

MADERA COUNTY MEASURE T

SALES TAX UPDATE

1Q 2022 (JANUARY - MARCH)



MADERA COUNTY MEASURE T

17.6%



17.1%



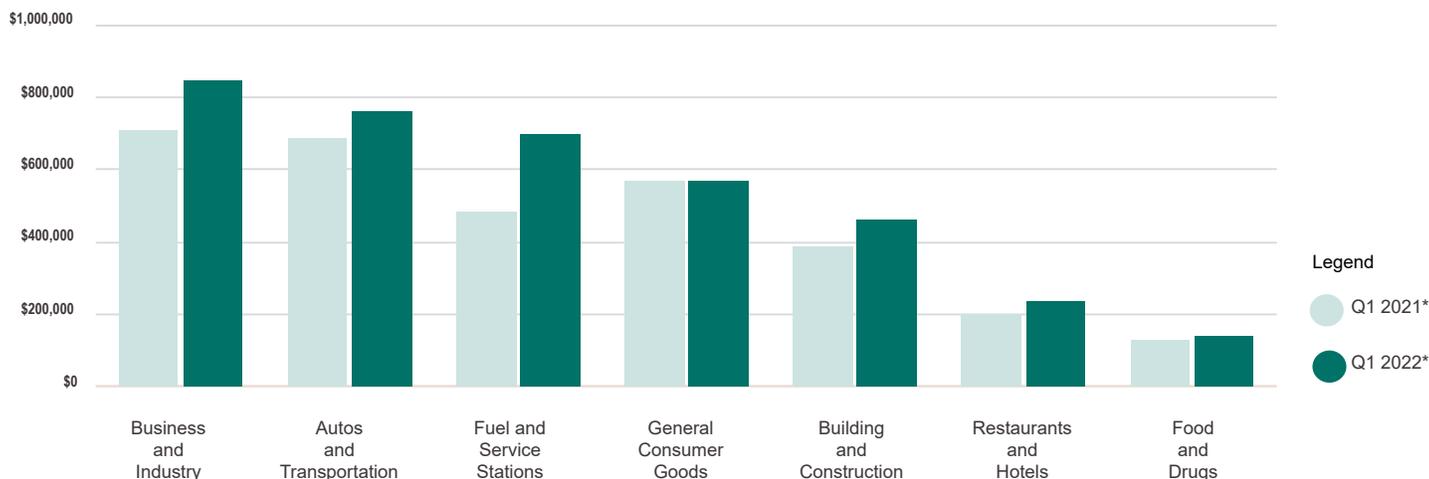
TOTAL: \$ 3,742,392

1Q2022

STATE

*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



MADERA COUNTY TRANSPORTATION COMMISSION - MEASURE T HIGHLIGHTS

Madera County Transportation Commission - Measure T's receipts from January through March were 21.7% above the first sales period in 2021. Excluding reporting aberrations, actual sales were up 17.6%.

Sticker shock plus limited inventories did not diminish vehicle acquisitions; purchases from new dealerships posted an almost 9%

improvement which also reflected more buyers deciding to stretch into pricier luxury brand models. Used automotive purchases were up 17% as buyers turn to used options when new vehicles are not available.

Consumer spending remains at an all-time high despite rising gas prices and higher menu prices which boosted receipts for both

groups; service stations were up 46% while casual dining was up 47%. General consumer goods were flat with positive results in several categories including specialty stores and family apparel but the gains were lessened by slowing in online purchases, electronic stores and home furnishings.

Building material purchases were up 12% and contractors up 17% as the price of materials remains elevated.

The business-industry group gains were furthered by a one-time allocation in farm-construction equipment.

Net of aberrations, taxable sales for all of Madera County grew 14.8% over the comparable time period; the San Joaquin Valley was up 11.0%.

TOP NON-CONFIDENTIAL BUSINESS TYPES

Madera County Transportation Commission - Measure T			HdL State
Business Type	Q1 '22*	Change	Change
Service Stations	587.4	46.2% ↑	43.4% ↑
New Motor Vehicle Dealers	381.0	8.9% ↑	18.7% ↑
Building Materials	213.1	12.1% ↑	7.6% ↑
Garden/Agricultural Supplies	198.0	19.5% ↑	2.6% ↑
Used Automotive Dealers	196.9	17.5% ↑	8.0% ↑
Contractors	193.5	17.8% ↑	20.5% ↑
General Merchandise	177.0	-5.1% ↓	33.9% ↑
Warehouse/Farm/Const. Equip.	142.6	30.3% ↑	15.3% ↑
Quick-Service Restaurants	117.5	7.3% ↑	7.8% ↑
Petroleum Prod/Equipment	102.0	37.6% ↑	73.3% ↑

*Allocation aberrations have been adjusted to reflect sales activity

*In thousands of dollars



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.

MAJOR BUSINESS GROUP TRENDS BY COUNTY

Percent Change from 1st Quarter 2021 *

	Autos/Tran.	Bldg/Const	Bus/ind.	Food/Drug	Fuel	Cons. Goods	Restaurants
Fresno Co.	3.6%	14.8%	2.5%	7.1%	44.4%	3.0%	22.0%
Kern Co.	8.3%	10.8%	23.4%	4.8%	40.1%	-0.1%	13.1%
Kings Co.	3.9%	6.1%	-9.4%	12.4%	45.0%	-1.4%	12.9%
Madera Co.	6.3%	-1.0%	22.8%	8.1%	36.7%	-2.9%	18.1%
Merced Co.	-0.4%	0.0%	-3.7%	-0.5%	44.0%	-1.3%	18.6%
San Joaquin Co.	3.6%	29.1%	1.9%	-1.0%	52.0%	1.6%	20.7%
Stanislaus Co.	-5.2%	8.3%	5.7%	-6.4%	48.4%	-0.1%	18.6%
Tulare Co.	-1.9%	10.1%	3.6%	10.7%	35.7%	-2.0%	19.0%

*Allocation aberrations have been adjusted to reflect sales activity