

City of Sebastopol

Sales Period: July 2010 - June 2011

Summary

- Economy:** The California economy has split into two different worlds. The differential between Coastal California and Inland California has begun to widen and showing signs that long-term economic stagnation can be expected in Inland California while Coastal California is growing out of the recession. (UCLA Anderson Report)
- Jobs:** The California forecast sees virtually no growth in employment, with employment growth of 0.7% and 2.1% expected in 2012 and 2013 respectively. Payrolls will grow more rapidly at 1.1%, 0.6% and 2.0% for the forecast years through 2013 and the unemployment rate will hover around 12% for the rest of this year and will average 11% through 2013. (UCLA Anderson Report) On a bright note, the leisure and hospitality category gained 1,500 jobs in Augusts with a 14% increase in point of entry arrivals over 2010. (Visit California)
- Service Stations:** Retail gasoline prices are down about 55 cents since peaking in May, at which time the average price for regular unleaded pushed \$4 per gallon. It is expected that the average gasoline price will bounce between \$3.65-\$3.90 (adjusted for CA) for much of the rest of 2011. (Patrick DeHaan, Senior Petroleum Analyst at gasbuddy.com)
- Major Retail Stores:** Revenues in August were up 4.6% for major retail stores open at least a year despite the higher prices for food and clothes, the volatility in the stock market, and the impact of Hurricane Irene. (Associated Press)

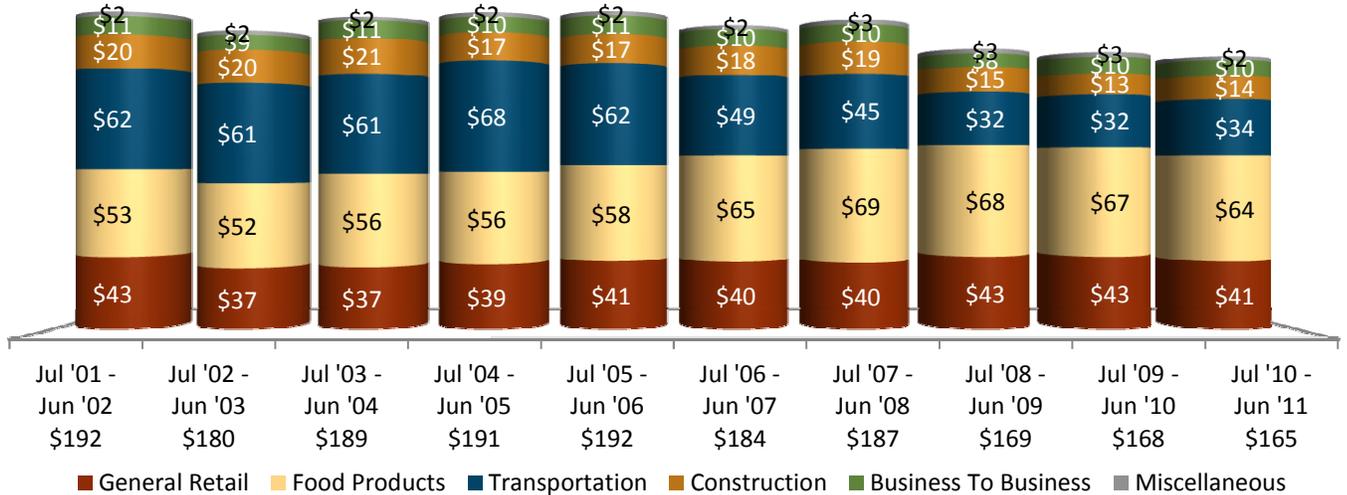
	Quarter-Over-Quarter			Year-Over-Year		
	Apr-Jun 2010 to Apr-Jun 2011			Jul-Jun 2010 to Jul-Jun 2011		
	City of Sebastopol	S.F. Bay Area	Statewide	City of Sebastopol	S.F. Bay Area	Statewide
Total	-6.0%	7.5%	5.1%	-0.8%	6.5%	3.5%
General Retail	-9.6%	5.7%	2.2%	-5.8%	4.6%	1.3%
Food Products	-10.2%	5.1%	1.3%	-2.7%	4.5%	1.0%
Transportation	15.1%	15.7%	14.1%	6.4%	11.6%	9.0%
Construction	5.0%	3.9%	-0.1%	11.9%	2.8%	0.2%
Business To Business	-37.3%	7.1%	6.0%	-4.7%	8.7%	5.3%
Food Markets	-12.8%	2.3%	0.3%	-3.7%	2.9%	-1.1%
Restaurants	-2.0%	6.0%	1.7%	-0.7%	5.3%	1.8%
Service Stations	22.8%	30.2%	27.0%	8.7%	18.0%	14.9%
Miscellaneous Retail	-14.8%	6.5%	1.9%	-12.2%	4.4%	1.0%
Drug Stores	-3.4%	1.5%	-0.3%	-4.1%	0.8%	-0.9%
Bldg.Matls-Retail	12.5%	-1.3%	-6.3%	12.4%	0.2%	-2.6%
Auto Parts/Repair	-3.6%	1.5%	0.4%	1.6%	3.2%	1.3%
Food Processing Eqp	-52.2%	7.8%	1.0%	-6.7%	2.3%	2.3%
Florist/Nursery	-11.0%	-1.5%	-2.6%	-5.3%	0.2%	-1.6%
Bldg.Matls-Whsle	-13.8%	10.3%	7.8%	10.4%	5.8%	3.5%
Light Industry	-57.3%	-6.8%	-1.2%	-1.1%	-1.3%	-1.1%
Energy Sales	9.5%	25.1%	40.5%	-0.8%	18.0%	29.5%
Furniture/Appliance	17.6%	0.5%	-1.3%	49.9%	6.6%	2.1%
Apparel Stores	-5.4%	7.9%	5.2%	0.1%	5.6%	3.5%

