

Town of Yountville Sales Tax Digest Summary

Collections through September 2016
Sales through June 2016 (2016Q2)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 1.2% over the same quarter from the previous year, with Northern California reporting a 3.8% increase compared to -0.8% for Southern California. Receipts for the Town of Yountville changed by 1.6% over the same periods.

- According YCharts data, U.S. retail sales increased 1.6% from \$1.184T in 2016Q1 to \$1.202T in 2016Q2. Previously 2016Q1 had decreased 0.3% from \$1.187T in 2015Q4. (YCharts)
- Retail sales should grow by 4% during the upcoming holiday season, up from a 2.5% increase last year. A similar increase is anticipated for the 2017 holiday season. Online sales have grown 14.1% compared to last year. (Kiplinger)
- Gas prices in California fluctuated weekly throughout 2016Q2; however, monthly price figures show a steady upsurge lasting from March through June. Since then, a continual decrease in pricing has occurred. (U.S. EIA)
- During June both the U.S. and California's unemployment rate increased by 0.2% to 4.9% and 5.4% respectively, California's was the first increase since September 2010. Labor force grew for both as well, increasing by 1% in California while its employment increased by just 0.04%. (CA DoF, CA EDD)

LOCAL RESULTS

Net Cash Receipts Analysis

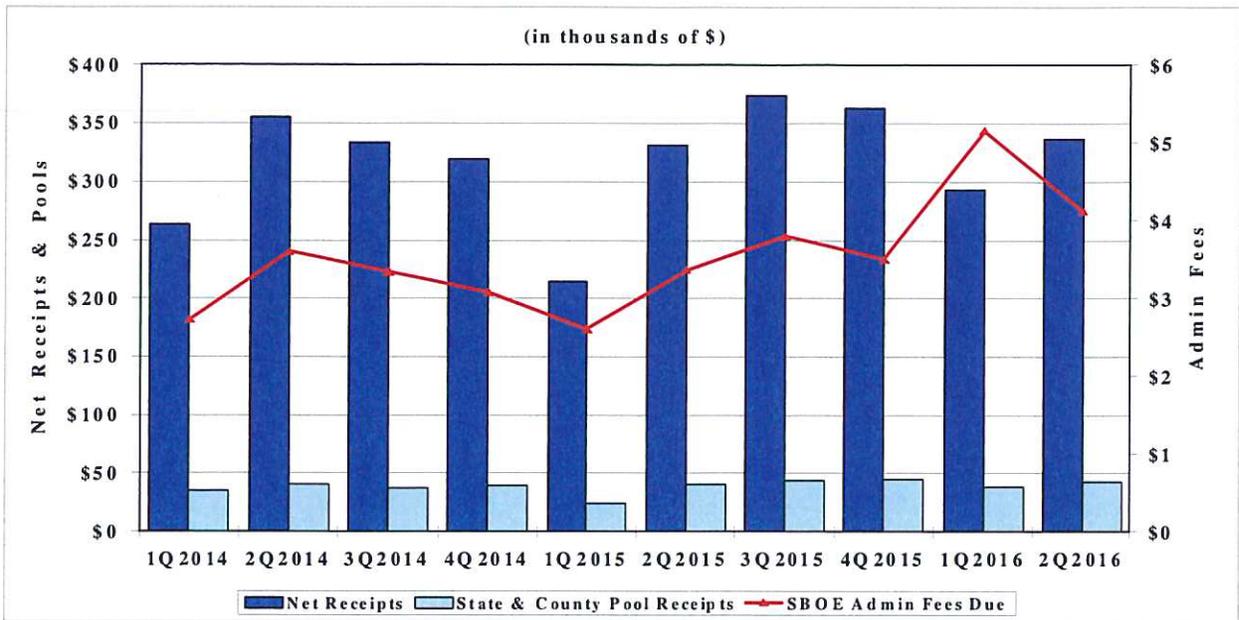
Local Collections	\$299,189
Share of County Pool (4.00%)	42,242
Share of State Pool (.02%)	104
SBE Net Collections	341,535
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(4,127)
Net 2Q2016 Receipts	337,408
Net 2Q2015 Receipts	331,986
Actual Percentage Change	1.6%

