

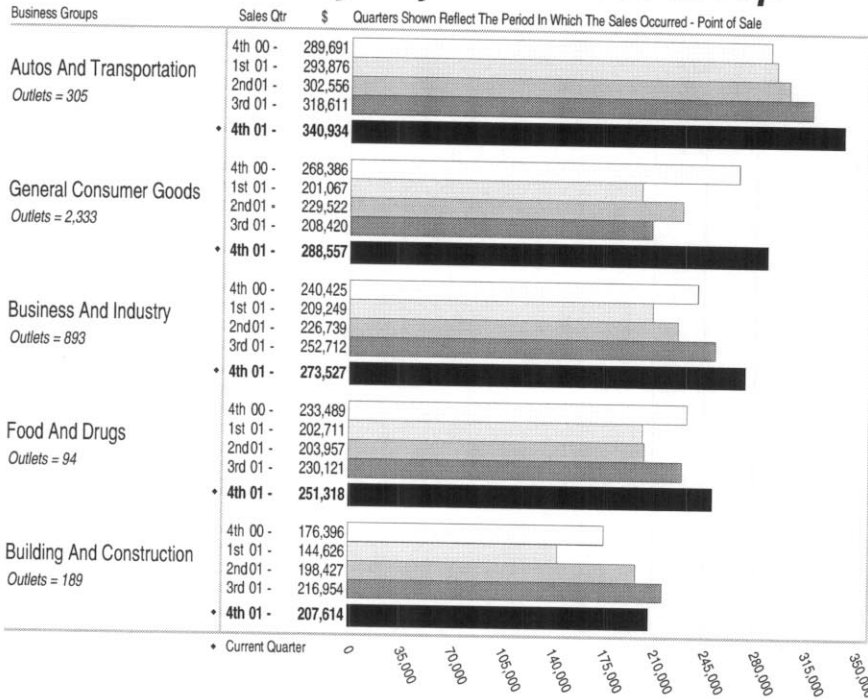


# EL DORADO COUNTY SALES TAX

First Quarter Receipts for Fourth Quarter Sales (Oct. - Dec. 2001)

Publication Date: April 2002 The HdL Companies (www.hdlcompanies.com)

## Sales Tax By Major Business Group



### This Quarter

Receipts from the unincorporated area's October through December sales were 8.6% higher than last year's Christmas quarter.

An exceptional sales period for new car dealerships and business services was the primary contributors to the increase. Previous additions to the lumber/building material and part-time permittee categories were also factors. The gains were partially offset by a temporary drop in fuel prices, new tax exemptions for propane fuel, and one-time reporting aberrations.

Total receipts for all of El Dorado County including its cities, increased 8.0% over the comparable time period while the Sacramento planning region as a whole, was up 2.6%.

### Top 25 Producers

Listed Alphabetically

- Bel Air Mart
- Cabledata
- Cabot
- Carl's Jr.
- Central Concrete Supply
- Chevron USA
- Dave's Rent A Car
- Family Chevrolet Cad Oldsmobile
- Hunt Enterprises
- International Billing Service
- Jackson Automotive Group
- KMart
- Lee's Feed & Western Store
- Longs Drugs
- Meeks Building Center
- Nor Cal Readymix
- Nu Star Motors
- Raleys
- Safeway
- Shingle Springs Honda
- Shingle Springs Nissan Subaru
- Sierra at Tahoe
- Texaco
- Tom's Sierra Fuel
- Village Concepts

### Statewide Sales Level - Recession Speculation Continues

Federal Reserve Chairman Alan Greenspan announced in early March that the national economy had begun to recover but cautioned that the recovery could be slow and subject to setbacks. Separately, the San Francisco Federal Reserve Bank predicted that California's recovery would be stronger than other western states or the nation at large.

Though California's overall numbers are improving, the rate of recovery will vary by region. The Bay Area, where sales have been sharply impacted by the "techwreck" and reduced air travel, will lag other areas of the state.

Some parts of Southern California, the Central Coast, and the Sacramento region seem to have escaped the recession altogether. Retail sales in most areas of the Sacramento and San Joaquin Valley regions should continue to expand.

While consumer confidence has risen, business-to-business sales will remain weak until at least mid-year. Most cities and counties will be budgeting conservatively although communities with new business openings can be more aggressive.

