



City of Palo Alto
Sales Tax Digest Summary
 FOURTH Quarter Collection of THIRD Quarter Sales
 08/12/2005 – 11/14/2005



Quarter 3, 2005

State Overview

California experienced continued growth during the year ended 3rd Quarter 2005. Cash receipts were up a total 10.6% statewide over the prior year. Northern California saw a 10.2% increase in cash receipts while Southern California saw a 10.9% increase.

City of Palo Alto Overview

After adjusting for anomalies, payments to prior periods, and late payments, the City's economic growth was 4.4% for the year ended 3rd Quarter 2005 over the prior year. On a quarterly basis, the economic growth was 2.3% from 3rd Quarter 2004 to 3rd Quarter 2005.

Regional Overview

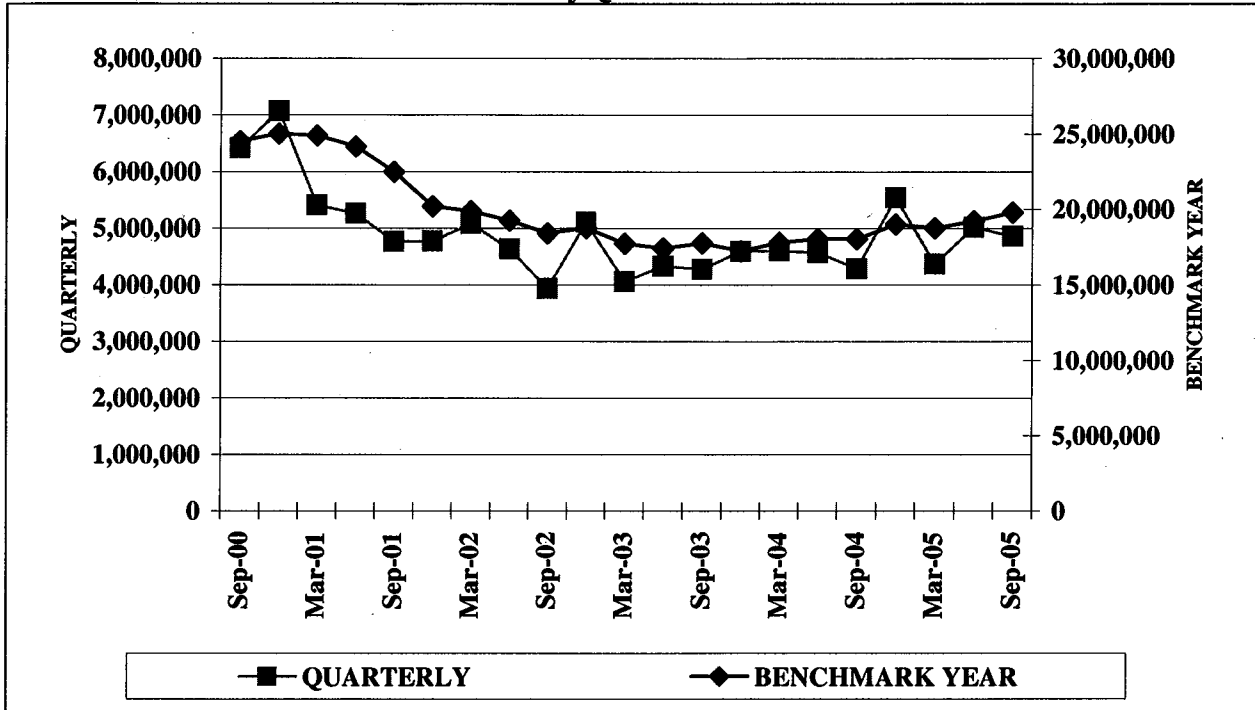
The following table analyzes the growth experienced in each of the State's seven regions. The figures have been adjusted for anomalies, payments to prior periods, late payments, etc. Values indicate the percentage change over the year.

