

City of Sebastopol

Sales Period: January 2010 - December 2010

Summary

Producer Price Index: According to the Bureau of Labor Statistics prices for finished goods advanced 5.6 percent for the 12 months ended February 2011, the largest 12-month increase since a 5.9-percent rise in March 2010.

Internet Sales: More states, including California (AB 155), continue to search for ways to compel online retailers to collect and remit sales tax without violating a 1992 Supreme Court case requiring physical presence.

Consumer Purchases: Growth in consumer purchases is being driven by higher-income households not by moderate-income households. Consumers are spending more on autos, appliances and other goods.

Auto Sales: Strong sales through February. Consumers will change their purchasing habits when gasoline reaches \$4.25 to \$4.50 a gallon according to AutoNation Inc., the country's largest dealership chain.

Manufacturing: Factory orders increased in January at the fastest rate in seven years. (Institute for Supply Management) Breaks in Social Security taxes and taxes on new equipment and big-ticket items are helping spur the increase. Businesses are investing in machinery and computers.

California Employment: California will continue to face double-digit unemployment until 2013. The San Francisco Bay Area will grow faster than the rest of California. (UCLA Anderson Forecast)

Housing: 2010 was the second worst year for new housing starts since 1959. 2011 new housing starts are trending even lower. (Commerce Department)

	Quarter-Over-Quarter			Year-Over-Year		
	Oct-Dec 2009 to Oct-Dec 2010			Jan-Dec 2009 to Jan-Dec 2010		
	City of Sebastopol	S.F. Bay Area	Statewide	City of Sebastopol	S.F. Bay Area	Statewide
Total	-4.1%	3.0%	1.9%	-0.7%	2.1%	0.5%
General Retail	-9.1%	0.9%	-0.2%	-2.8%	0.7%	-0.6%
Food Products	-5.4%	0.4%	-0.7%	-2.5%	-1.0%	-1.9%
Transportation	-1.6%	7.2%	7.1%	2.1%	8.2%	5.8%
Construction	19.1%	-1.3%	-1.6%	4.8%	-2.1%	-4.2%
Business To Business	-5.6%	7.4%	4.8%	9.6%	4.1%	1.5%
Food Markets	-2.2%	-1.7%	-2.5%	-2.3%	-2.4%	-2.7%
Restaurants	0.0%	1.6%	-0.1%	2.2%	-0.1%	-1.4%
Service Stations	0.6%	8.5%	7.6%	4.3%	13.1%	12.0%
Miscellaneous Retail	0.7%	0.6%	-0.5%	-1.1%	-1.9%	-3.0%
Drug Stores	-6.2%	-2.3%	-3.1%	-4.3%	-3.4%	-3.7%
Bldg.Matls-Retail	14.4%	-4.7%	-2.8%	2.8%	-3.1%	-3.3%
Auto Parts/Repair	-6.5%	0.8%	0.0%	-1.2%	-0.7%	-2.1%
Food Processing Eqp	-33.9%	-6.0%	1.4%	-17.2%	-7.3%	-4.9%
Florist/Nursery	-64.1%	-2.0%	-4.6%	-16.8%	-0.8%	-4.0%
Bldg.Matls-Whsle	30.9%	2.8%	-0.1%	10.1%	-0.9%	-5.2%
Energy Sales	-2.8%	28.4%	28.0%	1.8%	3.3%	18.4%
Light Industry	-1.9%	-5.4%	-2.3%	14.3%	-9.2%	-4.9%
Furniture/Appliance	4.6%	5.6%	1.1%	19.1%	4.6%	1.0%
Apparel Stores	-1.0%	2.1%	2.4%	7.2%	2.2%	2.3%

