

# City of Saint Helena

Sales Period: July 2012 - June 2013

## Summary

### News from Sales Tax Quarter

- Nationally, 2013Q2 Retail Trade was up 5% over 2012Q2 and up 3.3% over last quarter.
- California Residential Building Permits continued to increase in July, though not at the pace of the preceding twelve months. The average increase over the same month in the prior year for the past 12 months was 63.6%. April 2013 increased over April 2012 172.3%, May 2013 over May 2012 43.2%, June 2013 over June 2012 29.8% and July 2013 over July 2012 only 18%.
- According to the California Department of Finance, New Light Vehicle Registrations increased 12.5% during the first 6 months of 2013 versus a year earlier, much higher than the 7.7% improvement nationally.

### News from Today

- According to ShopperTrak, National Retail Revenue in November and December should rise 2.4% over 2012, a little less than the 3% increase of November and December of 2012 over 2011.
- In the first eight months of 2013 9,830 small business were sold in California, up 4.6% from the 9,397 that were sold in the first eight months of 2012.
- According to the Bureau of Economic Analysis, U.S. Retail and Food Services Sales for August were up 4.7% over August 2012. Total sales for the June through August 2013 period were up 5.4% from the same 3 month period a year ago.
- Inflation Update: The California Consumer Price Index, (CPI-U), for August is up 1.2% over August of 2012.

### Quarter-Over-Quarter

Apr - Jun 2012 to Apr - Jun 2013

### Year-Over-Year

Jul - Jun 2012 to Jul - Jun 2013

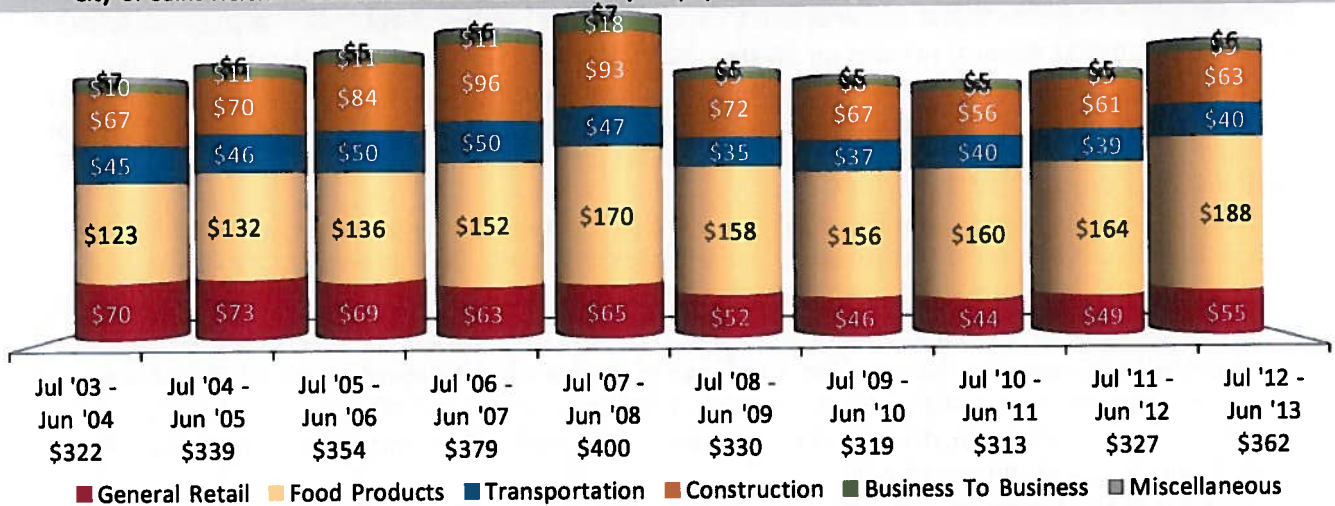
	City of Saint Helena	S.F. Bay Area	Statewide	City of Saint Helena	S.F. Bay Area	Statewide
<b>Total</b>	<b>12.1%</b>	<b>2.1%</b>	<b>2.7%</b>	<b>11.1%</b>	<b>5.0%</b>	<b>4.8%</b>
General Retail	3.8%	3.3%	2.8%	12.8%	4.4%	4.0%
Food Products	16.3%	6.1%	4.9%	14.6%	6.6%	5.4%
Transportation	0.1%	6.9%	3.8%	3.5%	10.6%	6.5%
Construction	10.0%	9.2%	6.2%	3.8%	9.0%	8.4%
Business To Business	32.8%	-10.2%	-2.4%	8.3%	-3.0%	1.6%
Restaurants	36.2%	6.8%	5.9%	21.9%	7.0%	5.6%
Food Processing Eqp	-5.4%	9.1%	8.7%	11.7%	9.2%	7.5%
Bldg.Matls-Retail	13.2%	5.2%	-0.3%	14.1%	7.2%	3.3%
Bldg.Matls-Whsle	7.4%	13.7%	13.2%	-7.3%	11.1%	14.0%
Food Markets	3.2%	3.9%	1.8%	2.0%	5.4%	4.8%
Miscellaneous Retail	6.1%	4.6%	3.7%	-0.6%	2.2%	3.2%
Furniture/Appliance	3.3%	1.0%	1.6%	47.1%	2.8%	1.3%
Service Stations	-3.8%	-3.3%	-4.4%	-0.4%	1.0%	-0.7%
Apparel Stores	1.3%	6.1%	4.3%	9.7%	10.1%	8.0%
Auto Sales - New	-1.2%	16.1%	11.4%	2.3%	22.4%	15.2%
Auto Parts/Repair	3.6%	4.2%	3.0%	6.5%	4.4%	3.5%
Miscellaneous Other	31.9%	-20.4%	-1.6%	36.4%	9.7%	6.6%
Heavy Industry	0.7%	-7.7%	0.9%	15.1%	-0.5%	3.6%
Recreation Products	15.5%	5.1%	3.0%	12.1%	6.6%	5.5%

