

City of Sausalito

Sales Tax Digest Summary

Collections through December 2011 Sales through September 2011 (2011Q3)

CALIFORNIA'S OVERVIEW

The City of Sausalito, sales tax receipts changed by 24.8% from October-December 2010 to October-December 2011. Statewide sales tax receipts during October-December 2011 grew by 9.2%. Northern California grew by 9.4% and Southern California grew by 9.0%. For now the economy looks to be moving in the right direction. The housing market is improving in comparison to previous years with declines in both the number of defaults and foreclosures. California exports, technological products, domestic capital spending and agriculture have accelerated the economic recovery in California. Many automotive dealers, including products made by the "Detroit 3", are experiencing moderate sales increases. Consumer spending jumped from last quarter and helped stimulate the economy for a moderate third quarter growth.

CALIFORNIA'S FUTURE

California's outlook for the future remains mostly positive but faces some headwinds. Consumer confidence and rising income has helped drive the increase in taxable sales and we expect to see continued growth for the balance of 2011 and 2012. Unemployment will remain stubbornly high; job creation will occur, but recovery will be slow. California home sales and median prices will improve slightly in 2012, construction sector, which has seen a 40% decline since 2007, will grow but will not be able to regain its former strength in the foreseeable future. Many economists expect California's economy to slowly improve but at a rate slower than other states. However, California does have a big future ahead of itself: a large and growing population. By 2012, 39.5 million residents will call California home. Growth will boost residential construction, retail sales and services. California still faces high unemployment rates and ongoing reductions in government sector jobs.

LOCAL RESULTS

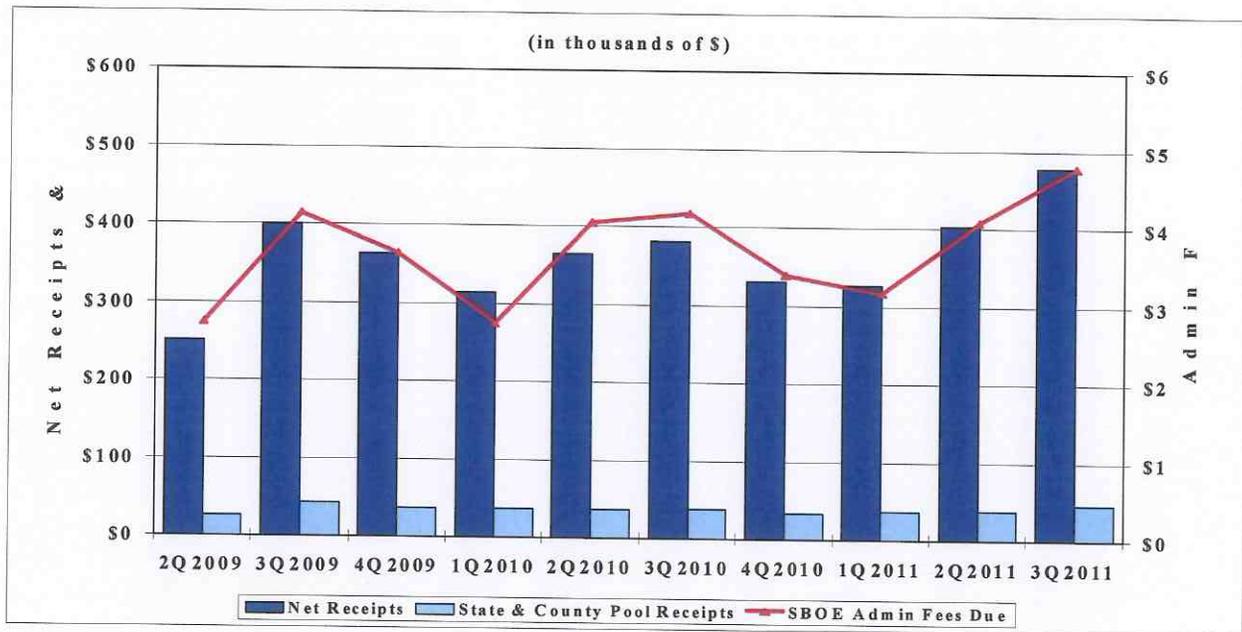
Net Cash Receipts Analysis	
Local Collections	\$436,731
Share of County Pool (4.69%)	45,572
Share of State Pool (.04%)	359
SBE Net Collections	482,662
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(4,782)
Net 3Q2011 Receipts	477,881
Net 3Q2010 Receipts	382,970
Actual Percentage Change	24.8%

