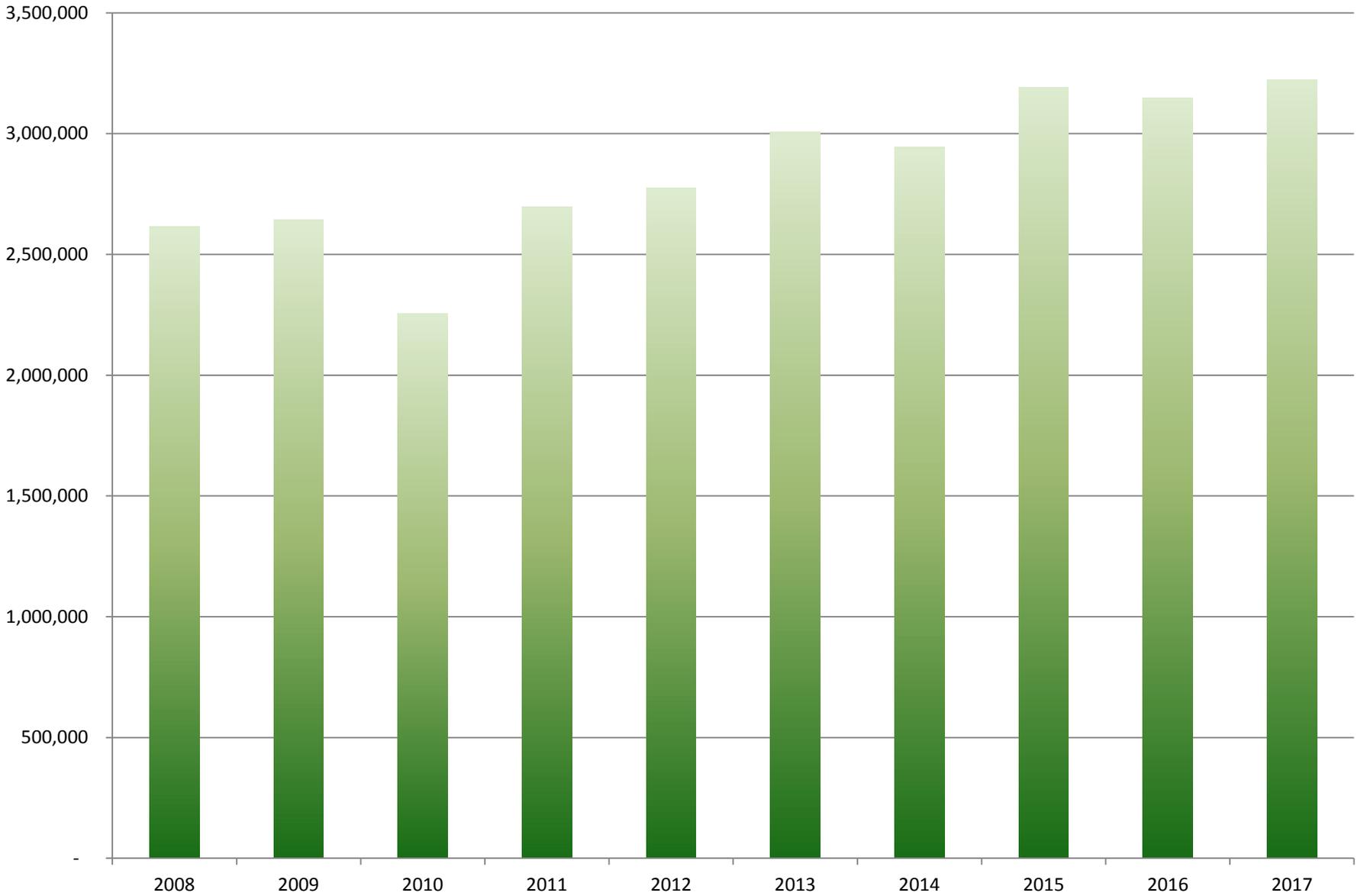
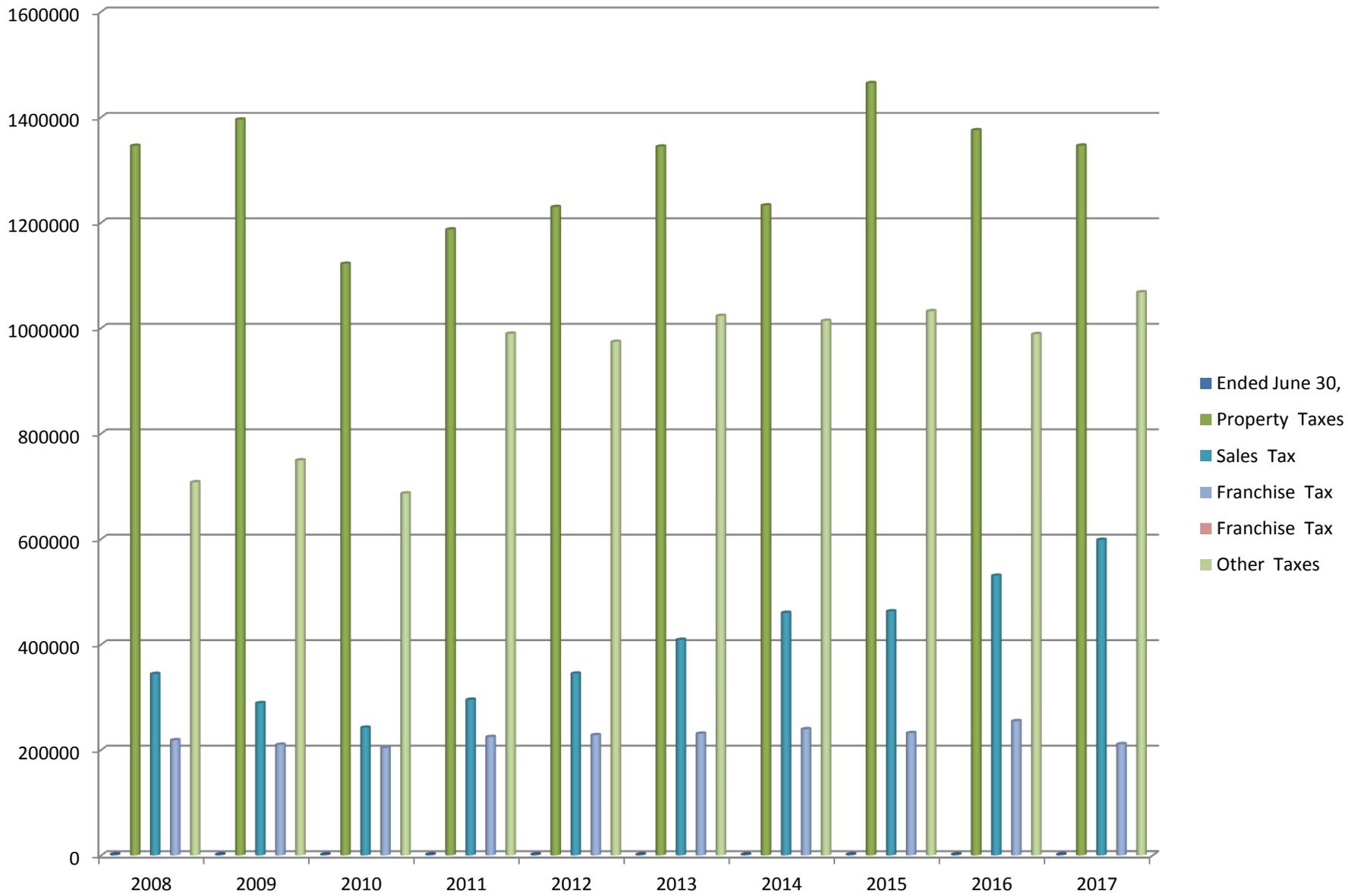


