

Sales, Transactions and Use Taxes



PCTPA LTF Revenue

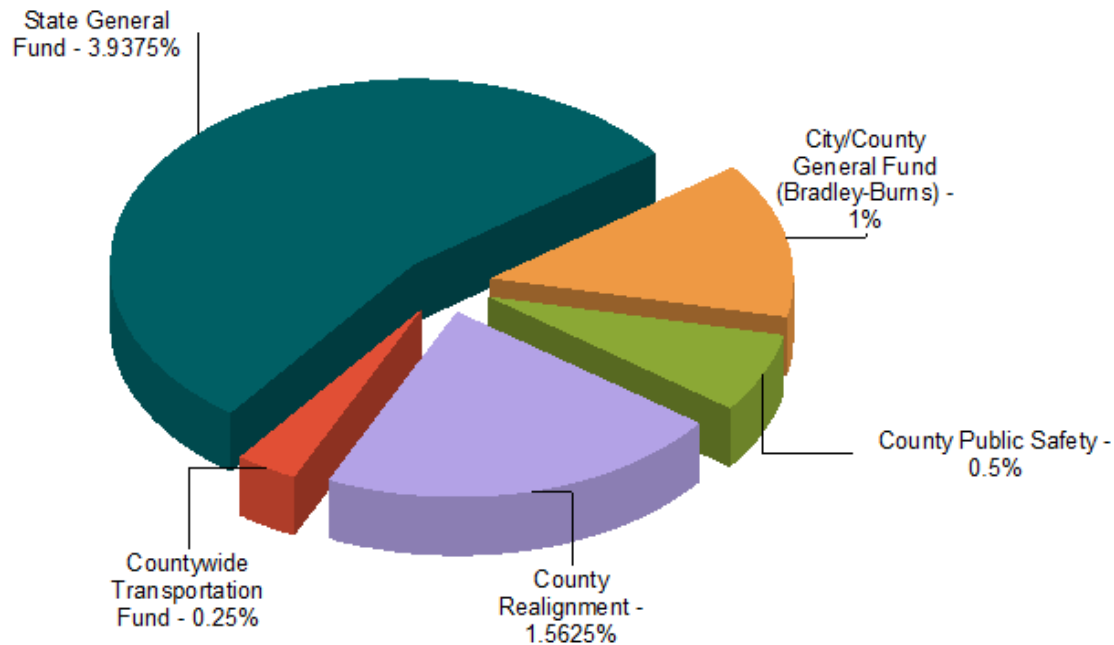
March 24, 2021



PLACER COUNTY ALL AGENCIES

Breakdown of 7.25% Sales Tax Rate Effective January 1, 2017

State General Fund	3.9375 %
City/County General Fund (Bradley-Burns)	1.0000 %
County Public Safety (Prop 172)	0.5000 %
County Realignment (Mental Health/Welfare/Public Safety)	1.5625 %
Countywide Transportation Fund	0.2500 %
Total Rate	7.2500 %

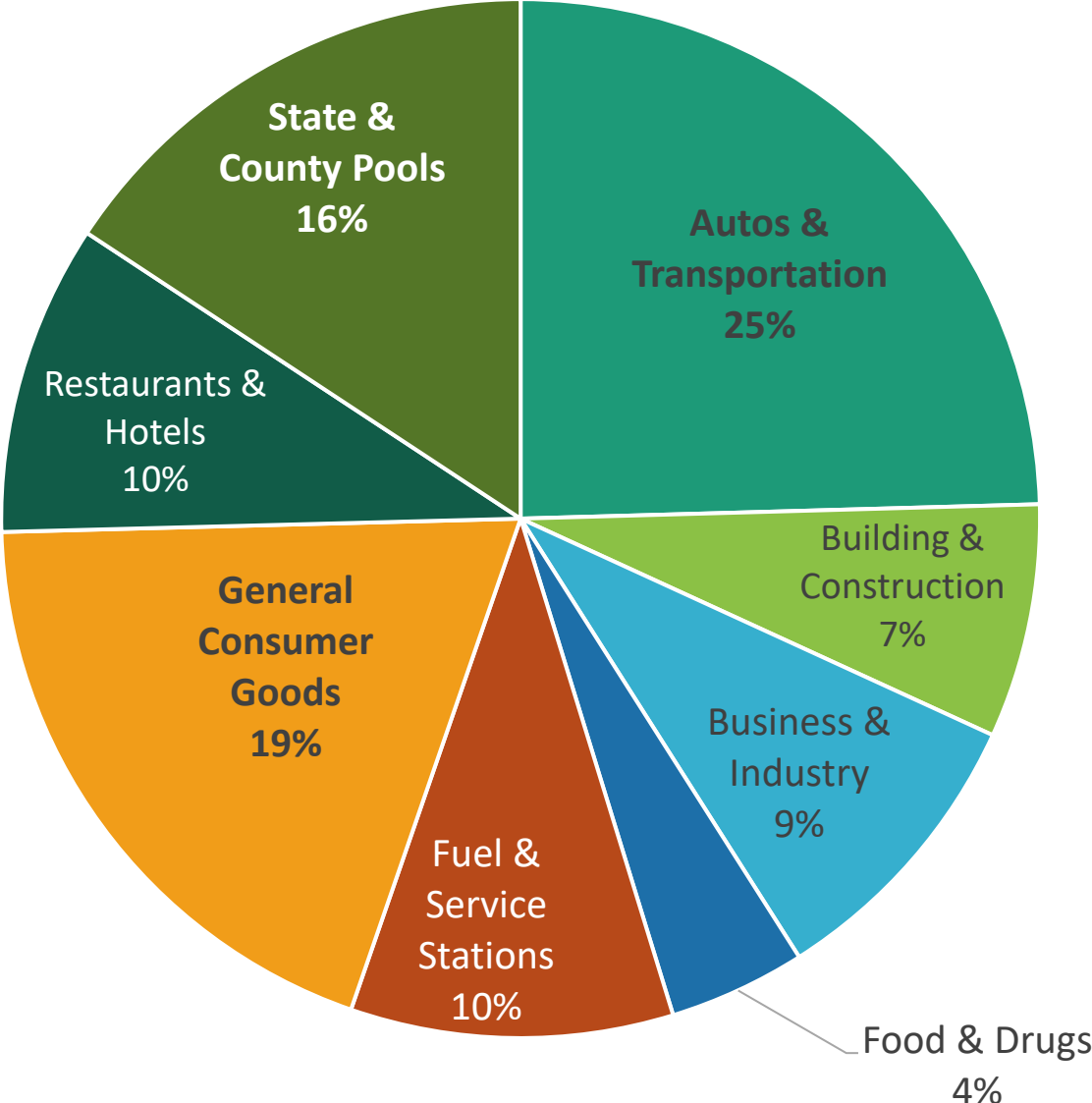


Local Transportation Fund-

0.25% tax on all sales in the county including place of sale and transactions allocated by the countywide pool

