Q2 2019

City of Chula Vista Sales Tax *Update*

Third Quarter Receipts for Second Quarter Sales (April - June 2019)

Chula Vista In Brief

Chula Vista's receipts from April through June were 14.2% above the second sales period in 2018. This comparison was inflated, however, due to CDTFA's transition to a new reporting system in the prior year that temporarily delayed distributions to the City. Adjusted for proper payment timing, results were up 1.5%.

The opening of a new family apparel retailer and home furnishing outlet were significant factors in this quarter's improvement. Discount department store sales also surged.

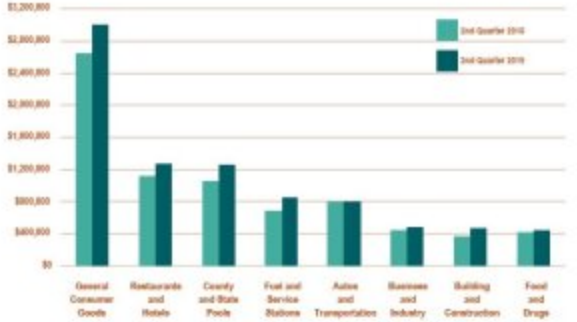
Tax revenue from the countywide use tax pool was bolstered by implementation of California's new legislation that has established a lower threshold for requiring the collection of use taxes by out of state retailers.

Specialty store sales were lower after the recent bankruptcy of a national chain that had a local presence. New car and service station proceeds also fell.

Voter approved Measure P provided an additional $4,925,000 beyond the amounts previously discussed, while recently approved Measure A added $4,877,000.

Net of aberrations, taxable receipts for all of San Diego County grew 1.4% over the comparable time period; the Southern California region was up 2.7%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

- Apple
- Arco AM PM
- Best Buy
- Burlington
- Chevron
- Circle K
- Costco
- Del Amo Motorsports of South Bay
- Home Depot
- Jeromes Furniture Warehouse
- Kohls
- Lowes
- Macys
- Marshalls
- Mossy Nissan Chula Vista
- Penske Honda Chula Vista
- Ralphs
- Ross
- Shell
- T Mobile
- Target
- Toyota/Scion
- Vons
- Walmart
- Youngevity

Revenue Comparison

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

	2017-18	2018-19
Point-of-Sale	$27,951,651	$31,318,048
County Pool	4,302,070	4,996,227
State Pool	16,015	15,815
Gross Receipts	$32,269,736	$36,330,091
Measure P	$18,341,079	$20,281,072
Measure A	$0	$14,259,206

Published by HdL Companies in Fall 2019
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