



Quarterly Report on Sales Tax & Business Activity

TOP 25 BUSINESSES IN ALPHABETICAL ORDER:

- AGRA TECH
- ALL STAR FORD
- ALL STAR HYUNDAI
- ANTIOCH BUILDING MATERIALS CO.
- ARCO AM/PM MINI MARTS
- BURLINGTON COAT FACTORY
- CONTRA COSTA AUTO AUCTION
- CORPORATE FLEET SALES
- ELITE ROOFING SUPPLY
- FERGUSON ENTERPRISES
- GRANITE EXPO OUTLET
- HOME DEPOT
- KORTICK MANUFACTURING CO.
- MERIT USA
- MOBIL SERVICE STATIONS
- PRAXAIR
- ROSS STORES
- SHELL SERVICE STATIONS
- T-MOBILE
- TARGET STORES
- UNITED RENTALS
- WAL MART STORES
- WINCO FOODS
- WINTER CHEVROLET
- WINTER HONDA

4th Quarter 2019 in Review

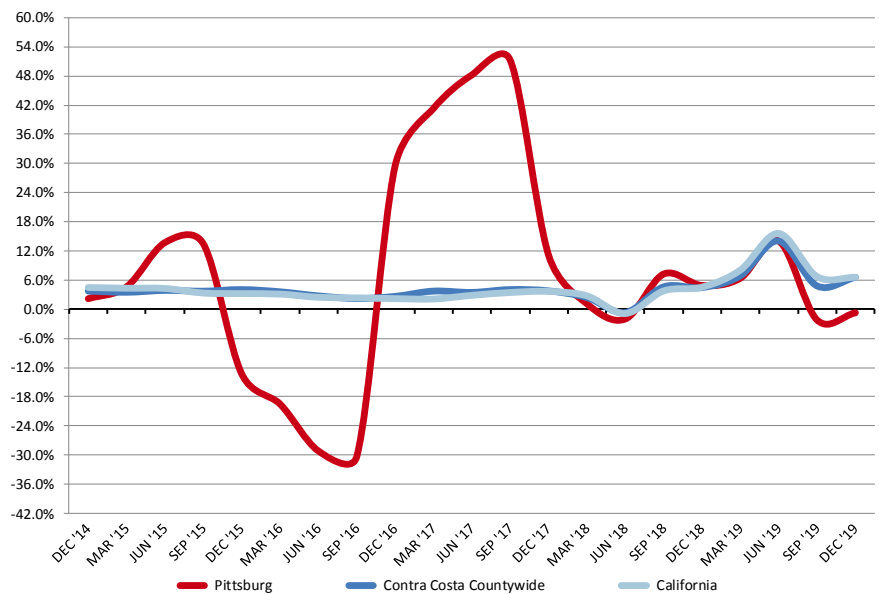
Business Activity	Quarter over Quarter			Year over Year		
	Pittsburg	S.F. Bay Area	California	Pittsburg	S.F. Bay Area	California
TOTAL	-0.8%	-2.8%	-3.4%	-3.2%	-4.2%	-3.6%
GENERAL RETAIL	-1.7%	-4.4%	-3.9%	-2.4%	-4.7%	-3.8%
FOOD PRODUCTS	-0.4%	-2.2%	-2.2%	-0.1%	-1.7%	-2.0%
TRANSPORTATION	-1.6%	-7.8%	-4.3%	-0.4%	-8.1%	-5.0%
CONSTRUCTION	-3.0%	-6.1%	-7.7%	-4.5%	-4.8%	-8.4%
BUSINESS TO BUSINESS	4.8%	-5.9%	-4.0%	-12.7%	-5.1%	-1.7%
Auto Sales - New	-9.4%	-12.8%	-8.4%	-9.6%	-13.0%	-7.3%
Restaurants	3.1%	-1.7%	-1.7%	3.5%	-0.8%	-0.8%
Service Stations	3.0%	-4.1%	-0.8%	8.7%	-5.2%	-5.1%
Bldg.Matls-Whsle	-6.1%	-6.0%	-9.1%	4.3%	-0.2%	-6.8%
Bldg.Matls-Retail	0.8%	-6.4%	-5.7%	-12.4%	-11.4%	-10.5%
Department Stores	-1.2%	-2.5%	-1.8%	-1.0%	-4.8%	-2.8%
Food Markets	-6.6%	-3.2%	-4.0%	-7.8%	-4.7%	-6.1%
Miscellaneous Retail	3.8%	-9.8%	-8.2%	-2.6%	-6.2%	-6.1%
Chemical Products	-24.8%	-10.1%	-3.7%	-6.8%	3.2%	-1.0%
Auto Parts/Repair	6.2%	1.8%	-1.3%	4.9%	1.4%	-0.5%
Apparel Stores	1.3%	-1.8%	-3.3%	-0.3%	-3.3%	-3.5%
Auto Sales - Used	18.6%	0.4%	2.2%	9.8%	3.0%	1.5%
Heavy Industry	-0.4%	-11.2%	-7.5%	-24.0%	-5.7%	-2.7%
Leasing	64.1%	-8.4%	-1.0%	-26.0%	-9.1%	-0.5%

Change in Gross 1% Cash Sales Tax

2019Q4 over 2018Q4

Leasing	18,326
Restaurants	15,807
Light Industry	15,767
Miscellaneous Retail	10,676
Auto Sales - Used	10,262
Apparel Stores	(6,287)
Food Markets	(6,298)
Florist/Nursery	(7,644)
Office Equipment	(7,781)
Service Stations	(16,284)
Auto Sales - New	(30,215)
Chemical Products	(33,137)
All Other	19,827
Total Change	16,980

Annualized Change in Sales Tax Cash Receipts





News

- **Retail & E-Commerce:** Total amount of U.S. Sales (4Q2019) was: 1.38 Trillion. 4Q2019 E-Commerce and Retail were up 2.6%. An increase of 6.1 Billion (+ 0.7%) from 3Q2019. E-commerce sales alone in 19Q4 increased by 16.7% from 4Q2018. An estimated 22.2 Billion dollars increase from previous year. Retail sales alone only increased 0.4% from 3Q2019. (CA DOF)
- **Consumer Spending:** Increased moderately in 4Q2019; supported by a 4.1% rise in personal income in the 4Q2019 compared to 4Q2018. 4Q2019 consumer spending, increased by 1.4% compared to last year; 3Q2019, increased by 1.4%; 2Q2019, increased by 1.4%. (BEA)
- **CA Labor Market:** Unemployment rate dropped to 3.9% in 4Q2019. The U.S. Unemployment Rate remained the same at 3.5% in 4Q2019. California's Labor Force Participation Rate declined by 0.1% in 4Q2019.(CA DOF)

SALES TAX CAPTURE AND LEAKAGE ANALYSIS REPORT BENCHMARK YEAR

