTRIP SERVICE STATIONS
GREG'S PETROLEUM SERVICE
HOME DEPOT
J C PENNEY COMPANY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

HISTORICAL SALES TAX AMOUNTS

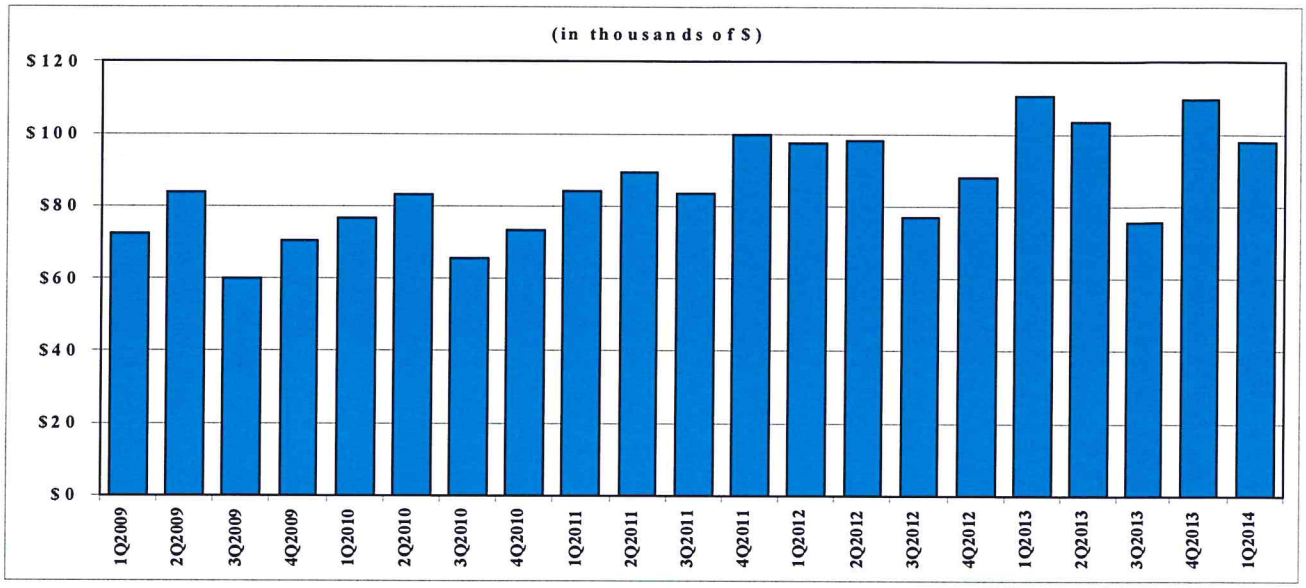
The following chart shows the sales tax level from sales through March 2014, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

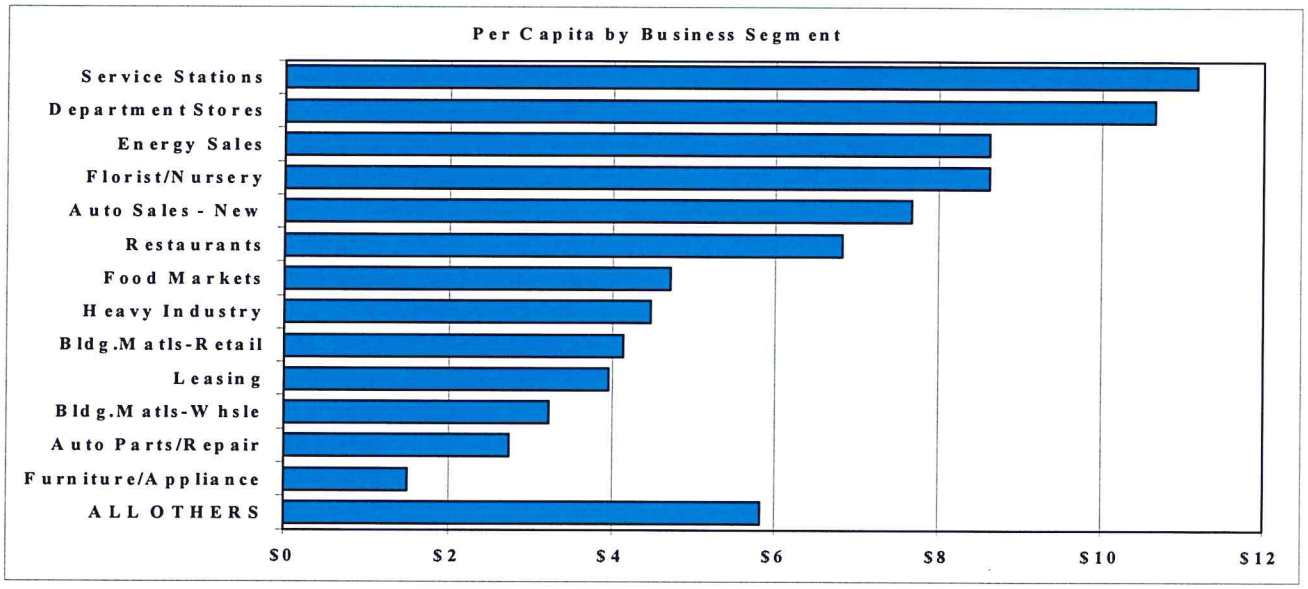


FIVE-YEAR ECONOMIC TREND: Construction



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from April 2013 to March 2014.



FINAL RESULTS: October-December 2013 Sales

Local Net Cash Collections	$1,256,427
Less: Pool Amounts	($224,923)
Less: Prior Quarter Payments	($56,815)
Add: Late Payments	$48,404
Local Net Economic Collections after Adjustments	$1,023,093
Percent Change from January-March 2012 Sales	UP BY 16.0%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	$5,949
Total to Date	$0