City of Delano
Sales Tax Digest Summary

Collections through March 2014
Sales through December 2013 (2013Q4)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 8.7% over the same quarter from the previous year, with Northern California reporting an 8.6% increase compared to 8.8% for Southern California. Receipts for the City of Delano changed by 30.2% over the same periods.

Unusual late processing by the State Board of Equalization accounts for approximately 3 percentage points of this quarter's statewide 8.7% increase over the same quarter from last year. According to Los Angeles County's Kyser Center for Economic Research, California's Total Taxable Sales were 589.6 Billion in 2013, up 5.1% over 2012. Taxable Sales are forecasted to be 619.7 Billion in 2014, (up 5.1%) and 656.0 Billion in 2015, (up 5.9%). Although the recovery continues to be very slow, the unemployment rate is falling, more people are finding jobs, the housing market is improving and, for the first time in years, budget surpluses are in sight.

Statistics recently released by the California Department of Finance indicate that California's unemployment rate dropped 0.2 percentage point to 8.1 percent in January—the lowest rate since October 2008, and down by 1.4 percent since January 2013. California has recovered 88 percent of the jobs it lost during the recession, (the high was 15,449,800 jobs in July 2007).

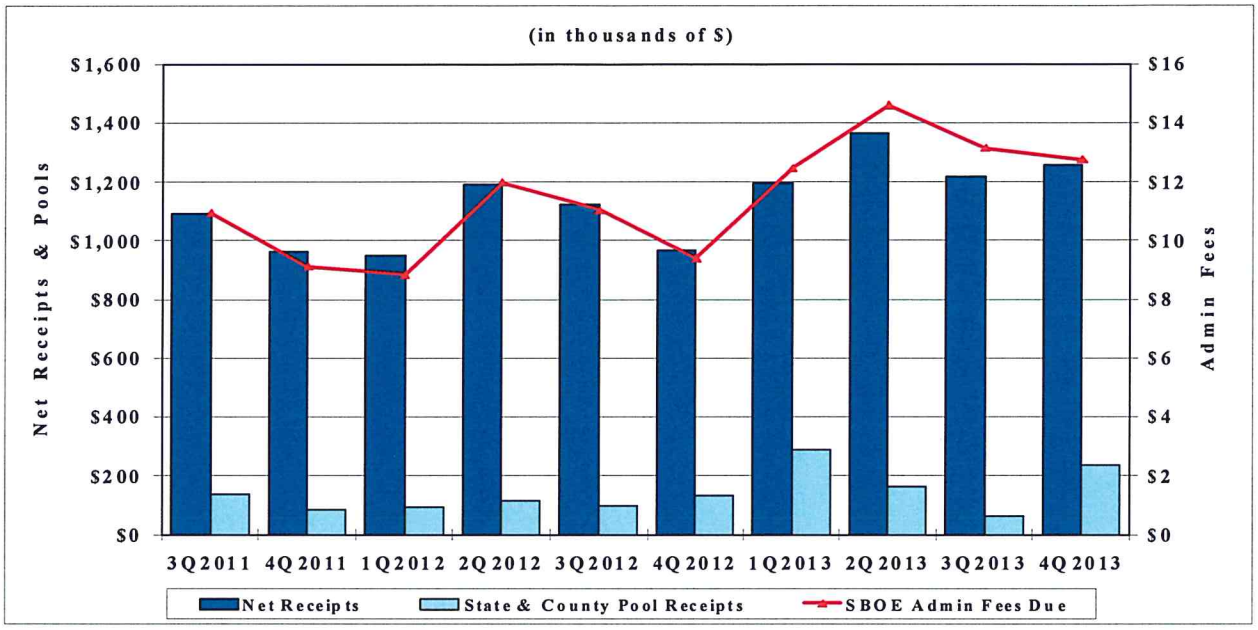
LOCAL RESULTS

Net Cash Receipts Analysis	
Local Collections	$1,031,503
Share of County Pool (2.96%)	236,893
Share of State Pool (.08%)	780
SBE Net Collections	1,269,177
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(12,750)
Net 4Q2013 Receipts	1,256,427
Net 4Q2012 Receipts	965,329
Actual Percentage Change	30.2%

