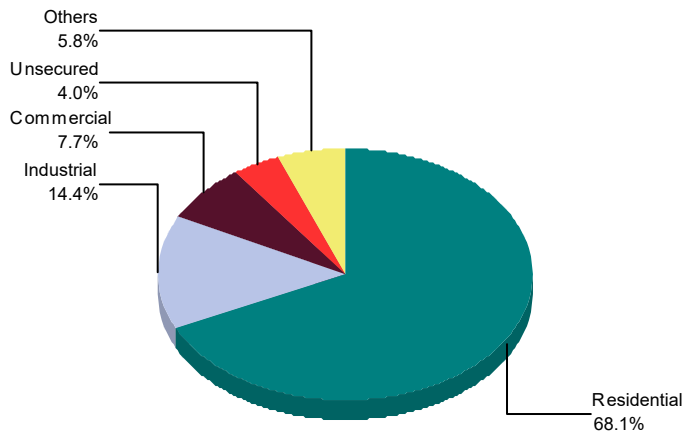


SAMPLE CITY 2020/21 USE CATEGORY SUMMARY

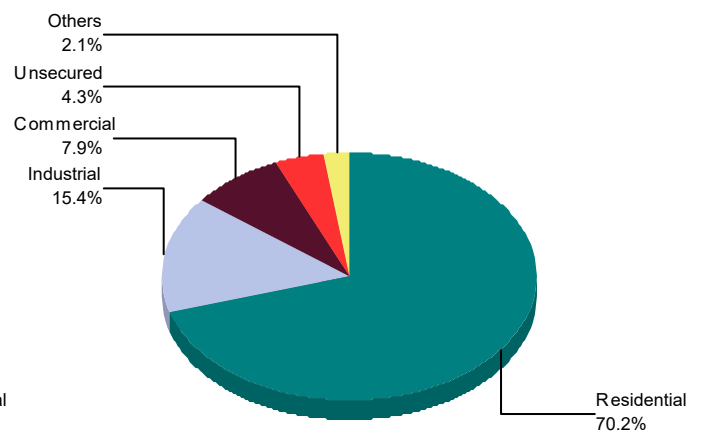
BASIC PROPERTY VALUE TABLE

| Category | Parcels | Assessed Value | Net Taxable Value |
|-----------------|---------------|-------------------------|-------------------------|
| Residential | 9,998 | \$4,024,024,838 (68.1%) | \$3,878,337,245 (70.2%) |
| Commercial | 296 | \$452,791,505 (7.7%) | \$437,800,082 (7.9%) |
| Industrial | 351 | \$852,862,648 (14.4%) | \$852,862,648 (15.4%) |
| Govt. Owned | 6 | \$1,321,205 (0.0%) | \$1,321,205 (0.0%) |
| Institutional | 39 | \$223,199,875 (3.8%) | \$30,403,162 (0.6%) |
| Irrigated | 1 | \$121,448 (0.0%) | \$121,448 (0.0%) |
| Miscellaneous | 6 | \$1,712,716 (0.0%) | \$1,712,716 (0.0%) |
| Recreational | 16 | \$6,505,931 (0.1%) | \$6,168,250 (0.1%) |
| Vacant | 490 | \$58,844,876 (1.0%) | \$57,426,378 (1.0%) |
| Exempt | 302 | \$33,237,413 (0.6%) | \$0 (0.0%) |
| SBE Nonunitary | [1] | \$30,070 (0.0%) | \$30,070 (0.0%) |
| Cross Reference | [376] | \$19,738,724 (0.3%) | \$19,703,024 (0.4%) |
| Unsecured | [892] | \$238,784,196 (4.0%) | \$238,686,196 (4.3%) |
| TOTALS | 11,505 | \$5,913,175,445 | \$5,524,572,424 |

