



City of Delano

Sales Tax Digest Summary

Collections through June 2015
Sales through March 2015 (2015Q1)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 3.1% over the same quarter from the previous year, with Northern California reporting a 3.4% increase compared to 2.9% for Southern California. Receipts for the City of Delano changed by -3.0% over the same periods.

The effect of recent nationwide retail trends is being felt in California. Americans are buying less "stuff" from traditional retail outlets and instead are spending more money on experiences. Air travel is up 2.8% for January and February, and the growth is coming from consumers, not business travelers. (U.S. Dept. of Transportation) Hotel occupancy rates were up 3.1% year over year in the first quarter of 2015. The overall occupancy rate of 61.1% was the highest ever recorded for the first quarter. (Smith Travel Research) Sales at restaurants were up 9% for the first four months of 2015. (U.S. Census Bureau) Jewelry sales rose for 25-straight months before dipping slightly in April. (MasterCard Advisors) All of this took place despite a stronger dollar reducing foreign tourism, which suggests that much of the growth is coming from Americans spending money at home.

Current Sales and Use Tax laws may be based on outdated business models and spending habits.

LOCAL RESULTS

Net Cash Receipts Analysis

Local Collections	\$1,143,577
Share of County Pool (3.37%)	34,978
Share of State Pool (.08%)	21
SBE Net Collections	1,178,575
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(14,200)
Net 1Q2015 Receipts	1,164,375
Net 1Q2014 Receipts	1,200,038
Actual Percentage Change	-3.0%

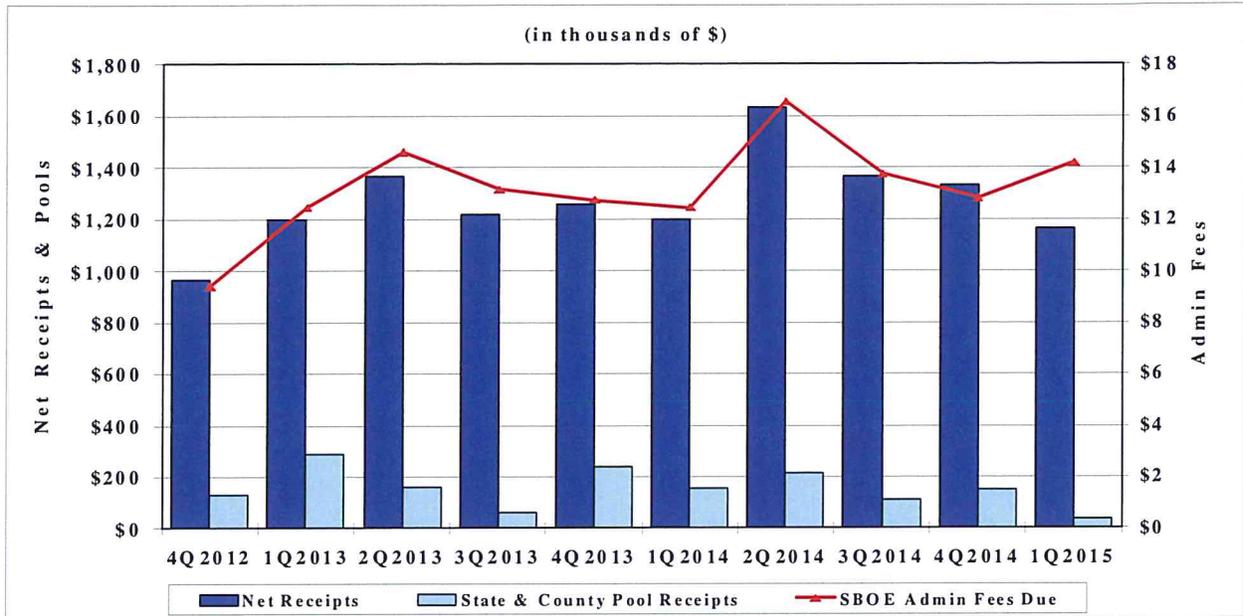
Business Activity Performance Analysis

Local Collections	\$1,143,577
Less: Payments for Prior Periods	(64,345)
Preliminary 1Q2015 Collections	1,079,232

