

# **FY 2022/23 Preliminary LTF Findings of Apportionment**

Item I



# Placer County Transportation Planning Agency

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LTF Forecast

February 2022

HdL<sup>®</sup> Companies

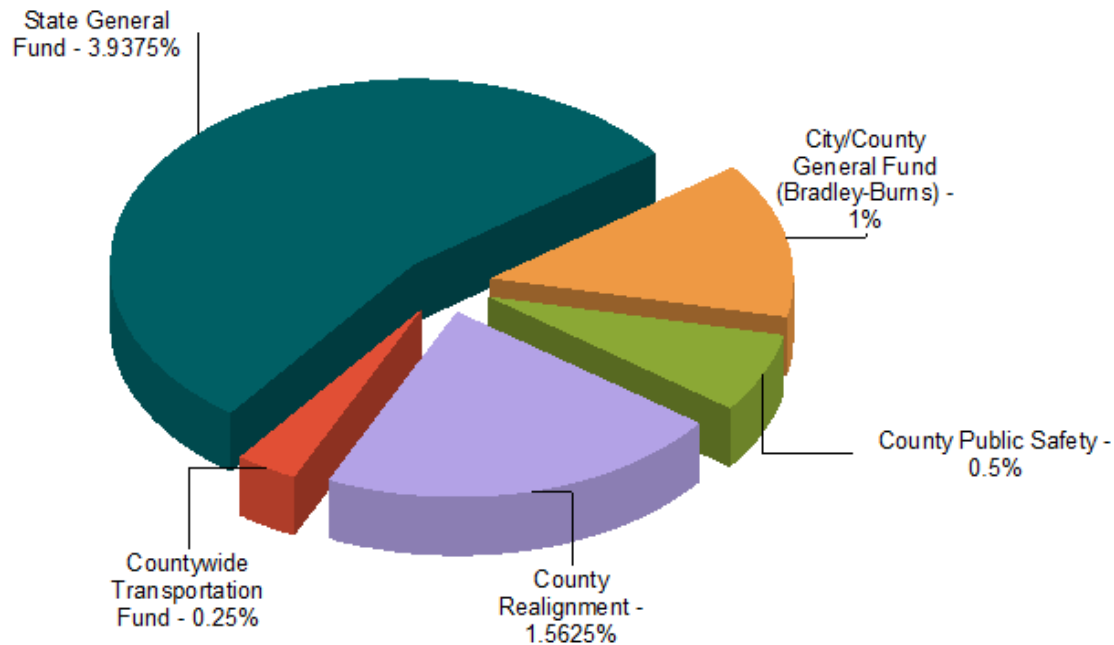




# PLACER COUNTY ALL AGENCIES

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 %
<b>Total Rate</b>	<b>7.2500 %</b>

