City of Sebastopol

Sales Ended March 2012

Sales Tax Receipts Ended June 2012

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City of Sebastopol

Sales Period: April 2011 - March 2012

Summary

News from Sales Tax Quarter

- The California New Car Dealers Association (CNCDA) reports that new light vehicle registrations in the First Quarter of 2012 are up 17.7% versus a year earlier, higher than the 13.3% increase nationally.
- The California Department of Finance reports that multi-family building has been the only source of improvement in residential construction. For the First Quarter of 2012 the number of multi-family permits was up almost 25% over last year compared to only a 1% increase in permits for single family homes.
- Nationwide Retail Sales in the First Quarter of 2012 increased by 6.5% versus a year earlier according to the U.S. Census Bureau.

News from Today

- Although retail spending decreased nationally by 0.2% in May, the national figure for the first five months of 2012 is up from last year by 5.3%. The largest gains were in Building Materials and Supplies (11.1%), Home Furnishings (9.4%) and Motor Vehicle Sales and Parts (8.7%). (U.S. Census Bureau)
- The current average retail price of gasoline is 18 cents, (4.7%), above the $3.61 per gallon price that California saw at the beginning of the year. (California Gas Prices)
- The California Department of Finance reports that after gains in the second half of 2011, non-farm employment growth dropped from an average monthly gain of 37,000 jobs during the last five months of 2011 to 19,000 on average during the First Quarter of 2012.

	Quarter-Over-Quarter Jan - Mar 2011 to Jan - Mar 2012			Year-Over-Year Apr - Mar 2011 to Apr - Mar 2012		
	City of Sebastopol	S.F. Bay Area	Statewide	City of Sebastopol	S.F. Bay Area	Statewide
Total	**4.2%**	**8.4%**	**7.3%**	**2.6%**	**7.6%**	**7.6%**
General Retail	**3.7%**	5.7%	4.9%	**-1.5%**	5.3%	4.9%
Food Products	**3.8%**	7.8%	7.4%	**0.7%**	7.0%	6.4%
Transportation	**21.1%**	11.4%	11.2%	**23.7%**	13.9%	14.4%
Construction	**0.6%**	9.0%	4.5%	**-4.6%**	7.2%	4.6%
Business To Business	**-34.6%**	9.5%	8.1%	**-21.5%**	5.9%	6.9%
Restaurants	**10.8%**	8.9%	7.6%	**5.5%**	7.8%	6.7%
Service Stations	**28.9%**	11.9%	9.6%	**31.6%**	20.6%	19.2%
Food Markets	**-3.3%**	4.0%	6.5%	**-3.1%**	4.4%	5.7%
Miscellaneous Retail	**-2.4%**	2.0%	1.9%	**-5.8%**	4.2%	3.4%
Drug Stores	**2.8%**	2.6%	1.5%	**2.1%**	3.8%	4.1%
Bldg.Matls-Retail	**8.6%**	3.7%	-0.5%	**9.1%**	2.6%	-1.4%
Auto Parts/Repair	**3.0%**	5.1%	6.9%	**5.0%**	4.0%	6.1%
Florist/Nursery	**41.1%**	13.2%	6.3%	**15.9%**	4.9%	3.9%
Food Processing Eqp	**-6.2%**	11.4%	10.0%	**-5.5%**	10.9%	5.7%
Energy Sales	**-22.4%**	30.1%	19.5%	**-5.7%**	28.5%	31.6%
Light Industry	**-60.7%**	9.3%	2.9%	**-43.4%**	-0.5%	1.6%
Furniture/Appliance	**-11.0%**	13.2%	9.5%	**-10.9%**	4.9%	4.8%
Bldg.Matls-Whsle	**-24.4%**	15.3%	10.5%	**-37.9%**	12.7%	12.2%
Apparel Stores	**-1.9%**	9.7%	8.3%	**-1.1%**	8.9%	8.5%

CITY OF SEBASTOPOL

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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 >	Mar-10	Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Jul-10 thru	Jul-11 thru			Jul-10 thru	Jul-11 thru		
	This Year Cash Received >	Mar-11	Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Jun-11	Jun-12	$ Chg	% Chg	Jun-11	Jun-12	$ Chg	% Chg
	Calendar Sales Quarter >	10Q4	11Q1	11Q2	11Q3	11Q4	12Q1	4 Quarters	4 Quarters						
1	Santa Rosa	5.6	8.1	9.4	8.5	9.2	6.1	26,224,785	28,407,394	2,182,609	8.3	26,224,784	28,407,394	2,182,610	8.3
2	Sonoma County	3.7	6.6	15.5	11.9	7.9	4.9	11,932,535	13,154,964	1,222,429	10.2	11,932,534	13,154,963	1,222,429	10.2
3	Petaluma	0.2	2.6	8.2	3.5	9.9	6.4	8,841,336	9,459,033	617,697	7.0	8,841,336	9,459,034	617,698	7.0
4	Rohnert Park	-0.9	0.5	-2.4	-6.4	2.7	8.0	6,123,552	6,136,358	12,806	0.2	6,123,553	6,136,357	12,804	0.2
5	Windsor	9.8	10.4	13.7	15.1	1.3	13.7	3,014,287	3,337,706	323,419	10.7	3,014,286	3,337,706	323,420	10.7
6	Healdsburg	4.8	4.4	7.7	-6.6	-1.8	1.4	3,113,315	3,111,944	-1,371	0.0	3,113,316	3,111,944	-1,372	0.0
7	Sonoma	34.6	0.1	11.7	6.2	1.6	17.7	2,107,354	2,289,624	182,270	8.6	2,107,354	2,289,624	182,270	8.6
8	Cotati	-27.2	16.6	7.0	8.3	7.5	-22.3	1,488,600	1,487,136	-1,464	-0.1	1,488,601	1,487,136	-1,465	-0.1
9	**Sebastopol***	**-4.4**	**2.0**	**-13.5**	**9.0**	**8.1**	**-1.7**	**1,340,481**	**1,346,758**	**6,277**	**0.5**	**1,340,482**	**1,346,757**	**6,275**	**0.5**
10	Cloverdale	0.5	3.0	12.7	1.6	-10.6	21.2	547,408	578,785	31,377	5.7	547,408	578,786	31,378	5.7
	Alameda Co.	7.0	9.6	7.9	13.4	7.7	9.0	210,005,384	229,869,144	19,863,760	9.5	210,005,384	229,869,145	19,863,761	9.5
	Contra Costa Co.	2.0	9.5	7.1	6.6	6.1	5.3	119,865,932	127,403,981	7,538,049	6.3	119,865,933	127,403,981	7,538,048	6.3
	Marin Co.	3.5	6.0	7.5	2.8	5.4	7.6	38,982,096	41,221,757	2,239,661	5.7	38,982,095	41,221,757	2,239,662	5.7
	Napa Co.	2.8	3.5	9.5	7.8	12.2	16.9	23,233,033	25,887,414	2,654,381	11.4	23,233,033	25,887,414	2,654,381	11.4
	San Francisco Co.	10.4	11.3	11.5	12.8	7.7	12.1	138,442,812	153,578,154	15,135,342	10.9	138,442,811	153,578,153	15,135,342	10.9
	San Mateo Co.	6.7	7.5	9.3	9.1	7.4	9.8	116,515,278	126,806,398	10,291,120	8.8	116,515,278	126,806,397	10,291,119	8.8
	Santa Clara Co.	10.2	7.7	16.1	7.4	6.4	13.1	311,385,422	344,240,694	32,855,272	10.6	311,385,422	344,240,694	32,855,272	10.6
	Solano Co.	3.7	2.9	7.4	8.9	16.5	8.9	52,875,925	58,452,816	5,576,891	10.5	52,875,926	58,452,816	5,576,890	10.5
	Sonoma Co. *	**3.6**	**6.0**	**8.9**	**6.4**	**7.1**	**5.8**	**64,733,653**	**69,309,702**	**4,576,049**	**7.1**	**64,733,654**	**69,309,701**	**4,576,047**	**7.1**
	S.F. Bay Area *	**7.1**	**8.2**	**10.8**	**9.2**	**7.5**	**10.2**	**1,076,039,535**	**1,176,770,060**	**100,730,525**	**9.4**	**1,076,039,536**	**1,176,770,058**	**100,730,522**	**9.4**
	Central Coast	4.7	8.3	9.6	5.5	10.0	8.8	115,488,697	125,203,451	9,714,754	8.4	115,488,696	125,203,451	9,714,755	8.4
	Central Valley	12.3	15.3	18.7	12.4	11.0	10.8	448,603,522	507,572,894	58,969,372	13.1	448,603,521	507,572,893	58,969,372	13.1
	North Coast	0.9	-4.9	7.8	7.4	4.7	8.8	40,006,982	42,854,559	2,847,577	7.1	40,006,982	42,854,559	2,847,577	7.1
	Other Northern	6.3	0.7	8.1	7.4	5.5	6.9	49,648,592	53,115,045	3,466,453	7.0	49,648,592	53,115,045	3,466,453	7.0
	Sacramento Valley	3.0	4.5	7.2	8.1	8.3	7.3	334,909,264	360,832,321	25,923,057	7.7	334,909,264	360,832,325	25,923,061	7.7
	Northern California	**7.2**	**8.6**	**11.7**	**9.4**	**8.4**	**9.7**	**2,064,696,592**	**2,266,348,330**	**201,651,738**	**9.8**	**2,064,696,591**	**2,266,348,331**	**201,651,740**	**9.8**
	Inland Empire	6.0	9.2	10.7	11.2	9.6	9.9	489,628,140	540,396,043	50,767,903	10.4	489,628,140	540,396,045	50,767,905	10.4
	Other Southern	9.4	30.1	7.0	13.8	0.2	6.3	23,812,799	25,346,252	1,533,453	6.4	23,812,799	25,346,252	1,533,453	6.4
	South Coast	5.9	6.1	8.9	8.5	7.4	8.9	2,247,661,103	2,436,800,317	189,139,214	8.4	2,247,661,102	2,436,800,316	189,139,214	8.4
	Southern California	**6.0**	**6.9**	**9.2**	**9.0**	**7.7**	**9.1**	**2,761,102,042**	**3,002,542,612**	**241,440,570**	**8.7**	**2,761,102,041**	**3,002,542,613**	**241,440,572**	**8.7**
	State Total	**6.5**	**7.6**	**10.3**	**9.2**	**8.0**	**9.3**	**4,825,798,634**	**5,268,890,942**	**443,092,308**	**9.2**	**4,825,798,632**	**5,268,890,944**	**443,092,312**	**9.2**

