

General Overview

California sales tax receipts increased by 14.8% over the same quarter from last year, with Northern California reporting a 14.2% increase compared to a 15.2% increase for Southern California. Sales tax receipts for the City of Turlock increased by 12.4% over the same period. Most of the increase in the City of Turlock was in Wholesale Building Materials, Restaurants and Energy Sales. Auto Parts / Repair and Department Stores also had some gains.

CA Personal Income: Grew 4.7% in 2018 following an increase of 4.6% in 2017. U.S. Personal Income grew 4.5% in 2018 following an increase of 4.4% in 2017. California has outpaced the U.S. in annual personal income growth for the ninth consecutive year.

CA Labor Market: Unemployment remained at 4.2% in February. The U.S. Unemployment Rate dropped by 0.25 to 3.8% in February and remained at that level in March. California's Labor Force Participation Rate rose by 0.1% in February, the state's highest rate since August, 2013.

CA Housing and Interest Rate Forecast: The California Association of Realtors forecast a modest decline in existing single-family home sales of 3.3% in 2019. The Average Interest Rate for a 30-Year Fixed Rate Mortgage is projected to rise to 5.2% in 2019, up from 4.7% in 2018 and 4.0% in 2017. The Median Home Price is projected to increase by 3.1% in 2019 to \$593,450.

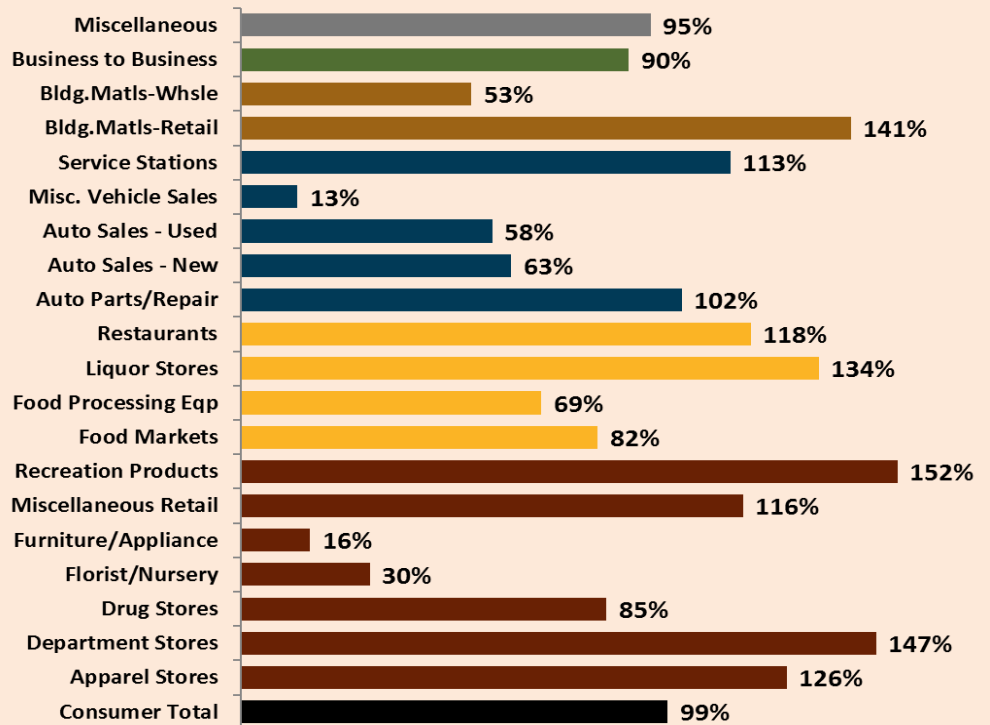
Quarterly Business Activity Performance Analysis

2018Q4 Taxable Sales	\$	310.3 million
2017Q4 Taxable Sales	\$	309.6 million
Percent Change		0.2%



Turlock: 1st Quarter 2019 Sales Tax Capture & Gap Analysis Report

Percent of Potential Sales Tax: Less than 100% indicates Leakage and more than 100% indicates capture. It compares Turlock's Sales Tax Revenue to other cities throughout the Central Valley based on purchasing habits and disposable income.

