



City of Delano Sales Tax Digest Summary

Collections through December 2014
Sales through September 2014 (2014Q3)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 6.2% over the same quarter from the previous year, with Northern California reporting a 6.7% increase compared to 5.7% for Southern California. Receipts for the City of Delano changed by 12.2% over the same periods.

ShopperTrak predicts that Super Saturday, the last day before Christmas, will surpass Black Friday for holiday spending this year. Stores opening Thanksgiving Day has had an impact on shifting sales throughout the fourth quarter. The National Retail Federation is predicting a 4.1% increase in sales for the holiday season, (including online retail sales), which is higher than 2013's 3.1% and more than 4% for the first time since 2011.

The Average Retail Price per gallon of Regular Gasoline in California is \$2.75. The price is providing the US economy with a multi-billion dollar boost. Low-income and middle-income Americans, who have received only modest wage increases since the economic recovery began in 2009, have benefitted the most. Falling oil prices have negatively impacted countries that are dependent on high prices to pay for costly foreign ventures, like Russia's intervention in the Ukraine and Iran's support of Syria.

LOCAL RESULTS

Net Cash Receipts Analysis

Local Collections	\$1,272,386
Share of County Pool (3.46%)	109,138
Share of State Pool (.09%)	845
SBE Net Collections	1,382,369
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(13,741)
Net 3Q2014 Receipts	1,368,627
Net 3Q2013 Receipts	1,219,949
Actual Percentage Change	12.2%

Business Activity Performance Analysis

Local Collections	\$1,272,386
Less: Payments for Prior Periods	(58,179)
Preliminary 3Q2014 Collections	1,214,206
Projected 3Q2014 Late Payments	57,623
Projected 3Q2014 Final Results	1,271,830

