

City of Sebastopol

Sales Period: October 2010 - September 2011

Summary

News from Sales Tax Quarter

- The California real estate market saw a decrease in median home price but an increase in the quantity of homes sold in comparison to the same period last year. There was a decrease in the number of Notices of Default, which is the first step in the foreclosure process. (Dataquick)
- In the third quarter, California saw an unpredicted growth in jobs eliciting hope of a recovery. California still has an unemployment rate higher than the national average and many economists predict job growth to be very slow until 2014. (UCLA Anderson School of Business)

News from Today

- Retail sales slowly climbed by 0.6% in October with 0.2% of the increase attributed to the sale of cars and light trucks. November sales had an even more modest increase of 0.2% with electronics and appliance stores increasing by 2.1% from October. (Department of Commerce)
- Chrysler, Ford, Nissan, and Hyundai reported double-digit gains from last November. With the average age of a car in the United States being 10.6 years old, automotive sales should see an increase for the next few quarters but demand could soften in late spring. (Associated Press)

Quarter-Over-Quarter

Jul-Sep 2010 to Jul-Sep 2011

Year-Over-Year

Oct-Sep 2010 to Oct-Sep 2011

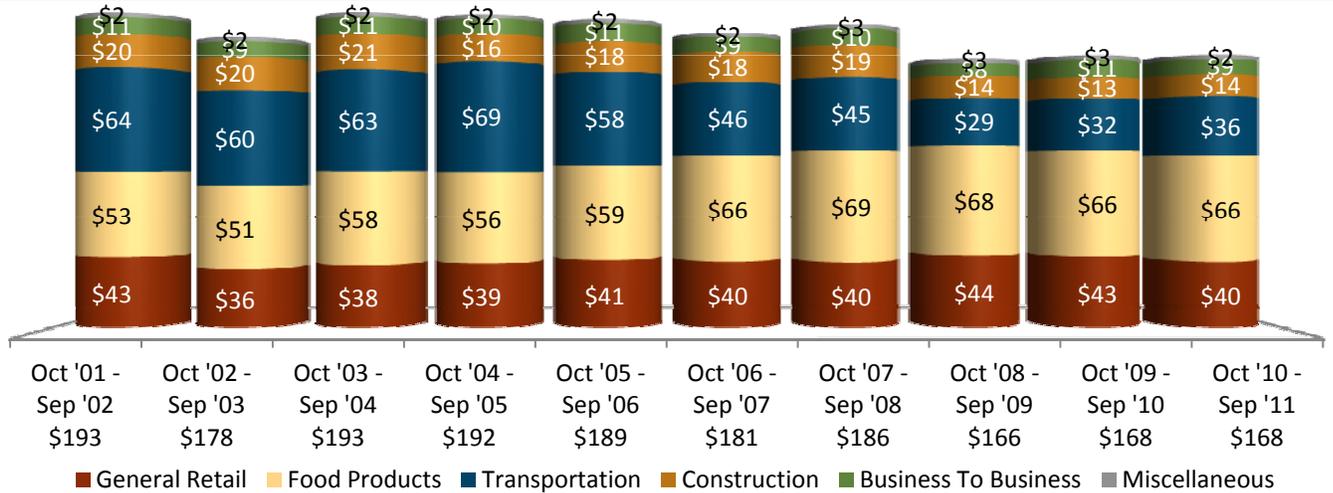
	City of Sebastopol	S.F. Bay Area	Statewide	City of Sebastopol	S.F. Bay Area	Statewide
Total	4.3%	6.9%	7.2%	0.7%	7.4%	7.2%
General Retail	-5.4%	3.6%	3.6%	-6.8%	4.6%	4.1%
Food Products	5.7%	6.7%	4.9%	0.8%	5.9%	4.4%
Transportation	26.8%	13.7%	14.3%	13.6%	14.4%	15.0%
Construction	-8.6%	5.5%	4.2%	5.2%	4.8%	4.2%
Business To Business	-16.0%	6.1%	8.4%	-11.1%	7.9%	8.1%
Food Markets	3.2%	5.9%	1.9%	-1.7%	4.2%	2.6%
Restaurants	2.9%	7.0%	5.9%	0.4%	6.7%	5.1%
Service Stations	35.4%	21.0%	21.1%	17.3%	21.7%	21.3%
Miscellaneous Retail	-13.5%	5.1%	2.9%	-13.6%	5.9%	4.2%
Drug Stores	0.8%	3.0%	4.0%	-3.4%	1.8%	2.3%
Bldg.Matls-Retail	8.5%	3.4%	-1.6%	11.5%	2.5%	1.1%
Auto Parts/Repair	5.6%	2.7%	5.1%	4.7%	3.2%	4.9%
Food Processing Eqp	20.8%	7.1%	1.3%	20.9%	3.7%	4.0%
Florist/Nursery	23.0%	0.7%	2.3%	0.4%	1.0%	0.2%
Light Industry	-39.8%	-3.2%	2.1%	-15.6%	-2.4%	1.2%
Bldg.Matls-Whsle	-47.9%	7.9%	11.2%	-10.3%	7.5%	8.2%
Energy Sales	-17.1%	29.8%	35.9%	-3.4%	24.2%	35.3%
Furniture/Appliance	-11.9%	-3.7%	-0.8%	25.8%	2.5%	2.7%
Apparel Stores	-6.6%	8.3%	8.8%	-4.2%	6.5%	7.8%

