

# City of Saint Helena

Sales Period: April 2011 - March 2012

## Summary

### News from Sales Tax Quarter

- The California New Car Dealers Association (CNCDA) reports that new light vehicle registrations in the First Quarter of 2012 are up 17.7% versus a year earlier, higher than the 13.3% increase nationally.
- The California Department of Finance reports that multi-family building has been the only source of improvement in residential construction. For the First Quarter of 2012 the number of multi-family permits was up almost 25% over last year compared to only a 1% increase in permits for single family homes.
- Nationwide Retail Sales in the First Quarter of 2012 increased by 6.5% versus a year earlier according to the U.S. Census Bureau.

### News from Today

- Although retail spending decreased nationally by 0.2% in May, the national figure for the first five months of 2012 is up from last year by 5.3%. The largest gains were in Building Materials and Supplies (11.1%), Home Furnishings (9.4%) and Motor Vehicle Sales and Parts (8.7%). (U.S. Census Bureau)
- The current average retail price of gasoline is 18 cents, (4.7%), above the \$3.61 per gallon price that California saw at the beginning of the year. (California Gas Prices)
- The California Department of Finance reports that after gains in the second half of 2011, non-farm employment growth dropped from an average monthly gain of 37,000 jobs during the last five months of 2011 to 19,000 on average during the First Quarter of 2012.

## Quarter-Over-Quarter

Jan - Mar 2011 to Jan - Mar 2012

## Year-Over-Year

Apr - Mar 2011 to Apr - Mar 2012

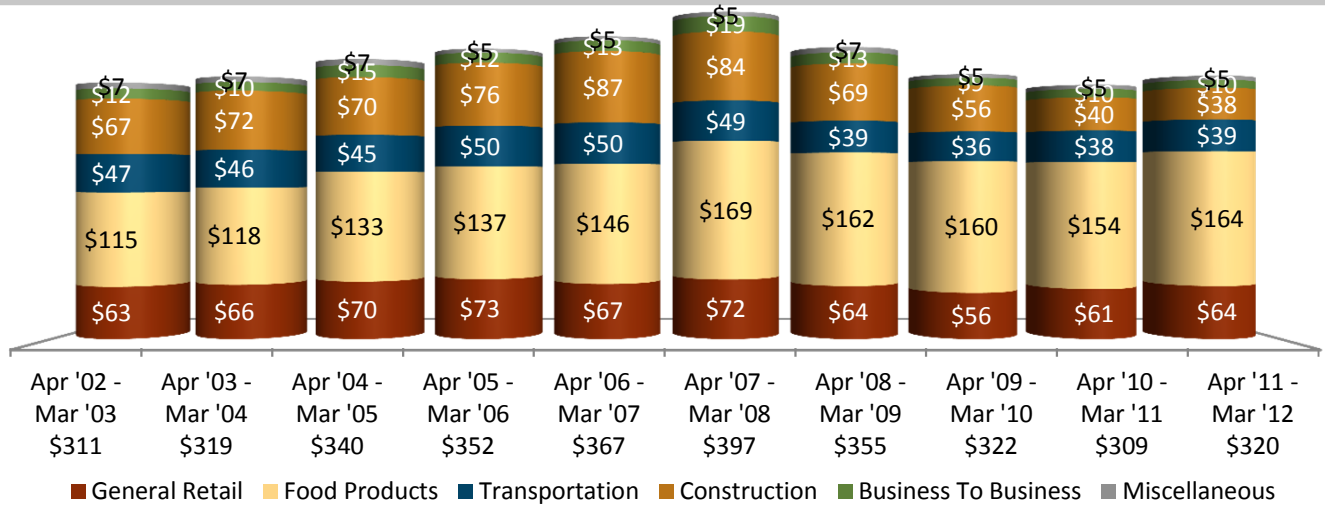
	City of Saint Helena	S.F. Bay Area	Statewide	City of Saint Helena	S.F. Bay Area	Statewide
<b>Total</b>	<b>3.7%</b>	<b>8.4%</b>	<b>7.3%</b>	<b>4.4%</b>	<b>7.6%</b>	<b>7.6%</b>
General Retail	<b>33.3%</b>	5.7%	4.9%	<b>6.9%</b>	5.3%	4.9%
Food Products	<b>-1.8%</b>	7.8%	7.4%	<b>7.0%</b>	7.0%	6.4%
Transportation	<b>-15.1%</b>	11.4%	11.2%	<b>1.7%</b>	13.9%	14.4%
Construction	<b>21.1%</b>	9.0%	4.5%	<b>-4.1%</b>	7.2%	4.6%
Business To Business	<b>-4.6%</b>	9.5%	8.1%	<b>-5.6%</b>	5.9%	6.9%
Restaurants	<b>9.4%</b>	8.9%	7.6%	<b>6.1%</b>	7.8%	6.7%
Food Processing Eqp	<b>-11.2%</b>	11.4%	10.0%	<b>10.5%</b>	10.9%	5.7%
Bldg.Matls-Retail	<b>25.5%</b>	3.7%	<b>-0.5%</b>	<b>8.5%</b>	2.6%	<b>-1.4%</b>
Food Markets	<b>7.5%</b>	4.0%	6.5%	<b>5.6%</b>	4.4%	5.7%
Florist/Nursery	<b>27.8%</b>	13.2%	6.3%	<b>-5.3%</b>	4.9%	3.9%
Miscellaneous Retail	<b>12.8%</b>	2.0%	1.9%	<b>7.4%</b>	4.2%	3.4%
Service Stations	<b>8.6%</b>	11.9%	9.6%	<b>12.3%</b>	20.6%	19.2%
Auto Sales - New	<b>-41.0%</b>	12.6%	14.6%	<b>-11.3%</b>	10.8%	12.7%
Apparel Stores	<b>20.9%</b>	9.7%	8.3%	<b>-0.2%</b>	8.9%	8.5%
Furniture/Appliance	<b>168.9%</b>	13.2%	9.5%	<b>77.5%</b>	4.9%	4.8%
Bldg.Matls-Whsle	<b>9.7%</b>	15.3%	10.5%	<b>-33.1%</b>	12.7%	12.2%
Auto Parts/Repair	<b>10.8%</b>	5.1%	6.9%	<b>8.8%</b>	4.0%	6.1%
Liquor Stores	<b>-16.8%</b>	7.2%	6.8%	<b>-13.4%</b>	4.8%	6.4%
Miscellaneous Other	<b>71.2%</b>	6.0%	0.5%	<b>6.6%</b>	<b>-1.6%</b>	0.6%

