City of Delano
Sales Tax Digest Summary

Collections through December 2015
Sales through September 2015 (2015Q3)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 2.4% over the same quarter from the previous year, with Northern California reporting a 1.8% increase compared to 2.8% for Southern California. Receipts for the City of Delano changed by 10.6% over the same periods.

How are prices affecting Sales Tax Revenues? The Annual Inflation Rate (CPI-U Western Region) in November edged down to 1.5% from 1.7% in November of 2014, due in part to lower gasoline prices. The overall annual inflation rate of 1.5% includes two segments that are increasingly using up more and more of California resident's disposable income and generally don't generate sales tax revenues: Housing 3.4% and Medical Care 3.4%. The Annual Inflation Rate for segments that generally do generate sales tax: Commodities less Food -(2.4)%, Nondurables -(2.0)%, Motor Fuel -(18.7)% and Food and Beverages 1.6%. (Bureau of Labor Statistics)

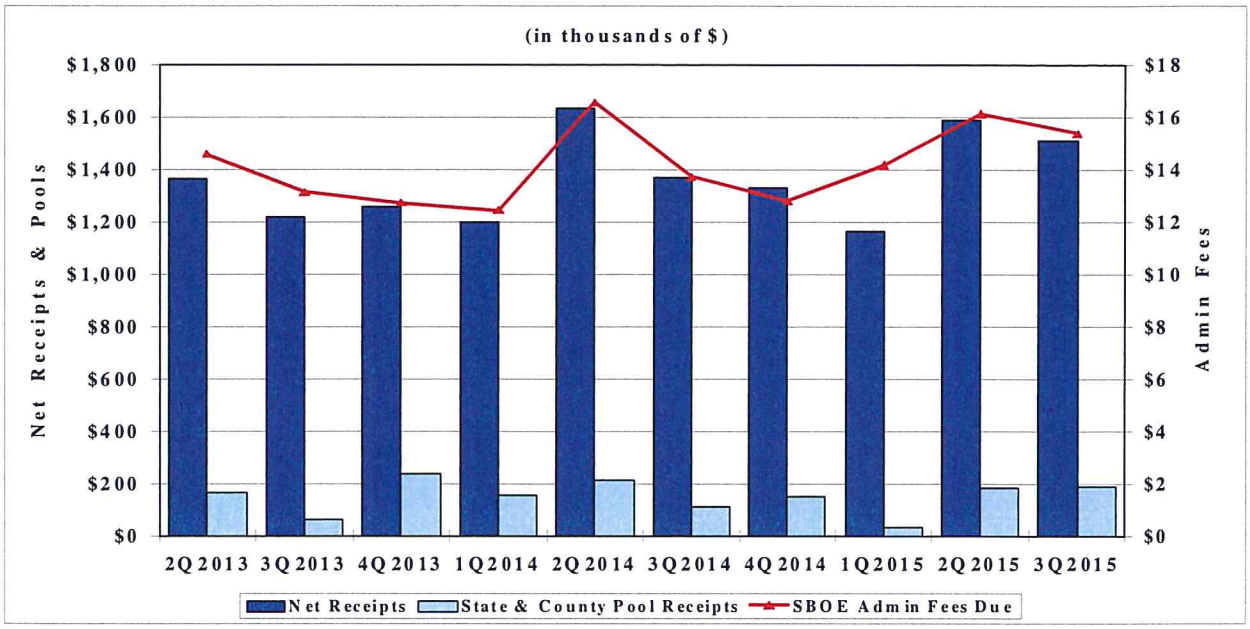
Where are Sales Tax Revenues growing? Retail Sales grew by 7.9% during the holiday season, excluding autos and gas. (SpendingPulse) Double-digit growth in furniture sales shows that consumers have more disposable income and are willing to splurge on big ticket items. (MasterCard Advisors)

LOCAL RESULTS

Net Cash Receipts Analysis	
Local Collections	$1,339,736
Share of County Pool (4.24%)	189,434
Share of State Pool (.09%)	254
SBE Net Collections	1,529,424
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(15,393)
Net 3Q2015 Receipts	1,514,031
Net 3Q2014 Receipts	1,368,627
Actual Percentage Change	10.6%