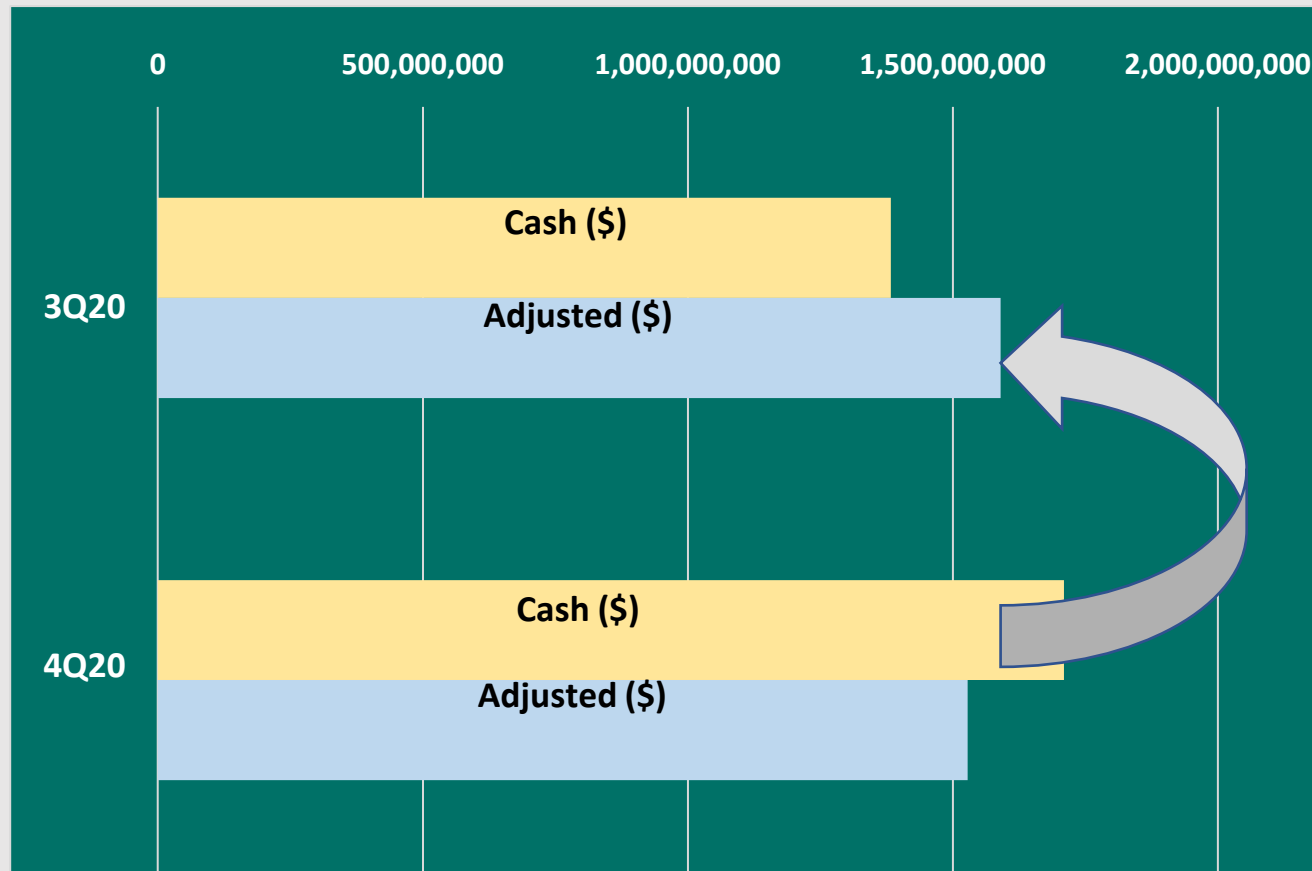
PLACER COUNTY TAX BASE

Individual business information is confidential



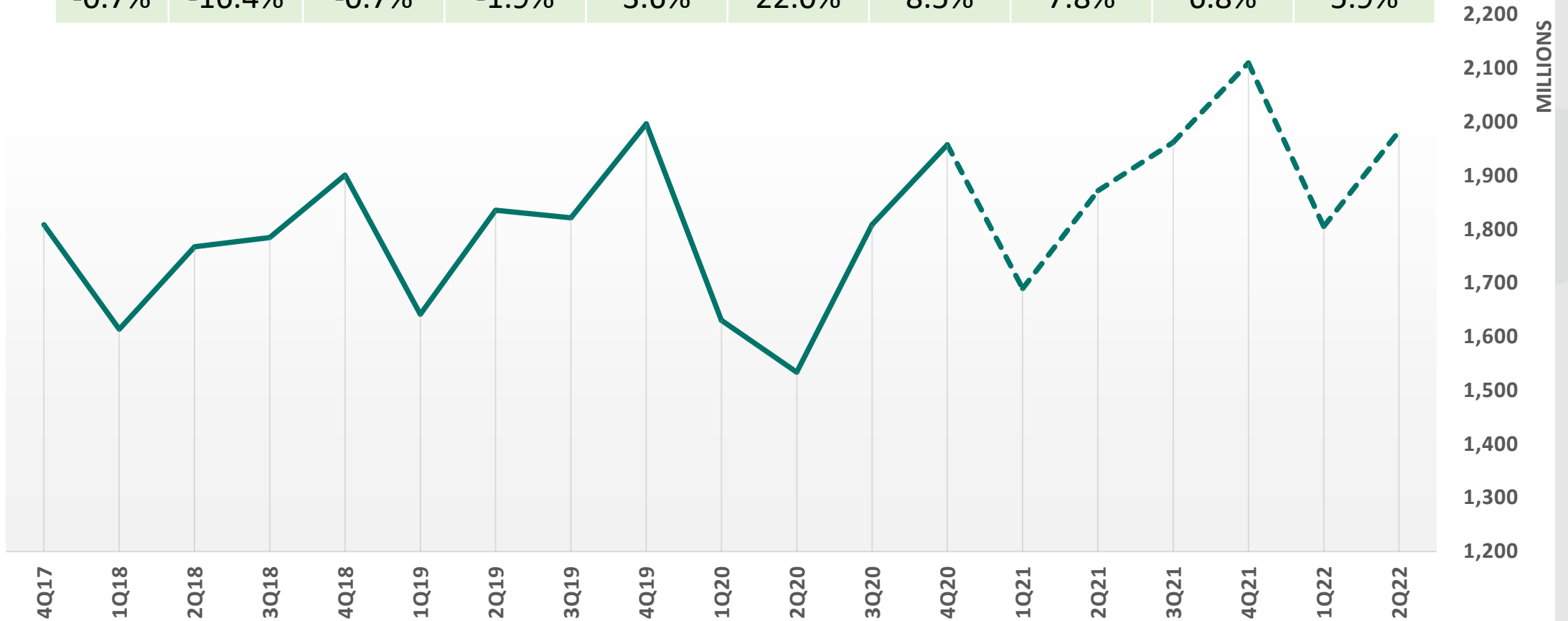
Includes all cities and county unincorporated area

Cash vs Adjusted



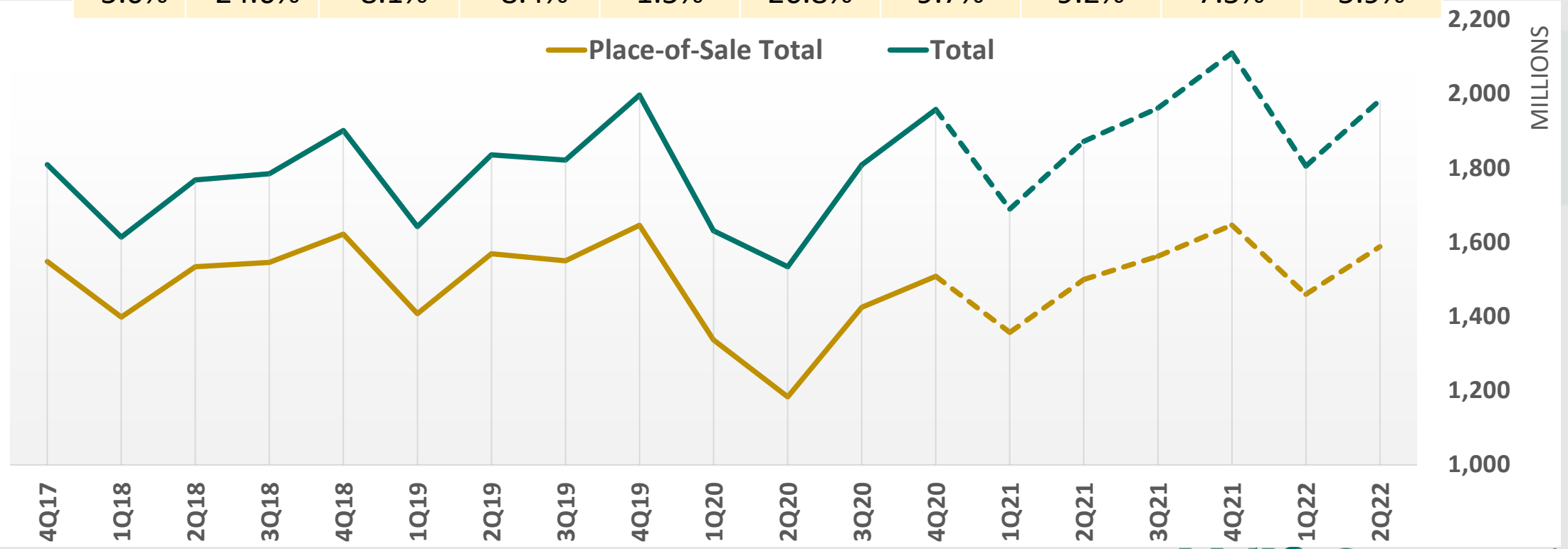
HdL STATEWIDE TREND – Quarterly Outlook

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-0.7%	-16.4%	-0.7%	-1.9%	3.6%	22.0%	8.5%	7.8%	6.8%	5.9%



PLACE OF SALE

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-0.7%	-16.4%	-0.7%	-1.9%	3.6%	22.0%	8.5%	7.8%	6.8%	5.9%
1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-5.0%	-24.6%	-8.1%	-8.4%	1.5%	26.8%	9.7%	9.2%	7.5%	5.9%

