

## General Overview

California sales tax receipts increased by 2.7% over the same quarter from last year, with Northern California reporting a 3.0% increase compared to 2.4% for Southern California. Receipts for the City of Turlock changed by 4.0% over the same periods. Much of the increase was in Light Industry, Restaurants and Sales of Trucks. The percent increase would have been higher had it not been for continued declines in Service Stations and Energy Sales, mostly due to lower fuel prices. Sales of New and Used Autos also declined significantly.

The number of people employed in California is now at a record 18.1 million, which is 6.2% above its previous peak. Employment growth in California is currently forecasted to be 2.0% for 2016, 1.6% for 2017 and 0.8% for 2018.

(UCLA Andersen)

Visits to fast-food restaurants have been growing at a quarterly rate of 2% since September of 2015, but they have not grown at all in March, April or May according to as-yet-unpublished data from NPD Group, a market research firm.

While April saw a year over year decrease, the number of single family homes sold in California year-to-date is still 3% higher than in 2015. Declines in growth are anticipated to accompany increases in fixed mortgage rates later this year.

(firsttuesday Journal)

## Quarterly Business Activity Performance Analysis

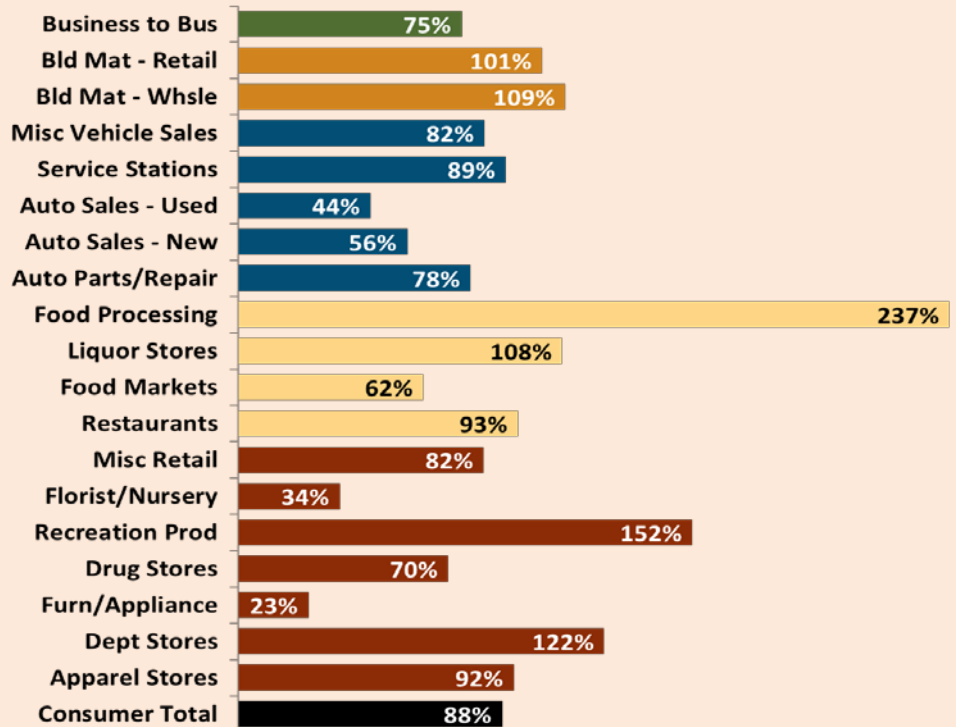
2016Q1 Taxable Sales	\$ 279.2 million
2015Q1 Taxable Sales	\$ 276.1 million
Percent Change	1.1%