Business Activity Performance Analysis	
Local Collections	$1,339,736
Less: Payments for Prior Periods	(67,768)
Preliminary 3Q2015 Collections	1,271,968
Projected 3Q2015 Late Payments	46,115
Projected 3Q2015 Final Results	1,318,083
Actual 3Q2014 Results	1,278,528
Projected Percentage Change	3.1%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



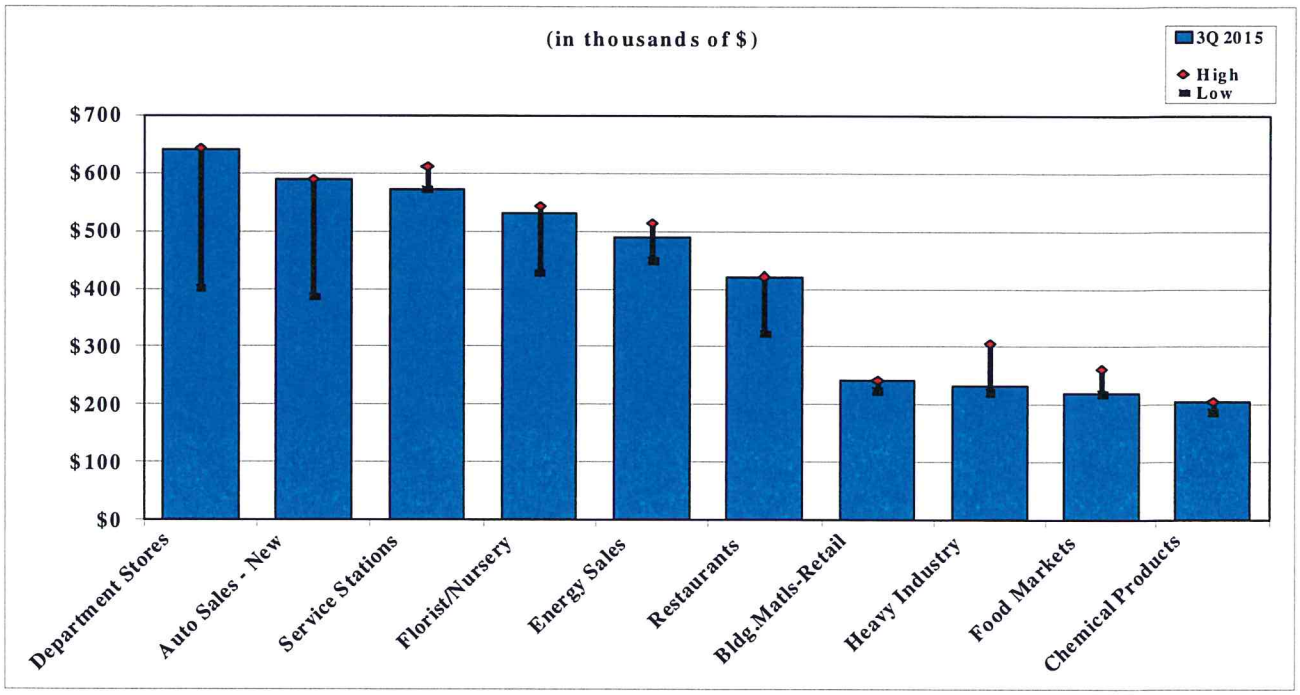
TOP 25 SALES/USE TAX CONTRIBUTORS

The following list identifies Delano's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from October 2014 to September 2015. The Top 25 Sales/Use Tax contributors generate 75.8% of Delano's total sales and use tax revenue.