ECONOMIC CATEGORY ANALYSIS FOR BENCHMARK YEAR ENDED 3 rd QUARTER 2005							
	City of Palo Alto	North Coast	S.F. Bay Area	South Coast	Inland Empire	Sacramento Valley	Central Valley
General Retail % Change	1.7	5.4	3.6	4.1	4.1	5.4	7.5
Food Products % Change	1.0	5.0	3.9	5.6	6.3	4.7	5.5
Construction % Change	33.4	8.4	3.3	6.1	16.3	7.4	12.2
Transportation % Change	8.4	9.6	7.2	9.1	14.6	9.0	12.2
Business to Business % Change	13.5	13.2	1.7	4.3	15.2	7.1	13.2
Miscellaneous % Change (low \$ base)	-42.9	15.6	4.1	6.9	13.1	-0.2	-4.7
TOTAL	4.4	7.7	4.0	5.8	10.8	6.8	9.7

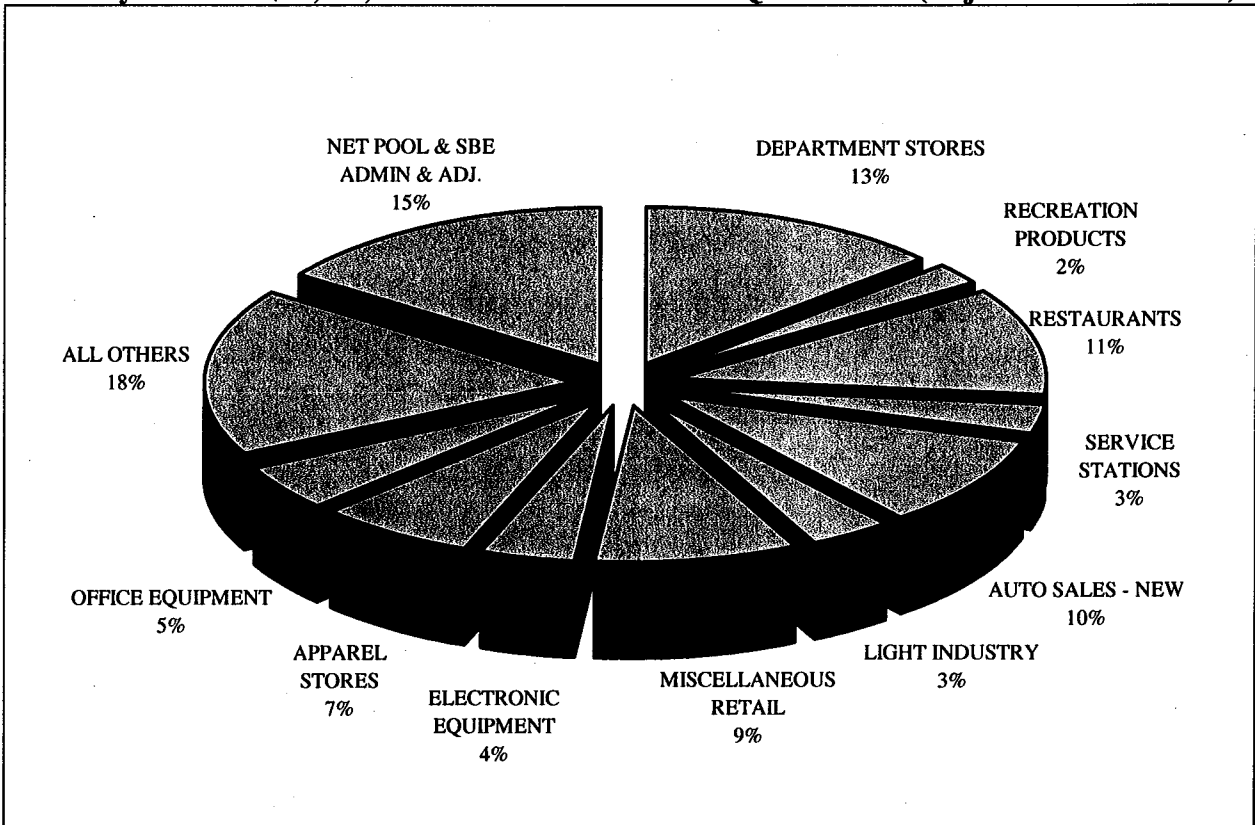
THREE LARGEST ECONOMIC SEGMENTS ANALYSIS FOR BENCHMARK YEAR ENDED 3 rd QUARTER 2005							
	City of Palo Alto	North Coast	S.F. Bay Area	South Coast	Inland Empire	Sacramento Valley	Central Valley
1 st Largest Segment % Change	Department Stores 1.2	Department Stores 3.9	New Auto Sales 5.0	Restaurants 5.4	New Auto Sales 11.7	New Auto Sales 6.6	Department Stores 8.7
2 nd Largest Segment % Change	Restaurants 2.0	New Auto Sales 13.2	Department Stores 5.3	New Auto Sales 4.5	Restaurants 5.8	Bldg. Matls. Wholesale 7.6	New Auto Sales 11.9
3 rd Largest Segment % Change	New Auto Sales 6.8	Bldg. Matls. Retail 9.0	Restaurants 5.5	Department Stores 3.5	Department Stores 5.7	Department Stores 7.4	Restaurants 6.0

