

CITY OF CORNING

SALES TAX UPDATE

3Q 2021 (JULY - SEPTEMBER)



CORNING

TOTAL: \$ 1,025,463

10.7%
3Q2021



7.4%
COUNTY

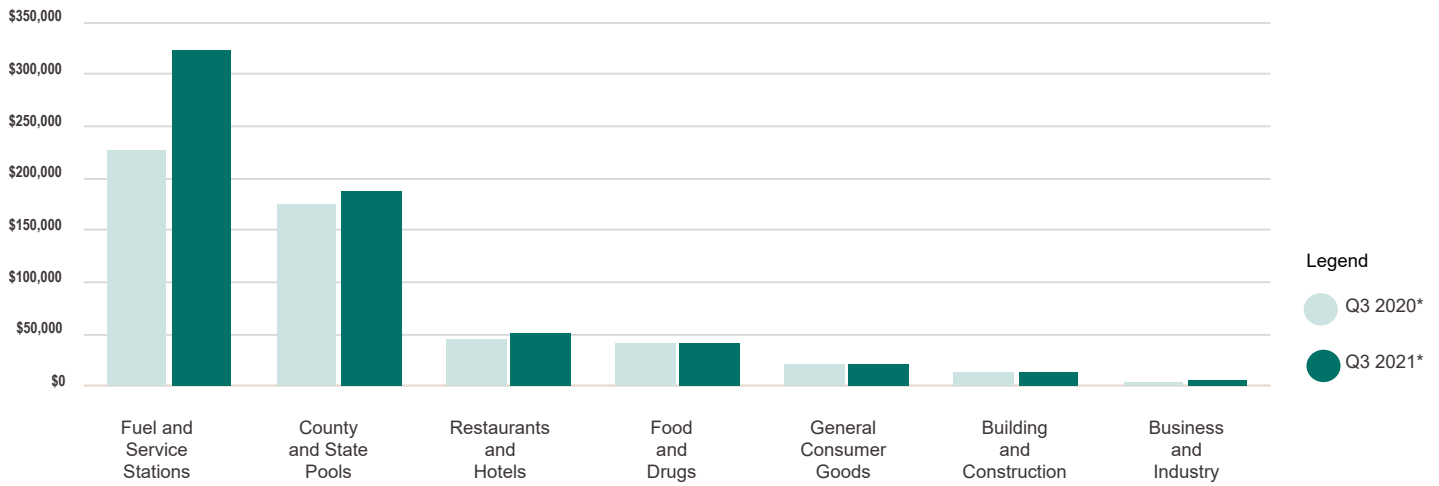


18.2%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Measure A

TOTAL: \$366,066

↑ 23.2%



CITY OF CORNING HIGHLIGHTS

Corning's receipts from July through September were 5.3% above the third sales period in 2020. Excluding reporting aberrations, actual sales were up 10.7%.

Rising prices at the pumps pushed the fuel and service station results up 42%.

Rising menu prices and the strong desire to dine out contributed to the growth in restaurants and hotels, but most of the growth is attributed to the capacity restrictions in the comparable quarter; casual dining restaurants grew 35% while quick-service restaurants were up only 1%.

The countywide pool was boosted

by strong auto sales and a one-time allocation in business-industry which hid the expected declines from a large online retailer; the increase in place of sale for the City increased the City's share of the pool.

Measure A results reflect the growth in fuel sales and a couple of larger one-time allocations.

Net of aberrations, taxable sales for all of Tehama County grew 7.4% over the comparable time period; the Far North region was up 6.0%.



TOP 25 PRODUCERS

7 Eleven
A Wireless
Basra Mini Mart
Chevron
Corning Chevron
Corning Ford Mercury
Chrysler
Corning Shell
Corning Valero
Denny's
Dollar General
Jack in the Box
Les Schwab Tire Center
Liquor Cabinet 1
Lodi Pump & Irrigation
Loves Travel Stop

McCoys Hardware & Farm Supply
McDonalds
Napa Auto Parts
O'Reilly Auto Parts
Rite Aid
Safeway
Sav More
Speedco California
TA & Petro Travel Centers
Taco Bell



STATEWIDE RESULTS

Local one cent sales and use tax receipts for sales occurring July through September were 18% higher than the same quarter one year ago after adjusting for accounting anomalies and back payments from previous quarters. These aberrations had been much greater than normal in the last two years as the Governor’s Executive Orders allowed businesses to defer some sales tax payments as a supportive measure during the pandemic. This program has now expired, and merchant remittances are more consistent, making cash receipts more reflective of underlying economic activity.