City of Sebastopol

Sales Period: January 2010 - December 2010

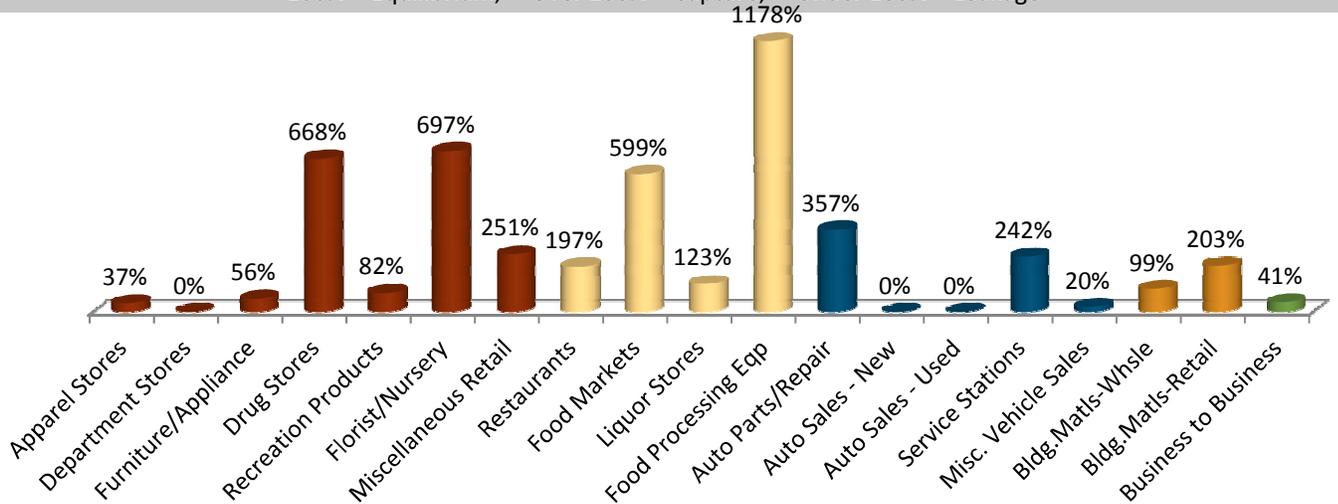
Sales Tax Per Capita

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

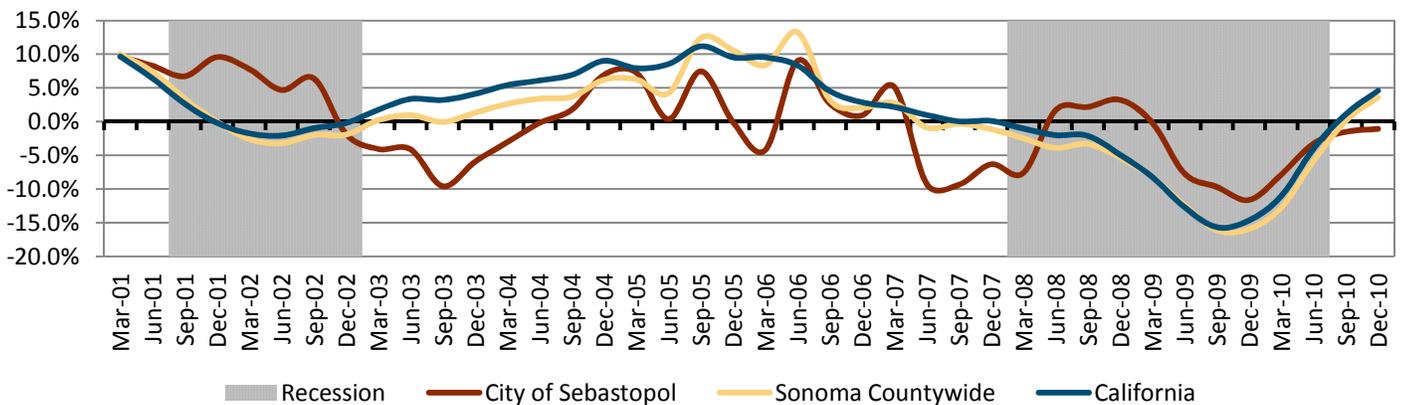


Sales Tax Capture & Leakage Analysis

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



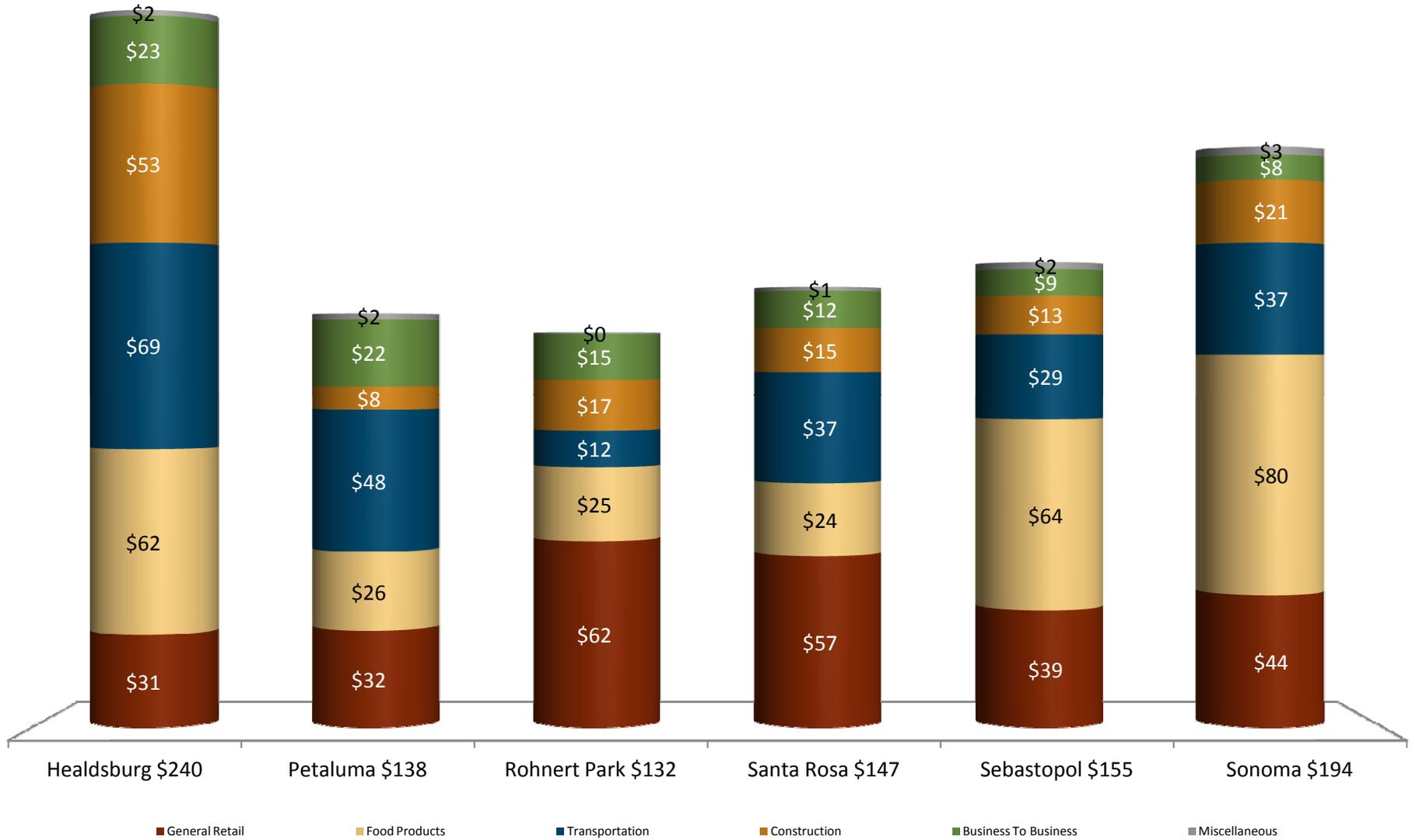
Annualized Change in Sales Tax Cash Receipts