Business Activity Performance Analysis

Local Collections	\$299,189
Less: Payments for Prior Periods	(1,147)
Preliminary 2Q2016 Collections	298,042
Projected 2Q2016 Late Payments	9,095
Projected 2Q2016 Final Results	307,137
Actual 2Q2015 Results	290,597
Projected Percentage Change	5.7%

Town of Yountville

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

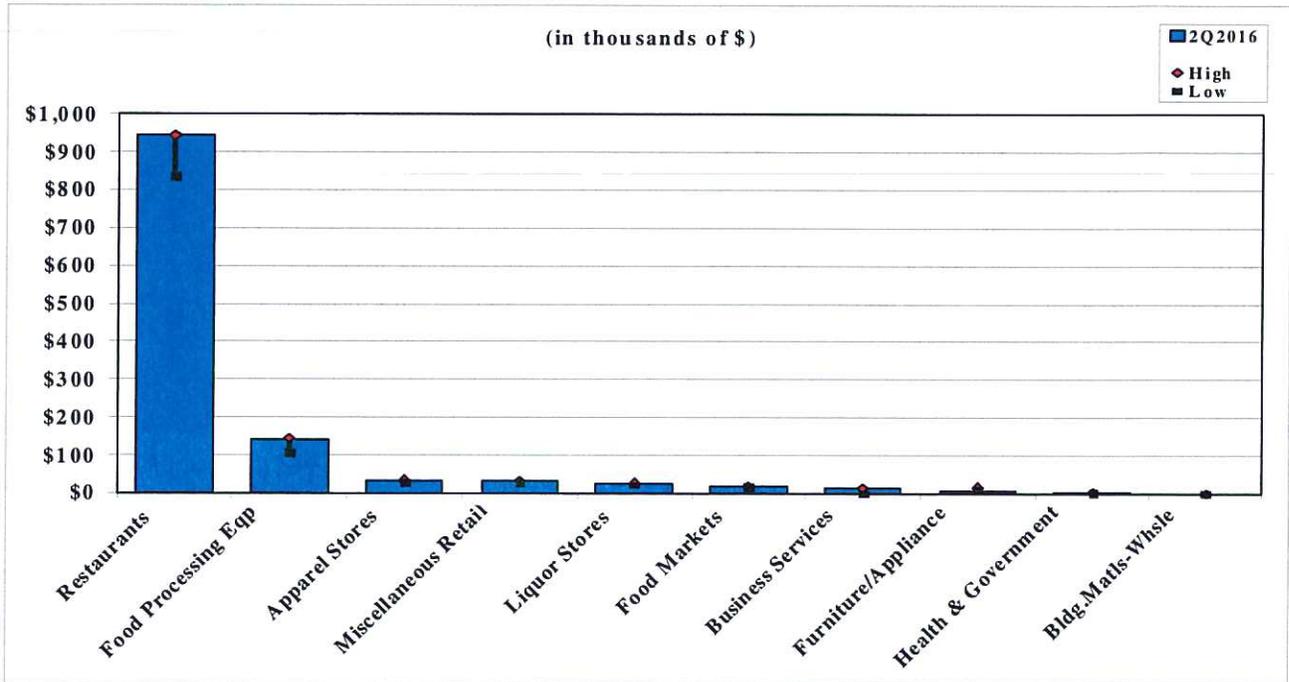
The following list identifies Yountville’s Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from July 2015 to June 2016. The Top 25 Sales/Use Tax contributors generate 87.7% of Yountville’s total sales and use tax revenue.

- | | |
|---------------------------|-------------------------------|
| AD HOC RESTAURANT | OVERLAND OUTFITTERS |
| ASHFORD | PACIFIC BLUES CAFE |
| BARDESSONO INN & SPA | R & D KITCHEN |
| BEAU VIGNE | RANCH MARKET TOO |
| BISTRO JEANTY | REDD |
| BOTTEGA RESTAURANT | REDD WOOD |
| BOUCHON RESTAURANT | THE FRENCH LAUNDRY RESTAURANT |
| CICCIO | THE VINTAGE ESTATE |
| HILL FAMILY ESTATE | V WINE CELLARS |
| HOPE & GRACE WINES | VINTAGE ESTATE |
| HURLEY'S RESTAURANT & BAR | VINTAGE WINE ESTATES |
| JESSUP CELLARS | YOUNTVILLE INN |
| K. LAZ WINE COLLECTION | |