ASSESSED VALUE



NET TAXABLE VALUE

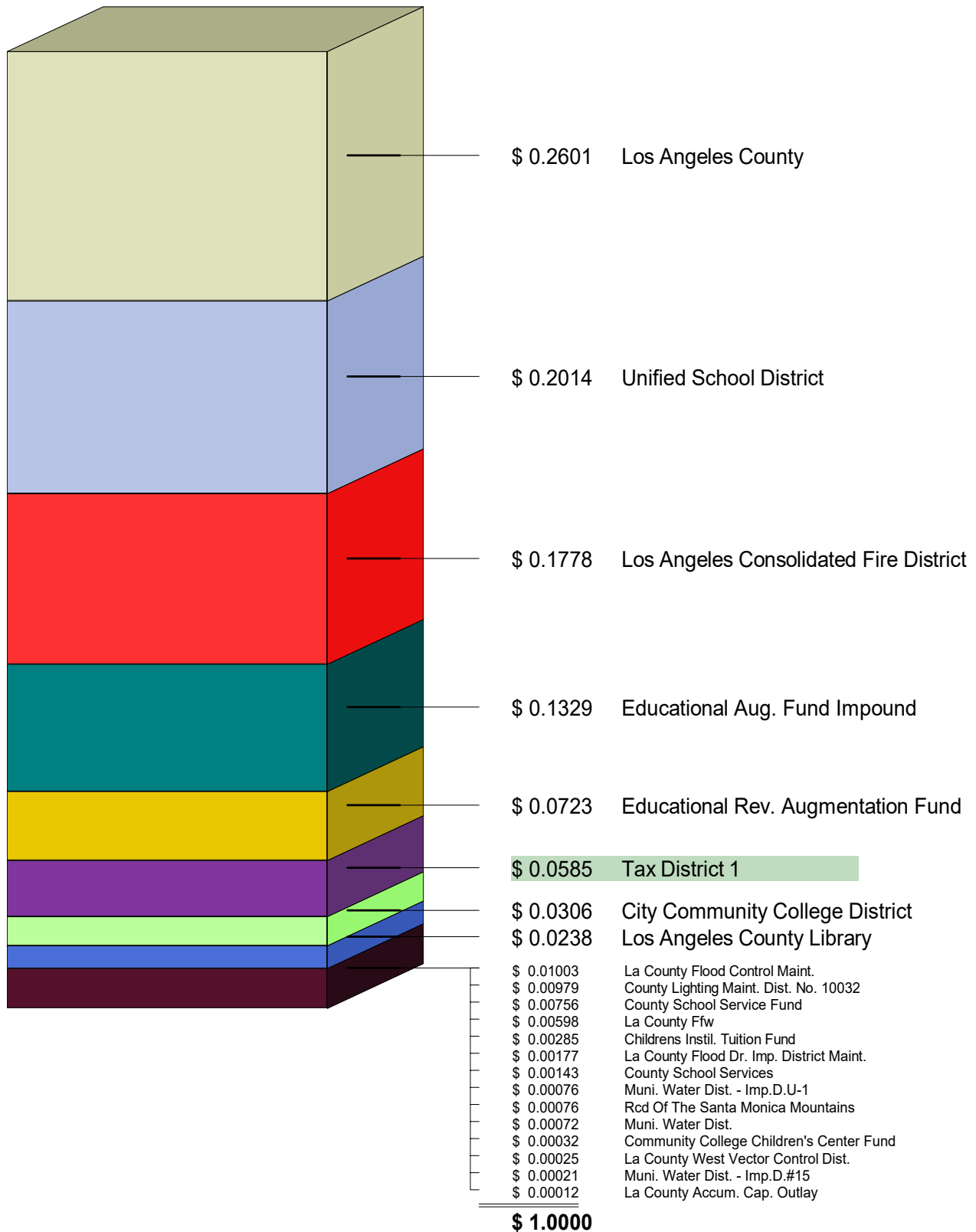


Data Source: Los Angeles County Assessor 2020/21 Combined Tax Rolls

This report is not to be used in support of debt issuance or continuing disclosure statements without the written consent of HdL, Coren & Cone

SAMPLE CITY

PROPERTY TAX DOLLAR BREAKDOWN



ATI (Annual Tax Increment) Ratios for Tax Rate Area 111111, Excluding Redevelopment Factors & Additional Debt Service

Data Source: Los Angeles County Assessor 2020/21 Annual Tax Increment Tables

This report is not to be used in support of debt issuance or continuing disclosure statements without the written consent of HdL, Coren & Cone

SAMPLE CITY

2020/21 ROLL SUMMARY

Taxable Property Values

| | Secured | Nonunitary Utilities | Unsecured |
|--------------------------|------------------------|----------------------|----------------------|
| Parcels | 11,203 | 1 | 892 |
| TRAs | 82 | 1 | 36 |
| Values | | | |
| Land | 2,698,556,107 | 30,070 | 0 |
| Improvements | 2,784,443,470 | 0 | 0 |
| Personal Property | 76,063,656 | 0 | 159,705,176 |
| Fixtures | 82,060,533 | 0 | 79,079,020 |
| Aircraft | 0 | 0 | 0 |
| Total Value | \$5,641,123,766 | \$30,070 | \$238,784,196 |
| Exemptions | | | |
| Real Estate | 316,926,445 | 0 | 0 |
| Personal Property | 28,047,242 | 0 | 83,000 |
| Fixtures | 10,293,921 | 0 | 15,000 |
| Aircraft | 0 | 0 | 0 |
| Homeowners* | 31,595,467 | 0 | 0 |
| Total Exemptions* | \$355,267,608 | \$0 | \$98,000 |
| Total Net Value | \$5,285,856,158 | \$30,070 | \$238,686,196 |

| Combined Values | Total |
|-------------------------|------------------------|
| Total Values | \$5,879,938,032 |
| Total Exemptions | \$355,365,608 |
| Net Total Values | \$5,524,572,424 |

