

Los Gatos

Bradley Burns 1% Sales & Use Tax Forecast Comparison Summary
As of 01/18/2024

A Revenue forecast was provided on 10/13/23 based on 2023Q2 Sales Tax data.
A Revenue forecast was provided on 01/03/24 based on 2023Q3 Sales Tax data.
This analysis compares those forecasts.

COMPARISON:								
	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29	FY 29 - 30
Previous Forecast	7,452,000	7,284,000	7,364,000	7,490,000	7,605,000	7,709,000	7,802,000	7,884,000
Current Forecast	7,452,000	6,961,000	7,041,000	7,152,000	7,256,000	7,349,000	7,433,000	7,508,000
Change	0	(323,000)	(323,000)	(338,000)	(349,000)	(360,000)	(369,000)	(376,000)
% Change	0.0%	-4.4%	-4.4%	-4.5%	-4.6%	-4.7%	-4.7%	-4.8%
----- % COMPARISON: -----								
	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29	FY 29 - 30
Previous Forecast	4.6%	-2.3%	1.1%	1.7%	1.5%	1.4%	1.2%	1.1%
Current Forecast	4.6%	-6.6%	1.1%	1.6%	1.5%	1.3%	1.1%	1.0%
% Change	0.0%	-4.3%	0.1%	-0.1%	-0.1%	-0.1%	-0.1%	0.0%

The current forecast is lower in all forecast years. Overall Growth Rates vary, due to the anticipation when and to what extent inflation will begin to decline.
The current forecast incorporates a Disinflation Scenario, with the CPI-U hitting a target of 2.8% by the middle of 2025.

Category	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	
General Retail		(110,000)	(144,000)	(160,000)	Category declined by -9.4% QTR over QTR in 2023Q3, grew by +10.5% in 2023Q2
County Pool		(143,000)	(160,000)	(161,000)	Category declined by -28.4% QTR over QTR in 2023Q3, grew by +2.2% in 2023Q2 -\$1.4 million in corrections caused a -\$2.1 million swing in 2023Q3 Santa Clara Countywide Pool Revenues
All		(70,000)	(19,000)	(17,000)	Various other factors
	\$ -	\$ (323,000)	\$ (323,000)	\$ (338,000)	Total Forecast Change

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Bradley Burns 1% Sales & Use Tax Forecast Comparison Summary
As of 10/16/2023

A Revenue forecast was provided on 06/28/23 based on 2023Q1 Sales Tax data.
A Revenue forecast was provided on 10/13/23 based on 2023Q2 Sales Tax data.
This analysis compares those forecasts.

COMPARISON:								
	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29	FY 29 - 30
Previous Forecast	7,396,000	7,379,000	7,609,000	7,829,000	8,034,000	8,223,000	8,397,000	
Current Forecast	7,452,000	7,284,000	7,364,000	7,490,000	7,605,000	7,709,000	7,802,000	7,884,000
Change	56,000	(95,000)	(245,000)	(339,000)	(429,000)	(514,000)	(595,000)	
% Change	0.8%	-1.3%	-3.2%	-4.3%	-5.3%	-6.3%	-7.1%	
----- % COMPARISON: -----								
	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29	FY 29 - 30
Previous Forecast	3.8%	-0.2%	3.1%	2.9%	2.6%	2.4%	2.1%	
Current Forecast	4.6%	-2.3%	1.1%	1.7%	1.5%	1.4%	1.2%	1.1%
% Change	0.8%	-2.0%	-2.0%	-1.2%	-1.1%	-1.0%	-0.9%	

The current forecast is lower in all forecast years. Overall Growth Rates vary, due to the anticipation when and to what extent inflation will begin to decline.
The current forecast incorporates a Recession Inflation Scenario, with the CPI-U hitting a target of 2.2% at the end of 2024.

Category	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	
General Retail	70,000				Category grew by +9.4% QTR over QTR in 2023Q2, declined by -11.3% in 2023Q1, better than expected. Apple Stores, (23.9% of General Retail), grew by +132.4% QTR over QTR in 2023Q2, by +31.7% in 2023Q1.
Transportation	(30,000)	(75,000)	(100,000)	(160,000)	Category declined by -15.6% QTR over QTR in 2023Q2, -14.8% in 2023Q1. Zero Emission Vehicles (ZEVs) comprised 24.3% of the sales of new light vehicles in CA for the first six months of 2023. Forecast includes a -40% reduction of Service Station Sales Tax Revenues by 2030, -75% reduction by 2035 and a -90% reduction by 2040.
All	16,000	(20,000)	(145,000)	(179,000)	Various other factors
	\$ 56,000	\$ (95,000)	\$ (245,000)	\$ (339,000)	Total Forecast Change

Los Gatos

Bradley Burns 1% Sales & Use Tax Forecast Comparison Summary
As of 08/16/2023

A Revenue forecast was provided on 03/13/23 based on 2022Q4 Sales Tax data.
A Revenue forecast was provided on 06/28/23 based on 2023Q1 Sales Tax data.
This analysis compares those forecasts.

COMPARISON:								
	FY 21 - 22	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29
Previous Forecast	7,125,000	7,684,000	7,876,000	8,128,000	8,410,000	8,685,000	8,950,000	9,207,000
Current Forecast	7,125,000	7,396,000	7,379,000	7,609,000	7,829,000	8,034,000	8,223,000	8,397,000
Change	0	(288,000)	(497,000)	(519,000)	(581,000)	(651,000)	(727,000)	(810,000)
% Change	0.0%	-3.7%	-6.3%	-6.4%	-6.9%	-7.5%	-8.1%	-8.8%
----- % COMPARISON: -----								
	FY 21 - 22	FY 22 - 23	FY 23 - 24	FY 24 - 25	FY 25 - 26	FY 26 - 27	FY 27 - 28	FY 28 - 29
Previous Forecast	5.9%	7.8%	2.5%	3.2%	3.5%	3.3%	3.1%	2.9%
Current Forecast	5.9%	3.8%	-0.2%	3.1%	2.9%	2.6%	2.4%	2.1%
% Change	0.0%	-4.0%	-2.7%	-0.1%	-0.6%	-0.7%	-0.7%	-0.8%

The current forecast is lower in all forecast years. Overall Growth Rates vary, due to the anticipation when and to what extent inflation will begin to decline.
The current forecast incorporates a Recession Inflation Scenario, with the CPI-U hitting a target of 2.2% at the end of 2024.

Category	FY 21 - 22	FY 22 - 23	FY 23 - 24	FY 24 - 25	
General Retail		(65,000)	(195,000)	(227,500)	Category declined by -12.4% QTR over QTR in 2023Q1, grew by 6.2% in 2022Q4. Miscellaneous Retail, (38% of this category), declined by -11.5% QTR over QTR in 2023Q1 Furniture / Appliance, (23% of this category), declined by -12.8% QTR over QTR in 2023Q1 Drug Stores, (12% of this category), declined by -11.6% QTR over QTR in 2023Q1
Transportation		(70,000)	(210,000)	(245,000)	Category declined by -15.9% QTR over QTR in 2023Q1, grew by +7.6% in 2022Q4. Prices for gasoline have plummeted from \$6.20 in June 2022 to \$4.27 in January 2023. Auto Sales declined by -19.0% QTR over QTR in 2023Q1, grew by +10.7% in 2022Q4.
All		(153,000)	(92,000)	(46,500)	Various other factors, including using a Recession Inflation Scenario with 2.2% target
	\$ -	\$ (288,000)	\$ (497,000)	\$ (519,000)	Total Forecast Change