Q1 2017

City of Chula Vista Sales Tax *Update*

Second Quarter Receipts for First Quarter Sales (January - March 2017)

Chula Vista In Brief

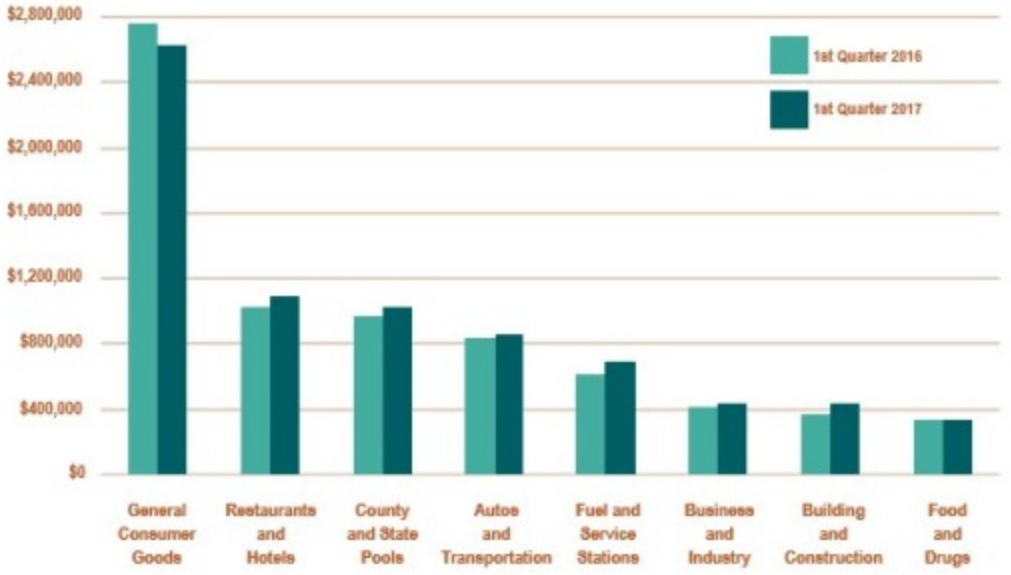
Chula Vista's receipts from January through March were 2.2% above 2016's first quarter results but payment aberrations skewed the data. Net of reporting anomalies, actual sales were up 1.3%.

Rebounding prices at the pump boosted fuel and service station totals. Onetime use tax payments and retroactive accounting adjustments combined to inflate building and construction gains but, net of those anomalies, growth in the building group easily outpaced county and statewide trends. Restaurant receipts, helped by new business additions, were solidly up. An expanding business contributed to business and industry results.

Multiple business categories in the general consumer goods category reported declines. Store closures and/or sagging sales affected receipts from department store, home furnishings, sporting goods and electronics/appliance store segments. Accounting adjustments that inflated year-ago receipts exaggerated the drop in the food and drugs group.

Net of aberrations, taxable sales for all of San Diego County grew 2.7% over the like sales period one year earlier; the Southern California region was up 2.0%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

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

Revenue Comparison

Four Quarters – Fiscal Year To Date

	2015-16	2016-17
Point-of-Sale	$27,777,225	$27,732,961
County Pool	4,025,489	4,363,342
State Pool	20,467	22,039
Gross Receipts	**$31,823,181**	**$32,118,342**
Less Triple Flip*	$(6,120,736)	$0
Measure P	$0	$1,862

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