City of Sebastopol

Sales Period: October 2010 - September 2011

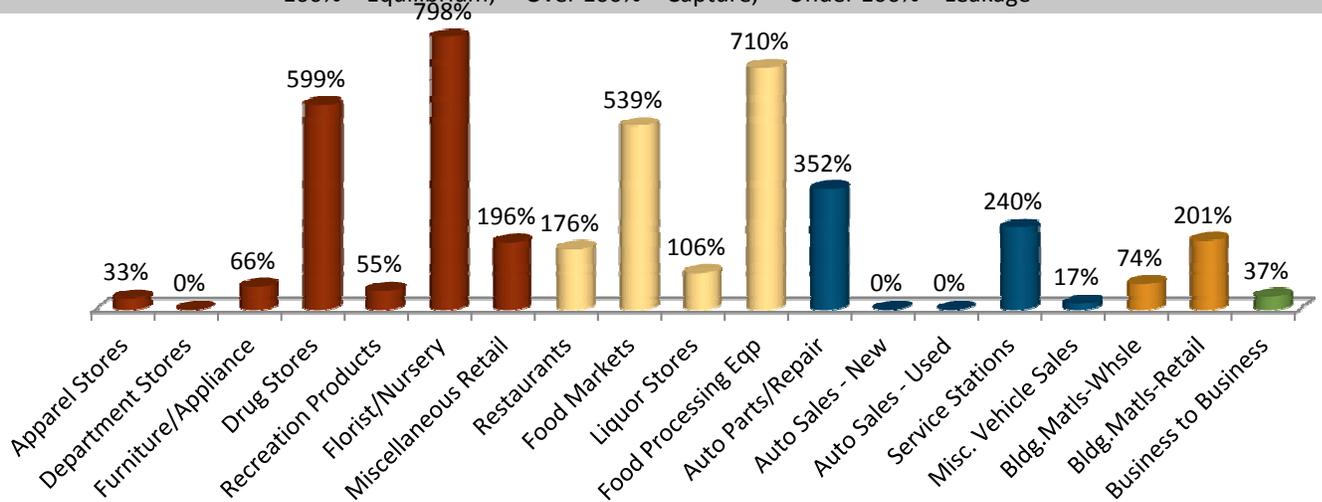
Sales Tax Per Capita

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

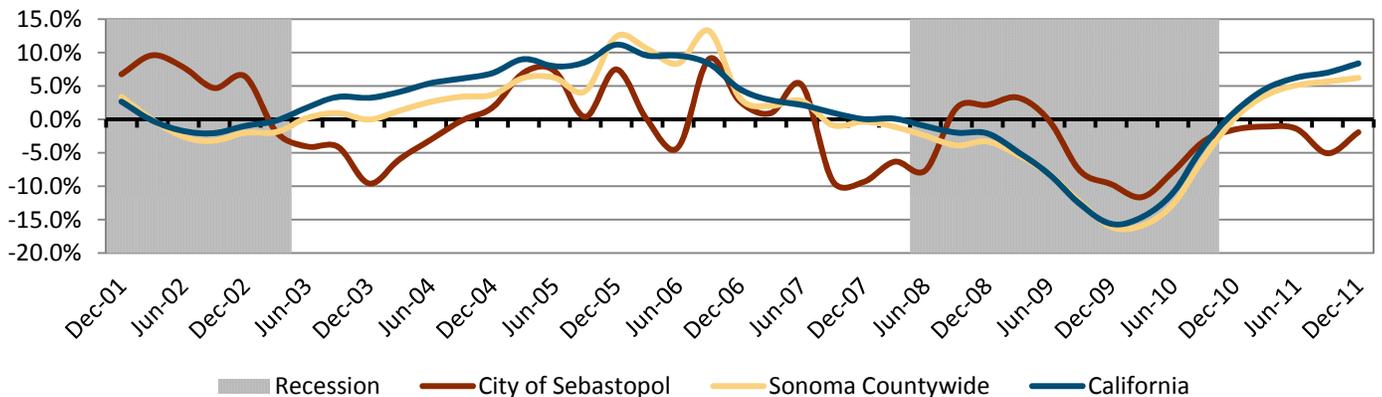


Sales Tax Capture & Leakage Analysis

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



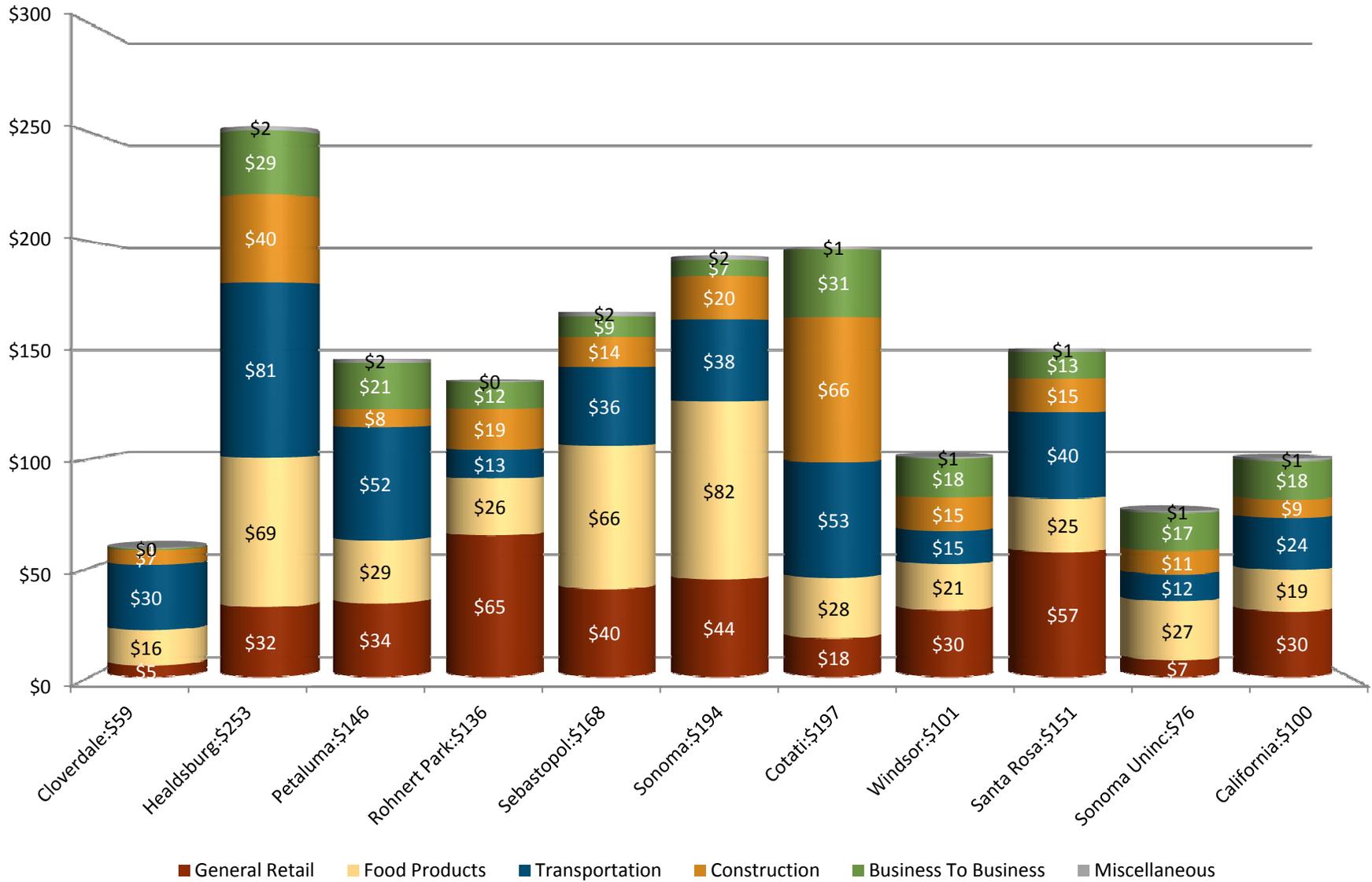
Annualized Change in Sales Tax Cash Receipts