City of Sebastopol

Sales Period: July 2010 - June 2011

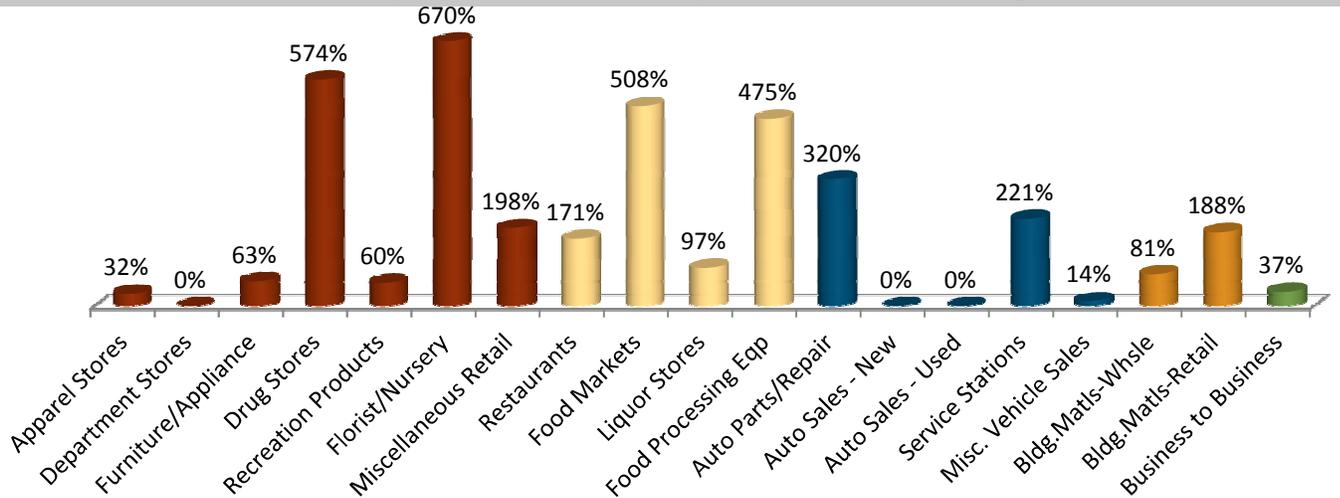
Sales Tax Per Capita

City of Sebastopol's annualized sales tax divided by its population as reported by State Department of Finance

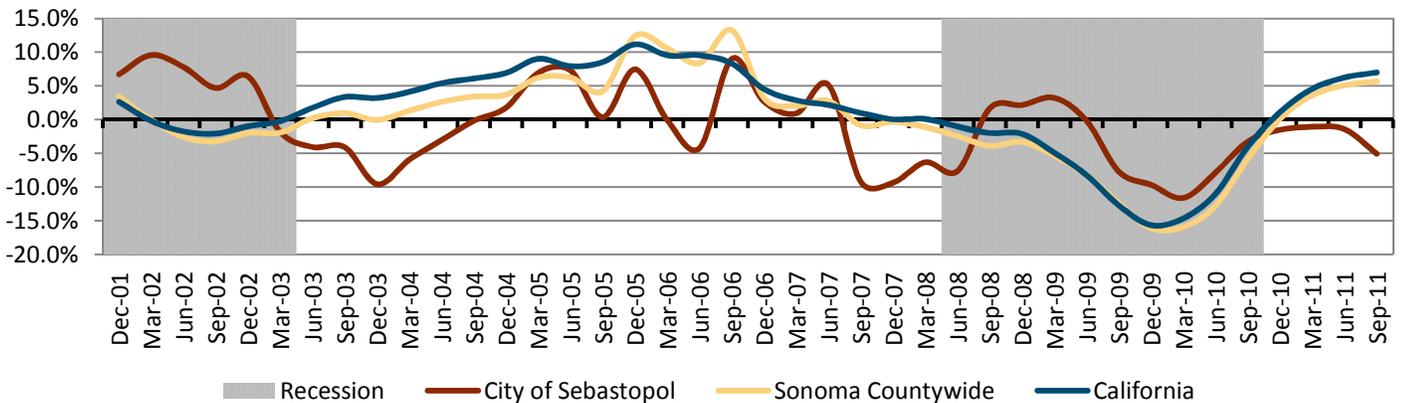


Sales Tax Capture & Leakage Analysis

100% = Equilibrium; Over 100% = Capture; Under 100% = Leakage



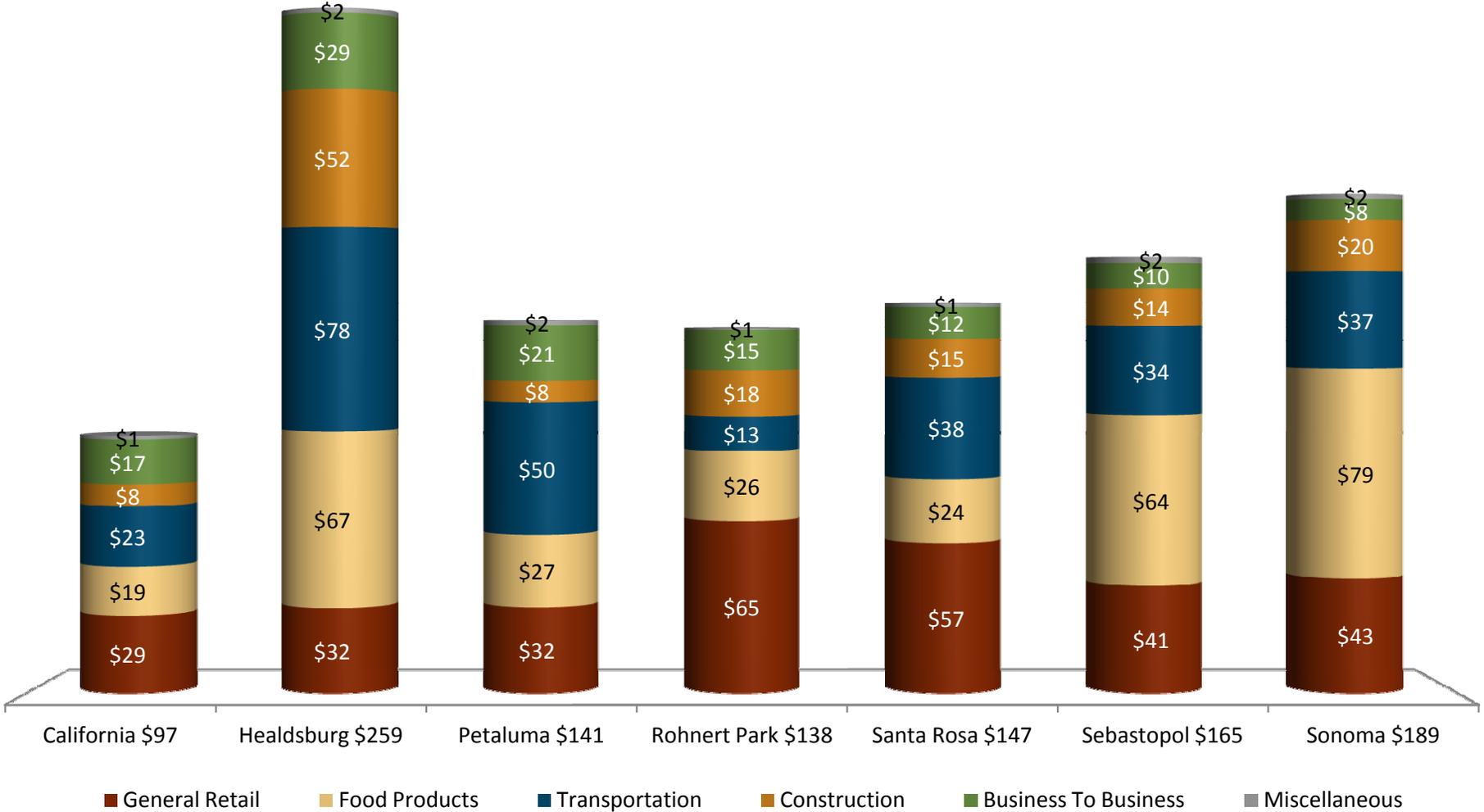
Annualized Change in Sales Tax Cash Receipts



