City of Delano
Sales Tax Digest Summary

Collections through September 2014
Sales through June 2014 (2014Q2)

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 5.9% increase compared to 2.6% for Southern California. Receipts for the City of Delano changed by 19.4% over the same periods.

Local Governments continue to see the increasing impact of e-commerce and mobile-commerce on Sales Tax Revenues. Major Online Retailers expect sales to grow by anywhere from 1% to 15% in the coming holiday season, putting additional pressure on Brick and Mortar stores. Favorable credit terms and stable fuel prices have sustained growth in New Auto Sales, which is expected to increase 6.9% for 2014. Continued growth in New Auto Sales in 2015 should help to compensate for some of the declines in Brick and Mortar retailing.

When adjusted for inflation, U.S. expenditures for goods and services increased by 1.8% during the last 12 months compared to 2.24% during the same period a year ago, signaling that overall growth rates for Sales Tax Revenue may not be quite as high in the coming year.

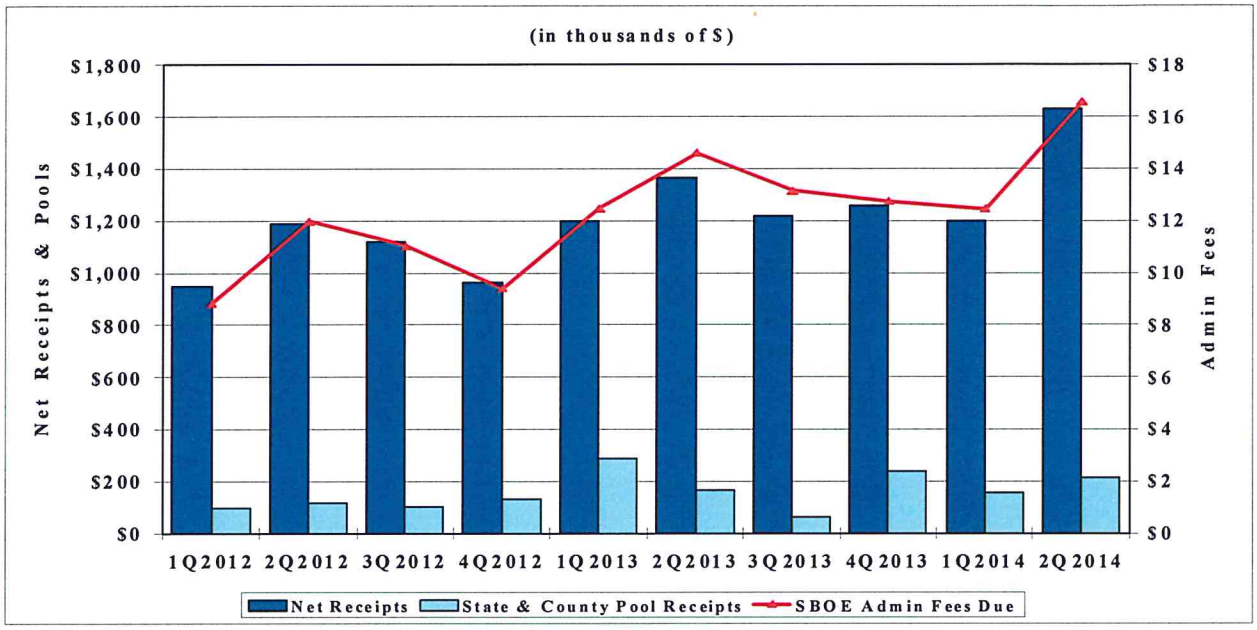
LOCAL RESULTS

Net Cash Receipts Analysis	
Local Collections	$1,435,351
Share of County Pool (4.02%)	211,727
Share of State Pool (.11%)	1,119
SBE Net Collections	1,648,197
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(16,572)
Net 2Q2014 Receipts	1,631,625
Net 2Q2013 Receipts	1,366,558
Actual Percentage Change	19.4%