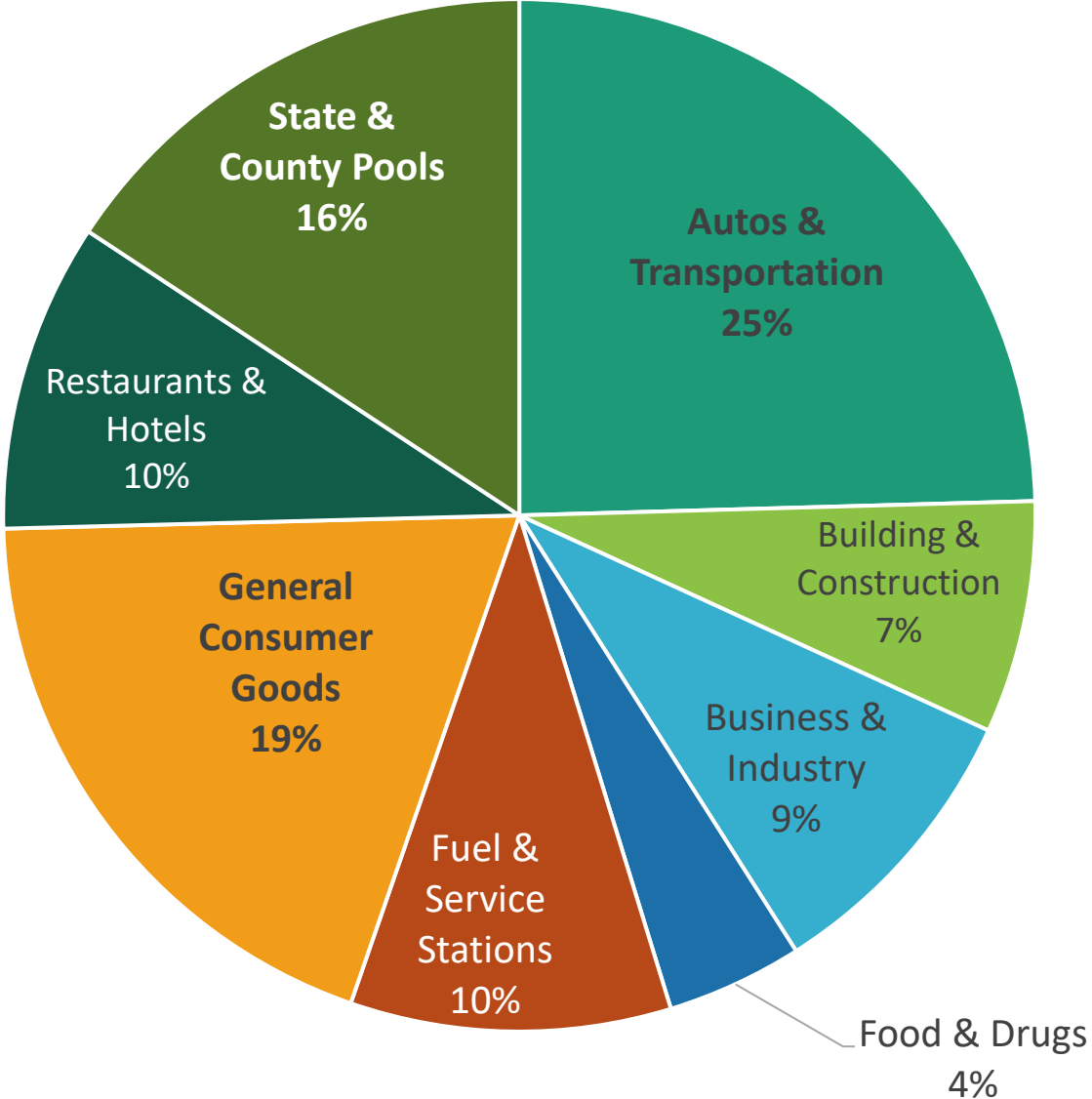


## Local Transportation Fund-

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

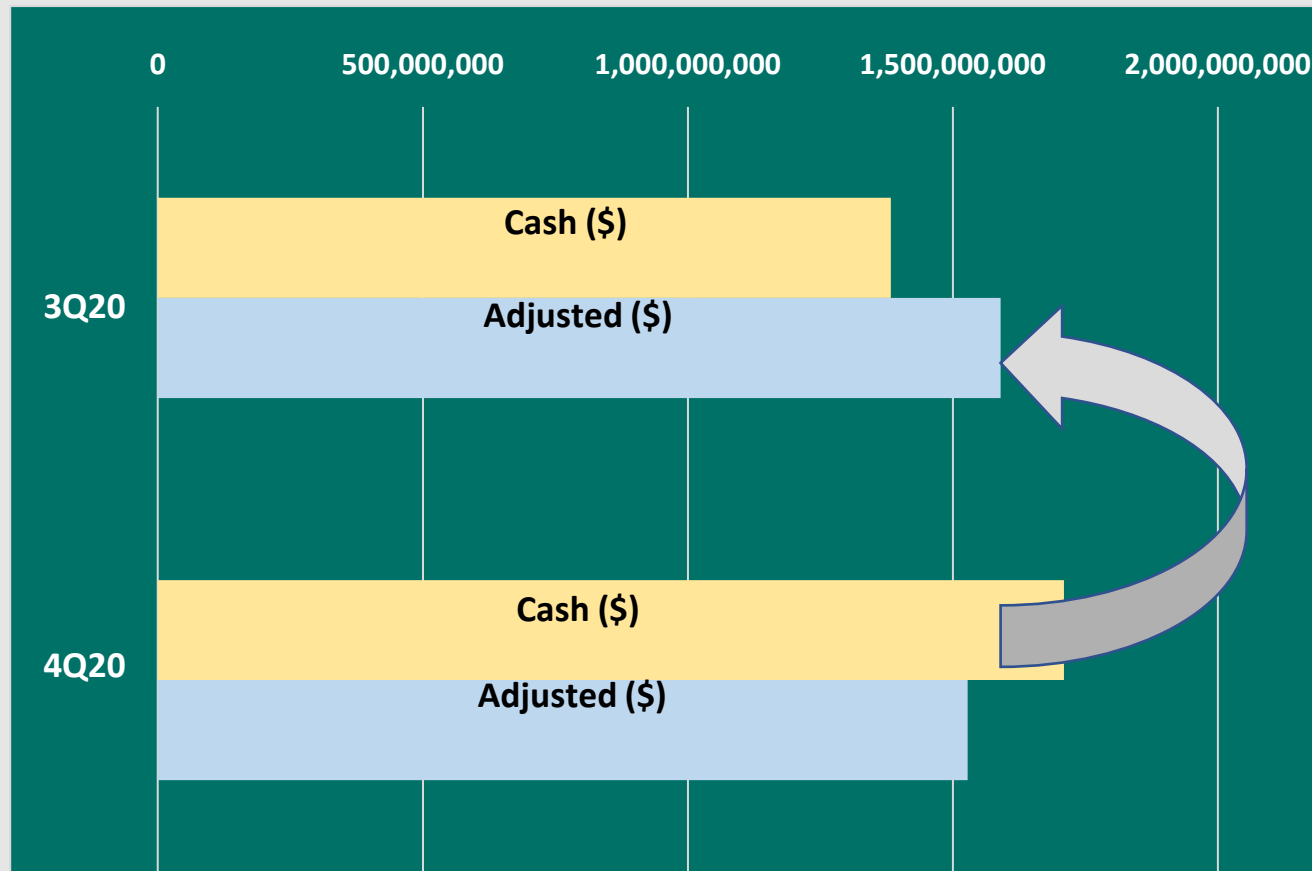
# PLACER COUNTY TAX BASE

Individual business information is confidential



Includes all cities and county unincorporated area

# Cash vs Adjusted

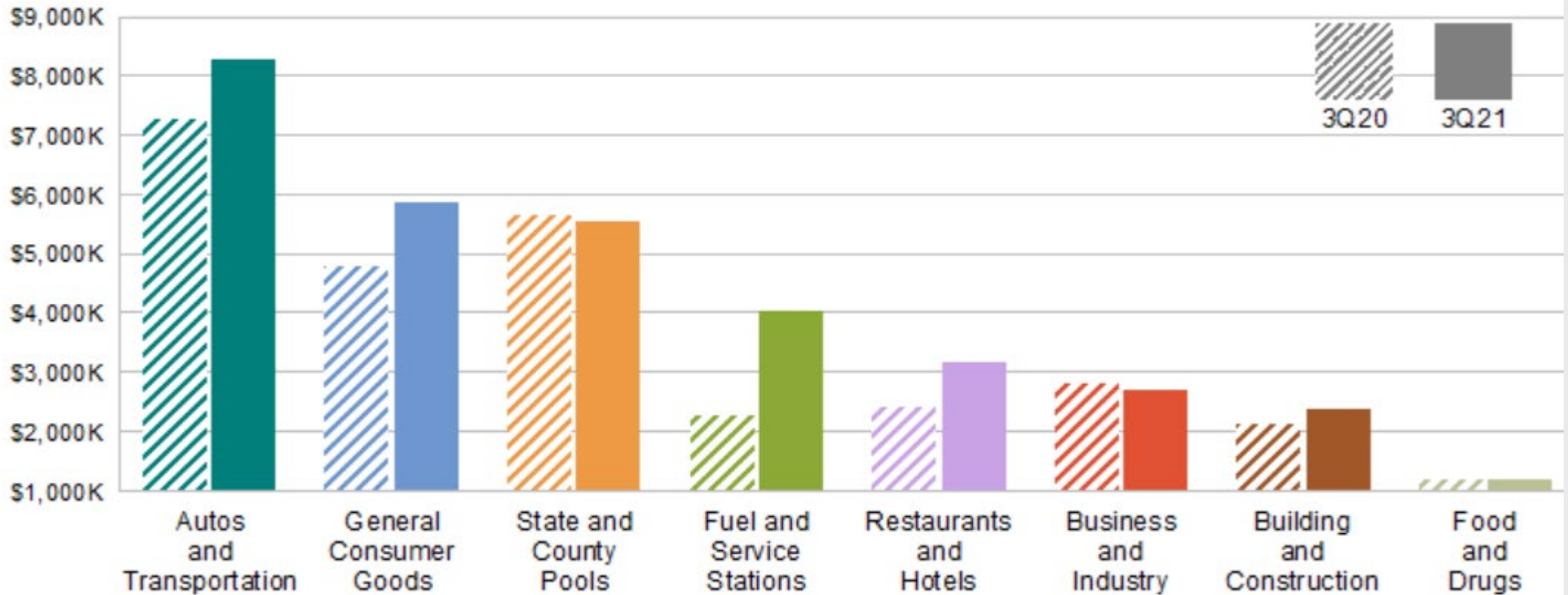