Sales Tax Net Cash Receipts: Three Advances Plus Clean-Up Payment

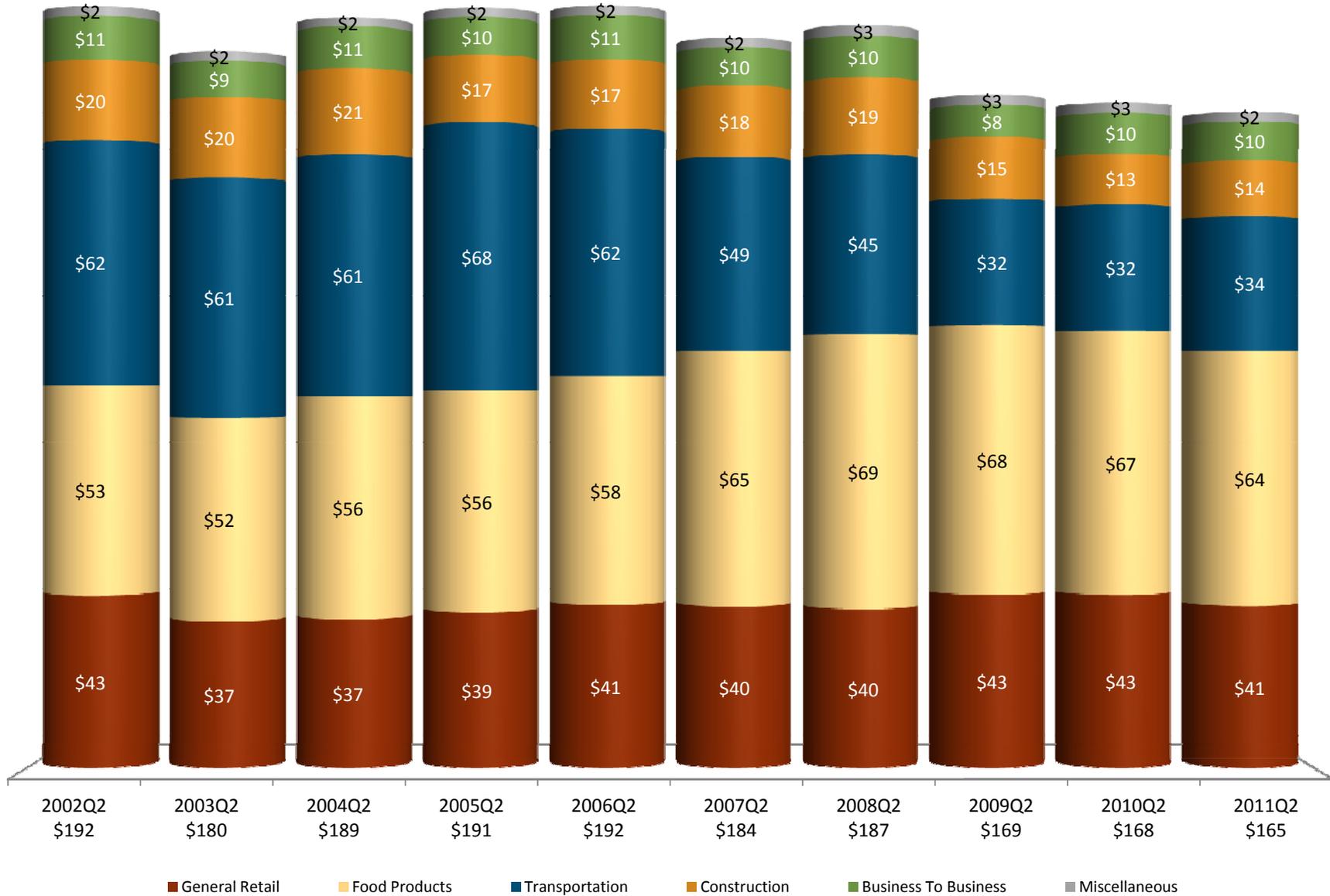
	% CHANGE BY MONTH ENDED QUARTER						FISCAL YEAR TO DATE				MOST RECENT FOUR QUARTERS TOTAL				
	Last Year Cash Received >	Jun-09	Sep-09	Dec-09	Mar-09	Jun-10	Sep-10	Jul-10 thru	Jul-11 thru			Oct-09 thru	Oct-10 thru		
	This Year Cash Received >	Jun-10	Sep-10	Dec-10	Mar-10	Jun-11	Sep-11	Sep-10	Sep-11	\$ Chg	% Chg	Sep-10	Sep-11	\$ Chg	% Chg
	Calendar Sales Quarter >	10Q1	10Q2	10Q3	10Q4	11Q1	11Q2	1 Quarter	1 Quarter						
1 Santa Rosa	-1.7	5.9	3.7	5.6	8.1	9.4	6,284,308	6,874,677	590,369	9.4	25,140,905	26,815,154	1,674,249	6.7	
2 Sonoma County	2.3	4.1	11.6	3.7	6.6	15.5	3,003,620	3,467,958	464,338	15.5	11,320,783	12,396,872	1,076,089	9.5	
3 Petaluma	3.2	26.6	-11.9	0.2	2.6	8.2	2,173,776	2,351,728	177,952	8.2	9,103,582	9,019,288	-84,294	-0.9	
4 Rohnert Park	-0.5	3.3	11.1	-0.9	0.5	-2.4	1,522,888	1,485,737	-37,151	-2.4	5,970,625	6,086,402	115,777	1.9	
5 Healdsburg	-1.2	6.0	37.4	4.8	4.4	7.7	785,532	845,891	60,359	7.7	2,812,583	3,173,675	361,092	12.8	
6 Windsor	-15.7	-6.5	-1.3	9.8	10.4	13.7	703,400	799,806	96,406	13.7	2,885,709	3,110,692	224,983	7.8	
7 Sonoma	0.5	-0.7	7.4	34.6	0.1	11.7	515,491	575,799	60,308	11.7	1,915,586	2,167,663	252,077	13.2	
8 Cotati	8.7	7.8	1.8	-27.2	16.6	7.0	381,098	407,893	26,795	7.0	1,555,189	1,515,396	-39,793	-2.6	
9 Sebastopol*	3.7	1.1	-3.8	-4.4	2.0	-13.5	342,716	296,505	-46,211	-13.5	1,363,379	1,294,271	-69,108	-5.1	
10 Cloverdale	10.0	-4.2	17.0	0.5	3.0	12.7	133,286	150,158	16,872	12.7	519,223	564,280	45,057	8.7	
Alameda Co.	2.5	10.2	3.8	7.0	9.6	7.9	51,056,602	55,082,233	4,025,631	7.9	200,012,440	214,031,015	14,018,575	7.0	
Contra Costa Co.	-2.9	6.6	-2.7	2.0	9.5	7.1	29,190,625	31,259,809	2,069,184	7.1	117,554,562	121,935,117	4,380,555	3.7	
Marin Co.	3.2	7.2	3.2	3.5	6.0	7.5	9,448,858	10,157,355	708,497	7.5	37,808,187	39,690,592	1,882,405	5.0	
Napa Co.	2.0	7.8	0.6	2.8	3.5	9.5	5,851,671	6,409,961	558,290	9.5	22,852,699	23,791,323	938,624	4.1	