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

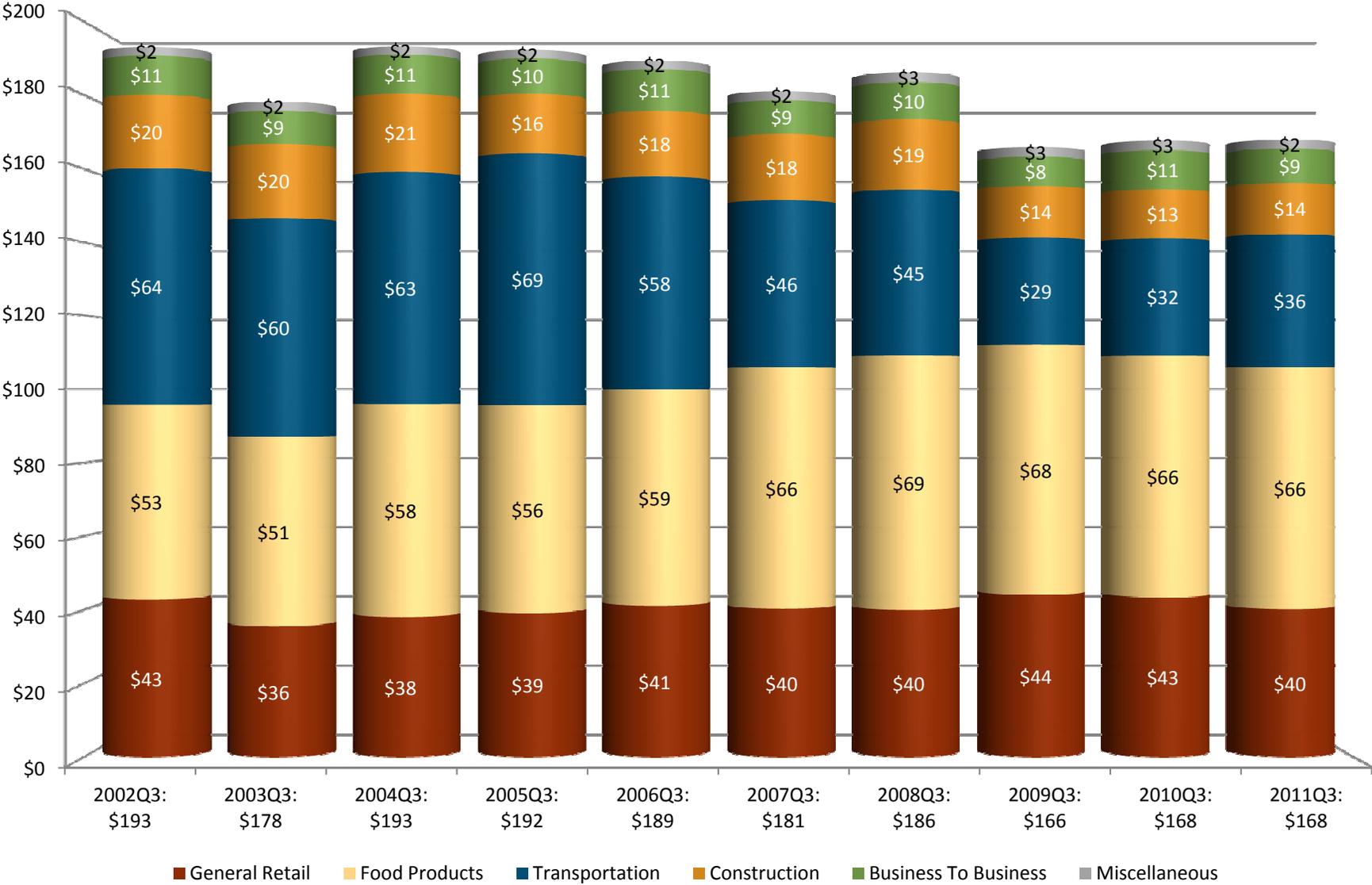
	% CHANGE BY MONTH ENDED QUARTER						FISCAL YEAR TO DATE				MOST RECENT FOUR QUARTERS TOTAL				
	Last Year Cash Received >	Sep-09	Dec-09	Mar-10	Jun-10	Sep-10	Dec-10	Jul-10 thru	Jul-11 thru	\$ Chg	% Chg	Jan-09 thru	Jan-10 thru	\$ Chg	% Chg
	This Year Cash Received >	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11	Dec-11	Dec-10	Dec-11			Dec-10	Dec-11		
	Calendar Sales Quarter >	10Q2	10Q3	10Q4	11Q1	11Q2	11Q3	2 Quarters	2 Quarters						
1 Santa Rosa	5.9	3.7	5.6	8.1	9.4	8.5	12,781,224	13,921,380	1,140,156	8.9	25,375,542	27,364,940	1,989,398	7.8	
2 Sonoma County	4.1	11.6	3.7	6.6	15.5	11.9	6,320,865	7,179,550	858,685	13.6	11,664,706	12,791,219	1,126,513	9.7	
3 Petaluma	26.6	-11.9	0.2	2.6	8.2	3.5	4,521,431	4,782,145	260,714	5.8	8,785,390	9,102,050	316,660	3.6	
4 Rohnert Park	3.3	11.1	-0.9	0.5	-2.4	-6.4	3,145,063	3,004,569	-140,494	-4.5	6,132,448	5,983,059	-149,389	-2.4	
5 Windsor	-6.5	-1.3	9.8	10.4	13.7	15.1	1,492,776	1,708,617	215,841	14.5	2,874,965	3,230,128	355,163	12.4	
6 Healdsburg	6.0	37.4	4.8	4.4	7.7	-6.6	1,654,804	1,657,674	2,870	0.2	3,049,065	3,116,186	67,121	2.2	
7 Sonoma	-0.7	7.4	34.6	0.1	11.7	6.2	1,073,238	1,167,993	94,755	8.8	1,953,979	2,202,109	248,130	12.7	
8 Cotati	7.8	1.8	-27.2	16.6	7.0	8.3	763,518	821,995	58,477	7.7	1,561,923	1,547,078	-14,845	-1.0	
9 Sebastopol*	1.1	-3.8	-4.4	2.0	-13.5	9.0	676,293	660,205	-16,088	-2.4	1,350,330	1,324,393	-25,937	-1.9	
10 Cloverdale	-4.2	17.0	0.5	3.0	12.7	1.6	298,544	318,026	19,482	6.5	543,233	566,890	23,657	4.4	
Alameda Co.	10.2	3.8	7.0	9.6	7.9	13.4	102,853,379	113,814,313	10,960,934	10.7	201,888,934	220,966,318	19,077,384	9.4	
Contra Costa Co.	6.6	-2.7	2.0	9.5	7.1	6.6	58,715,823	62,726,377	4,010,554	6.8	116,721,495	123,876,487	7,154,992	6.1	
Marin Co.	7.2	3.2	3.5	6.0	7.5	2.8	19,358,590	20,342,788	984,198	5.1	38,114,490	39,966,293	1,851,803	4.9	
Napa Co.	7.8	0.6	2.8	3.5	9.5	7.8	11,971,697	13,006,563	1,034,866	8.6	22,891,975	24,267,899	1,375,924	6.0	
