

News

- **Will the positive trend in statewide employment continue?** The number of people employed 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)
- **Will the growth of taxable sales in restaurants continue?** Visits to fast-food restaurants had been growing at a quarterly clip of 2% since September 2015, but they have not grown at all in March, April or May, according to as-yet-unpublished data from NPD Group, a market research firm. (Wall Street Journal)
- **Will the positive trend in the California Housing Market continue?** 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 rate mortgage rates later this year. (firsttuesday Journal)

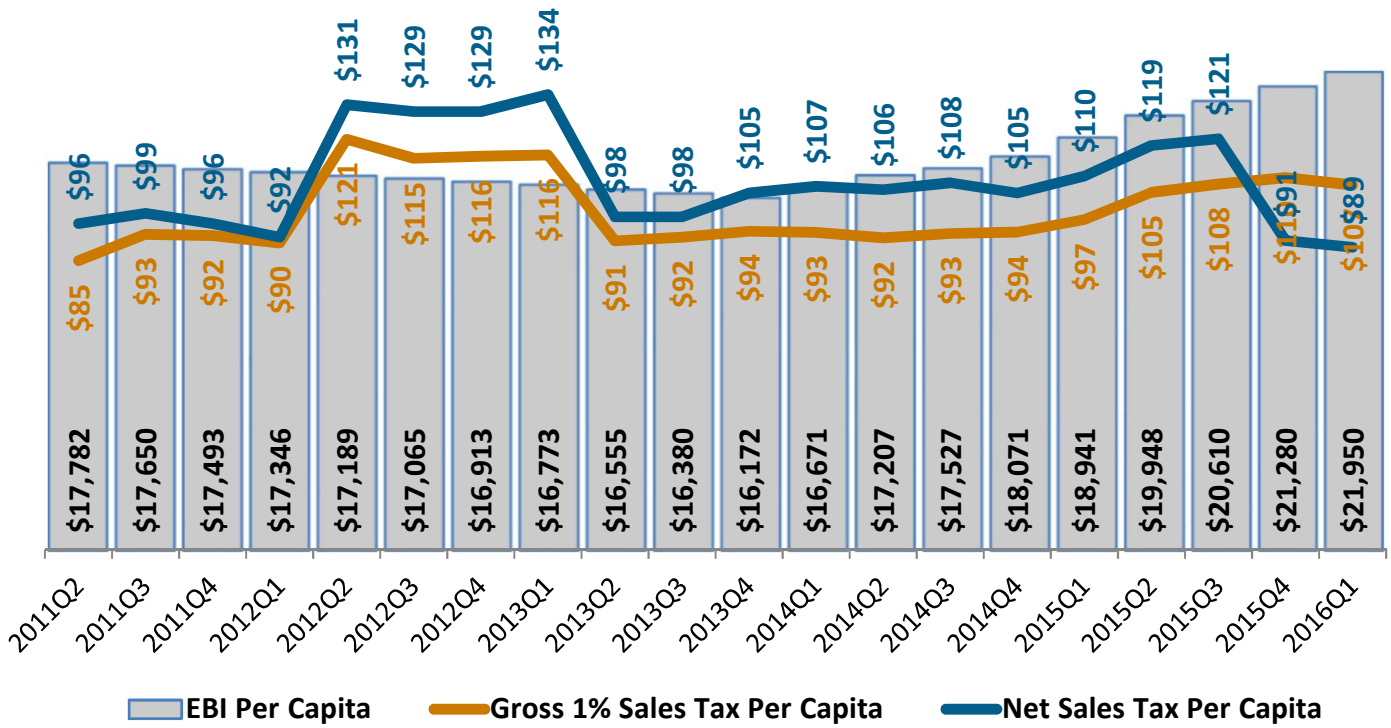
Top 25 Sales Tax Generators

New to Top 25 *

ALL STAR FORD	FERGUSON PLUMBING	SHELL SERVICE STATIONS
ANTIOCH BUILDING MATERIALS	FOODS CO.	TARGET STORES
APPROVED AUTO CENTER	HOME DEPOT	TOYS R US
ARCO AM/PM MINI MARTS	MERIT USA	UNION 76 SERVICE STATIONS
BURLINGTON COAT FACTORY	MOBIL SERVICE STATIONS	USS POSCO INDUSTRIES
CALPINE OPERATING SERVICES *	OLIVE GARDEN RESTAURANT	WAL MART STORES
CCCO PUBLIC AUTO AUCTION	PRAXAIR	WINCO FOODS
DD'S DISCOUNTS	SAFeway STORES	WINTER CHEVROLET
DOW CHEMICAL COMPANY *		