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Projected 1Q2015 Late Payments	65,290
Projected 1Q2015 Final Results	1,144,522
Actual 1Q2014 Results	1,064,247
Projected Percentage Change	7.5%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

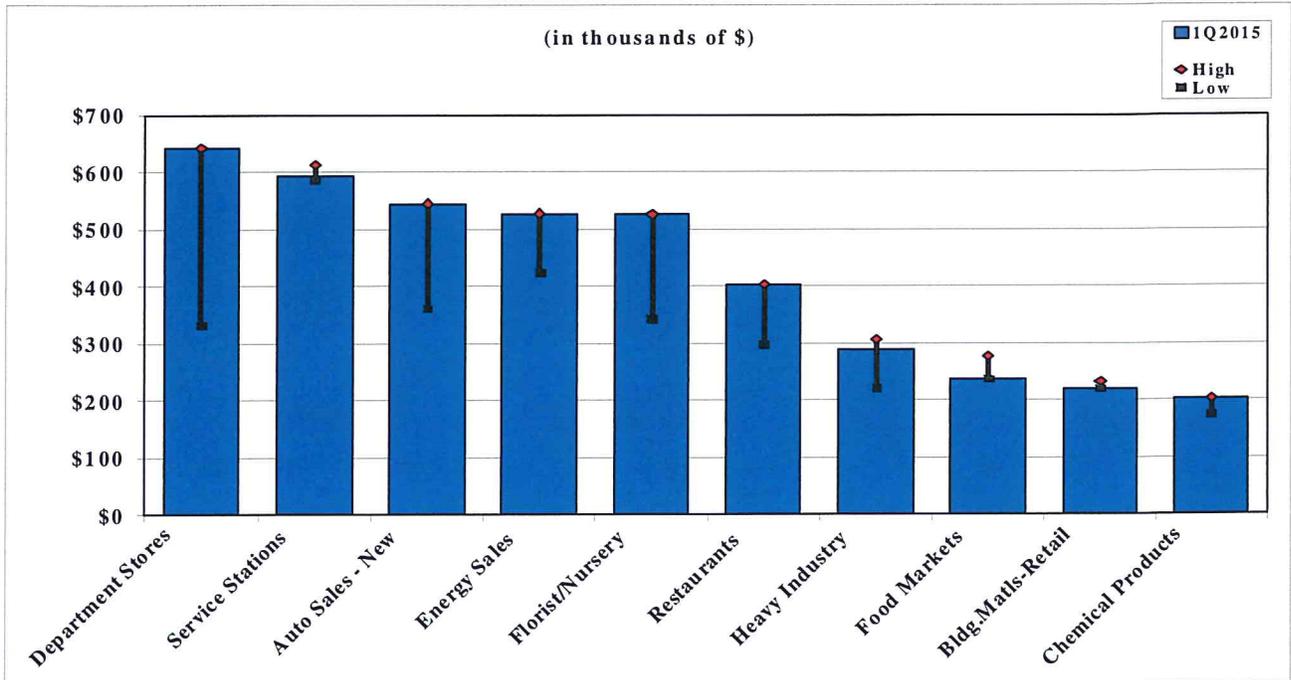
The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from April 2014 to March 2015. The Top 25 Sales/Use Tax contributors generate 75.6% of Delano's total sales and use tax revenue.