City of Delano

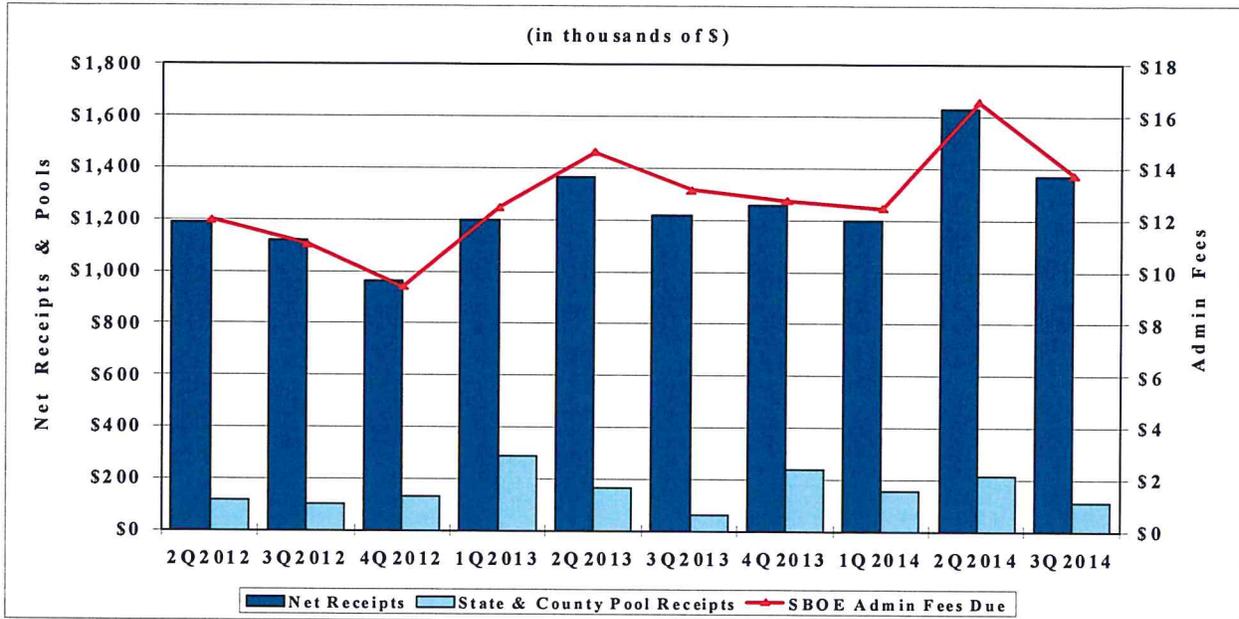
Actual 3Q2013 Results

1,129,863

Projected Percentage Change

12.6%

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 October 2013 to September 2014. The Top 25 Sales/Use Tax contributors generate 76.9% 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