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

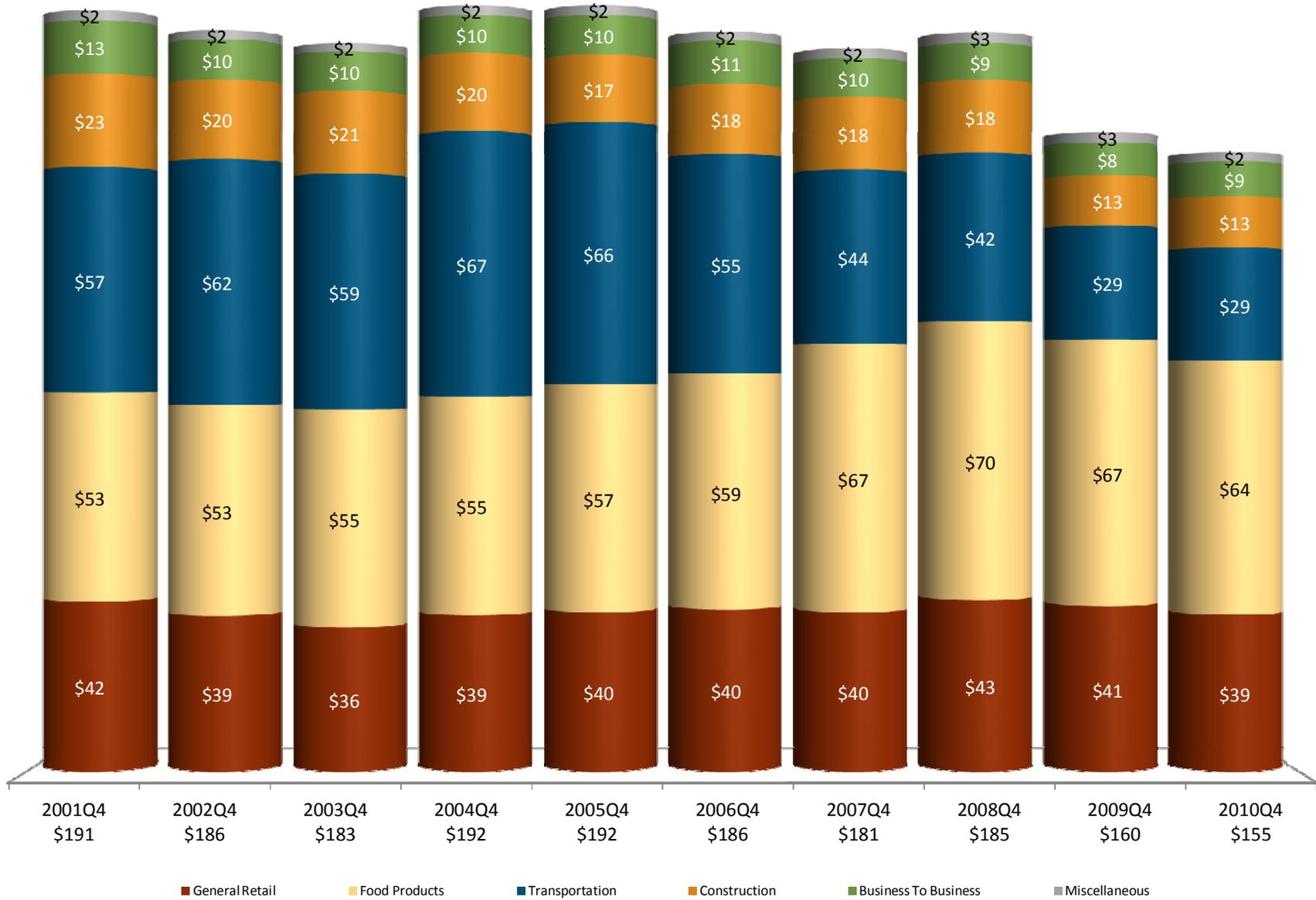
	% CHANGE BY MONTH ENDED QUARTER						FISCAL YEAR TO DATE				MOST RECENT FOUR QUARTER TOTAL				
	Last Year Cash Received >	Dec-08	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10	Jul-09 thru	Jul-10 thru			Apr-09 thru	Apr-10 thru		
	This Year Cash Received >	Dec-09	Mar-10	Jun-10	Sep-10	Dec-10	Mar-11	Mar-10	Mar-11	\$ Chg	% Chg	Mar-10	Mar-11	\$ Chg	% Chg
	Calendar Sales Quarter >	09Q3	09Q4	10Q1	10Q2	10Q3	10Q4	3 Quarters	3 Quarters						
1 SANTA ROSA	-16.8	-12.7	-1.7	5.9	3.7	5.6	19,036,341	20,002,301	965,960	5.1	24,892,105	25,756,210	864,105	3.5	
2 SONOMA COUNTY	-21.6	-5.2	2.3	4.1	11.6	3.7	8,797,530	9,368,679	571,149	6.5	11,149,263	11,773,589	624,326	5.6	
3 PETALUMA	-7.8	-3.6	3.2	26.6	-11.9	0.2	6,637,828	6,780,359	142,531	2.1	8,585,629	8,789,975	204,346	2.4	
4 ROHNERT PARK	-15.6	-5.6	-0.5	3.3	11.1	-0.9	4,572,838	4,768,069	195,231	4.3	5,928,526	6,117,427	188,901	3.2	
5 HEALDSBURG	-32.7	-3.1	-1.2	6.0	37.4	4.8	2,125,968	2,442,789	316,821	14.9	2,776,387	3,085,107	308,720	11.1	
6 WINDSOR	-14.0	-14.4	-15.7	-6.5	-1.3	9.8	2,296,618	2,309,997	13,379	0.6	3,052,842	2,947,834	-105,008	-3.4	
7 SONOMA	-13.2	-23.6	0.5	-0.7	7.4	34.6	1,480,384	1,668,320	187,936	12.7	1,916,936	2,106,950	190,014	9.9	
8 COTATI	-17.6	25.6	8.7	7.8	1.8	-27.2	1,198,549	1,105,002	-93,547	-7.8	1,501,164	1,434,029	-67,135	-4.5	
9 CITY OF SEBASTOPOL*	-9.9	-5.9	3.7	1.1	-3.8	-4.4	1,046,305	1,020,782	-25,523	-2.4	1,348,766	1,334,292	-14,474	-1.1	
10 CLOVERDALE	-16.9	3.9	10.0	-4.2	17.0	0.5	408,421	427,294	18,873	4.6	514,424	543,888	29,464	5.7	
ALAMEDA CO.	-14.6	-6.2	2.5	10.2	3.8	7.0	148,554,874	158,775,262	10,220,388	6.9	194,144,809	205,526,344	11,381,535	5.9	
CONTRA COSTA CO.	-8.4	-4.7	-2.9	6.6	-2.7	2.0	89,238,944	90,848,093	1,609,149	1.8	116,534,158	117,351,091	816,933	0.7	
MARIN CO.	-10.7	-1.4	3.2	7.2	3.2	3.5	28,613,076	29,912,303	1,299,227	4.5	36,905,072	38,472,303	1,567,231	4.2	
NAPA CO.	-11.4	-8.7	2.0	7.8	0.6	2.8	17,418,005	18,049,695	631,690	3.6	22,327,993	23,058,745	730,752	3.3	
