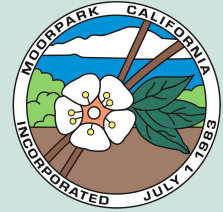


CITY OF MOORPARK

SALES TAX UPDATE

3Q 2022 (JULY - SEPTEMBER)



MOORPARK

TOTAL: \$ 1,340,289

5.6%
3Q2022



5.6%
COUNTY

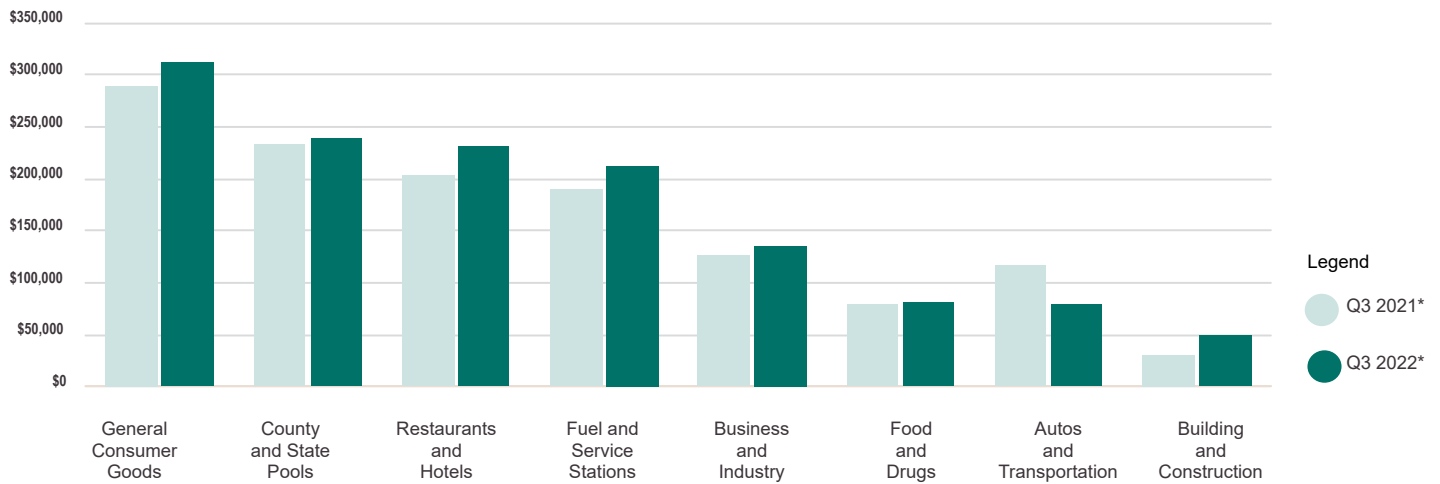


8.0%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



CITY OF MOORPARK HIGHLIGHTS

Moorpark's receipts from July through September were 3.8% above the third sales period in 2021. Excluding reporting aberrations, actual sales were up 5.6%.

As inflation improvements are starting to materialize in several industries, consumers remain concerned about the economy heading into a recession. Nevertheless, customer spending, demand, and most underlying economic factors including a low unemployment rate in this quarter remained strong.

The restaurants & hotels sector once again performed better than a year ago mainly due to high menu prices making up for traffic that is beginning to slow. While restaurants are continuing to have difficulty hiring employees and the frequency of dining out is anticipated to slow over calendar year 2023, people continued to treat themselves to meals

outside of their homes in spite of the cost of admission going up. As a result, casual dining restaurants experienced strong gains.

The largest sector, general consumer goods is expected to be very flat for the next five years, but it grew substantially this quarter. Returns from convenience and grocery stores, plumbing/electrical were also up, and overall cash as a percentage of the county receipts grew resulting in a positive allocation from the state and county pools.

Receipts from building materials, trailers/RVs, and service stations dropped and combined to partially offset the overall quarterly gain.

Net of aberrations, taxable sales for all of Ventura County grew 5.6% over the comparable time period; the Southern California region was up 8.1%.



