Q1 2018

City of Suisun City Sales Tax *Update*

Second Quarter Receipts for First Quarter Sales (January - March 2018)

Suisun City In Brief

Suisun City's receipts from January through March were 3.3% above the first sales period in 2017 when reporting adjustments are removed.

Rules governing confidentiality prevent a discussion here about certain business segments that include a limited number of taxpayers. However, the results of the following business activities may be addressed.

Rising fuel prices this quarter provided the City's largest sales tax increase while the prior opening of two new dining venues helped grow restaurant receipts.

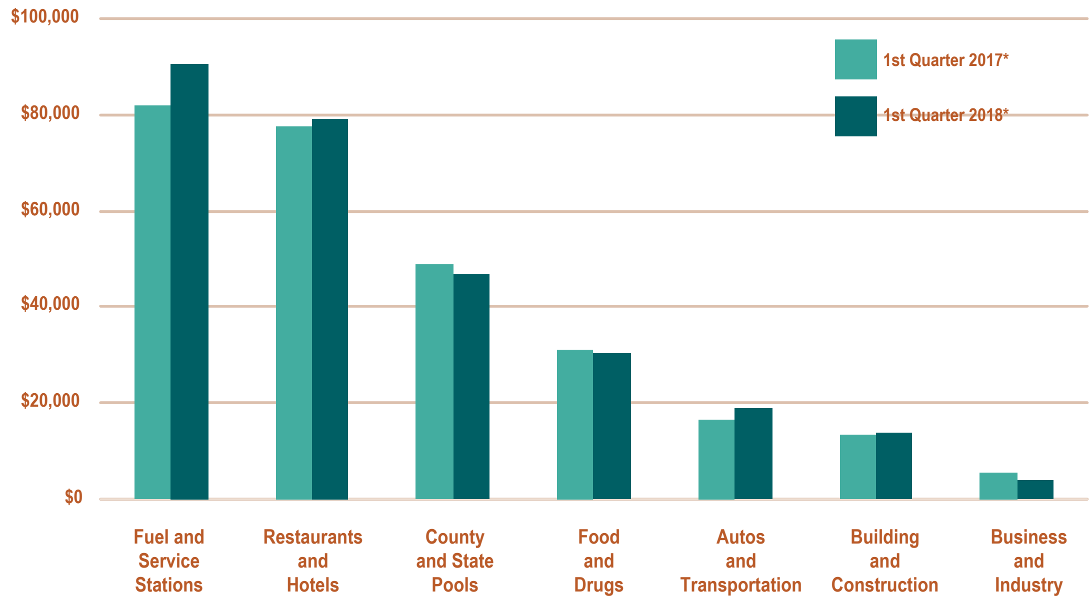
Sales at transportation related outlets were higher this period and sales of construction materials also produced more sales tax.

Partially offsetting the gains were a drop in overall food and drug group activity accompanied by lower sales generated by the business-industry group.

Suisun's Measure S generated $546,609 this period, which marks the fourth quarter of collections. This means that with next quarter's data there will be an opportunity to compare current results with those of the prior year.

Net of adjustments, taxable sales for all of Solano County grew 4.2% over the comparable time period while those of the entire Bay Area region were up 6.7%.

Sales Tax by Major Business Group



*Allocation aberrations have been adjusted to reflect sales activity

Top 25 Producers

In Alphabetical Order

- 7 Eleven
- Ashria Chevron Mart
- AutoZone
- Black Bear Diner
- Bonfare Market
- Bonfare Market Fuel
- Burger King
- California Marine Sports
- Cast Iron Grill & Bar
- Jack in the Box
- La Cabana
- Marina Arco AM PM
- McDonalds
- Panda Express
- Raleys
- Rite Aid
- Shell
- Stoneyard Masonry Suisun
- Suisun Ace Hardware
- Suisun Gas
- Suisun Roofing
- Suisun Wine & Spirits
- Sunset Chevron
- Taco Bell
- Walmart Supercenter

Revenue Comparison

Four Quarters – Fiscal Year To Date

	2016-17	2017-18
Point-of-Sale	$1,390,748	$1,459,665
County Pool	191,360	209,490
State Pool	1,082	484
Gross Receipts	**$1,583,190**	**$1,669,639**
Measure S	$128	$2,281,617

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NOTES

CDTFA Changes

The California Department of Taxes and Fees Administration (CDTFA) implemented new reporting software – Centralized Revenue Opportunity System (CROS) with the first quarter 2018 tax filings. The change will allow CDTFA to collect and allocate tax revenue more quickly than the prior system making data more timely and relevant for decision making purposes. There will also be a greater emphasis on electronic tax filing with the goal of decreasing errors and misallocations.