SAN FRANCISCO CO.	-17.7	-6.1	-2.1	8.6	7.1	10.4	97,162,261	105,637,824	8,475,563	8.7	127,271,738	135,113,907	7,842,169	6.2	
SAN MATEO CO.	-10.2	-2.9	5.0	13.8	0.2	6.7	83,353,055	88,845,733	5,492,678	6.6	107,861,725	114,573,193	6,711,468	6.2	
SANTA CLARA CO.	-11.9	-4.7	7.6	18.0	8.0	10.2	213,046,147	238,115,239	25,069,092	11.8	276,289,029	306,134,024	29,844,995	10.8	
SOLANO CO.	-12.5	-17.5	-4.8	-0.8	-2.3	3.7	40,418,280	40,513,005	94,725	0.2	53,035,312	52,529,411	-505,901	-1.0	
SONOMA CO. *	-16.7	-8.5	-0.5	6.7	4.4	3.6	47,600,782	49,893,592	2,292,810	4.8	61,666,042	63,889,301	2,223,259	3.6	
S.F. BAY AREA *	-12.9	-5.9	2.4	11.1	3.8	7.1	765,405,424	820,590,746	55,185,322	7.2	996,035,878	1,056,648,319	60,612,441	6.1	
CENTRAL COAST	-12.3	-5.9	3.1	9.4	3.5	4.7	84,067,463	88,878,104	4,810,641	5.7	107,909,823	113,458,160	5,548,337	5.1	
CENTRAL VALLEY	-15.8	-10.5	-2.5	5.5	6.0	12.3	313,495,853	338,407,326	24,911,473	7.9	411,474,183	433,961,213	22,487,030	5.5	
NORTH COAST	-15.9	-2.4	14.0	5.8	1.9	0.9	30,044,461	30,880,743	836,282	2.8	38,461,932	40,473,332	2,011,400	5.2	
OTHER NORTHERN	-15.2	-5.0	6.9	6.7	5.0	6.3	36,441,849	38,611,509	2,169,660	6.0	46,689,516	49,566,562	2,877,046	6.2	
SACRAMENTO VALLEY	-15.3	-4.7	-1.4	5.2	1.5	3.0	248,235,481	256,142,685	7,907,204	3.2	324,719,012	331,548,009	6,828,997	2.1	
NORTHERN CALIF	-14.0	-6.6	1.0	8.5	3.9	7.2	1,477,690,531	1,573,511,113	95,820,582	6.5	1,925,290,344	2,025,655,595	100,365,251	5.2	
INLAND EMPIRE	-15.5	-3.4	-0.4	6.1	3.6	6.0	348,897,513	367,108,605	18,211,092	5.2	461,491,258	479,290,819	17,799,561	3.9	
OTHER SOUTHERN	-20.9	-0.2	-16.4	9.0	10.8	9.4	16,384,610	17,967,571	1,582,961	9.7	21,754,002	22,458,888	704,886	3.2	
SOUTH COAST	-15.4	-6.1	0.4	6.6	3.5	5.9	1,618,363,504	1,704,705,708	86,342,204	5.3	2,128,092,443	2,216,261,325	88,168,882	4.1	
SOUTHERN CALIF	-15.5	-5.6	0.1	6.5	3.6	6.0	1,983,645,627	2,089,781,884	106,136,257	5.4	2,611,337,703	2,718,011,032	106,673,329	4.1	
STATE TOTAL	-14.8	-6.0	0.5	7.3	3.7	6.5	3,461,336,158	3,663,292,997	201,956,839	5.8	4,536,628,047	4,743,666,627	207,038,580	4.6	