San Francisco Co.	-2.1	8.6	7.1	10.4	11.3	11.5	33,348,835	37,185,336	3,836,501	11.5	129,276,417	142,279,312	13,002,895	10.1	
San Mateo Co.	5.0	13.8	0.2	6.7	7.5	9.3	28,383,033	31,016,094	2,633,061	9.3	112,527,216	119,148,339	6,621,123	5.9	
Santa Clara Co.	7.6	18.0	8.0	10.2	7.7	16.1	75,129,485	87,205,778	12,076,293	16.1	292,536,521	323,461,716	30,925,195	10.6	
Solano Co.	-4.8	-0.8	-2.3	3.7	2.9	7.4	13,117,450	14,086,546	969,096	7.4	52,329,366	53,845,022	1,515,656	2.9	
Sonoma Co. *	-0.5	6.7	4.4	3.6	6.0	8.9	15,846,115	17,256,152	1,410,037	8.9	62,587,564	66,143,693	3,556,129	5.7	
S.F. Bay Area *	2.4	11.1	3.8	7.1	8.2	10.8	261,372,674	289,659,264	28,286,590	10.8	1,027,484,972	1,104,326,129	76,841,157	7.5	
Central Coast	3.1	9.4	3.5	4.7	8.3	9.6	28,663,428	31,415,168	2,751,740	9.6	111,101,423	118,240,437	7,139,014	6.4	
Central Valley	-2.5	5.5	6.0	12.3	15.3	18.7	106,389,288	126,331,924	19,942,636	18.7	414,556,837	468,546,160	53,989,323	13.0	
North Coast	14.0	5.8	1.9	0.9	-4.9	7.8	9,893,984	10,667,136	773,152	7.8	40,183,474	40,780,135	596,661	1.5	
Other Northern	6.9	6.7	5.0	6.3	0.7	8.1	12,228,990	13,213,678	984,688	8.1	48,162,469	50,633,278	2,470,809	5.1	
Sacramento Valley	-1.4	5.2	1.5	3.0	4.5	7.2	83,507,157	89,534,672	6,027,515	7.2	327,741,355	340,936,781	13,195,426	4.0	
Northern California	1.0	8.5	3.9	7.2	8.6	11.7	502,055,521	560,821,842	58,766,321	11.7	1,969,230,530	2,123,462,920	154,232,390	7.8	
Inland Empire	-0.4	6.1	3.6	6.0	9.2	10.7	119,495,774	132,333,711	12,837,937	10.7	467,903,775	502,466,077	34,562,302	7.4	
Other Southern	-16.4	9.0	10.8	9.4	30.1	7.0	5,766,791	6,172,993	406,202	7.0	21,351,744	24,219,001	2,867,257	13.4	
South Coast	0.4	6.6	3.5	5.9	6.1	8.9	551,473,568	600,585,221	49,111,653	8.9	2,163,909,138	2,296,772,755	132,863,617	6.1	
Southern California	0.1	6.5	3.6	6.0	6.9	9.2	676,736,133	739,091,925	62,355,792	9.2	2,653,164,657	2,823,457,833	170,293,176	6.4	
State Total	0.5	7.3	3.7	6.5	7.6	10.3	1,178,791,654	1,299,913,767	121,122,113	10.3	4,622,395,187	4,946,920,753	324,525,566	7.0	

SONOMA COUNTY
 Sales Tax Per Capita
 July 2010 - June 2011 Sales Period
 (Benchmark Year 2011Q2)

