

ECONOMIC SNAPSHOT



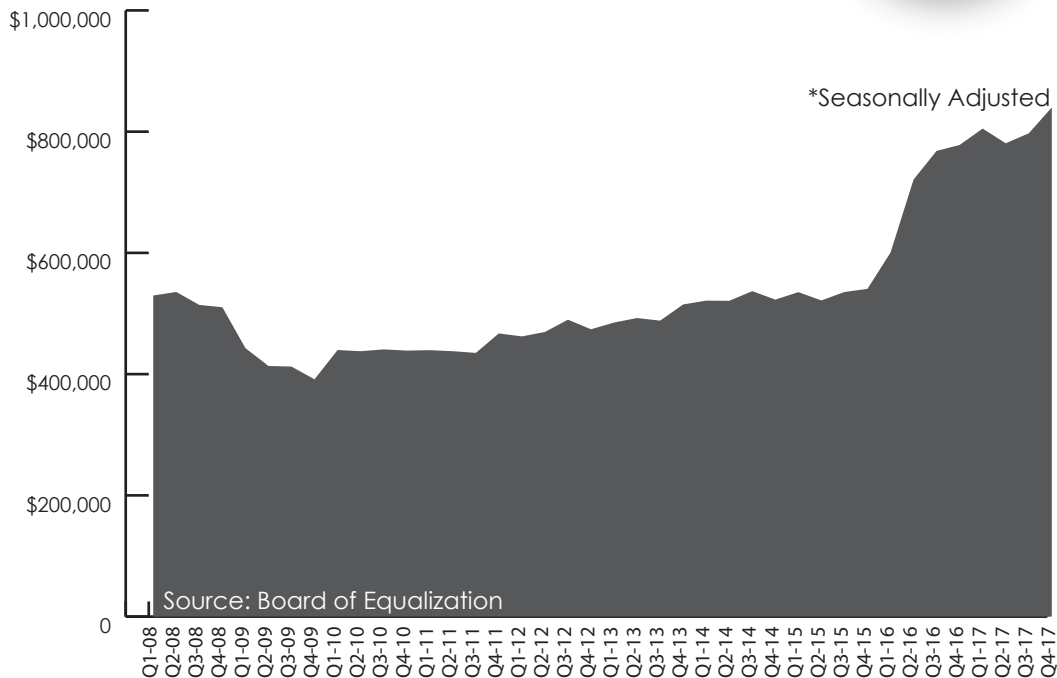
SALES TAX

2008=100

5.4%

Q3 2017
150.5Q4 2017
158.6

SALES TAX AT A GLANCE...



Total revenue in Q4 17 was \$839,989 up 5.4% from the previous quarter.

Revenue is up 8% from a year ago and up 55.3% from two years ago.

Total revenue for 2017 was over \$3.2 million, up from \$2.8 million in 2016.

Sales Tax is up \$448k or 114.6% when compared to the recession low in Q4 09.

Current revenue is \$310k, or 58.6% beyond a full recovery when compared to the pre-recession level of Q1 08, valued at 100.

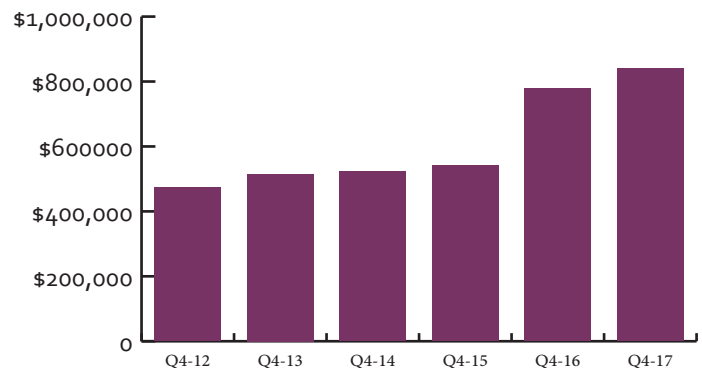
4TH QUARTER TREND

Sales tax revenue was up for the second quarter in a row in Q4 17. Total revenue was over \$839k, an increase of 5.4% from the previous quarter.

There has been a significant increase over the past two years in particular, with total revenue increasing nearly \$300k or 55.3% since that time. Revenue has increased seven out of the past eight quarters.

The July 2017 El Dorado Hills Business Confidence Survey showed 81% of local business leaders expected their sales to increase over the next 12 months. Just 7% expected to see a decrease.

Q4 SALES TAX SINCE RECESSION LOWS



Total increase of 77.2%

