

News

- **GDP:** Rose 3.4% in 3Q2018; 4.2% in 2Q2018. California GDP rose by 3.3% in the second quarter of 2018, following 3.7% growth in the first quarter on a year-over-year basis.
- **E-Commerce as a Percent of Total U.S. Sales (3Q2018):** 9.8% in 3Q2018. 9.6% in 2Q2018. 9.4% in 1Q2018. 9.1% in 4Q2017. 3Q2018 e-commerce estimate increased 14.5% from 3Q2017 while total retail sales increased 5.3% in the same period. E-commerce sales in 3Q2018 accounted for 9.8% of total sales.
- **Holiday Spending:** Retail sales rose 5.1% between November 1 and December 24 from a year ago. Total sales topped \$850 billion this year. Online sales continued to grow, up more than 19% from a year ago. Online sales made up 13% of total retail sales.

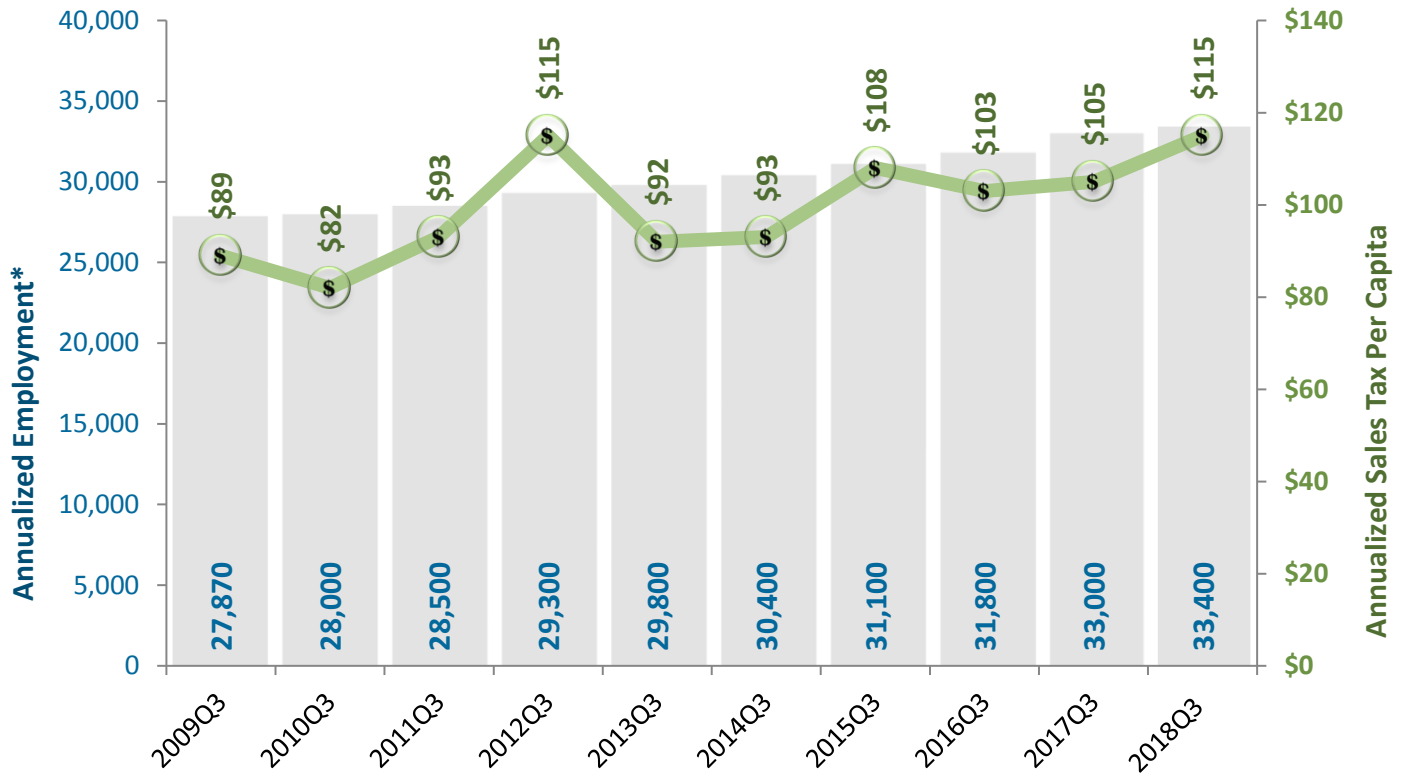
Top 25 Sales Tax Generators

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	California	Pittsburg	Bay	California
TOTAL	4.2%	6.0%	3.2%	10.9%	6.5%	5.1%
GENERAL RETAIL	-1.6%	0.0%	-0.5%	-0.3%	2.0%	2.0%
FOOD PRODUCTS	2.2%	0.9%	2.2%	6.5%	3.5%	5.0%
TRANSPORTATION	1.1%	18.2%	7.7%	7.4%	12.3%	5.4%
CONSTRUCTION	2.1%	7.2%	5.4%	23.4%	10.6%	12.3%
BUSINESS TO BUSINESS	31.6%	3.8%	2.3%	31.8%	7.2%	5.9%
Auto Sales - New	-3.4%	25.1%	7.3%	2.6%	12.9%	3.0%
Restaurants	4.3%	1.7%	1.7%	5.5%	3.7%	3.8%
Service Stations	7.8%	15.1%	13.5%	21.2%	16.9%	12.8%
Department Stores	-0.8%	-2.3%	-3.3%	-1.5%	1.7%	0.8%
Bldg.Matls-Whsle	-4.0%	9.9%	8.2%	29.8%	9.9%	12.1%
Bldg.Matls-Retail	9.7%	3.4%	1.4%	17.1%	11.6%	12.7%
Food Markets	-3.2%	-4.1%	4.3%	7.7%	2.2%	9.6%
Chemical Products	-11.2%	6.8%	5.5%	-6.0%	6.4%	8.3%
Heavy Industry	72.6%	1.4%	3.0%	48.6%	6.6%	6.9%
Miscellaneous Retail	-6.5%	5.6%	4.0%	1.0%	3.7%	3.2%
Leasing	239.5%	5.4%	-0.8%	199.7%	8.6%	7.9%
Apparel Stores	3.2%	-4.6%	-1.4%	2.1%	-0.9%	1.1%
Auto Parts/Repair	-6.7%	-0.6%	-0.7%	1.3%	-0.9%	-0.9%
Auto Sales - Used	13.8%	5.6%	0.2%	8.1%	4.7%	-0.7%

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

