

### News

- **Retail industry possibly in for a major transformation.** With Amazon's purchase of Whole Foods, consumer shopping behavior may begin to change both online and offline. Amazon can now use the brick & mortar platform to test products, price points and assortment interactions. (Harvard Business Review)
- **Retail sales expected to rise this holiday season.** The National Retail Federation expects retail sales to grow by as much as 4% or at least match the 3.6% growth experienced last year. Their optimism is due to the strong growth in online sales, which are expected to increase between 8% and 12%. (NRF)
- **California's unemployment rate continues to drop.** The rate was at 4.9% in June, 0.7% under the 2016 rate for the same period. Total unemployment decreased by -11.5% during the same period, while labor force increased by 0.2%. (EDD)

### Top 25 Sales Tax Generators

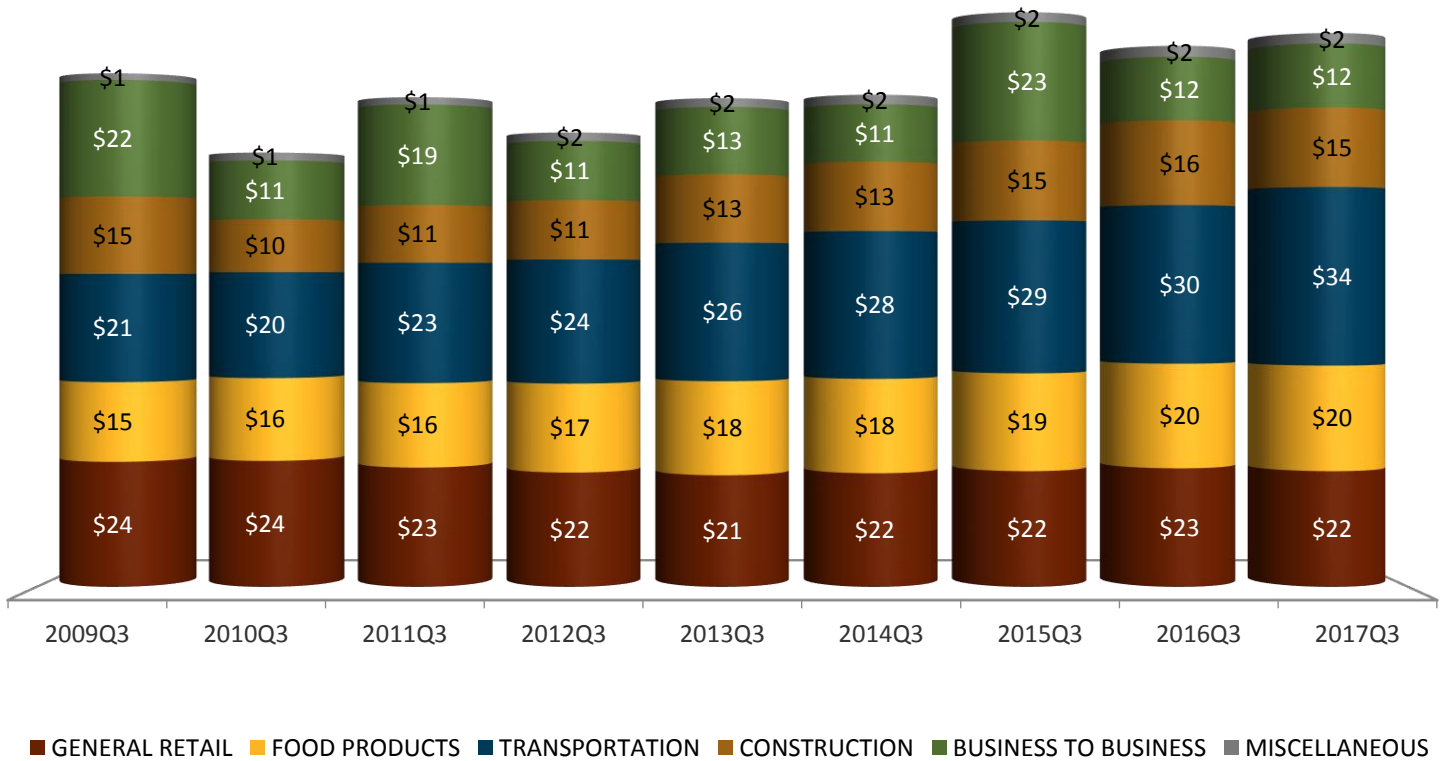
AGRA TECH	CHEVRON SERVICE STATIONS	PRAXAIR
ALL STAR FORD	ELITE ROOFING SUPPLY	ROSS STORES
ALL STAR HYUNDAI	FERGUSON PLUMBING	SAFEWAY STORES
ANTIOCH BUILDING MATERIALS	FOODS CO.	SHELL SERVICE STATIONS
APPROVED AUTO CENTER	HOME DEPOT	TARGET STORES
ARCO AM/PM MINI MARTS	K2 PURE SOLUTIONS	WAL MART STORES
BAKER TANKS	MOBIL SERVICE STATIONS	WINCO FOODS
BURLINGTON COAT FACTORY	OLIVE GARDEN RESTAURANT	WINTER CHEVROLET
CCCO PUBLIC AUTO AUCTION		

