

News

- **California Unemployment:** California was 4.2% in August and September 2018 is 4.1%, a sign it will get harder to fill positions.
- **Employment Forecast:** The forecast for 2018, 2019 and 2020 total employment growth is 1.7%, 1.8% and 0.8%, respectively. (UCLA, September 2018)
- **Retail:** 15% of retail sales take place online now. In 2013 it was 9%. Amazon nets 44% of those internet sales. 75% of households with yearly income of \$100,000 or more have an Amazon Prime membership. (Kiplinger)

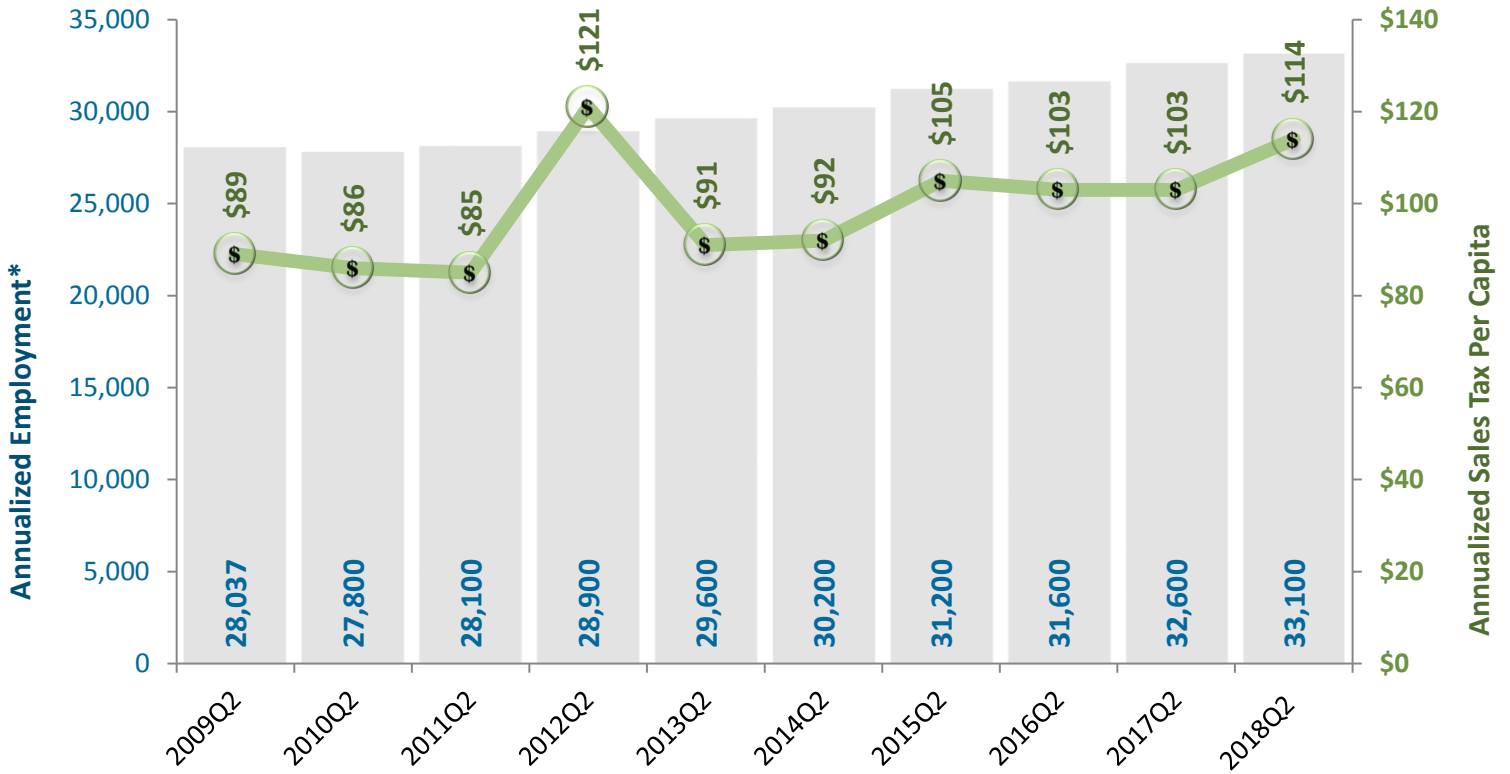
Top 25 Sales Tax Generators

AGRA TECH	CONTRA COSTA PUBLIC AUTO AUCTION	PRAXAIR
ALL STAR FORD	ELITE ROOFING SUPPLY	ROSS STORES
ALL STAR HYUNDAI	FERGUSON ENTERPRISES	SHELL SERVICE STATIONS
ANTIOCH BUILDING MATERIALS COMPANY	FOODS CO.	TARGET STORES
APPROVED AUTO CENTER	GRANITE EXPO OUTLET	WAL MART STORES
ARCO AM/PM MINI MARTS	HAMMOND ENTERPRISES	WINCO FOODS
BAKERCORP.	HOME DEPOT	WINTER CHEVROLET
BURLINGTON COAT FACTORY	MOBIL SERVICE STATIONS	WINTER HONDA
CALPINE OPERATING SVCS CO		

Business Activity

	Quarter over Quarter			Year over Year		
	Pittsburg	S.F. Bay Area	Statewide	Pittsburg	S.F. Bay Area	Statewide
TOTAL	6.3%	6.8%	4.5%	11.2%	5.9%	5.4%
GENERAL RETAIL	-2.7%	4.2%	3.8%	0.1%	2.4%	2.9%
FOOD PRODUCTS	6.4%	4.9%	3.4%	7.4%	4.5%	5.7%
TRANSPORTATION	30.0%	11.0%	4.8%	12.4%	8.8%	4.2%
CONSTRUCTION	23.1%	5.9%	4.5%	21.7%	10.3%	12.9%
BUSINESS TO BUSINESS	18.5%	7.4%	5.9%	20.3%	6.9%	7.0%
Auto Sales - New	-9.4%	12.1%	2.2%	6.8%	7.2%	1.3%
Restaurants	9.2%	5.1%	3.7%	5.8%	4.4%	4.5%
Service Stations	12.1%	15.4%	12.6%	33.2%	15.9%	11.5%
Department Stores	-3.0%	5.8%	3.0%	-1.6%	3.3%	2.9%
Bldg.Matls-Whsle	27.7%	6.4%	7.7%	25.8%	8.8%	12.1%
Bldg.Matls-Retail	18.2%	5.2%	0.3%	17.3%	12.4%	14.0%
Food Markets	-0.1%	3.7%	2.7%	9.9%	4.6%	10.3%
Chemical Products	12.5%	13.5%	11.5%	-6.0%	3.0%	7.4%
Miscellaneous Retail	-8.1%	5.8%	4.2%	3.1%	2.9%	2.3%
Heavy Industry	22.7%	5.8%	3.3%	29.7%	8.3%	7.9%
Apparel Stores	90.0%	-0.3%	1.2%	1.6%	0.1%	1.8%
Auto Parts/Repair	1.0%	-5.3%	-2.9%	5.2%	-1.7%	-1.0%
Auto Sales - Used	17.5%	3.0%	-1.6%	5.8%	4.8%	-0.1%
Leasing	31.6%	12.2%	11.4%	129.6%	8.2%	11.3%

Estimated Annualized Employment and Gross Sales Tax Per Capita by Benchmark Year



Total Gross Benchmark Year Sales Tax as a Percent of California GDP

Per Capita Annual Effective Buying Income Compared to Per Capita Gross and Net Sales Tax