City of Palo Alto

Historical Sales Tax Revenue Performance by Quarter and Benchmark Year



Total City Sales Tax \$19,783,009 for Benchmark Year 3rd Quarter 2005 (Adjusted for Anomalies)



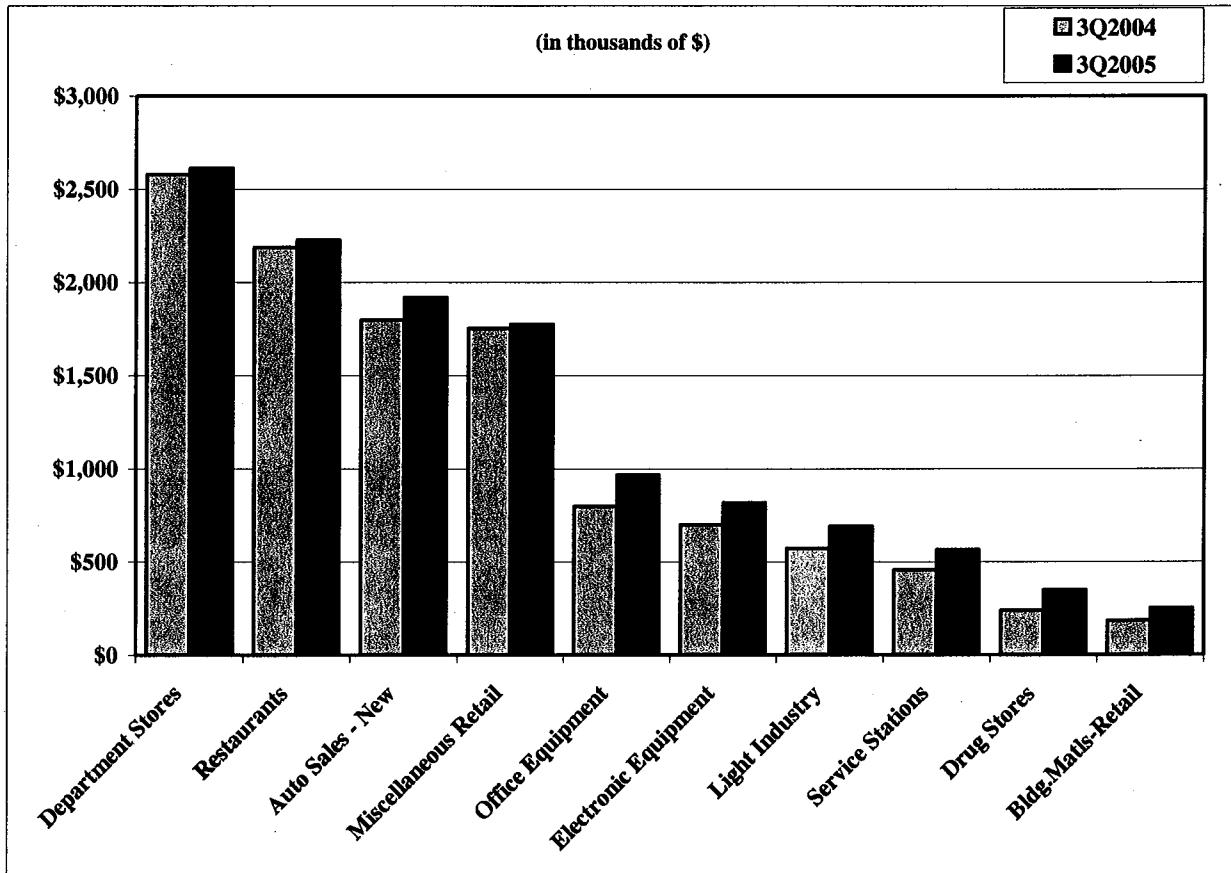
City of Palo Alto

Top 25 Sales/Use Tax Contributors

The following list identifies the top 25 Sales/Use Tax contributors in City of Palo Alto. The list is in alphabetical order and represents the most current four quarters. The Top 25 sales/use tax contributors generate 46.6% of the jurisdiction's total sales/use tax revenue.

AGILENT TECHNOLOGIES INC.	LONGS DRUG STORES
ANDERSON HONDA	MACY'S DEPARTMENT STORE
APPLE COMPUTERS	MAGNUSSEN TOYOTA
BLOOMINGDALE'S	NEIMAN MARCUS DEPARTMENT STORE
CARLSEN MOTOR CARS	NORDSTROM DEPARTMENT STORE
CARLSEN VOLVO	PENINSULA FORD OF PALO ALTO
CRATE & BARREL	TIFFANY & COMPANY
DOW JONES & COMPANY	VALERO SERVICE STATIONS
FRY'S ELECTRONICS	VARIAN INC.INSTRUMENT DIVISION
HEWLETT-PACKARD	VARIAN MEDICAL SYSTEMS
HOOVER PAVILION PHARMACY	WALGREEN'S DRUG STORES
INTEGRATED ARCHIVE SYSTEMS	WILLIAMS-SONOMA
KEEBLE & SHUCHAT PHOTOGRAPHY	

Sales Tax from the Ten Largest Non-confidential Business Segments (Benchmark Year)



