

## Exhibit A

Industry Group	FY 2018-19	FY 2019-20		FY 2020-21		FY 2021-22		FY 2022-23		FY 2023-24		FY 2024-25	
	Actuals	Projection	%	Projection	%	Projection	%	Projection	%	Projection	%	Projection	%
Autos & Transportation	1,175,320	985,148	-16.2%	895,904	-9.1%	976,535	9.0%	1,005,832	3.0%	1,036,006	3.0%	1,067,087	6.1%
Building & Construction	644,230	604,439	-6.2%	574,880	-4.9%	632,368	10.0%	663,986	5.0%	697,186	5.0%	732,045	10.3%
Business & Industry	965,460	876,781	-9.2%	798,267	-9.0%	818,224	2.5%	838,680	2.5%	859,647	2.5%	881,138	5.1%
Food & Drugs	627,017	633,903	1.1%	646,581	2.0%	656,280	1.5%	666,124	1.5%	676,116	1.5%	689,638	3.5%
Fuel & Service Stations	1,314,302	993,445	-24.4%	1,000,227	0.7%	1,050,238	5.0%	1,081,745	3.0%	1,114,197	3.0%	1,147,623	6.1%
General Consumer Goods	436,161	344,135	-21.1%	330,517	-4.0%	347,043	5.0%	353,984	2.0%	361,063	2.0%	368,285	4.0%
Restaurants & Hotels	740,767	575,407	-22.3%	535,677	-6.9%	573,175	7.0%	601,833	5.0%	631,925	5.0%	663,521	10.3%
Transfers & Unidentified	7,289	68,235	836.1%	-	-100.0%	-	-	-	-	-	-	-	-
State & County Pools	860,820	989,598	15.0%	1,043,203	5.4%	1,105,795	6.0%	1,172,143	6.0%	1,242,471	6.0%	1,317,020	12.4%
County Share													
Total	6,771,366	6,071,091	-10.3%	5,825,256	-4.0%	6,159,658	5.7%	6,384,327	3.6%	6,618,612	3.7%	6,866,357	7.6%
Administration Cost	(66,783)	(65,949)		(75,728)		(80,076)		(82,996)		(86,042)		(89,263)	
Total	6,704,583	6,005,142	-10.4%	5,749,528	-4.3%	6,079,582	5.7%	6,301,331	3.6%	6,532,570	3.7%	6,777,094	7.6%
Pre Advance for 3Q18	(111,300)												
CDTFA Allocation Adjustment	1,003												
With Accrual	6,594,286	6,005,142	-8.9%	5,749,528	-4.3%	6,079,582	5.7%	6,301,331	3.6%	6,532,570	3.7%	6,777,094	3.7%

\*Estimate is on an accrual basis (allocations for sales through June)

Note: Estimates assumes a recessionary impact from the Coronavirus pandemic. HdL's Consensus Forecasts modeled sales tax impacts based on our analysis of previous recessions plus a review of industry, economist and news reports. Current forecast assumes shelter in place (SIP) continues through May 31; Forecast will be reevaluated as more is known about the progression of COVID-19 related events. Business-level sales tax data from the State reflecting the first weeks of this crisis arrives at the end of May; data reflecting the April-June impacts will be available in August.

Assumptions reflect full Wayfair implementation. \$58,933 missing from 4q19 is recovered before the end of 2019-20.

FY 2019-2020: Reflects extensive # of retailers' temporary closures through May 31 including restaurants, retail centers, auto related businesses plus SIP order which decreases point of sale activity; business investment is deferred or eliminated; unemployment spikes in 1q20; continues into 2q20.

FY 2020-21: COVID-19 negative impacts extend into end of calendar year; recovery is underway in latter part of fiscal year; pace of improved revenues subject to businesses reopening, reemployment. Recoveries by industry group will vary greatly.