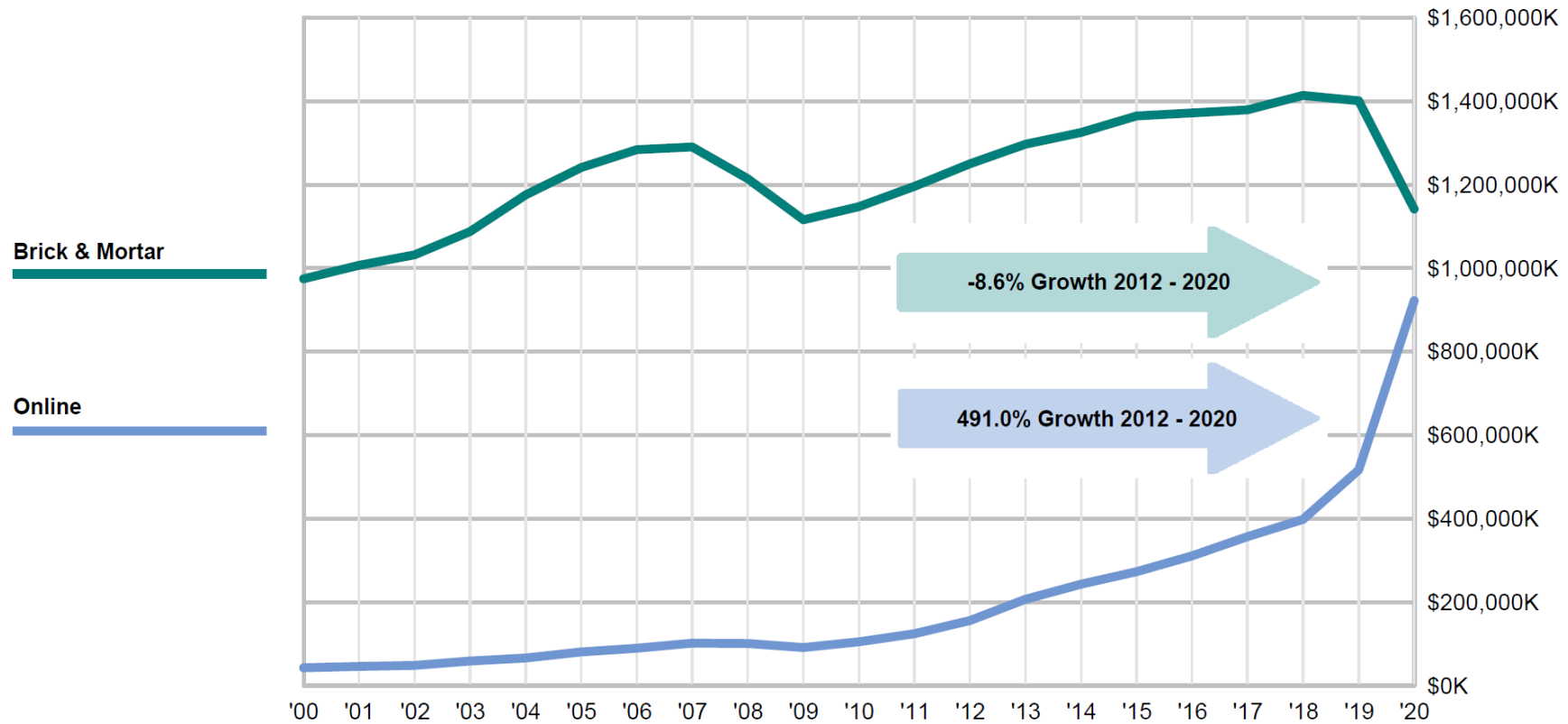




STATE OF CALIFORNIA

Brick & Mortar vs. Online Sales of General Consumer Goods

Local 1% Sales Tax by Calendar Year

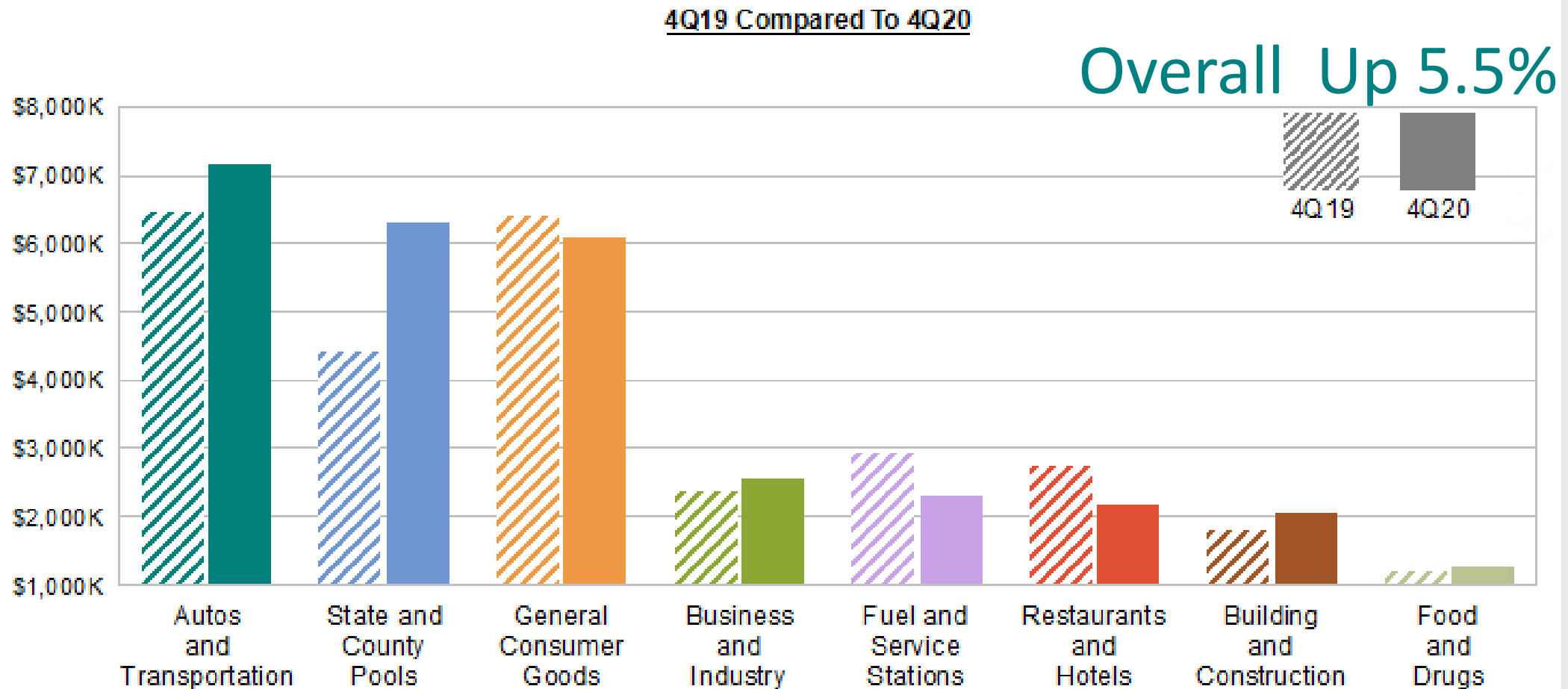


4th Quarter Results



Placer County by Major Industry Group

4Q Results (Oct, Nov, Dec 2020)