San Francisco Co.	8.6	7.1	10.4	11.3	11.5	12.8	67,662,690	75,889,848	8,227,158	12.2	131,537,259	146,669,969	15,132,710	11.5	
San Mateo Co.	13.8	0.2	6.7	7.5	9.3	9.1	57,138,664	62,387,991	5,249,327	9.2	112,584,723	121,764,605	9,179,882	8.2	
Santa Clara Co.	18.0	8.0	10.2	7.7	16.1	7.4	153,569,682	171,433,607	17,863,925	11.6	298,323,466	329,249,348	30,925,882	10.4	
Solano Co.	-0.8	-2.3	3.7	2.9	7.4	8.9	26,420,582	28,580,169	2,159,587	8.2	52,020,646	55,035,513	3,014,867	5.8	
Sonoma Co. *	6.7	4.4	3.6	6.0	8.9	6.4	32,727,756	35,222,154	2,494,398	7.6	63,291,581	67,228,052	3,936,471	6.2	
S.F. Bay Area *	11.1	3.8	7.1	8.2	10.8	9.2	530,418,863	583,403,810	52,984,947	10.0	1,037,374,569	1,129,024,484	91,649,915	8.8	
Central Coast	9.4	3.5	4.7	8.3	9.6	5.5	59,289,949	63,726,965	4,437,016	7.5	112,142,996	119,925,713	7,782,717	6.9	
Central Valley	5.5	6.0	12.3	15.3	18.7	12.4	219,062,868	252,984,857	33,921,989	15.5	420,887,466	482,525,515	61,638,049	14.6	
North Coast	5.8	1.9	0.9	-4.9	7.8	7.4	20,242,827	21,786,327	1,543,500	7.6	40,374,460	41,550,484	1,176,024	2.9	
Other Northern	6.7	5.0	6.3	0.7	8.1	7.4	25,769,916	27,763,230	1,993,314	7.7	48,801,407	51,641,904	2,840,497	5.8	
Sacramento Valley	5.2	1.5	3.0	4.5	7.2	8.1	168,411,002	181,278,727	12,867,725	7.6	328,972,891	347,776,989	18,804,098	5.7	
Northern California	8.5	3.9	7.2	8.6	11.7	9.4	1,023,195,425	1,130,943,916	107,748,491	10.5	1,988,553,789	2,172,445,089	183,891,300	9.2	
Inland Empire	6.1	3.6	6.0	9.2	10.7	11.2	237,378,101	263,405,490	26,027,389	11.0	471,999,047	515,655,529	43,656,482	9.2	
Other Southern	9.0	10.8	9.4	30.1	7.0	13.8	11,141,962	12,291,902	1,149,940	10.3	21,873,492	24,962,739	3,089,247	14.1	
South Coast	6.6	3.5	5.9	6.1	8.9	8.5	1,109,010,985	1,205,681,116	96,670,131	8.7	2,182,947,579	2,344,331,232	161,383,653	7.4	
Southern California	6.5	3.6	6.0	6.9	9.2	9.0	1,357,531,048	1,481,378,508	123,847,460	9.1	2,676,820,118	2,884,949,500	208,129,382	7.8	
State Total	7.3	3.7	6.5	7.6	10.3	9.2	2,380,726,473	2,612,322,424	231,595,951	9.7	4,665,373,907	5,057,394,589	392,020,682	8.4	