Business Activity Performance Analysis	
Local Collections	$1,435,351
Less: Payments for Prior Periods	(73,660)
Preliminary 2Q2014 Collections	1,361,691
Projected 2Q2014 Late Payments	58,625

Projected 2Q2014 Final Results	1,420,316
Actual 2Q2013 Results	1,224,770
Projected Percentage Change	16.0%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



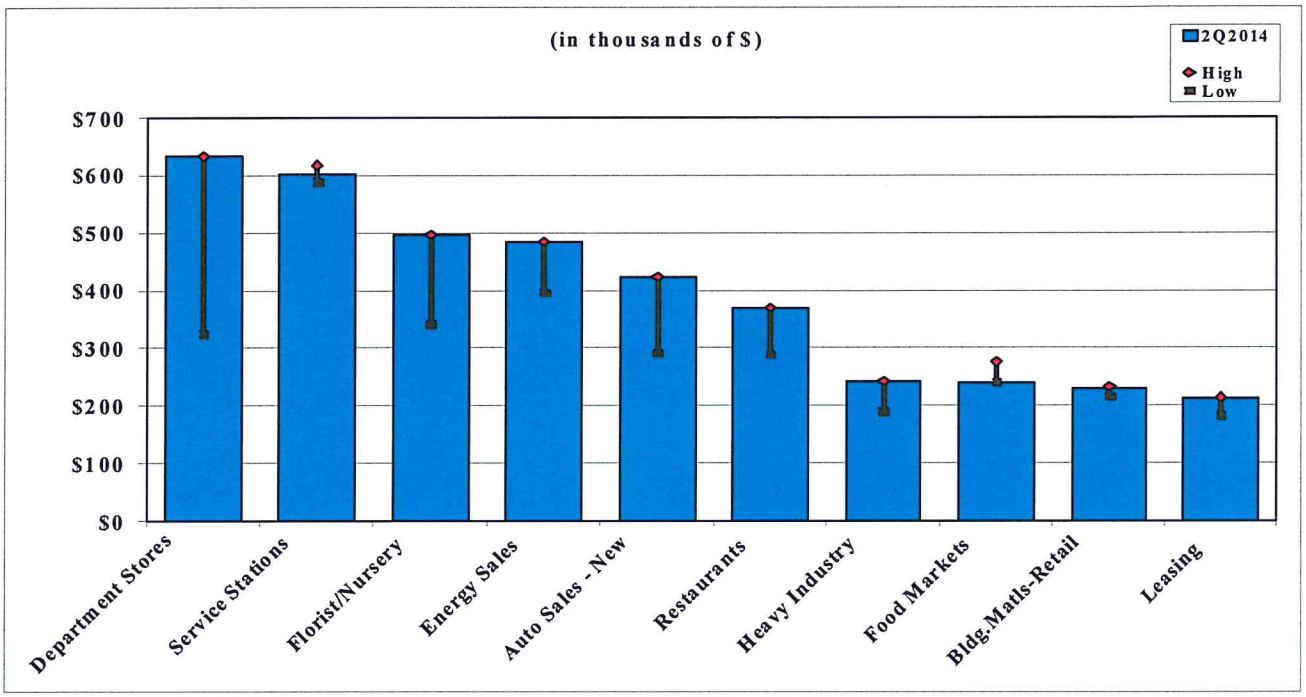
TOP 25 SALES/USE TAX CONTRIBUTORS

The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2013 to June 2014. The Top 25 Sales/Use Tax contributors generate 76.6% of Delano's total sales and use tax revenue.