Northern California: Sales Tax Comparison from Jan-Mar 2011 Sales to Jan-Mar 2012 Sales

Jurisdiction	General Retail	Food Products	Trans.	Const.	Business to Business	Misc.	Jan-Mar 2012 Total	Jan-Mar 2011 Total	% Chg	Largest Gain	2nd Largest Gain	Largest Decline	2nd Largest Decline
CENTRAL COAST													
MONTEREY COUNTY													
Del Rey Oaks	3.5%	7.5%	-6.8%	-100.0%	-27.4%	-24.3%	63,467	64,184	-1.1%	Food Markets	Restaurants	Bldg.Matls-Whsle	Auto Parts/Repair
Monterey	4.4%	9.7%	-0.6%	-6.3%	-7.7%	11.5%	1,467,792	1,400,427	4.8%	Restaurants	Service Stations	Auto Sales - New	Business Services
Pacific Grove	1.7%	1.2%	24.1%	18.5%	-4.3%	7.6%	284,642	265,025	7.4%	Service Stations	Bldg.Matls-Retail	Food Markets	Liquor Stores
SAN LUIS OBISPO COUNTY													
Grover Beach	-2.8%	1.9%	18.7%	0.8%	-0.2%	-70.1%	215,099	204,761	5.0%	Service Stations	Heavy Industry	Light Industry	Health & Government
SANTA CRUZ COUNTY													
Capitola	0.4%	6.6%	3.7%	-8.1%	362.8%	26.3%	875,052	824,600	6.1%	Electronic Equipment	Restaurants	Bldg.Matls-Retail	Miscellaneous Retail
Watsonville	13.8%	6.1%	-3.5%	3.1%	-8.7%	-0.4%	1,262,966	1,228,764	2.8%	Department Stores	Food Markets	Service Stations	Energy Sales
CENTRAL VALLEY													
TRANSPORTATION AUTHORITY													
San Joaquin C.O.G.	5.9%	1.2%	9.0%	25.3%	4.8%	22.8%	9,274,852	10,022,311	8.1%	Bldg.Matls-Whsle	Energy Sales	Food Markets	Business Services
FRESNO COUNTY													
Clovis	2.3%	6.9%	11.9%	-8.5%	2.8%	-7.1%	3,141,815	3,012,412	4.3%	Auto Sales - New	Service Stations	Bldg.Matls-Retail	Bldg.Matls-Whsle
Fresno	5.4%	6.0%	14.7%	12.1%	6.9%	6.0%	15,684,176	14,414,983	8.8%	Service Stations	Auto Sales - New	Light Industry	Office Equipment
Kerman	6.3%	10.9%	5.5%	138.5%	44.3%	-90.8%	290,619	237,723	22.3%	Chemical Products	Heavy Industry	Auto Sales - Used	Auto Sales - New
Kingsburg	4.3%	3.1%	-4.9%	-22.3%	76.3%	-12.4%	202,191	184,397	9.6%	Light Industry	Energy Sales	Service Stations	Food Processing Eqp
Reedley	8.1%	5.2%	11.9%	6.4%	29.1%	-7.1%	354,620	322,948	9.8%	Service Stations	Auto Sales - Used	Miscellaneous Retail	Light Industry
Sanger	1.9%	-18.3%	13.9%	42.3%	-25.3%	-5.1%	386,414	382,946	0.9%	Bldg.Matls-Whsle	Auto Sales - New	Food Processing Eqp	Heavy Industry
Selma	3.4%	9.0%	26.8%	4.8%	55.1%	3.5%	866,400	748,076	15.8%	Auto Sales - New	Bldg.Matls-Whsle	Auto Sales - Used	Bldg.Matls-Retail
KERN COUNTY													
Bakersfield	7.6%	10.1%	17.0%	4.6%	20.1%	-15.7%	14,061,784	12,563,693	11.9%	Auto Sales - New	Heavy Industry	Bldg.Matls-Retail	Light Industry
Delano	11.2%	4.6%	18.5%	0.5%	31.2%	-7.4%	864,629	755,082	14.5%	Auto Sales - Used	Energy Sales	Bldg.Matls-Retail	Miscellaneous Retail
Ridgecrest	6.7%	-1.7%	16.6%	-12.3%	-19.1%	-66.4%	600,754	592,101	1.5%	Service Stations	Miscellaneous Retail	Electronic Equipment	Auto Sales - Used
Shafter	12.8%	16.0%	12.7%	27.9%	94.3%	-20.2%	2,033,939	1,492,125	36.3%	Business Services	Energy Sales	Chemical Products	Auto Sales - New
KINGS COUNTY													
Hanford	2.7%	8.5%	11.9%	15.5%	24.0%	-9.1%	1,751,591	1,612,081	8.7%	Bldg.Matls-Whsle	Auto Sales - New	Bldg.Matls-Retail	Auto Sales - Used
MADERA COUNTY													
Chowchilla	21.6%	-0.7%	-26.2%	4.3%	38.3%	13.1%	192,570	215,449	-10.6%	Bldg.Matls-Whsle	Light Industry	Auto Sales - New	Bldg.Matls-Retail
Madera	4.0%	8.4%	24.4%	7.9%	-16.7%	-6.3%	1,289,085	1,168,353	10.3%	Auto Sales - New	Service Stations	Electronic Equipment	Bldg.Matls-Retail
MERCED COUNTY													
Atwater	18.5%	3.8%	8.7%	14.1%	-2.8%	-11.0%	567,152	519,297	9.2%	Department Stores	Service Stations	Light Industry	Heavy Industry
SAN JOAQUIN COUNTY													
Escalon	0.2%	-6.0%	17.6%	25.5%	-2.6%	-24.8%	141,430	128,774	9.8%	Service Stations	Bldg.Matls-Whsle	Liquor Stores	Heavy Industry
Lathrop	1.8%	5.1%	6.3%	-25.4%	18.5%	4.5%	510,697	482,410	5.9%	Service Stations	Restaurants	Bldg.Matls-Whsle	Auto Parts/Repair
Lodi	40.7%	9.0%	6.6%	-1.3%	-46.6%	-11.1%	1,815,417	1,776,109	2.2%	Department Stores	Restaurants	Heavy Industry	Furniture/Appliance
Manteca	5.5%	1.6%	13.3%	17.3%	-2.3%	13.8%	1,823,230	1,704,164	7.0%	Bldg.Matls-Whsle	Department Stores	Bldg.Matls-Retail	Food Markets
Ripon	21.8%	8.2%	10.2%	106.7%	10.1%	-14.8%	492,854	426,156	15.7%	Service Stations	Bldg.Matls-Whsle	Bldg.Matls-Retail	Furniture/Appliance
San Joaquin County	10.4%	-0.3%	14.4%	25.8%	-4.6%	-18.5%	2,733,353	2,523,156	8.3%	Service Stations	Bldg.Matls-Whsle	Light Industry	Electronic Equipment
Stockton	-1.7%	2.3%	8.8%	12.3%	13.3%	-9.6%	7,663,575	7,250,890	5.7%	Bldg.Matls-Whsle	Auto Sales - New	Department Stores	Miscellaneous Retail
Tracy	3.4%	1.1%	9.6%	60.2%	5.2%	0.8%	2,645,153	2,415,142	9.5%	Bldg.Matls-Whsle	Auto Sales - New	Food Markets	Auto Sales - Used
STANISLAUS COUNTY													
Ceres	1.9%	3.3%	12.4%	3.3%	5.2%	-4.8%	1,061,998	1,003,709	5.8%	Service Stations	Energy Sales	Electronic Equipment	Bldg.Matls-Retail
Modesto	9.8%	5.3%	13.0%	-2.8%	-6.1%	9.1%	6,042,258	5,711,607	5.8%	Furniture/Appliance	Service Stations	Electronic Equipment	Bldg.Matls-Retail
Oakdale	-1.7%	-0.1%	7.6%	-23.3%	4.4%	125.5%	622,642	605,612	2.8%	Auto Sales - New	Health & Government	Bldg.Matls-Whsle	Food Processing Eqp
Riverbank	-3.0%	7.1%	-3.0%	-8.1%	70.3%	8.0%	523,968	517,653	1.2%	Energy Sales	Bldg.Matls-Whsle	Bldg.Matls-Retail	Furniture/Appliance
Turlock	1.0%	-0.5%	9.3%	24.0%	24.9%	-89.7%	2,362,302	2,726,511	-13.4%	Bldg.Matls-Whsle	Heavy Industry	Health & Government	Food Processing Eqp