Sonoma County Historical Sales Per Capita by Benchmark Year (2011Q3)



Sebastopol

Historical Sales Per Capita by Benchmark Year



City of Sebastopol: Sales Tax Forecast for FY 2012-2013

Date: February 10, 2012

1 Projected Base \$ 1,356,996

2 Business Level Adj.	%Δ	\$Δ
General Retail	0.9%	2,619
Food Products	1.6%	7,733
Transportation	2.0%	5,250
Construction	0.7%	800
Business to Business	1.6%	1,100
Miscellaneous	0.0%	0
All Other Below Cutoff		0

3 Prior Period Payments	Expected Date	\$
	2011Q2	
	2011Q3	

4 Coming Soon or Threats	Expected Date	\$
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Total Adjustments **17,502**

5 Forecast Scenarios	Inflation Adj.	Local 1%	0.75% + Flip
Pessimistic	2.0%	1,401,989	1,398,096
Most Likely	3.0%	1,415,734	1,413,447
Optimistic	4.0%	1,429,479	1,429,729

6 Local 1%	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,412,167	1,425,973	1,439,818
3rd Adv: Aug 2013	1,418,952	1,432,800	1,446,710
Balance: Sep 2013	1,420,837	1,434,696	1,448,625

7 0.75% + Flip	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,408,274	1,421,126	1,440,068
3rd Adv: Aug 2013	1,415,059	1,426,246	1,446,961
Balance: Sep 2013	1,416,944	1,427,622	1,448,876

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2012	96,600	72,450		(28,667)
2nd Adv: Jul 2012	96,600	72,450		(52,817)
3rd Adv: Aug 2012	128,800	96,600		(85,017)
Balance: Sep 2012	35,778	24,542		(96,253)
Total	357,778	266,042		
1st Adv: Sep 2012	100,634	75,476		(121,412)
2nd Adv: Oct 2012	100,634	75,476		(146,570)
3rd Adv: Nov 2012	134,179	100,634		(180,115)
Balance: Dec 2012	37,272	25,170		(192,217)
Total	372,719	276,755		
1st Adv: Dec 2012	100,031	75,023		(217,225)
2nd Adv: Jan 2013	100,031	75,023		(242,232)
<i>In-Lieu</i>			180,375	(61,858)
<i>True-Up</i>			4,517	(57,340)
<i>1/4% Admin Fee</i>			(3,436)	(57,340)
<i>Total Triple Flip</i>			181,456	
3rd Adv: Feb 2013	133,374	100,031		(90,684)
Balance: Mar 2013	37,048	25,096		(102,637)
Total	370,483	275,172		
1st Adv: Mar 2013	84,983	63,738		(123,882)
2nd Adv: Apr 2013	84,983	63,738		(145,128)
3rd Adv: May 2013	113,311	84,983		(173,456)
<i>In-Lieu</i>			180,375	6,919
<i>True-Up</i>			0	6,919
<i>1/4% Admin Fee</i>			0	6,919
<i>Total Triple Flip</i>			180,375	
Balance: Jun 2013	31,475	21,188		(3,369)
Total	314,753	233,646		
Total	1,415,734	1,051,616	361,831	(3,369)

8 Notes
 Local 1% Net Effective Growth Rate = 4.3%
 0.75% + Flip Net Effective Growth Rate = 5.8%

City of Sebastopol: Sales Tax Forecast for FY 2013-2014

Date: February 10, 2012

1 Projected Base \$ **1,415,734**

2 Business Level Adj.	%Δ	\$Δ
General Retail	1.5%	4,439
Food Products	0.9%	4,504
Transportation	0.0%	0
Construction	8.0%	8,629
Business to Business	0.0%	0
Miscellaneous	0.4%	124
All Other Below Cutoff		

3 Coming Soon or Threats **Expected Date** **\$**

Total Adjustments **17,697**

4 Forecast Scenarios	Inflation Adj.	Local 1%	0.75% + Flip
Pessimistic	3.0%	1,476,434	1,476,414
Most Likely	4.0%	1,490,768	1,490,764
Optimistic	5.0%	1,505,102	1,505,173

5 Local 1%	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,488,086	1,502,501	1,516,960
3rd Adv: Aug 2014	1,495,075	1,504,660	1,524,072
Balance: Sep 2014	1,497,016	1,505,259	1,526,047

6 0.75% + Flip	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,485,153	1,499,564	1,514,067
3rd Adv: Aug 2014	1,490,395	1,501,182	1,519,400
Balance: Sep 2014	1,492,307	1,502,088	1,521,338

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2013	101,720	76,290		(28,799)
2nd Adv: Jul 2013	101,720	76,290		(54,229)
3rd Adv: Aug 2013	135,626	101,720		(88,135)
Balance: Sep 2013	37,674	25,918		(99,891)
Total	376,740	280,218		
1st Adv: Sep 2013	105,968	79,476		(126,383)
2nd Adv: Oct 2013	105,968	79,476		(152,875)
3rd Adv: Nov 2013	141,290	105,968		(188,197)
Balance: Dec 2013	39,247	26,596		(200,849)
Total	392,473	291,515		
1st Adv: Dec 2013	105,332	78,999		(227,182)
2nd Adv: Jan 2014	105,332	78,999		(253,515)
<i>In-Lieu</i>			191,619	(61,896)
<i>True-Up</i>			3,369	(58,527)
<i>1/4% Admin Fee</i>			(3,584)	(58,527)
<i>Total Triple Flip</i>			191,403	
3rd Adv: Feb 2014	140,443	105,332		(93,638)
Balance: Mar 2014	39,012	26,568		(106,082)
Total	390,119	289,899		
1st Adv: Mar 2014	89,487	67,116		(128,454)
2nd Adv: Apr 2014	89,487	67,116		(150,826)
3rd Adv: May 2014	119,317	89,487		(180,655)
<i>In-Lieu</i>			191,619	10,964
<i>True-Up</i>			0	10,964
<i>1/4% Admin Fee</i>			0	10,964
<i>Total Triple Flip</i>			191,619	
Balance: Jun 2014	33,144	22,391		211
Total	331,435	246,110		
Total	1,490,768	1,107,742	383,022	211

