

CITY OF PLACERVILLE

SALES TAX UPDATE

4Q 2021 (OCTOBER - DECEMBER)



PLACERVILLE
TOTAL: \$ 1,720,411

7.3%
4Q2021



2.7%
COUNTY

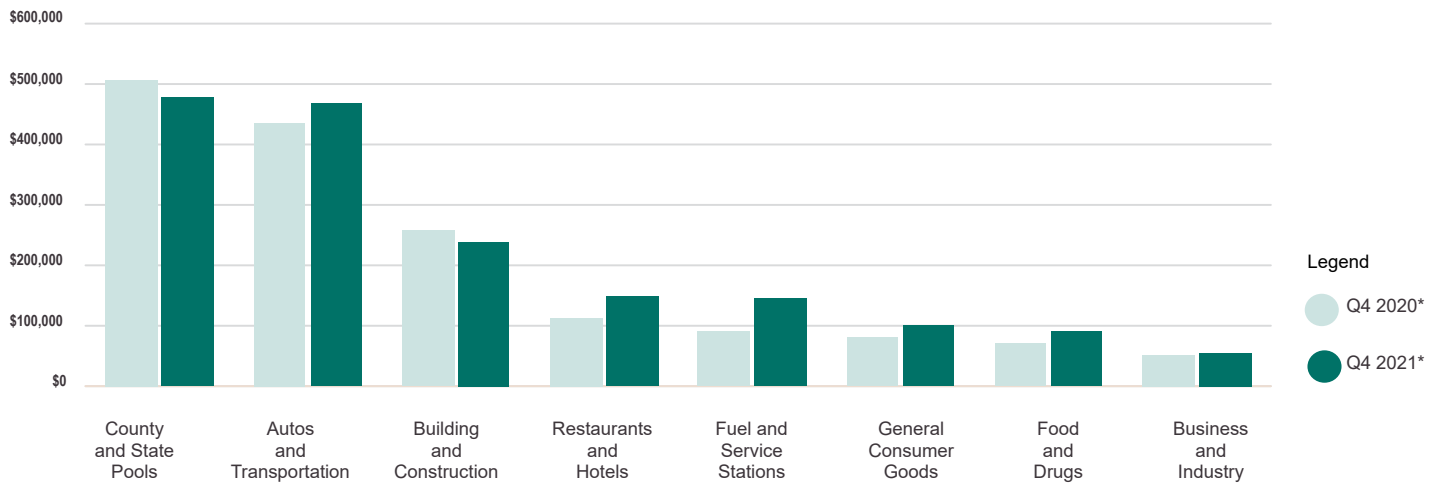


15.6%
STATE



**Allocation aberrations have been adjusted to reflect sales activity*

SALES TAX BY MAJOR BUSINESS GROUP



Measure J
TOTAL: \$407,856
↑ 16.3%

Measure H
TOTAL: \$407,855
↑ 16.3%

Measure L
TOTAL: \$816,579
↑ 16.4%



CITY OF PLACERVILLE HIGHLIGHTS

Placerville's receipts from October through December were 15.2% above the fourth sales period in 2020. Excluding late/deferred payments and other reporting adjustments, receipts for the period were up 7.3%.

New businesses, rising gas prices, and the continued surge in restaurant dining combined to help boost local business receipts by more than 13%.

The drag on this quarter's performance was the drop in overall construction receipts, mainly from falling material prices, and the City's allocation from the use tax pool. The size of the use tax pools statewide has been recast to be

smaller because of reporting changes implemented by a major retailer.

The community's three district taxes performed well this quarter, reflecting all of what is discussed above, except the pool allocation. However, included in the measured results were an estimated \$89,000 in misallocated taxes from several taxpayers. The cause of these errors is under review.

Net of adjustments, taxable sales for all of El Dorado County grew 2.7% over the comparable time period while those of the Sacramento region were up 14.0%.



TOP 25 PRODUCERS

- | | |
|-----------------------------------|-----------------------------------|
| Big Lots | Raley's |
| Bricks Restaurant | Rancho Convenience Center |
| C & H Motor Parts | Rite Aid |
| Chuck's Cannabis Collective | Shell |
| Diamond Pacific | Sierra Nevada Tire & Wheel |
| Ferguson Enterprises | Thompsons Buick GMC |
| Grocery Outlet | Thompsons Chrysler Dodge Jeep Ram |
| Home Depot | Thompson's Toyota |
| In N Out Burger | Tractor Supply |
| Jerry's Automotive Paint & Supply | W N Hunt & Sons Distributors |
| Kwik Serv | Western Refining Retail |
| Les Schwab Tire Center | |
| McDonalds | |
| Placerville Valero | |



STATEWIDE RESULTS

California’s local one cent sales and use tax receipts for sales during the months of October through December were 15% higher than the same quarter one year ago after adjusting for accounting anomalies. A holiday shopping quarter, the most consequential sales period of the year, and the strong result was a boon to local agencies across the State. Consumers spent freely as the economy continued its rebound from the pandemic and as robust labor demand reduced unemployment and drove up wages.