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TULARE COUNTY													
Dinuba	12.0%	-1.8%	23.9%	11.3%	7.8%	-11.9%	1,091,981	972,295	12.3%	Furniture/Appliance	Service Stations	Food Processing Eqp	Auto Parts/Repair
Porterville	14.8%	5.0%	8.5%	-6.4%	-27.4%	43.7%	1,123,222	1,049,983	7.0%	Miscellaneous Retail	Auto Sales - New	Leasing	Bldg.Matls-Retail
Tulare	7.2%	-3.9%	22.5%	8.5%	37.6%	-17.4%	1,926,110	1,711,134	12.6%	Service Stations	Bldg.Matls-Whsle	Food Processing Eqp	Bldg.Matls-Retail
Visalia	2.4%	4.4%	15.1%	12.0%	-3.4%	57.6%	5,010,332	4,603,165	8.8%	Health & Government	Service Stations	Chemical Products	Food Processing Eqp
TUOLUMNE COUNTY													
Sonora	8.9%	1.6%	6.7%	-5.8%	-10.2%	-24.3%	533,042	519,814	2.5%	Miscellaneous Retail	Department Stores	Bldg.Matls-Retail	Energy Sales
NORTH COAST													
COLUSA COUNTY													
Williams	6.3%	3.6%	4.7%	1.9%	-26.1%	-100.0%	114,060	113,205	0.8%	Restaurants	Service Stations	Energy Sales	Light Industry
LAKE COUNTY													
Lakeport	-0.8%	1.7%	10.1%	48.5%	32.1%	-44.0%	252,014	239,743	5.1%	Auto Sales - New	Service Stations	Florist/Nursery	Department Stores
MENDOCINO COUNTY													
Fort Bragg	4.8%	2.6%	2.7%	2.7%	-2.4%	3.4%	298,750	292,142	2.3%	Bldg.Matls-Retail	Food Markets	Bldg.Matls-Whsle	Energy Sales
Mendocino County	7.1%	24.6%	-3.9%	0.3%	2.7%	-4.4%	830,703	789,475	5.2%	Liquor Stores	Restaurants	Service Stations	Light Industry
Point Arena	-17.0%	1.2%	4.1%	-100.0%	18.6%	-100.0%	14,601	14,825	-1.5%	Energy Sales	Service Stations	Florist/Nursery	Auto Parts/Repair
Ukiah	0.6%	-8.1%	26.7%	12.2%	-4.5%	73.3%	882,757	834,980	5.7%	Service Stations	Auto Sales - New	Food Markets	Restaurants
Willits	13.8%	1.6%	16.1%	11.5%	16.1%	-3.3%	297,542	267,220	11.3%	Service Stations	Bldg.Matls-Whsle	Office Equipment	Miscellaneous Other
SHASTA COUNTY													
Redding	5.9%	4.5%	14.5%	6.0%	11.5%	-13.8%	4,145,543	3,816,384	8.6%	Auto Sales - New	Energy Sales	Office Equipment	Health & Government
S.F. BAY AREA													
TRANSPORTATION AUTHORITIES													
BART	**7.2%**	**7.2%**	**10.4%**	**8.2%**	**4.1%**	**2.1%**	**50,943,172**	**48,067,933**	**6.0%**	**Energy Sales**	**Misc. Vehicle Sales**	**Chemical Products**	**Electronic Equipment**
VTA 1976 Sales Tax	**7.3%**	**6.6%**	**10.6%**	**20.9%**	**8.3%**	**14.9%**	**42,789,355**	**40,499,330**	**5.7%**	**Energy Sales**	**Bldg.Matls-Whsle**	**Heavy Industry**	**Misc. Vehicle Sales**
VTA 2000 Measure A	**7.3%**	**6.6%**	**10.5%**	**20.8%**	**8.4%**	**15.0%**	**42,790,021**	**40,494,399**	**5.7%**	**Bldg.Matls-Whsle**	**Energy Sales**	**Heavy Industry**	**Misc. Vehicle Sales**
S.M.A.R.T.	**5.4%**	**7.1%**	**9.0%**	**2.6%**	**1.0%**	**-5.8%**	**7,410,895**	**7,023,917**	**5.5%**	**Energy Sales**	**Florist/Nursery**	**Electronic Equipment**	**Business Services**
ALAMEDA COUNTY													
Alameda	-1.6%	8.5%	1.5%	-13.6%	6.4%	9.5%	1,453,940	1,401,020	3.8%	Business Services	Restaurants	Electronic Equipment	Misc. Vehicle Sales
Alameda County	3.2%	5.9%	9.1%	20.6%	35.7%	-21.5%	1,684,393	1,535,576	9.7%	Service Stations	Light Industry	Leasing	Florist/Nursery
Albany	-11.4%	10.6%	12.6%	16.0%	-10.3%	4.5%	449,316	444,678	1.0%	Auto Sales - New	Restaurants	Department Stores	Auto Parts/Repair
Berkeley	9.3%	9.2%	10.0%	4.9%	-4.3%	7.1%	3,291,869	3,069,290	7.3%	Restaurants	Furniture/Appliance	Chemical Products	Light Industry
Dublin	13.8%	16.3%	23.1%	2.2%	17.9%	0.5%	3,241,341	2,763,300	17.3%	Auto Sales - New	Department Stores	Auto Parts/Repair	Furniture/Appliance
Emeryville	3.3%	5.8%	13.2%	1.0%	-22.7%	-39.5%	1,544,033	1,539,020	0.3%	Furniture/Appliance	Apparel Stores	Office Equipment	Business Services
Fremont	2.8%	2.6%	13.6%	17.3%	-18.9%	7.5%	6,896,445	7,009,557	-1.6%	Auto Sales - New	Service Stations	Electronic Equipment	Chemical Products
Hayward	4.4%	10.5%	10.2%	29.7%	31.2%	17.7%	6,295,563	5,368,499	17.3%	Leasing	Bldg.Matls-Whsle	Light Industry	Bldg.Matls-Retail
Livermore	-2.0%	9.9%	8.2%	8.0%	37.4%	12.7%	3,791,499	3,373,283	12.4%	Heavy Industry	Office Equipment	Miscellaneous Retail	Leasing
Newark	-0.9%	8.4%	3.5%	-1.0%	0.6%	-2.1%	1,839,727	1,805,185	1.9%	Restaurants	Apparel Stores	Department Stores	Bldg.Matls-Retail
Oakland	28.4%	5.4%	9.3%	13.5%	-0.6%	-4.5%	9,219,126	8,433,258	9.3%	Furniture/Appliance	Auto Sales - New	Leasing	Business Services
Piedmont	-18.0%	20.1%	16.7%	7.7%	7.8%	-72.6%	32,064	30,498	5.1%	Bldg.Matls-Retail	Service Stations	Apparel Stores	Miscellaneous Other
Pleasanton	0.3%	6.3%	-1.6%	-4.3%	1.5%	-5.6%	3,920,874	3,894,588	0.7%	Leasing	Restaurants	Auto Sales - Used	Office Equipment
San Leandro	2.4%	5.2%	25.5%	4.9%	2.3%	-11.7%	4,283,124	3,962,075	8.1%	Auto Sales - New	Service Stations	Auto Sales - Used	Heavy Industry
Union City	-2.7%	3.4%	15.9%	-6.4%	-37.2%	7.0%	1,745,518	1,953,294	-10.6%	Heavy Industry	Service Stations	Electronic Equipment	Bldg.Matls-Whsle
CONTRA COSTA COUNTY													
Antioch	4.2%	3.2%	10.8%	-2.4%	-7.2%	-1.0%	2,122,639	2,023,069	4.9%	Auto Sales - New	Service Stations	Bldg.Matls-Retail	Light Industry
Brentwood	6.7%	10.0%	7.0%	-11.0%	-0.1%	13.4%	1,215,352	1,159,756	4.8%	Restaurants	Auto Sales - Used	Bldg.Matls-Retail	Bldg.Matls-Whsle
Clayton	-16.7%	4.1%	-100.0%	-100.0%	4.6%	-20.0%	68,815	70,033	-1.7%	Food Markets	Restaurants	Miscellaneous Retail	Light Industry
Concord	2.9%	7.4%	12.8%	7.2%	-1.7%	1.0%	5,210,553	4,891,478	6.5%	Auto Sales - New	Misc. Vehicle Sales	Electronic Equipment	Heavy Industry
Contra Costa County	2.9%	7.4%	12.8%	7.2%	-1.7%	1.0%	5,210,553	4,891,478	6.5%	Auto Sales - New	Misc. Vehicle Sales	Electronic Equipment	Heavy Industry
Danville	1.7%	5.2%	7.7%	34.1%	196.0%	4.4%	1,070,100	950,460	12.6%	Light Industry	Office Equipment	Furniture/Appliance	Heavy Industry
El Cerrito	4.2%	10.2%	10.2%	-2.2%	5.9%	-30.7%	734,801	695,637	5.6%	Service Stations	Food Markets	Bldg.Matls-Retail	Apparel Stores
Hercules	-1.9%	-2.5%	90.5%	-3.9%	23.8%	11.0%	324,942	270,309	20.2%	Service Stations	Chemical Products	Food Markets	Bldg.Matls-Retail
Lafayette	3.1%	22.0%	6.7%	2.3%	-12.4%	6.5%	532,696	484,320	10.0%	Restaurants	Food Markets	Office Equipment	Furniture/Appliance
Martinez	0.6%	1.2%	28.9%	1.8%	38.5%	-19.0%	1,079,643	965,164	11.9%	Chemical Products	Service Stations	Miscellaneous Retail	Food Markets
Moraga	6.8%	7.0%	22.2%	-1.5%	77.7%	3.3%	214,070	193,184	10.8%	Service Stations	Restaurants	Drug Stores	Electronic Equipment
Oakley	15.9%	2.4%	-15.3%	46.7%	8.6%	14.3%	291,318	299,657	-2.8%	Heavy Industry	Restaurants	Service Stations	Chemical Products