The prior year comparison quarter was the start of the pandemic recovery, and the strong growth enjoyed since continued with the recent results.

Surprisingly, one of the stronger sectors has been restaurants and hotels. Originally forecasted to take an extended amount of time to recover, statewide sales tax generated during the summer months exceeded amounts from pre-pandemic 2019. Even with the availability of indoor and outdoor dining, pent up demand resulted in long wait times to enjoy local culinary experiences. When combined with increasing restaurant tabs as the cost of food and staff wages surge, sales tax remittances are expected to continue growing. Additionally, while the industry awaits the return of foreign tourism in metropolitan areas, strong domestic travel has helped varied regions around the state especially Southern California and the Central Coast.

Receipts from general consumer goods marked a steady recovery, led by apparel retailers, jewelry, electronic/appliance and specialty outlets. Discount department stores, especially those selling gas, helped exemplify the strength of brick-and-mortar

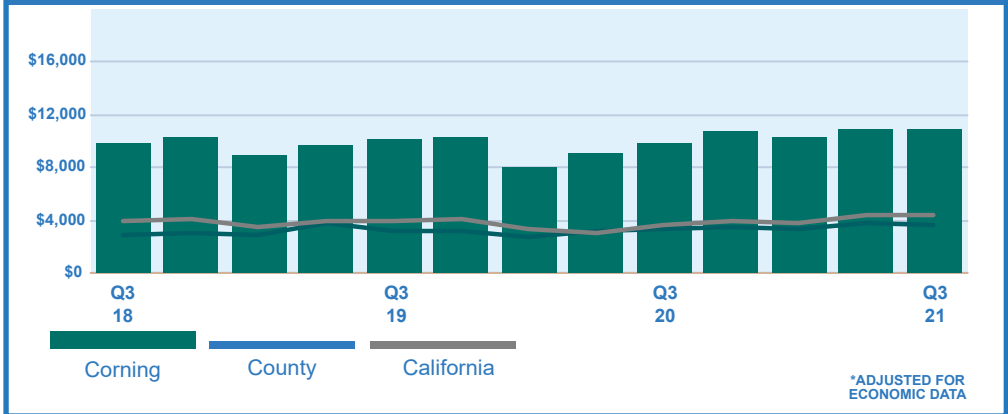
merchants. Gains from the countywide use tax pools however, slowed to 2% compared to the high-water mark last year, which had been boosted by new tax collecting requirements imposed under AB 147 for online retailers. All things considered, when combined with positive economic trends, these are a welcome sign leading up to the holiday shopping period.

Although car dealers had expressed concerns about inventory shortages due to supply chain disruptions and computer chip shortages earlier in the year, the sale of new and used vehicles posted solid gains regardless. Higher property values and good weather contributed to strong building

materials and contractor returns. As commuting workers and travelers returned to the road with increased gas prices, fuel and service stations also experienced a dramatic recovery.

Overall growth is expected to continue through the end of the 2021 calendar year. Possible headwinds into 2022 include: pent up demand for travel and experiences shifting spending away from taxable goods; higher prices for fuel, merchandise and services displacing more of consumer’s disposable income; and expected interest rate hikes resulting in more costly financing for automobiles, homes, and consumer loans.

SALES PER CAPITA*



TOP NON-CONFIDENTIAL BUSINESS TYPES

| Corning Business Type | Q3 '21 | Change | County Change | HdL State Change |
|------------------------------|---------|----------|---------------|------------------|
| Service Stations | 320,618 | 42.3% ↑ | 36.5% ↑ | 53.5% ↑ |
| Quick-Service Restaurants | 31,970 | 1.3% ↑ | -2.8% ↓ | 13.5% ↑ |
| Automotive Supply Stores | 28,889 | 5.8% ↑ | 3.0% ↑ | 4.5% ↑ |
| Casual Dining | 19,111 | 34.9% ↑ | 56.3% ↑ | 68.4% ↑ |
| Convenience Stores/Liquor | 14,105 | -8.5% ↓ | -7.4% ↓ | -0.2% ↓ |
| Electronics/Appliance Stores | 7,261 | -7.0% ↓ | 6.0% ↑ | 19.7% ↑ |
| Auto Repair Shops | 5,778 | 6.9% ↑ | 10.7% ↑ | 15.2% ↑ |
| Auto Lease | 2,685 | -31.0% ↓ | -29.8% ↓ | -1.9% ↓ |

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