# Placer County by Major Industry Group

## 3Q21 Results (July, Aug, Sept 2021)

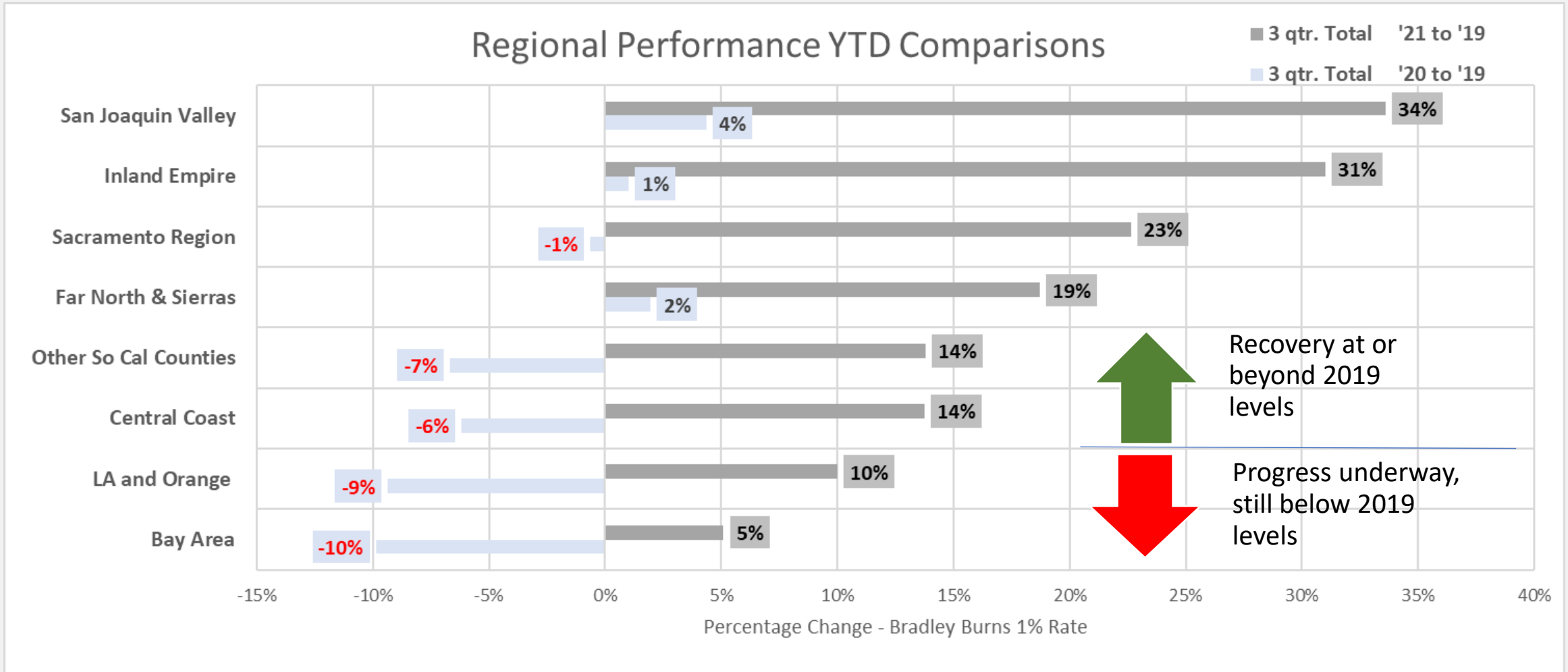
3Q20 Compared To 3Q21

Overall Up 16.2%





# Regional Recovery Varies



# Regional Results-

## Place of Sale, excludes pool

Per Capita Sales

**Placer County**

Count: 14,951

**El Dorado County**

Count: 7,219

**Nevada County**

Count: 5,326

**Yolo County**

Count: 5,565

