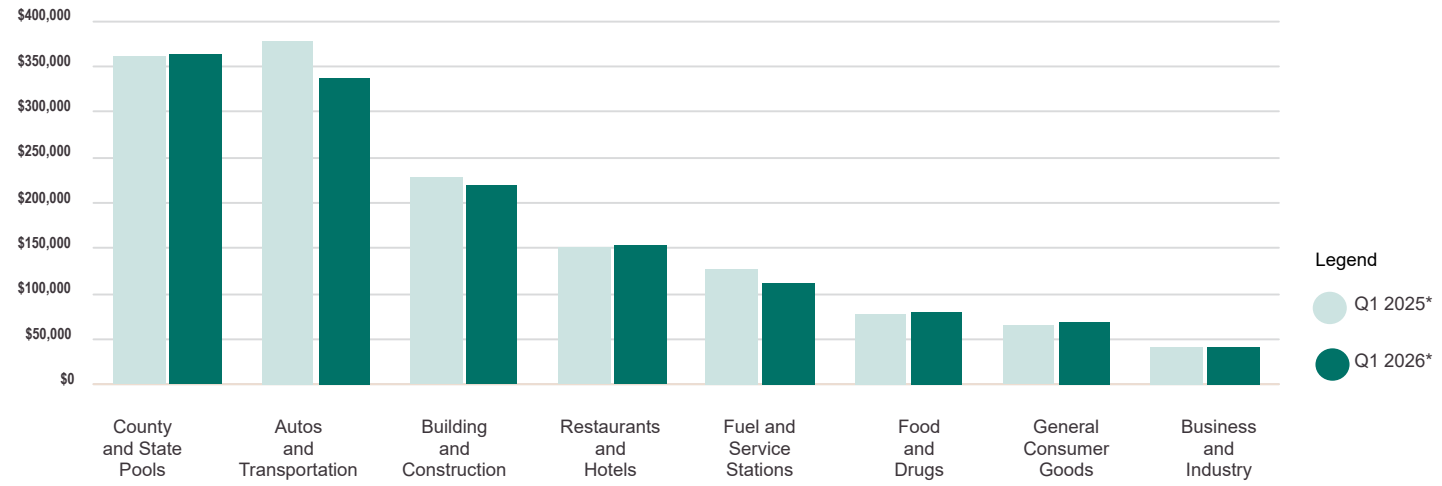
CITY OF PLACERVILLE
SALES TAX UPDATE
1Q 2026 (JANUARY - MARCH)

PLACERVILLE	-3.8%	2.1%	4.0%
TOTAL: $ 1,373,156	1Q2026	COUNTY	STATE

*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Measure J	Measure H	Measure L
TOTAL: $336,421	TOTAL: $336,347	TOTAL: $673,257
3.0%	2.9%	3.0%

CITY OF PLACERVILLE HIGHLIGHTS

Placerville's receipts from January - March were 5.9% below the first sales period in 2025. Excluding reporting aberrations, actual sales were down 3.8%.

Consumers faced high interest rates affecting loans, credit card debt and inflation remains above the Federal Reserve's target level and many industry groups reported reduced sales. Winter weather turned out milder for a shorter ski season and fewer visitors meant a slump from service stations. A change in ownership at one location had a reporting anomaly that will likely see a future double payment.

The automotive group had the largest drop as people defer investment in their automotive needs. Building-construction also faltered with more focus on repairs rather than costly improvements.

Quick-service restaurants led the nominal gains seen in the group as affordability became a key factor for many dining out or seeking convenience. Tobacco stores enjoyed brisk sales helping to offset the losses from other segments and pushed general consumer goods positive.

All transaction taxes posted solid gains from medical/biotech, garden/ag suppliers, electrical equipment, contractors, and specialty stores.

Net of aberrations, taxable sales for all of El Dorado County grew 2.1% over the comparable time period; the Sacramento region was up 2.5%.