Business Activity Performance Analysis	
Local Collections	$1,031,503
Less: Payments for Prior Periods	(56,815)
Preliminary 4Q2013 Collections	974,689
Projected 4Q2013 Late Payments	48,890

Projected 4Q2013 Final Results	1,023,579
Actual 4Q2012 Results	883,824
Projected Percentage Change	15.8%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



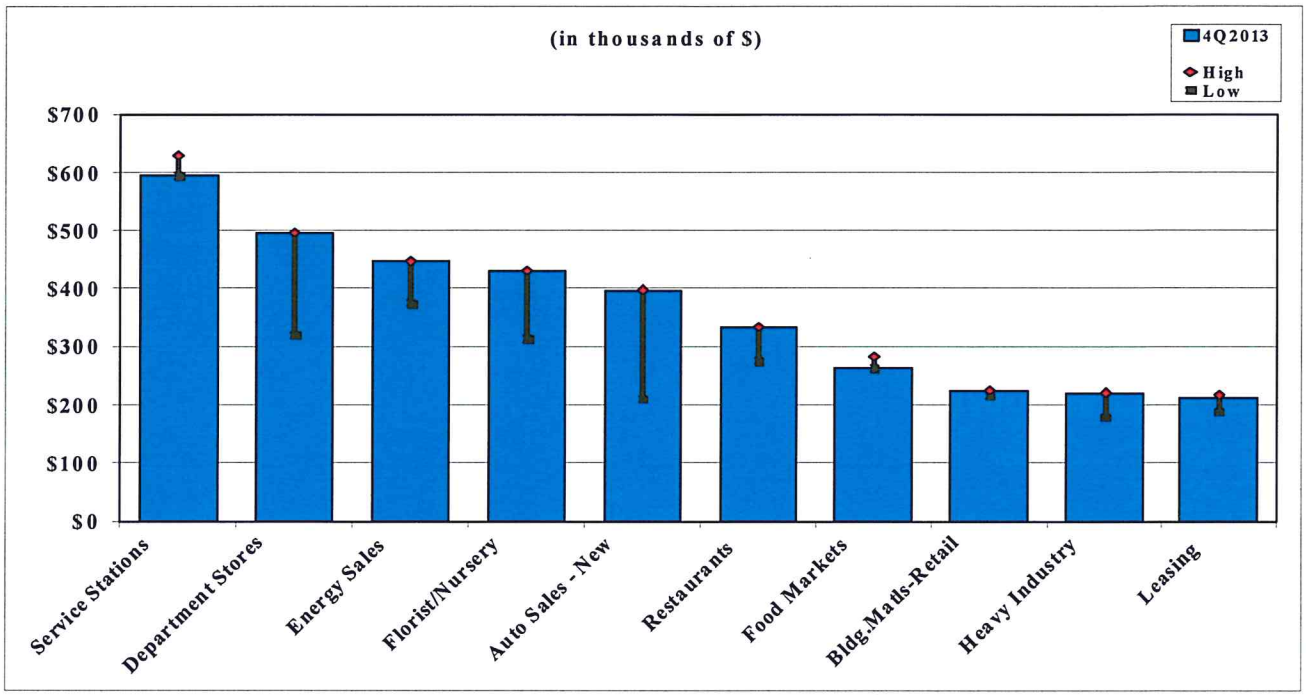
TOP 25 SALES/USE TAX CONTRIBUTORS

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

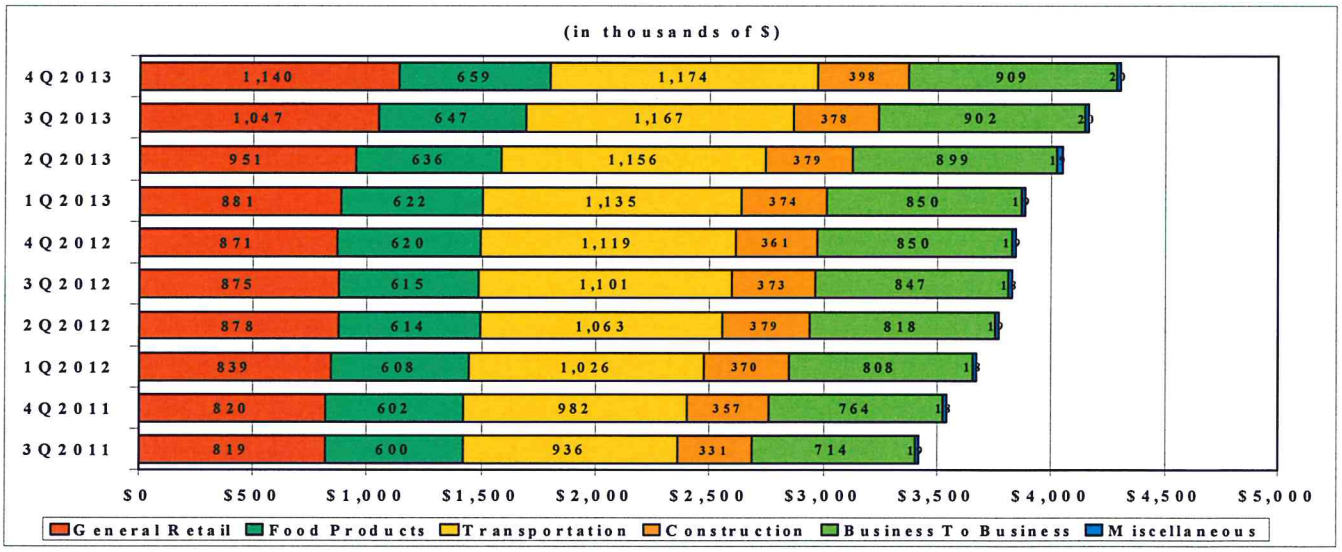
ARCO AM/PM MINI MARTS
