

General Overview

California sales tax receipts decreased by 18.4% over the same quarter from last year, with Northern California reporting a 16.9% decrease compared to a 19.6% decrease for Southern California. Sales tax receipts for the City of Turlock decreased by 18.4% over the same period. Most of the decrease in the City of Turlock was in Restaurants Department Stores, Leasing and Retail.

Economic Activity: The chances of a recession have now increased dramatically and economic forecasts have downgraded their projections of Gross Domestic Product growth to near zero or negative. First quarter allocations to local jurisdictions are down approximately 13% compared to the first quarter 2019.

Sales and Use Tax Liabilities Deferred: The CDTFA will allow small businesses to defer up to \$50,000 of their sales and use tax liabilities until next fiscal year. The owed amount will be payable in twelve equal installments over the following year and would not be subject to interest or penalties if those payments were made. The deferral is available to any business with less than \$5 million in taxable annual sales.

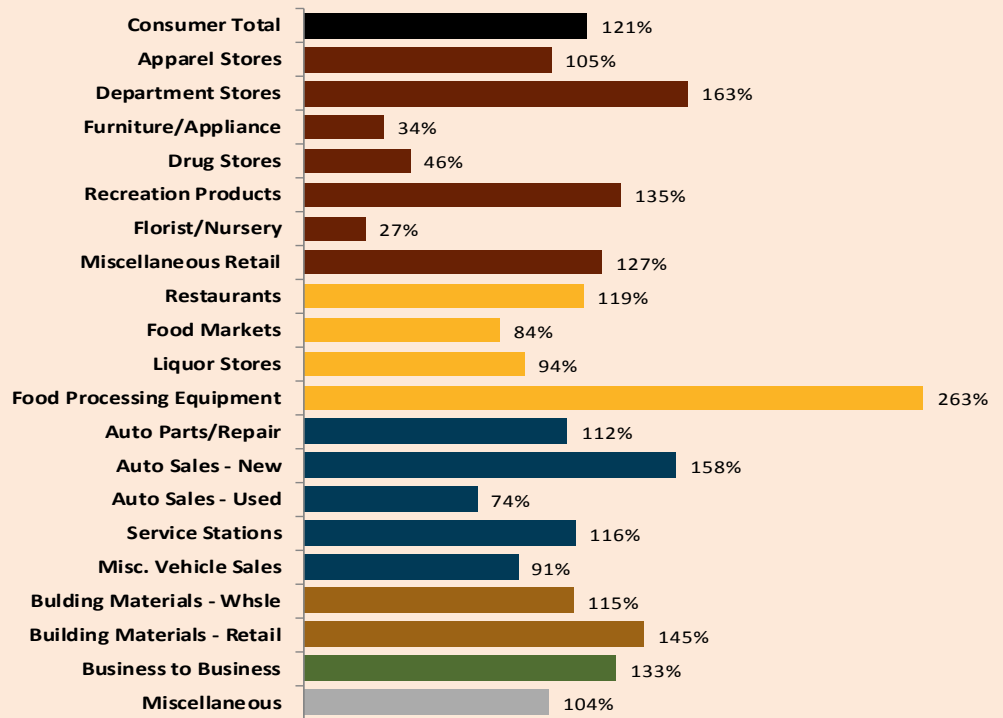
CA Labor Market: has greatly declined. The Unemployment Rate has exceeded all prior records, as an estimated 12 to 15 percent of Californians have lost their jobs since March.

Quarterly Business Activity Performance Analysis

2020Q1 Taxable Sales	\$	288.3	million
2019Q1 Taxable Sales	\$	307.0	million
Percent Change		-6.1%	



1st Quarter 2020 Sales Tax & Capture Gap Analysis Report STANISLAUS COUNTY REGION