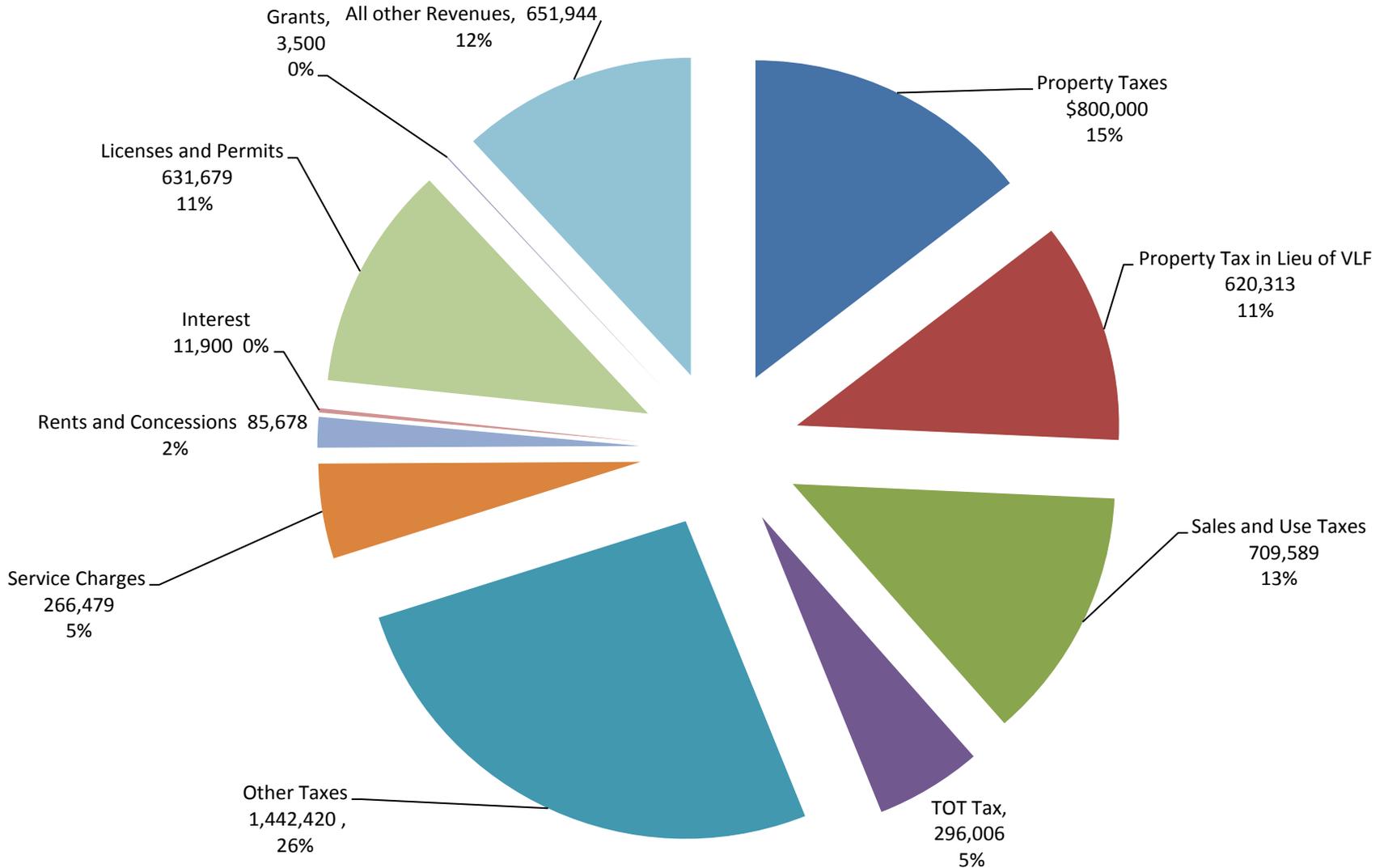
# City Revenues

## Total General Fund Tax Revenues

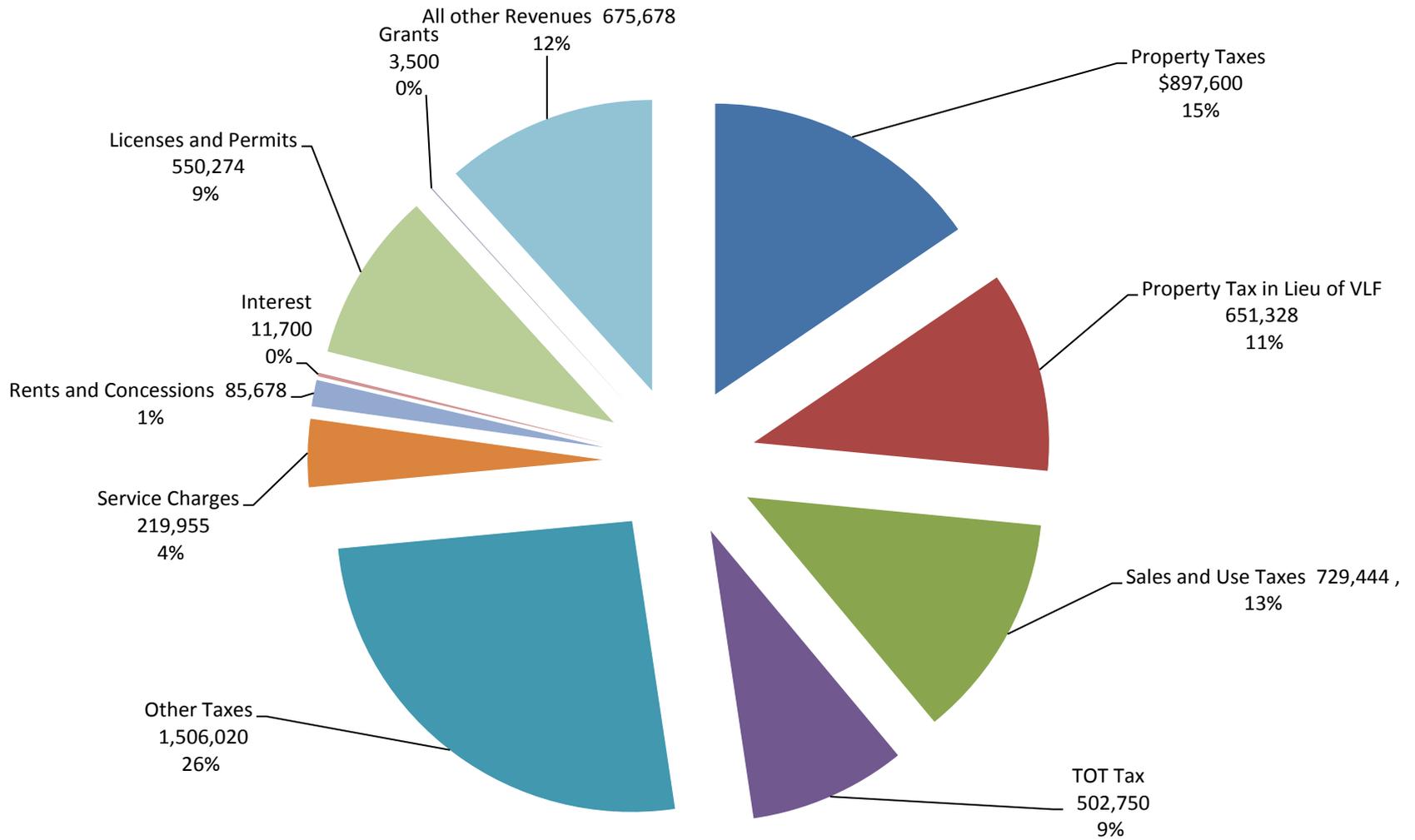




# 2018-2019 Budgeted General Fund Revenues \$5,519,508



# 2019-2020 Budgeted General Fund Revenues \$5,833,927



# City of Winters Land Use Designations

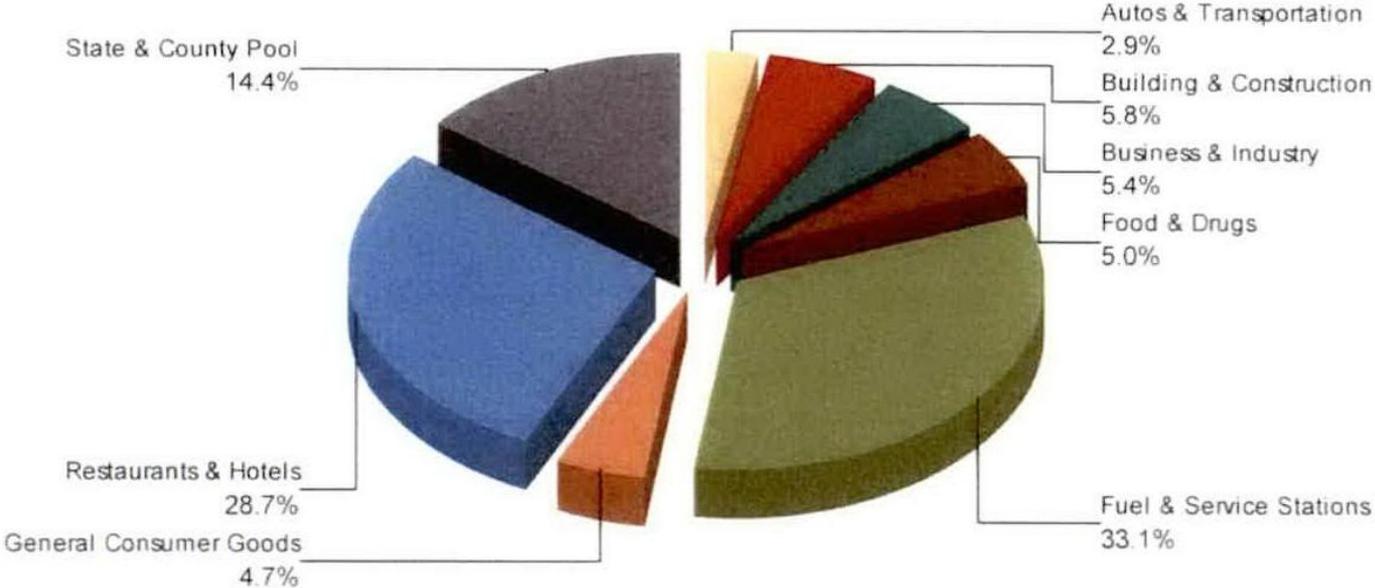
## General Plan Land Use Designations

- AG - Agriculture
- RR - Rural Residential
- LR - Low Density Residential
- MR - Medium Density Residential
- MHR - Medium/High Density Residential
- HR - High Density Residential
- NC - Neighborhood Commercial
- CBD - Central Business District
- HSC - Highway Service Commercial
- D-A - Downtown A (FBC)
- D-B - Downtown B (FBC)
- OF - Office
- BP - Business/Industrial Park
- LI - Light Industrial
- HI - Heavy Industrial
- PQP - Public Quasi Public
- RP - Parks & Recreation
- OS - Open Space
- City Limit



