Q2 2018

City of Chula Vista Sales Tax *Update*

Third Quarter Receipts for Second Quarter Sales (April - June 2018)

Chula Vista In Brief

Chula Vista's receipts from April through June were 5.2% below the second sales period in 2017 though the decline was the result of the State's transition to a new software and reporting system that caused a delay in processing thousands of payments statewide. Sizable local allocations remain outstanding, particularly for discount department stores, family apparel merchants, service stations, casual dining restaurants and building material suppliers. Excluding reporting aberrations, actual sales were up 3.9%.

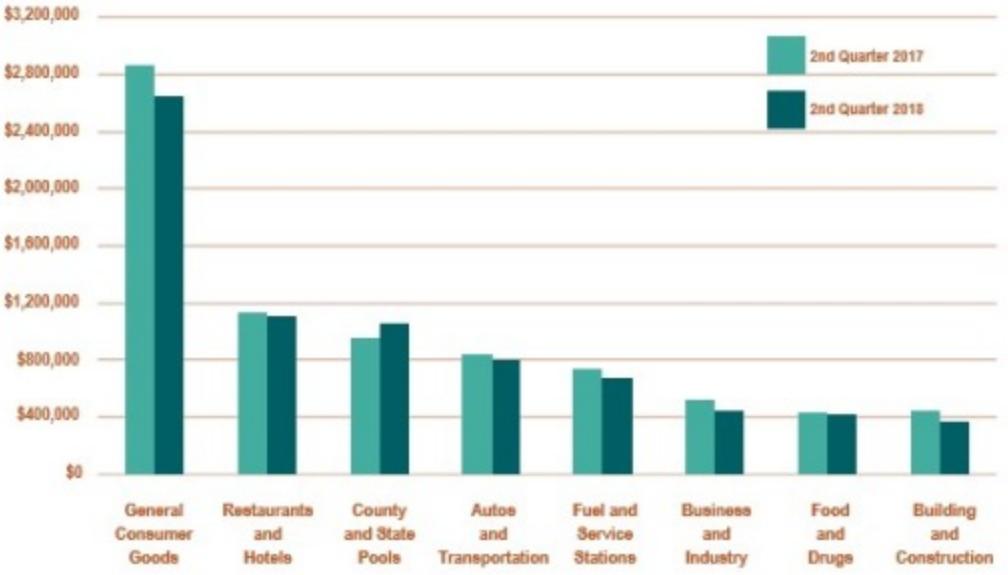
A significant factor in the real economic improvement was higher service station sales. Allocations have increased as global political tension and the robust economy has led to tightening fuel supplies and elevated prices.

The strong regional economy and higher consumer confidence also supported an increase in spending at local merchants.

Measure P, the voter approved half-cent transaction tax, added an additional $4,325,000 to the amounts previously discussed.

Net of aberrations, taxable sales for all of San Diego County grew 0.9% over the comparable time period; the Southern California region was up 1.0%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

- Apple
- Arco AM PM
- Best Buy
- Burlington
- Circle K
- Costco
- Del Amo Motorsports of South Bay
- Home Depot
- Jack in the Box
- Jeromes Furniture Warehouse
- Lowes
- Macys
- Mossy Nissan Chula Vista
- Penske Ford Chula Vista
- Penske Honda Chula Vista
- Penske Kia Chula Vista
- Ralphs
- Sears
- T Mobile
- Target
- Toyota/Scion
- Toys R Us
- Vons
- Walmart
- Youngevity

Revenue Comparison

Four Quarters – Fiscal Year To Date (Q3 to Q2)

	2016-17	2017-18
Point-of-Sale	$27,878,133	$27,951,651
County Pool	4,310,690	4,302,070
State Pool	15,967	16,015
Gross Receipts	**$32,204,790**	**$32,269,736**
Measure P	$3,945,199	$18,341,079

Published by HdL Companies in Fall 2018
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