Q3 2016

City of Chula Vista Sales Tax *Update*

Fourth Quarter Receipts for Third Quarter Sales (July - September 2016)

Chula Vista In Brief

Chula Vista's receipts from July through September were 1.8% below the third sales period in 2015. Excluding reporting aberrations, actual sales were down 0.3%.

A taxpayer refund offset the spike in drugs and chemicals in the business and industry group. Once this onetime event was removed, actual returns were up 12.1%.

Several store closures negatively impacted general retail. Nonetheless, there were gains in family apparel, women's apparel and electronics. Lower fuel prices dampened receipts in fuel and service stations and depressed gross receipts overall.

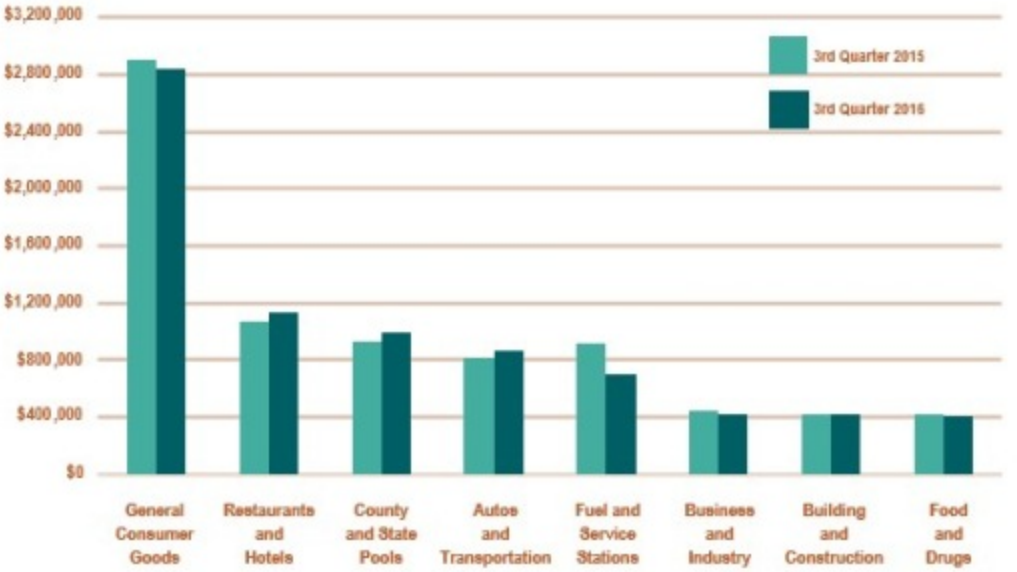
Summer sales activity in restaurants and hotels was higher than a year ago with leisure/entertainment performing the best. New auto sales surpassed regional trends posting a double digit increase.

The rise in the countywide use tax allocation pool was a significant factor this quarter.

Measure P, the half cent transactions tax approved by the voters in November will become effective April 1, 2017.

Net of aberrations, taxable sales for all of San Diego County grew 2.2% over the comparable time period; the Southern California region was up 1.5%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

- Arco AM PM (2)
- Best Buy
- Burlington Coat Factory
- Chevron
- Circle K
- Costco
- Fuller Ford/Kia
- Fuller Honda
- Home Depot
- Jeromes Furniture Warehouse
- Kohls
- Lowes
- Macys
- Marshalls
- Mossy Nissan Chula Vista
- Ralphs
- Ross
- Sears
- South Bay Motorsports
- Target
- Toyota/Scion
- Vons
- Walmart
- Youngevity

Revenue Comparison

Two Quarters – Fiscal Year To Date

	2015-16	2016-17
Point-of-Sale	$13,735,459	$13,651,652
County Pool	1,890,373	2,011,033
State Pool	7,054	4,760
Gross Receipts	$15,632,887	$15,667,445
Less Triple Flip*	$(3,908,222)	$0

**Reimbursed from county compensation fund*

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