* Note: Homeowner Exemptions are not included in Total Exemptions

Data Source: Los Angeles County Assessor 2020/21 Combined Tax Rolls

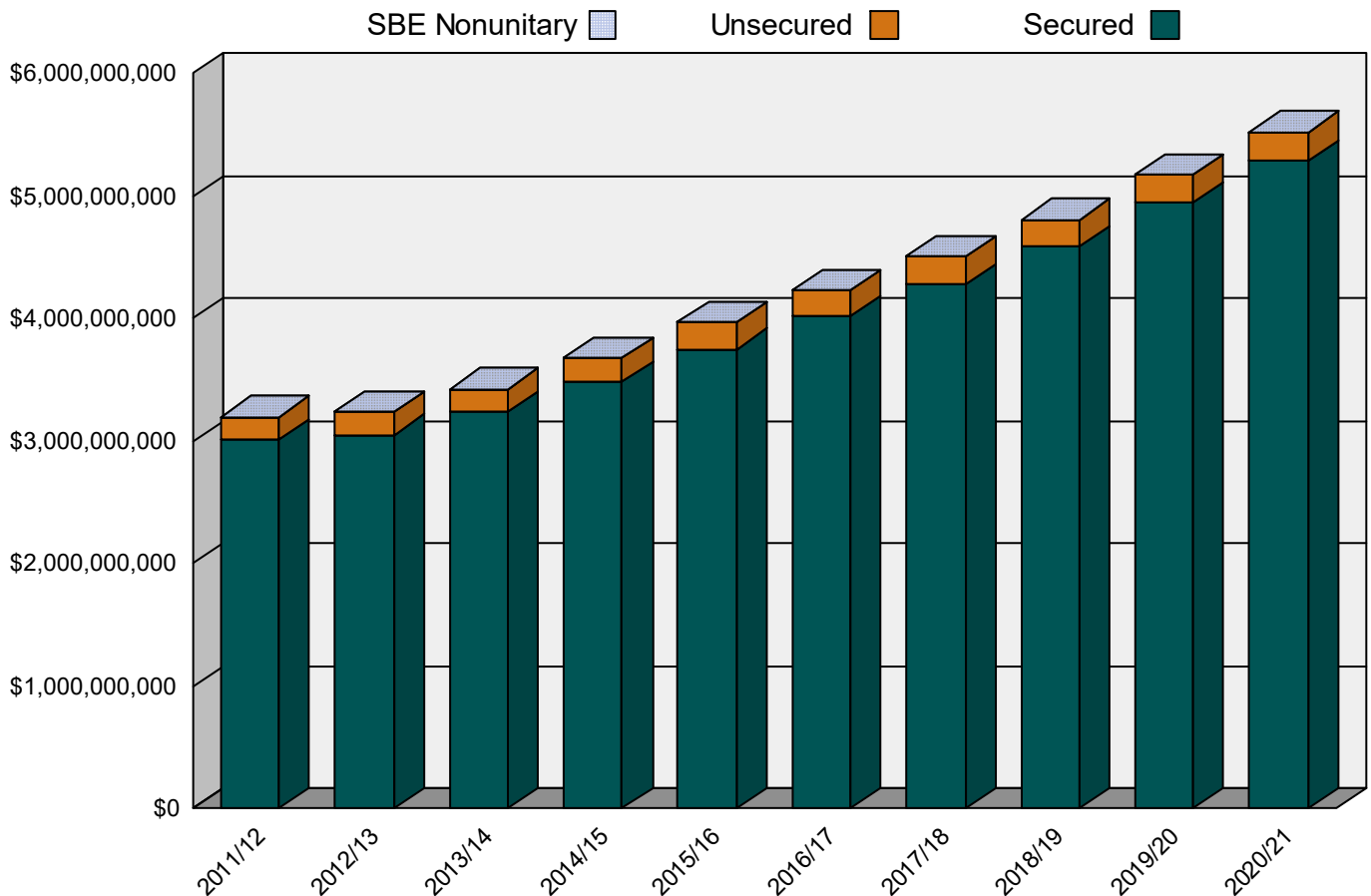
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SAMPLE CITY

NET TAXABLE ASSESSED VALUE HISTORY

2011/12 - 2020/21 Taxable Property Values

| Lien Year | Secured | Unsecured | SBE Nonunitary | Net Total AV | % Change |
|-----------|-----------------|---------------|----------------|-------------------------|--------------|
| 2011/12 | \$3,011,685,790 | \$186,653,519 | \$136,844 | 3,198,476,153 | |
| 2012/13 | \$3,049,173,971 | \$192,937,613 | \$136,844 | 3,242,248,428 | 1.37% |
| 2013/14 | \$3,234,499,530 | \$194,557,569 | \$10,525 | 3,429,067,624 | 5.76% |
| 2014/15 | \$3,478,293,798 | \$201,955,351 | \$10,525 | 3,680,259,674 | 7.33% |
| 2015/16 | \$3,751,114,320 | \$222,371,074 | \$15,035 | 3,973,500,429 | 7.97% |
| 2016/17 | \$4,014,665,580 | \$212,595,088 | \$15,035 | 4,227,275,703 | 6.39% |
| 2017/18 | \$4,283,816,622 | \$227,088,915 | \$15,035 | 4,510,920,572 | 6.71% |
| 2018/19 | \$4,592,980,014 | \$217,643,534 | \$15,035 | 4,810,638,583 | 6.64% |
| 2019/20 | \$4,946,703,052 | \$223,243,068 | \$15,035 | 5,169,961,155 | 7.47% |
| 2020/21 | \$5,285,856,158 | \$238,686,196 | \$30,070 | 5,524,572,424 | 6.86% |
| | | | | Average % Change | 7.04% |



* Net AV changes less than two percent are in purple font. Negative Net AV percent changes are in red.