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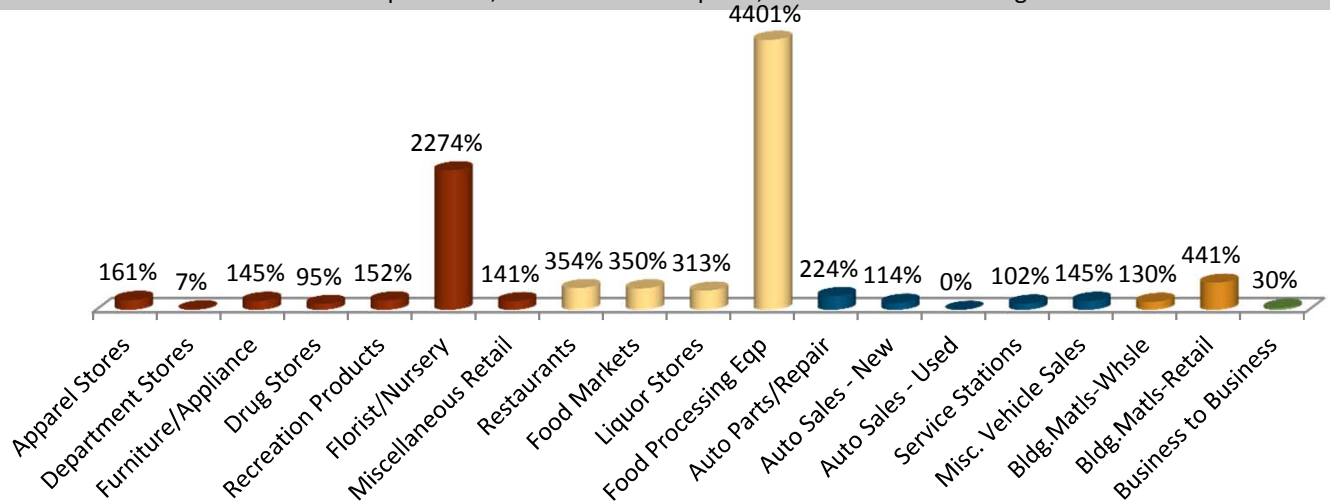
## Sales Tax Per Capita

City of Saint Helena's annualized sales tax divided by its population as reported by State Department of Finance



## Sales Tax Capture & Leakage Analysis

100% = Equilibrium; Over 100% = Capture; Under 100% = Leakage



## Annualized Change in Sales Tax Cash Receipts

