Q2 2017

City of Chula Vista Sales Tax *Update*

Third Quarter Receipts for Second Quarter Sales (April - June 2017)

Chula Vista In Brief

Chula Vista's receipts from April through June were 1.1% above the second sales period in 2016. Excluding reporting aberrations, actual sales were up 2.7%.

Sales were brisk at local fast food restaurants thanks to attractive price points, enhanced quality and speedy service that is responsive to today's busy lifestyle. The opening of two new outlets further added to the bottom line.

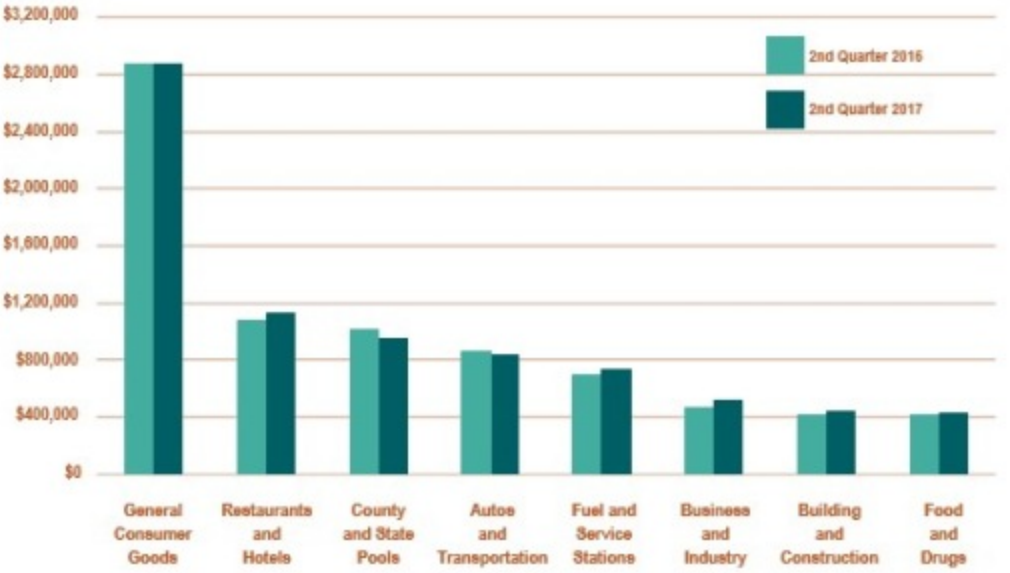
The return of higher gasoline prices at the pump also lifted proceeds at local service stations. Discount department stores additionally rebounded after several quarters of declines with the higher gas prices, as some of these stores also sell fuel. The recent increase in the value of the peso may have also aided returns as the peso's previous multi-year lows versus the dollar likely discouraged spending from visitors across the border.

Sales were lower for new car dealers, while home furnishings were depressed by a state payment correction.

Measure P, the voter approved half-cent transaction tax, added an additional $3,943,000 to the amounts previously discussed.

Net of aberrations, taxable sales for all of San Diego County grew 2.9% over the comparable time period; the Southern California region was up 3.4%.

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
- 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

One Quarter – Fiscal Year To Date

	2016-17	2017-18
Point-of-Sale	$6,865,363	$7,010,536
County Pool	1,016,271	963,619
State Pool	2,404	(3,669)
Gross Receipts	**$7,884,038**	**$7,970,486**
Less Triple Flip*	$0	$0
Measure P	$0	$3,943,337

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