Data Source: Los Angeles County Assessor 0/ - 2020/21 Combined Tax Rolls

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SAMPLE CITY

ASSESSED VALUE OF TAXABLE PROPERTY

2011/12 - 2020/21 Taxable Property Values

| Category | 2011/12 | 2012/13 | 2013/14 | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 | 2020/21 |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Residential | 2,006,514,504 | 2,065,151,644 | 2,239,991,812 | 2,486,788,064 | 2,718,542,945 | 2,952,542,573 | 3,181,170,861 | 3,382,188,399 | 3,657,924,911 | 3,878,337,245 |
| Commercial | 284,699,041 | 276,567,248 | 284,125,347 | 285,681,045 | 291,006,304 | 310,843,612 | 344,807,866 | 395,863,426 | 402,291,953 | 437,800,082 |
| Industrial | 523,117,348 | 528,397,207 | 531,468,695 | 542,926,841 | 577,886,904 | 603,490,358 | 615,867,599 | 661,999,532 | 718,186,603 | 852,862,648 |
| Govt. Owned | 781,538 | 797,163 | 813,103 | 816,789 | 833,105 | 845,806 | 862,718 | 879,967 | 1,478,962 | 1,321,205 |
| Institutional | 14,761,436 | 13,314,529 | 18,857,338 | 25,262,279 | 26,205,548 | 29,789,898 | 29,296,486 | 28,839,702 | 29,631,755 | 30,403,162 |
| Irrigated | 103,680 | 105,752 | 107,866 | 108,354 | 110,518 | 112,202 | 114,445 | 116,733 | 119,067 | 121,448 |
| Miscellaneous | 138,546 | 141,313 | 144,137 | 144,789 | 1,182,411 | 1,532,927 | 1,563,580 | 1,594,846 | 1,679,137 | 1,712,716 |
| Recreational | 5,669,864 | 5,783,245 | 5,746,007 | 5,772,077 | 5,917,980 | 6,008,215 | 6,065,022 | 5,928,758 | 6,047,317 | 6,168,250 |
| Vacant | 156,725,553 | 139,677,581 | 130,082,101 | 106,632,106 | 92,821,834 | 75,284,244 | 73,118,326 | 84,193,611 | 99,026,865 | 57,426,378 |
| SBE Nonunitary | 136,844 | 136,844 | 10,525 | 10,525 | 15,035 | 15,035 | 15,035 | 15,035 | 15,035 | 30,070 |
| Cross Reference | 19,174,280 | 19,238,289 | 23,163,124 | 24,161,454 | 36,606,771 | 34,215,745 | 30,949,719 | 31,375,040 | 30,316,482 | 19,703,024 |
| Unsecured | 186,653,519 | 192,937,613 | 194,557,569 | 201,955,351 | 222,371,074 | 212,595,088 | 227,088,915 | 217,643,534 | 223,243,068 | 238,686,196 |
| Exempt | [34,994,399] | [32,931,962] | [36,994,337] | [37,053,871] | [37,278,975] | [36,276,655] | [35,970,848] | [33,237,413] | [33,237,413] | [33,237,413] |
| Unknown | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTALS | 3,198,476,153 | 3,242,248,428 | 3,429,067,624 | 3,680,259,674 | 3,973,500,429 | 4,227,275,703 | 4,510,920,572 | 4,810,638,583 | 5,169,961,155 | 5,524,572,424 |
| Total Direct Rate | 0.34311 | 0.33678 | 0.13976 | 0.13961 | 0.13918 | 0.13920 | 0.13812 | 0.13927 | 0.13983 | 0.13924 |

Notes:

Exempt values are not included in Total.

In 1978 the voters of the State of California passed Proposition 13 which limited taxes to a total maximum rate of 1%, based upon the assessed value of the property being taxed. Each year, the assessed value of property may be increased by an "inflation factor" (limited to a maximum of 2%). With few exceptions, property is only reassessed as a result of new construction activity or at the time it is sold to a new owner. At that point, the property is reassessed based upon the added value of the construction or at the purchase price (market value) or economic value of the property sold. The assessed valuation data shown above represents the only data currently available with respect to the actual market value of taxable property and is subject to the limitations described above.

Data Source: Los Angeles County Assessor 2011/12 - 2020/21 Combined Tax Rolls

This report is not to be used in support of debt issuance or continuing disclosure statements without the written consent of HdL, Coren & Cone

SAMPLE CITY

2020/21 TOP TEN PROPERTY TAXPAYERS

Top Property Owners Based On Net Values

| Owner | Secured | | | Unsecured | | | Combined | | Primary Use & Primary Agency |
|---|---------|-----------------|-------------|-----------|---------------|-------------|-----------------|-------------|--------------------------------|
| | Parcels | Value | % of Net AV | Parcels | Value | % of Net AV | Value | % of Net AV | |
| 1) NORTHROP GRUMMAN SYSTEMS CORPORATION | 5 | \$110,995,223 | 2.10% | | | | \$110,995,223 | 2.01% | Industrial Successor Agency |
| 2) TODD LLC | 1 | \$64,589,000 | 1.22% | | | | \$64,589,000 | 1.17% | Industrial Successor Agency |
| 3) BIRD CORPORATION | 1 | \$7,456,128 | 0.14% | 1 | \$30,214,532 | 12.66% | \$37,670,660 | 0.68% | Unsecured TD 1 |
| 4) ROCK INC (Pending Appeals On Parcels) | 1 | \$37,481,829 | 0.71% | | | | \$37,481,829 | 0.68% | Industrial TD 1 |
| 5) PPF INDUSTRIAL LP | 4 | \$36,343,525 | 0.69% | | | | \$36,343,525 | 0.66% | Industrial Successor Agency |
| 6) TARGET CORPORATION (Pending Appeals On Parcels) | 3 | \$34,556,239 | 0.65% | 1 | \$1,638,817 | 0.69% | \$36,195,056 | 0.66% | Commercial Successor Agency |
| 7) 16TH STREET XC LLC | 1 | \$32,901,807 | 0.62% | | | | \$32,901,807 | 0.60% | Industrial Successor Agency |
| 8) BREWING COMPANY | | | | 1 | \$31,748,885 | 13.30% | \$31,748,885 | 0.57% | Unsecured Successor Agency |
| 9) PROPERTIES 500 LLC | 1 | \$30,915,800 | 0.58% | | | | \$30,915,800 | 0.56% | Industrial TD 1 |
| 10) CROSSING PROPERTIES LLC | 11 | \$29,276,890 | 0.55% | | | | \$29,276,890 | 0.53% | Commercial Successor Agency |
| Top Ten Total | 28 | \$384,516,441 | 7.27% | 3 | \$63,602,234 | 26.65% | \$448,118,675 | 8.11% | |
| City Total | | \$5,285,886,228 | | | \$238,686,196 | | \$5,524,572,424 | | |