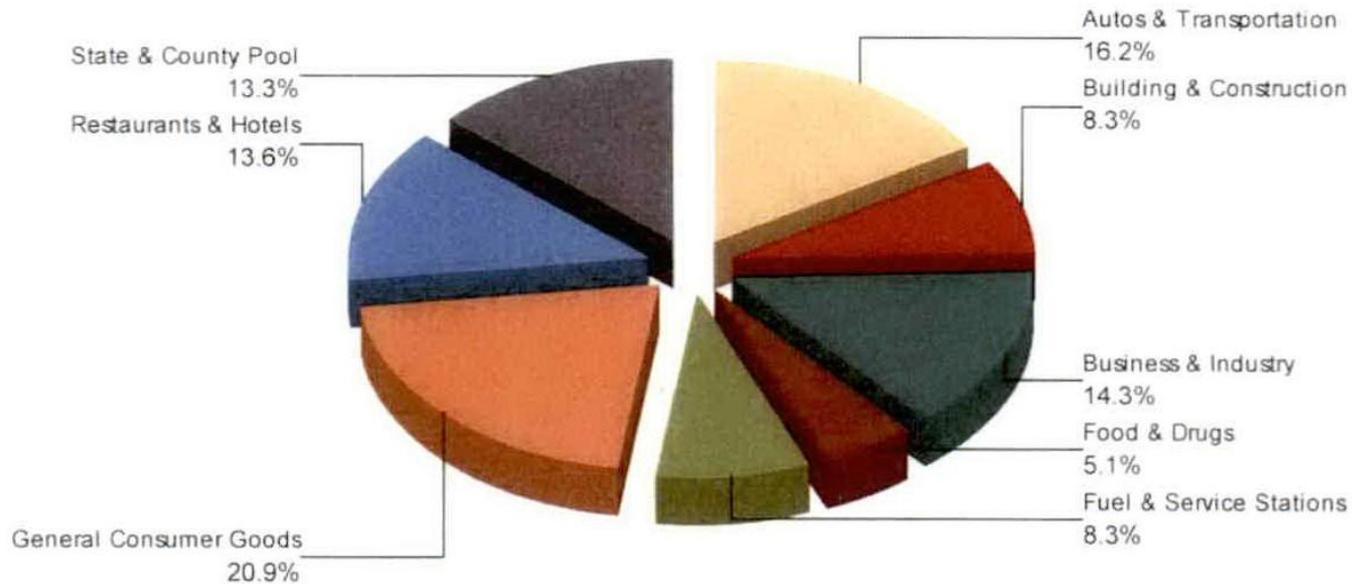
# Sales Tax Distribution

## City of Winters



# Statewide Sales Tax

HdL Client Database Statewide Totals



# Yolo County



## YOLO COUNTY ALL AGENCIES

### SALES TAX TRENDS FOR ALL AGENCIES - BY CALENDAR YEAR

Agency allocations reflect "point of sale" receipts

Agency Name	Count	Current Year* 2017	Prior Year* 2016	Share of County Pool	Actual Receipt: % Change	Adjusted* % Change
Winters	145	543,678	476,268	1.5%	+ 14.2%	+ 11.2%
Woodland	1,413	11,521,626	10,145,293	31.5%	+ 13.6%	+ 8.3%
West Sacramento	1,414	14,520,145	13,584,962	39.7%	+ 6.9%	+ 6.8%
Yolo Co. Uninc	751	3,227,079	3,189,165	8.8%	+ 1.2%	+ 3.9%
Davis	1,396	6,763,641	6,624,165	18.5%	+ 2.1%	+ 1.6%
Totals	5,119	36,576,169	34,019,853	100.0%	+ 7.5%	+ 6.0%
Yolo Pool	6,378	4,902,774	6,090,366		- 19.5%	+ 3.7%

