Q3 2017

City of Chula Vista Sales Tax *Update*

Fourth Quarter Receipts for Third Quarter Sales (July - September 2017)

Chula Vista In Brief

Chula Vista's receipts from July through September were 5.1% above the third sales period in 2016. Excluding reporting aberrations, actual sales were up 3.9%.

Higher receipts from discount department stores accounted for nearly one-third of the quarter's overall improvement, with the recent opening of a new outlet in town helping to ramp-up results. Elevated gasoline prices further lifted returns at both the discount department stores that sell fuel and local service stations.

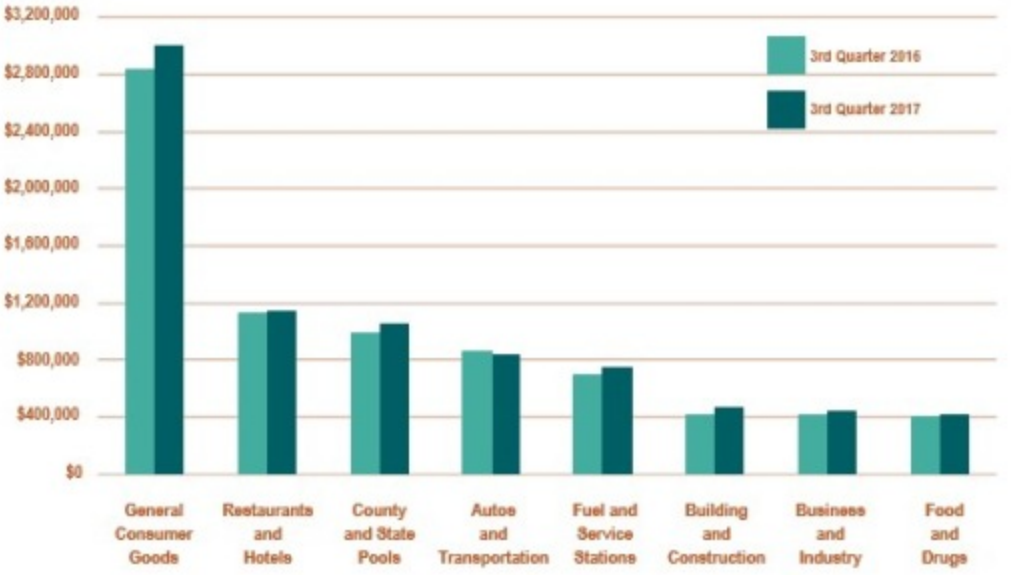
The opening of a new family apparel store added more to the bottom-line. Contractor supply sales also grew, but the gain was exaggerated by payment anomalies. Allocations from the countywide use-tax pool rose 6%.

New car sales, however, declined as car registrations in the United States fell for the first time this year since the end of the last recession.

Measure P, the voter approved half-cent transaction tax, added an additional $4,774,000 to the amounts previously described.

Net of aberrations, taxable sales for all of San Diego County grew 2.1% over the comparable time period; the Southern California region was up 3.1%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

- Apple
- Arco AM PM
- Best Buy
- Burlington
- Chevron
- Circle K
- Costco
- Home Depot
- Jeromes Furniture Warehouse
- Kohls
- Lowes
- Macys
- Marshalls
- Mossy Nissan
- Penske Ford Chula Vista
- Penske Honda 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	$6,786,288	$7,120,742
County Pool	994,762	1,055,532
State Pool	2,356	5,624
Gross Receipts	**$7,783,407**	**$8,181,898**
Measure P	$0	$4,773,967

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