

General Overview

California sales tax receipts decreased by 5.4% over the same quarter from last year, with Northern California reporting a 3.4% decrease compared to a 7.5% decrease for Southern California. Sales tax receipts for the City of Turlock increased by 10.9% over the same period. Most of the increase in the City of Turlock was in Light Industry.

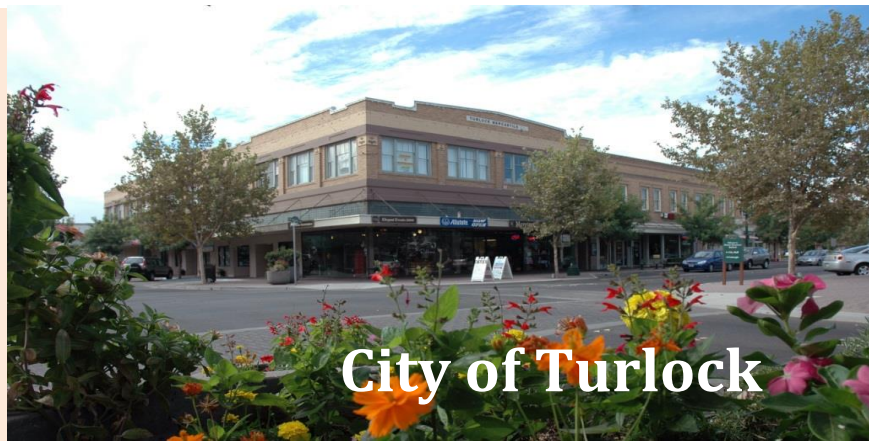
Economic Activity: U.S. real GDP fell by 3.5% in 2020, the largest decrease in modern history, after increasing 2.2% in 2019. Spending on services (accounting for approximately 45% of GDP in 2019), decreased by 7.3%, more than offsetting the increase of 3.9% in goods spending (accounting for roughly a quarter of GDP).

Employment: California's unemployment rate averaged 10.2% in 2020 following 4.1% in 2019. California's civilian employment decreased by a record 1.6 million or 8.6% in 2020, after increasing by 0.9% in 2019. U.S. civilian employment decreased by 9.7 million or 6.2% in 2020, following an increase of 1.1% in 2019.

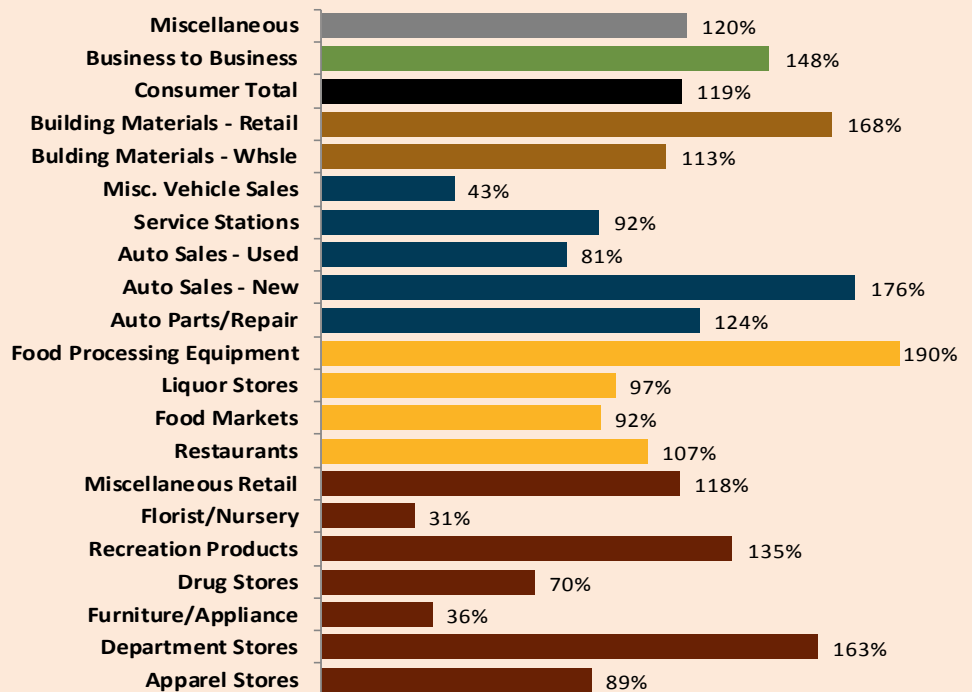
Personal Income: U.S. personal income increased by 6.3% in 2020, after a 3.9% growth in 2019. The increase in personal income for the year ending 2020, was due to the surge of government social benefits to persons by \$1.5 Trillion dollars in the second quarter of 2020.