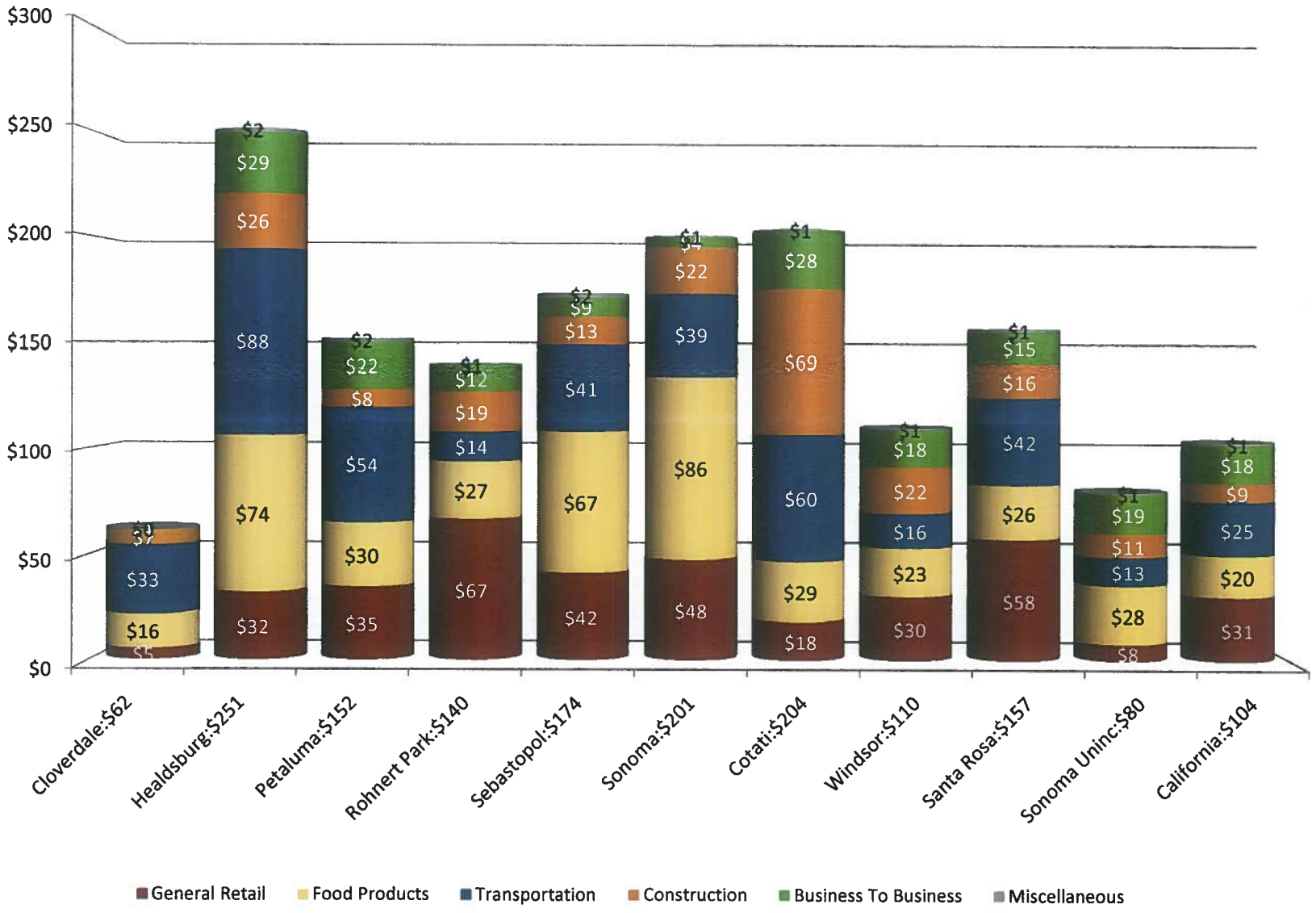
Northern California: Sales Tax Comparison from Jan-Mar 2011 Sales to Jan-Mar 2012 Sales

