

DISCUSSION:

HdL has been in operation since 1983 and has developed California's first computerized sales tax management program that allows verification of the Department of Tax and Fee Administration's allocation of sales tax revenues to local governments. HdL is specialized in sales and use tax analysis and has extensive experience identifying and correcting "point of sale" allocation errors, misallocations and other misreported sales transactions that result in recovered sales tax revenues for the City. The firm's specialized services include providing quarterly updates to the City through a confidential quarterly sales tax report that identifies changes in sales by major outlets, by category, and areas of growth. Additionally, HdL provides non-confidential quarterly newsletters with economic and sales tax trends by major groups without disclosing confidential information.

HdL currently serves over 400 government agencies in six states and has recovered more than \$1.8 billion in revenue for its clients via its tax auditing services. HdL's team has extensive economic development, finance and local government experience that allows them to analyze the City's revenue in detail and provide relevant, useful and timely information to support business retention/expansion programs and financial strategies.

FISCAL IMPACT:

There is no direct fiscal impact associated with presentation of this report.

Prepared by: Edward Enriquez, Chief Financial Officer / City Treasurer
Approved as to availability of funds: Edward Enriquez, Chief Financial Officer / City Treasurer
Approved by: Moises Lopez, Deputy City Manager

Attachment: Presentation