During the changeover, CDTFA had a hard cutoff of April 30 for tax returns. Allocating the revenue received through that period left some activity out of the current quarter, pushing it to the second quarter 2018. However, CDTFA will be disbursing the revenue related to the previously delayed payments with the June 2018 monthly allocation.

In summary, the change in software and partial allocations in the first quarter 2018 payments will inflate actual distributions in June 2018 and be included with second quarter 2018 data.

Statewide Results

Given the CDTFA changeover, the statewide first quarter 2018 receipts were 1.8% lower than the prior year. However, once HdL adjusted the results for missing payments and other accounting anomalies, the results were 5.9% higher than the same period in 2017.

A stellar rebound in building-construction activity, compared to a year ago when gloomy winter weather depressed results, and continued increases in fuel prices, were the primary contributors to overall growth. Steady receipts from purchases made online also helped boost countywide use tax pool allocations.

After a long period of solid growth in new car sales, much of the upward movement within this group is now coming from leases rather than purchases. Corporate tax breaks approved by Congress in December 2017, are expected to have a positive impact on the industrial sector as businesses look to invest excess cash.

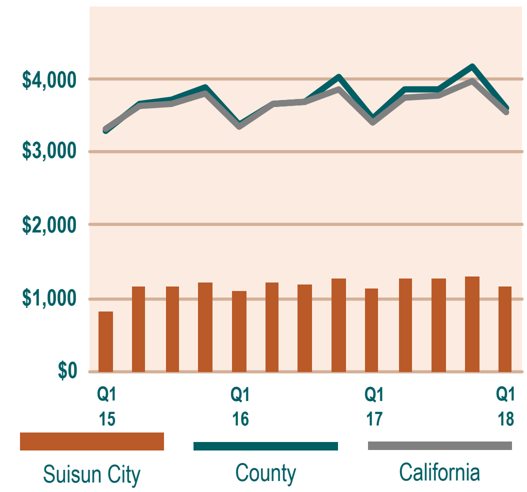
Supreme Court Ruling

On Thursday, June 21, 2018, the Supreme Court ruled in a 5-4 decision to require out-of-state online retailers to collect sales taxes on sales to in-state residents. The physical presence rule as defined by *Quill* is no longer a clear or easily applicable standard, and the online interstate marketplace was not the prevailing issue before the court in 1992.

In California, numerous online retailers already collect and remit state and local taxes, including 2 of the 3 companies involved in this Supreme Court case (*Wayfair* and *Newegg*).

According to a study conducted by the California State Board of Equalization, the total revenue losses related to remote sellers for both businesses and household consumers were about $1.453 billion in fiscal year 2016-17. Unpaid use tax liabilities in 2016-17 average $60 per year for each California household, and California businesses average $171 per year in unpaid use tax liabilities. The CDTFA is currently reviewing the court's opinion to determine next steps to support taxpayers.

Sales Per Capita



COUNTY OVERALL 1Q YOY RECEIPTS % CHANGE

Major Industry Groups	Cash	Adjusted*
Autos and Transportation	-3.1%	1.0%
Building and Construction	8.9%	12.7%
Business and Industry	-1.9%	2.2%
Food and Drugs	-5.8%	2.5%
Fuel and Service Stations	13.1%	15.8%
General Consumer Goods	-1.9%	3.7%
Restaurants and Hotels	-1.4%	3.4%
County and State Pools	-1.2%	1.0%
Total	**-0.1%**	**4.2%**

*Accounting anomalies factored out

Revenue By Business Group

Suisun City This Quarter