

News

- **Retail Sales** for "Black Weekend", (Thanksgiving Day through Sunday), in the Western Region increased 5.5% when compared to last year. Retail Foot Traffic in the region remained unchanged from last year. (ShopperTrak)
- The Average **Price of Regular Gasoline** in California rose for the first time in 11 weeks to \$ 3.58 per Gallon. This is down 23.2% from it's peak of \$ 4.66 per Gallon for the week ending October 8, 2012. They are projecting it to drop another 3% in 2014. (U.S. Energy Administration)
- **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. (California Department of Finance)

Top 25 Sales Tax Generators

New to Top 25 *

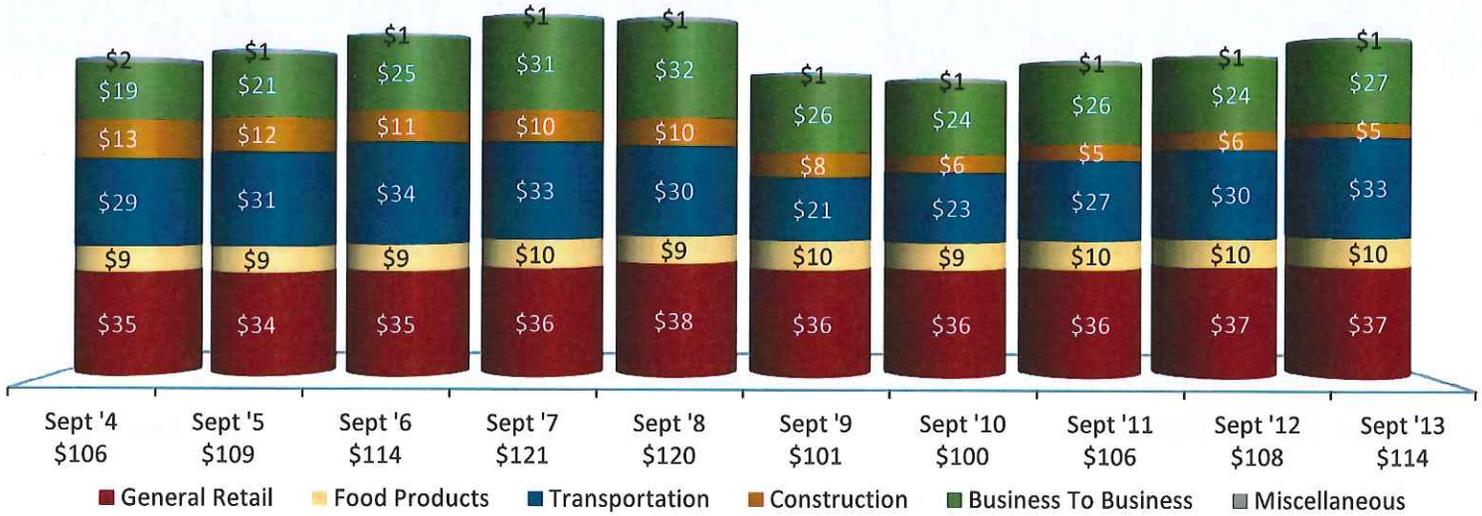
AMERICAN SOIL PRODUCTS	HANLEES HILLTOP NISSAN	NALCO COMPANY
ARCO AM/PM MINI MARTS	HANLEES HILLTOP TOYOTA	OAKLAND PAPER & SUPPLY
BC STOCKING DISTRIBUTING	HILLTOP BUICK/PONTIAC/GMC *	ROSS STORES
CHANNEL LUMBER	HILLTOP CHRISTLER JEEP DODGE	SEARS ROEBUCK & COMPANY
CHEVRON REFINERY	HILLTOP FORD SALES	SUNBELT RENTALS
CHEVRON SERVICE STATIONS	HILLTOP VOLKSWAGEN *	TARGET STORES
COSTCO WHOLESALE	J C PENNEY COMPANY	VALERO SERVICE STATIONS
GREEN VALLEY PLANT RENTAL	MACY'S DEPARTMENT STORE	WAL MART STORES
HANLEES HILLTOP HYUNDAI		

