

# Memorandum

To: Honorable Carole Migden  
Honorable Claude Parrish  
Honorable Bill Leonard  
Honorable John Chiang  
Honorable Steve Westly

Date: October 20, 2004

From: Joe Fitz *Joe Fitz 10-21-04*

Subject: **Effects of Proposition 10 on Cigarette and Tobacco Products Consumption**

Prior to 1989, California had a \$0.10 per pack tax on cigarettes. Proposition 99 increased the cigarette tax by \$0.25 per pack, effective January 1, 1989. A tax of \$0.02 per pack was added to fund breast cancer research and education programs in 1994, bringing the total tax to \$0.37 per pack. Proposition 10 increased the cigarette tax from \$0.37 per pack to \$0.87 per pack, effective January 1, 1999.

California tax-paid cigarette distributions have decreased dramatically over the past 20 years, both before and after Proposition 10. As a result, revenues for all funds supported by cigarette taxes have declined as well. Based on outcomes from similar tax increases, there is strong evidence that the Proposition 10 tax increase results in greater declines in annual cigarette and tobacco sales than would have been the case had the Proposition not passed.

Section 130105(c) of the Health and Safety Code, as added by Proposition 10, requires the Board to determine the effect of Proposition 10 on the consumption of cigarettes and tobacco products and directs that a transfer of funds to Proposition 99 and Breast Cancer programs be made to backfill for revenue losses to those programs resulting from consumption changes triggered by Proposition 10. The intent of the backfill is to keep the funding levels of certain Proposition 99 and Breast Cancer programs from declining any more than they would have decreased without the Proposition 10 tax increase.

These determinations do not affect the amount of taxes paid by taxpayers. The Proposition 10 backfill determination is strictly an issue of the magnitude of funds allocation from one set of funds to another. The determination increases funds specified by statute to be spent on health education, health research, breast cancer education, and breast cancer research and decreases funds that would have gone to the California Children and Families First Trust Fund without the determination. (See Attachment 1 for a detailed breakout of the cigarette taxes.)

We recommend that a backfill determination of \$21.3 million for fiscal year 2003-04 be approved by the Board as an item on the Administrative Consent Agenda of November 4, 2004. The transfer would be made from revenues received in fiscal year 2004-05 to backfill funds affected by changes in consumption during fiscal year 2003-04.

Last year, the Board approved a total backfill figure of \$21.7 million for fiscal year 2002-03. This year's proposed backfill figure of \$21.3 million for fiscal year 2003-04 is \$0.4 million less. In past years the backfill recommended by the Board of Equalization staff has been within the range of \$22 to \$26 million. The exact figure depends on specific economic conditions. The

\$21.3 million total backfill figure is approximately 3.6 percent of \$595.4 million in total tax revenues allocated to the California Children and Families First Trust Fund in fiscal year 2002-03.

Table 1 of Attachment 2 summarizes the calculations necessary to derive the proposed backfill figure. Breaking down this \$21.3 million quantity, the proposed transfer to Breast Cancer programs is \$4.9 million, and the proposed transfer to targeted Proposition 99 programs is \$16.4 million.

JF:ems

#### Attachments

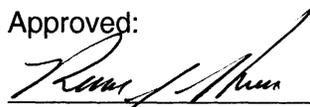
cc. Mr. Mike Genest, Acting Director, Department of Finance  
Mr. Ramon J. Hirsig, Executive Director  
Mr. Timothy W. Boyer, Chief Counsel  
Ms. Janice Thurston  
Ms. Monica Gonzalez Brisbane  
Mr. David E. Hayes

bcc. Ms. Marcy Jo Mandel  
Mr. Marcus Frishman  
Executive Group  
Ms. Marcia Davey  
Ms. Vicky Kjer  
Ms. Cindy Hanneman  
Mr. Rene Gutierrez  
Mr. Gil Haas  
Mr. Dennis Maciel  
Ms. Cindy Wilson

Recommendation by:

  
\_\_\_\_\_  
Joe Fitz, Chief Economist  
Research and Statistics Section  
Legislative and Research Division

Approved:

