

Mendocino Co Uninc 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 County of Mendocino Co Uninc changed by 12.7% 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

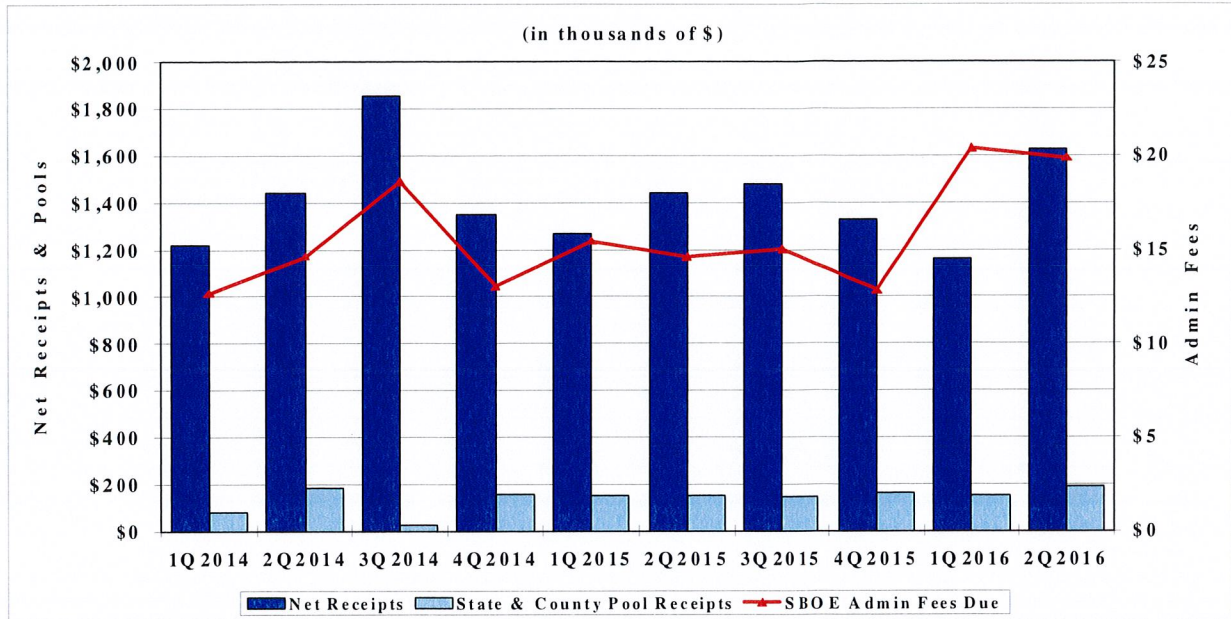
Net Cash Receipts Analysis

Local Collections	\$1,454,917
Share of County Pool (42.32%)	188,445
Share of State Pool (.10%)	501
SBE Net Collections	1,643,863
Less: Amount Due County 0.0%	.00
Less: Cost of Administration	(19,862)
Net 2Q2016 Receipts	1,624,001
Net 2Q2015 Receipts	1,440,623
Actual Percentage Change	12.7%

Business Activity Performance Analysis

Local Collections	\$1,454,917
Less: Payments for Prior Periods	(77,289)
Preliminary 2Q2016 Collections	1,377,628
Projected 2Q2016 Late Payments	8,745
Projected 2Q2016 Final Results	1,386,373
Actual 2Q2015 Results	1,314,498
Projected Percentage Change	5.5%

