

Sausalito Business Revenues by Geo Zones
August 27, 2019

Business License Tax Report by Business Geo Zones

Using the new Business Geo Zones, we have begun work with the City's revenue audit firms to develop reports on where City revenues are generated. The first of these reports covers the City's Business License Tax revenues for the 2019 Tax Year.

Most of the revenues reflected in this report are from existing Sausalito businesses that paid their Business License Tax in January 2019 under the City's prior ordinance and rates. It does include 60 new businesses registered since July 1st under the new rates.

As with all of the initial reports on revenue by Geo Zone, this report should be viewed as a draft until we have time to drill down and look at the report detail and fine tune the Geo Zone boundaries and business allocations to a Geo Zone.

Table 1 – Business License Tax by Major Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Businesses</u>	<u>BLT Paid</u>	<u>% of Geos</u>
4,5	Marinship	338	295,200	61.8%
1,2	Downtown	100	99,500	20.8%
3	Caledonia	130	59,400	12.5%
6,7,8	Neighborhood Commercial	54	23,550	4.9%
Total – Major Geo Zones		622	\$477,650	100%
99	All Others (Non-Geo)	1,062	156,250	24.6%
	Businesses in Geo Zones	622	477,650	75.4%
Total – Citywide		1,684	\$633,900	100%

Table 2 – Business License Tax by 8 Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Businesses</u>	<u>BLT Paid</u>	<u>% of Geos</u>
4	Marinship North	313	264,500	55.4%
1	Downtown Central Commercial	79	72,500	15.2%
3	Caledonia	130	59,400	12.4%
5	Marinship South	25	30,700	6.4%
2	Downtown Commercial Waterfront	21	27,000	5.7%
8	Neighbor Comm – Bridge/Coloma	20	9,500	2.0%
6	Neighbor Comm – 2 nd and Main	19	7,250	1.5%
7	Neighbor Comm – Bridge/Spring	15	6,800	1.4%
Total – 8 Geo Zones		622	\$477,650	100%
99	All Others (Non-Geo)	1,062	156,250	24.6%
	Businesses in Geo Zones	622	477,650	75.4%
Total – Citywide		1,684	\$633,900	100%

Property Tax Report by Business Geo Zones

Unlike Business License Tax revenue, which is solely generated from business, most of the Property Tax revenue in Sausalito (over \$5 Million in revenue to the City in 2018-19) comes from residential properties. There are approximately 3,400 parcels in the City which include over 2,800 residential parcels (over 80% of the parcels in the City).

In this report, we look at the business (commercial and industrial) parcels in Sausalito. The estimated revenues are shown by Geo Zone and include estimates of both secured (taxes assessed on real property - land or structures) and unsecured (not secured by real property - such as land, based on the value of the property, also referred to as personal property taxes) property taxes for the 2018-19 fiscal year (last year).

Table 3 – Property Tax by Major Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Parcels</u>	<u>Rev Est</u>	<u>% of Geos</u>
4,5	Marinship	75	337,841	53.2%
1,2	Downtown	89	177,976	28.0%
3	Caledonia	43	72,745	11.4%
6,7,8	Neighborhood Commercial	32	47,155	7.4%
Total – Major Geo Zones		239	\$635,717	100%

Table 4 – Property Tax by 8 Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Parcels</u>	<u>Rev Est</u>	<u>% of Geos</u>
4	Marinship North	59	294,179	46.3%
1	Downtown Central Commercial	51	140,582	22.1%
3	Caledonia	43	72,745	11.4%
5	Marinship South	16	43,662	6.9%
2	Downtown Commercial Waterfront	38	37,394	5.9%
6	Neighbor Comm – 2 nd and Main	15	19,603	3.1%
8	Neighbor Comm – Bridge/Coloma	6	13,840	2.2%
7	Neighbor Comm – Bridge/Spring	11	13,712	2.1%
Total – 8 Geo Zones		239	\$635,717	100%

Sales Tax Report by Business Geo Zones

On this report, we show data generated by local businesses analyzed by location in the 4 most recent quarters where data is available from the State (through 1st Quarter 2019 sales).

It is worth noting that these figures do not include revenues from on-line sales, leases and other adjustments (around \$400,000 in revenue per year). The amounts are also from the City's 1% Sales Tax allocation and do not include the Measure O local ½ cent sales tax. For the Neighborhood Commercial area, Zones 6 and 7 have been combined to preserve taxpayer confidentiality.

Table 5 – Sales Tax by Major Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Businesses</u>	<u>Revenue</u>	<u>% of Geos</u>
1,2	Downtown	103	815,298	46.7%
4,5	Marinship	501	604,909	34.6%
3	Caledonia	111	201,720	11.5%
6,7,8	Neighborhood Commercial	47	125,910	7.2%
Total – Major Geo Zones		762	\$1,747,837	100%
99	All Others (Non-Geo)	344	83,651	4.6%
	Businesses in Geo Zones	762	1,747,837	95.4%
Total – Citywide		1,106	\$1,831,488	100%

Table 6 – Sales Tax by 8 Business Geo Zones

<u>No.</u>	<u>Zone</u>	<u>Businesses</u>	<u>Revenue</u>	<u>% of Geos</u>
1	Downtown Central Commercial	87	560,810	32.1%
4	Marinship North	476	429,662	24.6%
2	Downtown Commercial Waterfront	16	254,488	14.6%
3	Caledonia	111	201,720	11.5%
5	Marinship South	25	175,247	10.0%
8	Neighbor Comm – Bridge/Coloma	30	71,615	4.1%
6,7	Neighbor Comm – Bridge/Sp/Main	17	54,295	3.1%
Total – 8 Geo Zones		762	\$1,747,837	100%
99	All Others (Non-Geo)	344	83,651	4.6%
	Businesses in Geo Zones	762	1,747,837	95.4%
Total – Citywide		1,106	\$1,831,488	100%