### Business Activity

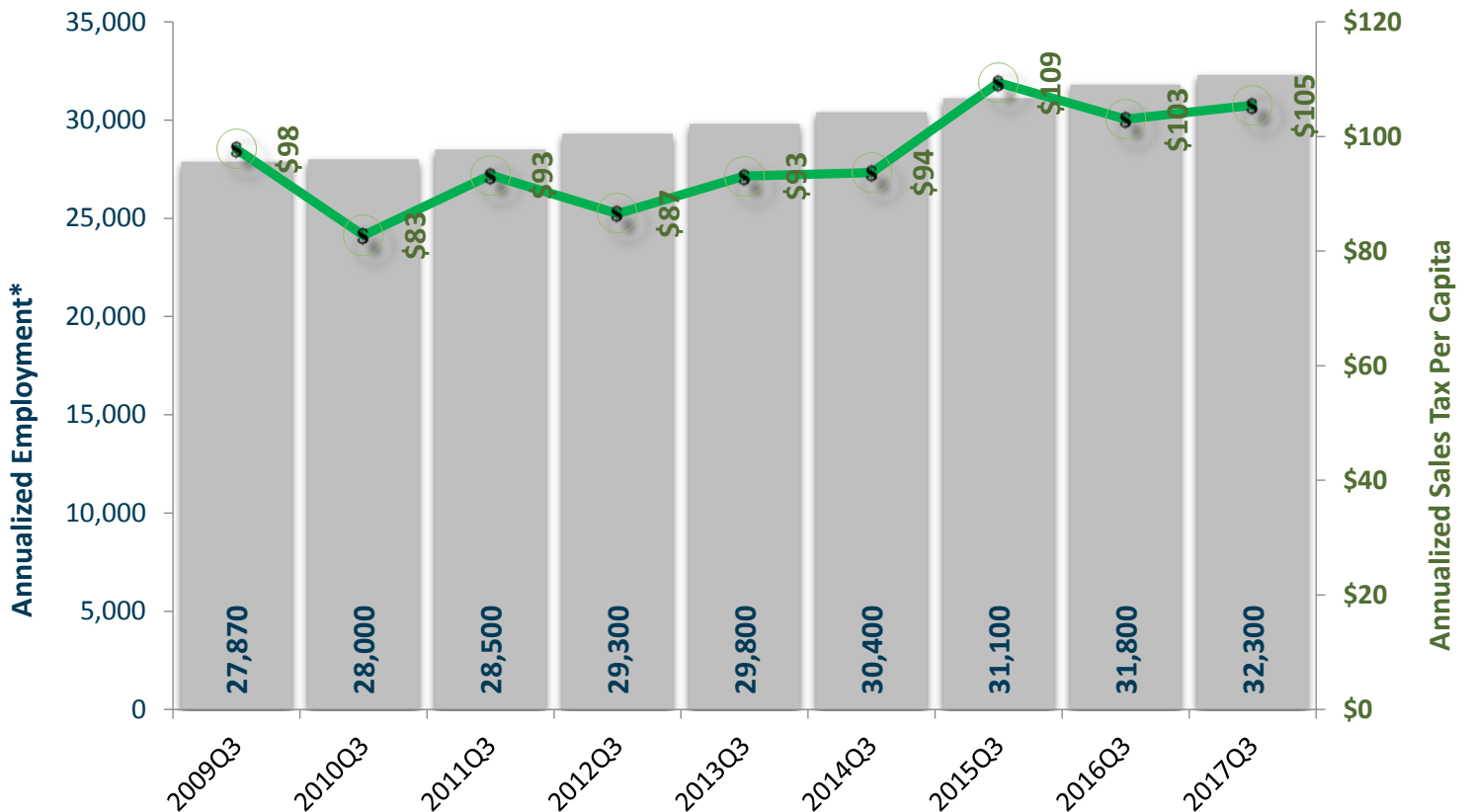
	Quarter over Quarter			Year over Year		
	Pittsburg	S.F. Bay Area	Statewide	Pittsburg	S.F. Bay Area	Statewide
<b>TOTAL</b>	<b>7.3%</b>	1.9%	0.4%	<b>4.9%</b>	1.5%	1.9%
GENERAL RETAIL	<b>-0.5%</b>	<b>-0.3%</b>	<b>-0.1%</b>	<b>-0.0%</b>	<b>-0.9%</b>	0.4%
FOOD PRODUCTS	<b>4.5%</b>	2.7%	0.9%	<b>3.4%</b>	3.0%	3.3%
TRANSPORTATION	<b>20.3%</b>	4.1%	2.4%	<b>15.4%</b>	5.3%	3.7%
CONSTRUCTION	<b>4.4%</b>	3.8%	<b>-8.1%</b>	<b>-3.9%</b>	3.2%	<b>-1.5%</b>
BUSINESS TO BUSINESS	<b>-3.7%</b>	0.4%	2.7%	<b>3.1%</b>	<b>-1.9%</b>	2.0%
Auto Sales - New	<b>12.7%</b>	1.4%	0.2%	<b>11.8%</b>	4.0%	3.0%
Restaurants	<b>5.1%</b>	2.6%	2.4%	<b>5.1%</b>	2.9%	4.0%
Service Stations	<b>45.9%</b>	9.9%	7.9%	<b>30.5%</b>	7.9%	6.4%
Department Stores	<b>-1.3%</b>	2.9%	3.4%	<b>-1.8%</b>	0.0%	1.0%
Bldg.Matls-Whsle	<b>4.3%</b>	8.8%	7.5%	<b>-12.3%</b>	3.3%	<b>-0.8%</b>
Bldg.Matls-Retail	<b>4.6%</b>	<b>-1.8%</b>	<b>-24.7%</b>	<b>6.4%</b>	3.0%	<b>-2.4%</b>