SONOMA COUNTY
 Sales Tax Per Capita
 January 2010 - December 2010 Sales Period
 (Benchmark Year 2010Q4)

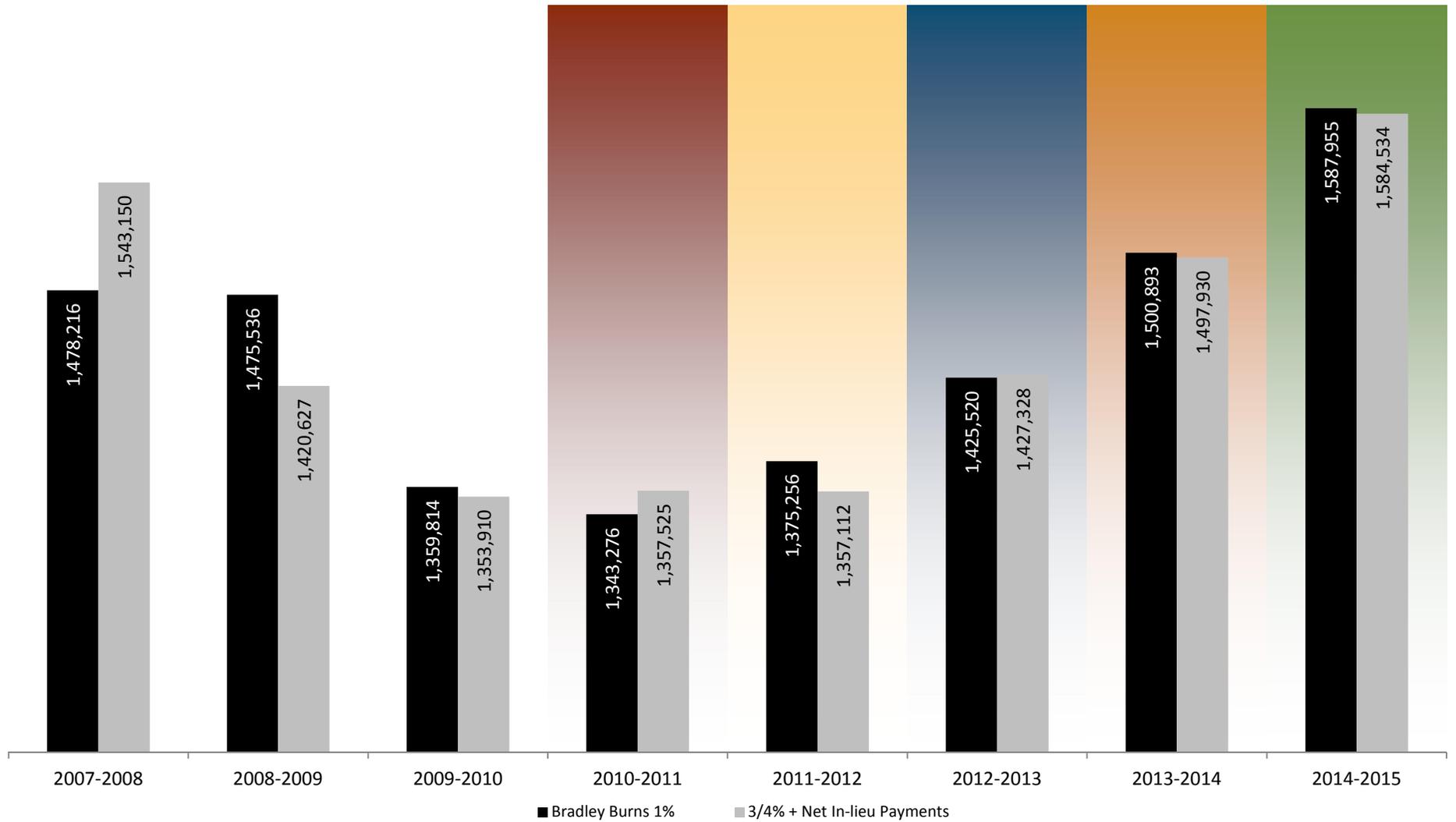


SEBASTOPOL

Historical Sales Tax Per Capita by Benchmark Year



City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)



Most-Likely Scenario	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
Bradley Burns 1%	1,478,216	1,475,536	1,359,814	1,343,276	1,375,256	1,425,520	1,500,893	1,587,955
3/4% + Net In-lieu Payments	1,543,150	1,420,627	1,353,910	1,357,525	1,357,112	1,427,328	1,497,930	1,584,534

Most-Likely Scenario	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
Bradley Burns 1%	-7.6%	-0.2%	-7.8%	-1.2%	2.4%	3.7%	5.3%	5.8%
3/4% + Net In-lieu Payments	-0.5%	-7.9%	-4.7%	0.3%	0.0%	5.2%	4.9%	5.8%

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter) - Summary

	2010-2011	2011-2012	2012-2013		2013-2014		2014-2015	
	Adjustments	Adjustments	Ind. Growth	Adjustments	Ind. Growth	Adjustments	Ind. Growth	Adjustments
Most-Likely Scenario: Base	\$1,350,330	\$1,343,276		\$1,375,256		\$1,425,520		\$1,500,893
General Retail	960	3,100		7,875		4,843		9,831
Apparel Stores	(240)	-	2.5%	385	1.5%	237	3.0%	481
Department Stores	-	-	2.5%	0	1.5%	0	3.0%	0
Furniture/Appliance	-	-	2.5%	449	1.5%	276	3.0%	561
Drug Stores	-	-	2.5%	2,217	1.5%	1,363	3.0%	2,768
Recreation Products	-	-	2.5%	225	1.5%	138	3.0%	280
Florist/Nursery	(4,000)	(8,280)	2.5%	478	1.5%	294	3.0%	596
Miscellaneous Retail	5,200	11,380	2.5%	4,121	1.5%	2,534	3.0%	5,145
Food Products	1,451	1,594		869		4,365		4,452
Restaurants	751	1,094	0.4%	869	2.0%	4,365	2.0%	4,452
Food Markets	-	-	0.0%	-	0.0%	-	0.0%	-
Liquor Stores	(200)	(900)	0.0%	-	0.0%	-	0.0%	-
Food Processing Eqp	900	1,400	0.0%	-	0.0%	-	0.0%	-
Transportation	561	(797)		-		-		-
Auto Parts/Repair	561	(797)	0.0%	-	0.0%	-	0.0%	-
Auto Sales - New	-	-	8.0%	-	5.5%	-	3.0%	-
Auto Sales - Used	-	-	0.0%	-	0.0%	-	0.0%	-
Service Stations	-	-	0.0%	-	0.0%	-	0.0%	-
Misc. Vehicle Sales	-	-	0.0%	-	0.0%	-	0.0%	-
Construction	300	1,200		-		8,307		3,364
Bldg.Matls-Whsle	300	1,200	0.0%	-	8.0%	2,522	3.0%	1,021
Bldg.Matls-Retail	-	-	0.0%	-	8.0%	5,785	3.0%	2,343
Business To Business	400	600		-		-		901
Office Equipment	400	600	0.0%	-	0.0%	-	0.0%	-
Electronic Equipment	-	-	0.0%	-	0.0%	-	5.0%	203
Business Services	-	-	0.0%	-	0.0%	-	0.0%	-
Energy Sales	-	-	0.0%	-	0.0%	-	5.0%	698
Chemical Products	-	-	0.0%	-	0.0%	-	0.0%	-
Heavy Industry	-	-	0.0%	-	0.0%	-	0.0%	-
Light Industry	-	-	0.0%	-	0.0%	-	0.0%	-
Leasing	-	-	0.0%	-	0.0%	-	0.0%	-
Miscellaneous	-	-		-		132		133
Health & Government	-	-	0.0%	-	1.0%	132	1.0%	133
Miscellaneous Other	-	-	0.0%	-	0.0%	-	0.0%	-
Closed Acct-Adjustmt	-	-	0.0%	-	0.0%	-	0.0%	-
All Others	(17,409)	(5,950)		-		-		-
Business-Level Adjustments	(13,737)	(253)		8,744		17,646		18,682
Coming / Threats / Prior Periods	-	-		-		-		-
Adjusted Base	1,336,593	1,343,023		1,384,000		1,443,166		1,519,574
Inflation Adjustment	6,683	32,233		41,520		57,727		68,381
Projection	\$1,343,276	\$1,375,256		\$1,425,520		\$1,500,893		\$1,587,955
Most-Likely Scenario	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015			
Accrual thru 2nd Adv: Jul 2011	1,345,085	1,382,115	1,435,806	1,512,774	1,600,532			
Accrual thru 3rd Adv: Aug 2011	1,346,336	1,386,688	1,442,663	1,514,992	1,608,917			
Accrual thru Balance: Sep 2011	1,348,108	1,387,958	1,444,568	1,515,608	1,611,246			