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



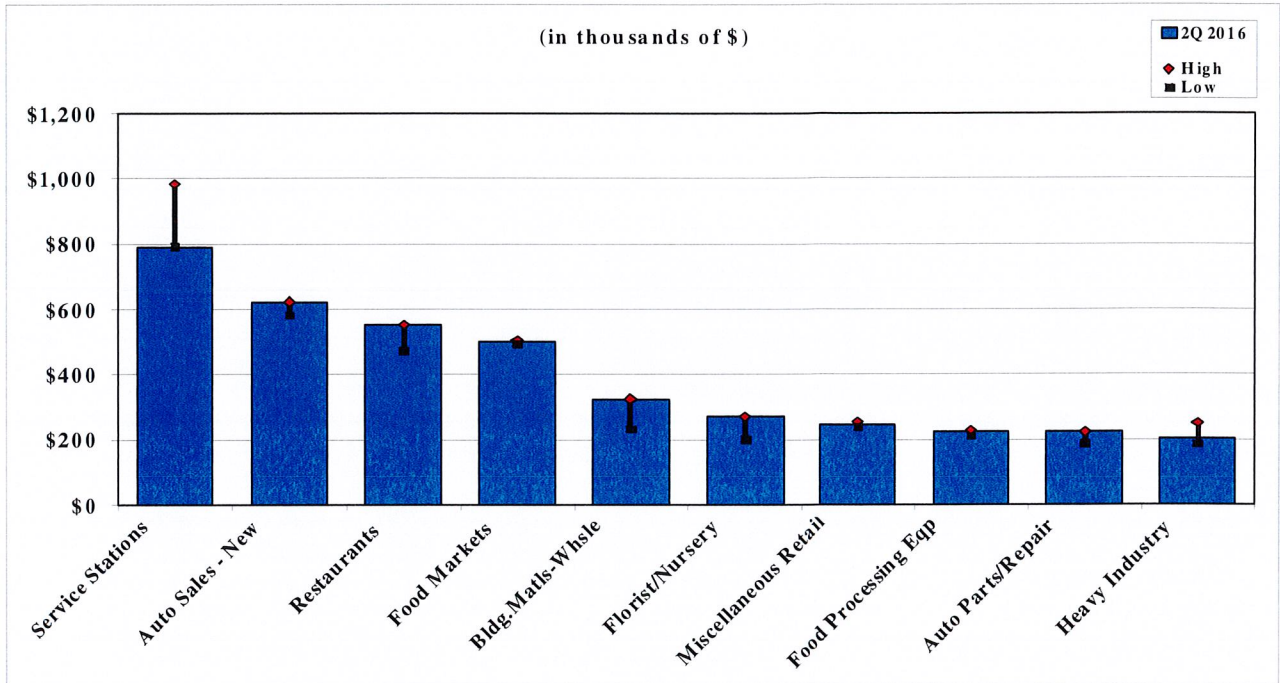
TOP 25 SALES/USE TAX CONTRIBUTORS

The following list identifies Mendocino Co Uninc'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 43.1% of Mendocino Co Uninc's total sales and use tax revenue.