City of Palo Alto

Historical Analysis by Calendar Quarter

ECONOMIC CATEGORY	%	2005/3	2005/2	2005/1	2004/4	2004/3	2004/2	2004/1	2003/4	2003/3
GENERAL RETAIL	37%	1,816,871	1,921,538	1,643,655	2,364,399	1,795,893	1,878,204	1,651,215	2,292,722	1,679,669
TRANSPORTATION	17%	802,271	703,284	637,807	696,935	694,050	657,317	662,487	605,955	712,889
BUSINESS TO BUSINESS	15%	740,781	810,456	775,427	751,029	636,459	705,212	664,429	716,670	645,564
FOOD PRODUCTS	14%	662,361	670,647	635,214	679,495	650,600	672,317	636,552	666,115	647,354
CONSTRUCTION	1%	66,608	76,715	75,427	75,497	63,109	53,087	51,356	53,052	51,681
MISCELLANEOUS	1%	31,978	32,384	46,613	40,287	190,040	22,962	23,436	28,611	22,230
NET POOLS/SBE ADMIN/ADJ.	15%	736,501	798,953	554,683	935,194	257,674	579,244	908,066	227,991	480,502
T O T A L S	100%	4,857,371	5,013,977	4,368,826	5,542,836	4,287,825	4,568,343	4,597,541	4,591,116	4,239,889
ECONOMIC SEGMENT										
DEPARTMENT STORES	12%	591,493	652,712	526,687	840,405	600,901	640,095	531,636	806,466	533,276
AUTO SALES - NEW	12%	559,390	464,091	434,462	462,081	472,229	446,700	444,419	434,250	530,335
RESTAURANTS	11%	557,852	568,753	536,934	564,160	547,194	566,170	531,872	543,177	542,020
MISCELLANEOUS RETAIL	8%	411,619	416,515	375,642	572,959	418,090	408,884	369,300	557,705	393,644
APPAREL STORES	7%	318,050	337,107	287,606	397,065	293,791	334,225	287,869	387,883	278,462
OFFICE EQUIPMENT	5%	247,891	242,408	214,396	262,189	170,782	204,227	225,753	198,513	193,271
ELECTRONIC EQUIPMENT	4%	178,508	226,050	259,303	153,949	160,002	182,906	169,789	187,149	172,871
LIGHT INDUSTRY	3%	165,099	188,602	157,640	180,349	147,569	155,964	122,271	146,987	133,162
SERVICE STATIONS	3%	158,099	152,370	120,045	136,373	125,389	128,693	108,160	94,748	109,263
RECREATION PRODUCTS	2%	110,169	118,176	93,015	127,650	112,919	123,237	96,560	125,625	113,693
DRUG STORES	2%	94,720	97,649	81,417	75,868	61,856	62,150	58,568	56,963	60,683
FOOD MARKETS	2%	91,846	87,831	85,041	99,915	90,644	92,927	92,272	107,930	93,259
BUSINESS SERVICES	2%	85,974	78,033	77,720	75,499	77,855	90,350	77,341	81,179	74,787
BLDG.MATLS-RETAIL	1%	57,408	64,770	64,523	64,981	53,885	44,483	42,051	44,562	42,074
LEASING	1%	40,373	41,220	42,829	45,836	55,608	50,616	46,402	49,797	51,118
AUTO PARTS/REPAIR	1%	27,389	29,598	29,489	27,208	31,014	32,011	30,661	28,633	29,472
HEALTH & GOVERNMENT	0%	19,761	18,280	24,858	20,906	17,142	14,208	17,699	16,267	15,224
LIQUOR STORES	0%	12,607	13,714	12,687	14,784	12,754	13,220	12,408	14,983	12,023
BLDG.MATLS-WHLSL	0%	9,200	11,945	10,904	10,516	9,224	8,604	9,305	8,490	9,607
MISCELLANEOUS OTHER	0%	7,321	14,104	6,951	13,454	6,898	8,754	5,737	12,320	7,006
ALL OTHER										
NET POOLS/SBE ADMIN/ADJ.	8%	376,101	391,096	371,994	461,495	564,405	380,675	409,402	459,498	364,137
NET POOLS/SBE ADMIN/ADJ.	15%	736,501	798,953	554,683	935,194	257,674	579,244	908,066	227,991	480,502
T O T A L S	100%	4,857,371	5,013,977	4,368,826	5,542,836	4,287,825	4,568,343	4,597,541	4,591,116	4,239,889