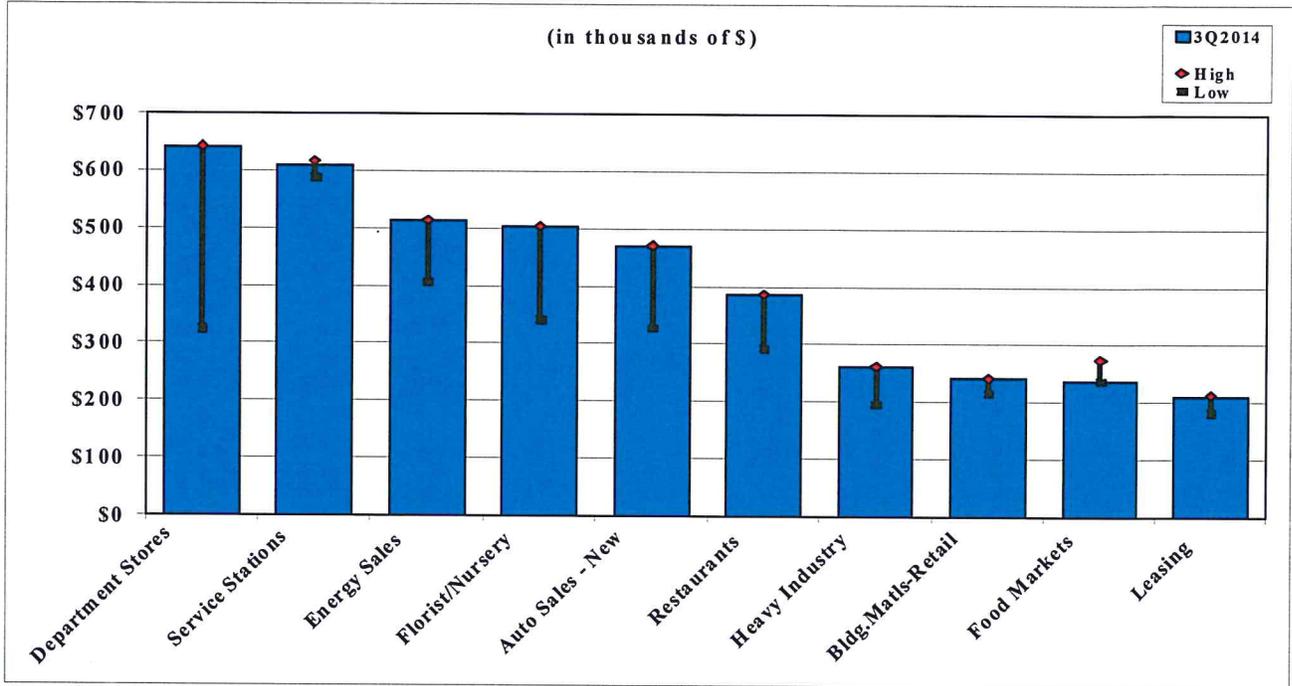
WAL MART STORES

ZEE MINI MART

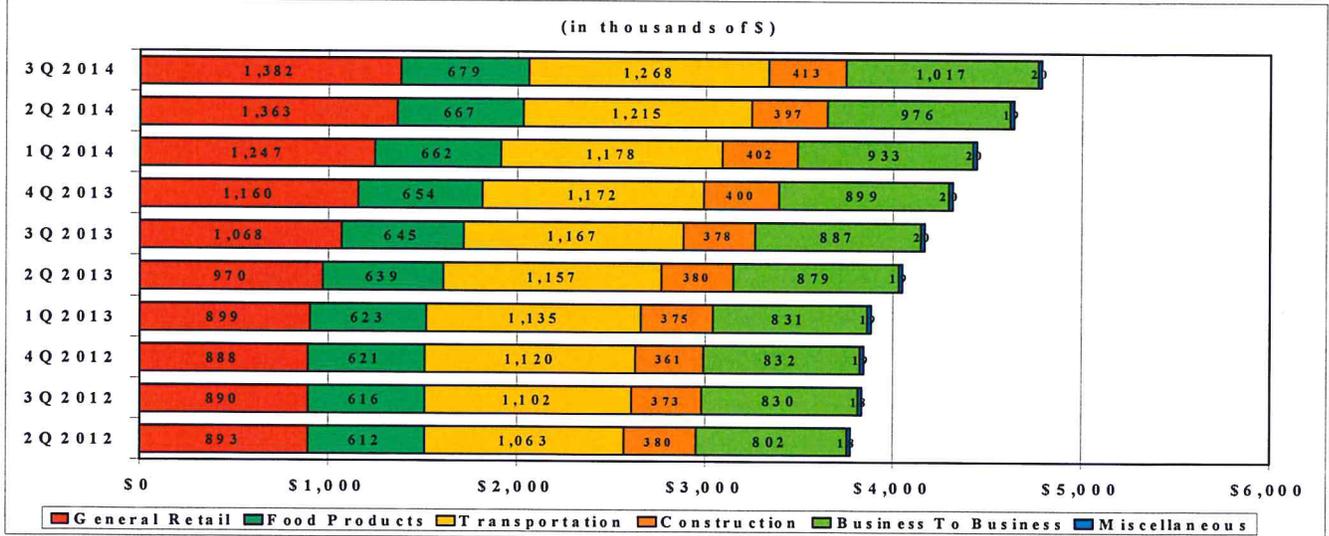
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HISTORICAL SALES TAX AMOUNTS