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2010-2011 Base

\$ 1,350,330

Fiscal Year 2010-2011

Date:

April 5, 2011

Adjustments	2010-2011
General Retail	960
Food Products	1,451
Transportation	561
Construction	300
Business to Business	400
Miscellaneous	0
All Other Below Cutoff	(17,409)

Payment for Prior Periods **Expected Date**
2010Q1

Coming Soon or Threats **Expected Date**

Total Adjustments **(13,737)**

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic: 1.0%	0.25%	1,339,934	1,355,018
Most Likely: 2.0%	0.50%	1,343,276	1,357,525
Optimistic: 3.0%	0.75%	1,346,617	1,360,031

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2011	1,340,254	1,345,085	1,351,711
3rd Adv: Aug 2011	1,340,512	1,346,336	1,355,151
Balance: Sep 2011	1,342,008	1,348,108	1,357,531

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2010	92,933	69,700		(30,440)
2nd Adv: Jul 2010	92,933	69,700		(53,674)
3rd Adv: Aug 2010	123,867	92,900		(84,640)
Balance: Sep 2010	32,983	23,786		(93,838)
Total	342,716	256,086		
1st Adv: Sep 2010	92,267	69,200		(116,904)
2nd Adv: Oct 2010	92,267	69,200		(139,971)
3rd Adv: Nov 2010	122,933	92,200		(170,704)
Balance: Dec 2010	26,110	18,674		(178,141)
Total	333,577	249,274		
1st Adv: Dec 2010	114,800	86,100		(206,841)
2nd Adv: Jan 2011	114,800	86,100		(235,541)
<i>In-Lieu</i>			175,704	(59,837)
<i>True-Up</i>			7,207	(52,630)
<i>1/4% Admin Fee</i>			(3,169)	(52,630)
<i>Total Triple Flip</i>			<u>179,742</u>	
3rd Adv: Feb 2011	153,067	114,800		(90,897)
Balance: Mar 2011	(38,178)	(29,513)		(82,232)
Total	344,489	257,487		
1st Adv: Mar 2011	86,133	64,600		(103,765)
2nd Adv: Apr 2011	86,133	64,600		(125,298)
3rd Adv: May 2011	114,844	86,133		(154,010)
<i>In-Lieu</i>			175,704	21,694
<i>True-Up</i>			0	21,694
<i>1/4% Admin Fee</i>			0	21,694
<i>Total Triple Flip</i>			<u>175,704</u>	
Balance: Jun 2011	35,383	23,899		10,210
Total	322,494	239,232		
2010-2011 Total	1,343,276	1,357,525 = 0.75% + Flip		10,210

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 0.3%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2011	1,355,258	1,358,882	1,363,851
3rd Adv: Aug 2011	1,355,451	1,359,820	1,366,431
Balance: Sep 2011	1,354,887	1,359,462	1,366,530

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2011-2012 Base

\$ 1,343,276

Fiscal Year 2011-2012

Date:

April 5, 2011

Adjustments	Industry Growth	2011-2012
General Retail	1.0%	3,100
Food Products	0.3%	1,594
Transportation	-0.4%	(797)
Construction	1.2%	1,200
Business to Business	0.9%	600
Miscellaneous	0.0%	0
All Other Below Cutoff		(5,950)

Payment for Prior Periods	Expected Date
	2010Q2
	2010Q3
	2010Q4

Coming Soon or Threats	Expected Date

Total Adjustments (253)

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	1.4%	1,361,825	1,342,751
Most Likely	2.4%	1,375,256	1,357,112
Optimistic	4.0%	1,396,744	1,379,606

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2012	1,368,641	1,382,115	1,402,570
3rd Adv: Aug 2012	1,373,185	1,386,688	1,406,454
Balance: Sep 2012	1,374,448	1,387,958	1,407,533

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2011	93,838	70,379		(13,249)
2nd Adv: Jul 2011	93,838	70,379		(36,709)
3rd Adv: Aug 2011	125,117	93,838		(67,988)
Balance: Sep 2011	34,755	23,428		(79,315)
Total	347,548	258,023		
1st Adv: Sep 2011	97,757	73,318		(103,754)
2nd Adv: Oct 2011	97,757	73,318		(128,193)
3rd Adv: Nov 2011	130,343	97,757		(160,779)
Balance: Dec 2011	36,206	24,517		(172,468)
Total	362,063	268,909		
1st Adv: Dec 2011	97,171	72,878		(196,761)
2nd Adv: Jan 2012	97,171	72,878		(221,054)
<i>In-Lieu</i>			174,781	(46,272)
<i>True-Up</i>			(10,210)	(56,483)
<i>1/4% Admin Fee</i>			(3,130)	(56,483)
<i>Total Triple Flip</i>			161,441	
3rd Adv: Feb 2012	129,561	97,171		(88,873)
Balance: Mar 2012	35,989	24,354		(100,508)
Total	359,891	267,280		
1st Adv: Mar 2012	82,554	61,915		(121,146)
2nd Adv: Apr 2012	82,554	61,915		(141,785)
3rd Adv: May 2012	110,071	82,554		(169,303)
<i>In-Lieu</i>			174,781	5,479
<i>True-Up</i>			0	5,479
<i>1/4% Admin Fee</i>			0	5,479
<i>Total Triple Flip</i>			174,781	
Balance: Jun 2012	30,575	20,294		(4,803)
Total	305,754	226,677		
2011-2012 Total	1,375,256	1,357,112 = 0.75% + Flip		(4,803)

Shaded area indicates forecasted dollars.