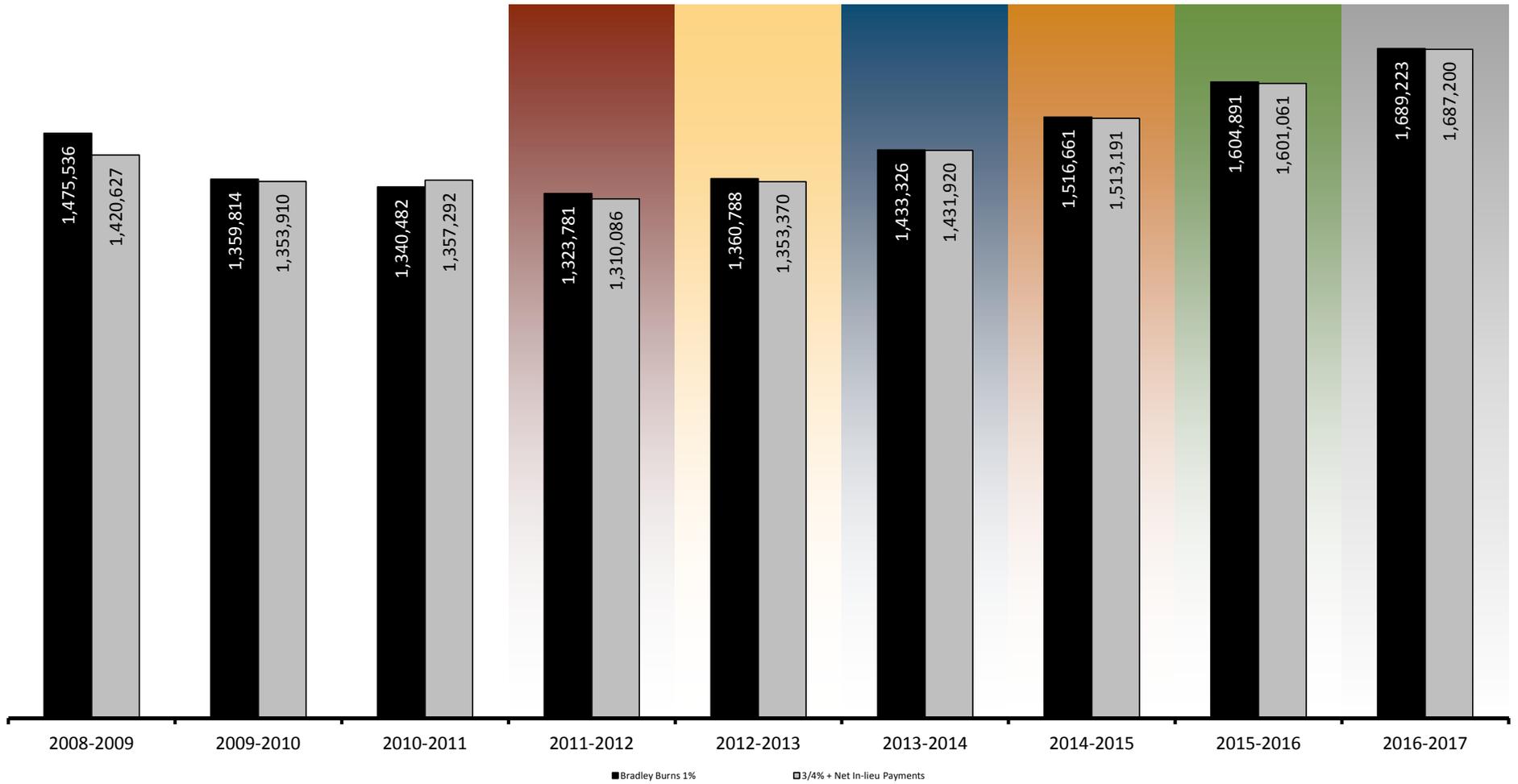


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Historical Sales Tax Per Capita by Benchmark Year



City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)



Most-Likely Scenario	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
Bradley Burns 1%	1,475,536	1,359,814	1,340,482	1,323,781	1,360,788	1,433,326	1,516,661	1,604,891	1,689,223
3/4% + Net In-lieu Payments	1,420,627	1,353,910	1,357,292	1,310,086	1,353,370	1,431,920	1,513,191	1,601,061	1,687,200

Most-Likely Scenario	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
Bradley Burns 1%	-0.2%	-7.8%	-1.4%	-1.2%	2.8%	5.3%	5.8%	5.8%	5.3%
3/4% + Net In-lieu Payments	-7.9%	-4.7%	0.2%	-3.5%	3.3%	5.8%	5.7%	5.8%	5.4%

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter) - Summary

	2011-2012	2012-2013	2013-2014		2014-2015		2015-2016		2016-2017	
	Adjustments	Adjustments	Ind. Growth	Adjustments						
Most-Likely Scenario: Base	\$1,294,271	\$1,324,087		\$1,361,102		\$1,433,653		\$1,517,003		\$1,605,249
General Retail	1,817	400		4,552		9,241		9,518		9,804
Apparel Stores	-	-	1.5%	229	3.0%	466	3.0%	480	3.0%	494
Department Stores	-	-	1.5%	0	3.0%	0	3.0%	0	3.0%	0
Furniture/Appliance	-	-	1.5%	340	3.0%	690	3.0%	711	3.0%	732
Drug Stores	-	-	1.5%	1,304	3.0%	2,647	3.0%	2,727	3.0%	2,808
Recreation Products	-	-	1.5%	113	3.0%	229	3.0%	236	3.0%	243
Florist/Nursery	2,700	-	1.5%	587	3.0%	1,191	3.0%	1,227	3.0%	1,264
Miscellaneous Retail	(883)	400	1.5%	1,979	3.0%	4,017	3.0%	4,137	3.0%	4,261
Food Products	410	100		4,269		4,355		4,442		4,531
Restaurants	(490)	100	2.0%	4,269	2.0%	4,355	2.0%	4,442	2.0%	4,531
Food Markets	900	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Liquor Stores	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Food Processing Eqp	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Transportation	11,049	200		-		-		-		-
Auto Parts/Repair	(151)	200	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Auto Sales - New	-	-	5.5%	-	3.0%	-	3.0%	-	3.0%	-
Auto Sales - Used	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Service Stations	11,200	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Misc. Vehicle Sales	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Construction	300	-		8,464		3,428		3,531		3,637
Bldg.Matls-Whsle	300	-	8.0%	2,368	3.0%	959	3.0%	988	3.0%	1,017
Bldg.Matls-Retail	-	-	8.0%	6,097	3.0%	2,469	3.0%	2,543	3.0%	2,620
Business To Business	(100)	-		-		875		1,503		1,262
Office Equipment	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Electronic Equipment	-	-	0.0%	-	3.0%	175	5.0%	301	4.0%	253
Business Services	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Energy Sales	-	-	0.0%	-	3.0%	700	5.0%	1,201	4.0%	1,009
Chemical Products	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Heavy Industry	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Light Industry	(100)	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Leasing	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Miscellaneous	-	-		124		125		126		128
Health & Government	-	-	1.0%	124	1.0%	125	1.0%	126	1.0%	128
Miscellaneous Other	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Closed Acct-Adjustmt	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
All Others	(7,072)	(3,328)		-		-		-		-
Business-Level Adjustments	6,404	(2,628)		17,410		18,024		19,120		19,361
Coming / Threats / Prior Periods	-	-		-		-		-		-
Adjusted Base	1,300,675	1,321,459		1,378,512		1,451,677		1,536,123		1,624,610
Inflation Adjustment	23,412	39,644		55,140		65,325		69,126		64,984
Projection	\$1,324,087	\$1,361,102		\$1,433,653		\$1,517,003		\$1,605,249		\$1,689,594
Most-Likely Scenario	2011-2012	2012-2013	2013-2014		2014-2015		2015-2016		2016-2017	
Accrual thru July: 2nd Adv	1,353,156	1,370,687	5.4%	1,444,698	5.8%	1,528,701	5.7%	1,616,400	5.0%	1,697,291
Accrual thru August: 3rd Adv	1,348,024	1,377,286	5.0%	1,446,834	6.2%	1,536,728	5.7%	1,624,072	4.8%	1,702,670
Accrual thru September: Balance	1,408,175	1,379,119	5.0%	1,447,427	6.3%	1,538,958	5.7%	1,626,203	4.8%	1,704,164