7 Notes
 Local 1% Net Effective Growth Rate = 5.3%
 0.75% + Flip Net Effective Growth Rate = 5.5%

City of Sebastopol: Sales Tax Forecast for FY 2014-2015

Date: February 10, 2012

1 Projected Base \$ **1,490,768**

2 Business Level Adj.	%Δ	\$Δ
General Retail	3.0%	9,012
Food Products	0.9%	4,595
Transportation	0.0%	0
Construction	3.0%	3,495
Business to Business	1.2%	856
Miscellaneous	0.4%	125
All Other Below Cutoff		

3 Coming Soon or Threats **Expected Date** **\$**

Total Adjustments **18,082**

4 Forecast Scenarios	Inflation Adj.	Local 1%	0.75% + Flip
Pessimistic	3.5%	1,561,660	1,558,163
Most Likely	4.5%	1,576,748	1,573,218
Optimistic	5.5%	1,591,837	1,588,276

5 Local 1%	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2015	1,573,979	1,589,164	1,604,395
3rd Adv: Aug 2015	1,582,193	1,597,441	1,612,766
Balance: Sep 2015	1,584,474	1,599,740	1,615,092

6 0.75% + Flip	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2015	1,567,403	1,582,530	1,597,694
3rd Adv: Aug 2015	1,573,562	1,588,738	1,603,973
Balance: Sep 2015	1,575,226	1,590,414	1,605,670

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2014	107,587	80,690		(26,685)
2nd Adv: Jul 2014	107,587	80,690		(53,582)
3rd Adv: Aug 2014	143,449	107,587		(89,444)
Balance: Sep 2014	39,847	27,501		(101,790)
Total	398,469	296,468		
1st Adv: Sep 2014	112,080	84,060		(129,810)
2nd Adv: Oct 2014	112,080	84,060		(157,829)
3rd Adv: Nov 2014	149,439	112,080		(195,189)
Balance: Dec 2014	41,511	28,237		(208,463)
Total	415,110	308,436		
1st Adv: Dec 2014	111,407	83,555		(236,315)
2nd Adv: Jan 2015	111,407	83,555		(264,167)
<i>In-Lieu</i>			202,565	(61,602)
<i>True-Up</i>			(211)	(61,814)
<i>1/4% Admin Fee</i>			(3,774)	(61,814)
<i>Total Triple Flip</i>			<u>198,579</u>	
3rd Adv: Feb 2015	148,543	111,407		(98,949)
Balance: Mar 2015	41,262	28,256		(111,956)
Total	412,619	306,774		
1st Adv: Mar 2015	94,649	70,987		(135,618)
2nd Adv: Apr 2015	94,649	70,987		(159,280)
3rd Adv: May 2015	126,198	94,649		(190,830)
<i>In-Lieu</i>			202,565	11,735
<i>True-Up</i>			0	11,735
<i>1/4% Admin Fee</i>			0	11,735
<i>Total Triple Flip</i>			<u>202,565</u>	
Balance: Jun 2015	35,055	23,775		455
Total	350,551	260,397		
Total	1,576,748	1,172,074	401,144	455

7 Notes
 Local 1% Net Effective Growth Rate = 5.8%
 0.75% + Flip Net Effective Growth Rate = 5.5%

City of Sebastopol: Sales Tax Forecast for FY 2015-2016

Date: February 10, 2012

1 Projected Base \$ **1,576,748**

2 Business Level Adj.	%Δ	\$Δ
General Retail	3.0%	9,282
Food Products	0.9%	4,686
Transportation	0.0%	0
Construction	3.0%	3,600
Business to Business	2.1%	1,469
Miscellaneous	0.4%	127
All Other Below Cutoff		

3 Coming Soon or Threats **Expected Date** **\$**

Total Adjustments **19,164**

4 Forecast Scenarios	Inflation Adj.	Local 1%	0.75% + Flip
Pessimistic	3.5%	1,651,769	1,647,835
Most Likely	4.5%	1,667,728	1,663,756
Optimistic	5.5%	1,683,687	1,679,678

5 Local 1%	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2016	1,663,525	1,679,587	1,695,692
3rd Adv: Aug 2016	1,671,362	1,687,492	1,703,696
Balance: Sep 2016	1,673,539	1,689,688	1,705,919

6 0.75% + Flip	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2016	1,656,651	1,672,650	1,688,682
3rd Adv: Aug 2016	1,662,529	1,678,579	1,694,684
Balance: Sep 2016	1,664,113	1,680,178	1,696,303

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2015	113,794	85,346		(27,993)
2nd Adv: Jul 2015	113,794	85,346		(56,442)
3rd Adv: Aug 2015	151,726	113,794		(94,373)
Balance: Sep 2015	42,146	29,178		(107,341)
Total	421,461	313,664		
1st Adv: Sep 2015	118,547	88,910		(136,978)
2nd Adv: Oct 2015	118,547	88,910		(166,615)
3rd Adv: Nov 2015	158,062	118,547		(206,130)
Balance: Dec 2015	43,906	29,975		(220,061)
Total	439,062	326,342		
1st Adv: Dec 2015	117,836	88,377		(249,520)
2nd Adv: Jan 2016	117,836	88,377		(278,979)
<i>In-Lieu</i>			214,025	(64,954)
<i>True-Up</i>			(455)	(65,409)
<i>1/4% Admin Fee</i>			(3,992)	(65,409)
<i>Total Triple Flip</i>			<u>209,578</u>	
3rd Adv: Feb 2016	157,114	117,836		(104,687)
Balance: Mar 2016	43,643	30,041		(118,289)
Total	436,428	324,630		
1st Adv: Mar 2016	100,110	75,083		(143,316)
2nd Adv: Apr 2016	100,110	75,083		(168,344)
3rd Adv: May 2016	133,480	100,110		(201,714)
<i>In-Lieu</i>			214,025	12,311
<i>True-Up</i>			0	12,311
<i>1/4% Admin Fee</i>			0	12,311
<i>Total Triple Flip</i>			<u>214,025</u>	
Balance: Jun 2016	37,078	25,242		475
Total	370,778	275,517		
Total	1,667,728	1,240,153	423,603	475

