Q4 2017

City of Chula Vista Sales Tax *Update*

First Quarter Receipts for Fourth Quarter Sales (October - December 2017)

Chula Vista In Brief

Chula Vista's receipts from October through December were 2.2% above the fourth sales period in 2016. Excluding reporting aberrations, actual sales were up 4.4%.

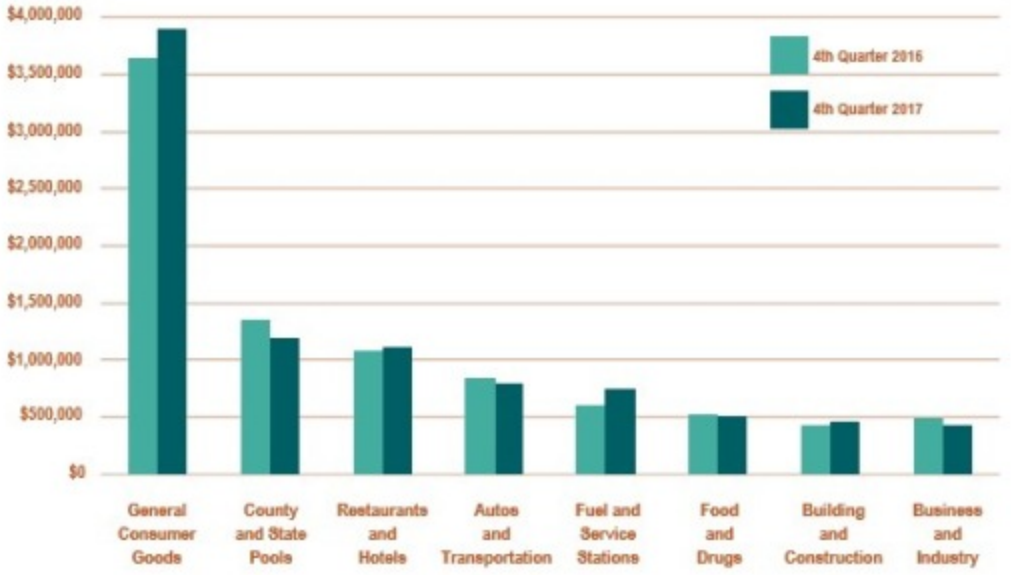
Synchronized global growth and disciplined OPEC oil production led to higher petroleum prices, benefiting the City's fuel and service station dealers. It also contributed to strong results at the local discount department outlets that sell gasoline. Recent merchant openings in town further benefited discount department store and family apparel postings. Electronic-appliance store results also improved.

A late vendor payment depressed the county use-tax pool, tempering the overall rate of progress. New car sales were also lower.

Measure P, the voter approved half-cent transaction tax, added an additional $5,085,000 to the amounts previously described.

Net of aberrations, taxable sales for all of San Diego County grew 3.0% over the comparable time period; the Southern California region was up 3.5%.

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
- JC Penney
- Jeromes Furniture Warehouse
- Kohls
- Lowes
- Macys
- Mossy Nissan Chula Vista
- Penske Ford Chula Vista
- Penske Honda Chula Vista
- Ralphs
- Ross
- Sears
- Target
- Toyota/Scion
- Toys R Us
- Vons
- Walmart
- Youngevity

Revenue Comparison

Two Quarters – Fiscal Year To Date

	2016-17	2017-18
Point-of-Sale	$14,389,693	$15,071,580
County Pool	2,335,470	2,250,120
State Pool	10,373	7,939
Gross Receipts	$16,735,536	$17,329,639
Measure P	$0	$9,858,765

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