**Yuba County**

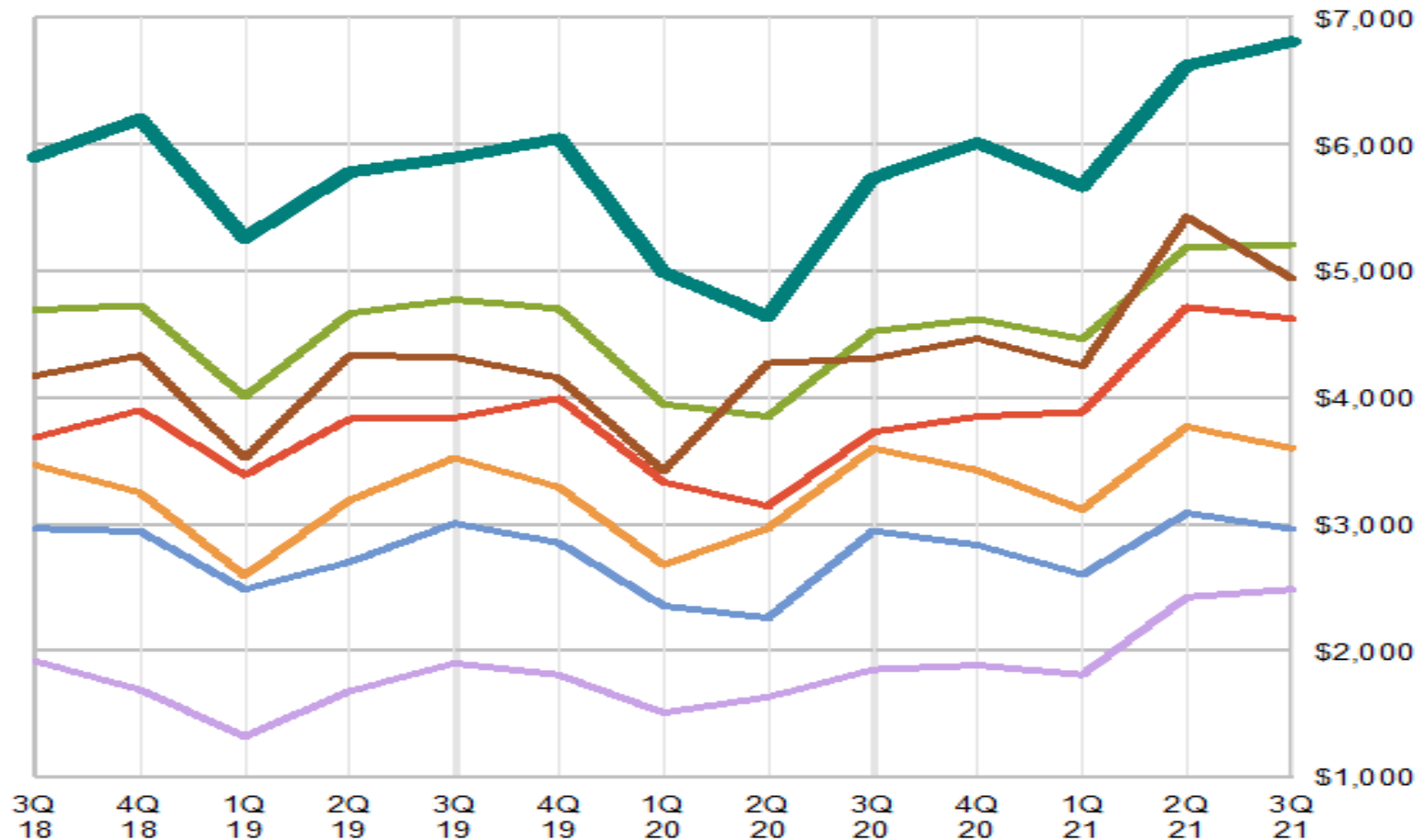
Count: 1,541

**Sacramento County**

Count: 45,914

**Sutter County**

Count: 2,528





# Forecast





# Economic Indicators: Dashboard

CA Back to  
Normal Index:  
89%

Inflation: 7%

Unemployment  
6.9%

Personal  
Savings 7%

CA Small  
Business  
Closures 30%

eCommerce  
Spending 2021  
Up 19%

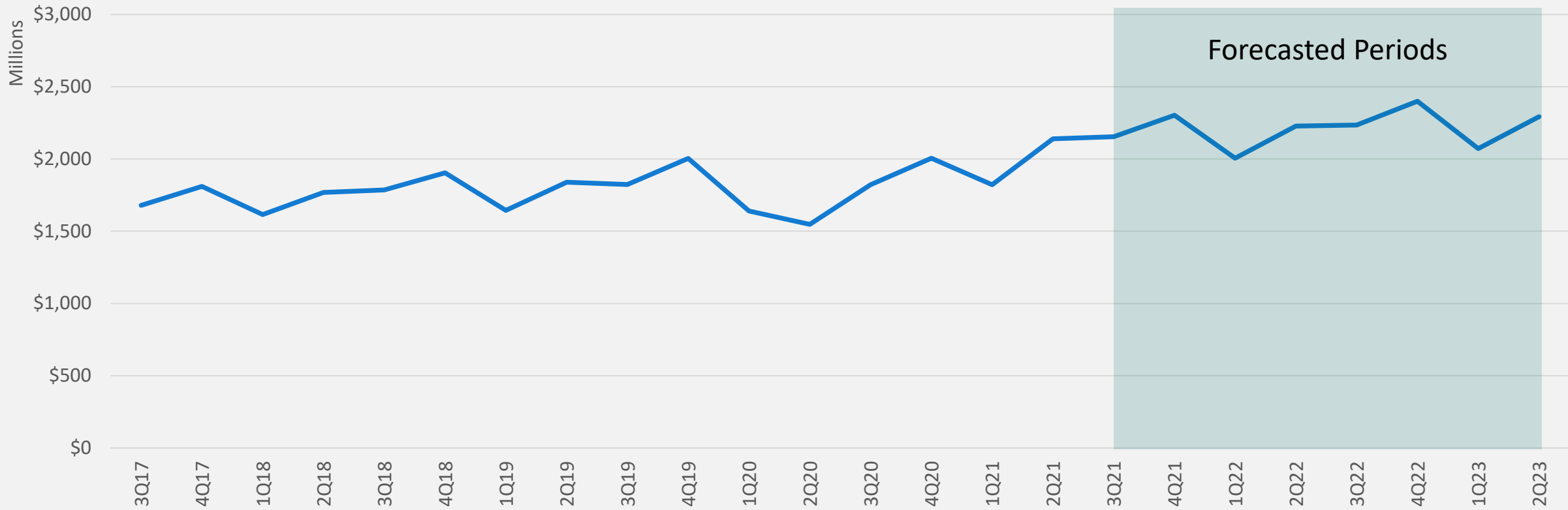
YoY Gas Prices  
