



# City of Sanger Sales Tax Digest Summary

Collections through September 2011  
Sales through June 2011 (2011Q2)

## CALIFORNIA'S OVERVIEW

California's recovery is slowly unfolding at a sluggish pace, but the outlook is not quite as dismal as expected. On a cash basis, statewide sales tax receipts during July-September 2011 grew by 10.3%. Northern California grew by 11.7% and Southern California grew by 9.2%. As for the City of Sanger, its sales tax receipts changed by 18.9% from July-September 2010 to July-September 2011.

## CALIFORNIA'S FUTURE

General Retail, Restaurants and Service Stations continue to lead economic growth. Construction continues to contract as the housing market seeks to find bottom. Low home prices, precipitous rise in gas prices, slow job growth and natural disasters that disrupted major world economics continue to impact consumer spending habits. In order to fully establish an economic rebound, California needs job growth both locally and regionally to increase spending as well as business travel. Housing prices must stabilize and begin growing in order to restore some levels of equity and wealth effect, which should bolster consumer confidence and spending once again.

## LOCAL RESULTS

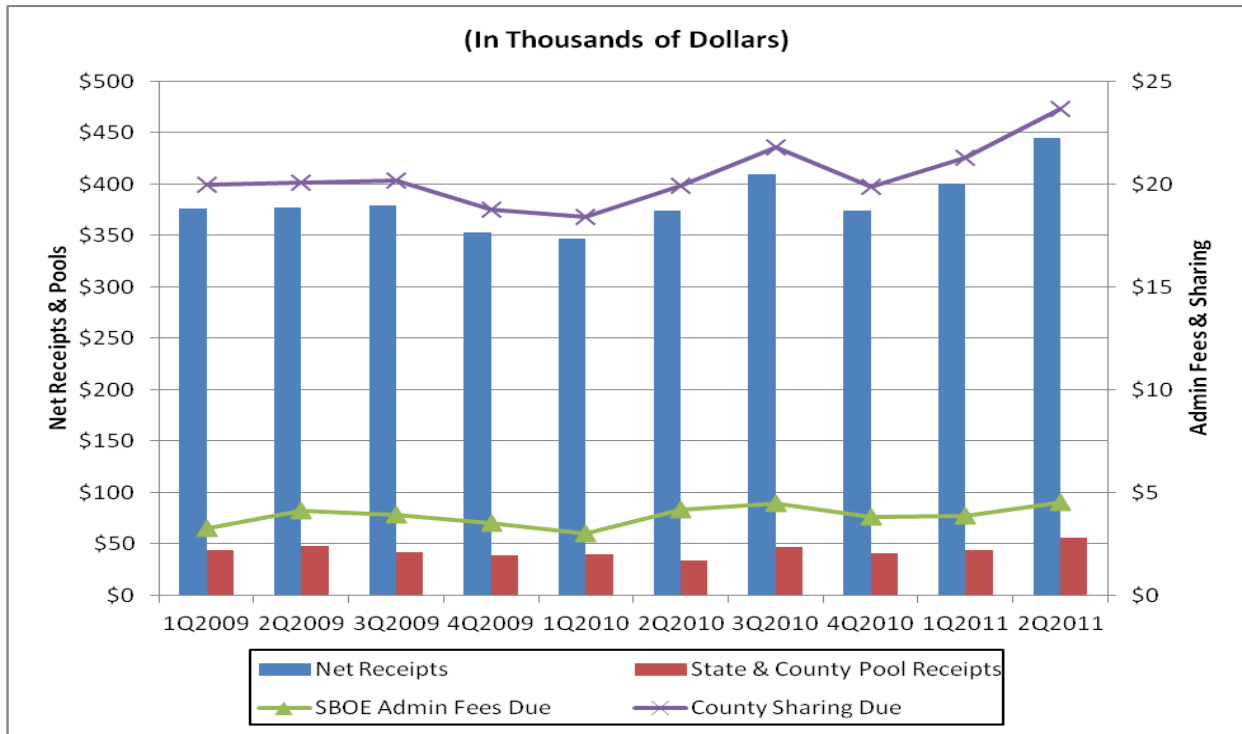
### Net Cash Receipts Analysis

Local Collections	\$417,410.00
Share of County Pool (1.63%)	\$56,180.00
Share of State Pool (.04%)	(\$251.00)
SBE Net Collections	\$473,338.00
Less: Amount Due County 5.00%	\$23,667.00
Less: Cost of Administration	\$4,497.00
Net 2Q2011 Receipts	\$445,175.00
Net 2Q2010 Receipts	\$374,439.00
Actual Percentage Change	18.9%