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2011-2012 Base

\$ 1,294,271

Fiscal Year 2011-2012

Date:

October 18, 2011

Adjustments	2011-2012
General Retail	1,817
Food Products	410
Transportation	11,049
Construction	0
Business to Business	(100)
Miscellaneous	0
All Other Below Cutoff	(7,072)

Payment for Prior Periods	Expected Date
	2010Q3
	2010Q4
	2011Q1

Coming Soon or Threats	Expected Date
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Total Adjustments	6,104
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Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic: 1.4%	1.1%	1,314,028	1,302,772
Most Likely: 2.4%	1.8%	1,323,781	1,310,086
Optimistic: 4.0%	3.0%	1,339,386	1,321,789

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2012	1,338,481	1,353,156	1,368,517
3rd Adv: Aug 2012	1,332,373	1,348,024	1,364,817
Balance: Sep 2012	1,392,253	1,408,175	1,425,366

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2011	96,667	72,500		(11,395)
2nd Adv: Jul 2011	96,667	72,500		(35,561)
3rd Adv: Aug 2011	128,933	96,700		(67,795)
Balance: Sep 2011	(25,761)	(20,070)		(62,103)
Total	296,505	221,630		
1st Adv: Sep 2011	99,333	74,500		(86,936)
2nd Adv: Oct 2011	99,333	74,500		(111,770)
3rd Adv: Nov 2011	132,444	99,333		(144,881)
Balance: Dec 2011	30,800	20,775		(154,905)
Total	361,911	269,108		
1st Adv: Dec 2011	97,130	72,847		(179,188)
2nd Adv: Jan 2012	97,130	72,847		(203,470)
<i>In-Lieu</i>			170,726	(32,744)
<i>True-Up</i>			(12,772)	(45,516)
<i>1/4% Admin Fee</i>			(3,394)	(45,516)
<i>Total Triple Flip</i>			154,560	
3rd Adv: Feb 2012	129,506	97,130		(77,893)
Balance: Mar 2012	35,974	24,343		(89,524)
Total	359,740	267,167		
1st Adv: Mar 2012	82,519	61,889		(110,154)
2nd Adv: Apr 2012	82,519	61,889		(130,784)
3rd Adv: May 2012	110,025	82,519		(158,290)
<i>In-Lieu</i>			170,726	12,436
<i>True-Up</i>			0	12,436
<i>1/4% Admin Fee</i>			0	12,436
<i>Total Triple Flip</i>			170,726	
Balance: Jun 2012	30,563	20,597		2,471
Total	305,626	226,895		
2011-2012 Total	1,323,781	1,310,086	= 0.75% + Flip	2,471

Shaded area indicates forecasted dollars.

Notes
1. The Most Likely scenario's effective Bradley Burns 1% growth rate is -1.2%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is -3.5%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2012	1,295,950	1,304,362	1,317,678
3rd Adv: Aug 2012	1,291,369	1,300,513	1,314,903
Balance: Sep 2012	1,334,390	1,343,737	1,358,425

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2012-2013 Base

\$ 1,323,781

Fiscal Year 2012-2013

Date:

October 18, 2011

Adjustments	Industry Growth	2012-2013
General Retail	0.1%	400
Food Products	0.0%	100
Transportation	0.1%	200
Construction	0.0%	0
Business to Business	0.0%	0
Miscellaneous	0.0%	0
All Other Below Cutoff		(3,328)

Payment for Prior Periods **Expected Date**
2011Q2

Coming Soon or Threats **Expected Date**

Total Adjustments **(2,628)**

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	2.0%	1,347,576	1,337,782
Most Likely	3.0%	1,360,788	1,353,370
Optimistic	4.0%	1,373,999	1,370,320

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,357,416	1,370,687	1,383,995
3rd Adv: Aug 2013	1,363,975	1,377,286	1,390,658
Balance: Sep 2013	1,365,797	1,379,119	1,392,509