  
\_\_\_\_\_  
Mr. Ramon J. Hirsig  
Executive Director

BOARD APPROVED

at the \_\_\_\_\_ Board Meeting

\_\_\_\_\_  
Deborah Pelligrini, Chief  
Board Proceedings Division

### Breakdown of Cigarette Taxes

Tax of 87 Cents on a 20-Count Pack of Cigarettes

| Pack<br>87¢ | Initial Fund                               | Target Fund or Agency                              | Account     |                                   | Program  | Purpose  |
|-------------|--|--|-------------|-----------------------------------|--|--|
|             |  |  |             |                                   |  |  |
| 10¢         | Cigarette Tax Fund                         | 100%<br>General Fund                               |             |                                   |  |  |
| 2¢          | Cigarette Tax Fund                         | 100%<br>Breast Cancer Fund                         | 50%         | Breast Cancer Research Account 1/ | 10%<br>Cancer Surveillance Section             | Conduct epidemiological research on the rate of breast cancer occurrence in the population.                        |
|             |  |  | 90%         |                                   | Breast Cancer Research Program                 | Research the cause, cure, treatment, and earlier detection of breast cancer.                                       |
| 25¢         | Cigarette and Tobacco Products Surtax Fund | 100%<br>Cigarette and Tobacco Products Surtax Fund | 50%         | Breast Cancer Control Account 1/  |  | Provide screening, referral, advocacy, outreach, and education services for uninsured and underinsured women.      |
|             |  |  | 20%         | Health Education Account 1/       | School and community health education programs | Prevent and reduce tobacco use, primarily among children.  |
|             |  |  | 35%         | Hospital Services Account         |  | Treat people who cannot afford to pay for hospital services and are not covered by insurance or a federal program. |
|             |  |  | 10%         | Physician Services Account        |  | Treat people who cannot afford to pay physician services and are not covered by insurance or a federal program.    |
|             |  |  | 5%          | Research Account 1/               |  | Research tobacco-related diseases.   |
|             |  |  | 5%          | Public Resources Account          |  | Restore, protect, enhance, or maintain fish, waterfowl, and wildlife habitat.                                      |
|             |  | 25%  | Unallocated |                                   |  | Enhance state and local park and recreation resources.   |
|             |  |  |             |                                   |  | Provide monies for any of the purposes to which money is allocated from the surtax fund.                           |

1/ Programs to receive transfers from Proposition 10 funds.

**Breakdown of Cigarette Taxes**  
 Tax of 87 Cents on a 20-Count Pack of Cigarettes

| Pack<br>87¢ | Initial Fund   | Target Fund or<br>Agency | Account                   | Program | Purpose                                 |  |   |   |  |
|-------------|--|--------------------------|---------------------------|---------|---|--|---|---|--|
| 50¢         | California<br>Children and<br>Families First<br>Trust Fund | 20%                      | CC&FF State<br>Commission | 6%      | Mass Media<br>Communications<br>Account | Communicate to general public on childhood development, child care, and health and social services; prevention of tobacco, alcohol, and drug use by pregnant women; detrimental effect of second-hand smoke on children. |   |   |  |
|             |  |                          |                           | 5%      | Education Account                       |  | Develop educational materials; provide professional and parental education and training; provide technical support to CC&FF county commissions. |   |  |
|             |  |                          |                           | 3%      | Child Care Account                      |  | Educate and train child care providers; develop educational materials and guidelines for childcare workers.                                     |   |  |
|             |  |                          |                           | 3%      | Research and<br>Development<br>Account  |  | Determine best practices of and assess early childhood development programs and services.   |   |  |
|             |  |                          |                           | 1%      | Administration<br>Account               |  | Cover administrative expenditures of the CC&FF State Commission.  |   |  |
|             |  |                          |                           | 2%      | Unallocated Account                     |  | Provide monies for any of the purposes of the CC&FF Act except administrative expenditures.   |   |  |
|             |  |                          |                           | 80%     | CC&FF<br>County<br>Commissions          |  |   | Provide, sponsor, or facilitate programs relating to early childhood development; measure outcomes; integrate childhood development programs, services, and projects into a consumer-oriented and easily accessible system. |  |
|             |  |                          |                           |         |   |  |   |   |  |
|             |  |                          |                           |         |   |  |   |   |  |
|             |  |                          |                           |         |   |  |   |   |  |

## Proposition 10 backfill Methodology and Documentation of Calculations

### I. Methodology

Cigarette Consumption Impacts. As in previous years, we updated the data and used our econometric model to estimate the cigarette consumption impacts of Proposition 10.<sup>1</sup> The model isolates California excise taxes from other relevant factors affecting consumption.<sup>2</sup> The difference between actual tax-paid consumption and the figure projected by the model represents the decline in apparent consumption due to Proposition 10.

