

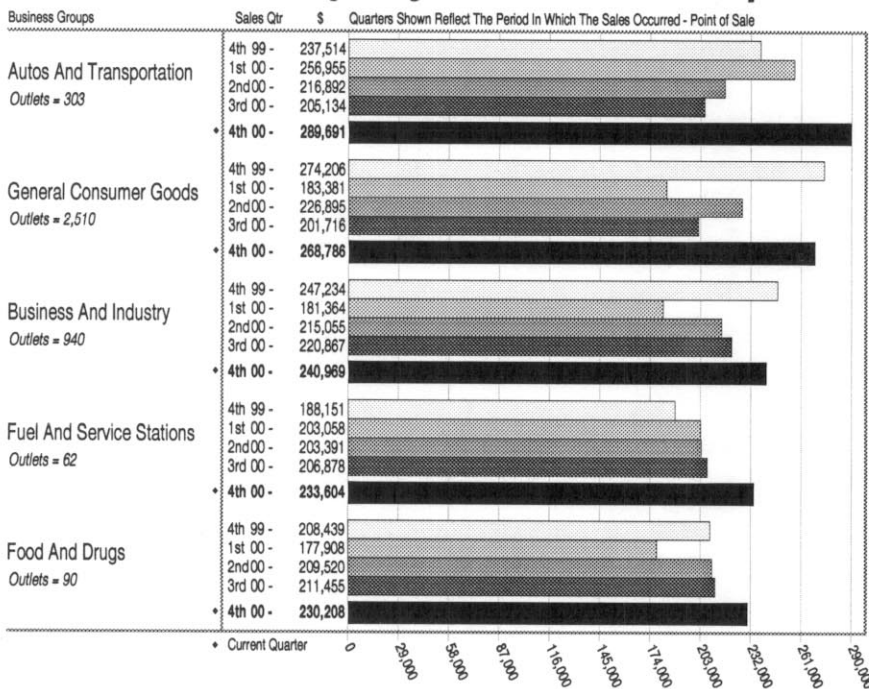
EL DORADO COUNTY SALES TAX

First Quarter Receipts for Fourth Quarter Sales (Oct. - Dec. 2000)

Publication Date: April 2001



Sales Tax By Major Business Group



Top 25 Producers Listed Alphabetically

- Bancamerica Auto Finance
- Bel Air Mart
- Cabot
- Central Concrete Supply
- Chevron USA
- Dawson Oil
- El Dorado Hills 76
- El Dorado Hills Chevron
- Family Chevrolet Cad Oldsmobile
- International Billing Service
- Jackson Automotive Group
- KMart
- Lee's Feed & Western Store
- Longs Drugs
- Mail Well
- Nor Cal Readymix
- Raleys
- Safeway
- Shingle Springs Honda
- Shingle Springs Nissan Subaru
- Sierra at Tahoe
- Tahoe's Camp Richardson Resort
- Texaco
- Tom's Sierra Fuel
- Tower Mart

This Quarter

Receipts from the unincorporated area's fourth quarter sales were 9.5% higher than the previous holiday season.

Higher fuel prices and a generally strong quarter for new car dealerships, all categories of restaurants, construction supplies and drugs/chemicals all contributed to the increase. A recent addition to the light industry category and a jump in the countywide "use tax" allocation pool of which the county received an 52.5% share, were additional factors. One-time aberrations skewed comparisons of discount department stores and business services.

Gross receipts for all of El Dorado County including its cities, increased 8.4% while the Sacramento region as a whole, was up 9.2%.

SALES TAX NOTES

Fourth Quarter Exceeds Expectations But Future Is Cloudy

A study of HdL's statewide database reveals that California's holiday sales increased 9% over the same quarter of 1999. This was higher than most economists had predicted. The largest gains occurred among family apparel, limited-price variety stores, new and used auto dealers, and fuel and electronic/office equipment.

In the general consumer goods group, statewide sales for limited price variety stores increased 11.1%, family apparel outlets, 10%, discount department store sales, 6.8%, specialty stores, 4.3%, and department stores, 2.5%.

Auto sales exhibited continued strength through December by rising 12.1% over the previous year while "use tax" from auto leases was up 10.2%. High prices at the pump

helped to boost revenues from service stations by 27.6% and bulk fuel distributors, 24.9%.

Several categories of industrial related sales continued to show gains. Office equipment, electrical manufacturers, and industrial repair shops increased 16.6%, 12.4% and 13.9% respectively. The Silicon Valley region, with its concentration of businesses in these sectors, again posted higher revenue growth than other areas of the state.