# State- Major Industry Groups

Sales Tax by Major Industry Group

General Consumer Goods  
Count: 577,412

Autos And Transportation  
Count: 85,629

Business And Industry  
Count: 318,088

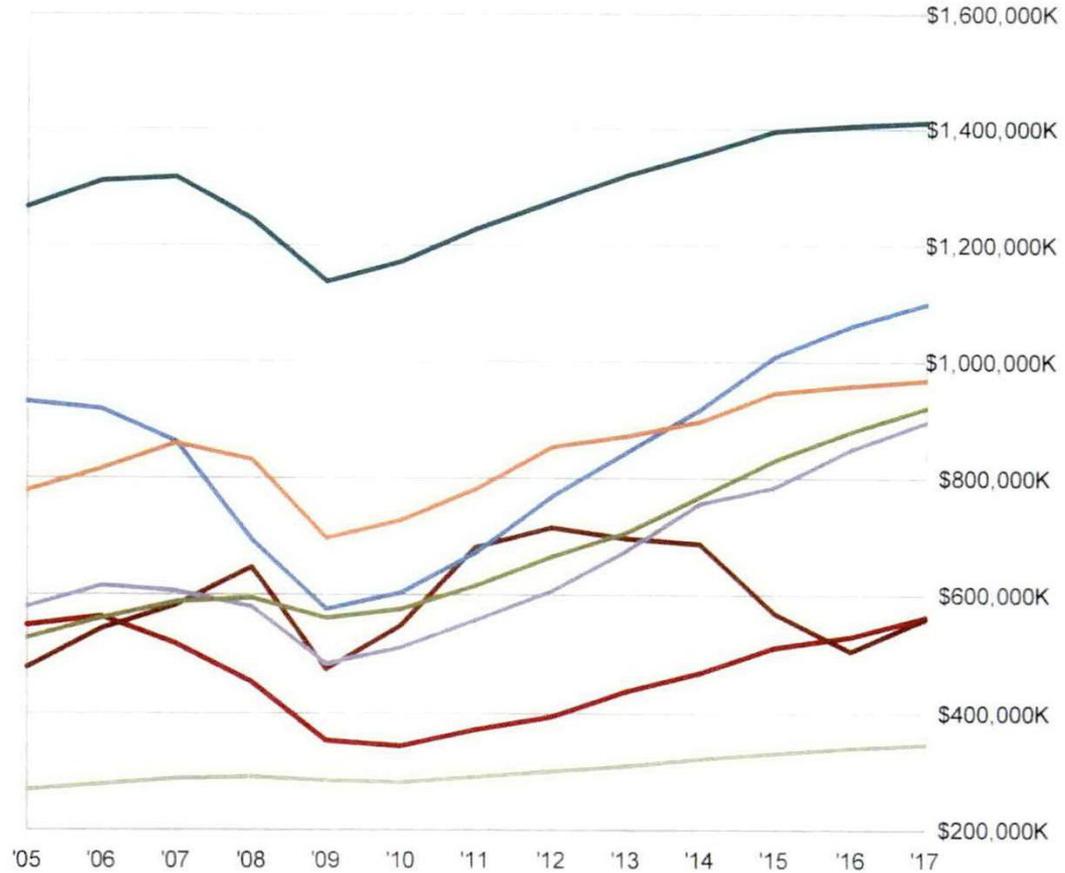
Restaurants And Hotels  
Count: 120,975

State & County Pools

Building And Construction  
Count: 40,952

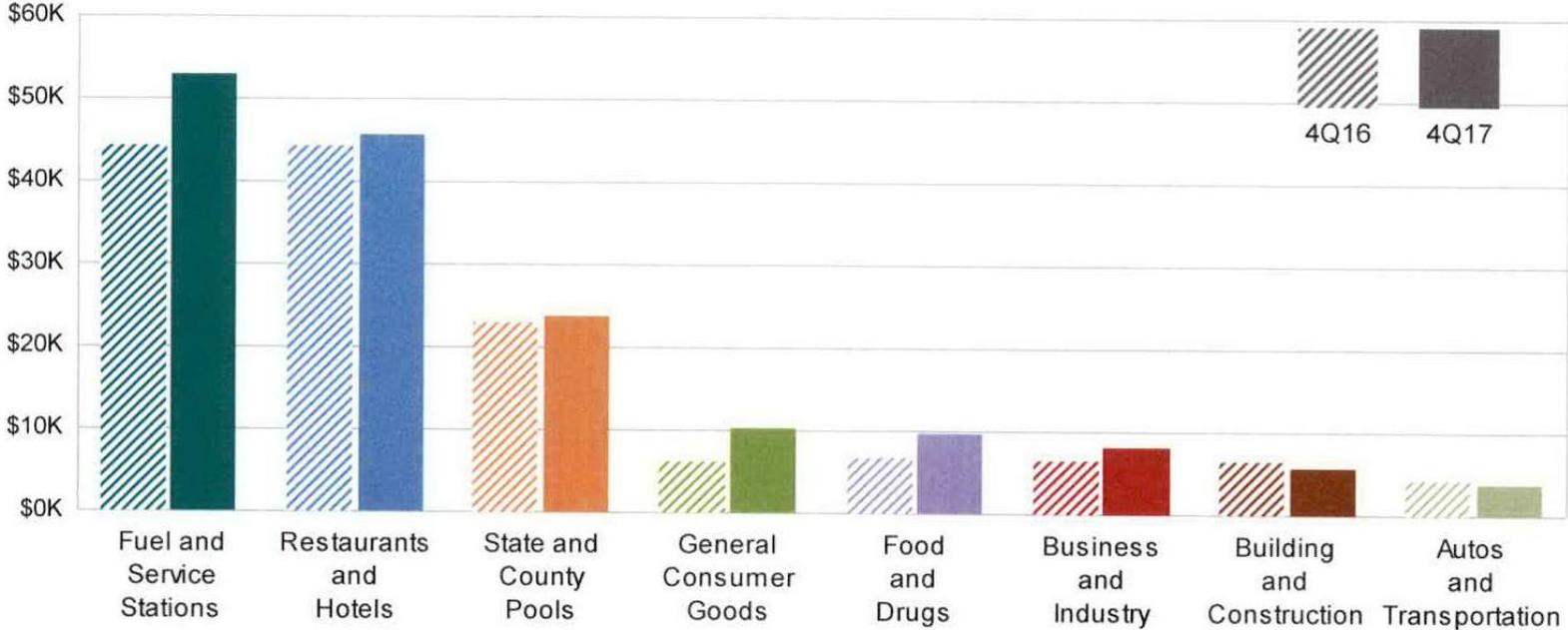
Fuel And Service Stations  
Count: 13,897