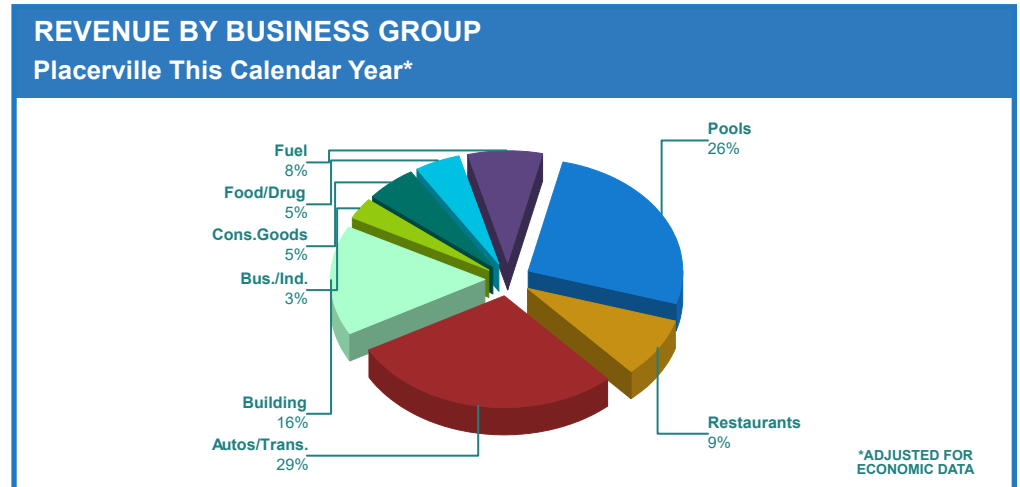
Brick and mortar retailers did exceptionally well as many shoppers returned to physical stores rather than shopping online as the COVID crisis waned. This was especially true for traditional department stores that have long been among the weakest categories in retail. Discount department stores, particularly those selling gas, family and women’s apparel and jewelry merchants also experienced strong sales. Many retailers are now generating revenue that is nearly as much, or even higher, than pre-pandemic levels.

Sales by new and used car dealers were also much higher than a year ago. The inventory shortage has resulted in higher prices that have more than offset the decline in unit volume in terms of revenue generation for most dealerships. Restaurants and hotels were only moderately lower than last quarter, with both periods being the highest in the State’s history. Increased menu prices coupled with robust demand to dine out are largely responsible for these gains. These are impressive results for a sector that does not yet include the positive impact that will occur later this year as international travel steadily increases at major airports. Conference business, an important revenue component for many hotels, is also still in the early stages of recovery.

Building material suppliers and contractors were steady as growing residential and commercial property values boosted demand, particularly in the Southern California, Sacramento and San Joaquin Valley regions. Although anticipated interest rate increases by the Federal Reserve could dampen the short-term outlook for this sector, industry experts believe limited selling activity will inspire increased upgrades and improvements by existing owners. With demand remaining tight and calls for more affordable housing throughout the state, the long-term outlook remains positive.

The fourth quarter, the final sales period of calendar year 2021, exhibited a 20% rebound

in tax receipts compared to calendar year 2020. General consumer goods, restaurants, fuel and auto-transportation industries were the largest contributors to this improvement. However, the future growth rate for statewide sales tax revenue is expected to slow markedly. Retail activity has now moved past the easy year-over-year comparison quarters in 2021 versus the depths of the pandemic bottom the year before. Additional headwinds going into 2022 include surging inflation, a dramatic jump in the global price of crude oil due to Russia’s war in Ukraine and corresponding monetary tightening by the Federal Reserve. This is expected to result in weakening consumer sentiment and continued, but decelerating, sales tax growth into 2023.



TOP NON-CONFIDENTIAL BUSINESS TYPES

Placerville Business Type	Q4 '21*	Change	County Change	HdL State Change
Service Stations	119.2	60.2% ↑	32.7% ↑	53.8% ↑
Casual Dining	84.7	38.8% ↑	24.1% ↑	66.4% ↑
Automotive Supply Stores	72.9	35.1% ↑	14.8% ↑	10.5% ↑
Quick-Service Restaurants	54.2	13.5% ↑	3.6% ↑	12.1% ↑
Grocery Stores	45.3	1.2% ↑	-5.9% ↓	0.6% ↑
Home Furnishings	16.9	27.2% ↑	29.3% ↑	6.3% ↑
Auto Repair Shops	14.4	14.1% ↑	-1.7% ↓	18.5% ↑
Sporting Goods/Bike Stores	13.5	3.4% ↑	8.4% ↑	1.5% ↑
Convenience Stores/Liquor	12.8	4.8% ↑	-1.9% ↓	2.1% ↑
Electronics/Appliance Stores	9.4	34.9% ↑	16.1% ↑	8.4% ↑

*Allocation aberrations have been adjusted to reflect sales activity *In thousands of dollars