Regional Results-

Place of Sale, excludes pool

Placer County

Count: 14,756

El Dorado County

Count: 7,137

Nevada County

Count: 5,267

Yolo County

Count: 5,485

Yuba County

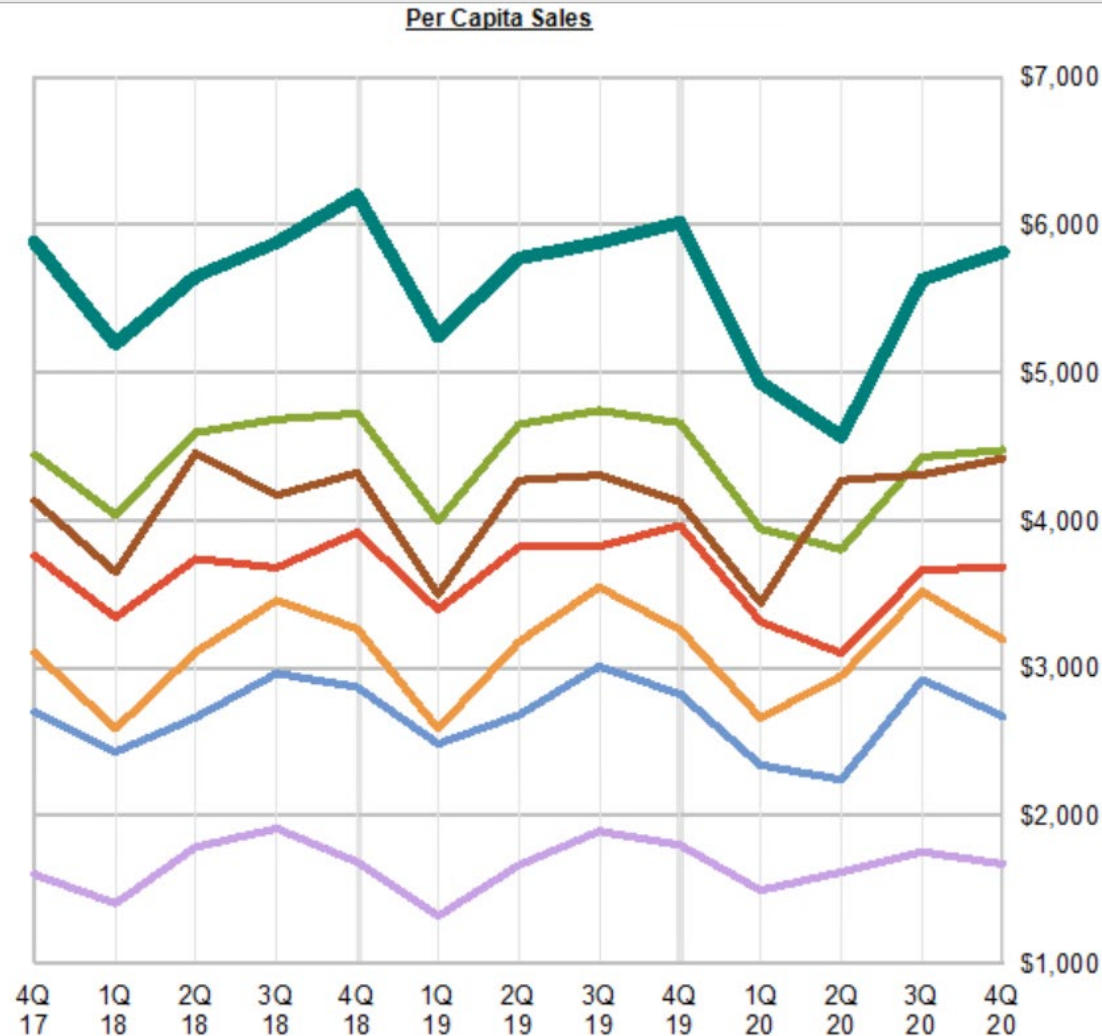
Count: 1,489

Sacramento County

Count: 43,734

Sutter County

Count: 2,484

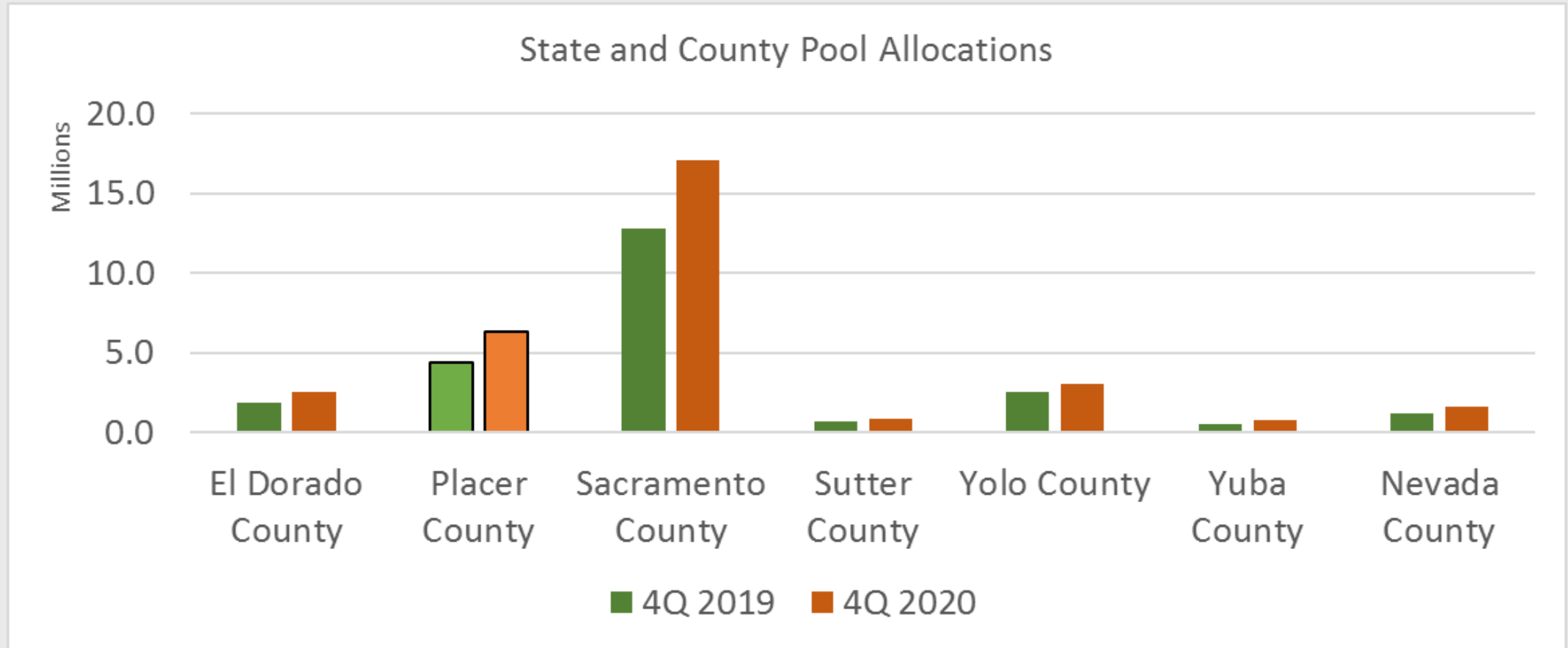


4Q20 compared to 4Q19

El Dorado County	-5.3%
Nevada County	-1.9%
<u>Placer County</u>	<u>-3.3%</u>
Sacramento County	-7.1%
Sutter County	7.1%
Yolo County	-4.0%
Yuba County	-7.2%

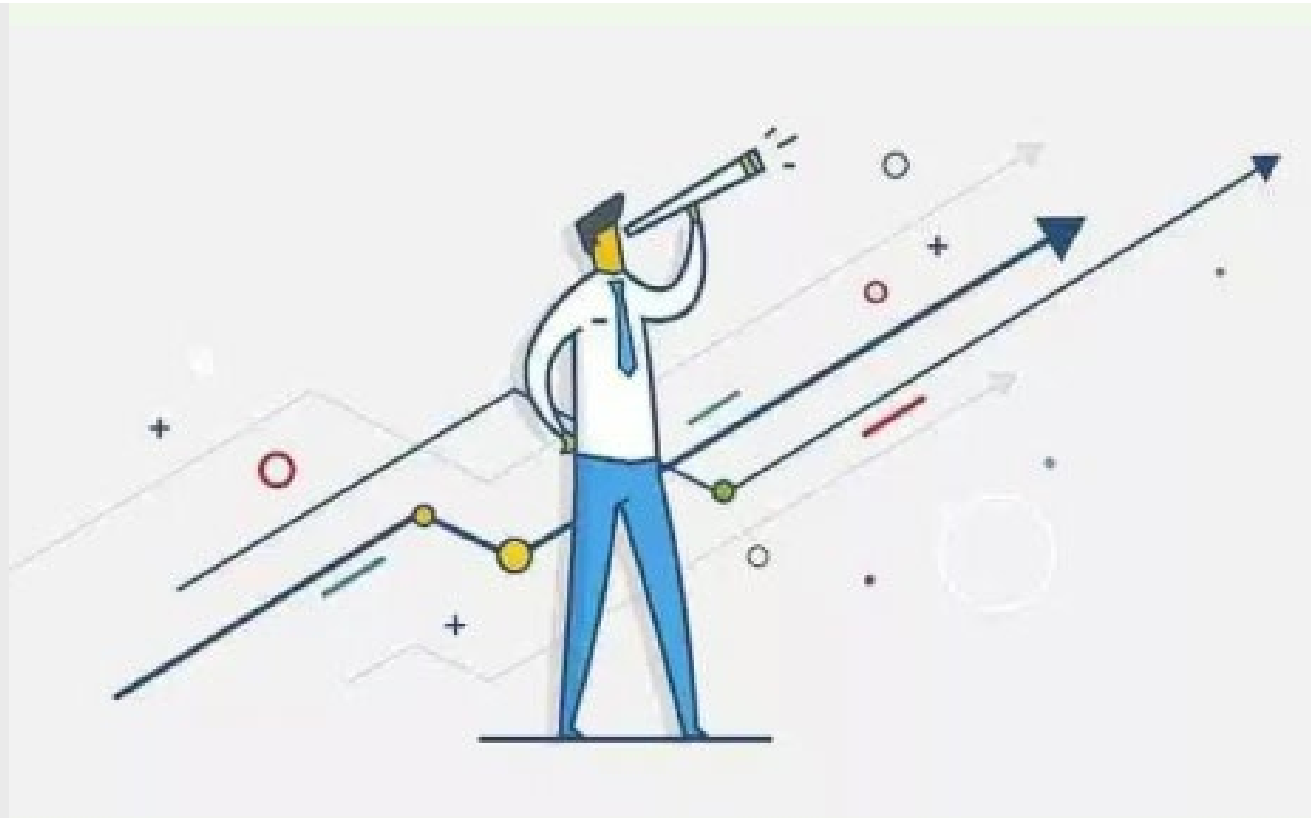
Online Sales

Sacramento Region



Placer Co Pool Growth = 42.6%, \$1.9 million

Forecast



FORECAST CONSIDERATIONS

- Pandemic Related:
 - The forecast assumes:
 - There will be an release of pent up demand for domestic travel
 - Some spike in spending was due to lack of spending on services and events
 - Return to work transition will continue through mid-2021
 - April 2020 was the low point
 - Not assuming an extended recession; stimulus distribution could help carry businesses through
 - 20% of restaurants will not survive the restrictions and will take a few years for new businesses to open in those locations
 - Modifications to some business structure in the pools.