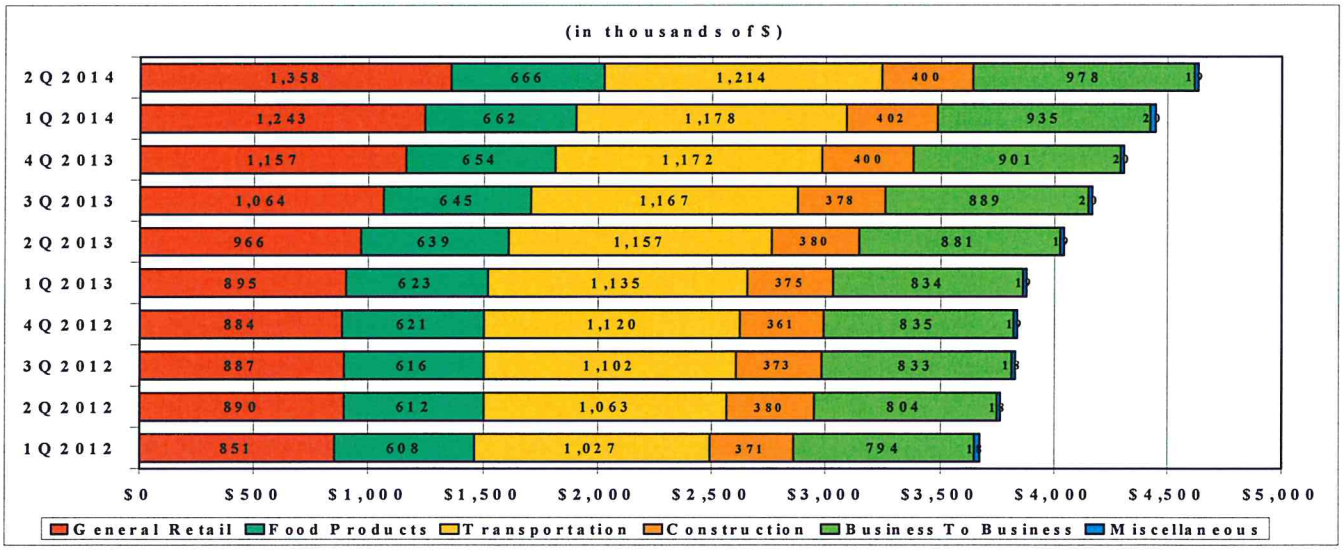
ARCO AM/PM MINI MARTS
AUTOZONE
BERCHTOLD EQUIPMENT COMPANY
BUTTONWILLOW WAREHOUSE COMPANY
CENTRAL VALLEY OFFICE SUPPLY
CHEVRON SERVICE STATIONS
CROP PRODUCTION SERVICES
DACO FARM SUPPLY
DELANO CHEVROLET BUICK GMC
FACTORY 2-U
FASTRIP SERVICE STATIONS
GREG'S PETROLEUM SERVICE
HOME DEPOT
J C PENNEY COMPANY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

HISTORICAL SALES TAX AMOUNTS

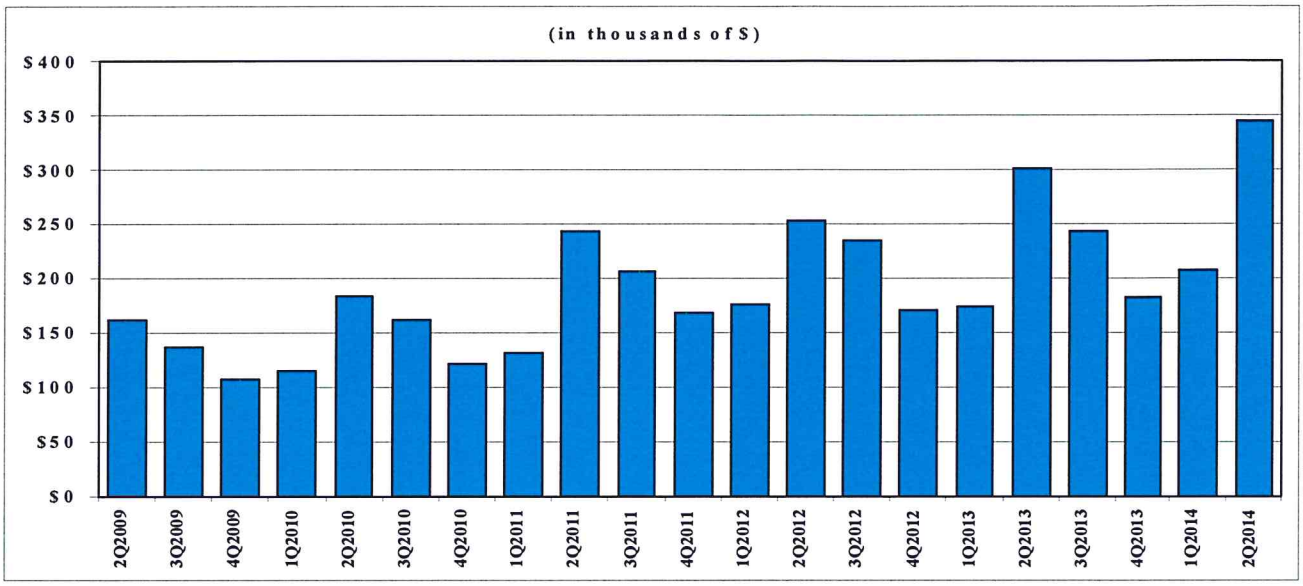
The following chart shows the sales tax level from sales through June 2014, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