### Business Activity Performance Analysis

Local Collections	\$417,410.00
Less: Payments for Prior Periods	(\$38,275.00)
Preliminary 2Q2011 Collections	\$379,135.00
Projected 2Q2011 Late Payments	\$2,365.00
Projected 2Q2011 Final Results	\$381,500.00
Actual 2Q2010 Results	\$371,203.00
Projected Percentage Change	2.8%

## HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



### TOP 25 SALES/USE TAX CONTRIBUTORS

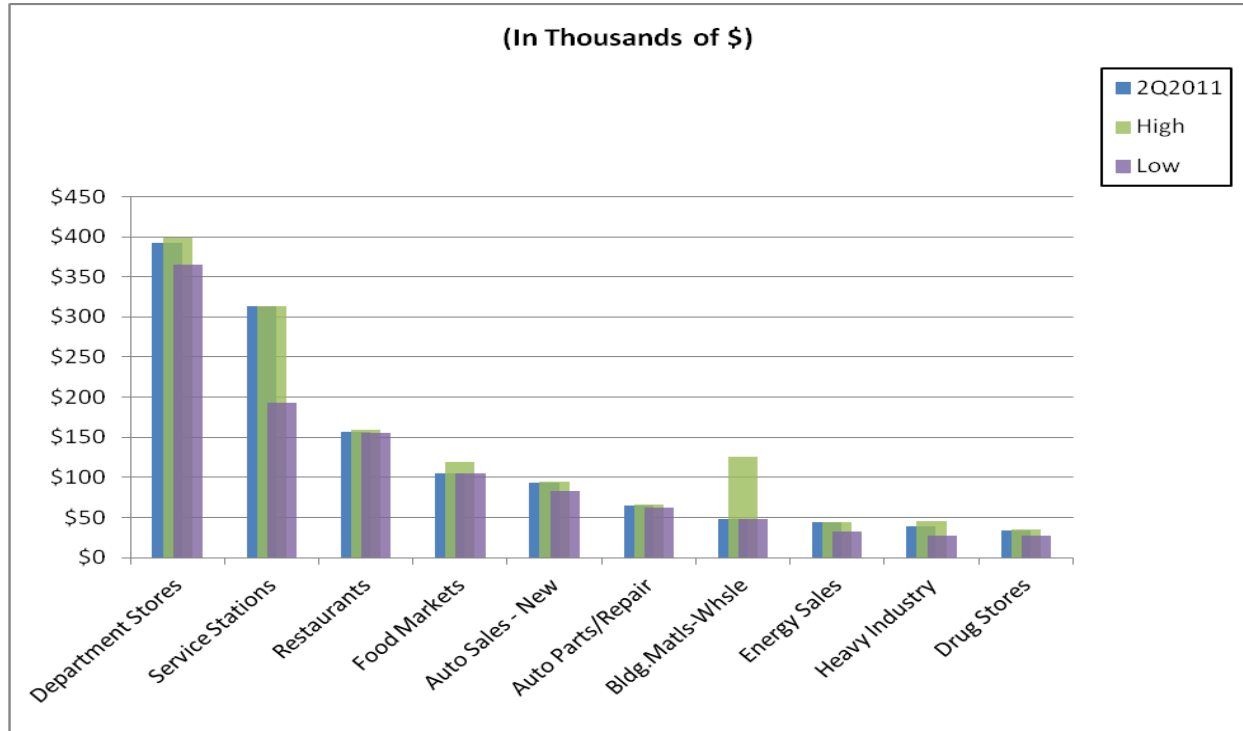
The following list identifies Sanger's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2010 through June 2011. The Top 25 Sales/Use Tax contributors generate 76.0% of Sanger's total sales and use tax revenue.

- |                             |                               |
|-----------------------------|-------------------------------|
| ADCO MANUFACTURING          | MODULAR CONCEPTS              |
| ARCO AM/PM MINI MARTS       | PITMAN FARMS                  |
| AUTOZONE                    | RAPER ELECTRICAL DISTRIBUTORS |
| CVS/PHARMACY                | RL VERNON                     |
| DENNY'S RESTAURANT          | SANGER NURSERY                |
| FASTRIP SERVICE STATIONS    | SEQUOIA CHEVROLET             |
| FRESNO FAB-TECH             | SHELL SERVICE STATIONS        |
| GONG'S MARKET               | SNAPPY FOOD STORE             |
| JACK IN THE BOX RESTAURANTS | TACO BELL                     |
| KINGS RIVER DOOR            | TEXACO SERVICE STATIONS       |
| KRAGEN AUTO PARTS           | UNION 76 SERVICE STATIONS     |
| MCDONALD'S RESTAURANTS      | WAL MART STORES               |
| ME-N-ED'S PIZZA PARLOR      |                               |