Top Owners last edited on 2/10/21 by MaheaV using sales through 01/31/21 (Version R.1)

Data Source: Los Angeles County Assessor 2020/21 Combined Tax Rolls and the SBE Non Unitary Tax Roll

This report is not to be used in support of debt issuance or continuing disclosure statements without the written consent of HdL, Coren & Cone

SAMPLE CITY

2011/12 TOP TEN PROPERTY TAXPAYERS

Top Property Owners Based On Net Values

| Owner | Secured | | | Unsecured | | | Combined | | Primary Use & Primary Agency |
|-----------------------------------|---------|-----------------|-------------|-----------|--------------|-------------|------------------------|--------------|---------------------------------|
| | Parcels | Value | % of Net AV | Parcels | Value | % of Net AV | Value | % of Net AV | |
| 1) TISHMAN SPEYER ARCHSTONE SMITH | 11 | \$126,956,198 | 3.29% | | | | \$126,956,198 | 3.23% | Residential Successor Agency |
| 2) RBD LLC | 1 | \$34,585,970 | 0.90% | | | | \$34,585,970 | 0.88% | Commercial Successor Agency |
| 3) NORTH G HOLDINGS LLC | 2 | \$34,182,808 | 0.89% | | | | \$34,182,808 | 0.87% | Commercial Successor Agency |
| 4) BANK OF AMERICA NA | 5 | \$28,765,703 | 0.75% | 3 | \$389,874 | 0.51% | \$29,155,577 | 0.74% | Commercial Successor Agency |
| 5) TERADYN INC | 1 | \$18,876,682 | 0.49% | 1 | \$9,679,831 | 12.70% | \$28,556,513 | 0.73% | Commercial Successor Agency |
| 6) ME REALTY LLC | 2 | \$27,744,389 | 0.72% | | | | \$27,744,389 | 0.71% | Commercial Successor Agency |
| 7) OAKSSHOPPING CENTER | 10 | \$24,253,770 | 0.63% | | | | \$24,253,770 | 0.62% | Commercial TD 1 |
| 8) MARKET SQUARE LLC | 6 | \$20,763,301 | 0.54% | | | | \$20,763,301 | 0.53% | Commercial Successor Agency |
| 9) AVIA BUILDING LLC | 1 | \$20,451,414 | 0.53% | | | | \$20,451,414 | 0.52% | Commercial Successor Agency |
| 10) ARDEN REALTY LP | 1 | \$20,440,000 | 0.53% | | | | \$20,440,000 | 0.52% | Commercial Successor Agency |
| Top Ten Total | 40 | \$357,020,235 | 9.25% | 4 | \$10,069,705 | 13.21% | \$367,089,940 | 9.33% | |
| City Total | | \$3,858,767,188 | | | \$76,217,071 | | \$3,934,984,259 | | |

Top Owners last edited by maheav using sales through 6/30/2012 (Version th.0)

Data Source: Los Angeles County Assessor 2011/12 Combined Tax Rolls and the SBE Non Unitary Tax Roll

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SAMPLE CITY

DIRECT & OVERLAPPING PROPERTY TAX RATES

(RATE PER \$100 OF TAXABLE VALUE)

| Last 10 Fiscal Years | | | | | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Agency | 2011/12 | 2012/13 | 2013/14 | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 | 2019/20 | 2020/21 |
| Basic Levy¹ | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 | 1.00000 |
| La Community College District | 0.02311 | 0.04031 | 0.03530 | 0.04875 | 0.04454 | 0.04017 | 0.03575 | 0.03596 | 0.04599 | 0.04621 |
| Las Virgenes Unified School District | 0.05437 | 0.06113 | 0.06961 | 0.07138 | 0.06891 | 0.06888 | 0.06923 | 0.07193 | 0.07384 | 0.07485 |
| Metropolitan Water District | 0.00430 | 0.00370 | 0.00370 | 0.00350 | 0.00350 | 0.00350 | 0.00350 | 0.00350 | 0.00350 | 0.00350 |
| Total Direct & Overlapping² Tax Rates | 1.08178 | 1.10514 | 1.10860 | 1.12363 | 1.11695 | 1.11256 | 1.10849 | 1.11139 | 1.12333 | 1.12456 |
| | | | | | | | | | | |
| City's Share of 1% Levy Per Prop 13³ | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 | 0.05853 |
| Voter Approved City Debt Rate | | | | | | | | | | |
| Redevelopment Rate⁴ | 1.00430 | 1.00370 | 1.00370 | | | | | | | |
| Total Direct Rate⁵ | 0.19629 | 0.18893 | 0.18335 | 0.18243 | 0.06299 | 0.06277 | 0.06260 | 0.06243 | 0.06219 | 0.06201 |

Notes:

¹In 1978, California voters passed Proposition 13 which set the property tax rate at a 1.00% fixed amount. This 1.00% is shared by all taxing agencies for which the subject property resides within. In addition to the 1.00% fixed amount, property owners are charged taxes as a percentage of assessed property values for the payment of any voter approved bonds.

²Overlapping rates are those of local and county governments that apply to property owners within the City. Not all overlapping rates apply to all city property owners.

³City's Share of 1% Levy is based on the City's share of the general fund tax rate area with the largest net taxable value within the City. ERAF general fund tax shifts may not be included in tax ratio figures.