Food And Drugs  
Count: 48,601

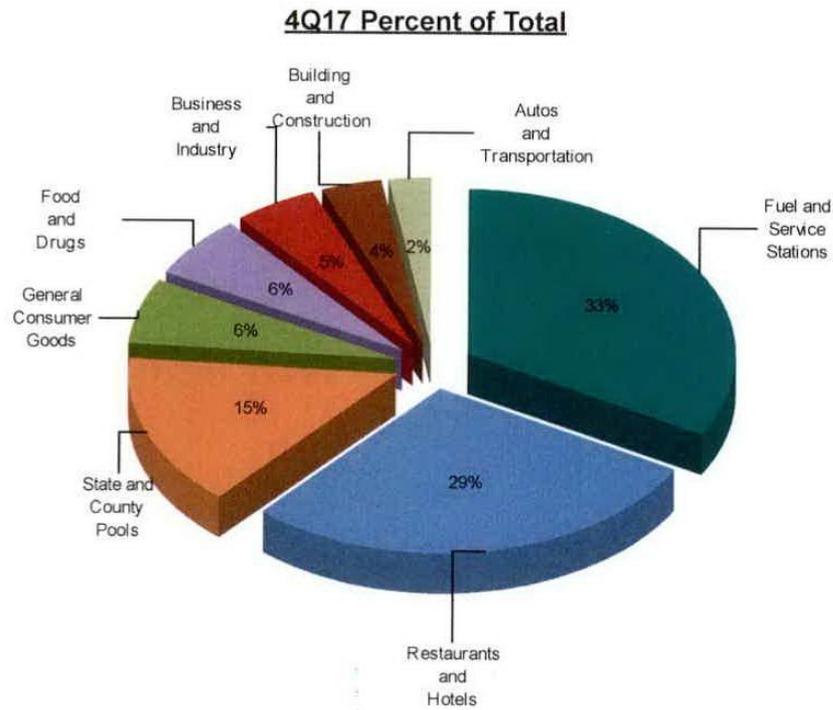


# City Comparison

4Q16 Compared To 4Q17



# City- 4<sup>th</sup> Qrtr 2017



# 4<sup>th</sup> Qtr 2017



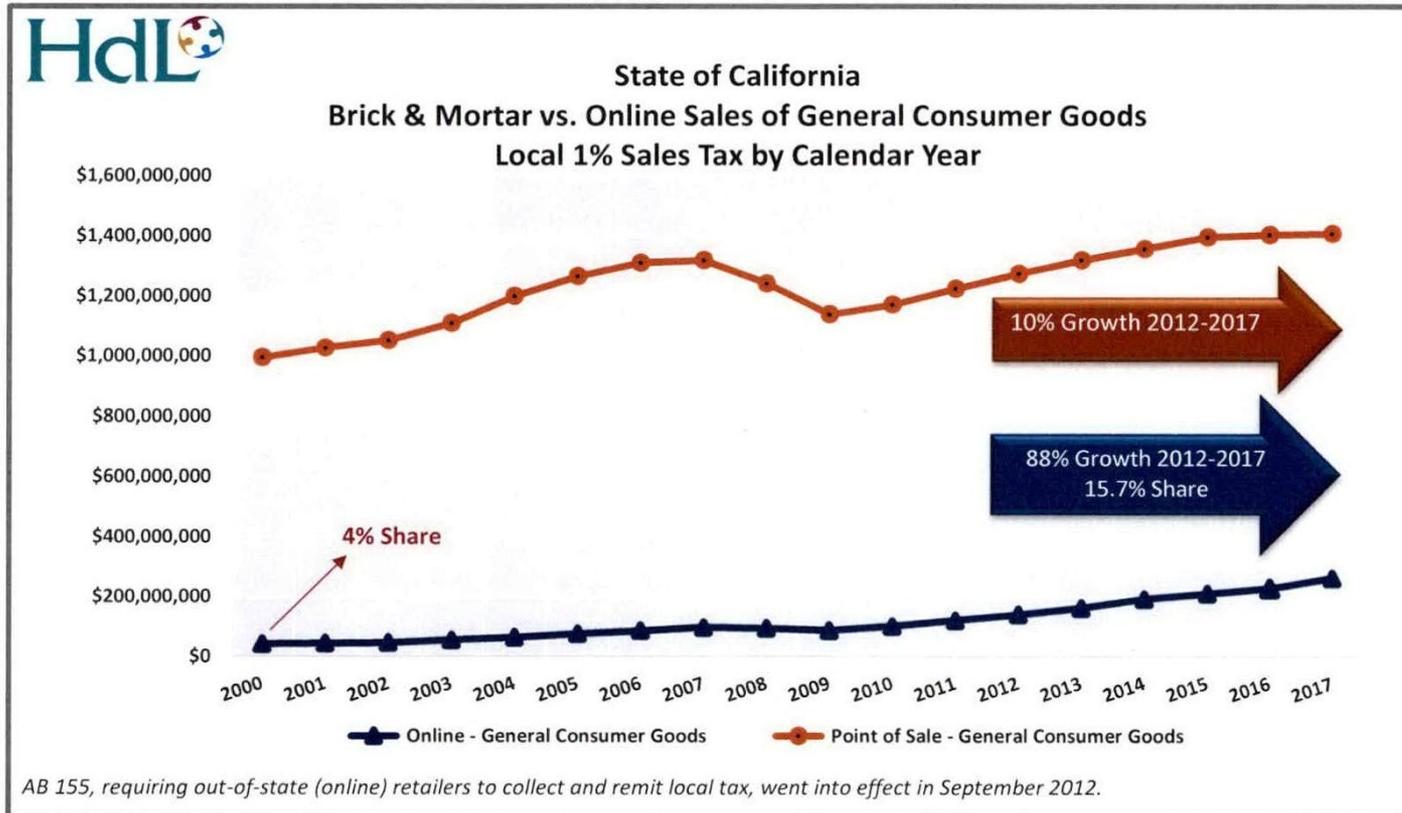
## YOLO COUNTY ALL AGENCIES

### SALES TAX TRENDS FOR ALL AGENCIES - 4Q 2017 SALES

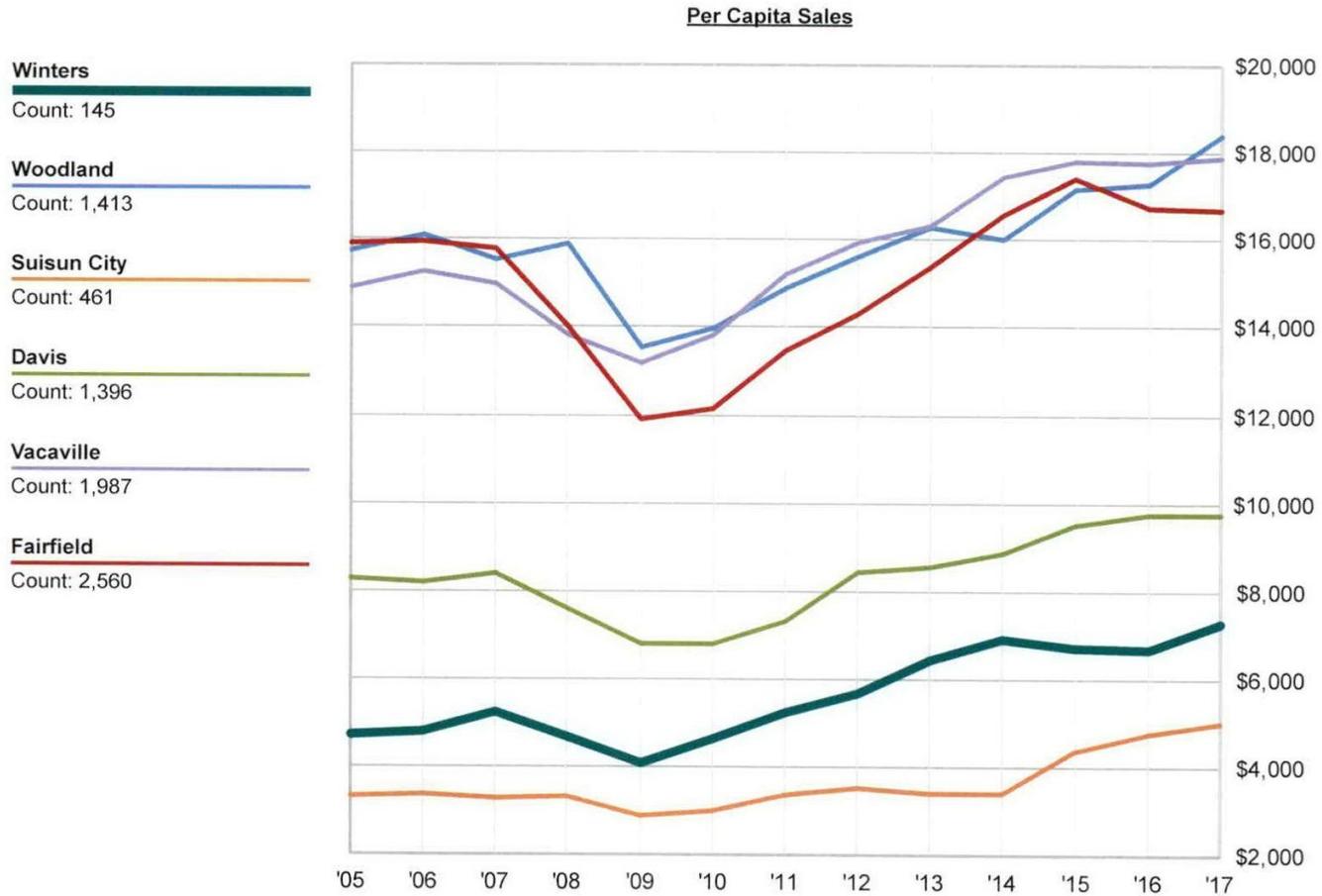
Agency allocations reflect "point of sale" receipts