7 Notes

Local 1% Net Effective Growth Rate = 5.8%
 0.75% + Flip Net Effective Growth Rate = 5.8%

City of Sebastopol: Sales Tax Forecast for FY 2016-2017

Date: February 10, 2012

1 Projected Base	\$ 1,667,728	
2 Business Level Adj.	%Δ	\$Δ
General Retail	3.0%	9,561
Food Products	0.9%	4,780
Transportation	0.0%	0
Construction	3.0%	3,708
Business to Business	1.7%	1,234
Miscellaneous	0.4%	128
All Other Below Cutoff		
3 Coming Soon or Threats	Expected Date	\$

Total Adjustments 19,410

4 Forecast Scenarios	Inflation Adj.	Local 1%	0.75% + Flip
Pessimistic	3.0%	1,737,753	1,735,899
Most Likely	4.0%	1,754,624	1,752,730
Optimistic	5.0%	1,771,495	1,769,558

5 Local 1%	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2017	1,742,504	1,763,005	1,765,523
3rd Adv: Aug 2017	1,745,672	1,768,592	1,772,789
Balance: Sep 2017	1,746,552	1,770,144	1,774,807

6 0.75% + Flip	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2017	1,739,463	1,759,016	1,777,732
3rd Adv: Aug 2017	1,741,839	1,763,206	1,783,181
Balance: Sep 2017	1,744,709	1,766,575	1,786,894

Cash Flow	1.00%	0.75%	Flip	Cumulative
1st Adv: Jun 2016	119,724	89,793		(29,455)
2nd Adv: Jul 2016	119,724	89,793		(59,386)
3rd Adv: Aug 2016	159,631	119,724		(99,294)
Balance: Sep 2016	44,342	30,776		(112,860)
Total	443,421	330,085		
1st Adv: Sep 2016	124,723	93,543		(144,041)
2nd Adv: Oct 2016	124,723	93,543		(175,222)
3rd Adv: Nov 2016	166,298	124,723		(216,796)
Balance: Dec 2016	46,194	31,632		(231,358)
Total	461,939	343,441		
1st Adv: Dec 2016	123,975	92,981		(262,352)
2nd Adv: Jan 2017	123,975	92,981		(293,346)
<i>In-Lieu</i>			224,939	(68,406)
<i>True-Up</i>			(475)	(68,882)
<i>1/4% Admin Fee</i>			(4,222)	(68,882)
<i>Total Triple Flip</i>			<u>220,241</u>	
3rd Adv: Feb 2017	165,300	123,975		(110,207)
Balance: Mar 2017	45,917	31,747		(124,377)
Total	459,168	341,685		
1st Adv: Mar 2017	105,326	78,995		(150,708)
2nd Adv: Apr 2017	105,326	78,995		(177,040)
3rd Adv: May 2017	140,435	105,326		(212,149)
<i>In-Lieu</i>			224,939	12,791
<i>True-Up</i>			0	12,791
<i>1/4% Admin Fee</i>			0	12,791
<i>Total Triple Flip</i>			<u>224,939</u>	
Balance: Jun 2017	39,010	29,023		2,804
Total	390,097	292,339		
Total	1,754,624	1,307,550	445,181	2,804

7 Notes
 Local 1% Net Effective Growth Rate = 5.2%
 0.75% + Flip Net Effective Growth Rate = 5.3%

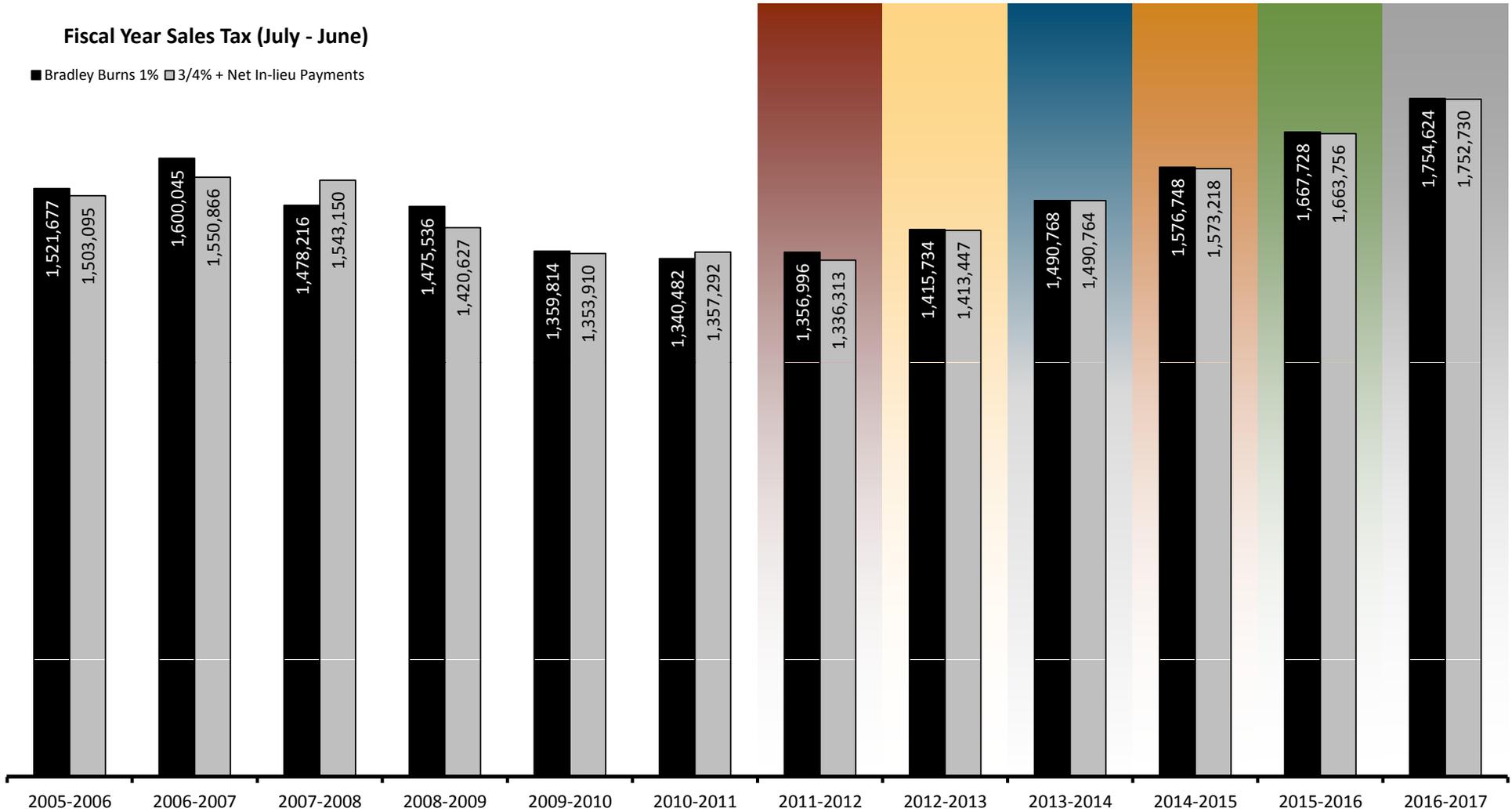
City of Sebastopol: Multi-Fiscal Year Sales Tax Forecast - Summary