AUTOZONE
BERCHTOLD EQUIPMENT COMPANY
BUTTONWILLOW WAREHOUSE COMPANY
CENTRAL VALLEY OFFICE SUPPLY
CHEVRON SERVICE STATIONS
CROP PRODUCTION SERVICES
DACO FARM SUPPLY
DELANO CHEVROLET BUICK GMC
FACTORY 2-U
FASTRIP SERVICE STATIONS
GREG'S PETROLEUM SERVICE
HOME DEPOT
J C PENNEY COMPANY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

HISTORICAL SALES TAX AMOUNTS

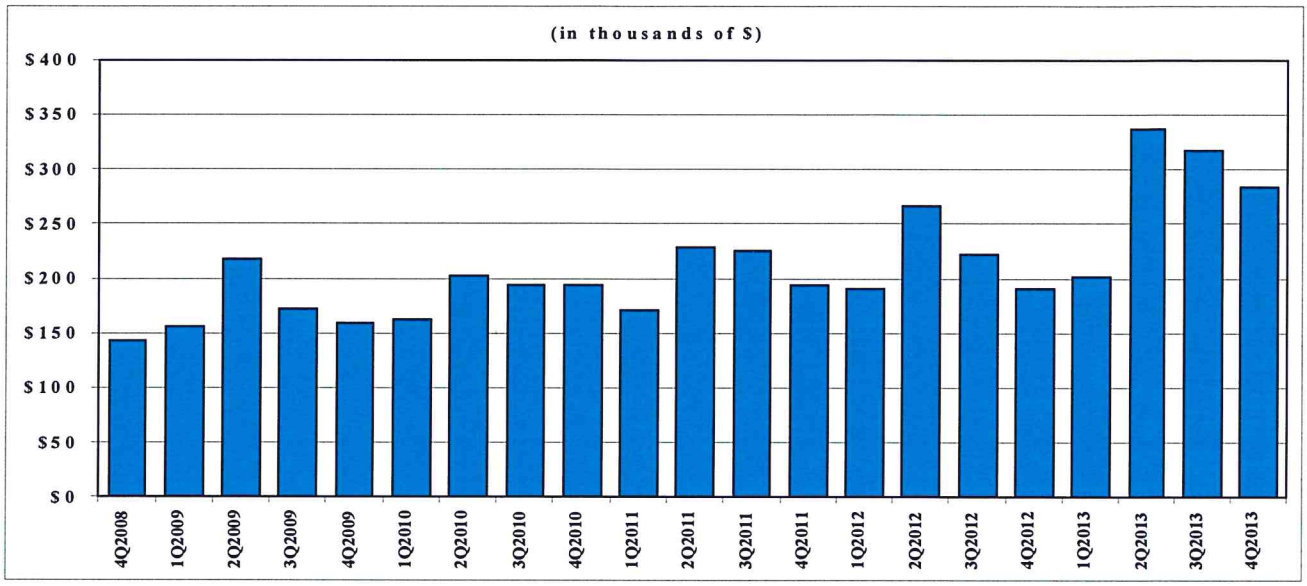
The following chart shows the sales tax level from sales through December 2013, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