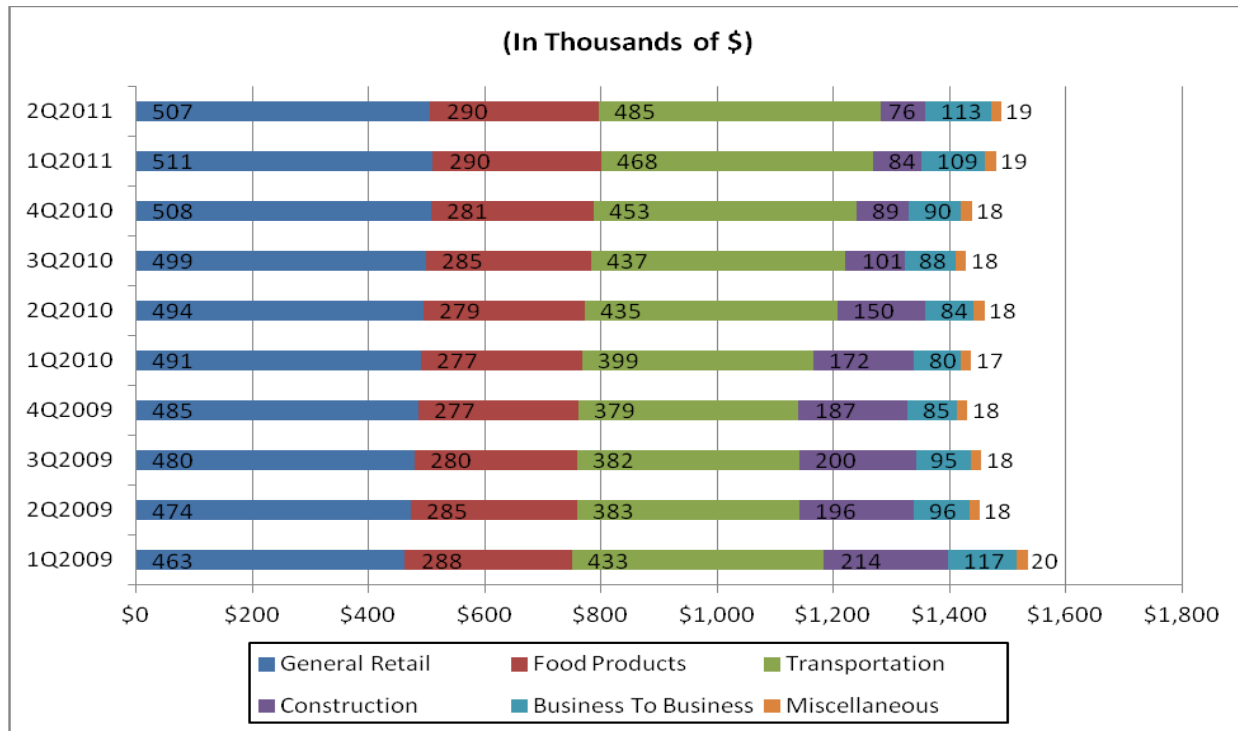
# City of Sanger

## HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through June 2011, the highs, and the lows for each segment over the last two years.