Performance expectations for key sales tax groups for the coming year are as follows:

**Autos & Transportation:** Low interest financing boosted new auto sales to record levels at year's end. But first quarter sales are reported to be down about 3% from a year-ago and manufacturers are studying how much longer they can afford to offer incentives. Industry officials expect sales will trail last year's figures by 2-5%. A decline of 5-8% is likely in the Bay Area. Sales of imports are predicted to outpace domestics.

**Building & Construction:** Major public works projects will bolster con-

*can't on back page*

## Top 20 Business Categories

Business Type	Outlets	4th Qtr '01	4th Qtr '00	Percent Change	Percent of Total		
					Unincorp	County	State
New Motor Vehicle Dealers	5	206,726	152,300	35.7%	12.2%	14.8%	13.4%
Service Stations	31	159,645	173,729	-8.1%	9.4%	8.1%	4.9%
Grocery Stores Liquor	11	119,506	113,822	5.0%	7.0%	8.5%	3.2%
Contractors	122	99,761	92,033	8.4%	5.9%	4.1%	2.9%
Discount Dept Stores	12	91,238	96,748	-5.7%	5.4%	4.3%	6.9%
Fast Food	85	71,123	55,189	28.9%	4.2%	5.0%	4.1%
Business Services	151	66,901	37,600	77.9%	3.9%	2.4%	1.6%
Lumber/Building Materials	31	61,559	35,697	72.5%	3.6%	3.5%	4.0%
Grocery Stores Beer/Wine	28	57,020	52,902	7.8%	3.4%	2.5%	1.1%
Light Industrial/Printers	156	49,101	53,692	-8.6%	2.9%	1.9%	4.2%
Drug Stores	7	45,138	41,542	8.7%	2.7%	2.7%	1.4%
Part Time Permittees	926	42,087	28,902	45.6%	2.5%	1.7%	0.4%
Restaurants Beer And Wine	55	41,375	45,190	-8.4%	2.4%	3.1%	2.2%
Auto Repair Shops	114	37,409	27,159	37.7%	2.2%	1.8%	1.1%
Automotive Supply Stores	64	36,463	29,683	22.8%	2.1%	2.2%	1.1%
Specialty Stores	587	34,472	27,044	27.5%	2.0%	1.9%	3.6%
Farm Products/Equipment	72	33,160	29,463	12.5%	2.0%	1.1%	0.6%
Hardware Stores	19	32,893	35,841	-8.2%	1.9%	1.5%	0.6%
Used Automotive Dealers	27	28,413	31,796	-10.6%	1.7%	1.2%	1.2%
Sporting Goods/Bike Stores	58	25,358	25,582	-0.9%	1.5%	2.0%	0.9%
Retail Stores	1,820	1,224,101	1,155,765	5.9%	72.0%	78.2%	76.3%
Non-Store/Part Time Retailers	1,057	60,393	42,748	41.3%	3.6%	2.4%	0.9%
Business, Service & Repairs	658	165,115	137,983	19.7%	9.7%	8.5%	7.6%
All Other Outlets (Industrial)	534	250,827	258,523	-3.0%	14.8%	10.9%	15.3%
Total All Accounts	4,069	1,700,436	1,595,018	6.6%			
County & State Pool Allocation		350,017	293,046	19.4%			
Gross Receipts		2,050,453	1,888,064	8.6%			

con't from front page

struction spending in some areas. Residential construction should remain strong where vacant land is available and if interest rates remain low. High vacancy rates will depress commercial and industrial building in most areas.

**Business & Industry:** Recent gains in productivity have not been enough to sustain profitability. Until the profit picture improves, businesses will continue to defer spending on equipment. The exception will be defense and "homeland security" which could boost employment and indirectly benefit retail sales.

**Fuel & Service Stations:** Recent price swings should counter one another and little change in total sales tax is expected in the coming year.

**General Consumer Goods:** For all areas of the state except the Bay Area and Silicon Valley, General Consumer Goods sales should experience moderate growth this year. The decline in Bay Area and Silicon

Valley sales is not expected to level off until the second half. Department store and specialty store sales will lag while discounters grow.

**Restaurants & Hotels:** Sales in areas dependent on out-of-state tourists will remain below year-ago levels until air travel recovers. High-end restaurants, particularly in the Bay Area, will remain stagnant until at least mid-year.

### Fiscal Year To Date Revenue Comparison

	2000-01	2001-02
Point-of-Sale	4,414,194	4,846,402
County Pool	831,737	953,136
State Pool	10,625	10,441
Gross Receipts	5,256,556	5,809,978