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Business Activity Performance Analysis

Local Collections	\$436,731
Less: Payments for Prior Periods	(25,536)
Preliminary 3Q2011 Collections	411,195
Projected 3Q2011 Late Payments	5,945
Projected 3Q2011 Final Results	417,140
Actual 3Q2010 Results	356,696
Projected Percentage Change	16.9%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

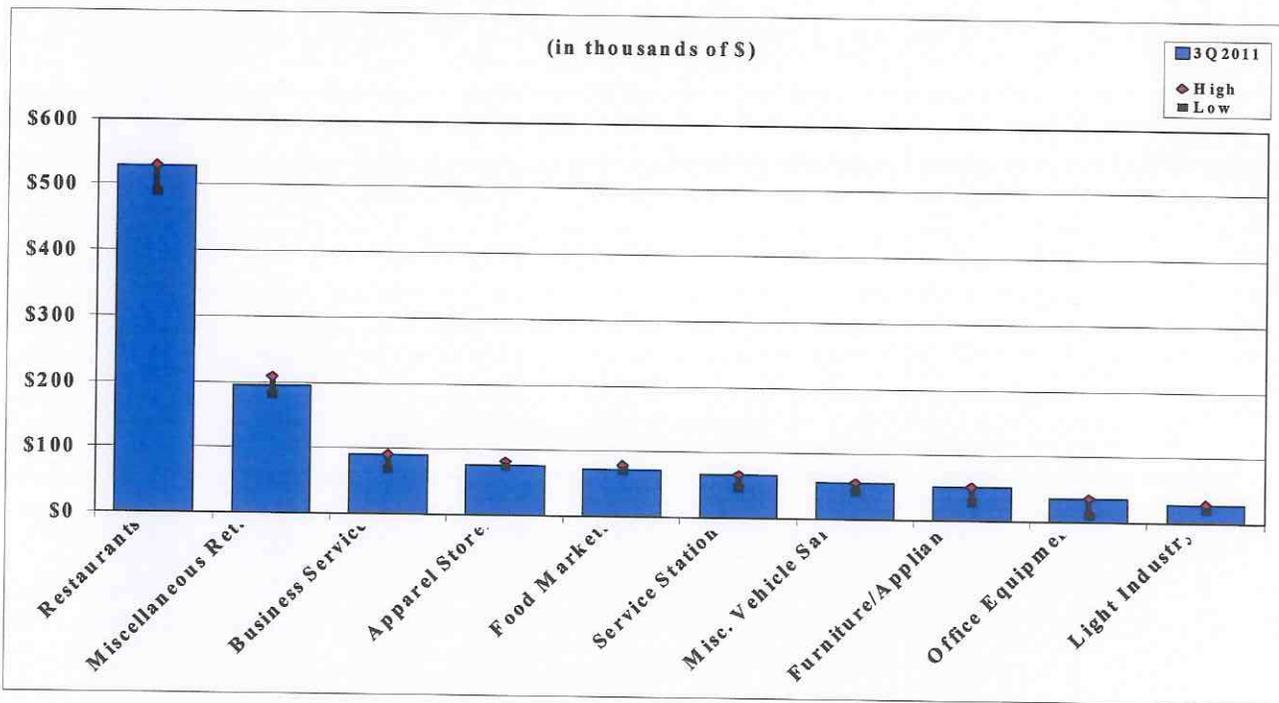
The following list identifies Sausalito's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from October 2010 through September 2011. The Top 25 Sales/Use Tax contributors generate 51.7% of Sausalito's total sales and use tax revenue.