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

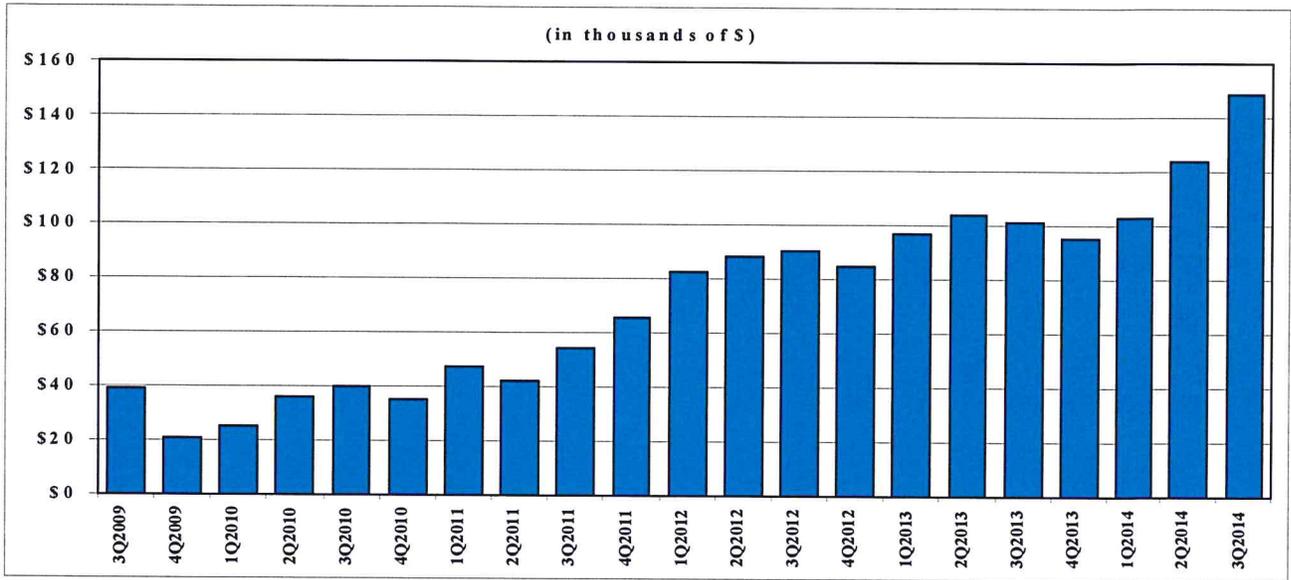


ANNUAL SALES TAX BY BUSINESS CATEGORY



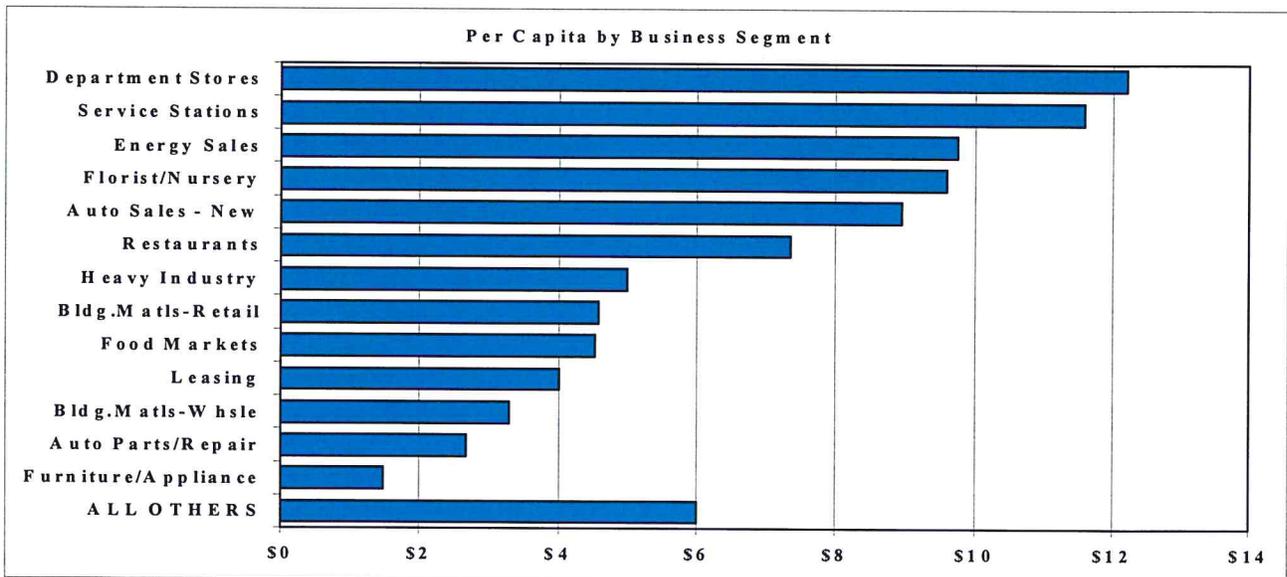
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FIVE-YEAR ECONOMIC TREND: Auto Sales - New



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from October 2013 to September 2014.



City of Delano

FINAL RESULTS: April-June 2014 Sales

Local Net Cash Collections	\$1,631,625
Less: Pool Amounts	(\$196,274)
Less: Prior Quarter Payments	(\$73,660)
Add: Late Payments	\$58,016
Local Net Economic Collections after Adjustments	<u>\$1,419,707</u>
Percent Change from January-March 2013 Sales	UP BY 15.9%

MUNISERVICES' ON-GOING AUDIT RESULTS

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