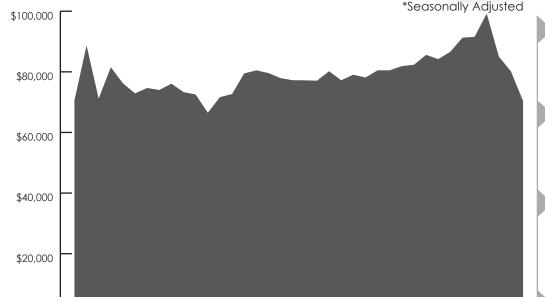
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- TOT revenue was \$70,324, down 12.2% from the previous quarter.
- Q2 17 TOT revenue is up \$3,830 or 5.7% since the recession low in Q4 10.
- Current revenue is down 23.2% from a year ago and down 17.9% from two years ago.
- TOT is down .3% when compared to our pre-recession level of Q1 08, valued at 100.

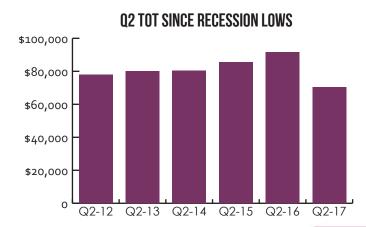
2ND QUARTER TREND

Q2 17 revenue is down following a strong growth period which lasted from 2015 – 2016. Total revenue received was just over \$70k, down 12.2% or \$9,800 from the previous quarter.

Source: County of El Dorado

This is just the second decrease in Q2 since 2011 and the third decrease in a row for tot revenue. Minor volatility between quarters has continued over the years due to seasonal changes, missed payments, and sometimes double payments. Overall, tot revenue is currently up 5.7% or \$3,830 since the recession low in Q4 10.

We hope to see tot quickly recover from these decreases.



Total decrease of 9.7%