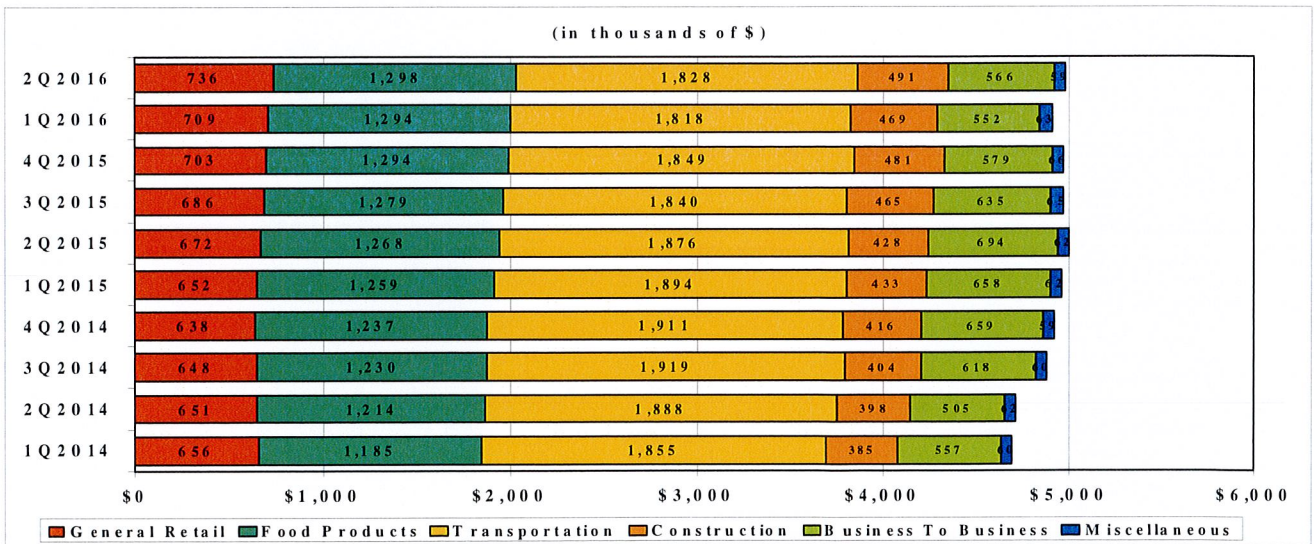
ACME RIGGING COMPANY	NAVARRO VINEYARDS
ANCHOR LODGE	NOR CAL GASOLINE
CALIF BUILDING & ROOFING SUPPL	NORTHERN AGGREGATES
CHEVRON SERVICE STATIONS	PACE SUPPLY
EEL RIVER FUELS	RALEY'S SUPERMARKET
GRANITE CONSTRUCTION COMPANY	REDWOOD EMPIRE RVS
GUALALA SUPERMARKET	REDWOOD MARKET
HARVEST MARKET	TESORO SERVICE STATIONS
LONG VALLEY LUMBER	THURSTON AUTO PLAZA
LONG VALLEY MARKET	THURSTON CHRYSLER, DODGE, JEEP
M & M FEED & SUPPLY	THURSTON HONDA
MENDO MILL & LUMBER COMPANY	WEATHERTOP NURSERY
MOTOSPORTS OF UKIAH	

HISTORICAL SALES TAX AMOUNTS

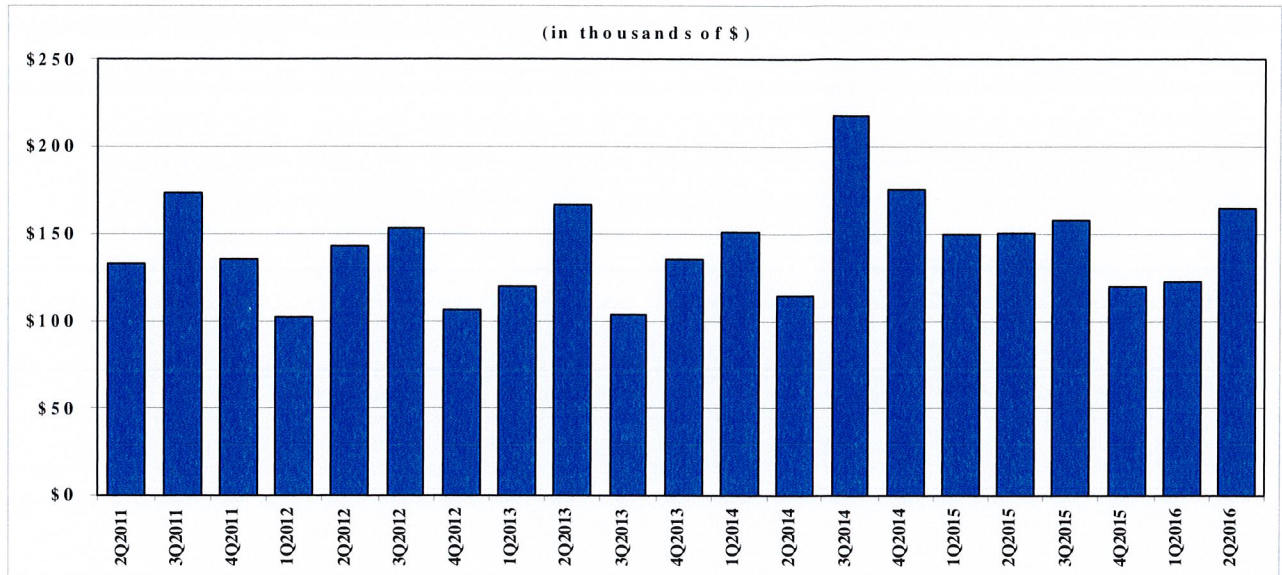
The following chart shows the sales tax level from sales through June 2016, the highs, and the lows for each segment over the last two years.