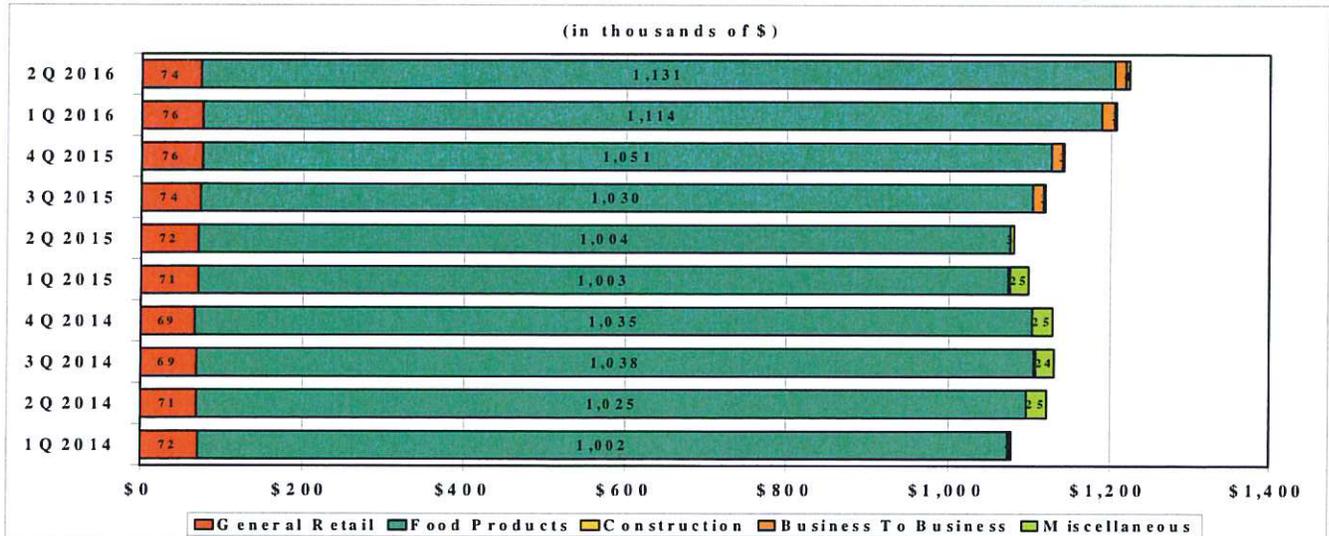
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HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through June 2016, the highs, and the lows for each segment over the last two years.

