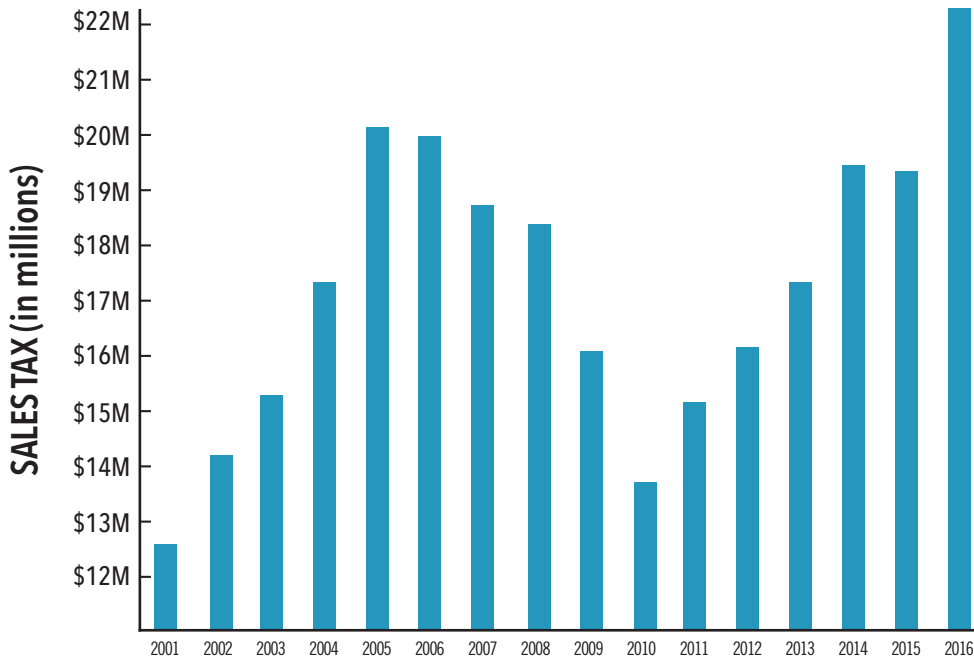


CITY OF FOLSOM GROSS SALES TAX BY FISCAL YEAR 2001-2016



*Folsom Gross Sales Tax comprised of Local (Folsom) share and Proposition 172-Public Safety Share
Source: City of Folsom, Office of Management and Budget

AT A GLANCE:

- ▶ Sales Tax has increased nearly 62%, or \$8.5 million since the Great Recession low in 2010
- ▶ At more than \$22 million, 2016's Sales Tax marked an all-time high for the city of Folsom
- ▶ Sales Tax rates in the Greater Sacramento Area range from 7.25% to 8.75% - Folsom's Sales Tax is 7.75%
- ▶ Folsom's 7.75% Sales Tax comprised of: State - 5.5%, Local (Folsom) - 1.0%, Public Safety (Prop. 172) - 0.50%, Sacramento Transportation Authority - 0.50%, County Transportation - 0.25% - TOTAL 7.75%
- ▶ In FY 2015, Folsom generated the fourth highest Local Sales Tax among cities in the Greater Sacramento Area behind Sacramento (\$51 million), Roseville (\$36 million), and Elk Grove (\$16 million), with approximately \$14 million. (Local Share only)
- ▶ During the same period, Folsom was third in the Capital Region in Sales Tax per capita - Roseville (\$274), West Sacramento (\$244), and Folsom (\$185)

SALES TAX HIGHLIGHTS

Sales Tax has been on a seven year increase in Folsom since the low point of 2010 when the full impact of the Great Recession was felt in the retail market. Since that point, Sales Tax has increased nearly 62%, placing Folsom in the third rank among cities in the Capital Region for Sales Tax generated on a per capita basis.

In the last seven years, not only has the economy grown stronger but Folsom has seen a marked increase in retail outlets. With the wonderful addition of Palladio at Broadstone, currently home to 69 retail, food, and professional service companies, and the addition of countless new restaurants, bars and craft breweries, and retail establishments across the city for everything from top of the line jewelry to home gardening supplies, Folsom has established itself as a "go-to" dining and shopping location.

FOLSOM TAXABLE TRANSACTIONS