↑ (about 41%)



# HdL Statewide Trend Quarterly Outlook

% Change  
YoY

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
-0.3%	-15.9%	0.0%	0.0%	11.1%	38.3%	18.2%	14.9%	10.0%	4.1%	3.8%	4.2%	3.4%	2.9%



# AUTOS & TRANSPORTATION

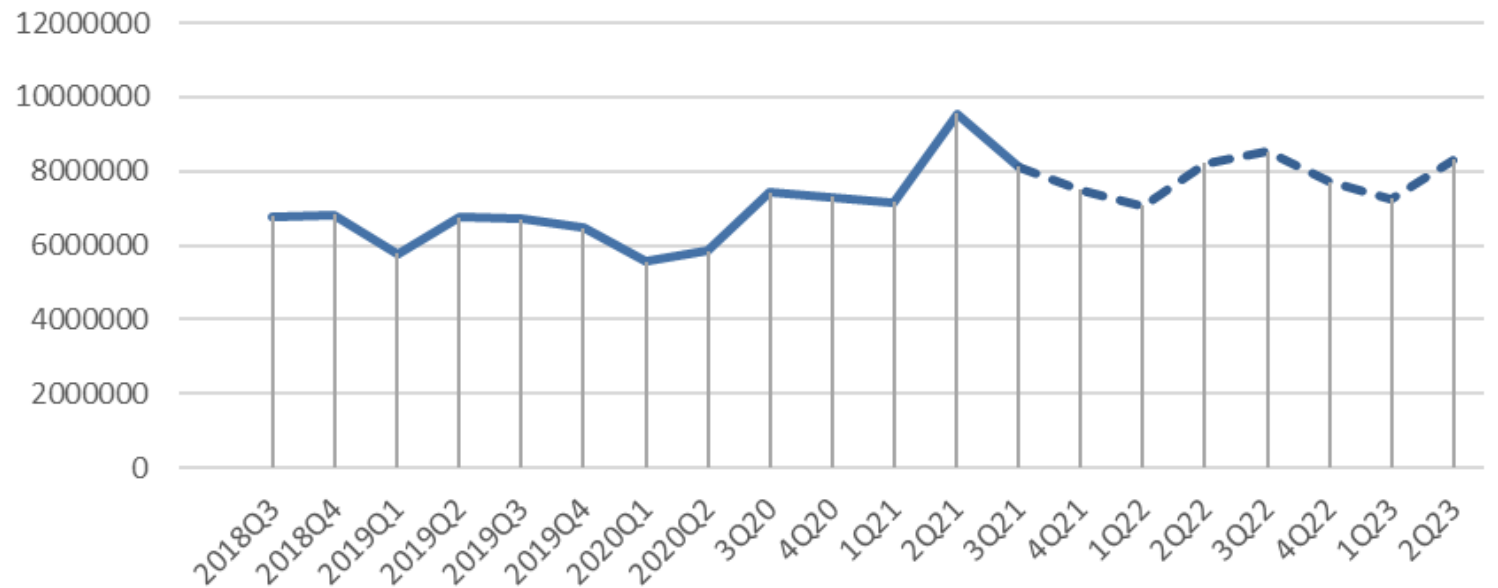
1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-3.4	-13.4%	10.8%	10.6%	28.5%	40.6%	14.7%	2.5%	-1.5%	-13.9%