Agency Name	Count	Current Year* 4Q 2017	Prior Year* 4Q 2016	Share of County Pool	Actual Receipts % Change	Adjusted* % Change
Yolo Co. Uninc	751	906,996	741,365	9.3%	+ 22.3%	+ 23.9%
Woodland	1,413	3,046,986	2,666,211	31.3%	+ 14.3%	+ 13.4%
West Sacramento	1,414	3,834,536	3,393,229	39.4%	+ 13.0%	+ 11.8%
Winters	145	136,653	119,579	1.4%	+ 14.3%	+ 9.6%
Davis	1,396	1,796,293	1,702,081	18.5%	+ 5.5%	+ 5.2%
Totals	5,119	9,721,464	8,622,464	100.0%	+ 12.7%	+ 12.0%
Yolo Pool	6,378	1,686,970	1,657,674		+ 1.8%	+ 5.9%

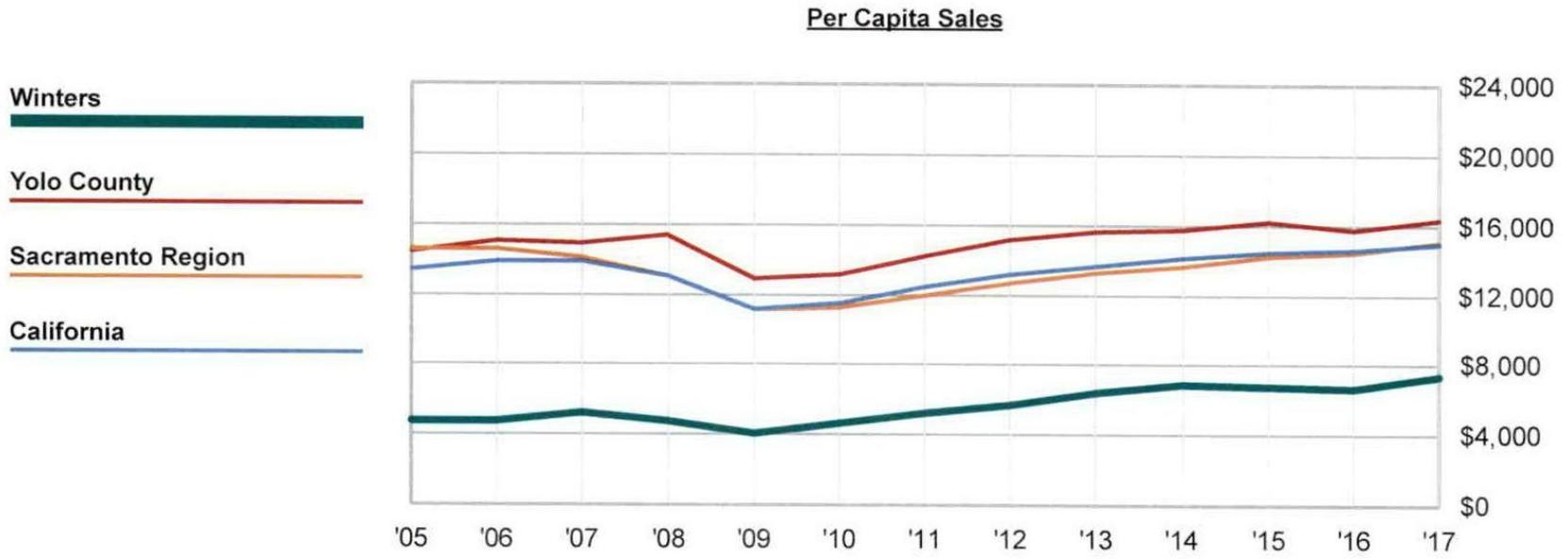
# Online vs Brick



# Sales Tax Comparison



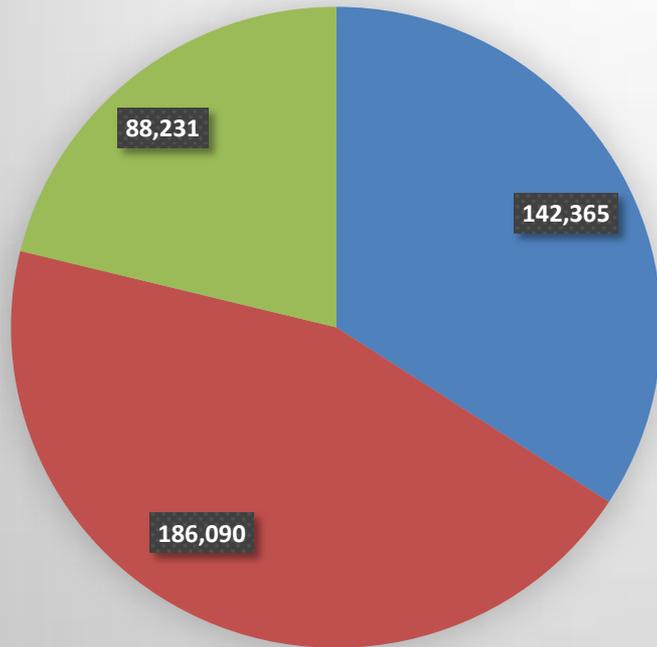
# Per Capita



Periods shown reflect the period in which the sales occurred - Point of Sale

# Sales Tax Zones

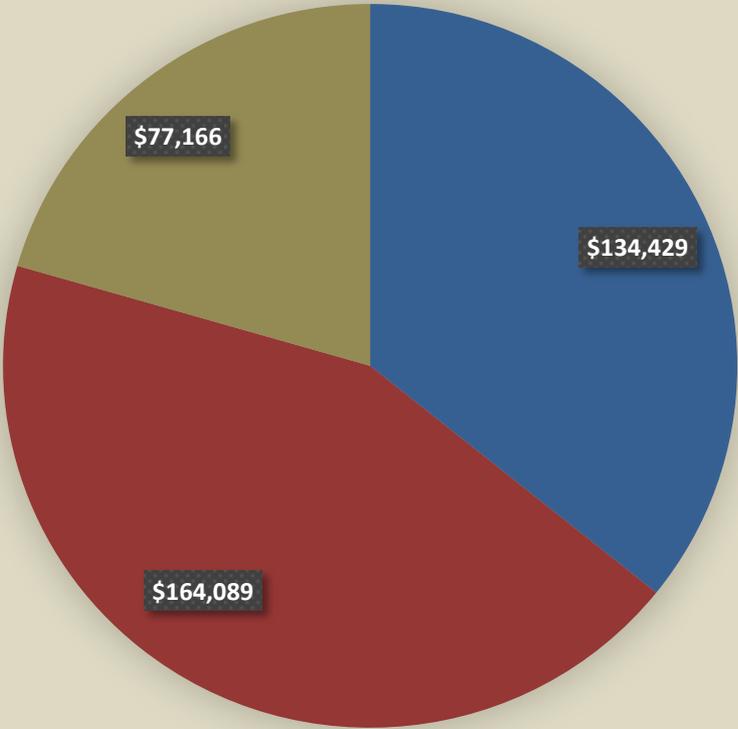
Salex Tax Revenues 2017 Fiscal Year



- Main Street Merchants (40 Businesses, 34% Total Revenue)
- Freeway Business Area (4 Businesses, 44% Total Revenue)
- Grant Avenue Corridor (9 Businesses, 22% Total Revenue)