TOP 25 PRODUCERS

Arco AM PM
Broadway Smoke & Vape
C & H Motor Parts
Chuck's Wellness Center
Diamond Pacific
Ferguson Enterprises
Fuel 4 Less
Grocery Outlet
Harbor Freight Tools
Home Depot
In N Out Burger
Kwik Serv
Les Schwab Tire Center
Main Street TapHouse
McDonald's
Mobil
Placerville Valero
Raley's
Sacred Roots
Shell
Taco Bell
Thompsons Buick GMC
Thompsons Chrysler Dodge Jeep Ram
Thompson's Toyota
Tractor Supply

STATEWIDE RESULTS

California's local one cent sales and use tax receipts posted moderate growth during the first quarter, reflecting resilient consumer behavior despite persistent economic headwinds. For the months of January through March, revenues increased 4% from the year ago quarter after adjusting for accounting anomalies.

Strong consumer spending patterns did not falter and was the main reason of growth, partially enhanced by larger-than-expected income tax refunds. Both online retailers and brick and mortar merchants experienced dynamic changes over last year that far exceed expectations. E-commerce remains the platform of choice providing convenience, broad product availability, and flexible payment options – benefitting the business-industry sector and allocations via the countywide use tax pool. Family apparel and discount department stores both boosted general consumer goods the most, with a slight bump in gas prices further pushing returns from multiple vendors.

Patronage at restaurants resulted in a 4.2% year over year jump. With demand constrained due to increasing price-sensitivity and slower foot traffic, gains by all types of eateries signaled underlying resolve to dine out. Temporary events further contributed to the positive outcome – Southern California wildfires hindered 2025 and the Super Bowl lifting 2026.

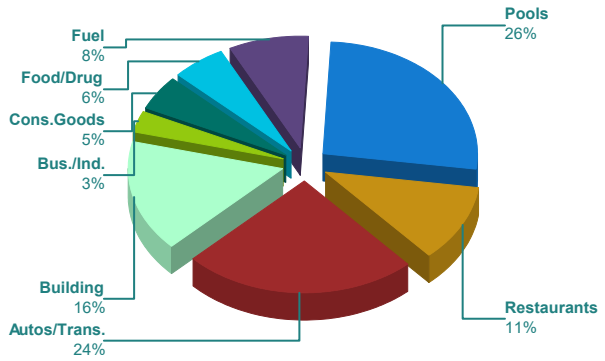
The first quarter also included the initial impacts of elevated tensions in the Middle East which drove West Texas Intermediate crude oil prices above $95 per barrel. This had an immediate impact on local gas prices resulting in a modest bump to receipts from gas stations and created large amounts of uncertainty. Recently, the conflict appears to have subsided with the Strait of Hurmuz reopened reducing the possibility of future strain.

Autos-transportation posted a nominal gain in first quarter 2026, as higher average transaction prices offset weaker unit sales. These price increases reflected tariff impacts reaching consumers after months of absorption by automakers, along with rising material costs. As in the prior quarter, the transition to the new DMV payment system for used vehicle dealers under AB 85 modestly reduced cash receipts, with adjustments still pending.

Overall, the short-term outlook remains cautiously optimistic. Normal consumer spending combined with multiple host sites of World Cup matches and corresponding tourism should sustain growth, albeit varied regionally. The Middle East conflict temporarily resulted in $6 per gallon average peak pricing during the start of the summer months. The forecast is coupled with a national inflation rate anticipates an upward trend leaving little room for the Federal Reserve to alter interest rate in a favorable way for consumers, potentially slowing down the retail economy.

REVENUE BY BUSINESS GROUP

Placerville This Quarter*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

Business Type	Placerville Q1 '26*	Placerville Change	County Change	HdL State Change
Service Stations	105.0	-11.7%	-4.0%	1.0%
Casual Dining	80.0	0.1%	-0.8%	4.0%
Quick-Service Restaurants	66.4	6.2%	2.7%	1.9%
Grocery Stores	38.8	6.3%	-6.2%	-1.0%
Automotive Supply Stores	38.3	-1.1%	10.1%	1.5%
Garden/Agricultural Supplies	21.8	2.1%	2.4%	1.5%
Auto Repair Shops	19.9	-7.0%	-3.6%	-2.3%
Cigarette/Cigar Stores	16.2	34.7%	14.5%	2.3%
Convenience Stores/Liquor	11.1	1.5%	0.4%	3.1%
Electronics/Appliance Stores	10.0	-5.6%	-12.9%	-1.7%

*Allocation aberrations have been adjusted to reflect sales activity

*In thousands of dollars