



# City of Delano Sales Tax Digest Summary

## Collections through March 2016 Sales through December 2015 (2015Q4)

### CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 3.5% over the same quarter from the previous year, with Northern California reporting a 4.2% increase compared to 2.9% for Southern California. Receipts for the City of Delano changed by -9.4% over the same periods.

How are fuel prices affecting Sales Tax Revenues? The average price for regular unleaded gasoline in California has tumbled by 50% from the peak of \$ 4.66 per gallon in October of 2012 to a low of \$ 2.29 per gallon in February of 2016. The current \$ 2.60 per gallon price is expected to reach a peak for 2016 of \$ 3.40 by May. Despite the increases, the 2016 California annual average price is forecasted to end up between 5 and 10 percent lower than it was in 2015. (CA Department of Finance, GasBuddy)

Will the positive trend in statewide employment and personal income continue? U.S. gains in employment have averaged 228,000 over the past 3 months. (CA Bureau of Labor Statistics) In California the current forecast is for continued steady gains in employment through 2017. Total employment growth is expected to be 2.1% for 2016 and 1.4% for 2017. Real personal income growth is forecasted to be 3.4% for 2016 and 3.2% for 2017. (UCLA Anderson)

### LOCAL RESULTS

#### Net Cash Receipts Analysis

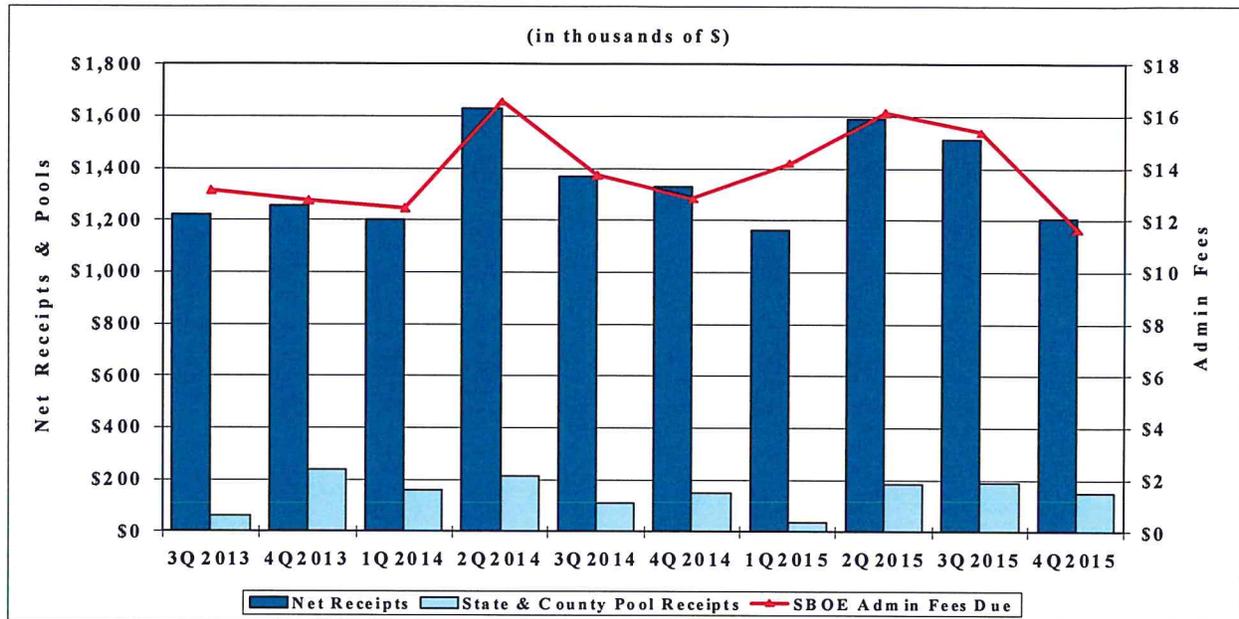
Local Collections	\$1,065,677
Share of County Pool (3.33%)	148,438
Share of State Pool (.07%)	2,415
SBE Net Collections	1,216,530
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(11,653)
Net 4Q2015 Receipts	1,204,877
Net 4Q2014 Receipts	1,329,570
Actual Percentage Change	-9.4%