- Notes**
- The Most Likely scenario's effective Bradley Burns 1% growth rate is 2.4%.
 - The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 0.0%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2012	1,347,863	1,362,256	1,383,976
3rd Adv: Aug 2012	1,351,271	1,365,686	1,386,889
Balance: Sep 2012	1,352,218	1,366,639	1,387,698

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2012-2013 Base

\$ 1,375,256

Fiscal Year 2012-2013

Date:

April 5, 2011

Adjustments	Industry Growth	2012-2013
General Retail	2.5%	7,875
Food Products	0.2%	869
Transportation	0.0%	0
Construction	0.0%	0
Business to Business	0.0%	0
Miscellaneous	0.0%	0
All Other Below Cutoff		

Coming Soon or Threats **Expected Date**

Total Adjustments **8,744**

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	2.0%	1,411,680	1,413,619
Most Likely	3.0%	1,425,520	1,427,328
Optimistic	4.0%	1,439,360	1,440,911

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,421,904	1,435,806	1,449,745
3rd Adv: Aug 2013	1,428,720	1,442,663	1,456,669
Balance: Sep 2013	1,430,613	1,444,568	1,458,593

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2012	97,268	72,951		(29,120)
2nd Adv: Jul 2012	97,268	72,951		(53,437)
3rd Adv: Aug 2012	129,690	97,268		(85,860)
Balance: Sep 2012	36,025	24,381		(97,504)
Total	360,251	267,550		
1st Adv: Sep 2012	101,330	75,997		(122,836)
2nd Adv: Oct 2012	101,330	75,997		(148,169)
3rd Adv: Nov 2012	135,106	101,330		(181,945)
Balance: Dec 2012	37,530	25,509		(193,966)
Total	375,296	278,834		
1st Adv: Dec 2012	100,722	75,541		(219,146)
2nd Adv: Jan 2013	100,722	75,541		(244,327)
<i>In-Lieu</i>			183,571	(60,756)
<i>True-Up</i>			4,803	(55,953)
<i>1/4% Admin Fee</i>			(3,205)	(55,953)
<i>Total Triple Flip</i>			185,169	
3rd Adv: Feb 2013	134,296	100,722		(89,527)
Balance: Mar 2013	37,304	25,340		(101,491)
Total	373,044	277,145		
1st Adv: Mar 2013	85,571	64,178		(122,883)
2nd Adv: Apr 2013	85,571	64,178		(144,276)
3rd Adv: May 2013	114,094	85,571		(172,800)
<i>In-Lieu</i>			183,571	10,771
<i>True-Up</i>			0	10,771
<i>1/4% Admin Fee</i>			0	10,771
<i>Total Triple Flip</i>			183,571	
Balance: Jun 2013	31,693	21,132		210
Total	316,929	235,059		
2012-2013 Total	1,425,520	1,427,328	= 0.75% + Flip	210

Shaded area indicates forecasted dollars.

Notes

1. The Most Likely scenario's effective Bradley Burns 1% growth rate is 3.7%.
2. The Most Likely scenario's effective cash payment growth rate (0.75% + Flip) is 5.2%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2013	1,423,843	1,435,043	1,451,297
3rd Adv: Aug 2013	1,430,659	1,440,186	1,458,220
Balance: Sep 2013	1,432,552	1,441,614	1,460,144

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2013-2014 Base

\$ 1,425,520

Fiscal Year 2013-2014

Date:

April 5, 2011

Adjustments	Industry Growth	2013-2014
General Retail	1.5%	4,843
Food Products	0.9%	4,365
Transportation	0.0%	0
Construction	8.0%	8,307
Business to Business	0.0%	0
Miscellaneous	0.7%	132
All Other Below Cutoff		

Coming Soon or Threats Expected Date

Total Adjustments 17,646

Adjustments include new, closed and one-time adjustments

Forecast Scenarios	Inflation Adj.	1.00%	0.75% + Flip
Pessimistic	3.0%	1,486,461	1,483,535
Most Likely	4.0%	1,500,893	1,497,930
Optimistic	5.0%	1,515,324	1,512,356

1.00% Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,498,260	1,512,774	1,527,332
3rd Adv: Aug 2014	1,505,341	1,514,992	1,534,537
Balance: Sep 2014	1,507,308	1,515,608	1,536,539

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2013	102,411	76,808		(25,393)
2nd Adv: Jul 2013	102,411	76,808		(50,995)
3rd Adv: Aug 2013	136,548	102,411		(85,132)
Balance: Sep 2013	37,930	25,809		(97,253)
Total	379,299	281,836		
1st Adv: Sep 2013	106,688	80,016		(123,924)
2nd Adv: Oct 2013	106,688	80,016		(150,596)
3rd Adv: Nov 2013	142,250	106,688		(186,159)
Balance: Dec 2013	39,514	26,997		(198,675)
Total	395,139	293,716		
1st Adv: Dec 2013	106,048	79,536		(225,187)
2nd Adv: Jan 2014	106,048	79,536		(251,699)
<i>In-Lieu</i>			193,172	(58,527)
<i>True-Up</i>			(210)	(58,737)
<i>1/4% Admin Fee</i>			(3,322)	(58,737)
<i>Total Triple Flip</i>			189,640	
3rd Adv: Feb 2014	141,397	106,048		(94,086)
Balance: Mar 2014	39,277	26,820		(106,543)
Total	392,769	291,939		
1st Adv: Mar 2014	90,095	67,571		(129,067)
2nd Adv: Apr 2014	90,095	67,571		(151,591)
3rd Adv: May 2014	120,127	90,095		(181,623)
<i>In-Lieu</i>			193,172	11,549
<i>True-Up</i>			0	11,549
<i>1/4% Admin Fee</i>			0	11,549
<i>Total Triple Flip</i>			193,172	
Balance: Jun 2014	33,369	22,388		569
Total	333,686	247,627		
2013-2014 Total	1,500,893	1,497,930 = 0.75% + Flip		569

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 4.9%.