New car and used cars pricing is still high

Trailer/RV sales were one-time spike

Inventory shortages

Autos & Transportation





# Autos: What is happening...

3Q-2021

- National Sales Volumes down ~13%
- CA Local Tax up > 15%

Price

- National Prices up >17% in 3Q21
  - New Car +~10%
  - Used Car +~26%

Trend

- Strong demand + Luxury purchases
- Supply constrained but slowly improving

# GENERAL CONSUMER GOODS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-12.6%	-33.6%	-7.1%	-5%	23.9%	65.3%	22.6%	3.1%	-4.8%	-8.5%

Slowly shifting back to service spending

Spending spikes due to pent up demand



# RESTAURANTS & HOTELS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
-16.0%	-36.1	-36%	-34%	7.5%	65.3%	26%	40%	31%	-2%

Menu prices are increasing

Staffing shortages





# Understaffed Restaurants

## Actions taken by restaurants in recent months, as a result of being understaffed

Action taken	All Restaurants	Fullservice Restaurants	Limited-service Restaurants
Reduce hours of operation on days that it is open	65%	64%	67%
Reduce number of items on the menu	44%	54%	35%
Close on days that it would normally be open	44%	50%	37%
Reduce seating capacity	40%	51%	28%

Source: National Restaurant Association, November 2021 survey of 3,000 operators  
Base: Restaurants that currently do not have enough employees to support customer demand

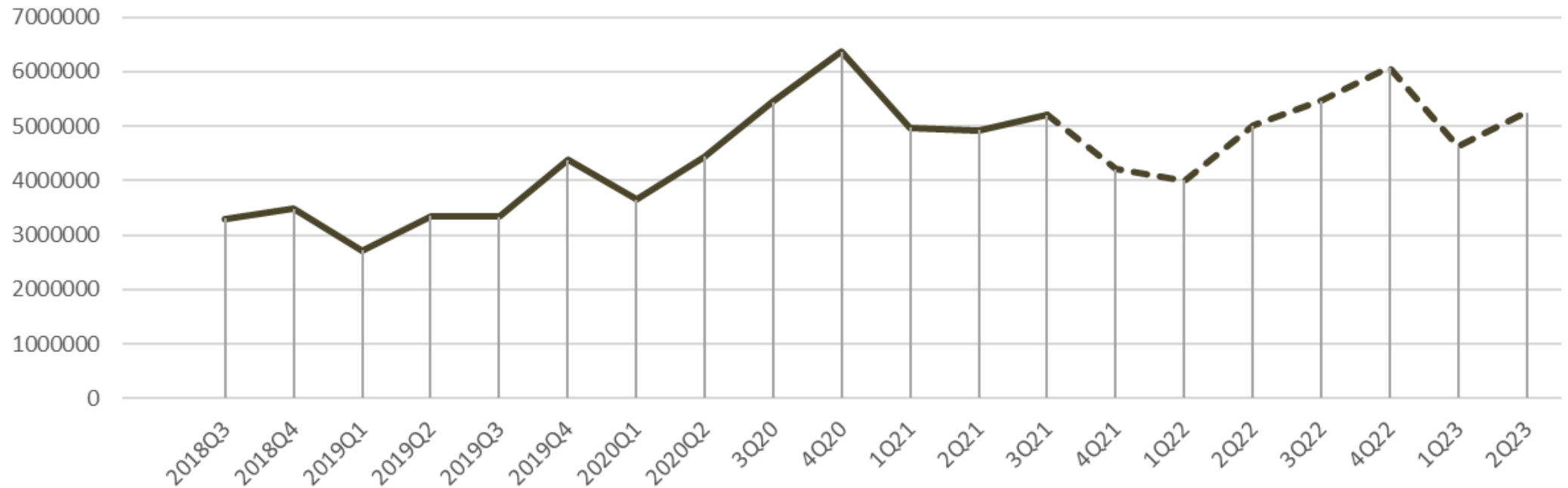




# POOLS

1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
34.1%	32.8%	56%	43.9	36%	63%	14%	-22%	-20%	-5.3%

State & Countywide Pools



# Forecast Assumptions

- Auto sales will level out slightly higher than pre-pandemic levels.
- Pandemic related spikes and errors have been removed from building/construction and business/industry groups, expect modest growth to continue for both groups.
- Fuel/service stations will post strong gains thru June 2022, then level out at that higher rate.
- Restaurants/hotels will see growth related to higher menu prices.
- Pools continue to grow at pace similar to pre-pandemic level, but will look like a decline when corrections are posted.
- Overall....a return to Normal.