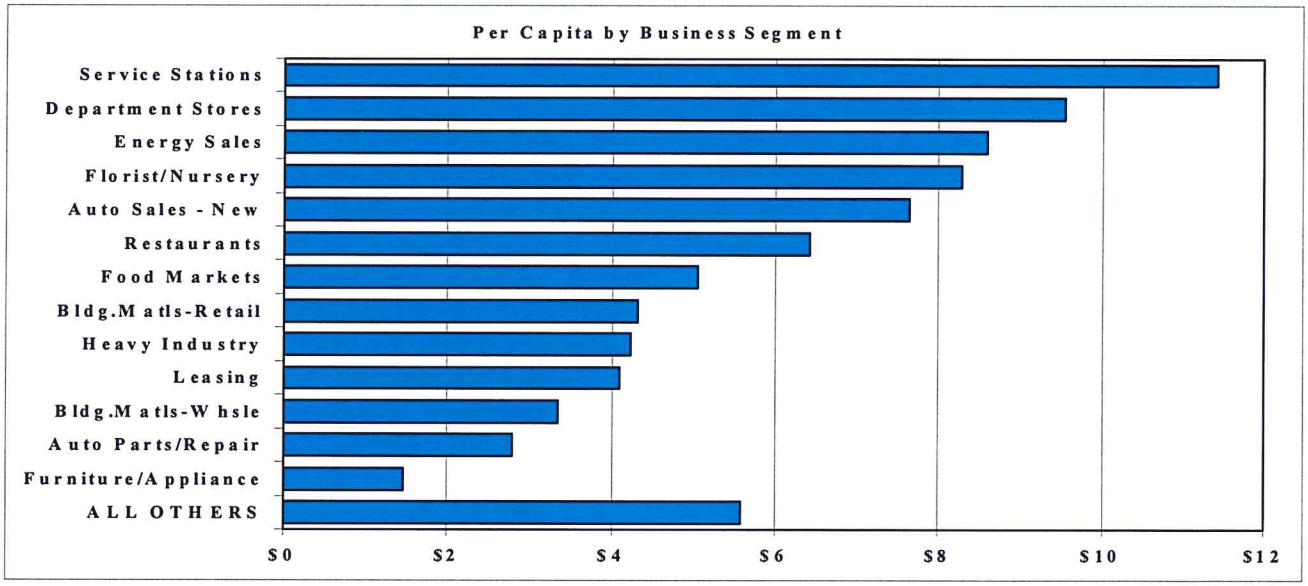


FIVE-YEAR ECONOMIC TREND: General Retail



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from January 2013 to December 2013.



FINAL RESULTS: July-September 2013 Sales

Local Net Cash Collections	$1,219,949
Less: Pool Amounts	($47,738)
Less: Prior Quarter Payments	($93,147)
Add: Late Payments	$45,760
Local Net Economic Collections after Adjustments	$1,124,824
Percent Change from January-March 2012 Sales	UP BY 11.8%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	$1,518
Total to Date	$0