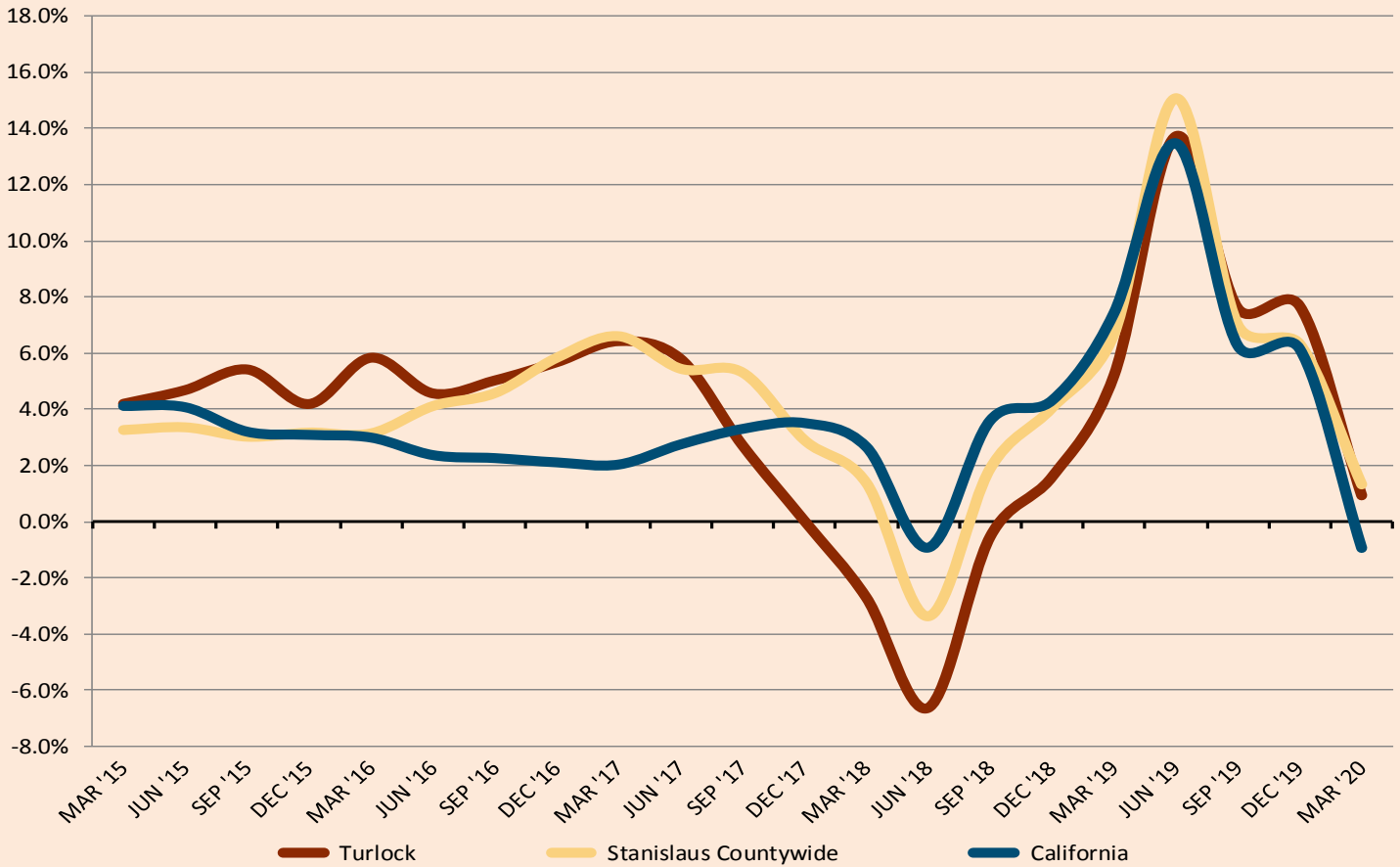


Top 25 Sales & Use Tax Generators

The list is alphabetical and is based on sales from April, 2019 through March 2020. These twenty five businesses generate 52.7% of Turlock's Sales and Use Tax Revenue.

ARCO AM/PM MINI MARTS	KOHL'S	SHELL SERVICE STATIONS
BONANDER PONTIAC/BUICK/GMC	LOWE'S	SMITH CHEVROLET
CHEVRON SERVICE STATIONS	MCDONALD'S	TARGET STORES
COSTCO WHOLESALE	N & S TURLOCK	TJ MAXX
DUST BOWL BREWING COMPANY	NELSON-JAMESON	TURLOCK CHRYSLER DODGE JEEP RAM
GARTON FORD TRACTOR	ROSS STORES	UNITED RENTALS
HOME DEPOT	SAFEWAY	VALERO SERVICE STATIONS
INDEPENDENT ELECTRIC SUPPLY	SAVE MART	WAL MART STORES
JOE M.GOMES AND SONS		

Annualized Change in Sales Tax Cash Receipts



Sales Tax Revenue on a Cash Basis

	2020Q1	2019Q1	% Change
General Retail	888,193	1,043,254	-14.9%
Food Products	498,820	630,488	-20.9%
Transportation	525,477	666,247	-21.1%
Construction	241,524	408,833	-40.9%
Business To Business	387,696	429,888	-9.8%
Miscellaneous	35,276	44,853	-21.4%
Gross 1%	2,576,986	3,223,563	-20.1%
County Pool	444,765	484,906	-8.3%
State Pool	2,194	1,826	20.1%
County Sharing	(151,197)	(185,553)	18.5%
Administration	(30,983)	(40,989)	24.4%
Subtotal	264,778	260,190	1.8%
Total Sales Tax	2,841,764	3,483,753	-18.4%

Sales Tax Cash Basis Performance Stanislaus County

	% Change
Ceres	-12.3%
Modesto	-13.9%
Newman	0.1%
Oakdale	-17.9%
Patterson	36.1%
Riverbank	-7.8%
Turlock	-18.4%
Waterford	-8.6%
Hughson	-0.20%
Unincorporated	-30.7%
Countywide	-16.6%