

CITY OF MOORPARK

SALES TAX UPDATE

1Q 2022 (JANUARY - MARCH)



MOORPARK

TOTAL: \$ 1,296,970

17.2%
1Q2022



11.3%
COUNTY

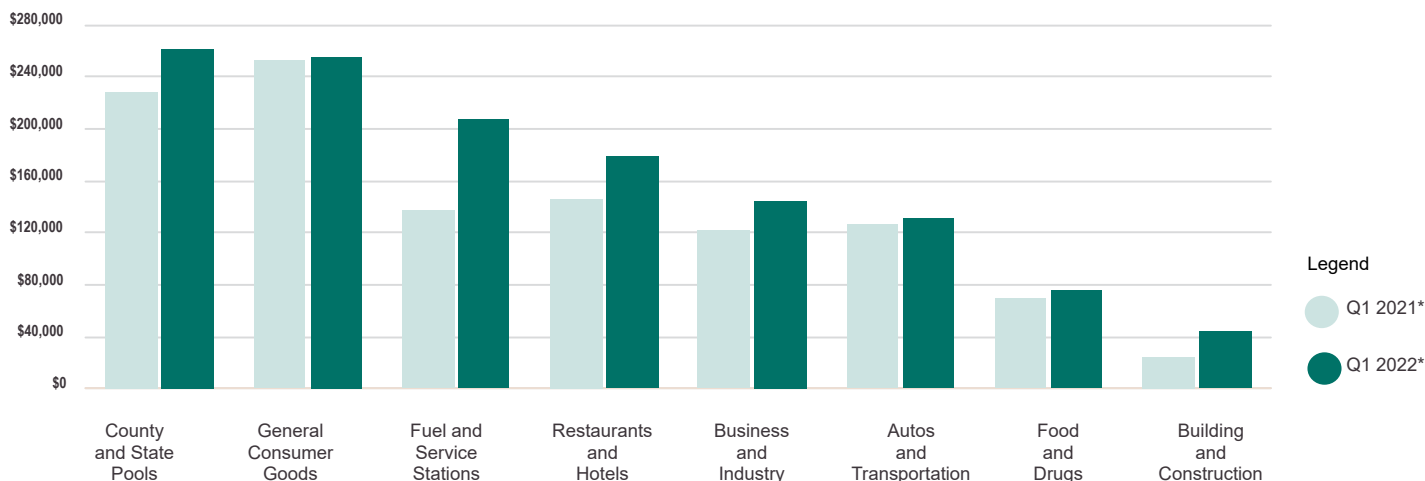


17.1%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



CITY OF MOORPARK HIGHLIGHTS

Moorpark's receipts from January through March were 18.1% above the first sales period in 2021. Excluding reporting aberrations, actual sales were up 17.2%.

The local economy has continued to show signs of post-pandemic growth. All factors within the fuel and service stations sector are continuing to experience upward pressure, which include restricted supply attributable to the Russian Ukraine crisis, record oil barrel and prices at the pump, a slow implementation by Saudi Arabia to increase production of global supply, and ongoing strong demand for fuel resulting from increased road and air travel. This has boosted the associated sales tax.

Returns from light industrial/printers, plumbing/electrical, building materials, trailers/RVs, drug and grocery stores, home furnishings, and the state and

county pools were also up.

The City experienced solid growth from casual and fast casual dining; however, the restaurants and hotels sector has been impacted by escalating costs and staff shortages that present ongoing challenges for operators and are expected to slow growth over the coming few quarters.

General consumer goods segments including home furnishings expanded, but there were indications that shoppers may be shifting spending to cover higher food and gas prices. Receipts from specialty stores decreased to partially offset the overall quarterly gain.

Net of aberrations, taxable sales for all of Ventura County grew 11.3% over the comparable time period; the Southern California region was up 19.2%.