- | | |
|---|--|
| <ul style="list-style-type: none"> 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 FASTRIP SERVICE STATIONS GIRO PACK GREG'S PETROLEUM SERVICE HOME DEPOT | <ul style="list-style-type: none"> J C PENNEY COMPANY K MART STORES MCDONALD'S RESTAURANTS NORTH KERN MACHINERY RITE AID DRUG STORES ROSS STORES SHELL SERVICE STATIONS SMART & FINAL TACO BELL VALLARTA SUPERMARKET WAL MART STORES ZEE MINI MART |
|---|--|

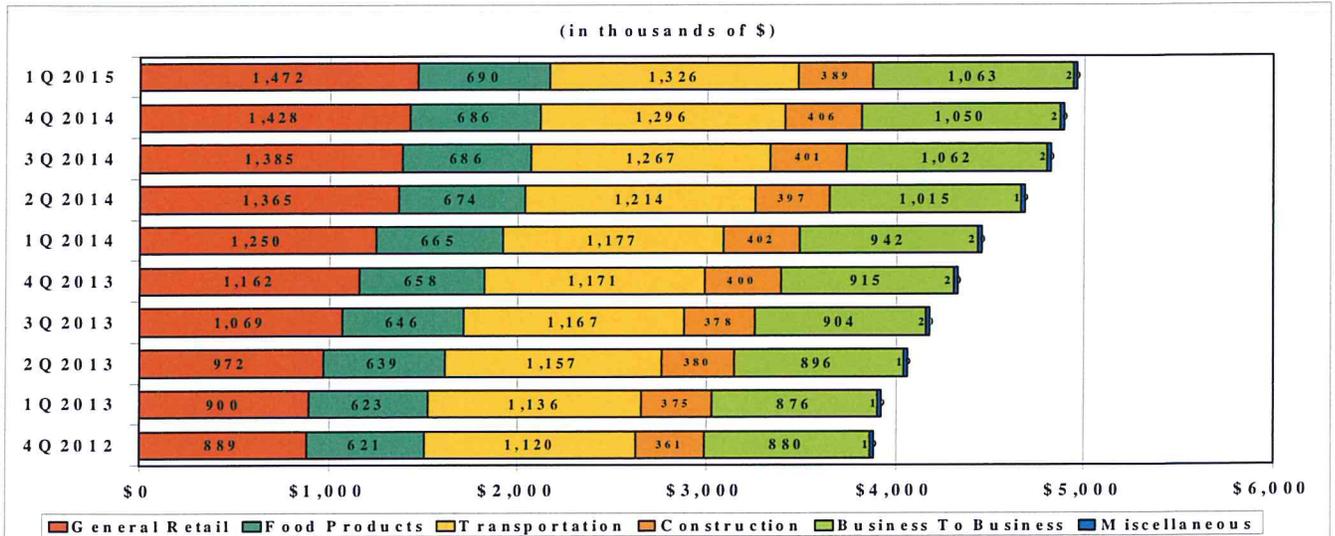
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HISTORICAL SALES TAX AMOUNTS