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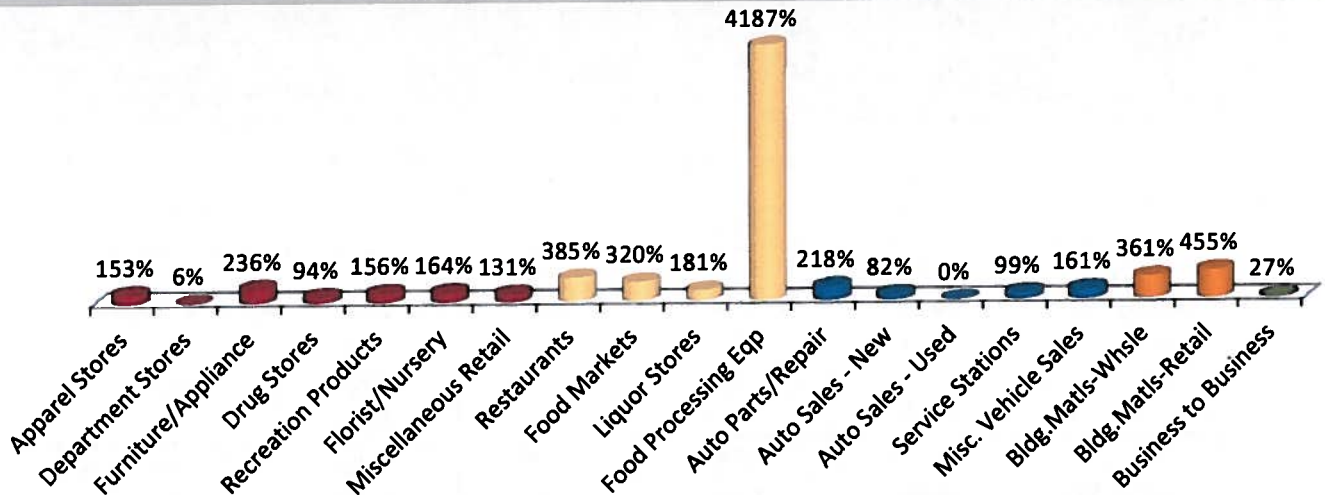
## Sales Tax Per Capita

