



City of Delano

Sales Tax Digest Summary

Collections through March 2015
Sales through December 2014 (2014Q4)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 4.0% over the same quarter from the previous year, with Northern California reporting a 3.0% increase compared to 4.7% for Southern California. Receipts for the City of Delano changed by 5.8% over the same periods.

The UCLA Anderson Forecast predicts steady gains in employment through 2017. The total number of jobs in California is expected to grow by 2.2% in 2015, 2.3% in 2016 and 1.6% in 2017. California's January unemployment rate is 6.9%, the lowest since May 2008. By sometime in 2017, it is expected to match the national rate at around 5.1 %.

Low gasoline prices were short-lived. After falling to \$ 1.99 per gallon, prices steadied at around \$ 3.27 per gallon by March. Despite the rebound in pricing, the statewide California 2015Q1 Average Retail Price per gallon of Regular Gasoline was still 23% below the 2014Q1 price. California prices averaged \$3.74 per gallon for 2014 and are still expected to average only \$2.75 per gallon for 2015, 18% below the March 26th price. This indicates that prices are likely to remain fairly stable and will probably be slightly less by the end of 2015.

LOCAL RESULTS

Net Cash Receipts Analysis

Local Collections	\$1,192,949
Share of County Pool (3.35%)	148,151
Share of State Pool (.08%)	1,303
SBE Net Collections	1,342,402
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(12,832)
Net 4Q2014 Receipts	1,329,570
Net 4Q2013 Receipts	1,256,427
Actual Percentage Change	5.8%

Business Activity Performance Analysis

Local Collections	\$1,192,949
Less: Payments for Prior Periods	(155,616)
Preliminary 4Q2014 Collections	1,037,332
Projected 4Q2014 Late Payments	44,770
Projected 4Q2014 Final Results	1,082,102

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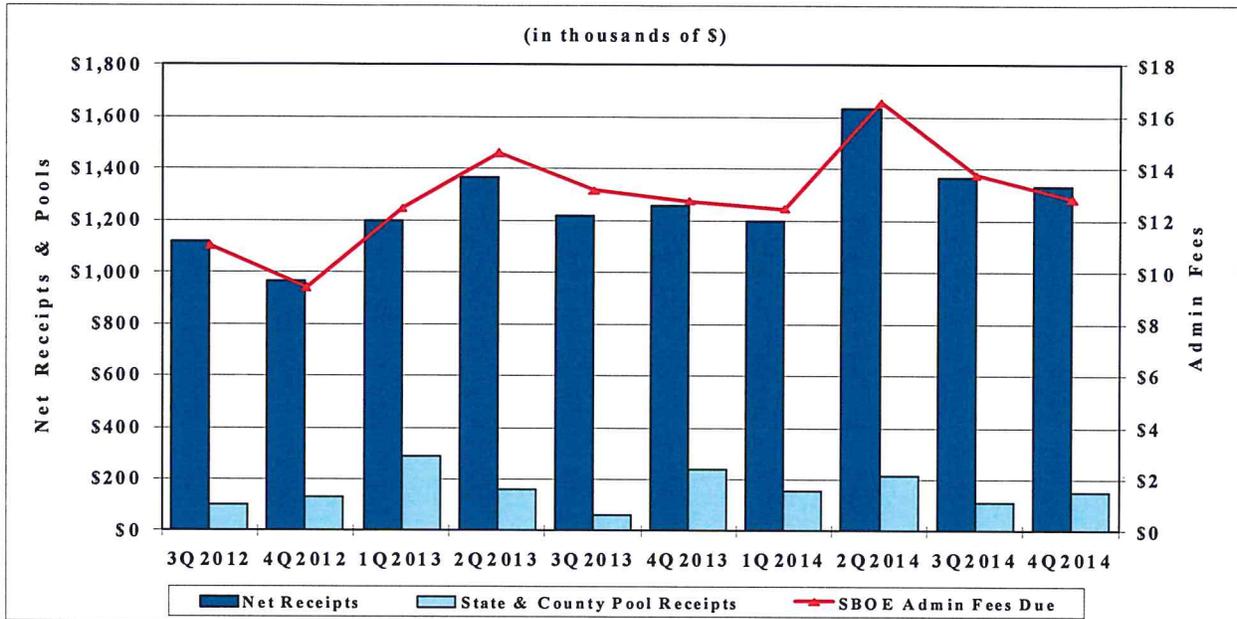
Actual 4Q2013 Results