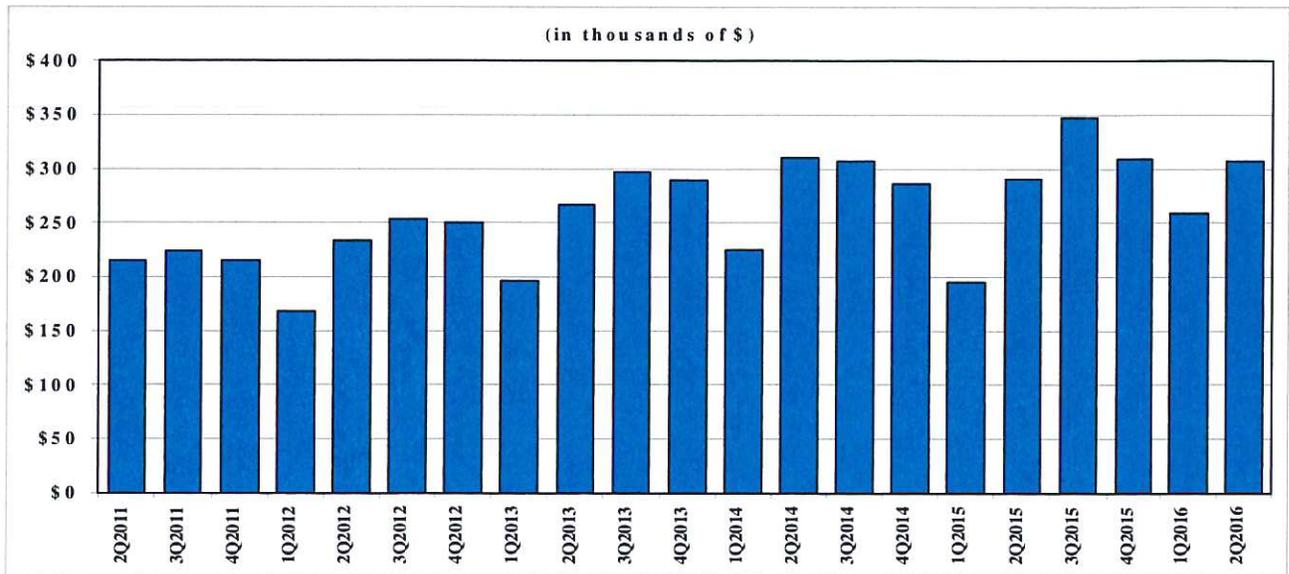


ANNUAL SALES TAX BY BUSINESS CATEGORY



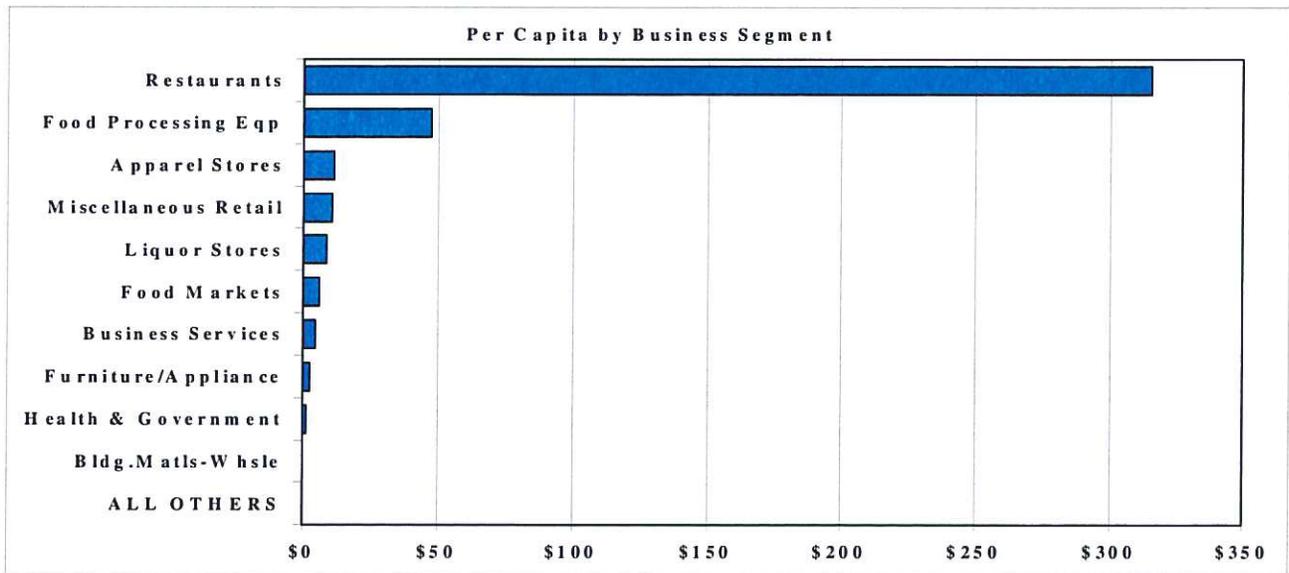
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FIVE-YEAR ECONOMIC TREND: All Businesses



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from April 2015 to March 2016.



Town of Yountville

FINAL RESULTS: January-March 2016 Sales

Local Net Cash Collections	\$293,719
Less: Pool Amounts	(\$33,336)
Less: Prior Quarter Payments	(\$1,969)
Add: Late Payments	\$740
Local Net Economic Collections after Adjustments	\$259,154
Percent Change from January-March 2015 Sales	UP BY 32.3%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$12,614
Total to Date	\$113,222