

Q1 2019



City of Burlingame Sales Tax *Update*

Second Quarter Receipts for First Quarter Sales (January - March 2019)

Burlingame In Brief

Burlingame's receipts from January through March were 30.5% above the first sales period in 2018. Excluding reporting aberrations, actual sales were up 12.3%.

Persistent CDTFA disbursement issues accounted for the rise in the autos-transportation group and expanded countywide pool results.

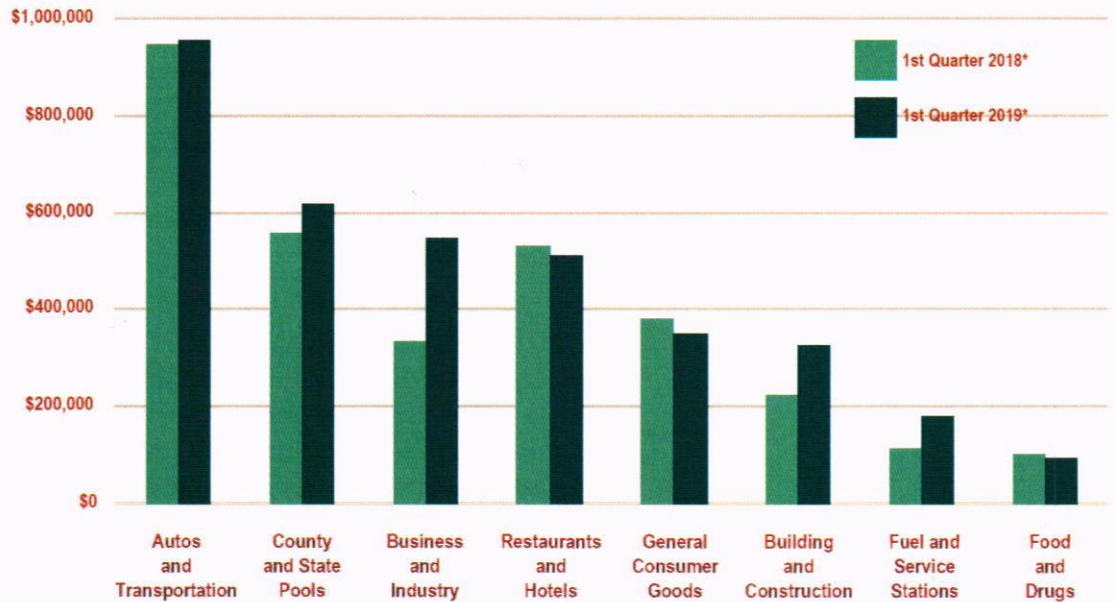
Recent openings spiked returns in building materials and contractors while a temporary reporting error produced the double-digit gain in business and industry.

The surge in service stations was due to a multi-quarter allocation which corrected prior inaccurate reporting. Double payments produced the increase in post-holiday retail. However, store closures and decline in electronics dragged down actual performance. A combination of closures and reporting issues hindered outcomes in restaurants and hotels.

The City's approved transactions tax, Measure I, generated an additional \$627,823.

Net of aberrations, taxable sales for all of San Mateo County grew 1.2% over the comparable time period; the Bay Area was down 0.2%.

SALES TAX BY MAJOR BUSINESS GROUP



*Allocation aberrations have been adjusted to reflect sales activity

TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

All Industrial Supply	Ocean Honda
All Natural Stone	Paradise Valley Spas
Apple	Permasteelisa Group
Audi Leasing	Purcell Murray Company
Bentley Leasing	Putnam Chevrolet Cadillac
Benihana	Putnam Family Motors
Booster Fuels	Putnam Toyota
Floor & Decor	Rector Porsche Audi
Garratt-Callahan	Sephora
Hyatt Regency	Tesla Motors
Kern Jewelers	WW Grainger
Lahlouh Printing	
Lululemon Athletica	
Marin Gas & Auto Services	
Marriott Hotel	

REVENUE COMPARISON

Three Quarters – Fiscal Year To Date (Q3 to Q1)

	2017-18	2018-19
Point-of-Sale	\$8,111,808	\$10,338,709
County Pool	1,642,809	2,194,067
State Pool	5,376	5,712
Gross Receipts	\$9,759,994	\$12,538,488
Cty/Cnty Share	(488,000)	(626,924)
Net Receipts	\$9,271,994	\$11,911,564
Measure I	\$0	\$1,970,926