⁴Redevelopment Rate is based on the largest RDA tax rate area and only includes rate(s) from indebtedness adopted prior to 1989 per California State statute. RDA direct and overlapping rates are applied only to the incremental property values. The approval of ABX1 26 eliminated Redevelopment from the State of California for the fiscal year 2012/13 and years thereafter.

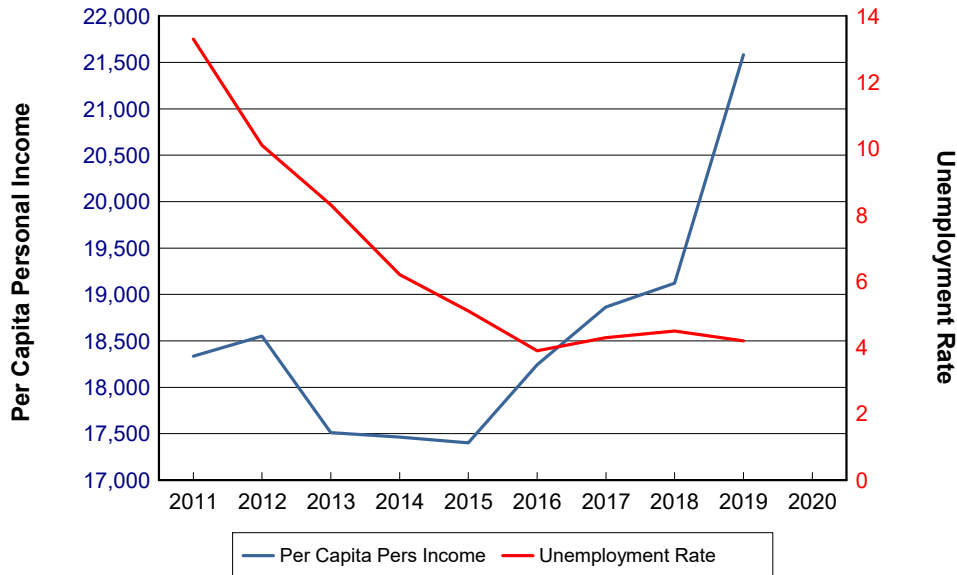
⁵Total Direct Rate is the weighted average of all individual direct rates applied by the City/Agency preparing the statistical section information and excludes revenues derived from aircraft. Beginning in 2013/14 the Total Direct Rate no longer includes revenue generated from the former redevelopment tax rate areas. Challenges to recognized enforceable obligations are assumed to have been resolved during 2012/13. For the purposes of this report, residual revenue is assumed to be distributed to the City/Agency in the same proportions as general fund revenue.

SAMPLE CITY

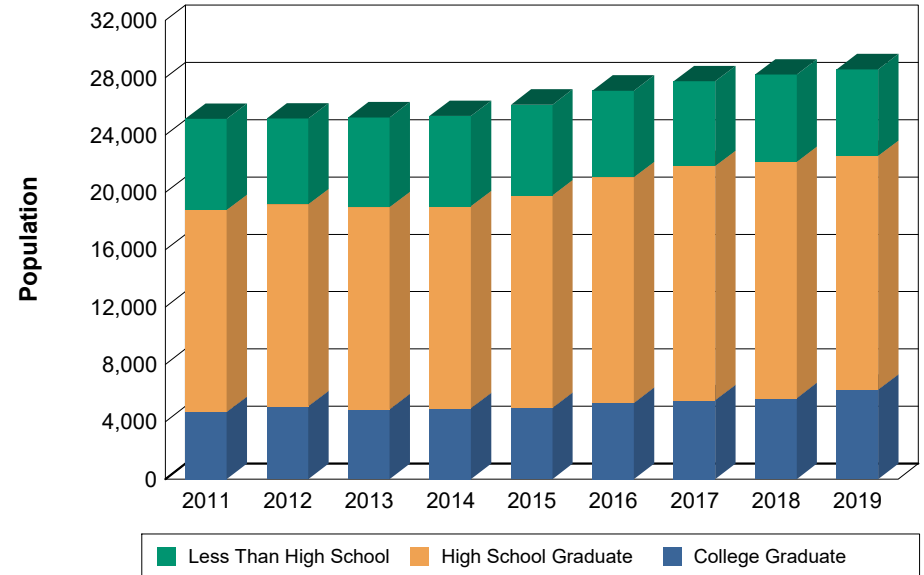
DEMOGRAPHIC AND ECONOMIC STATISTICS

| Calendar Year | Population | Personal Income (In Thousands) | Per Capita Personal Income | Unemployment Rate | Median Age | % of Pop 25+ with High School Degree | % of Pop 25+ with Bachelor's Degree |
|---------------|------------|--------------------------------|----------------------------|-------------------|------------|--------------------------------------|-------------------------------------|
| 2011 | 46,618 | \$854,741 | \$18,335 | 13.3% | 28.1 | 74.7% | 18.6% |
| 2012 | 47,586 | \$882,863 | \$18,553 | 10.1% | 27.8 | 76.2% | 20.2% |
| 2013 | 48,385 | \$847,221 | \$17,510 | 8.3% | 28.1 | 75.2% | 19.3% |
| 2014 | 48,405 | \$845,345 | \$17,464 | 6.2% | 27.9 | 75.2% | 19.5% |
| 2015 | 49,485 | \$861,078 | \$17,400 | 5.1% | 28.1 | 75.8% | 19.0% |
| 2016 | 49,762 | \$907,890 | \$18,244 | 3.9% | 28.7 | 77.7% | 19.6% |
| 2017 | 49,954 | \$942,407 | \$18,865 | 4.3% | 29.1 | 78.7% | 19.8% |
| 2018 | 51,313 | \$981,213 | \$19,122 | 4.5% | 29.3 | 78.4% | 20.0% |
| 2019 | 49,658 | \$1,071,752 | \$21,582 | 4.2% | 29.3 | 78.9% | 21.8% |
| 2020 | 49,587 | | | | | | |