# Forecast

Data: Placer County – all agencies  
Bradley Burns

Industry Group	FY 2020-21	FY 2021-22		FY 2022-23		FY 2023-24	
	Actuals	Projection	%	Projection	%	Projection	%
Autos & Transportation	31,456,308	30,892,729	-1.8%	31,769,429	2.8%	32,404,829	2.0%
Building & Construction	8,458,303	8,504,929	0.6%	8,552,729	0.6%	8,723,829	2.0%
Business & Industry	10,712,449	10,361,036	-3.3%	10,552,536	1.8%	10,869,136	3.0%
Food & Drugs	4,789,306	4,568,694	-4.6%	4,670,494	2.2%	4,763,894	2.0%
Fuel & Service Stations	9,283,819	12,643,842	36.2%	12,042,042	-4.8%	12,282,842	2.0%
General Consumer Goods	22,291,802	22,810,854	2.3%	22,752,454	-0.3%	22,752,454	0.0%
Restaurants & Hotels	10,510,206	12,761,025	21.4%	13,298,625	4.2%	13,564,625	2.0%
Transfers & Unidentified	211,854	232,126	9.6%	232,126	0.0%	232,126	0.0%
State & County Pools	21,707,847	19,766,560	-8.9%	20,180,160	2.1%	21,815,560	8.1%
<b>Total</b>	<b>119,421,894</b>	<b>122,541,796</b>	<b>2.6%</b>	<b>124,050,596</b>	<b>1.2%</b>	<b>127,409,296</b>	<b>2.7%</b>
Administration Cost	(874,189)	(1,016,245)		(1,071,797)		(1,100,816)	
<b>Total</b>	<b>118,547,706</b>	<b>121,525,551</b>	<b>2.5%</b>	<b>122,978,799</b>	<b>1.2%</b>	<b>126,308,479</b>	<b>2.7%</b>
With Accrual	118,547,706	121,525,551	2.5%	122,978,799	1.2%	126,308,479	2.7%