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2012	92,851	69,638		(20,742)
2nd Adv: Jul 2012	92,851	69,638		(43,955)
3rd Adv: Aug 2012	123,801	92,851		(74,905)
Balance: Sep 2012	34,389	23,154		(86,140)
Total	343,892	255,281		
1st Adv: Sep 2012	96,729	72,546		(110,322)
2nd Adv: Oct 2012	96,729	72,546		(134,504)
3rd Adv: Nov 2012	128,971	96,729		(166,747)
Balance: Dec 2012	35,825	24,544		(178,028)
Total	358,254	266,366		
1st Adv: Dec 2012	96,148	72,111		(202,065)
2nd Adv: Jan 2013	96,148	72,111		(226,102)
<i>In-Lieu</i>			174,263	(51,839)
<i>True-Up</i>			(2,471)	(54,310)
<i>1/4% Admin Fee</i>			(3,352)	(54,310)
<i>Total Triple Flip</i>			168,441	
3rd Adv: Feb 2013	128,198	96,148		(86,359)
Balance: Mar 2013	35,610	24,070		(97,900)
Total	356,105	264,441		
1st Adv: Mar 2013	81,685	61,264		(118,321)
2nd Adv: Apr 2013	81,685	61,264		(138,742)
3rd Adv: May 2013	108,913	81,685		(165,971)
<i>In-Lieu</i>			174,263	8,293
<i>True-Up</i>			0	8,293
<i>1/4% Admin Fee</i>			0	8,293
<i>Total Triple Flip</i>			174,263	
Balance: Jun 2013	30,254	20,366		(1,595)
Total	302,537	224,578		
2012-2013 Total	1,360,788	1,353,370 = 0.75% + Flip		(1,595)

Shaded area indicates forecasted dollars.

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 2.8%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 3.3%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,347,621	1,360,794	1,380,315
3rd Adv: Aug 2013	1,354,181	1,365,744	1,386,979
Balance: Sep 2013	1,356,003	1,367,119	1,388,830

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2013-2014 Base

\$ 1,360,788

Fiscal Year 2013-2014

Date:

October 18, 2011

Adjustments	Industry Growth	2013-2014
General Retail	1.5%	4,552
Food Products	0.9%	4,269
Transportation	0.0%	0
Construction	8.0%	8,464
Business to Business	0.0%	0
Miscellaneous	0.7%	124
All Other Below Cutoff		

Coming Soon or Threats **Expected Date**

Total Adjustments **17,410**

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	3.0%	1,419,544	1,418,137
Most Likely	4.0%	1,433,326	1,431,920
Optimistic	5.0%	1,447,108	1,445,784

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,430,837	1,444,698	1,458,601
3rd Adv: Aug 2014	1,437,617	1,446,834	1,465,500
Balance: Sep 2014	1,439,501	1,447,427	1,467,417

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2013	97,800	73,350		(26,046)
2nd Adv: Jul 2013	97,800	73,350		(50,496)
3rd Adv: Aug 2013	130,400	97,800		(83,096)
Balance: Sep 2013	36,222	24,529		(94,789)
Total	362,224	269,030		
1st Adv: Sep 2013	101,885	76,414		(120,260)
2nd Adv: Oct 2013	101,885	76,414		(145,732)
3rd Adv: Nov 2013	135,846	101,885		(179,693)
Balance: Dec 2013	37,735	25,977		(191,452)
Total	377,351	280,688		
1st Adv: Dec 2013	101,274	75,955		(216,770)
2nd Adv: Jan 2014	101,274	75,955		(242,088)
<i>In-Lieu</i>			184,350	(57,738)
<i>True-Up</i>			1,595	(56,143)
<i>1/4% Admin Fee</i>			(3,445)	(56,143)
<i>Total Triple Flip</i>			182,500	
3rd Adv: Feb 2014	135,031	101,274		(89,900)
Balance: Mar 2014	37,509	25,494		(101,916)
Total	375,087	278,677		
1st Adv: Mar 2014	86,039	64,530		(123,425)
2nd Adv: Apr 2014	86,039	64,530		(144,935)
3rd Adv: May 2014	114,719	86,039		(173,615)
<i>In-Lieu</i>			184,350	10,735
<i>True-Up</i>			0	10,735
<i>1/4% Admin Fee</i>			0	10,735
<i>Total Triple Flip</i>			184,350	
Balance: Jun 2014	31,866	21,575		444
Total	318,664	236,674		
2013-2014 Total	1,433,326	1,431,920	= 0.75% + Flip	444

Shaded area indicates forecasted dollars.

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 5.3%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 5.8%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,426,608	1,440,449	1,454,404
3rd Adv: Aug 2014	1,431,693	1,442,051	1,459,578
Balance: Sep 2014	1,432,792	1,442,183	1,460,702

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2014-2015 Base

\$ 1,433,326

Fiscal Year 2014-2015

Date:

October 18, 2011

Adjustments	Industry Growth	2014-2015
General Retail	3.0%	9,241
Food Products	0.9%	4,355
Transportation	0.0%	0
Construction	3.0%	3,428
Business to Business	1.2%	875
Miscellaneous	0.7%	125
All Other Below Cutoff		

Coming Soon or Threats **Expected Date**

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2014	103,487	77,615		(25,428)
2nd Adv: Jul 2014	103,487	77,615		(51,299)
3rd Adv: Aug 2014	137,982	103,487		(85,795)
Balance: Sep 2014	38,328	26,108		(98,015)
Total	383,284	284,825		
1st Adv: Sep 2014	107,808	80,856		(124,967)
2nd Adv: Oct 2014	107,808	80,856		(151,919)
3rd Adv: Nov 2014	143,745	107,808		(187,855)
Balance: Dec 2014	39,929	27,622		(200,162)
Total	399,290	297,143		
1st Adv: Dec 2014	107,162	80,371		(226,952)
2nd Adv: Jan 2015	107,162	80,371		(253,743)
<i>In-Lieu</i>			194,847	(58,896)
<i>True-Up</i>			(444)	(59,340)
<i>1/4% Admin Fee</i>			(3,629)	(59,340)
<i>Total Triple Flip</i>			190,774	
3rd Adv: Feb 2015	142,882	107,162		(95,061)
Balance: Mar 2015	39,690	27,129		(107,621)
Total	396,895	295,033		
1st Adv: Mar 2015	91,042	68,281		(130,382)
2nd Adv: Apr 2015	91,042	68,281		(153,142)
3rd Adv: May 2015	121,389	91,042		(183,489)
<i>In-Lieu</i>			194,847	11,357
<i>True-Up</i>			0	11,357
<i>1/4% Admin Fee</i>			0	11,357
<i>Total Triple Flip</i>			194,847	
Balance: Jun 2015	33,719	22,965		603
Total	337,192	250,569		
2014-2015 Total	1,516,661	1,513,191 = 0.75% + Flip		603

Total Adjustments **18,024**

Adjustments include new, closed and one-time adjustments

Shaded area indicates forecasted dollars.