#### Business Activity Performance Analysis

Local Collections	\$1,065,677
Less: Payments for Prior Periods	(-3,755)
Preliminary 4Q2015 Collections	1,069,432
Projected 4Q2015 Late Payments	51,850
Projected 4Q2015 Final Results	1,121,282
Actual 4Q2014 Results	1,092,392
Projected Percentage Change	2.6%

# City of Delano

## HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



### TOP 25 SALES/USE TAX CONTRIBUTORS

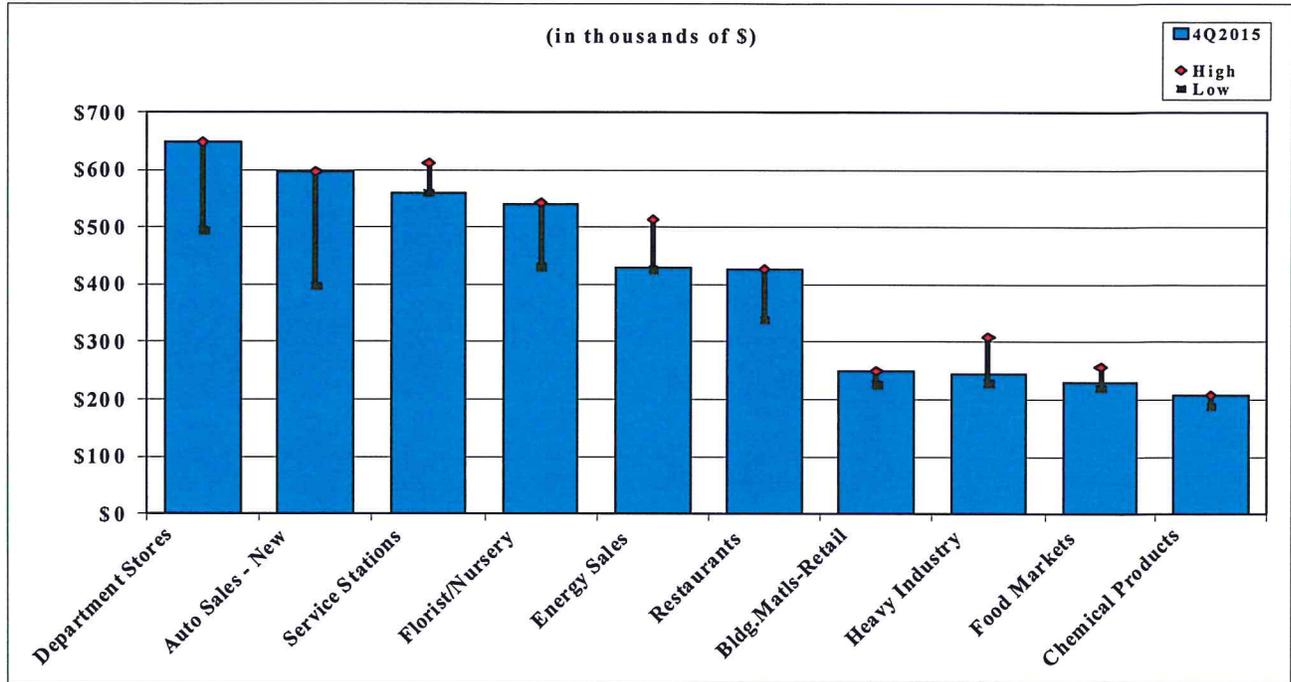
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from January 2015 to December 2015. The Top 25 Sales/Use Tax contributors generate 75.5% of Delano's total sales and use tax revenue.