1,025,733

Projected Percentage Change

5.5%

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 2014 to December 2014. The Top 25 Sales/Use Tax contributors generate 75.7% 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

GIRO PACK

GREG'S PETROLEUM SERVICE

HOME DEPOT

J C PENNEY COMPANY

K MART STORES

MCDONALD'S RESTAURANTS

NORTH KERN MACHINERY

RITE AID DRUG STORES

SHELL SERVICE STATIONS

SMART & FINAL

TACO BELL

VALLARTA SUPERMARKET

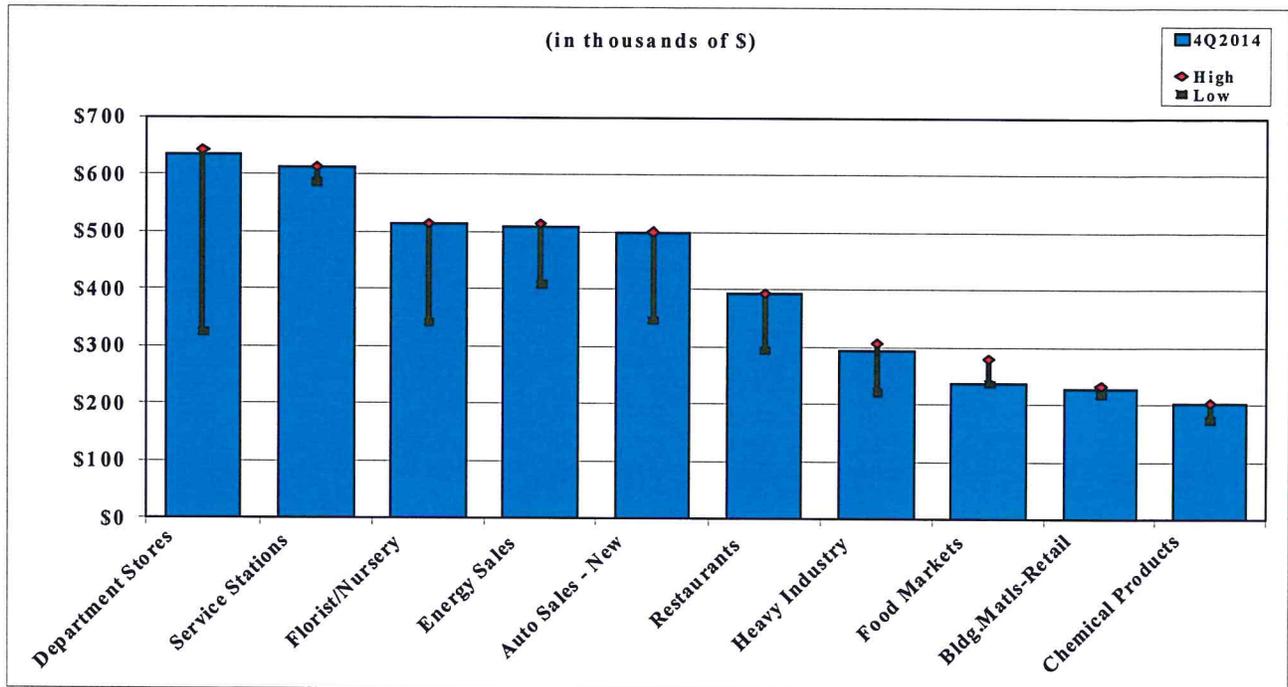
WAL MART STORES

ZEE MINI MART

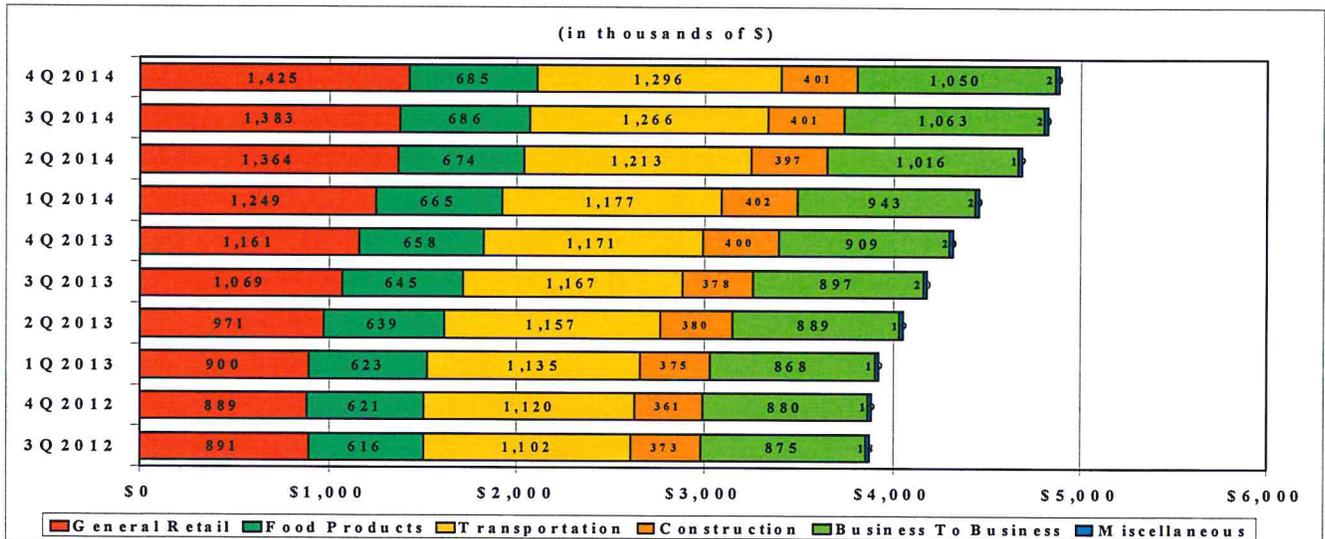
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HISTORICAL SALES TAX AMOUNTS