TOP 25 PRODUCERS

- 76
- Campus Plaza Shell
- Command Performance Catering
- In N Out Burger
- Kohls
- McDonalds
- Moorpark 76
- Moorpark Chevron
- Moorpark Petroleum
- Pentair Pool Products
- Pool & Electrical Products
- QEP Company
- Ralphs
- Reid Witlin Ltd
- Shell
- Simi Valley Harley Davidson
- Smart & Final
- Target
- Testequity
- TJ Maxx
- Tom Lindstrom RV
- Tractor Supply
- Vons
- Warehouse Discount Center
- Wood Ranch



STATEWIDE RESULTS

California’s local one-cent sales and use tax for sales occurring January through March was 17% higher than the same quarter one year ago, after adjusting for accounting anomalies and onetime payments from previous quarters. By all accounts, the California retail economy continues roaring along. Even with instability in the stock market, the crisis in Ukraine pushing up the global price of crude oil and the U.S. Federal Reserve Board beginning to tackle inflation with a series of rate increases, consumer spending continued at a strong pace.

The invasion of Ukraine by Russian military forces on February 24 had an immediate upward impact on the global price of crude oil due to fears of supply shortages. Subsequently this has caused a dramatic jump to California consumer gas and diesel prices at a time when many in the workforce were commuting back into offices, also contributing to an overall increase in consumption. As expected, fuel and service station receipts increased 47% over last year and show no signs of pulling back with summer travel right around the corner.

Sales of new and used vehicles continue to be robust causing the autos and transportation sector to jump 15% for the period. Inventory shortages by some dealers may have caused buyers to experience a Fear Of Missing Out (FOMO) and pay elevated prices while interest rates remained lower. Automotive brands that have committed to full electric or hybrid models are attractive with consumers, especially given the sudden rise in fuel prices.

Post-holiday retail sales of general consumer goods remained solid, improving 10%. Prior supply chain concerns have dissipated, port operations are returning to normal and headwinds from inflation and higher cost goods haven’t yet slowed consumer demand. The stellar returns

were largely driven by discount department stores, especially those selling gas.

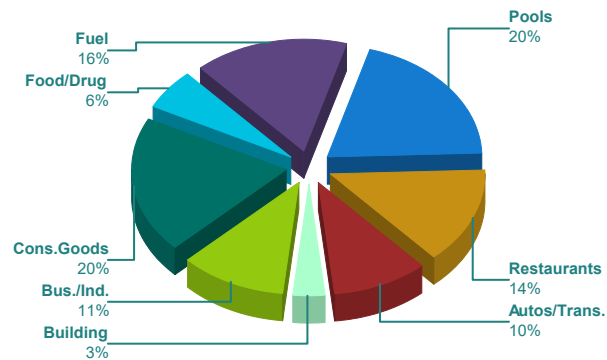
These results mark the fourth full quarter in a row that restaurant and hotel receipts have increased. While higher menu prices have contributed, steady demand by patrons to dine out is also propelling the gains. Furthermore, theme parks and entertainment venues throughout the state are busy. With the summer tourism and travel season approaching, the industry is positioned to maintain post-pandemic growth and remain positive through 2022.

Use taxes generated by online sales and purchases from out-of-state vendors allocated via the county pools, heartily surpassed expectations, gaining 13% over

the comparison period. Shoppers bought a range of merchandise and spending by businesses on capital equipment remained sensational.

The first quarter sales period contributed to an already strong 2021-22 fiscal year for most municipalities statewide. However, continued inflationary pressure, soaring interest rates and record gas prices may soften growth going into 2022-23.

REVENUE BY BUSINESS GROUP
Moorpark This Quarter*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

Moorpark Business Type	Q1 '22*	Change	County Change	HdL State Change
Service Stations	207.8	52.0% ↑	41.6% ↑	43.4% ↑
Quick-Service Restaurants	71.5	6.0% ↑	5.2% ↑	7.8% ↑
Casual Dining	63.7	21.0% ↑	45.1% ↑	55.7% ↑
Light Industrial/Printers	45.4	99.2% ↑	20.1% ↑	14.9% ↑
Grocery Stores	42.5	2.5% ↑	2.3% ↑	3.2% ↑
Fast-Casual Restaurants	22.7	31.5% ↑	15.1% ↑	11.4% ↑
Plumbing/Electrical Supplies	19.9	247.5% ↑	21.6% ↑	40.2% ↑
Specialty Stores	19.8	-19.2% ↓	8.1% ↑	10.7% ↑
Home Furnishings	14.3	24.2% ↑	-5.8% ↓	1.0% ↑
Drug Stores	14.2	9.5% ↑	5.0% ↑	9.0% ↑

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*In thousands of dollars