ANNUAL SALES TAX BY BUSINESS CATEGORY

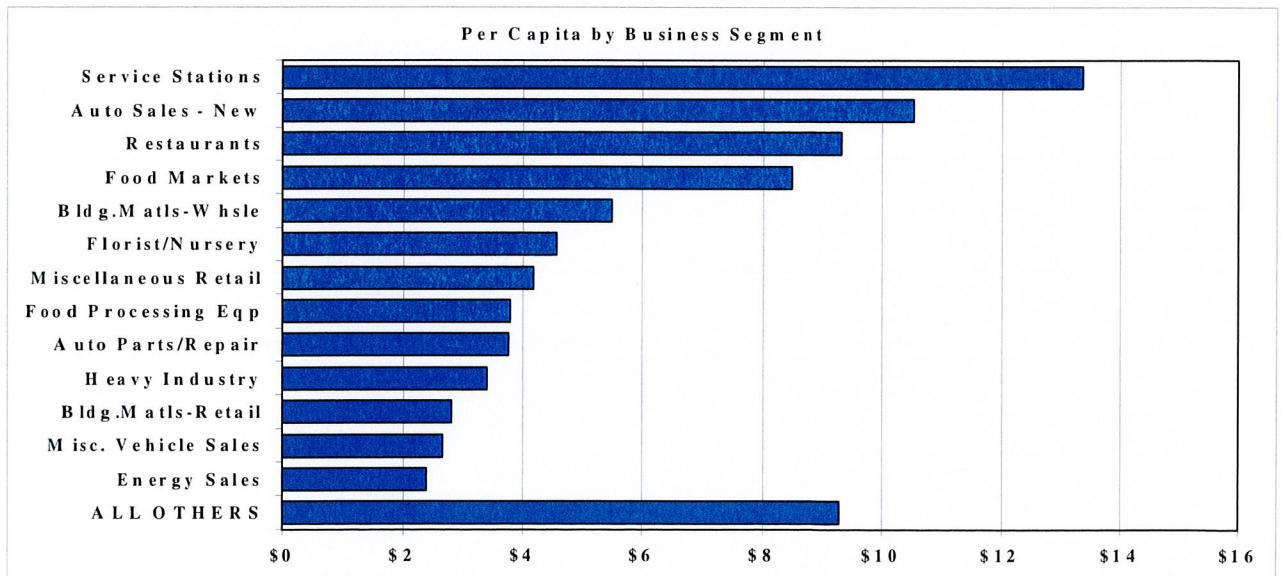


FIVE-YEAR ECONOMIC TREND: Business To Business



PER CAPITA BY BUSINESS SEGMENT

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



Mendocino Co Uninc

FINAL RESULTS: January-March 2016 Sales

Local Net Cash Collections	\$1,161,063
Less: Pool Amounts	(\$127,697)
Less: Prior Quarter Payments	(\$86,019)
Add: Late Payments	\$64,362
Local Net Economic Collections after Adjustments	\$1,011,709
Percent Change from January-March 2015 Sales	DOWN BY 6.2%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$88,939
Total to Date	\$1,765,723