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

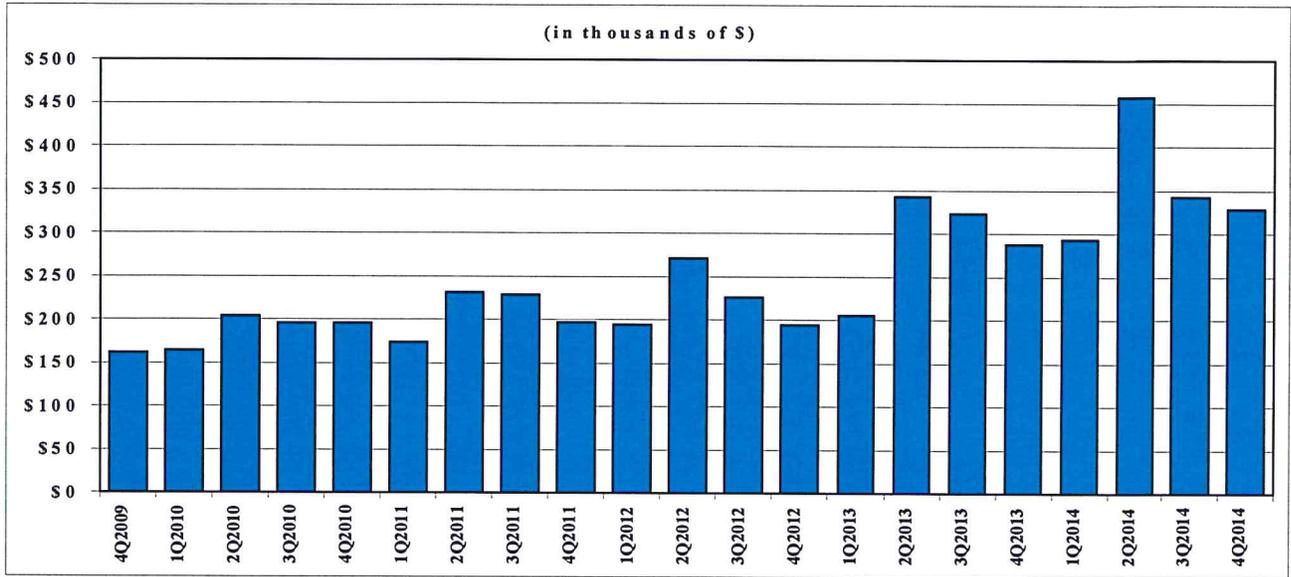


ANNUAL SALES TAX BY BUSINESS CATEGORY



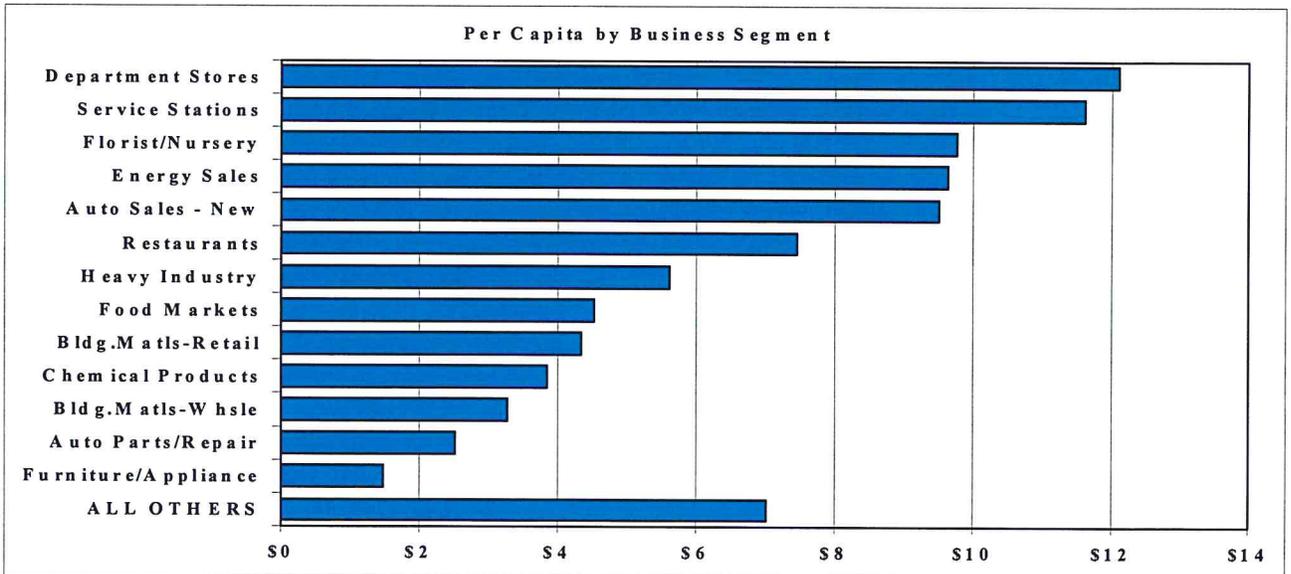
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FIVE-YEAR ECONOMIC TREND: General Retail



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from January 2014 to December 2014.



City of Delano

FINAL RESULTS: July-September 2014 Sales

Local Net Cash Collections	\$1,368,627
Less: Pool Amounts	(\$96,242)
Less: Prior Quarter Payments	(\$58,179)
Add: Late Payments	\$62,692
Local Net Economic Collections after Adjustments	<hr/> \$1,276,898
Percent Change from April-June 2013 Sales	UP BY 11.9%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$4,263
Total to Date	\$251,736