Heavy Industry	<b>2.9%</b>	3.9%	1.1%	<b>13.8%</b>	6.5%	2.1%
Food Markets	<b>2.9%</b>	3.1%	<b>-4.8%</b>	<b>0.2%</b>	2.6%	0.6%
Miscellaneous Retail	<b>-0.7%</b>	<b>-0.7%</b>	<b>-2.6%</b>	<b>0.6%</b>	<b>-1.1%</b>	<b>-0.6%</b>
Apparel Stores	<b>0.9%</b>	<b>-2.2%</b>	<b>-1.1%</b>	<b>3.7%</b>	<b>-1.2%</b>	0.8%
Auto Parts/Repair	<b>9.4%</b>	5.2%	<b>-1.7%</b>	<b>4.1%</b>	3.4%	0.5%
Chemical Products	<b>-22.4%</b>	<b>-5.4%</b>	4.0%	<b>17.7%</b>	<b>-7.8%</b>	<b>-0.8%</b>
Miscellaneous Other	<b>-6.7%</b>	9.8%	5.6%	<b>0.9%</b>	<b>-5.2%</b>	7.9%
Auto Sales - Used	<b>20.5%</b>	8.1%	2.2%	<b>9.1%</b>	14.0%	4.3%

## Sales Tax Per Capita by Benchmark Year

Annualized sales tax for Pittsburg divided by its population as reported by State Department of Finance



## Estimated Annualized Employment and Gross Sales Tax Per Capita by Benchmark Year



A Correlation Coefficient of 1 indicates a Perfect Positive Correlation.

Correlation Coefficient: **0.73**