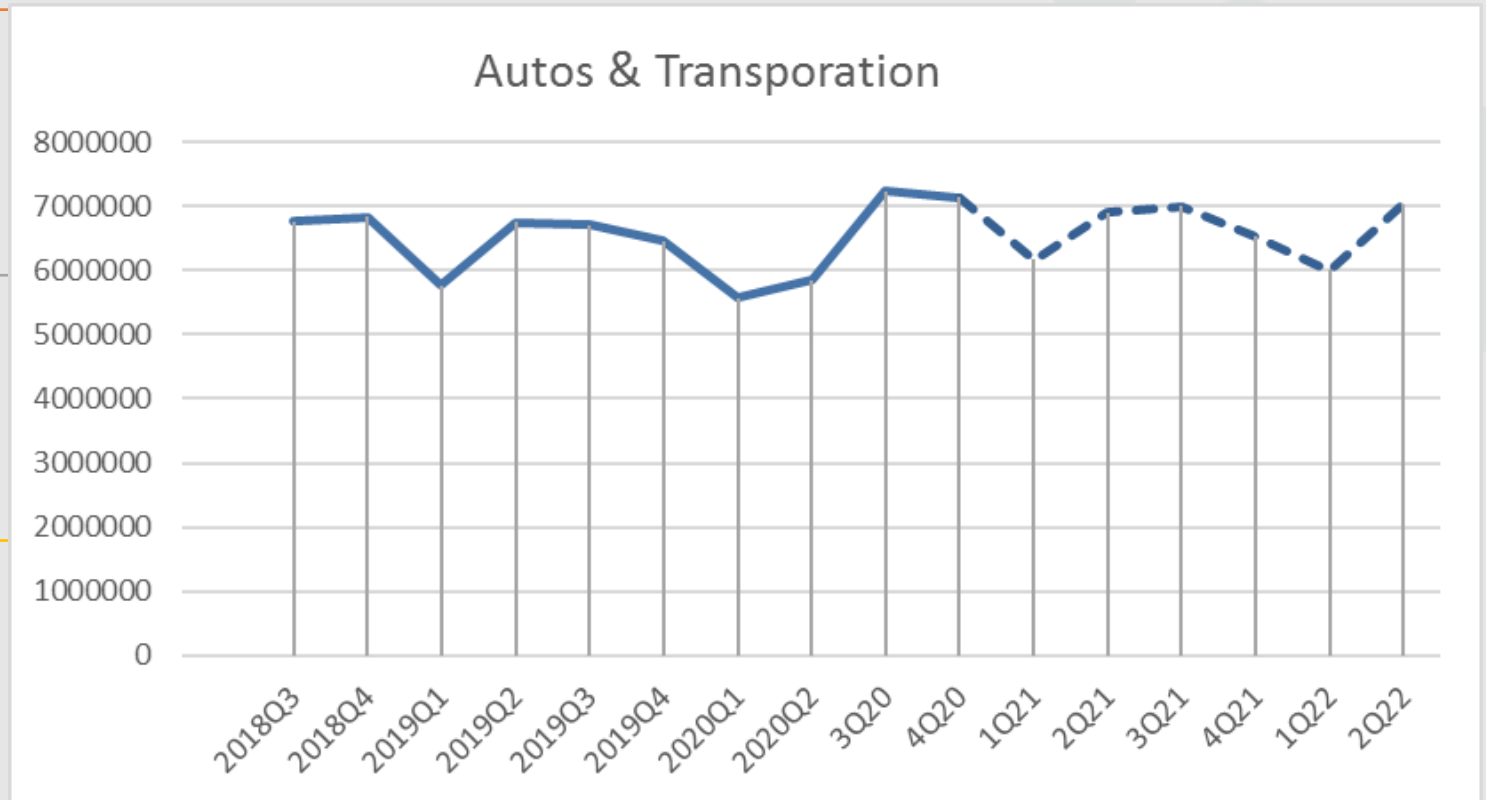
AUTOS & TRANSPORTATION

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-3.4	-13.4%	7.9%	10.6%	6.0%	13.0%	-6.0%	-11.0%	2.0%	2.0%

New Car Pricing is up 6%; Used cars up 14%

Trailer/RV sales up one-time spike

Low Interest Rates



GENERAL CONSUMER GOODS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-12.6%	-33.6%	-7.1%	-5%	2.0%	34.0%	5.0%	4.0%	5.0%	6.0%

3rd Federal stimulus expected to lift
Consumer spending

Foot traffic still lower

Store capacity capped at 50%

Demand assumed temporary in Home
Furnishings, Sporting goods.



RESTAURANTS & HOTELS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-16.0%	--36.1	-36%	-34%	-7%	40%	30%	15%	15%	3%