A BICYCLE ODYSSEY	ONYX WORLDWIDE
ANGELINO RESTAURANT	POGGIO RESTAURANT
BRIDGEWAY BIGHT	Q SURGICAL
BRIDGEWAY GAS SERVICE STATIONS	SASHA MOCK DESIGN
CARUSO'S RESTAURANT	SCOMA'S RESTAURANT
DVORSON'S FOOD SERVICE EQUIP	SERENA & LILY
GENE HILLER	SHELL SERVICE STATIONS
HEATH CERAMICS	SUSHI RAN RESTAURANT
HORIZONS RESTAURANT	TASTE OF ROME
IMARI GALLERY	THE SPINNAKER RESTAURANT
KEY INFORMATION SYSTEMS	TREK EQUIPMENT CORPORATION
LE GARAGE	WEST MARINE PRODUCTS
MOLLIE STONE'S MARKET	

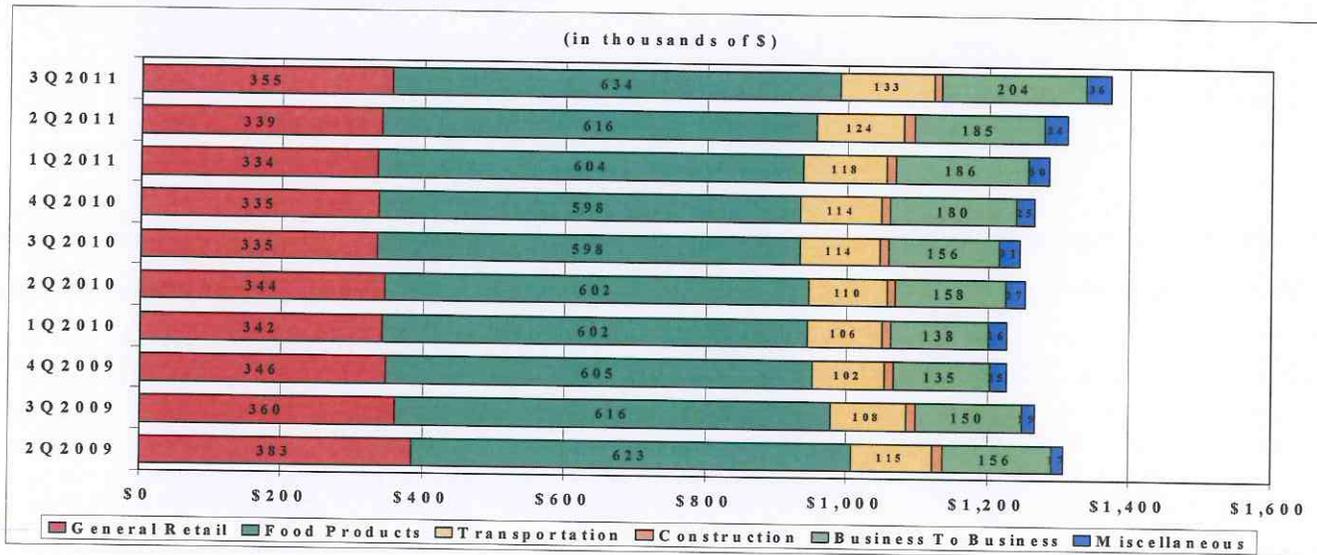
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HISTORICAL SALES TAX AMOUNTS

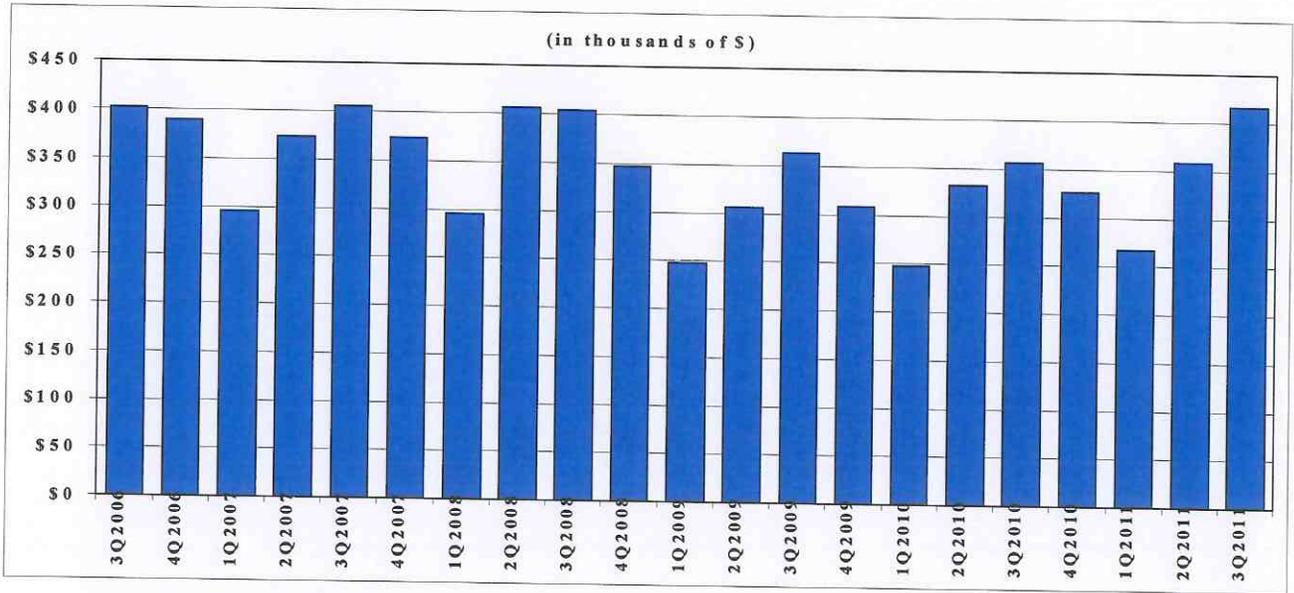
The following chart shows the sales tax level from sales through September 2011, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