Personal Income and Unemployment



Education Level Attained for Population 25 and Over



Notes and Data Sources:

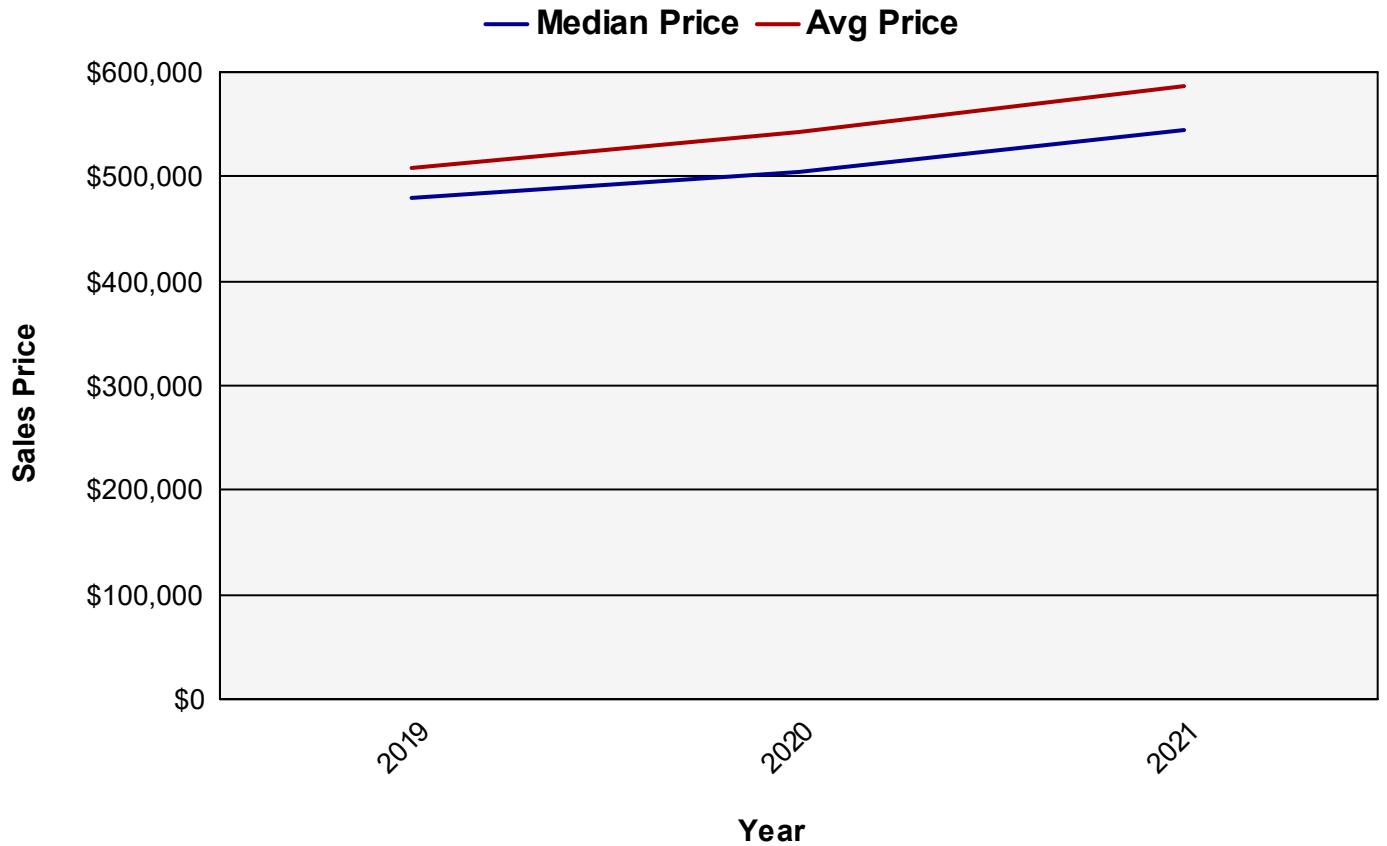
Population: California State Department of Finance. Unemployment Data: California Employment Development Department
 2000-2009 Income, Age, and Education Data: ESRI - *Demographic Estimates are based on the last available Census.* Projections are developed by incorporating all of the prior census data released to date. Demographic Data is totaled from Census Block Groups that overlap the City's boundaries
 2010 and later - Income, Age and Education Data - US Census Bureau, most recent American Community Survey

SAMPLE CITY

SALES VALUE HISTORY

Single Family Residential Full Value Sales (01/01/2019 - 4/30/2021)

| Year | Full Value Sales | Average Price | Median Price | Median % Change |
|------|------------------|---------------|--------------|-----------------|
| 2019 | 406 | \$508,432 | \$480,000 | |
| 2020 | 370 | \$543,400 | \$505,000 | 5.21% |
| 2021 | 139 | \$586,129 | \$545,000 | 7.92% |



*Sales not included in the analysis are quitclaim deeds, trust transfers, timeshares, and partial sales.