Jurisdiction	General Retail	Food Products	Trans.	Const.	Business to Business	Misc.	Jan-Mar 2012 Total	Jan-Mar 2011 Total	% Chg	Largest Gain	2nd Largest Gain	Largest Decline	2nd Largest Decline
Orinda	12.7%	2.7%	13.5%	-32.7%	13.8%	29.1%	193,989	185,740	4.4%	Auto Parts/Repair	Miscellaneous Retail	Bldg.Matls-Whsle	Service Stations
Pinole	-0.9%	7.8%	3.1%	-1.1%	-1.6%	-0.3%	653,431	637,700	2.5%	Restaurants	Food Markets	Miscellaneous Retail	Apparel Stores
Pittsburg	-2.4%	7.9%	-0.7%	12.0%	-66.6%	54.5%	1,230,890	1,298,986	-5.2%	Heavy Industry	Bldg.Matls-Whsle	Leasing	Chemical Products
Pleasant Hill	-2.4%	5.8%	37.7%	17.0%	-35.5%	201.2%	1,410,375	1,383,929	1.9%	Service Stations	Apparel Stores	Energy Sales	Miscellaneous Retail
Richmond	3.0%	-4.4%	8.9%	24.9%	3.8%	12.2%	2,580,932	2,453,703	5.2%	Auto Sales - New	Florist/Nursery	Service Stations	Auto Parts/Repair
San Pablo	22.0%	7.4%	-3.7%	4.5%	12.5%	187.0%	383,294	356,560	7.5%	Apparel Stores	Food Markets	Miscellaneous Retail	Service Stations
San Ramon	-4.6%	4.8%	11.2%	-1.4%	112.1%	5.3%	1,830,963	1,514,589	20.9%	Energy Sales	Heavy Industry	Miscellaneous Retail	Light Industry
Walnut Creek	13.2%	5.8%	13.3%	8.6%	-1.7%	10.0%	3,933,569	3,554,697	10.7%	Auto Sales - New	Department Stores	Electronic Equipment	Leasing
MARIN COUNTY													
Belvedere	353.8%	-100.0%	4.0%	-100.0%	-72.6%	-55.2%	33,857	9,045	274.3%	Miscellaneous Retail	Light Industry	Business Services	Chemical Products
Corte Madera	4.8%	8.1%	-10.5%	12.5%	13.0%	-12.0%	1,130,194	1,096,553	3.1%	Office Equipment	Apparel Stores	Auto Sales - New	Leasing
Fairfax	-5.8%	26.3%	19.0%	9.8%	5.6%	2.9%	101,824	87,592	16.2%	Food Markets	Restaurants	Drug Stores	Bldg.Matls-Whsle
Larkspur	0.0%	9.6%	15.1%	-12.2%	93.7%	-32.2%	435,771	396,490	9.9%	Office Equipment	Service Stations	Miscellaneous Retail	Business Services
Marin County	5.5%	1.6%	13.3%	17.3%	-2.3%	13.8%	1,823,230	1,704,164	7.0%	Bldg.Matls-Whsle	Department Stores	Bldg.Matls-Retail	Food Markets
Mill Valley	14.0%	14.1%	11.5%	6.8%	86.0%	25.6%	541,967	475,427	14.0%	Restaurants	Service Stations	Liquor Stores	Heavy Industry
Novato	4.6%	3.5%	9.1%	13.1%	-13.4%	1.9%	1,588,837	1,520,212	4.5%	Service Stations	Florist/Nursery	Chemical Products	Electronic Equipment
Ross	15.7%	7.3%	-100.0%	-100.0%	1225.0%	23.5%	6,623	5,488	20.7%	Miscellaneous Retail	Business Services	Apparel Stores	Department Stores
San Rafael	6.7%	5.7%	20.9%	5.8%	-4.3%	14.5%	3,528,535	3,217,080	9.7%	Auto Sales - New	Service Stations	Office Equipment	Electronic Equipment
Sausalito	5.0%	9.0%	-13.9%	-12.7%	-6.6%	-32.9%	279,364	274,294	1.8%	Restaurants	Furniture/Appliance	Business Services	Misc. Vehicle Sales
Tiburon	12.3%	27.4%	-100.0%	-8.6%	10.2%	-25.3%	77,247	63,684	21.3%	Food Markets	Restaurants	Furniture/Appliance	Light Industry
NAPA COUNTY													
Napa	9.4%	7.9%	5.3%	11.1%	-2.4%	-1.0%	2,510,941	2,346,038	7.0%	Restaurants	Bldg.Matls-Retail	Electronic Equipment	Misc. Vehicle Sales
Saint Helena	33.3%	-1.8%	-15.1%	21.1%	-4.7%	-19.3%	417,461	402,635	3.7%	Furniture/Appliance	Bldg.Matls-Retail	Food Processing Eqp	Auto Sales - New
Yountville	10.0%	10.9%	1874.2%	166.7%	197.8%	-24.1%	165,200	146,687	12.6%	Restaurants	Service Stations	Auto Parts/Repair	Health & Government
SAN FRANCISCO COUNTY													
San Francisco	9.2%	10.0%	5.6%	9.3%	30.4%	3.6%	31,342,448	27,968,951	12.1%	Restaurants	Light Industry	Office Equipment	Business Services
SAN MATEO COUNTY													
Belmont	6.5%	3.6%	6.7%	2.4%	-28.3%	-10.1%	600,817	630,576	-4.7%	Service Stations	Auto Sales - New	Electronic Equipment	Office Equipment
Brisbane	-33.5%	0.9%	-44.0%	-19.7%	6.6%	-22.0%	995,253	1,055,113	-5.7%	Office Equipment	Furniture/Appliance	Bldg.Matls-Whsle	Miscellaneous Retail
Daly City	4.5%	6.3%	20.4%	5.5%	36.9%	4.4%	2,139,622	1,936,367	10.5%	Service Stations	Auto Sales - New	Recreation Products	Miscellaneous Other
East Palo Alto	7.9%	10.0%	13.3%	0.4%	14.1%	-8.9%	673,495	627,727	7.3%	Furniture/Appliance	Service Stations	Apparel Stores	Miscellaneous Retail
Foster City	2.7%	1.0%	7.5%	14.2%	-18.5%	-15.7%	946,095	1,034,298	-8.5%	Heavy Industry	Bldg.Matls-Retail	Electronic Equipment	Light Industry
Half Moon Bay	15.5%	13.4%	11.5%	9.8%	159.0%	-88.1%	463,395	404,533	14.6%	Restaurants	Office Equipment	Auto Sales - Used	Health & Government
Menlo Park	1.2%	4.0%	4.5%	7.5%	23.2%	-7.4%	1,457,915	1,308,466	11.4%	Office Equipment	Service Stations	Electronic Equipment	Leasing
Redwood City	5.1%	13.7%	16.9%	4.5%	-20.0%	4.5%	3,718,487	3,522,331	5.6%	Service Stations	Restaurants	Office Equipment	Chemical Products
San Bruno	15.0%	8.4%	51.8%	3.1%	-3.9%	16.0%	1,603,567	1,323,531	21.2%	Service Stations	Miscellaneous Retail	Business Services	Department Stores
San Mateo	5.5%	9.3%	15.1%	10.8%	66.3%	1.8%	3,655,787	3,203,376	14.1%	Electronic Equipment	Service Stations	Leasing	Heavy Industry
South San Francisco	-0.1%	6.4%	7.4%	10.0%	3.9%	56.4%	2,505,389	2,393,105	4.7%	Bldg.Matls-Whsle	Leasing	Chemical Products	Furniture/Appliance
SANTA CLARA COUNTY													
Campbell	-0.5%	11.1%	31.4%	14.1%	-2.7%	-6.0%	1,908,849	1,737,133	9.9%	Service Stations	Bldg.Matls-Whsle	Business Services	Furniture/Appliance
Cupertino	1.7%	10.5%	0.5%	27.8%	9.4%	-10.5%	4,768,803	4,400,559	8.4%	Business Services	Office Equipment	Heavy Industry	Health & Government
Gilroy	7.5%	4.3%	-2.8%	-0.7%	9.6%	-67.1%	2,645,836	2,571,912	2.9%	Apparel Stores	Misc. Vehicle Sales	Service Stations	Auto Sales - New
Los Altos	0.8%	8.6%	5.5%	31.5%	-25.7%	-24.4%	481,791	461,761	4.3%	Restaurants	Service Stations	Miscellaneous Retail	Auto Parts/Repair
Los Altos Hills	72.9%	-24.6%	-100.0%	-73.0%	-8.9%	-34.4%	17,220	24,526	-29.8%	Miscellaneous Retail	Business Services	Miscellaneous Other	Health & Government
Los Gatos	-28.5%	13.0%	-5.6%	-15.7%	5.5%	-5.1%	1,752,746	2,096,946	-16.4%	Restaurants	Furniture/Appliance	Miscellaneous Retail	Auto Sales - New
Milpitas	4.9%	6.1%	19.0%	93.9%	70.9%	18.5%	4,342,813	3,350,520	29.6%	Electronic Equipment	Bldg.Matls-Whsle	Chemical Products	Business Services
Monte Sereno	-76.9%	-100.0%	-100.0%	-100.0%	1574.0%	55.4%	4,112	2,079	97.8%	Chemical Products	Electronic Equipment	Auto Parts/Repair	Miscellaneous Retail
Morgan Hill	2.8%	9.9%	33.8%	7.8%	20.4%	-2.8%	1,461,624	1,233,635	18.5%	Auto Sales - New	Electronic Equipment	Misc. Vehicle Sales	Auto Sales - Used
Mountain View	-2.1%	7.8%	7.6%	32.3%	-2.6%	-5.9%	3,124,612	3,048,614	2.5%	Service Stations	Restaurants	Electronic Equipment	Department Stores
Palo Alto	7.4%	9.8%	3.5%	19.8%	14.7%	6.4%	4,427,953	4,063,567	9.0%	Electronic Equipment	Restaurants	Misc. Vehicle Sales	Miscellaneous Retail
San Jose	3.6%	5.4%	14.5%	9.1%	10.6%	11.7%	29,967,088	27,571,307	8.7%	Office Equipment	Auto Sales - New	Light Industry	Food Markets
Santa Clara	8.9%	4.5%	10.3%	19.3%	-4.5%	5.6%	8,082,654	7,762,867	4.1%	Office Equipment	Auto Sales - New	Electronic Equipment	Heavy Industry
Santa Clara County	8.9%	4.5%	10.3%	19.3%	-4.5%	5.6%	8,082,654	7,762,867	4.1%	Office Equipment	Auto Sales - New	Electronic Equipment	Heavy Industry
Saratoga	-19.0%	7.7%	-3.1%	93.8%	5.7%	5.0%	206,047	203,626	1.2%	Restaurants	Bldg.Matls-Retail	Furniture/Appliance	Service Stations
Sunnyvale	63.1%	8.5%	5.2%	5.8%	18.4%	-9.5%	7,195,011	6,016,855	19.6%	Miscellaneous Retail	Electronic Equipment	Leasing	Health & Government
SOLANO COUNTY													
Rio Vista	21.0%	7.6%	18.4%	-19.0%	-45.9%	-23.1%	188,690	185,694	1.6%	Service Stations	Auto Sales - New	Energy Sales	Bldg.Matls-Whsle