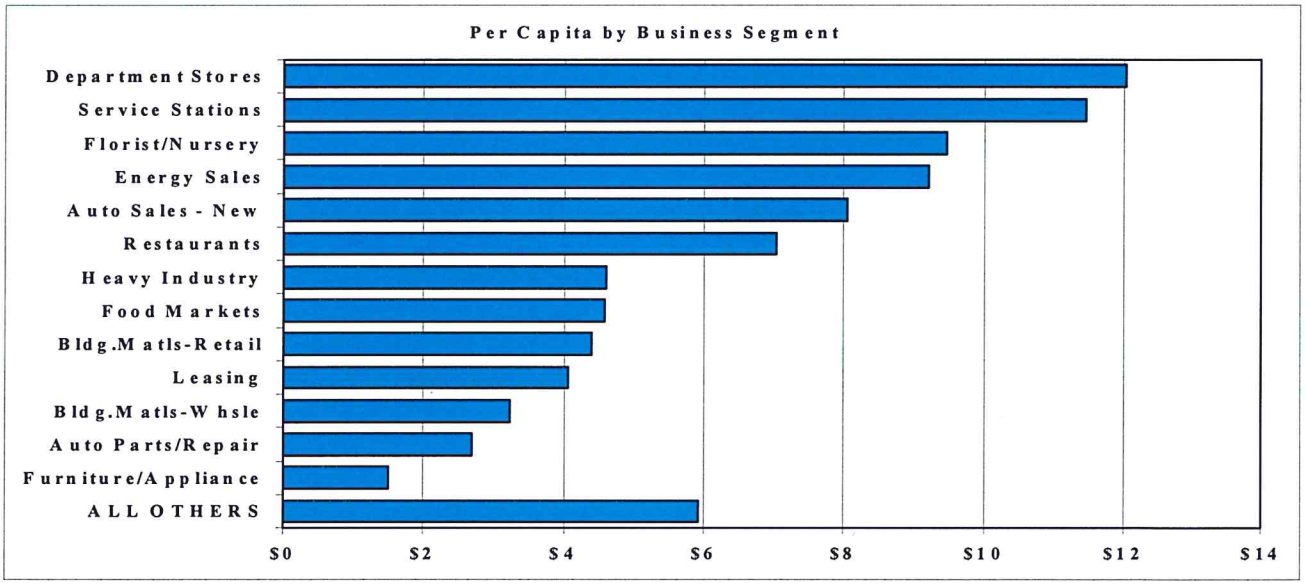


FIVE-YEAR ECONOMIC TREND: Business To Business



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2013 to June 2014.



FINAL RESULTS: January-March 2014 Sales

Local Net Cash Collections	$1,200,038
Less: Pool Amounts	($144,651)
Less: Prior Quarter Payments	($56,934)
Add: Late Payments	$64,009
Local Net Economic Collections after Adjustments	$1,062,461
Percent Change from January-March 2013 Sales	UP BY 14.6%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	$11,248
Total to Date	$251,655