Data Source: Los Angeles County Recorder

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SAMPLE CITY
TOP 25 SALES TAX PRODUCERS
FOR FISCAL YEAR 2020-21

| Business Name | Business Category |
|----------------------------|------------------------------|
| 101 Casing | Heavy Industrial |
| A Family Car Wash | Service Stations |
| Baking Professionals | Specialty Stores |
| Chevron | Service Stations |
| CVS Pharmacy | Drug Stores |
| DIY Center | Building Materials |
| El Pollo Loco | Quick-Service Restaurants |
| Ethan Allen | Home Furnishings |
| GRT Supplies | Light Industrial/Printers |
| Gate Petroleum Corporation | Service Stations |
| Keyes IT Solutions | Office Equipment |
| McDonalds | Quick-Service Restaurants |
| Mobil | Service Stations |
| My Goods Market | Service Stations |
| Paul Office Interiors | Office Supplies/Furniture |
| Ralphs Fresh Fare | Grocery Stores |
| Reeds Furniture | Home Furnishings |
| Reily RV | Trailers/RVs |
| Rods Lumber & Hardware | Building Materials |
| Shell | Service Stations |
| Shell | Service Stations |
| Trader Joes | Grocery Stores |
| Vons | Grocery Stores |
| Warehouse Discount Center | Electronics/Appliance Stores |
| Wood Ranch BBQ & Grill | Casual Dining |

Percent of Fiscal Year Total Paid By Top 25 Accounts = 54.65%

* Firms Listed Alphabetically
 Period: July 2020 Thru March 2021

Sources: State Board of Equalization, California Department of Taxes and Fees Administration, State Controller's Office, The HdL Companies

SAMPLE CITY
TOP 25 SALES TAX PRODUCERS
FOR FISCAL YEAR 2011-12

| Business Name | Business Category |
|-----------------------------|------------------------------|
| Car Wash | Service Stations |
| Chevron | Service Stations |
| Circle K 76 | Service Stations |
| CRTP Solutions | Light Industrial/Printers |
| CVS Pharmacy | Drug Stores |
| DIY Center | Building Materials |
| Ethan Allen | Home Furnishings |
| Everest Petrol Corporation | Service Stations |
| Islands | Casual Dining |
| McDonalds | Quick-Service Restaurants |
| Mobil | Service Stations |
| Pat Rugs & Furniture | Home Furnishings |
| Paul Office Interiors | Office Supplies/Furniture |
| Petrolink Imperial | Service Stations |
| Ralphs Fresh Fare | Grocery Stores |
| Reeds Furniture | Home Furnishings |
| Rods Lumber & Hardware | Building Materials |
| Shell | Service Stations |
| Shell | Service Stations |
| Tesoro Refining & Marketing | Service Stations |
| Thomasville Gallery | Home Furnishings |
| USA Gas | Service Stations |
| Vons | Grocery Stores |
| Warehouse Discount Center | Electronics/Appliance Stores |
| Wood Ranch BBQ & Grill | Casual Dining |

Percent of Fiscal Year Total Paid By Top 25 Accounts = 53.28%

* Firms Listed Alphabetically
 Period: July 2011 Thru March 2012

Sources: State Board of Equalization, California Department of Taxes and Fees Administration, State Controller's Office, The HdL Companies

SAMPLE CITY

Taxable Sales by Category

Last Ten Calendar Years

(in thousands of dollars)

Adjusted for Economic Data

| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> |
|----------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Apparel Stores | \$ 15,826 | \$ 17,593 | \$ 19,940 | \$ 21,127 | \$ 21,076 | \$ 23,369 | \$ 28,901 | \$ 30,157 | \$ 32,059 | \$ 31,039 |
| General Merchandise | 207,888 | 220,364 | 239,385 | 242,848 | 247,207 | 254,884 | 249,915 | 258,641 | 253,609 | 282,559 |
| Food Stores | 20,947 | 20,909 | 21,487 | 19,997 | 20,259 | 18,678 | 19,175 | 20,521 | 21,392 | 21,825 |
| Eating and Drinking Places | 136,507 | 140,350 | 150,396 | 158,070 | 172,901 | 188,196 | 196,691 | 212,355 | 221,103 | 226,618 |
| Auto Dealers and Supplies | 359,086 | 367,448 | 436,190 | 495,979 | 523,287 | 585,228 | 595,791 | 537,073 | 581,293 | 582,067 |
| Service Stations | 89,827 | 105,028 | 106,567 | 102,071 | 93,323 | 79,354 | 70,539 | 80,540 | 84,355 | 77,521 |
| Other Retail Stores | 155,896 | 163,827 | 177,499 | 189,325 | 188,986 | 198,951 | 208,412 | 211,350 | 206,895 | 199,741 |
| All Other Outlets | <u>181,796</u> | <u>182,146</u> | <u>202,009</u> | <u>216,676</u> | <u>232,408</u> | <u>254,438</u> | <u>274,673</u> | <u>280,136</u> | <u>285,181</u> | <u>317,781</u> |
| Total | <u>\$ 1,167,773</u> | <u>\$ 1,217,665</u> | <u>\$ 1,353,472</u> | <u>\$ 1,446,094</u> | <u>\$ 1,499,447</u> | <u>\$ 1,603,099</u> | <u>\$ 1,644,096</u> | <u>\$ 1,630,773</u> | <u>\$ 1,685,886</u> | <u>\$ 1,739,150</u> |

Sources: State Board of Equalization, California Department of Taxes and Fees Administration, State Controller's Office, The HdL Companies

Note: Due to confidentiality issues, the names of the ten largest revenue payers are not available. The categories presented are intended to provide alternative information regarding the sources of the City's revenue.