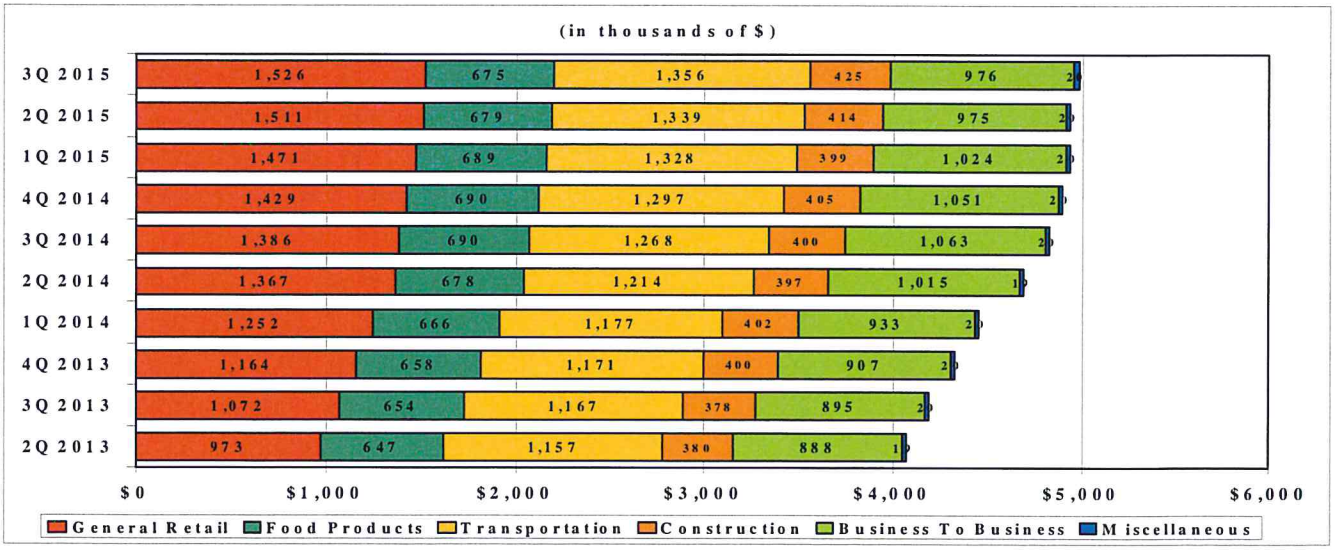
ARCO AM/PM MINI MARTS
AUTOZONE
BERCHTOLD EQUIPMENT COMPANY
BUTTONWILLOW WAREHOUSE COMPANY
CENTRAL VALLEY OFFICE SUPPLY
CHEVRON SERVICE STATIONS
CROP PRODUCTION SERVICES
DACO FARM SUPPLY
DELANO CHEVROLET BUICK GMC
FASTRIP SERVICE STATIONS
GREG'S PETROLEUM SERVICE
HOME DEPOT
J C PENNEY COMPANY
K MART STORES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

HISTORICAL SALES TAX AMOUNTS

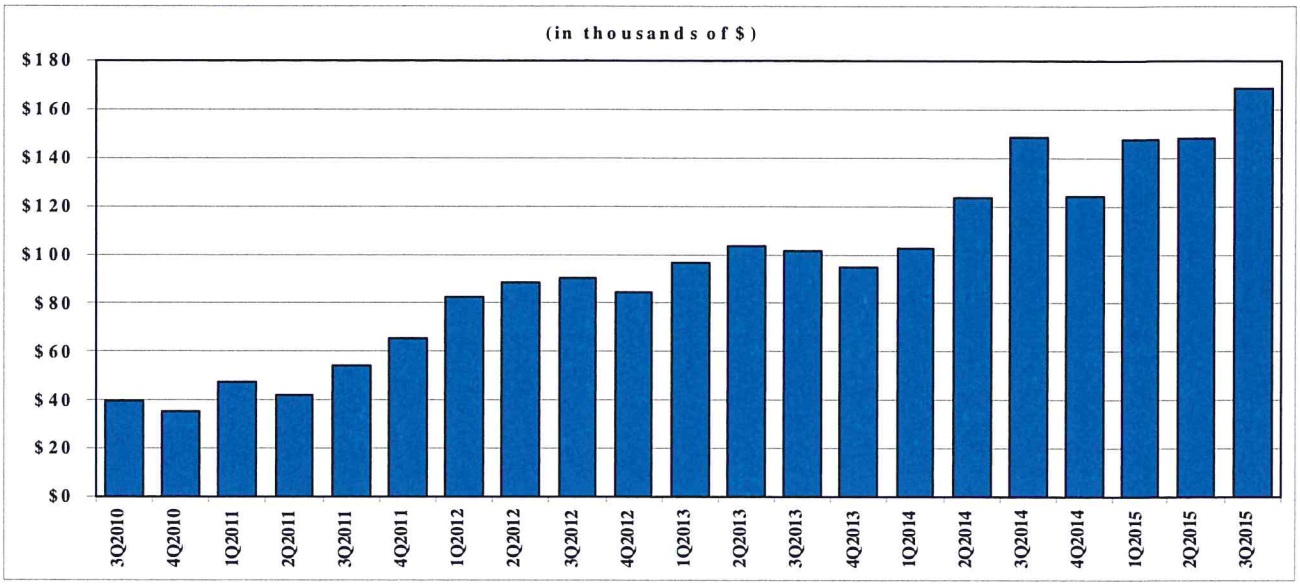
The following chart shows the sales tax level from sales through September 2015, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