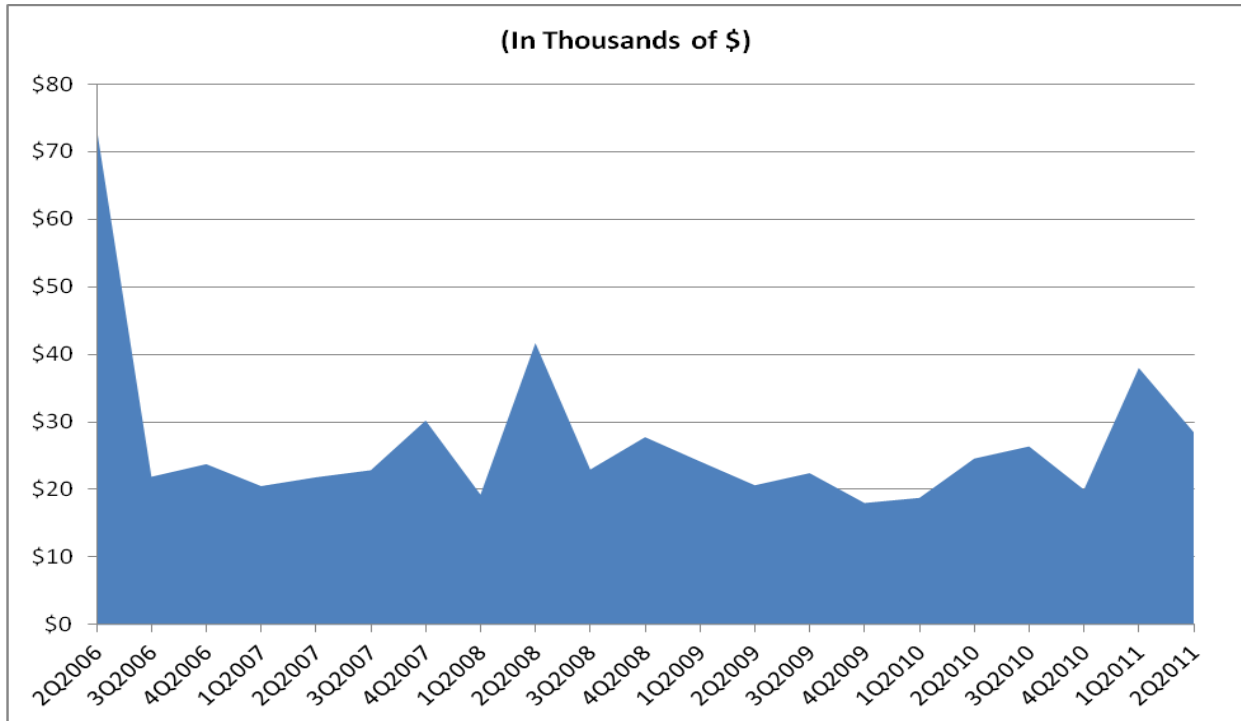


## ANNUAL SALES TAX BY BUSINESS CATEGORY



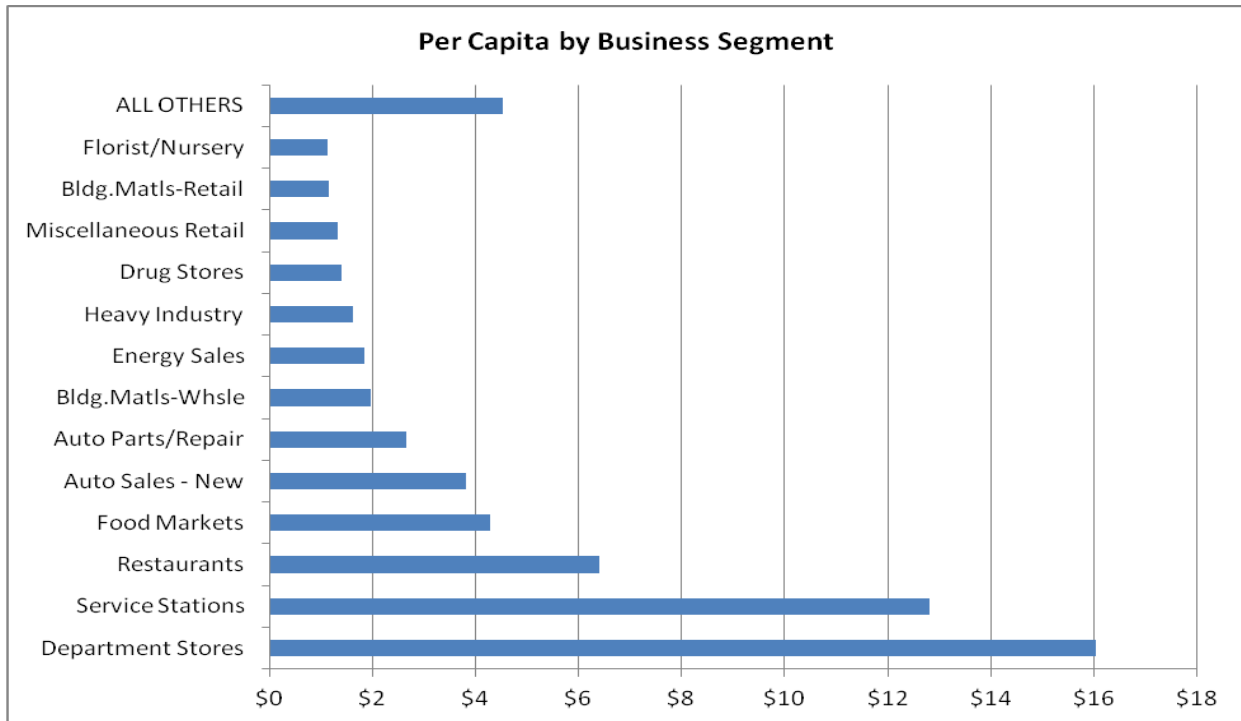
# City of Sanger

## FIVE-YEAR ECONOMIC TREND: Business To Business



## PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2010 to June 2011.



**FINAL RESULTS: January-March 2011 Sales**

Local Net Cash Collections	\$400,239.00
Less: Pool Amounts	(\$18,747.00)
Less: Prior Quarter Payments	(\$5,223.00)
Add: Late Payments	\$2,255.00
Local Net Economic Collections after Adjustments	<hr/> \$378,525.00
Percent Change from January-March 2010 Sales	UP BY 12.4%

**MUNISERVICES' ON-GOING AUDIT RESULTS**

This Quarter	\$8,903.00
Total to Date	\$253,101.00