Despite intensive media coverage of layoffs, lower corporate earnings and declining stock values, anecdotal evidence suggests that June's receipts from first quarter sales will be at least steady. Revenues from value-oriented retailers such as discount department stores are expected to be up

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Top 20 Business Categories

Business Type	4th Qtr '00		4th Qtr '99		Percent Change	% Of Total		
	Outlets	\$	Outlets	\$		Unincorp	County	State
Service Stations	33	177,388	33	151,324	17.2%	11.1%	9.1%	6.2%
New Motor Vehicle Dealers	6	152,300	6	124,935	21.9%	9.5%	10.9%	10.7%
Grocery Stores Liquor	10	113,822	10	110,663	2.9%	7.1%	8.5%	3.1%
Discount Dept Stores	11	96,748	13	112,691	-14.1%	6.1%	4.8%	6.4%
Contractors	127	94,104	128	79,003	19.1%	5.9%	3.9%	3.0%
Fast Food	98	55,189	98	47,650	15.8%	3.5%	4.7%	3.9%
Light Industrial/Printers	151	53,692	138	28,079	91.2%	3.4%	2.1%	4.3%
Grocery Stores Beer/Wine	28	49,243	22	40,668	21.1%	3.1%	2.5%	1.1%
Restaurants Beer And Wine	55	42,272	59	37,901	11.5%	2.7%	3.3%	2.1%
Drug Stores	5	41,542	7	38,907	6.8%	2.6%	2.9%	1.4%
Lumber/Building Materials	26	39,462	28	40,540	-2.7%	2.5%	3.5%	3.7%
Business Services	168	37,600	153	54,570	-31.1%	2.4%	1.5%	2.0%
Petroleum Prod/Equipment	9	33,074	9	22,301	48.3%	2.1%	3.4%	1.2%
Used Automotive Dealers	25	31,796	19	28,672	10.9%	2.0%	1.3%	1.2%
Hardware Stores	14	29,882	16	22,873	30.6%	1.9%	1.4%	0.6%
Automotive Supply Stores	57	29,683	44	29,503	0.6%	1.9%	1.9%	1.1%
Clubs/Amusement-With Liquor	12	29,567	10	28,813	2.6%	1.9%	2.1%	0.2%
Drugs/Chemicals	17	29,152	15	19,291	51.1%	1.8%	1.0%	0.9%
Farm Products/Equipment	73	29,085	55	26,306	10.6%	1.8%	1.1%	0.6%
Part Time Permittees	1,128	28,932	1,353	26,793	8.0%	1.8%	1.4%	0.4%
Retail Stores	1,732	1,136,668	1,461	1,064,627	6.8%	71.3%	76.9%	73.8%
Non-Store/Part Time Retailers	1,295	45,294	1,546	39,019	16.1%	2.8%	2.0%	0.9%
Business, Service & Repairs	674	137,131	623	156,197	-12.2%	8.6%	8.3%	8.2%
All Other Outlets (Industrial)	682	275,924	605	203,155	35.8%	17.3%	12.8%	17.0%
Total All Accounts	4,383	1,595,018	4,235	1,462,997	9.0%			
County & State Pool Allocation		293,046		260,878	12.3%			
Gross Receipts		1,888,064		1,723,875	9.5%			

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as are receipts from import auto dealers, service stations and bulk fuel. However, "business-to-business" sales should begin showing decreases as corporations "lean down" to satisfy investor concerns and to reduce excess inventories and capacity.

The revenue picture for next year remains murky with no clear indicators of where the economy is heading. To date, consumer confidence in California has remained upbeat and unemployment is still low. Most of the much-publicized layoffs from the high tech sectors appear to be absorbed by more traditional firms needing to update their internal systems.

Higher energy costs will have an impact on specific elements of the economy although much of this will be absorbed by conservation measures and more efficient usage. The real danger is frequent, unpredictable outages that would disrupt production schedules and spoil output.

Industrial intensive jurisdictions such

as the Silicon Valley experienced the most dramatic increases in sales tax in recent years and could experience equally dramatic declines as corporations cut back on capital expenditures while the economy sorts itself out. Economists are divided on how long this might take and local governments should be cautious in developing their 2001/2002 projections.

Fiscal Year To Date Revenue Comparison

	1999-00	2000-01
Point-of-Sale	4,085,934	4,414,194
County Pool	720,658	831,737
State Pool	24,308	10,625
Gross Receipts	4,830,900	5,256,556