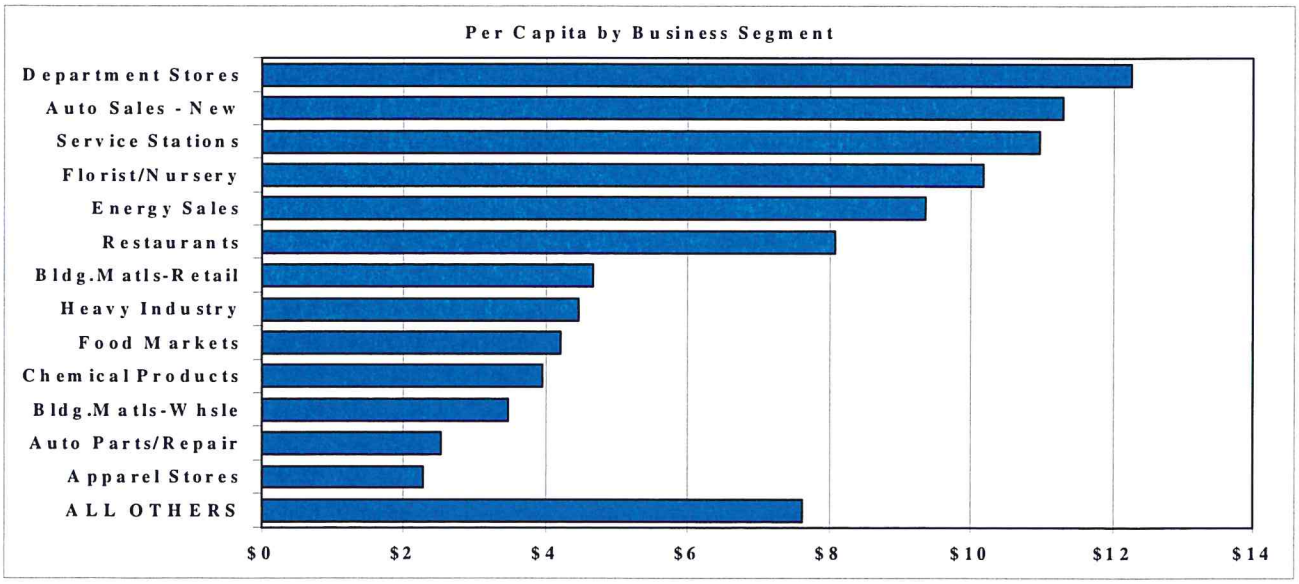


FIVE-YEAR ECONOMIC TREND: Auto Sales - New



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2014 to June 2015.



FINAL RESULTS: April-June 2015 Sales

Local Net Cash Collections	$1,591,589
Less: Pool Amounts	($168,456)
Less: Prior Quarter Payments	($19,903)
Add: Late Payments	$60,368
Local Net Economic Collections after Adjustments	$1,463,598
Percent Change from April-June 2014 Sales	UP BY .5%

MUNISERVICES' ON-GOING AUDIT RESULTS

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