Business Activity	Jan'15 - Mar'15 to Jan'16 - Mar'16			Apr'14 - Mar'15 to Apr'15 - Mar'16		
	Pittsburg	S.F. Bay Area	Statewide	Pittsburg	S.F. Bay Area	Statewide
Total	-7.4%	2.0%	2.9%	10.1%	2.7%	2.9%
General Retail	4.1%	0.0%	2.9%	3.5%	1.3%	3.2%
Food Products	7.7%	4.3%	3.8%	6.6%	5.6%	5.2%
Transportation	9.6%	-0.9%	1.5%	7.7%	-1.0%	0.9%
Construction	13.1%	1.2%	5.3%	17.9%	6.4%	7.8%
Business To Business	-56.6%	6.2%	1.9%	21.6%	4.1%	-0.4%
Auto Sales - New	19.2%	2.1%	4.5%	19.6%	6.2%	7.5%
Restaurants	9.5%	5.5%	5.9%	9.2%	6.6%	6.6%
Department Stores	0.6%	-3.2%	-0.3%	2.8%	-1.5%	0.7%
Bldg.Matls-Whsle	11.2%	4.0%	10.2%	20.6%	8.4%	10.3%
Leasing	54.6%	5.7%	2.9%	437.2%	10.4%	7.5%
Service Stations	-13.7%	-9.7%	-6.9%	-11.0%	-14.1%	-11.3%
Bldg.Matls-Retail	14.9%	-1.9%	0.1%	14.6%	4.1%	5.0%
Food Markets	-1.0%	0.2%	-2.3%	-0.4%	2.0%	1.0%
Miscellaneous Retail	0.5%	2.5%	3.8%	-8.4%	3.4%	4.5%
Heavy Industry	-72.9%	-1.0%	1.1%	-38.6%	2.1%	3.7%
Auto Parts/Repair	12.3%	3.4%	4.5%	8.9%	3.3%	5.4%
Apparel Stores	26.4%	0.4%	1.7%	23.7%	1.7%	2.4%
Chemical Products	-52.7%	10.8%	-2.5%	-27.7%	2.0%	-4.2%
Miscellaneous Other	12.2%	-0.5%	40.7%	7.9%	-7.4%	15.7%

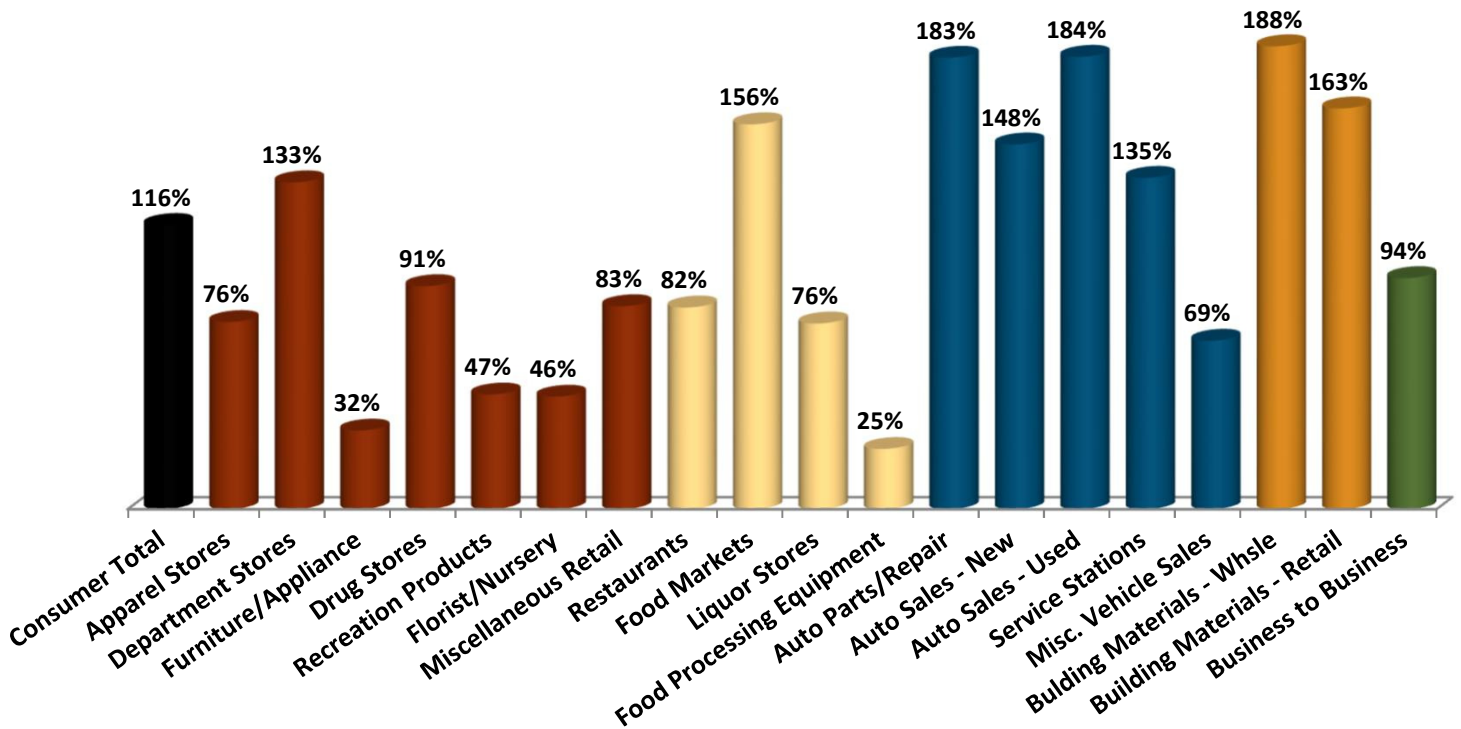
Per Capita Annual Effective Buying Income Compared to Per Capita Gross and Net Sales Tax



A Corellation Coefficient (CC) > -.30 and < .30 is a Weak or No Correlation
 Net Sales Tax = Cash Gross 1% + Co Pool + State Pool - Admin Fees

CC Net Sales Tax:	-0.23
CC Gross 1%	0.26

Pittsburg: 1st Quarter 2016 Sales Tax Capture & Gap Analysis Report



The chart is an overview of how well Contra Costa is capturing potential sales tax based on its residents' effective buying income (disposable income) compared to purchasing habits in the S.F. Bay Area region.