# Total Sales Tax Revenues

Sales Tax Revenues 2016 Fiscal Year

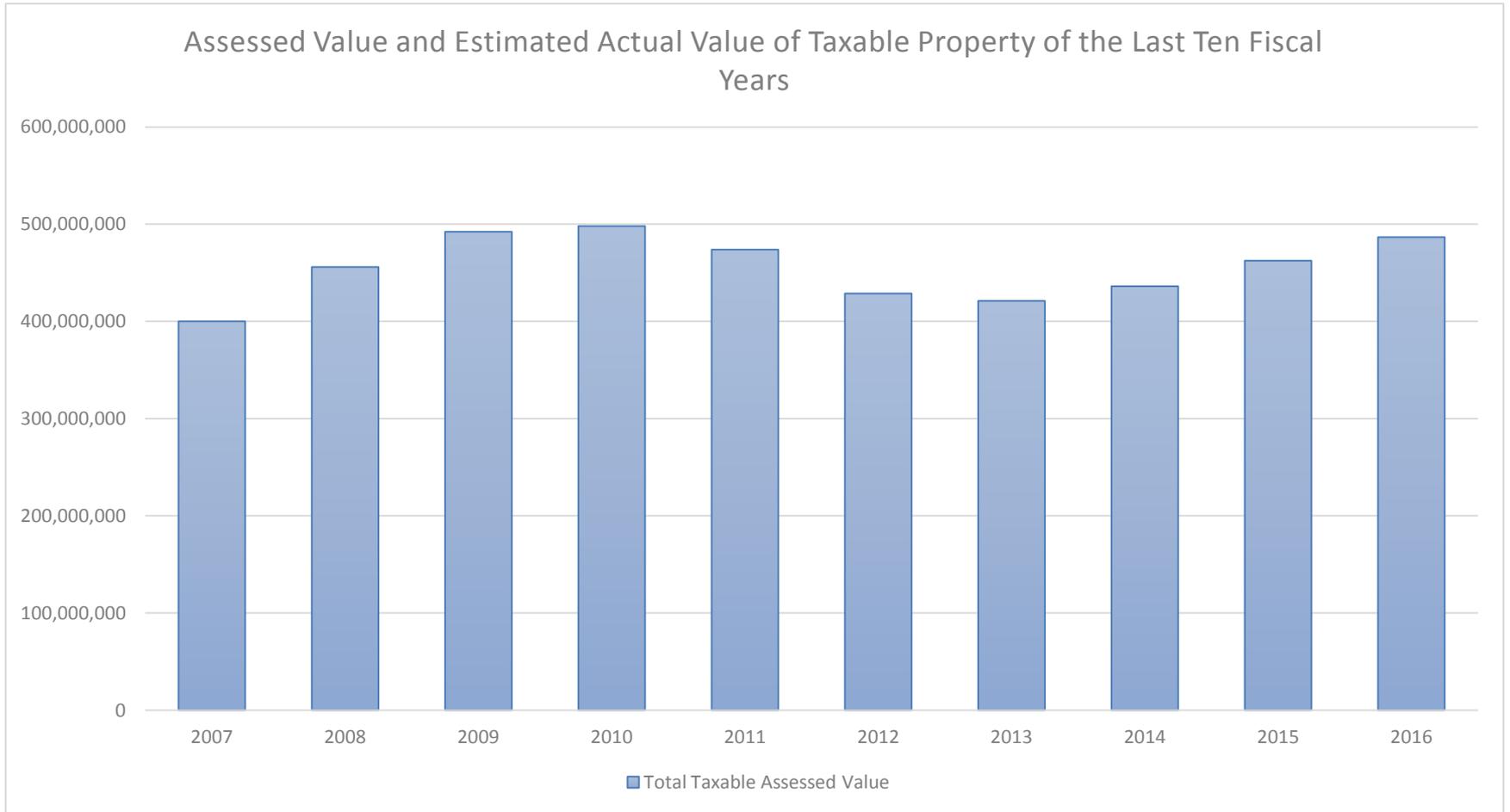


- Main Street Merchants (40 Businesses, 36% Total Revenue)
- Freeway Business Area (4 Businesses, 44% Total Revenue)
- Grant Avenue Corridor (9 Businesses, 20% Total Revenue)

# Property Tax- Assessed Valuation

<b>CITY OF WINTERS, CALIFORNIA</b>	
ASSESSSED VALUE AND ESTIMATED ACTUAL VALUE OF TAXABLE PROPERTY	
<b>Year Ended June 30,</b>	<b>Total Citywide Assessed Value</b>
2004	272,465,106.00
2005	303,712,025.00
2006	359,018,784.00
2007	399,988,122.00
2008	455,937,316.00
2009	492,219,254.00
2010	498,026,316.00
2011	473,823,122.00
2012	428,711,395.00
2013	421,099,025.00
2014	436,124,186.00
2015	462,397,673.00
2016	486,671,182.00
2017	511,578,637.00

# Assessed Valuation



# Jobs

## CITY OF WINTERS, CALIFORNIA

### PRINCIPAL EMPLOYERS CURRENT YEAR AND FIVE YEARS AGO

Employer	2016		2011	
	Number of Employees	Percent of Total Employment	Number of Employees	Percent of Total Employment
Mariani Nut Company	350	10.82%	200	7.33%
Winters Joint Unified School District	230	7.11%	220	8.06%
Buckhorn Restaruant	120	3.71%	100	3.67%
Double M Trucking	75	2.32%	70	2.57%
City of Winters	50.85	1.57%	43	1.58%
Pavestone	35	1.08%	50	1.83%
Town and Country	14	0.43%	14	0.51%
Vintage Paving	11	0.34%	9	0.33%
AM/PM	8	0.25%		
JDS	0	0.00%	13	0.48%
	<u>893.85</u>	<u>27.64%</u>	<u>719</u>	<u>26.35%</u>