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	3.5%	1,502,148	1,498,710
Most Likely	4.5%	1,516,661	1,513,191
Optimistic	5.5%	1,531,175	1,527,676

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 5.8%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 5.7%.

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2015	1,514,095	1,528,701	1,543,353
3rd Adv: Aug 2015	1,522,060	1,536,728	1,551,471
Balance: Sep 2015	1,524,272	1,538,958	1,553,727

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2015	1,507,671	1,522,221	1,536,810
3rd Adv: Aug 2015	1,513,644	1,528,241	1,542,899
Balance: Sep 2015	1,515,304	1,529,914	1,544,590

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2015-2016 Base

\$ 1,516,661

Fiscal Year 2015-2016

Date:

October 18, 2011

Adjustments	Industry Growth	2015-2016
General Retail	3.0%	9,518
Food Products	0.9%	4,442
Transportation	0.0%	0
Construction	3.0%	3,531
Business to Business	2.1%	1,503
Miscellaneous	0.7%	126
All Other Below Cutoff		

Coming Soon or Threats **Expected Date**

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2015	109,507	82,130		(26,774)
2nd Adv: Jul 2015	109,507	82,130		(54,151)
3rd Adv: Aug 2015	146,009	109,507		(90,653)
Balance: Sep 2015	40,558	27,781		(103,430)
Total	405,581	301,548		
1st Adv: Sep 2015	114,080	85,560		(131,950)
2nd Adv: Oct 2015	114,080	85,560		(160,470)
3rd Adv: Nov 2015	152,107	114,080		(198,497)
Balance: Dec 2015	42,252	29,364		(211,385)
Total	422,519	314,564		
1st Adv: Dec 2015	113,396	85,047		(239,733)
2nd Adv: Jan 2016	113,396	85,047		(268,082)
<i>In-Lieu</i>			205,880	(62,202)
<i>True-Up</i>			(603)	(62,805)
<i>1/4% Admin Fee</i>			(3,840)	(62,805)
<i>Total Triple Flip</i>			201,437	
3rd Adv: Feb 2016	151,194	113,396		(100,604)
Balance: Mar 2016	41,998	28,861		(113,741)
Total	419,984	312,350		
1st Adv: Mar 2016	96,338	72,254		(137,826)
2nd Adv: Apr 2016	96,338	72,254		(161,910)
3rd Adv: May 2016	128,451	96,338		(194,023)
<i>In-Lieu</i>			205,880	11,857
<i>True-Up</i>			0	11,857
<i>1/4% Admin Fee</i>			0	11,857
<i>Total Triple Flip</i>			205,880	
Balance: Jun 2016	35,681	24,436		612
Total	356,808	265,281		
2015-2016 Total	1,604,891	1,601,061 = 0.75% + Flip		612

Total Adjustments **19,120**

Adjustments include new, closed and one-time adjustments

Shaded area indicates forecasted dollars.

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	3.5%	1,589,534	1,585,739
Most Likely	4.5%	1,604,891	1,601,061
Optimistic	5.5%	1,620,249	1,616,383

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 5.8%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 5.8%.

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2016	1,600,942	1,616,400	1,631,900
3rd Adv: Aug 2016	1,608,548	1,624,072	1,639,667
Balance: Sep 2016	1,610,661	1,626,203	1,641,824

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2016	1,594,296	1,609,692	1,625,121
3rd Adv: Aug 2016	1,600,000	1,615,446	1,630,946
Balance: Sep 2016	1,601,585	1,617,045	1,632,564

City of Sebastopol: Sales tax forecast based on sales thru June 2011 (2nd Quarter)

2016-2017 Base

\$ 1,604,891

Fiscal Year 2016-2017

Date:

October 18, 2011

Adjustments	Industry Growth	2016-2017
General Retail	3.0%	9,804
Food Products	0.9%	4,531
Transportation	0.0%	0
Construction	3.0%	3,637
Business to Business	1.7%	1,262
Miscellaneous	0.7%	128
All Other Below Cutoff		

Coming Soon or Threats **Expected Date**

Total Adjustments **19,361**

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	3.0%	1,672,980	1,670,996
Most Likely	4.0%	1,689,223	1,687,200
Optimistic	5.0%	1,705,465	1,703,400

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2017	1,677,555	1,697,291	1,699,715
3rd Adv: Aug 2017	1,680,605	1,702,670	1,706,710
Balance: Sep 2017	1,681,452	1,704,164	1,708,654

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2016	115,261	86,446		(28,203)
2nd Adv: Jul 2016	115,261	86,446		(57,018)
3rd Adv: Aug 2016	153,681	115,261		(95,438)
Balance: Sep 2016	42,689	29,379		(108,749)
Total	426,893	317,532		
1st Adv: Sep 2016	120,075	90,056		(138,767)
2nd Adv: Oct 2016	120,075	90,056		(168,786)
3rd Adv: Nov 2016	160,099	120,075		(208,811)
Balance: Dec 2016	44,472	31,029		(222,253)
Total	444,721	331,216		
1st Adv: Dec 2016	119,354	89,516		(252,092)
2nd Adv: Jan 2017	119,354	89,516		(281,931)
<i>In-Lieu</i>			216,392	(65,538)
<i>True-Up</i>			(612)	(66,151)
<i>1/4% Admin Fee</i>			(4,063)	(66,151)
<i>Total Triple Flip</i>			<u>211,716</u>	
3rd Adv: Feb 2017	159,139	119,354		(105,936)
Balance: Mar 2017	44,205	30,516		(119,625)
Total	442,053	328,902		
1st Adv: Mar 2017	101,400	76,050		(144,975)
2nd Adv: Apr 2017	101,400	76,050		(170,325)
3rd Adv: May 2017	135,200	101,400		(204,125)
<i>In-Lieu</i>			216,392	12,267
<i>True-Up</i>			0	12,267
<i>1/4% Admin Fee</i>			0	12,267
<i>Total Triple Flip</i>			<u>216,392</u>	
Balance: Jun 2017	37,556	27,941		2,653
Total	375,557	281,442		
2016-2017 Total	1,689,223	1,687,200 = 0.75% + Flip		2,653

Shaded area indicates forecasted dollars.

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 5.3%.

2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 5.4%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2017	1,674,427	1,693,251	1,711,270
3rd Adv: Aug 2017	1,676,714	1,697,285	1,716,516
Balance: Sep 2017	1,679,728	1,700,779	1,720,340