Menu prices are increasing

Pent up demand

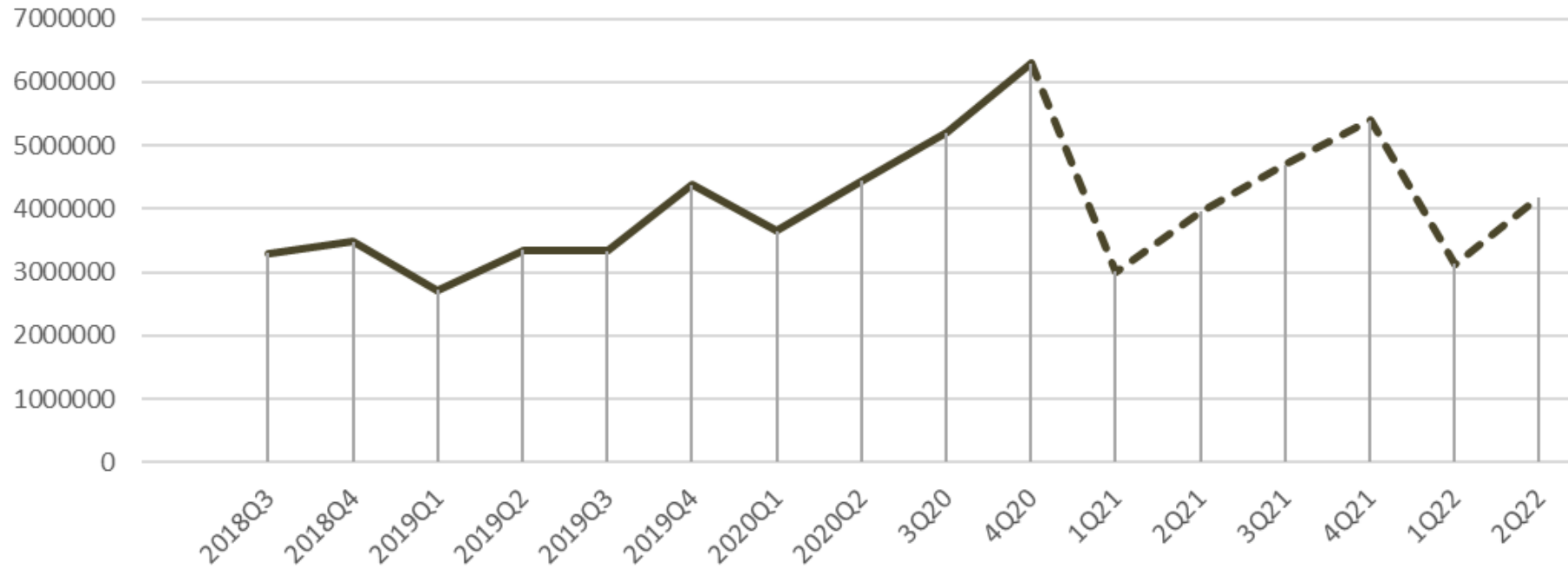
Stimulus \$28 Million for restaurants



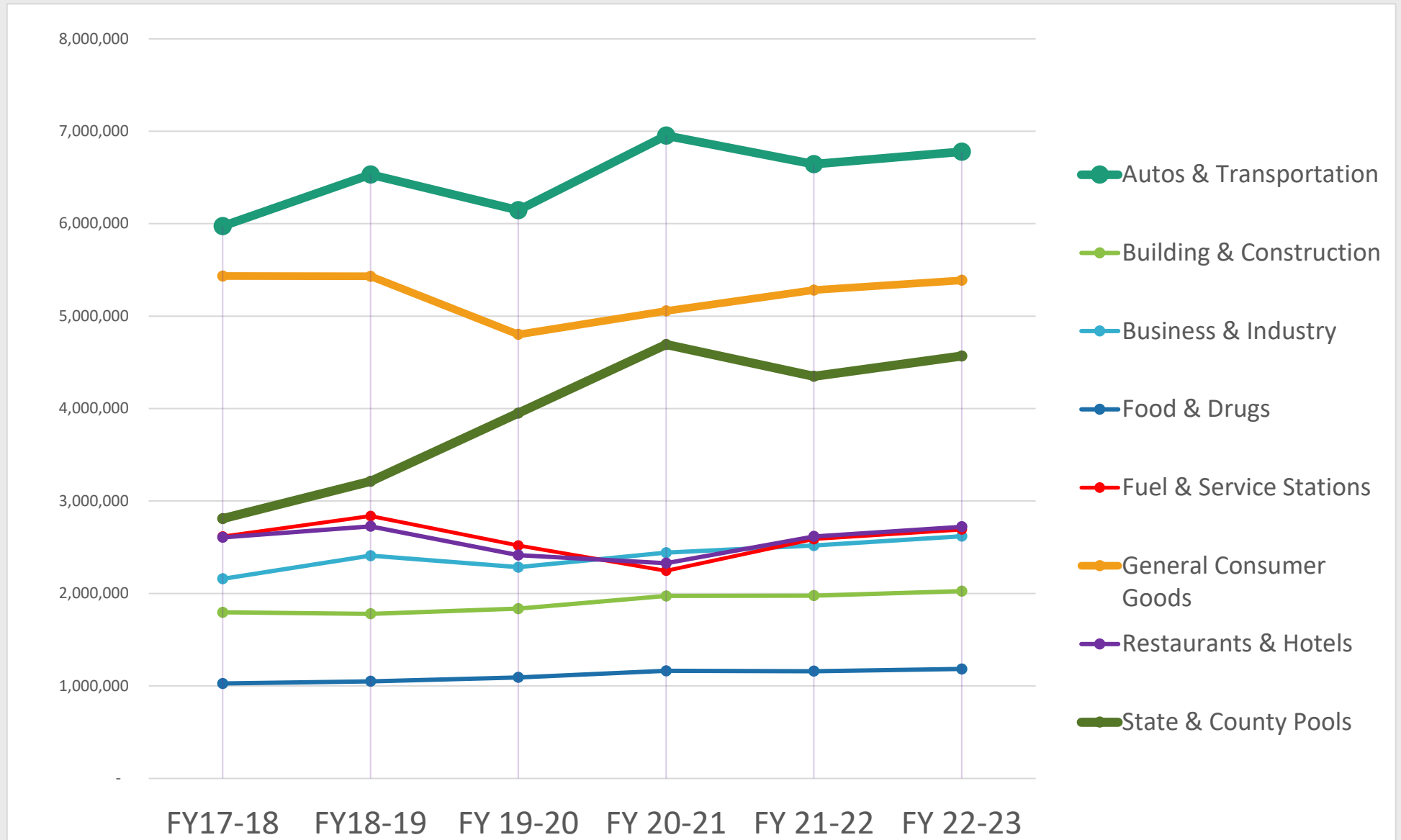
POOLS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
34.1%	32.8%	56%	43.9	4.0%	2.0%	-3.0%	-3.0%	4.0%	6.0%

State & Countywide Pools



Annual Outlook by Major Industry Group



Data: Placer County – all agencies

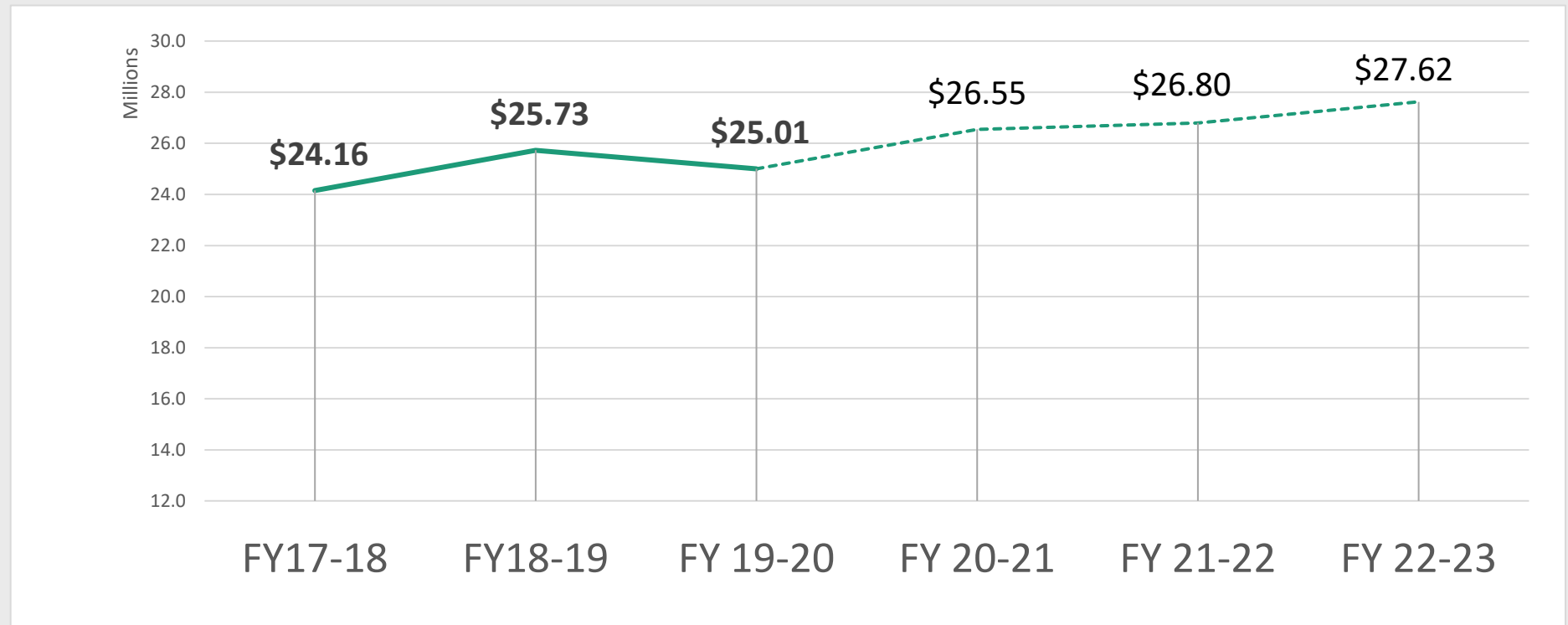
Forecast

Data: Placer County – all agencies
Bradley Burns

Industry Group	FY 2019-20	FY 2020-21		FY 2021-22		FY 2022-23	
	Actuals	Projection	%	Projection	%	Projection	%
Autos & Transportation	24,774,718	27,807,692	12.2%	26,576,892	-4.4%	27,108,392	2.0%
Building & Construction	7,349,166	7,891,552	7.4%	7,904,852	0.2%	8,102,452	2.5%
Business & Industry	9,227,017	9,763,409	5.8%	10,072,509	3.2%	10,475,409	4.0%
Food & Drugs	4,303,049	4,653,622	8.1%	4,639,022	-0.3%	4,731,822	2.0%
Fuel & Service Stations	10,129,812	8,982,345	-11.3%	10,351,145	15.2%	10,765,145	4.0%
General Consumer Goods	19,463,819	20,224,691	3.9%	21,124,291	4.4%	21,546,791	2.0%
Restaurants & Hotels	9,765,813	9,308,937	-4.7%	10,464,837	12.4%	10,883,437	4.0%
Transfers & Unidentified	113,141	44,678	-60.5%	44,678	0.0%	44,678	0.0%
State & County Pools	15,868,178	18,773,654	18.3%	17,398,454	-7.3%	18,268,354	5.0%
Total	100,994,713	107,450,581	6.4%	108,576,681	1.0%	111,926,481	3.1%
Administration Cost	(965,553)	(881,230)		(938,103)		(967,045)	
Total	100,029,160	106,569,351	6.5%	107,638,578	1.0%	110,959,436	3.1%
With Accrual	100,029,160	106,569,351	6.5%	107,638,578	1.0%	110,959,436	3.1%