City of Palo Alto

And Selected Northern California

Jurisdiction	2005/3					2004/3					Decline		
	General Retail	Food Products	Transportation	Construction	Business to Business	Miscellaneous	Total	% Chg	Gain	Gain	Total	% Chg	Gain
SAN JOSE	6.9%	2.6%	14.4%	11.2%	4.5%	18.4%	30,196,867	27,931,998	8.1%	SERVICE STATIONS	OFFICE EQUIPMENT	BUSINESS SERVICES	ELECTRONIC EQUIPMENT
SACRAMENTO UNINCORP	-0.3%	2.4%	11.3%	12.0%	7.7%	-20.7%	18,886,258	17,697,410	6.7%	SERVICE STATIONS	BLDG.MATLS-WHSL	HEAVY INDUSTRY	FURNITURE/APPLIANCE
SACRAMENTO	4.2%	4.3%	5.1%	12.0%	8.0%	0.3%	15,420,483	14,488,597	6.4%	SERVICE STATIONS	BLDG.MATLS-WHSL	AUTO SALES - NEW	MISC. VEHICLE SALES
ROSEVILLE	5.9%	7.9%	11.7%	16.8%	3.3%	-13.2%	10,047,778	9,212,503	9.1%	AUTO SALES - NEW	SERVICE STATIONS	ELECTRONIC EQUIPMENT	FURNITURE/APPLIANCE
SANTA CLARA	5.0%	1.1%	7.2%	5.7%	11.6%	-15.0%	7,959,051	7,447,984	6.9%	ELECTRONIC EQUIPMENT	SERVICE STATIONS	HEALTH & GOVERNMENT	RECREATION PRODUCTS
SANTA ROSA	1.4%	3.3%	10.0%	9.0%	16.5%	0.8%	7,492,500	7,049,644	6.3%	SERVICE STATIONS	BLDG.MATLS-RETAIL	MISCELLANEOUS OTHER	FURNITURE/APPLIANCE
HAYWARD	0.8%	10.3%	11.3%	11.5%	-1.2%	23.0%	6,547,069	6,190,058	5.8%	AUTO SALES - NEW	BLDG.MATLS-WHSL	AUTO PARTS/REPAIR	LIGHT INDUSTRY
SAN LEANDRO	4.6%	1.7%	16.2%	15.8%	6.9%	869.7%	5,197,629	4,622,855	12.4%	HEALTH & GOVERNMENT	BLDG.MATLS-WHSL	LIGHT INDUSTRY	FLORIST/NURSERY
WALNUT CREEK	4.7%	4.8%	12.2%	17.6%	6.6%	-6.7%	4,557,517	4,220,817	8.0%	AUTO SALES - NEW	SERVICE STATIONS	AUTO SALES - USED	OFFICE EQUIPMENT
CITY OF PALO ALTO	1.2%	1.0%	5.6%	5.5%	16.4%	33.2%	1,120,872	1,030,152	2.3%	AUTO SALES - NEW	OFFICE EQUIPMENT	CLOSED ACCT-ADJUSTMT	FURNITURE/APPLIANCE
REDWOOD CITY	10.5%	6.3%	8.2%	18.1%	-5.3%	0.0%	3,879,285	3,637,504	6.6%	SERVICE STATIONS	BLDG.MATLS-WHSL	OFFICE EQUIPMENT	ELECTRONIC EQUIPMENT
SAN MATEO	2.9%	5.3%	10.3%	5.7%	-14.6%	-17.2%	3,635,310	3,526,510	3.1%	SERVICE STATIONS	APPAREL STORES	OFFICE EQUIPMENT	LEASING
BERKELEY	-1.4%	3.0%	8.4%	5.7%	5.0%	-10.4%	3,228,350	3,149,650	2.5%	SERVICE STATIONS	RESTAURANTS	FURNITURE/APPLIANCE	HEALTH & GOVERNMENT
GILROY	12.1%	5.9%	14.1%	9.0%	-1.5%	-35.8%	3,201,653	2,898,318	10.5%	DEPARTMENT STORES	SERVICE STATIONS	LIGHT INDUSTRY	CLOSED ACCT-ADJUSTMT
MILPITAS	-2.7%	2.5%	-3.7%	-4.3%	-8.6%	-4.5%	3,026,248	3,141,265	-3.7%	APPAREL STORES	SERVICE STATIONS	ELECTRONIC EQUIPMENT	FURNITURE/APPLIANCE