Quarterly Business Activity Performance Analysis

2020Q4 Taxable Sales	\$	379.3	million
2019Q4 Taxable Sales	\$	360.9	million
Percent Change		5.1%	



4th Quarter 2020 Sales Tax & Capture Gap Analysis Report STANISLAUS COUNTY REGION

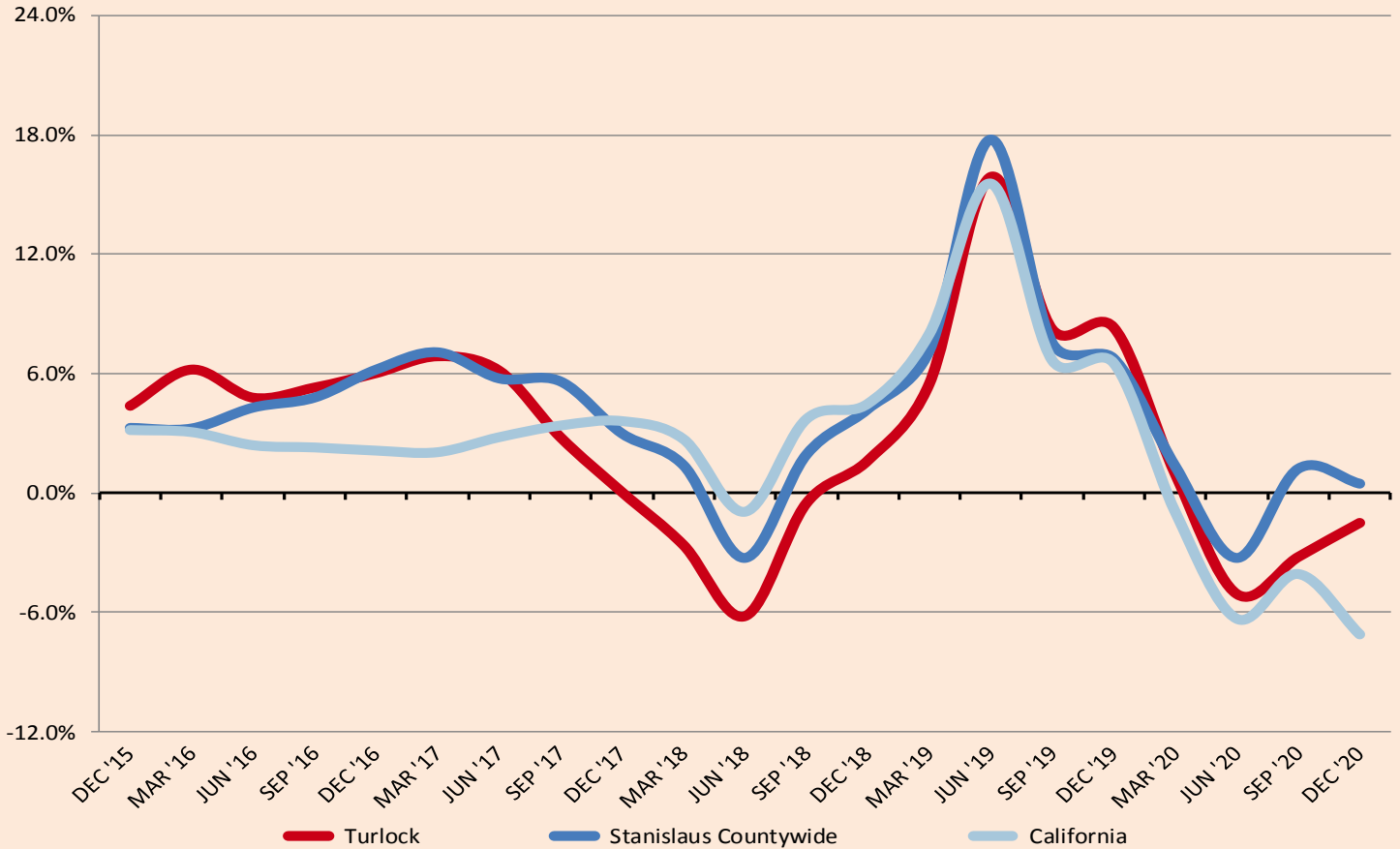


Top 25 Sales & Use Tax Generators

The list is alphabetical and is based on sales from Jan., 2020 through Dec. 2020. These twenty five businesses generate 52.2% of Turlock's Sales and Use Tax Revenue.

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

Annualized Change in Sales Tax Cash Receipts



Sales Tax Revenue on a Cash Basis

	2020Q4	2019Q4	% Change
General Retail	1,547,551	1,430,175	8.2%
Food Products	583,913	656,927	-11.1%
Transportation	685,550	742,785	-7.7%
Construction	303,190	345,938	-12.4%
Business To Business	618,671	458,224	35.0%
Miscellaneous	37,441	22,972	63.0%
Gross 1%	3,776,316	3,657,021	3.3%
County Pool	955,370	614,871	55.4%
State Pool	1,314	1,782	-26.3%
County Sharing	(236,650)	(213,684)	-10.7%
Administration	(35,134)	(37,503)	6.3%
Subtotal	684,900	365,466	87.4%
Total Sales Tax	4,461,216	4,022,487	10.9%

Sales Tax Cash Basis Performance
Stanislaus County

	% Change
Ceres	-6.1%
Modesto	-2.4%
Newman	8.4%
Oakdale	-1.8%
Patterson	9.6%
Riverbank	13.9%
Turlock	10.9%
Waterford	-4.2%
Hughson	-7.3%
Unincorporated	-8.4%
Countywide	-0.8%