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2014	1,492,384	1,506,841	1,521,361
3rd Adv: Aug 2014	1,497,695	1,508,504	1,526,766
Balance: Sep 2014	1,499,170	1,508,966	1,528,267

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2014-2015 Base

\$ 1,500,893

Fiscal Year 2014-2015

Date:

April 5, 2011

Adjustments	Industry Growth	2014-2015
General Retail	3.0%	9,831
Food Products	0.9%	4,452
Transportation	0.0%	0
Construction	3.0%	3,364
Business to Business	1.3%	901
Miscellaneous	0.7%	133
All Other Below Cutoff		

Coming Soon or Threats Expected Date

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2014	108,351	81,263		(26,519)
2nd Adv: Jul 2014	108,351	81,263		(53,607)
3rd Adv: Aug 2014	144,468	108,351		(89,724)
Balance: Sep 2014	40,130	27,460		(102,394)
Total	401,301	298,338		
1st Adv: Sep 2014	112,876	84,657		(130,613)
2nd Adv: Oct 2014	112,876	84,657		(158,832)
3rd Adv: Nov 2014	150,502	112,876		(196,458)
Balance: Dec 2014	41,806	28,717		(209,547)
Total	418,060	310,907		
1st Adv: Dec 2014	112,199	84,149		(237,597)
2nd Adv: Jan 2015	112,199	84,149		(265,647)
<i>In-Lieu</i>			204,093	(61,554)
<i>True-Up</i>			(569)	(62,123)
<i>1/4% Admin Fee</i>			(3,497)	(62,123)
<i>Total Triple Flip</i>			200,026	
3rd Adv: Feb 2015	149,599	112,199		(99,522)
Balance: Mar 2015	41,555	28,528		(112,549)
Total	415,552	309,026		
1st Adv: Mar 2015	95,321	71,491		(136,380)
2nd Adv: Apr 2015	95,321	71,491		(160,210)
3rd Adv: May 2015	127,095	95,321		(191,984)
<i>In-Lieu</i>			204,093	12,109
<i>True-Up</i>			0	12,109
<i>1/4% Admin Fee</i>			0	12,109
<i>Total Triple Flip</i>			204,093	
Balance: Jun 2015	35,304	23,840		645
Total	353,042	262,144		
2014-2015 Total	1,587,955	1,584,534	= 0.75% + Flip	645

Total Adjustments 18,682

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%	1,572,759	1,569,371
Most Likely	4.5%	1,587,955	1,584,534
Optimistic	5.5%	1,603,151	1,599,698

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 2015	1,585,239	1,600,532	1,615,872
3rd Adv: Aug 2015	1,593,559	1,608,917	1,624,353
Balance: Sep 2015	1,595,870	1,611,246	1,626,708

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2015	1,578,731	1,593,967	1,609,239
3rd Adv: Aug 2015	1,584,971	1,600,255	1,615,599
Balance: Sep 2015	1,586,704	1,602,002	1,617,366

City of Sebastopol: Sales tax forecast based on sales thru December 2010 (4th Quarter)

2015-2016 Base

\$ 1,587,955

Fiscal Year 2015-2016

Date:

April 5, 2011

Adjustments	Industry Growth	2015-2016
General Retail	3.0%	10,126
Food Products	0.9%	4,541
Transportation	0.0%	0
Construction	3.0%	3,465
Business to Business	2.2%	1,547
Miscellaneous	0.7%	134
All Other Below Cutoff		

Coming Soon or Threats Expected Date

Cash Flow	1.00%	0.75%	Flip	Cummulative
1st Adv: Jun 2015	114,640	85,980		(28,015)
2nd Adv: Jul 2015	114,640	85,980		(56,675)
3rd Adv: Aug 2015	152,853	114,640		(94,888)
Balance: Sep 2015	42,459	29,206		(108,141)
Total	424,592	315,806		
1st Adv: Sep 2015	119,427	89,571		(137,998)
2nd Adv: Oct 2015	119,427	89,571		(167,855)
3rd Adv: Nov 2015	159,237	119,427		(207,664)
Balance: Dec 2015	44,232	30,536		(221,360)
Total	442,324	329,105		
1st Adv: Dec 2015	118,711	89,033		(251,037)
2nd Adv: Jan 2016	118,711	89,033		(280,715)
<i>In-Lieu</i>			215,616	(65,100)
<i>True-Up</i>			(645)	(65,745)
<i>1/4% Admin Fee</i>			(3,700)	(65,745)
<i>Total Triple Flip</i>			211,270	
3rd Adv: Feb 2016	158,281	118,711		(105,315)
Balance: Mar 2016	43,967	30,337		(118,945)
Total	439,670	327,115		
1st Adv: Mar 2016	100,854	75,640		(144,158)
2nd Adv: Apr 2016	100,854	75,640		(169,372)
3rd Adv: May 2016	134,472	100,854		(202,990)
<i>In-Lieu</i>			215,616	12,626
<i>True-Up</i>			0	12,626
<i>1/4% Admin Fee</i>			0	12,626
<i>Total Triple Flip</i>			215,616	
Balance: Jun 2016	37,353	25,377		650
Total	373,533	277,511		
2015-2016 Total	1,680,119	1,676,423 = 0.75% + Flip		650

Total Adjustments 19,814

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%	1,664,041	1,660,380
Most Likely	4.5%	1,680,119	1,676,423
Optimistic	5.5%	1,696,196	1,692,466

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	1,668,591	1,688,143	1,706,632
3rd Adv: Aug 2016	1,671,624	1,693,493	1,713,589
Balance: Sep 2016	1,672,467	1,694,979	1,715,521

0.75% + Flip Accrual	Pessimistic	Most Likely	Optimistic
2nd Adv: Jul 2016	1,663,793	1,682,442	1,700,293
3rd Adv: Aug 2016	1,666,068	1,686,454	1,705,510
Balance: Sep 2016	1,666,700	1,687,569	1,706,960