SOUTH SAN FRANCISCO	-16.6%	12.0%	-1.1%	17.9%	54.8%	-3.3%	3,005,536	2,658,436	13.1%	CHEMICAL PRODUCTS	BLDG.MATLS-RETAIL	MISCELLANEOUS RETAIL	AUTO SALES - NEW
ANTIOCH	2.7%	1.0%	5.7%	29.2%	15.9%	-16.0%	2,482,195	2,313,561	7.3%	BLDG.MATLS-RETAIL	SERVICE STATIONS	DEPARTMENT STORES	LIGHT INDUSTRY
CAMPBELL	-11.4%	2.5%	14.0%	6.0%	9.9%	9.2%	2,028,339	2,008,675	1.0%	SERVICE STATIONS	BLDG.MATLS-RETAIL	FURNITURE/APPLIANCE	MISCELLANEOUS RETAIL
PITTSBURG	1.5%	0.2%	25.8%	5.6%	-13.5%	-38.9%	1,924,543	1,780,740	8.1%	AUTO SALES - NEW	SERVICE STATIONS	HEAVY INDUSTRY	APPAREL STORES
LOS GATOS	6.1%	6.4%	23.1%	28.4%	23.0%	19.7%	1,913,793	1,682,124	13.8%	AUTO SALES - NEW	MISCELLANEOUS RETAIL	RECREATION PRODUCTS	FLORIST/NURSERY
SAN RAMON	3.7%	0.8%	22.5%	7.6%	-4.0%	-26.5%	1,851,132	1,773,382	4.4%	ENERGY SALES	SERVICE STATIONS	ELECTRONIC EQUIPMENT	OFFICE EQUIPMENT
UNION CITY	3.4%	-1.4%	15.9%	1.6%	-4.0%	44.5%	1,814,307	1,781,581	1.8%	BLDG.MATLS-WHSL	SERVICE STATIONS	ELECTRONIC EQUIPMENT	BLDG.MATLS-RETAIL
EMERYVILLE	8.1%	-4.0%	52.8%	8.2%	-7.2%	400.0%	1,783,174	1,702,525	4.7%	FURNITURE/APPLIANCE	APPAREL STORES	LIGHT INDUSTRY	OFFICE EQUIPMENT
ROHNERT PARK	1.1%	4.8%	-3.7%	4.0%	14.6%	-14.9%	1,738,575	1,684,782	3.2%	DEPARTMENT STORES	OFFICE EQUIPMENT	AUTO SALES - NEW	FURNITURE/APPLIANCE
PLEASANT HILL	-4.7%	2.8%	23.2%	18.9%	15.6%	-18.8%	1,521,643	1,490,791	2.1%	SERVICE STATIONS	ENERGY SALES	FURNITURE/APPLIANCE	OFFICE EQUIPMENT
MENLO PARK	-17.9%	0.8%	-27.9%	2.5%	4.1%	7.6%	1,427,942	1,527,255	-6.5%	OFFICE EQUIPMENT	CHEMICAL PRODUCTS	AUTO SALES - NEW	MISCELLANEOUS RETAIL
EAST PALO ALTO	0.8%	-2.1%	15.9%	4.9%	1.8%	5.2%	695,062	677,118	2.7%	BLDG.MATLS-RETAIL	SERVICE STATIONS	FOOD MARKETS	FLORIST/NURSERY

City of Palo Alto

CITY OF PALO ALTO - SELECTED GEOGRAPHICAL AREAS OF THE CITY

BENCHMARK YEAR 3RD QUARTER 2005

	03/2	03/3	03/4	04/1	04/2	04/3	04/4	05/1	05/2	05/3
California	922,336	914,192	914,947	924,249	924,989	921,969	920,331	893,255	917,261	921,667
Downtown	2,346,740	2,349,367	2,341,736	2,363,795	2,388,619	2,401,661	2,442,102	2,336,492	2,369,390	2,408,530
Stanford Shopping Center	4,486,073	4,482,691	4,578,277	4,725,932	4,811,994	4,904,483	4,942,092	4,969,410	5,015,949	5,015,949
Town and Country	304,609	304,609	312,529	315,892	312,538	310,833	304,783	305,580	311,821	314,504