## City of Turlock 2016Q1 Sales Tax Update

### Turlock: 1st Quarter 2016 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.

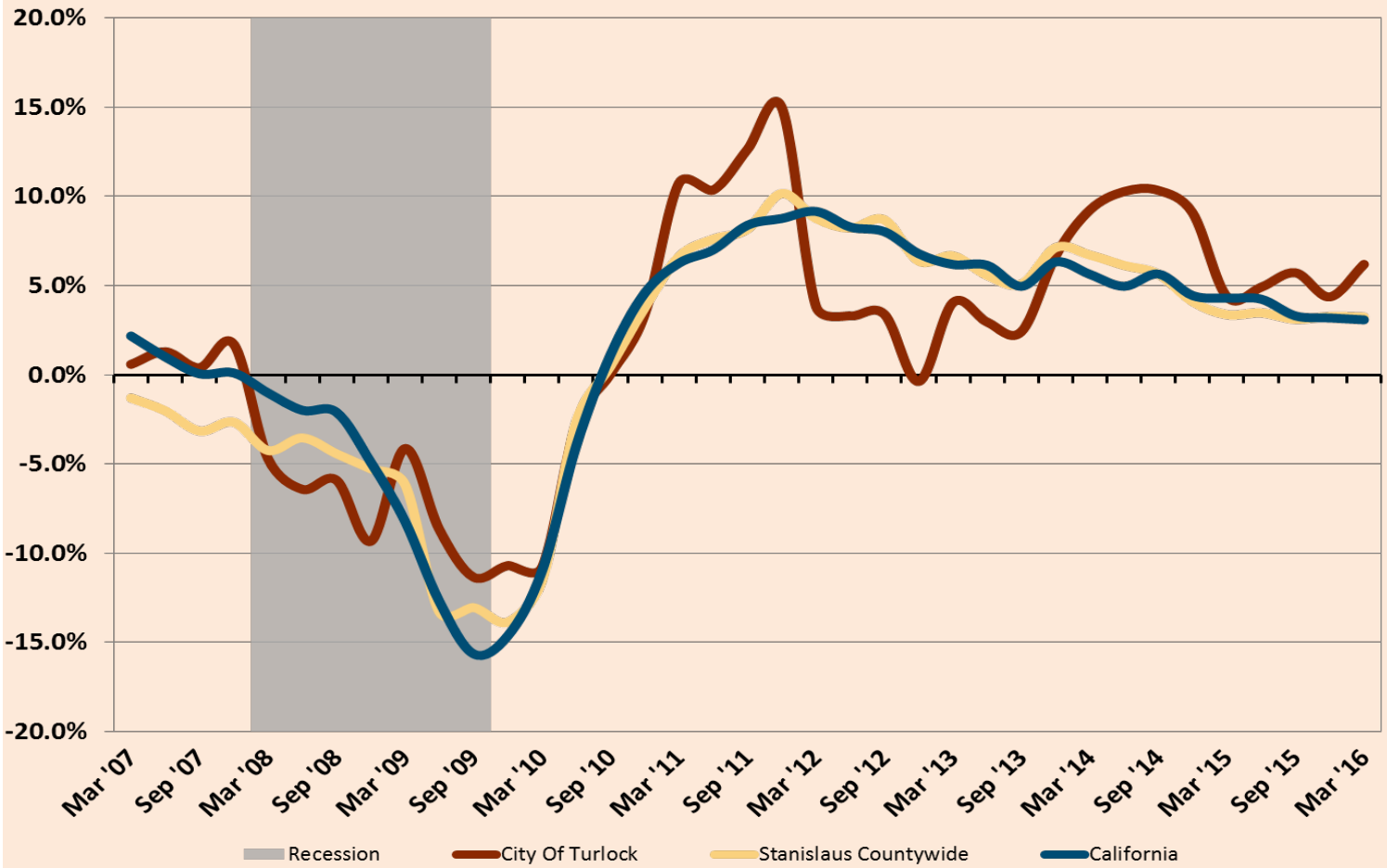


### Top 25 Sales & Use Tax Generators

The list is alphabetical and is based on Sales from Jan 2015 through Dec 2015. These twenty five businesses generate 49% of Turlock's Sales and Use Tax Revenue.

ARCO AM/PM *	INDEPENDENT ELEC. SPLY.	ROSS STORES
AT & T MOBILITY	JKB ENERGY *	SAFEWAY
BONANDER GMC	JOE GOMES & SONS	SAVE MART
COSTCO	KOHL'S	SMITH CHEVROLET
DIAMOND TRUCK SALES *	LOWE'S *	TARGET
DICK'S SPORTING GOODS *	MCDONALD'S *	TJ MAXX
GARTON FORD TRACTOR	N & S TRACTOR	TURLOCK CHRYS. DODGE JEEP
HOLT OF CALIFORNIA *	NELSON-JAMESON	WAL MART
HOME DEPOT		

## Annualized Change in Sales Tax Cash Receipts



### Sales Tax Revenue on a Cash Basis

	2016Q1	2015Q1	% Change
General Retail	886,442	874,587	1.4%
Food Products	607,476	574,232	5.8%
Transportation	563,012	607,387	-7.3%
Construction	434,267	427,749	1.5%
Business To Business	299,903	242,973	23.4%
Miscellaneous	23,678	19,805	19.6%
<b>Gross 1%</b>	<b>2,814,778</b>	<b>2,746,733</b>	2.5%
County Pool	407,677	335,018	21.7%
State Pool	(1,824)	54	-3477.8%
County Sharing	(161,031)	(154,090)	-4.5%
Administration	(52,799)	(35,275)	-49.7%
<b>Subtotal</b>	<b>192,023</b>	<b>145,707</b>	-31.8%
<b>Total Sales Tax</b>	<b>3,006,801</b>	<b>2,892,440</b>	4.0%

### Sales Tax Cash Basis Performance Stanislaus County

	% Change
Ceres	3.6%
Modesto	2.2%
Newman	11.4%
Oakdale	4.2%
Patterson	21.2%
Riverbank	7.5%
Turlock	4.0%
Waterford	5.0%
Hughson	1.8%
Unincorporated	1.0%
Countywide	2.4%