TOP 25 PRODUCERS

- | | |
|------------------------------|---------------------------|
| 7 Eleven | Target |
| 76 | Testequity |
| Aqua Flo Supply | TJ Maxx |
| Campus Plaza Shell | Tom Lindstrom RV |
| Command Performance Catering | Tractor Supply |
| In N Out Burger | Vons |
| Kahoots Pet Store | Warehouse Discount Center |
| Kohls | Wood Ranch |
| McDonalds | |
| Moorpark 76 | |
| Moorpark Chevron | |
| Moorpark Petroleum | |
| Pentair Pool Products | |
| Peter Lars | |
| Pool & Electrical Products | |
| Ralphs | |
| Simi Valley Harley Davidson | |



STATEWIDE RESULTS

Local one cent sales and use tax for sales occurring July through September was 8% higher than the same quarter one year ago after adjusting for accounting anomalies and back payments from previous quarters. These returns mark another strong period of growth for the California spending economy.

Even as the Federal Reserve Board continued ramping up interest rates in an effort to curb the larger concern of inflation, consumers maintained purchases on multiple fronts, especially automobiles. Surprisingly, new car dealers experienced 10% gains over the comparable period in 2021. Limited inventory and demand for higher mileage vehicles including electric and hybrid models helped support growth. In addition, the increased cost of used vehicles has pushed many into the new vehicle market; in contrast, sales of recreation vehicles and auto leasing activity remained soft.

For Californians, the summer of 2022 had the highest gas prices on record; subsequently fuel and service stations receipts jumped 21%. Commuters and summer travel remained steady, yet overall consumption still trails pre-pandemic levels by approximately 13%. Although the Russia-Ukraine conflict initially caused a dramatic shift in global crude oil markets, prices have begun to pull back closer to historical norms.

Restaurants experienced a strong uptick as increased menu prices, consistent desire to dine out and strong tourism contributed to this favorable news. Just as important, theme parks, leisure-entertainment venues and hotels pushed positive momentum back to 2019 levels. With tightening profit margins and sustained labor concerns, future improvement could be slowed compared to the last two years.

Busy contractors and plumbing-electrical

suppliers boosted the building-construction sector. Solid residential and commercial housing prices persisted despite recent interest rate hikes. Tenant improvements further support spending activity as businesses assess future office needs. With statewide new housing requirements and federal infrastructure funding on the horizon, current forecasts stay optimistic.

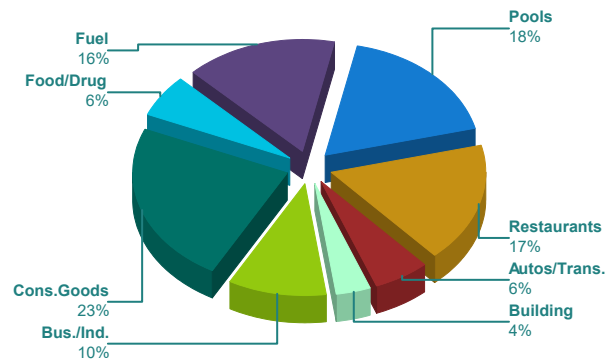
Steady investment in capital equipment coupled with the overall increased price of goods enhanced both business-industry and countywide use tax pool allocations.

For the second straight quarter, fuel sales linked to discount department stores propped up general consumer goods

results. Otherwise, retailers experienced flat to decreased receipts as many apparel categories, home furnishings and sporting goods struggled to keep pace with the prior year. As consumers balanced summer opportunities and higher prices, in-store shopping appears to have taken a temporary back seat.

Sustained price increases and interest rate hikes certainly have consumers contemplating where to spend their dollars. However, historically low statewide unemployment rates and the recovery of the national stock markets from declines earlier this year leave modest optimism heading into 2023.

REVENUE BY BUSINESS GROUP
Moorpark This Quarter*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

Moorpark Business Type	Q3 '22*	Change	County Change	HdL State Change
Service Stations	212.6	12.1% ↑	18.1% ↑	18.5% ↑
Quick-Service Restaurants	76.8	0.0% ↑	6.2% ↑	4.0% ↑
Casual Dining	74.8	9.8% ↑	3.3% ↑	10.1% ↑
Grocery Stores	46.3	3.8% ↑	4.1% ↑	3.0% ↑
Fast-Casual Restaurants	24.0	19.0% ↑	8.2% ↑	6.2% ↑
Specialty Stores	23.2	3.9% ↑	3.3% ↑	4.0% ↑
Light Industrial/Printers	23.0	-1.7% ↓	5.8% ↑	10.2% ↑
Building Materials	15.2	-26.6% ↓	-1.7% ↓	2.8% ↑
Drug Stores	14.8	-0.7% ↓	0.9% ↑	-1.9% ↓
Home Furnishings	14.6	-3.6% ↓	0.3% ↑	-6.2% ↓

*Allocation aberrations have been adjusted to reflect sales activity

*In thousands of dollars