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

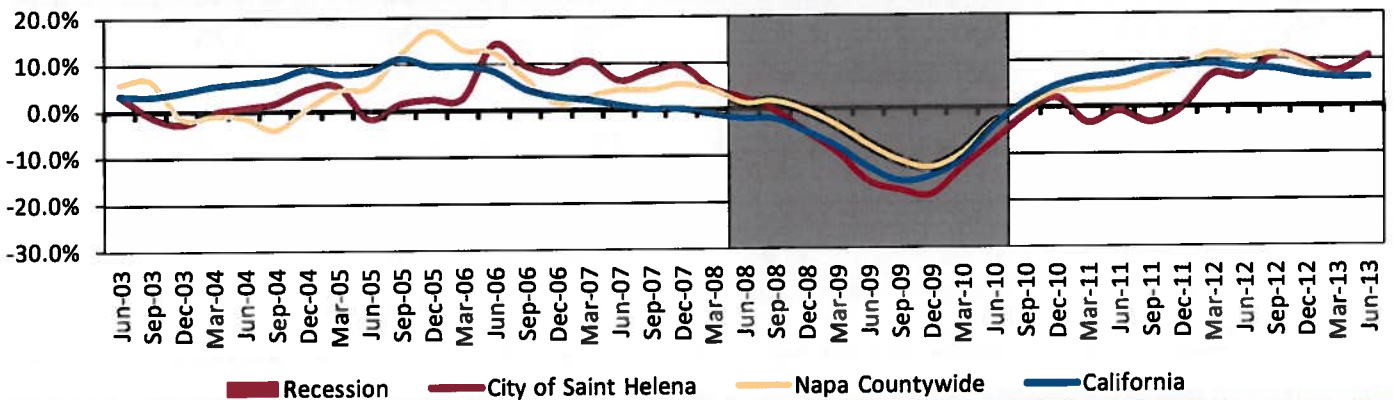


## Sales Tax Capture & Leakage Analysis

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



## Annualized Change in Sales Tax Cash Receipts



**SAINT HELENA**

Sales Tax Net Cash Receipts: Three Advances Plus Clean-Up Payment

	% CHANGE BY MONTH ENDED QUARTER												FISCAL YEAR TO DATE				MOST RECENT FOUR QUARTERS TOTAL					
	Jun-11	Sep-11	Dec-11	Mar-12	Jun-12	Jun-12	Jun-13	13Q1	13Q2	13Q2	13Q2	13Q2	Jul-12 thru	Jul-13 thru	Sep-12	Oct-12 thru	Oct-12 thru	Sep-13	% Chg	\$ Chg	% Chg	
	12Q1	12Q2	12Q3	12Q4	13Q1	13Q2	13Q2	13Q2	13Q2	13Q2	13Q2	13Q2	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter	1 Quarter
Last Year Cash Received >	15.6	7.4	11.9	4.2	-0.6	8.4	4.2	4.2	4.2	4.2	4.2	3,238,547	3,509,429	270,882	8.4	13,382,447	13,382,447	759,996	6.0	759,996	6.0	
This Year Cash Received >	19.6	2.3	11.4	2.4	2.7	4.5	2.4	2.7	2.7	2.7	2.7	1,893,491	1,978,076	84,585	4.5	7,871,209	7,871,209	396,143	5.3	396,143	5.3	
Calendar Sales Quarter >	15.2	4.1	14.6	5.8	5.5	16.0	5.8	5.5	5.5	5.5	5.5	607,202	704,360	97,158	16.0	2,410,095	2,410,095	233,960	10.8	233,960	10.8	
1 Napa	12.7	14.7	8.6	8.0	4.7	4.2	8.0	4.7	4.2	4.2	4.2	560,992	584,500	23,508	4.2	2,131,366	2,267,219	135,853	6.4	135,853	6.4	
2 Napa County	19.1	9.6	13.2	10.3	12.8	14.7	10.3	12.8	14.7	14.7	14.7	258,740	296,696	37,956	14.7	955,517	1,077,571	122,054	12.8	122,054	12.8	
3 Saint Helena *	29.3	-4.5	0.9	-1.6	3.3	2.6	-1.6	3.3	2.6	2.6	2.6	225,279	231,142	5,863	2.6	901,169	913,031	11,862	1.3	11,862	1.3	
4 American Canyon	9.0	12.4	6.8	4.6	4.1	5.1	4.6	4.1	5.1	5.1	5.1	61,919,918	65,104,571	3,184,653	5.1	236,706,830	248,956,314	12,249,484	5.2	12,249,484	5.2	
5 Yountville	5.3	12.0	9.4	3.6	6.2	0.1	3.6	6.2	0.1	0.1	0.1	35,002,878	35,034,033	31,155	0.1	131,147,050	137,271,971	6,124,921	4.7	6,124,921	4.7	
6 Calistoga	7.6	6.4	6.6	6.1	8.1	5.0	6.1	8.1	5.0	5.0	5.0	10,803,250	11,346,542	543,292	5.0	41,867,651	44,550,329	2,682,678	6.4	2,682,678	6.4	
Alameda Co.	16.9	5.8	11.3	4.1	1.8	7.7	4.1	1.8	7.7	7.7	7.7	6,784,251	7,304,203	519,952	7.7	26,261,704	27,921,572	1,659,868	6.3	1,659,868	6.3	
Contra Costa Co.	12.1	8.1	4.1	5.6	4.6	3.5	5.6	4.6	3.5	3.5	3.5	40,209,582	41,615,392	1,405,810	3.5	156,602,399	163,582,586	6,980,187	4.5	6,980,187	4.5	
Marin Co.	9.8	6.6	8.1	1.6	8.3	3.1	1.6	8.3	3.1	3.1	3.1	33,054,897	34,082,589	1,027,692	3.1	128,845,200	135,488,913	6,643,713	5.2	6,643,713	5.2	