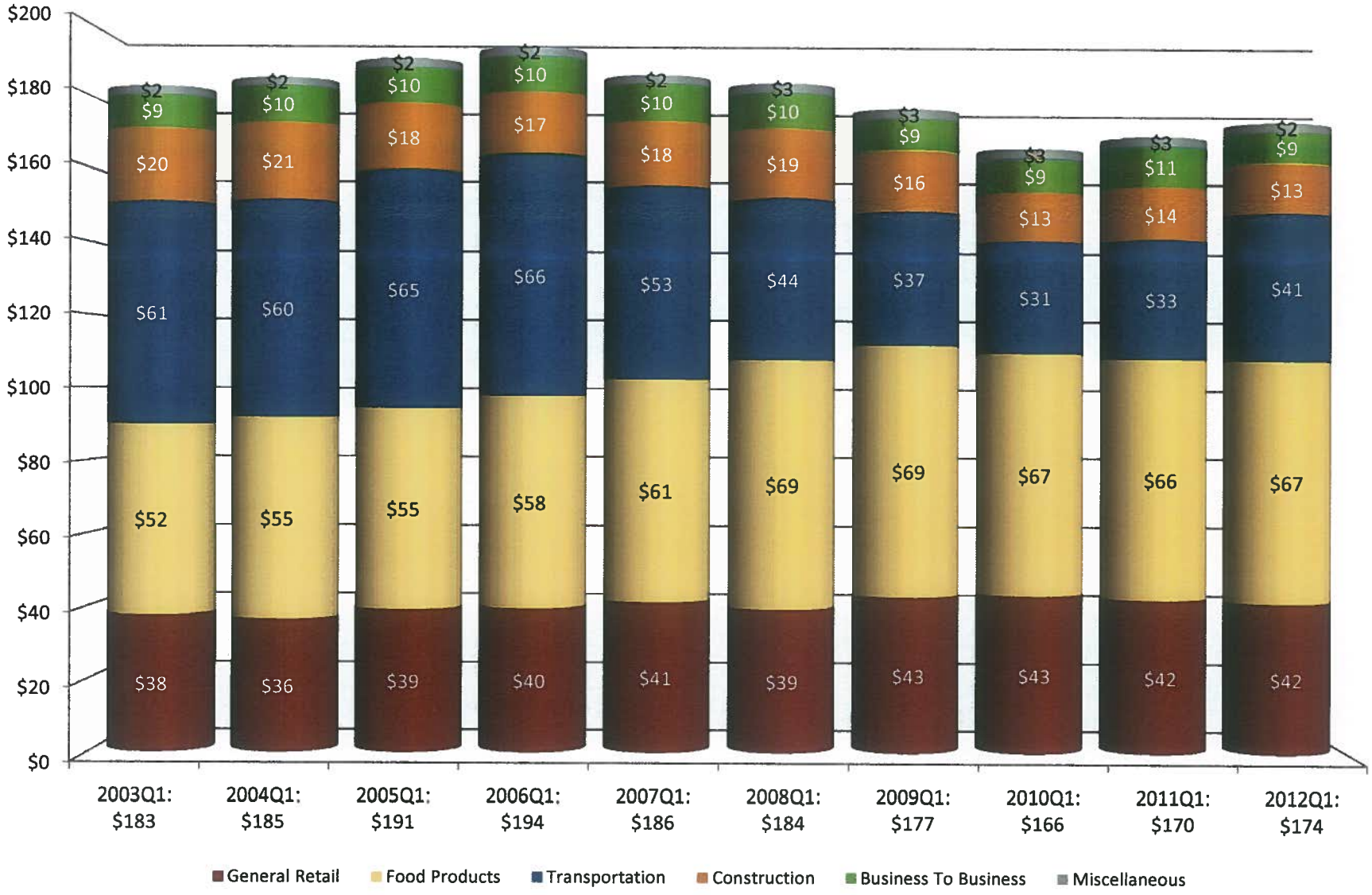
Northern California: Sales Tax Comparison from Jan-Mar 2011 Sales to Jan-Mar 2012 Sales