	2011-2012	2012-2013	2013-2014		2014-2015		2015-2016		2016-2017	
	Adjustments	Adjustments	Ind. Growth	Adjustments						
Most-Likely Scenario: Base	\$1,324,393	\$1,356,996		\$1,415,734		\$1,490,768		\$1,576,748		\$1,667,728
General Retail	7,373	2,619		4,439		9,012		9,282		9,561
Apparel Stores	46	40	1.5%	227	3.0%	461	3.0%	475	3.0%	489
Department Stores	-	-	1.5%	0	3.0%	0	3.0%	0	3.0%	0
Furniture/Appliance	414	310	1.5%	346	3.0%	702	3.0%	723	3.0%	745
Drug Stores	-	-	1.5%	1,307	3.0%	2,653	3.0%	2,732	3.0%	2,814
Recreation Products	-	-	1.5%	101	3.0%	206	3.0%	212	3.0%	218
Florist/Nursery	6,000	1,800	1.5%	694	3.0%	1,408	3.0%	1,451	3.0%	1,494
Miscellaneous Retail	913	468	1.5%	1,765	3.0%	3,582	3.0%	3,689	3.0%	3,800
Food Products	5,667	7,733		4,504		4,595		4,686		4,780
Restaurants	4,867	3,533	2.0%	4,504	2.0%	4,595	2.0%	4,686	2.0%	4,780
Food Markets	400	4,100	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Liquor Stores	400	100	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Food Processing Eqp	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Transportation	(827)	5,250		-		-		-		-
Auto Parts/Repair	-	-	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	(827)	5,250	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Misc. Vehicle Sales	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Construction	4,000	800		8,629		3,495		3,600		3,708
Bldg.Matls-Whsle	1,000	800	8.0%	2,154	3.0%	872	3.0%	898	3.0%	925
Bldg.Matls-Retail	3,000	-	8.0%	6,475	3.0%	2,622	3.0%	2,701	3.0%	2,782
Business To Business	300	1,100		-		856		1,469		1,234
Office Equipment	300	300	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Electronic Equipment	-	-	0.0%	-	3.0%	176	5.0%	302	4.0%	254
Business Services	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Energy Sales	-	-	0.0%	-	3.0%	680	5.0%	1,167	4.0%	980
Chemical Products	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Heavy Industry	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Light Industry	-	800	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Leasing	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Miscellaneous	-	-		124		125		127		128
Health & Government	-	-	1.0%	124	1.0%	125	1.0%	127	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	-	-		-		-		-		-
Business-Level Adjustments	16,512	17,502		17,697		18,082		19,164		19,410
Coming / Threats / Prior Periods	-	-		-		-		-		-
Adjusted Base	1,340,906	1,374,499		1,433,431		1,508,850		1,595,912		1,687,138
Inflation Adjustment	16,091	41,235		57,337		67,898		71,816		67,486
Projection	\$1,356,996	\$1,415,734		\$1,490,768		\$1,576,748		\$1,667,728		\$1,754,624
Most-Likely Scenario	2011-2012	2012-2013	2013-2014		2014-2015		2015-2016		2016-2017	
Accrual thru July: 2nd Adv	1,356,863	1,425,973	5.4%	1,502,501	5.8%	1,589,164	5.7%	1,679,587	5.0%	1,763,005
Accrual thru August: 3rd Adv	1,356,730	1,432,800	5.0%	1,504,660	6.2%	1,597,441	5.6%	1,687,492	4.8%	1,768,592
Accrual thru September: Balance	1,418,269	1,434,696	4.9%	1,505,259	6.3%	1,599,740	5.6%	1,689,688	4.8%	1,770,144

City of Sebastopol: Sales Tax Forecast by Fiscal Year

Fiscal Year Sales Tax (July - June)

■ Bradley Burns 1% □ 3/4% + Net In-lieu Payments



Most-Likely Scenario	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
Bradley Burns 1%	1,340,482	1,356,996	1,415,734	1,490,768	1,576,748	1,667,728	1,754,624
3/4% + Net In-lieu Payments	1,357,292	1,336,313	1,413,447	1,490,764	1,573,218	1,663,756	1,752,730

Most-Likely Scenario	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
Bradley Burns 1%	-1.4%	1.2%	4.3%	5.3%	5.8%	5.8%	5.2%
3/4% + Net In-lieu Payments	0.2%	-1.5%	5.8%	5.5%	5.5%	5.8%	5.3%