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

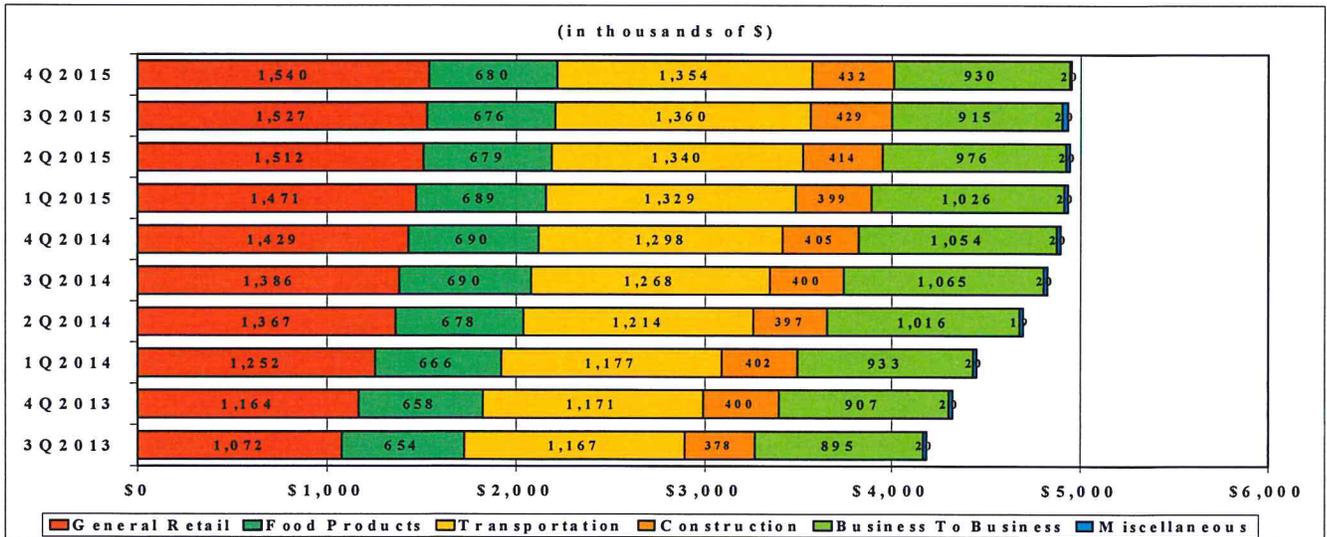
# City of Delano

## HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through December 2015, the highs, and the lows for each segment over the last two years.