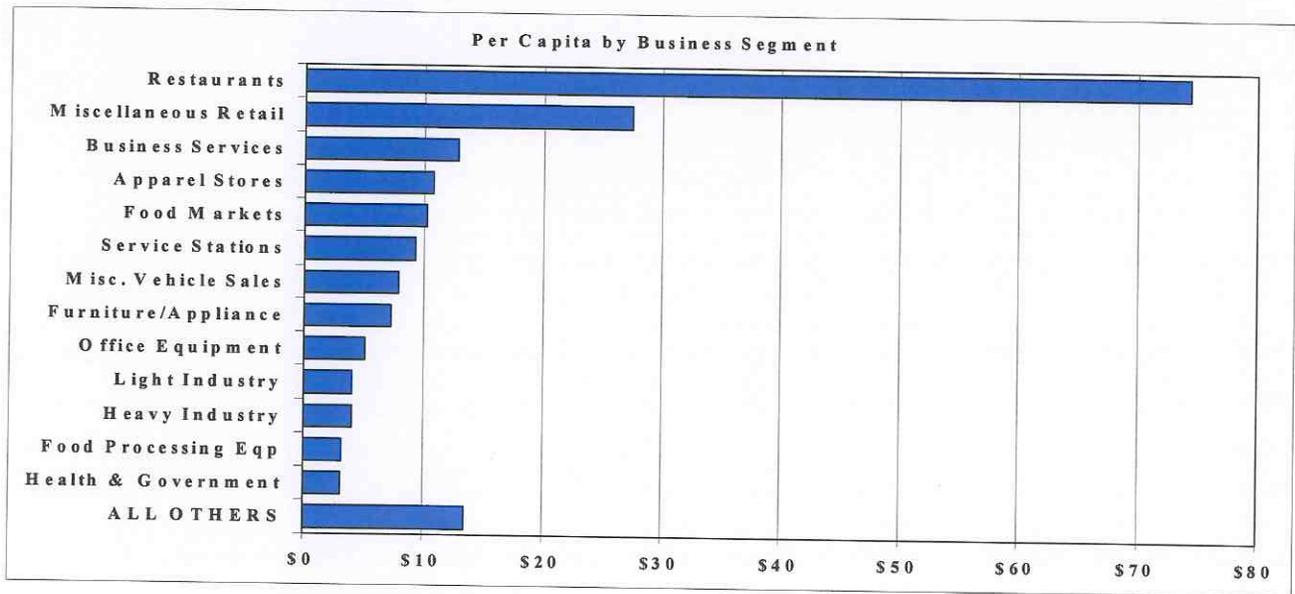


FIVE-YEAR ECONOMIC TREND: All Businesses



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from October 2010 to September 2011.



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FINAL RESULTS: April-June 2011 Sales

Local Net Cash Collections	\$403,947
Less: Pool Amounts	(\$35,231)
Less: Prior Quarter Payments	(\$12,521)
Add: Late Payments	\$3,396
Local Net Economic Collections after Adjustments	<hr/> \$359,591
Percent Change from April-June 2010 Sales	UP BY 8.0%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$1,633
Total to Date	\$49,001