Business Activity	Jul '12 - Sep '12 to Jul '13 - Sep '13			Oct '11 - Sep '12 to Oct '12 - Sep '13		
	Richmond	S.F. Bay Area	Statewide	Richmond	S.F. Bay Area	Statewide
Total	6.3%	2.7%	3.1%	6.0%	3.9%	3.8%
General Retail	-1.1%	2.7%	2.5%	1.1%	3.8%	3.5%
Food Products	4.2%	5.4%	3.1%	3.9%	6.3%	4.5%
Transportation	5.0%	6.0%	5.6%	12.5%	9.3%	5.6%
Construction	-10.0%	4.2%	1.6%	-17.4%	6.0%	4.1%
Business To Business	23.9%	-3.5%	1.8%	12.3%	-4.8%	1.1%
Department Stores	-4.6%	-1.2%	0.4%	-1.2%	2.1%	2.6%
Auto Sales - New	6.7%	12.2%	12.5%	14.7%	19.2%	13.4%
Energy Sales	35.3%	-1.0%	-4.9%	14.5%	-3.2%	-1.8%
Service Stations	-2.8%	-0.5%	-1.1%	5.2%	0.0%	-1.5%
Restaurants	2.8%	6.5%	4.1%	2.0%	6.9%	5.0%
Miscellaneous Retail	13.8%	5.4%	4.1%	-1.0%	3.7%	3.8%
Florist/Nursery	1.8%	4.9%	4.5%	8.7%	7.5%	5.3%
Light Industry	34.8%	-3.4%	2.2%	18.2%	-2.9%	0.5%
Apparel Stores	6.1%	5.6%	4.9%	1.3%	8.2%	7.0%
Auto Sales - Used	34.4%	16.0%	10.9%	45.1%	9.7%	8.5%
Bldg.Matls-Whsle	-20.9%	13.4%	9.3%	-23.0%	12.0%	12.2%
Bldg.Matls-Retail	4.6%	-4.7%	-6.5%	-10.7%	0.7%	-3.5%
Food Markets	10.0%	2.3%	0.2%	8.5%	4.4%	3.0%
Heavy Industry	2.7%	11.3%	8.3%	3.6%	1.8%	3.7%

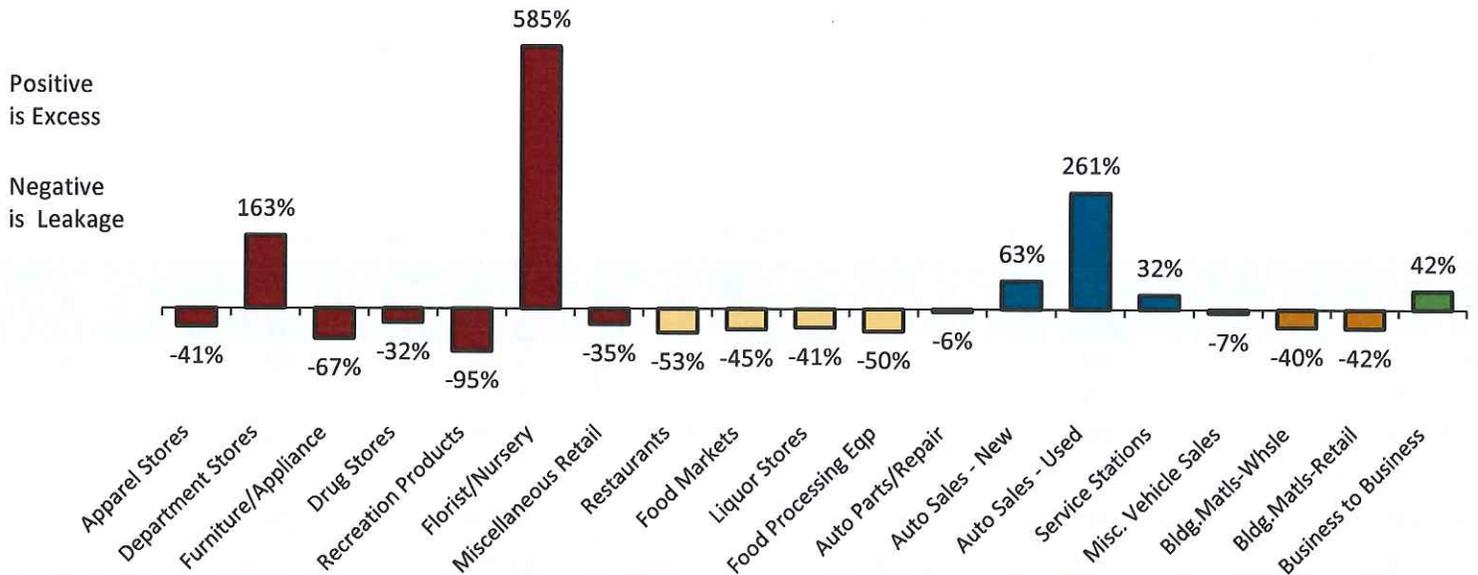
Sales Tax Per Capita

by Benchmark Year

City Of Richmond'S Annualized Sales Tax Divided By Its Population As Reported By State Department Of Finance



Sales Tax Capture & Leakage Analysis



Annualized Change in Sales Tax Cash Receipts

