



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

3rd Quarter 2019 in Review

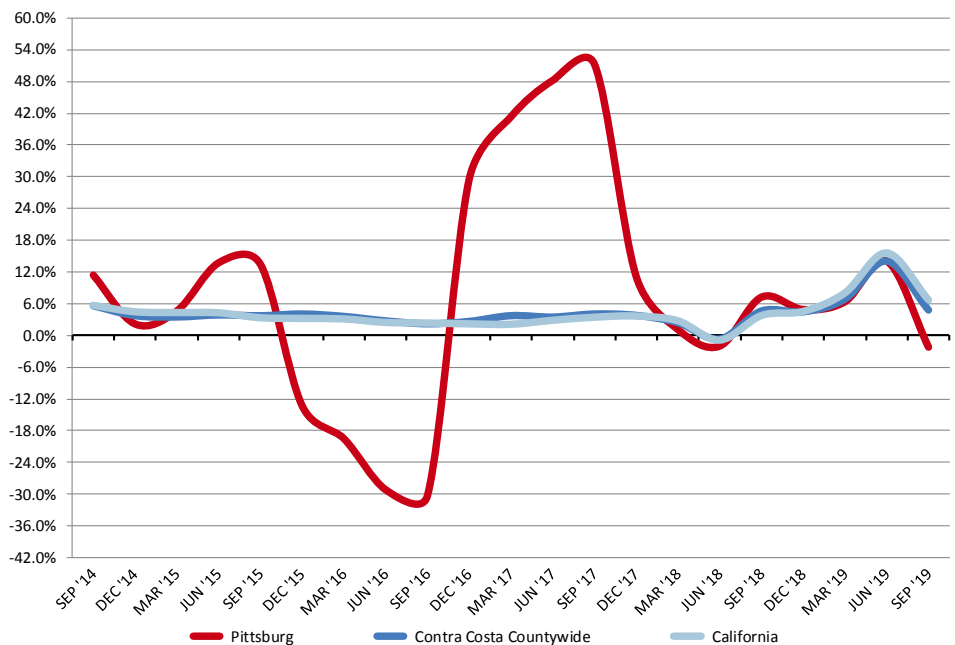
Business Activity	Quarter over Quarter			Year over Year		
	Pittsburg	S.F. Bay Area	California	Pittsburg	S.F. Bay Area	California
TOTAL	0.8%	-6.9%	-4.2%	-4.1%	-2.5%	-1.7%
GENERAL RETAIL	-0.9%	-3.6%	-3.0%	-3.1%	-3.7%	-2.2%
FOOD PRODUCTS	0.9%	-2.9%	-2.2%	2.0%	-0.2%	-0.5%
TRANSPORTATION	-13.0%	-14.5%	-8.0%	-11.3%	-4.0%	-2.6%
CONSTRUCTION	24.6%	-1.2%	-5.1%	7.0%	-1.5%	-5.4%
BUSINESS TO BUSINESS	9.5%	-8.2%	-2.1%	-9.4%	-2.9%	0.6%
Auto Sales - New	-12.1%	-22.3%	-11.6%	-8.5%	-7.0%	-3.7%
Restaurants	3.6%	-2.5%	-1.5%	4.1%	0.6%	0.5%
Service Stations	0.8%	-8.2%	-8.1%	9.7%	-1.7%	-3.1%
Bldg.Matls-Whsle	34.2%	1.1%	-5.9%	11.2%	4.1%	-3.2%
Bldg.Matls-Retail	5.9%	-4.8%	-4.0%	-12.7%	-9.5%	-8.5%
Department Stores	-0.7%	-4.6%	-2.9%	-0.7%	-4.1%	-1.7%
Food Markets	-5.2%	-3.8%	-4.3%	-5.5%	-3.3%	-3.7%
Chemical Products	13.9%	8.7%	-1.6%	-5.3%	9.2%	1.9%
Miscellaneous Retail	2.2%	-5.2%	-5.0%	-9.4%	-3.1%	-3.0%
Apparel Stores	-2.3%	-3.2%	-3.3%	0.8%	-3.5%	-2.3%
Auto Parts/Repair	11.8%	2.0%	1.4%	2.9%	-0.9%	0.3%
Auto Sales - Used	7.3%	0.3%	-1.1%	4.2%	2.7%	1.3%
Heavy Industry	35.4%	-4.1%	-0.3%	-15.7%	-2.7%	1.1%
Leasing	-31.4%	-13.6%	-4.5%	-33.7%	-4.9%	1.4%

Change in Gross 1% Cash Sales Tax

2019Q3 over 2018Q3

Bldg.Matls-Whsle	156,352
Light Industry	69,959
Energy Sales	25,111
Chemical Products	16,177
Auto Parts/Repair	12,667
Florist/Nursery	(5,269)
Food Markets	(8,608)
Leasing	(11,024)
Business Services	(14,985)
Auto Sales - New	(65,629)
Heavy Industry	(74,418)
Service Stations	(88,492)
All Other	19,754
Total Change	31,595

Annualized Change in Sales Tax Cash Receipts





News

- **E-Commerce as a Percent of Total U.S. Sales (3Q2019):** 11.2% in 3Q2019. 10.8% in 2Q2019. 10.5% in 1Q2019. 10.1% in 4Q2018. 3Q2019 e-commerce estimate increased 5.0% from 2Q2019 while total retail sales increased 1.4% in the same period. E-commerce sales in 3Q2018 accounted for 10.0% of total sales. (Census.gov)
- **Holiday Spending:** Retail sales rose 4.1% between August 1st and September 30th from a year ago. Total sales topped \$875.8 billion this year. Online sales continued to grow, up more than 13.7% from a year ago, Online sales made up 14.4% of total retail sales. (Census.gov)
- **CA Labor Market:** Unemployment rate dropped to 4.0% in September. The U.S. Unemployment Rate remained the same at 3.5% in August and decreased by .2% to 3.5% in October. California's Labor Force Participation Rate rose by 0.1% in November, the state's highest rate since July 2013.(CA DOF)

SALES TAX CAPTURE AND LEAKAGE ANALYSIS REPORT BENCHMARK YEAR