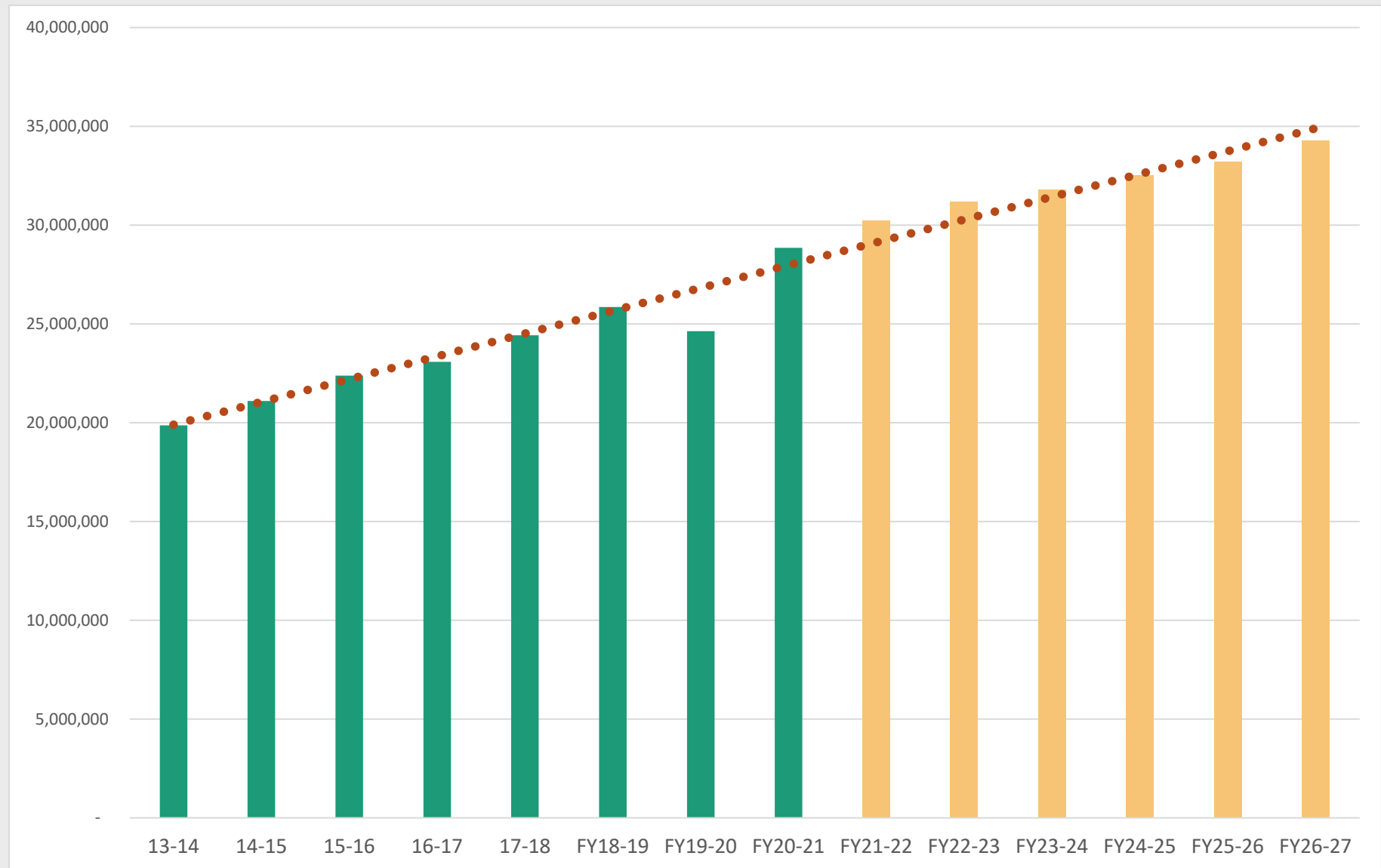
**LTF:**

**\$29.62M \$30.38M**

**\$30.74M**

**\$31.58M**

# Long-Term Revenue Outlook

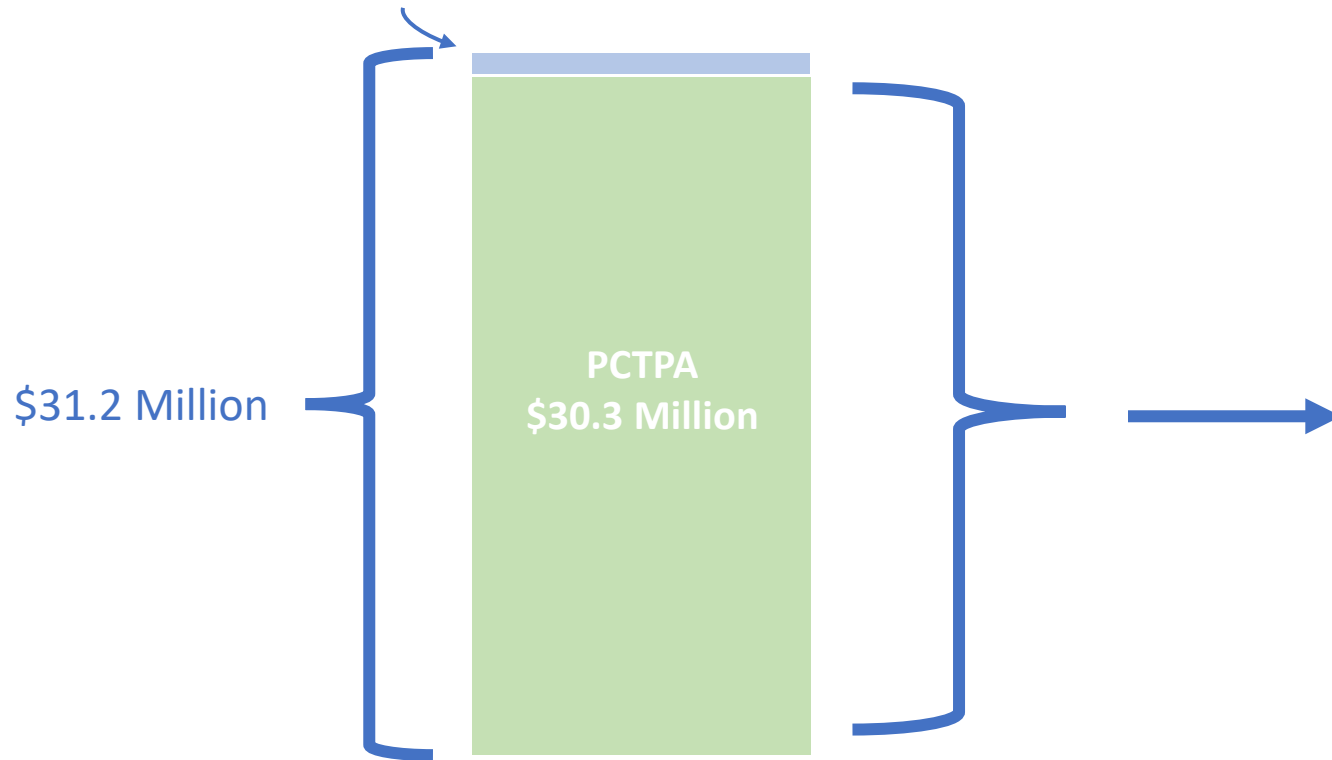


Data: Placer County – all agencies

# FY 22/23 LTF Preliminary Apportionment

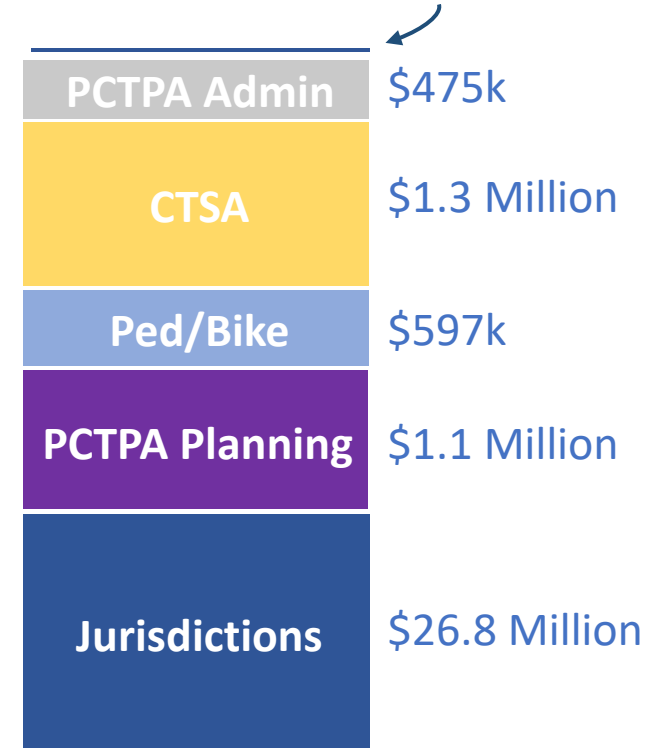
## LTF Distribution Between Western Slope and Tahoe Basin

TRPA = \$883k



## LTF Distribution within West Slope

Auditor's Office = \$8k



*Thank you!*



HdL<sup>®</sup> Companies