Napa Co. *	13.1	2.8	7.8	9.4	5.1	5.5	9.4	5.1	5.5	5.5	5.5	89,649,989	94,554,624	4,904,635	5.5	346,684,906	370,753,132	24,068,226	6.9	24,068,226	6.9	
San Francisco Co.	8.9	9.1	7.1	-3.2	19.3	4.4	-3.2	19.3	4.4	4.4	4.4	15,366,384	16,042,998	676,614	4.4	59,732,653	63,524,521	3,791,868	6.3	3,791,868	6.3	
San Mateo Co.	5.8	4.8	6.3	4.5	9.9	8.6	4.5	9.9	8.6	8.6	8.6	18,077,325	19,636,679	1,559,354	8.6	70,130,872	75,202,776	5,071,904	7.2	5,071,904	7.2	
Santa Clara Co.	10.2	7.3	7.2	5.3	6.3	4.5	5.3	6.3	4.5	4.5	4.5	310,868,474	324,721,631	13,853,157	4.5	1,197,979,265	1,267,252,114	69,272,849	5.8	69,272,849	5.8	
Solano Co.	8.8	6.3	15.5	13.8	10.4	8.9	13.8	10.4	8.9	8.9	8.9	33,398,549	36,382,251	2,983,702	8.9	127,186,833	142,690,843	15,504,010	12.2	15,504,010	12.2	
Sonoma Co.	10.8	6.2	6.7	-0.2	7.0	5.4	-0.2	7.0	5.4	5.4	5.4	134,114,049	141,413,628	7,299,579	5.4	515,355,020	539,347,699	23,992,679	4.7	23,992,679	4.7	
S.F. Bay Area *	8.8	6.7	3.3	1.7	0.4	3.0	1.7	0.4	3.0	3.0	3.0	11,382,470	11,721,419	338,949	3.0	43,569,893	44,501,290	931,397	2.1	931,397	2.1	
Central Coast	6.9	6.6	7.3	1.7	5.7	4.5	1.7	5.7	4.5	4.5	4.5	14,081,796	14,714,188	632,392	4.5	53,983,163	56,580,829	2,597,666	4.8	2,597,666	4.8	
Central Valley	7.3	8.0	6.6	2.1	7.6	4.7	2.1	7.6	4.7	4.7	4.7	96,734,442	101,260,519	4,526,077	4.7	368,032,092	387,058,223	19,026,131	5.2	19,026,131	5.2	
North Coast	9.7	7.1	7.4	3.9	6.7	4.9	3.9	6.7	4.9	4.9	4.9	600,579,780	630,213,636	29,633,856	4.9	2,306,106,266	2,437,430,998	131,324,732	5.7	131,324,732	5.7	
Other Northern	9.9	9.2	10.8	4.6	9.3	5.3	4.6	9.3	5.3	5.3	5.3	144,491,576	152,161,181	7,669,605	5.3	552,553,910	593,494,872	40,940,962	7.4	40,940,962	7.4	
Sacramento Valley	6.3	0.1	4.8	22.2	57.4	55.0	22.2	57.4	55.0	55.0	55.0	6,181,657	9,579,341	3,397,684	55.0	25,354,916	34,132,877	8,777,961	34.6	8,777,961	34.6	
Northern California	8.9	6.1	8.2	2.6	5.4	8.0	2.6	5.4	8.0	8.0	8.0	636,965,026	688,030,099	51,065,073	8.0	2,473,180,122	2,622,655,335	149,475,213	6.0	149,475,213	6.0	
Inland Empire	9.1	6.6	8.6	3.1	6.6	7.9	3.1	6.6	7.9	7.9	7.9	787,638,259	849,770,621	62,132,362	7.9	3,051,088,948	3,250,283,084	199,194,136	6.5	199,194,136	6.5	
Other Southern	9.3	6.8	8.1	3.5	6.7	6.6	3.5	6.7	6.6	6.6	6.6	1,388,218,039	1,479,984,257	91,766,218	6.6	5,357,195,214	5,687,714,082	330,518,868	6.2	330,518,868	6.2	
South Coast																						
Southern California																						
State Total																						