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

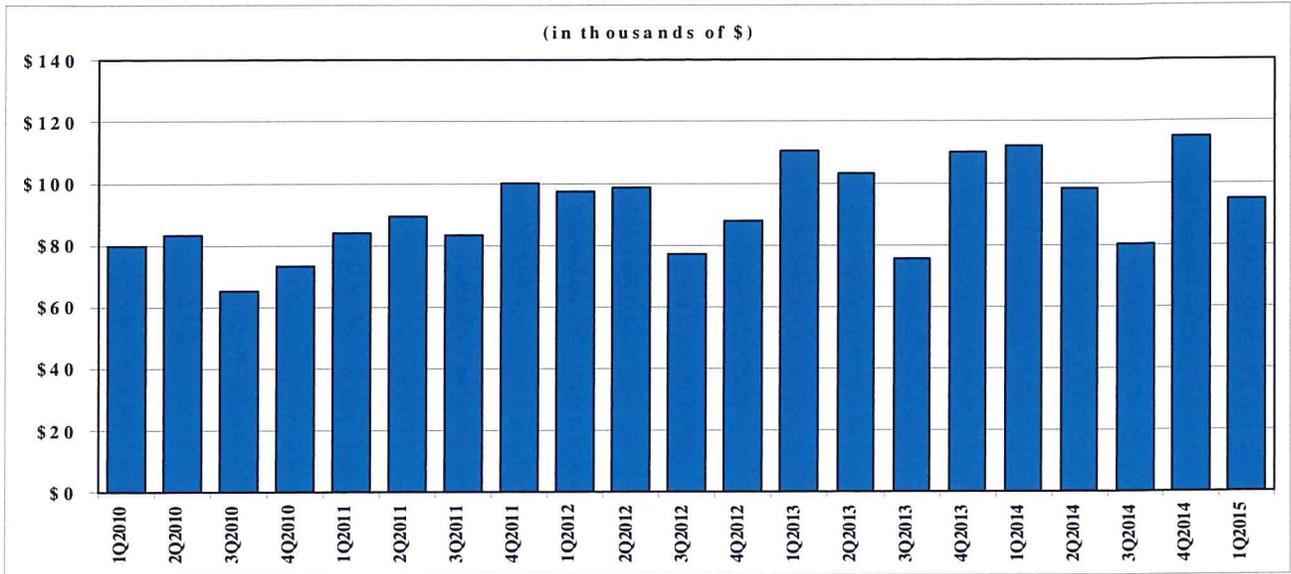


ANNUAL SALES TAX BY BUSINESS CATEGORY



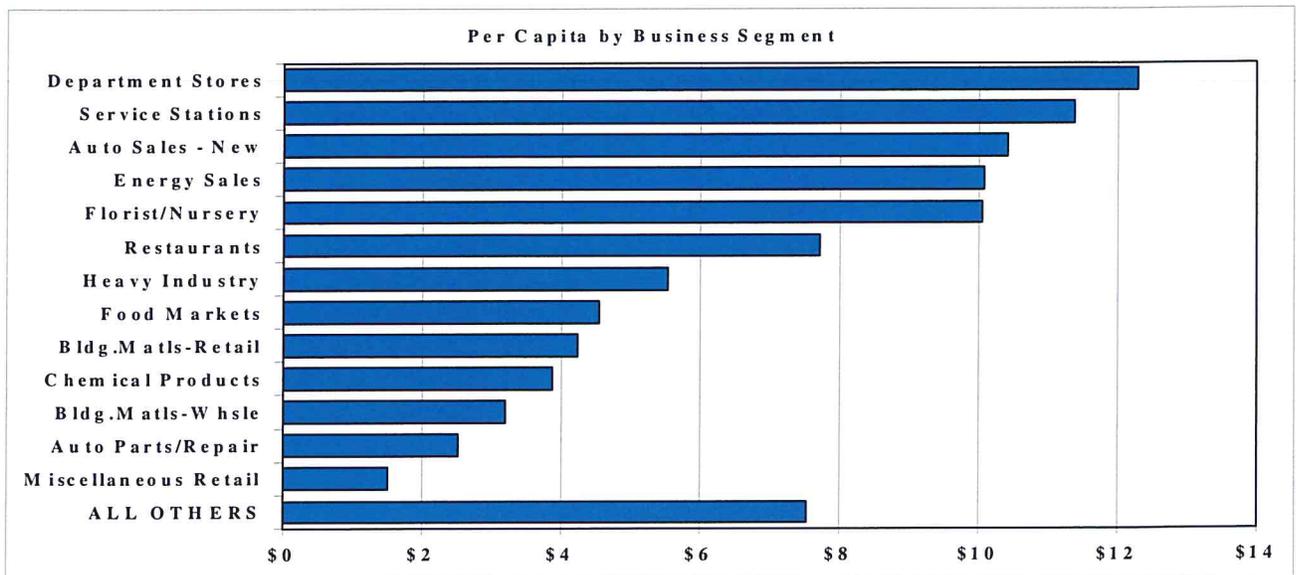
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FIVE-YEAR ECONOMIC TREND: Construction



PER CAPITA BY BUSINESS SEGMENT

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



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FINAL RESULTS: October-December 2014 Sales

Local Net Cash Collections	\$1,329,570
Less: Pool Amounts	(\$136,622)
Less: Prior Quarter Payments	(\$155,616)
Add: Late Payments	\$53,339
Local Net Economic Collections after Adjustments	<hr/> \$1,090,671
Percent Change from April-June 2013 Sales	UP BY 6.4%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$103,475
Total to Date	\$357,538