Q4 2016

City of Chula Vista Sales Tax *Update*

First Quarter Receipts for Fourth Quarter Sales (October - December 2016)

Chula Vista In Brief

Chula Vista's receipts from October through December were 1.2% above the fourth sales period in 2015.

A onetime audit recovery for a business-industrial supplier boosted allocations from the countywide use tax pool.

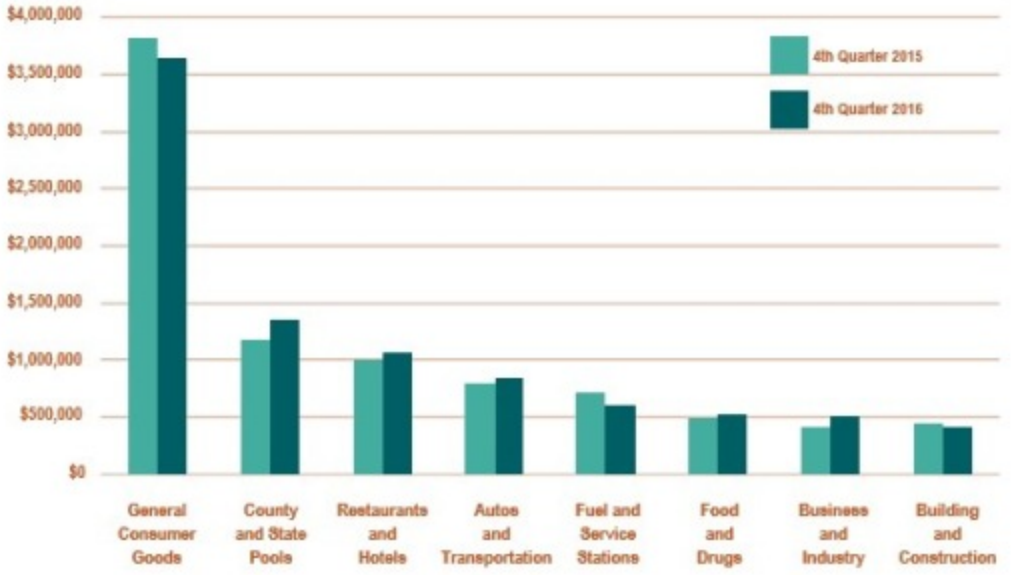
Business industrial receipts were also higher, lifted by an audit recovery for a heavy industrial vendor and positive drug/chemical postings. The opening of new outlets also propelled quick-service restaurants and specialty stores.

Significantly offsetting this progress, however, was a drop for discount department stores. The rate of decline exceeded statewide store averages as the strong dollar is likely discouraging spending from visitors across the border. A business closeout exacerbated this loss.

Measure P, the voter approved half-cent transactions tax, will become effective April 1, 2017.

Net of aberrations, taxable sales for all of San Diego County grew 2.6% over the comparable time period; the Southern California region was up 1.4%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

- Apple
- Arco AM PM
- Best Buy
- Burlington Coat Factory
- Chevron
- Costco
- Fuller Ford/Kia
- Fuller Honda
- Home Depot
- JC Penney
- Jeromes Furniture Warehouse
- Kohls
- Lowes
- Macys
- Marshalls
- Mossy Nissan Chula Vista
- Ralphs
- Ross
- Sears
- Target
- Toyota/Scion
- Toys R Us
- Vons
- Walmart
- Youngevity

Revenue Comparison

Three Quarters – Fiscal Year To Date

	2015-16	2016-17
Point-of-Sale	$21,403,030	$21,255,056
County Pool	3,055,291	3,351,740
State Pool	24,625	12,777
Gross Receipts	**$24,482,945**	**$24,619,574**
Less Triple Flip*	$(6,120,736)	$0

**Reimbursed from county compensation fund*

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