Jurisdiction	General Retail	Food Products	Trans.	Const.	Business to Business	Misc.	Jan-Mar 2012 Total	Jan-Mar 2011 Total	% Chg	Largest Gain	2nd Largest Gain	Largest Decline	2nd Largest Decline
SONOMA COUNTY													
Cloverdale	0.7%	-5.1%	27.5%	3.7%	-52.6%	-24.7%	121,256	109,264	11.0%	Service Stations	Restaurants	Food Markets	Bldg.Matls-Whsle
Cotati	6.2%	8.1%	23.1%	1.4%	-48.6%	-20.6%	343,357	351,357	-2.3%	Service Stations	Recreation Products	Business Services	Energy Sales
Healdsburg	5.5%	14.5%	19.2%	-52.7%	-35.3%	63.3%	635,023	648,317	-2.1%	Auto Sales - New	Auto Parts/Repair	Bldg.Matls-Whsle	Heavy Industry
Petaluma	7.7%	9.8%	7.9%	-0.7%	0.8%	0.4%	2,046,292	1,918,844	6.6%	Service Stations	Apparel Stores	Electronic Equipment	Office Equipment
Rohnert Park	7.7%	6.8%	7.3%	-2.5%	-5.7%	12.3%	1,322,801	1,262,331	4.8%	Department Stores	Furniture/Appliance	Electronic Equipment	Leasing
Santa Rosa	1.7%	7.6%	7.0%	3.8%	24.2%	7.6%	6,114,159	5,747,786	6.4%	Auto Sales - New	Light Industry	Heavy Industry	Recreation Products
Sebastopol	3.7%	3.8%	21.1%	0.6%	-34.6%	-13.8%	292,379	280,606	4.2%	Service Stations	Restaurants	Light Industry	Food Markets
Sonoma	14.8%	12.6%	0.8%	13.3%	160.1%	13.0%	481,642	427,360	12.7%	Restaurants	Office Equipment	Auto Sales - Used	Auto Sales - New
Sonoma County	14.8%	12.6%	0.8%	13.3%	160.1%	13.0%	481,642	427,360	12.7%	Restaurants	Office Equipment	Auto Sales - Used	Auto Sales - New
Windsor	-0.6%	25.4%	11.7%	149.8%	-17.0%	41.7%	677,299	571,338	18.5%	Bldg.Matls-Retail	Food Processing Eqp	Heavy Industry	Auto Sales - New
SACRAMENTO VALLEY													
TRANSPORTATION AUTHORITY													
Sacramento Transit	3.7%	3.3%	12.6%	-3.7%	3.9%	2.9%	22,560,571	21,512,192	4.9%	Auto Sales - New	Misc. Vehicle Sales	Business Services	Food Processing Eqp
BUTTE COUNTY													
Oroville	2.3%	1.3%	10.9%	-4.1%	-33.3%	-4.9%	732,561	719,249	1.9%	Service Stations	Auto Sales - New	Heavy Industry	Bldg.Matls-Retail
PLACER COUNTY													
Roseville	8.5%	10.1%	10.1%	-0.4%	9.5%	13.1%	8,629,312	7,917,978	9.0%	Auto Sales - New	Department Stores	Office Equipment	Business Services
SACRAMENTO COUNTY													
Citrus Heights	-1.3%	3.1%	18.3%	-0.4%	3.8%	23.8%	2,218,508	2,161,973	2.6%	Service Stations	Auto Sales - New	Miscellaneous Retail	Energy Sales
Elk Grove	6.1%	3.8%	16.9%	-2.8%	-0.5%	-29.5%	3,722,395	3,416,299	9.0%	Auto Sales - New	Furniture/Appliance	Leasing	Bldg.Matls-Retail
Folsom	-5.8%	26.3%	19.0%	9.8%	5.6%	2.9%	101,824	87,592	16.2%	Food Markets	Restaurants	Drug Stores	Bldg.Matls-Whsle
Galt	7.7%	-2.9%	-8.2%	14.4%	-12.7%	-12.9%	300,107	312,989	-4.1%	Business Services	Miscellaneous Retail	Chemical Products	Food Markets
Isleton	85.3%	-10.2%	-100.0%	-98.9%	8.2%	-67.5%	24,429	23,668	3.2%	Energy Sales	Recreation Products	Bldg.Matls-Whsle	Food Markets
Rancho Cordova	2.7%	9.2%	4.6%	5.1%	18.8%	11.8%	2,771,576	2,560,080	8.3%	Electronic Equipment	Service Stations	Auto Parts/Repair	Furniture/Appliance
Sacramento	-0.7%	4.2%	18.5%	-8.3%	6.5%	3.1%	12,740,497	12,212,880	4.3%	Service Stations	Restaurants	Furniture/Appliance	Bldg.Matls-Whsle
Sacramento County	-0.7%	4.2%	18.5%	-8.3%	6.5%	3.1%	12,740,497	12,212,880	4.3%	Service Stations	Restaurants	Furniture/Appliance	Bldg.Matls-Whsle
YOLO COUNTY													
Davis	0.6%	5.8%	20.8%	14.8%	4.6%	11.6%	1,219,164	1,095,528	11.3%	Auto Sales - New	Misc. Vehicle Sales	Miscellaneous Retail	Light Industry
West Sacramento	0.7%	0.8%	5.1%	-7.0%	-2.9%	93.7%	2,759,106	2,758,324	0.0%	Heavy Industry	Miscellaneous Other	Electronic Equipment	Bldg.Matls-Whsle
Woodland	3.2%	-3.0%	-22.8%	-7.7%	50.9%	-4.5%	1,718,983	1,765,409	-2.6%	Heavy Industry	Auto Sales - New	Service Stations	Food Markets

Sonoma County
Historical Sales Per Capita by Benchmark Year (2012Q1)



Sebastopol
Historical Sales Per Capita by Benchmark Year



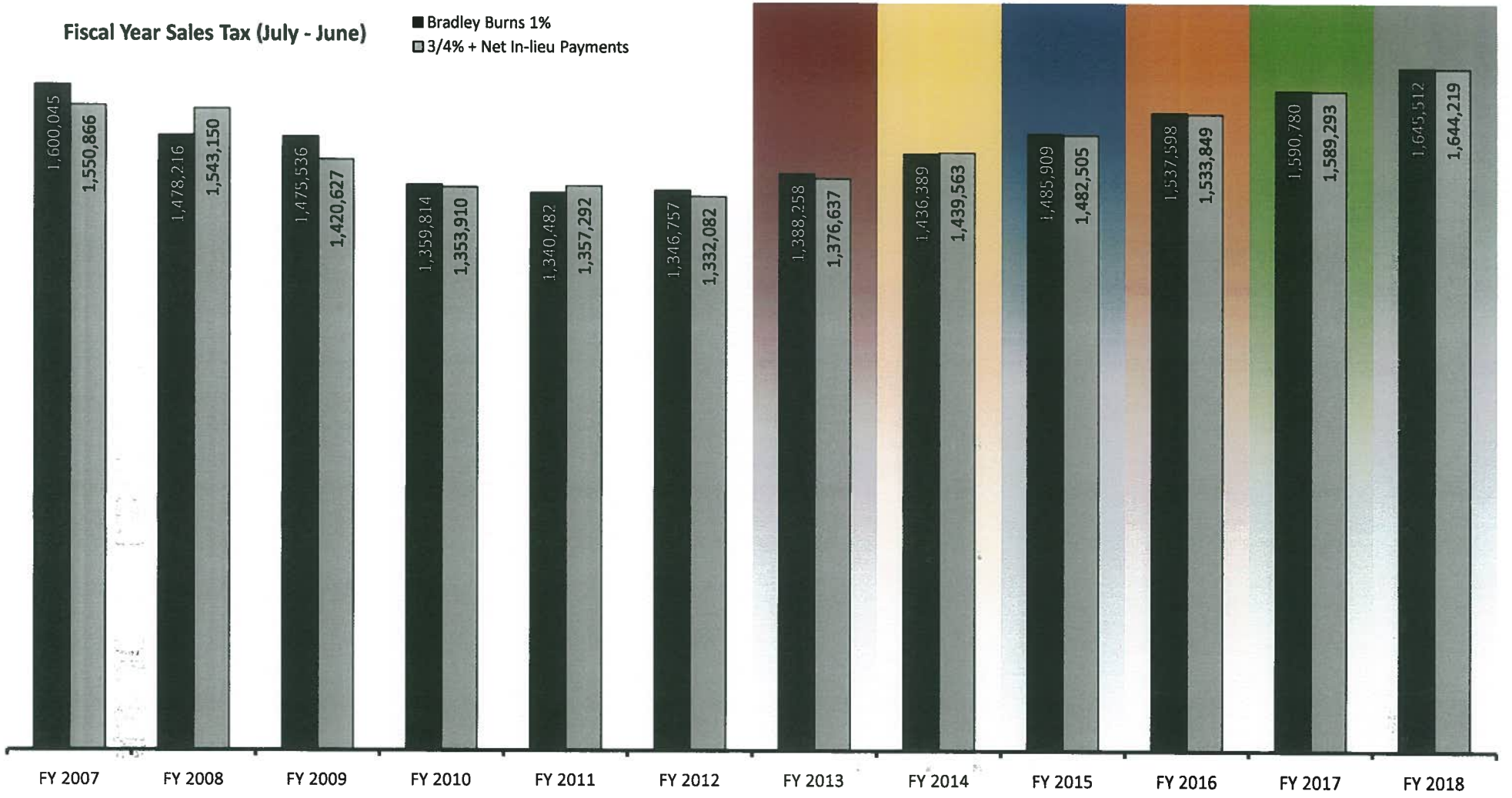
City of Sebastopol: Multi-Fiscal Year Sales Tax Forecast - Summary

