

ECONOMIC SNAPSHOT



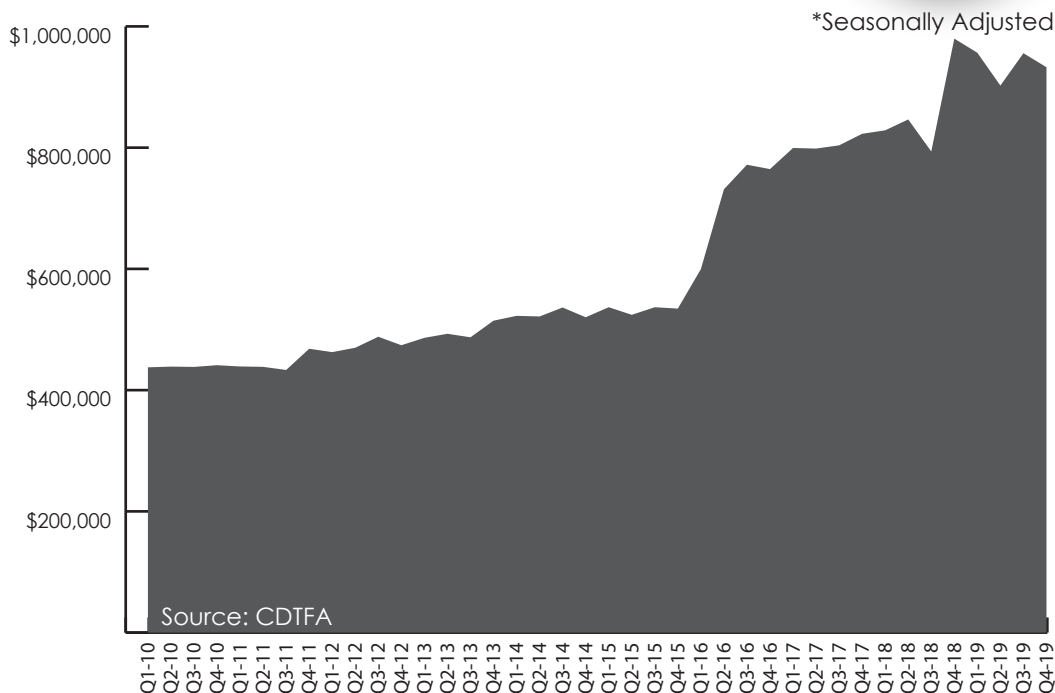
SALES TAX

2010=100

2.4%

Q3 2019
218.4Q4 2019
213.1

SALES TAX AT A GLANCE...



Total revenue was \$932,637 in Q4 2019, down 2.4% from the previous quarter.

Revenue was down 4.8% from a year ago and up 13.4% from two years ago.

In 2019, total revenue was over \$3.7 million, the highest grossing year since 2010.

Q4 2019 is the fourth highest grossing quarter since Q1 2010.

4TH QUARTER TREND

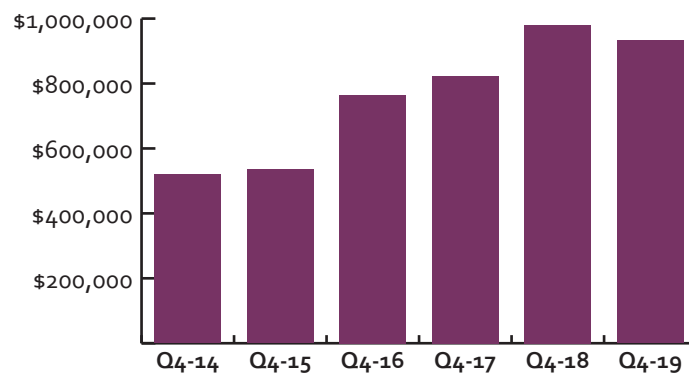
Sales tax revenue was over \$932k in Q4 2019, down 2.4% following an increase in the previous quarter. Current revenue is at the fourth highest level since Q1 2010.

It is important to note that some of the volatility shown over the past two years can likely be tied to changes in reporting entity's new software system which caused adjustments in reported revenue. The changes in the software may have caused some quarters to be over reported and others to be under reported. Overall, this component continues to show an upward trend since Q1 2010 and is up 113.1% or \$495k since that time.

Total revenue received in 2019 was over \$3.7 million the highest grossing year since 2010. This was up from more than \$3.4 million in 2018 and up from over \$1.7 million received in 2010.

In January 2020, 74% of local business leaders stated they expect sales to increase in the next 12 months. The latest El Dorado Hills Business Confidence Survey is available at www.eldoradohillschamber.org

Q4 SALES TAX REVENUE



Total increase of 79.3%