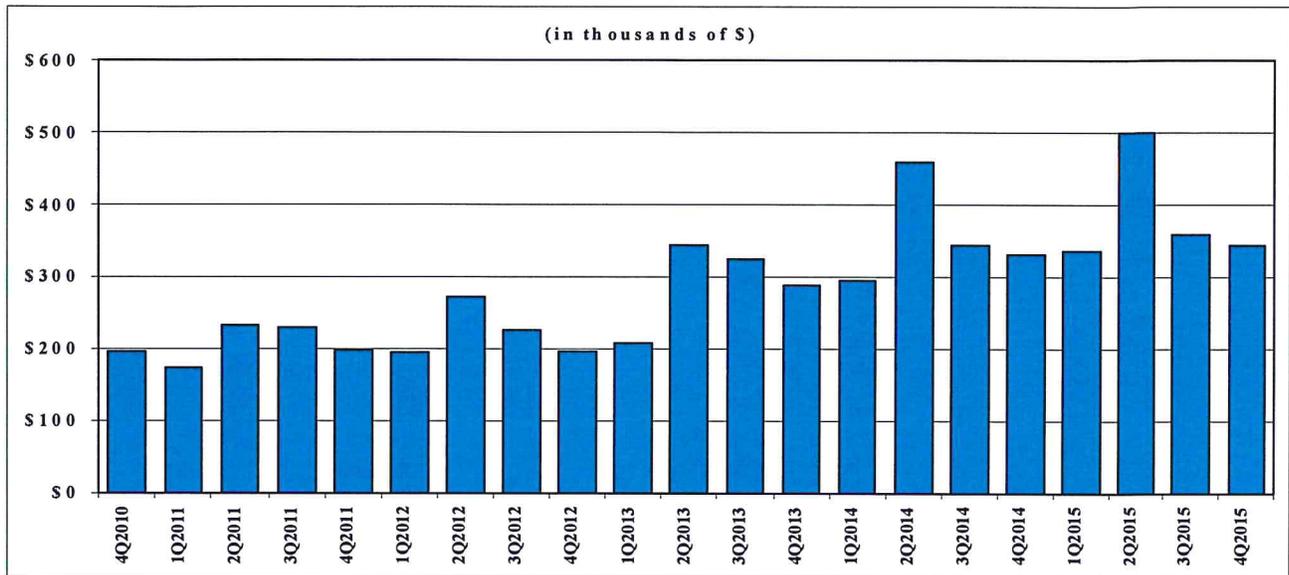


## ANNUAL SALES TAX BY BUSINESS CATEGORY



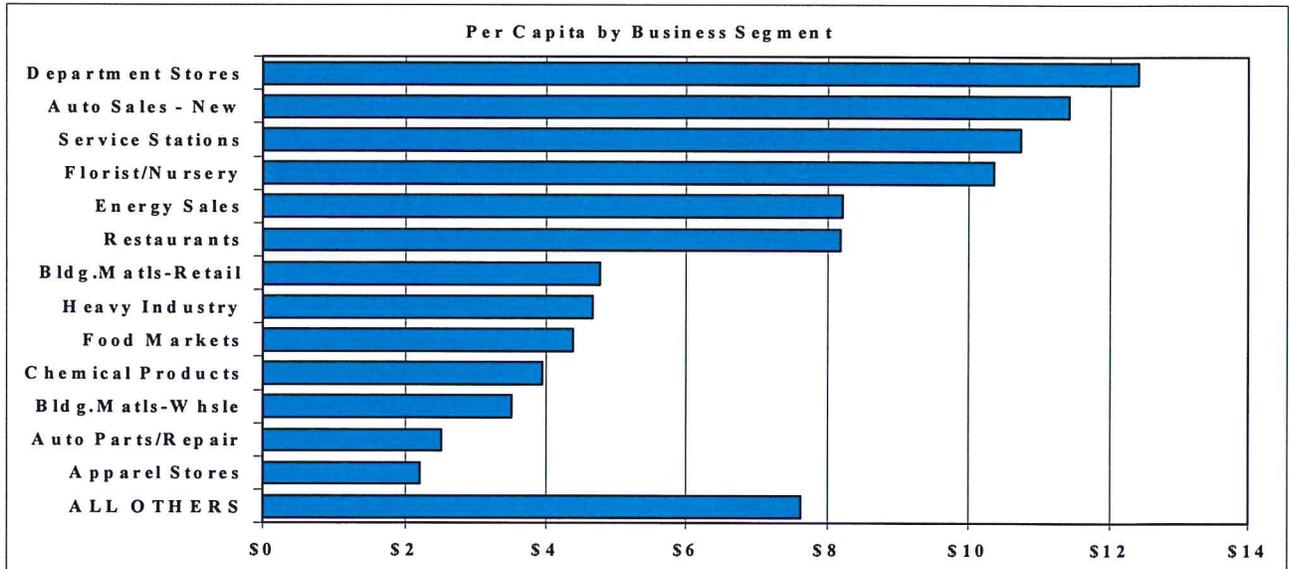
# City of Delano

## FIVE-YEAR ECONOMIC TREND: General Retail



## PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from October 2014 to September 2015.



# City of Delano

---

## **FINAL RESULTS: July-September 2015 Sales**

Local Net Cash Collections	\$1,514,031
Less: Pool Amounts	(\$174,295)
Less: Prior Quarter Payments	(\$67,768)
Add: Late Payments	\$-5,551
Local Net Economic Collections after Adjustments	<hr/> \$1,266,417
Percent Change from July-September 2014 Sales	DOWN BY 1.0%

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

This Quarter	\$3,027
Total to Date	\$363,249