	FY 2013		FY 2014		FY 2015		FY 2016		FY 2017		FY 2018	
	%Δ	$Δ	Applied %	$Δ	Applied %	$Δ	Applied %	$Δ	Applied %	$Δ	Applied %	$Δ
Most-Likely Scenario: Base		**$1,346,757**		**$1,388,258**		**$1,436,389**		**$1,485,909**		**$1,537,598**		**$1,590,780**
General Retail		**(495)**	**2.0%**	**6,093**	**2.0%**	**6,214**	**2.0%**	**6,338**	**2.0%**	**6,464**	**2.0%**	**6,592**
Apparel Stores		-	2.0%	311	2.0%	317	2.0%	323	2.0%	330	2.0%	336
Department Stores		-	2.0%	0	2.0%	0	2.0%	0	2.0%	0	2.0%	0
Furniture/Appliance		(226)	1.8%	342	1.8%	348	1.8%	355	1.8%	361	1.8%	367
Drug Stores		-	2.0%	1,791	2.0%	1,827	2.0%	1,864	2.0%	1,901	2.0%	1,939
Recreation Products		-	2.0%	132	2.0%	134	2.0%	137	2.0%	140	2.0%	142
Florist/Nursery		2,000	2.0%	909	2.0%	927	2.0%	945	2.0%	964	2.0%	983
Miscellaneous Retail		(2,269)	2.0%	2,609	2.0%	2,661	2.0%	2,714	2.0%	2,768	2.0%	2,824
Food Products		**4,963**	**0.7%**	**3,563**	**0.7%**	**3,616**	**0.7%**	**3,670**	**0.7%**	**3,725**	**0.7%**	**3,780**
Restaurants		4,963	1.5%	3,502	1.5%	3,555	1.5%	3,608	1.5%	3,662	1.5%	3,717
Food Markets		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Liquor Stores		-	0.8%	61	0.8%	61	0.8%	62	0.8%	62	0.8%	63
Food Processing Eqp		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Transportation		**1,638**	**1.5%**	**4,581**	**1.5%**	**4,672**	**1.5%**	**4,766**	**1.5%**	**4,861**	**1.5%**	**4,958**
Auto Parts/Repair		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Auto Sales - New		-	3.5%	-	3.0%	-	3.0%	-	3.0%	-	3.0%	-
Auto Sales - Used		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Service Stations		1,638	2.0%	4,581	2.0%	4,672	2.0%	4,766	2.0%	4,861	2.0%	4,958
Misc. Vehicle Sales		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Construction		**2,000**	**2.0%**	**1,986**	**2.0%**	**2,027**	**2.5%**	**2,637**	**2.5%**	**2,703**	**2.5%**	**2,770**
Bldg.Matls-Whsle		(2,000)	3.0%	505	3.0%	520	2.5%	446	2.5%	458	2.5%	469
Bldg.Matls-Retail		4,000	1.8%	1,481	1.8%	1,507	2.5%	2,190	2.5%	2,245	2.5%	2,301
Business To Business		**(2,513)**	**1.4%**	**892**	**1.4%**	**909**	**1.7%**	**1,083**	**1.7%**	**1,089**	**1.7%**	**1,112**
Office Equipment		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Electronic Equipment		-	1.5%	101	1.5%	103	3.0%	209	2.8%	197	2.8%	202
Business Services		400	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Energy Sales		-	2.0%	430	2.0%	439	2.0%	448	2.0%	457	2.0%	466
Chemical Products		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Heavy Industry		-	1.8%	48	1.8%	49	2.0%	57	2.0%	58	2.0%	59
Light Industry		(2,913)	1.8%	313	1.8%	318	2.0%	370	2.0%	377	2.0%	385
Leasing		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Miscellaneous		**(534)**	**0.6%**	**95**	**0.6%**	**96**	**0.6%**	**96**	**0.6%**	**97**	**0.6%**	**98**
Health & Government		-	0.8%	95	0.8%	96	0.8%	96	0.8%	97	0.8%	98
Miscellaneous Other		(534)	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Closed Acct-Adjustmt		-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-
Business-Level Adjustments		5,059		17,210		17,534		18,590		18,938		19,311
Coming / Threats / Prior Periods		(16,953)		-		-		-		-		-
Adjusted Base		1,334,863		1,405,468		1,453,923		1,504,499		1,556,536		1,610,090
Inflation Adjustment	4.0%	53,395	2.2%	30,920	2.2%	31,986	2.2%	33,099	2.2%	34,244	2.2%	35,422
Local 1% Most-Likely Forecast	**3.1%**	**$1,388,258**	**3.5%**	**$1,436,389**	**3.4%**	**$1,485,909**	**3.5%**	**$1,537,598**	**3.5%**	**$1,590,780**	**3.4%**	**$1,645,512**

Local 1% Accrual & Yr/Yr Chg	FY 2013		FY 2014		FY 2015		FY 2016		FY 2017		FY 2018	
July: 2nd Adv	3.6%	1,393,343	3.6%	1,443,146	3.5%	1,492,963	3.5%	1,544,856	3.5%	1,598,249	3.2%	1,649,950
August: 3rd Adv	4.0%	1,396,733	3.6%	1,447,652	3.5%	1,497,665	3.5%	1,549,694	3.5%	1,603,228	3.2%	1,655,190
September: Balance	0.0%	1,400,421	3.5%	1,448,903	3.5%	1,498,972	3.5%	1,551,038	3.5%	1,604,612	3.2%	1,656,645

Cash Accrual & Yr/Yr Chg	FY 2013		FY 2014		FY 2015		FY 2016		FY 2017		FY 2018	
July: 2nd Adv	3.8%	1,380,451	4.6%	1,444,631	3.0%	1,487,795	3.5%	1,539,293	3.6%	1,594,895	3.3%	1,647,547
August: 3rd Adv	4.1%	1,382,994	4.7%	1,448,010	3.0%	1,491,322	3.5%	1,542,921	3.6%	1,598,630	3.3%	1,651,477
September: Balance	1.1%	1,385,714	4.6%	1,448,902	3.0%	1,492,254	3.5%	1,543,881	3.8%	1,601,898	3.2%	1,652,560

City of Sebastopol: Sales Tax Forecast by Fiscal Year



Most-Likely Scenario	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Bradley Burns 1%	1,359,814	1,340,482	1,346,757	1,388,258	1,436,389	1,485,909	1,537,598	1,590,780	1,645,512
3/4% + Net In-lieu Payments	1,353,910	1,357,292	1,332,082	1,376,637	1,439,563	1,482,505	1,533,849	1,589,293	1,644,219

Most-Likely Scenario	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Bradley Burns 1%	-7.8%	-1.4%	0.5%	3.1%	3.5%	3.4%	3.5%	3.5%	3.4%
3/4% + Net In-lieu Payments	-4.7%	0.2%	-1.9%	3.3%	4.6%	3.0%	3.5%	3.6%	3.5%