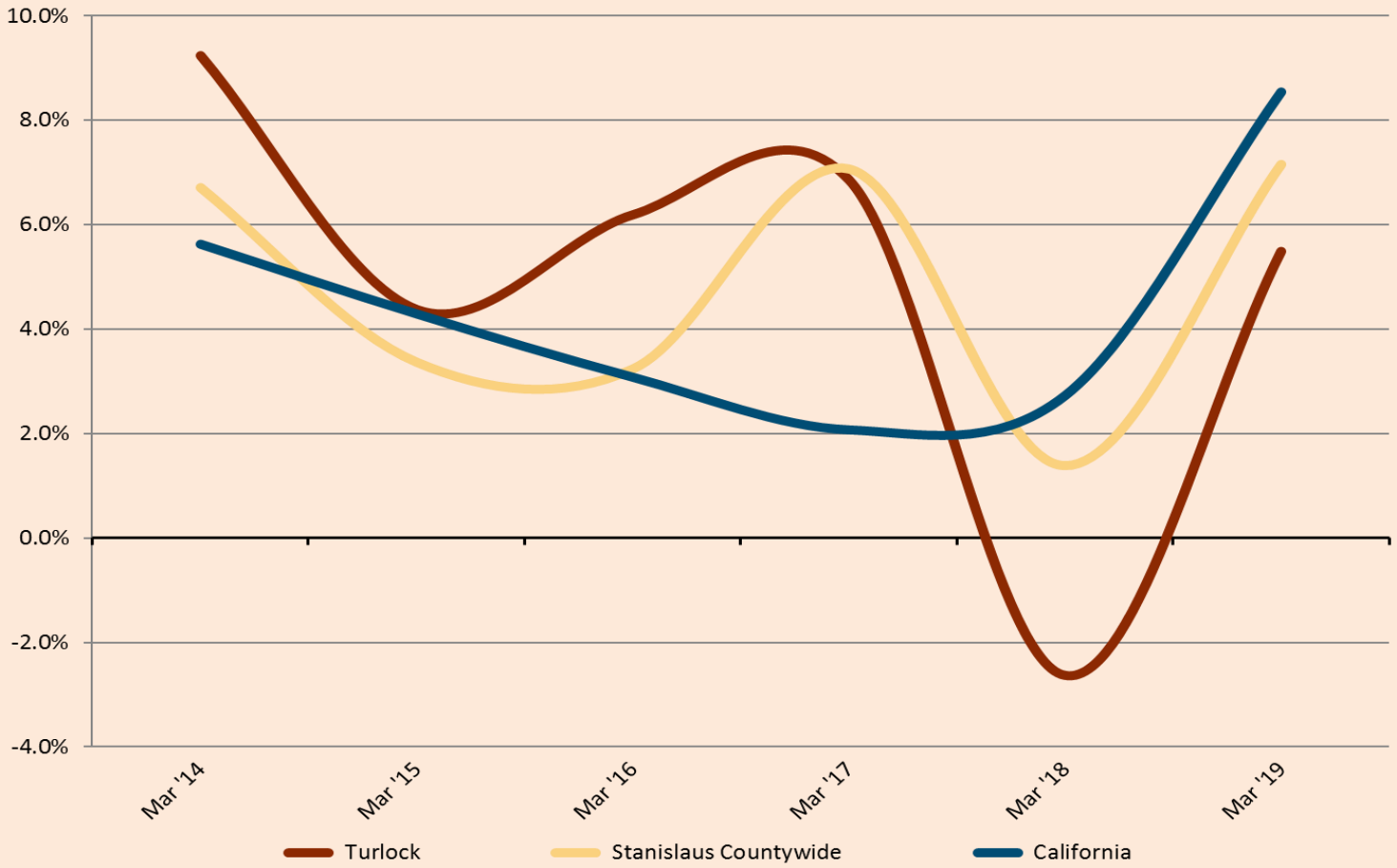


Top 25 Sales & Use Tax Generators

The list is alphabetical and is based on sales from Apr. 2018 through Mar. 2019. These twenty five businesses generate 53% of Turlock's Sales and Use Tax Revenue.

ARCO AM/PM	KOHL'S	SAVE MART
AT & T MOBILITY	LOWE'S HOME CENTERS	SHELL SERVICE STATIONS
BONANDER BUICK GMC	MCDONALD'S	SMITH CHEVROLET
CHEVRON	N & S TURLOCK	TARGET STORE
COSTCO WHOLESALE	NELSON-JAMESON	TJ MAXX
GARTON TRACTOR	QUIK STOP	TURLOCK CHRYS DODGE JEEP
HOME DEPOT	ROSS STORES	VALERO SERVICE STATIONS
IND. ELECTRIC SUPPLY	SAFEWAY	WAL MART
JOE M. GOMES AND SONS		

Annualized Change in Sales Tax Cash Receipts



Sales Tax Revenue on a Cash Basis

	2019Q1	2018Q1	% Change
General Retail	1,047,835	962,394	8.9%
Food Products	626,379	508,039	23.3%
Transportation	690,661	623,373	10.8%
Construction	371,493	345,373	7.6%
Business To Business	462,647	448,148	3.2%
Miscellaneous	24,548	18,186	35.0%
Gross 1%	3,223,563	2,905,513	10.9%
County Pool	484,906	393,959	23.1%
State Pool	1,826	2,506	-27.1%
County Sharing	(185,553)	(165,099)	-12.4%
Administration	(40,989)	(37,768)	-8.5%
Subtotal	260,190	193,598	-34.4%
Total Sales Tax	3,483,753	3,099,111	12.4%

Sales Tax Cash Basis Performance Stanislaus County

	% Change
Ceres	24.3%
Modesto	4.9%
Newman	12.3%
Oakdale	32.4%
Patterson	6.9%
Riverbank	8.7%
Turlock	12.4%
Waterford	13.7%
Hughson	4.5%
Unincorporated	17.2%
Countywide	12.0%