

Top 25 Businesses in Alphabetical Order:

AB California Acquisition
CA Superstores Chrysler Jeep
Chevron Service Stations
Costco Wholesale
Cummins West
ESD Company
F.H. Dailey Chevrolet
Flyers Service Stations
Home Depot
Macy's Department Store
Marina Square Auto Center
Nike Factory Store
Nordstrom Rack
Peterson Power Systems
Peterson Tractor
Peterson Trucks
Ross Stores
Safeway Stores
San Leandro Honda
Shell Service Stations
SSMB Pacific Holding Company
Target Stores
The Ford Store
Wal-Mart Stores
Western States Oil

1st Quarter 2013 in Review

The City had very few payment anomalies impacting the City's cash receipts this quarter compared to the same year-ago period. After adjusting for late payments and county pool receipts, the City grew by 11.0% or \$54,154,700 in taxable sales. A little over 40% of the growth came from the sales of new and used vehicles and the parts to repair them. Other strong growth came from the sale of wholesale building materials.

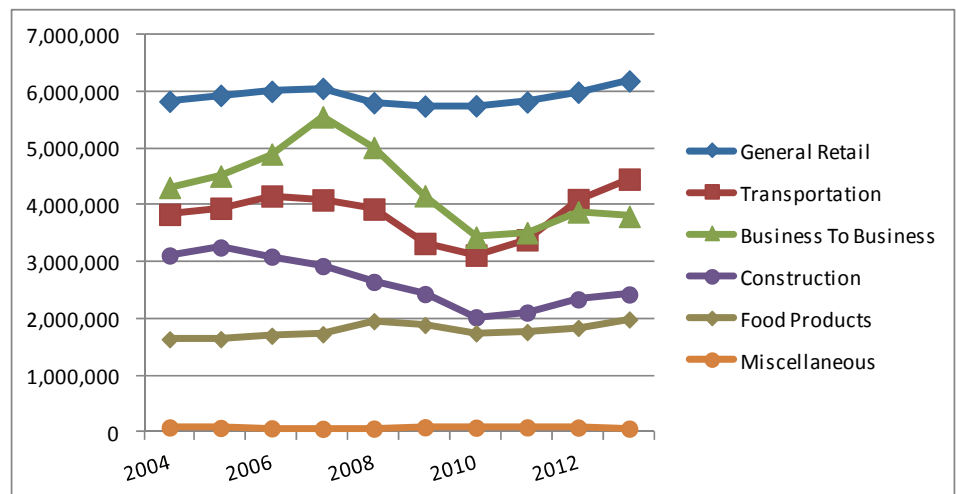
Service Stations saw the only significant decline. Sales were down 10.1%, mostly due to lower average gasoline prices.

Cash Receipts	Quarter	FY to Date	Calendar Year
San Leandro	11.0%	5.9%	5.9%
San Leandro 1/4% Measure	5.2%	8.5%	8.5%
Alameda Countywide	4.1%	6.9%	6.9%
S.F. Bay Area	6.3%	6.5%	6.5%
Statewide	6.7%	6.2%	6.2%

Sales Tax Before, During and After the Recession

This historical look at sales tax by economic category depicts the impact of the recession on the City. Food Products and General Retail weathered the hard times better than the other categories while Business to Business experienced the most severe decline.

Sales Tax in 1st Quarter of Each Year



Regional Expectations

The Bay Area economy will remain robust despite a sluggish nationwide recovery, according to the latest projection by the UCLA Anderson Forecast. "The Bay Area is leading the state, and the state is leading the nation in terms of its recovery," said Jerry Nickelsburg, a senior economist with the UCLA Anderson School Forecast.

Employment

The halting pace of expansion nationwide has raised the question of whether the Bay Area can sustain its

recent robust job growth, but many economists say the nine-county region will continue as a top performer.

The average number of people employed in San Leandro is currently up 6.1% from the low in 2010Q2 and up 2.7% from the same quarter last year.

Housing

The Median Sales Price for a home in San Leandro is \$ 395,000 as of June 1, 2013, according to Zillow. This is up 53.7% from a low of \$ 257,000 as of January 1, 2012. It is up 5.2% month over month, 12.0% quarter over quarter and 34.9% year over year.

"The housing market is strong and is staying strong", said Scott Anderson, chief economist with San Francisco-based Bank of the West

Taxable Sales

In 2013 we expect spending growth to cool off slightly as the Federal Reserve slowly backs away from intervention. Interest rates are expected to rise, affecting the sales of homes and vehicles, as well as the cost of consumer debt. The rate of growth in consumer spending should slow slightly due to higher payroll taxes.

Sales Tax from Major Categories and Segments

	Quarter-Over-Quarter			Year-Over-Year		
	Jan - Mar 2012 to Jan - Mar 2013			Apr - Mar 2012 to Apr - Mar 2013		
	City of San Leandro	S.F. Bay Area	Statewide	City of San Leandro	S.F. Bay Area	Statewide
Total	6.9%	4.5%	3.8%	3.8%	6.6%	5.7%
General Retail	5.1%	4.9%	5.3%	3.3%	4.4%	4.2%
Food Products	3.3%	5.1%	3.4%	7.9%	7.1%	5.9%
Transportation	8.5%	10.0%	4.1%	8.5%	11.8%	7.9%
Construction	10.5%	12.2%	8.4%	3.7%	7.8%	7.6%
Business To Business	7.8%	-5.4%	-0.3%	-2.0%	2.9%	4.2%
Department Stores	2.5%	5.8%	6.0%	2.0%	4.2%	4.1%
Auto Sales - New	11.4%	22.6%	11.0%	8.1%	24.6%	18.0%
Heavy Industry	7.0%	7.0%	6.3%	-13.3%	7.4%	7.1%
Apparel Stores	8.3%	14.0%	12.9%	9.1%	9.6%	9.1%
Bldg.Matls-Whsle	13.2%	18.5%	18.7%	-1.5%	10.4%	13.1%
Service Stations	-10.1%	-0.4%	-1.5%	0.1%	2.8%	0.7%
Restaurants	3.5%	5.5%	3.8%	5.5%	7.4%	5.8%
Bldg.Matls-Retail	6.8%	6.6%	-0.5%	11.3%	5.4%	2.6%
Auto Parts/Repair	20.0%	4.2%	0.9%	30.0%	4.5%	4.1%
Light Industry	-0.9%	-5.0%	-1.9%	-1.7%	1.0%	0.7%
Miscellaneous Retail	6.0%	-0.3%	2.0%	7.8%	1.6%	2.8%
Food Markets	2.0%	4.3%	2.3%	14.1%	6.5%	6.4%
Office Equipment	10.2%	-6.0%	0.7%	10.5%	0.1%	2.3%
Furniture/Appliance	15.5%	0.8%	-0.6%	11.6%	3.4%	1.6%

San Leandro Sales Tax Capture Analysis

>100 = Capture; <100 = Leakage