LTF	\$ 25,007,290	\$ 26,548,985	\$ 26,798,805	\$ 27,621,952
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Forecast



The forecast assumes:

- Pent up for domestic travel will boost Summer 2021
- Return to work transition will continue through mid-2021
- Not assuming an extended recession; stimulus distribution could help carry businesses through


Data: Placer County – all agencies



Susie Woodstock, Principal

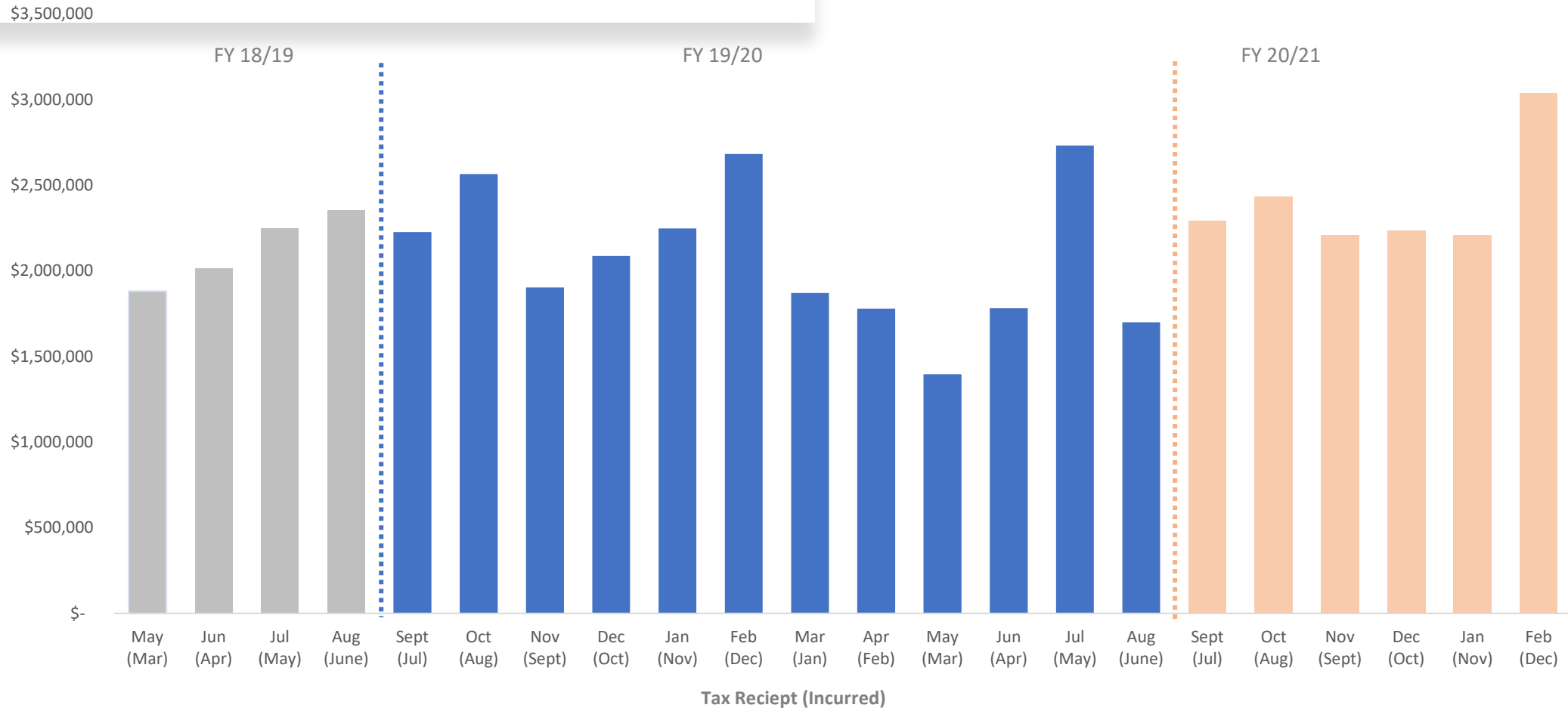
www.hdlcompanies.com

Brea | Fresno | Pleasanton | San Dimas



Amended
FY 20/21 LTF
Apportionment

LTF Trends



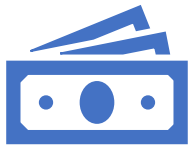
FY 20/21 LTF Status



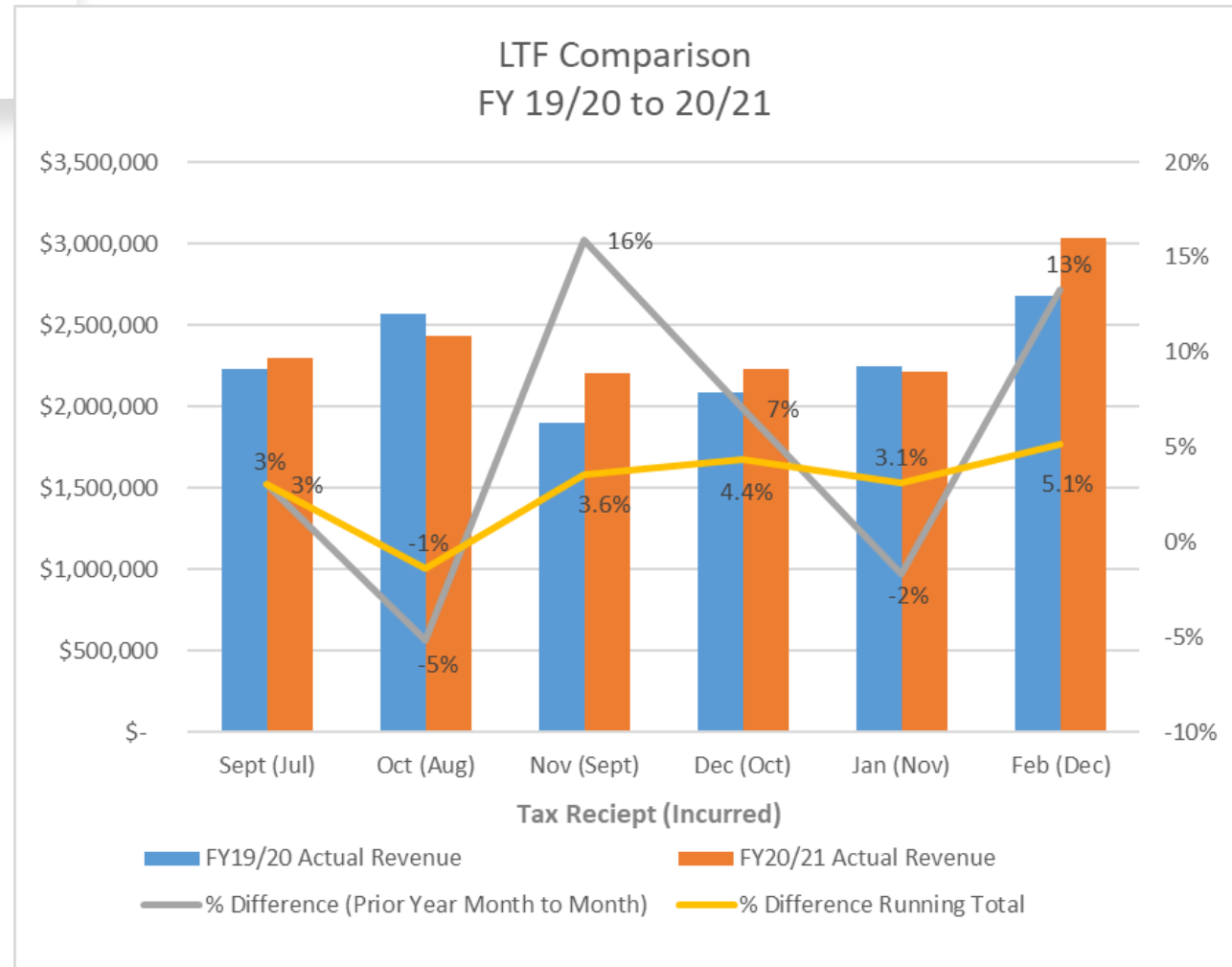
Increase monthly revenue gains



5.1% higher to date than last year



Revenue surplus totaling \$3.8 M



Amended LTF Apportionment

PLACER COUNTY TRANSPORTATION PLANNING AGENCY (PCTPA)
AMENDED FINAL FINDINGS OF APPORTIONMENT FOR FY 2020/2021
LOCAL TRANSPORTATION FUND (LTF)

March 2021

	FY 2019/2020 Estimated Fund Balance Subtotal ⁽¹⁾	FY 2020/2021 Amended Revenue Subtotal ²	FY 2020/2021 Ammended Apportionment Total	For Comparison	
				FY 2020/2021 Final Apportionment Total	Difference
PLACER COUNTY LTF REVENUE ESTIMATE	(\$772,131)	\$22,748,016	\$21,975,885	\$19,975,885	\$2,000,000
TRPA Revenue Estimate ⁽³⁾ 2.8369%		\$645,345	\$645,345	\$588,607	\$56,739
TRPA LTF Fund Balance	(\$26,589)		(\$26,589)	(\$26,589)	\$0
TRPA TOTAL		\$645,345	\$618,756	\$562,018	\$56,739
County Auditor Administrative Costs		\$264	\$264	\$264	\$0
BALANCE AVAILABLE FOR APPORTIONMENT BY TRPA			\$618,492	\$561,754	\$56,739
PCTPA Revenue Estimate 97.1631%		\$22,102,672	\$22,102,672	\$20,159,410	\$1,943,261
PCTPA LTF Fund Balance	(\$745,542)		(\$745,542)	(\$745,542)	\$0
PCTPA TOTAL		\$22,102,672	\$21,357,130	\$19,413,868	\$1,943,261
County Auditor Administrative Costs		\$8,736	\$8,736	\$8,736	\$0
PCTPA Administrative and Planning Costs ⁽⁴⁾		\$475,000	\$475,000	\$475,000	\$0
Pedestrian and Bicycle Allocation ⁽⁵⁾	(\$14,911)	\$432,378.71	\$417,468	\$378,603	\$38,865
Community Transit Service Article 4.5 Allocation ⁽⁶⁾	(\$29,225)	\$847,462	\$818,237	\$742,061	\$76,176
BALANCE AVAILABLE FOR APPORTIONMENT BY PCTPA	(\$701,406)	\$20,339,095	\$19,637,689	\$17,809,468	\$1,828,220

Amended LTF Apportionment

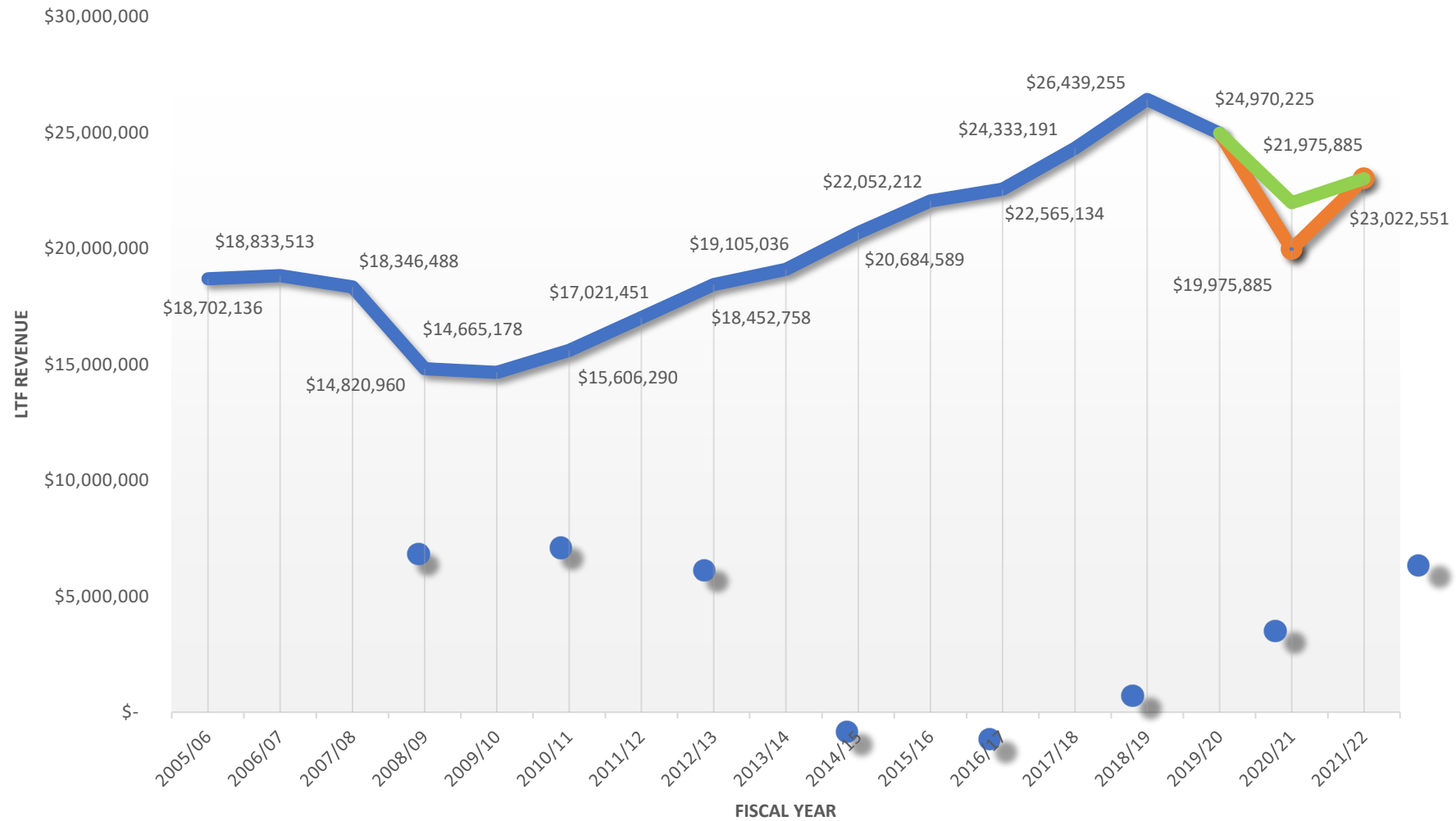
Apportionment of FY 2020/2021 PCTPA LTF Revenue Estimate by Jurisdiction					
Jurisdiction	Population January 1, 2020	Percent (%)	FY 2020/21 Allocation Subtotal	FY 2019/20 Carryover Apportionment ⁽⁷⁾	Revenue Apportionment
PLACER COUNTY	103,794	26.46%	\$5,381,856	(\$190,406)	\$5,191,450
AUBURN	14,594	3.72%	\$756,718	(\$26,217)	\$730,502
COLFAX	2,152	0.55%	\$111,584	(\$3,776)	\$107,808
LINCOLN	49,317	12.57%	\$2,557,151	(\$87,942)	\$2,469,210
LOOMIS	6,888	1.76%	\$357,152	(\$12,545)	\$344,606
ROCKLIN	70,350	17.93%	\$3,647,740	(\$126,145)	\$3,521,596
ROSEVILLE	145,163	37.01%	\$7,526,893	(\$254,375)	\$7,272,518
TOTAL	392,258	100.00%	\$20,339,095	(\$701,406)	\$19,637,689

For Comparison	
FY 2020/2021 Final Apportionment Total	Differen ce
\$4,707,691	\$483,759
\$662,482	\$68,019
\$97,778	\$10,030
\$2,239,355	\$229,855
\$312,503	\$32,103
\$3,193,711	\$327,884
\$6,595,948	\$676,570
\$17,809,468	\$1,828,220

Apportionment of FY 2020/2021 PCTPA LTF Revenue Estimate Available to Claimant			
Jurisdiction	Revenue Apportionment	Planning Contribution ⁽⁸⁾	Available to Claimant ⁽⁹⁾
PLACER COUNTY	\$5,191,450	(\$207,658)	\$4,983,792
AUBURN	\$730,502	(\$29,220)	\$701,281
COLFAX	\$107,808	(\$4,312)	\$103,496
LINCOLN	\$2,469,210	(\$98,768)	\$2,370,441
LOOMIS	\$344,606	(\$13,784)	\$330,822
ROCKLIN	\$3,521,596	(\$140,864)	\$3,380,732
ROSEVILLE	\$7,272,518	(\$290,901)	\$6,981,617
TOTAL	\$19,637,689	(\$785,508)	\$18,852,181

For Comparison	
FY 2020/2021 Final Apportionment Total	Differen ce
\$4,519,383	\$464,409
\$635,983	\$65,298
\$93,867	\$9,629
\$2,149,781	\$220,661
\$300,003	\$30,819
\$3,065,963	\$314,769
\$6,332,110	\$649,507
\$17,097,090	\$1,755,092

LTF Historical Perspective





Next Steps

- Amended Claim Process
 - Similar to initial claim process
 - Claim now or defer to FY 21/22
 - Requires council/board approval for additional revenues
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Questions