In our baseline model, we estimate California cigarette consumption with an econometric equation. This model is similar to those used in other studies found in the literature. Percentage changes in cigarette consumption per capita are related to percentage changes in several standard economic variables including cigarette prices, federal excise taxes, California excise taxes, wages, and the unemployment rate. All dollar figures are converted to constant dollars using the California consumer price index.

Our model for estimating cigarette consumption is specified in terms of packs of cigarettes per capita. To calculate total consumption, we multiply the model-projected per capita consumption estimate by California civilian population.<sup>3</sup> Our model run for this analysis assumed that Proposition 10 was not in effect. This is the only change made in the model. Because it is a statistical model with several explanatory variables, we were able to isolate the Proposition 10 tax increase from all other factors in the model and eliminate it. The impact of the Proposition 10 tax increase is the difference between total California consumption derived from the model and actual consumption, as indicated by cigarette stamp purchases.

### Tobacco Products Consumption Impacts.

To estimate the impacts of Proposition 10 on tobacco products<sup>4</sup>, we assumed a typical relationship between price and consumption based on our review of studies of such relationships for cigarettes and tobacco products. Specifically, BOE staff assumed a price elasticity of demand of -0.50. This relationship implies that a 10 percent increase in the price of the product is associated with a 5 percent decline in tax paid consumption. We then applied this relationship to the increase in tax rates caused by Proposition 10 (as reflected in the price of the product to the consumer) to estimate the resulting decline in consumption of tobacco products. We assumed the entire tax increase was passed on to consumers in the form of higher prices, again based on our review of the literature.

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<sup>1</sup> Copies of the documentation of the model are available upon request from Joe Fitz, Chief Economist, Research and Statistics Section, (916) 323-3802.

<sup>2</sup> As used throughout this discussion, the term "consumption" refers to tax paid distributions.

<sup>3</sup> The model uses California civilian population, beginning fiscal year July 1, to mathematically scale total California tax-paid cigarette distributions. Including minors in these calculations has no significant effect on model results since model results are multiplied by the same scaling factor.

<sup>4</sup> As defined in statute, "tobacco products" exclude cigarettes.

The -0.5 price elasticity figure means that every 10 percent increase in the price of tobacco products would result in a 5 percent decline in quantity consumed or dollar volume sales. We have the data to calculate the percentage price increase resulting from additional taxes due to Proposition 10. Knowing this percentage price increase and assuming a price elasticity figure enabled us to determine an expected sales decline through an algebraic solution. Then we applied the Proposition 99 tax rate to the predicted amount by which these dollar sales declined to estimate the Proposition 99 revenues that would have been expected without the Proposition 10 tax increase.

## II. Documentation and Explanation of backfill Calculations for Proposition 99 and Breast Cancer Programs

Cigarette Consumption Impacts. Sections 1 and 2 of Table 1 show the calculations necessary for estimating the backfill amount resulting from changes in cigarette consumption. Section 1 of Table 1 compares quantities of what total tax-paid cigarette consumption would have been without Proposition 10 (derived from our statistical model) to actual total tax-paid cigarette sales in fiscal year 2003-04. July 1, 2003 civilian population of California is estimated by the California Department of Finance to have been approximately 35.7 million people.<sup>5</sup> The statistical model shows that per capita consumption of cigarettes would have been 40.0 packs per person. Multiplying these two figures yields an estimate of 1,429.3 million packs of cigarettes (far right column of Section 1 of Table 1). Actual consumption derived from the Excise Taxes and Fees Division data on cigarette stamp sales is 1,184.0 million packs.<sup>6</sup> The difference in these two figures is 245.3 million fewer packs of cigarettes sold with Proposition 10 in effect than without Proposition 10. Some of this decline in consumption may have been caused by increased cigarette tax evasion. However, based on previous studies, most of the decline probably results from reduced cigarette consumption.

Section 2 of Table 1 shows the calculations necessary to derive revenue losses associated with 245.3 million fewer packs of cigarettes incurred by backfill-targeted programs. The Breast Cancer programs are funded by a tax rate of two cents per pack. Multiplying \$0.02 by 245.3 million packs yields a result of approximately \$4.9 million. The tax rate funding all Proposition 99 programs is twenty-five cents per pack, of which 25 percent is to be backfilled. Therefore, the backfill amount for Proposition 99 programs is \$0.0625 per pack ( $\$0.25 \times .25 = \$0.0625$ ). Multiplying \$0.0625 times 245.3 million packs yields a result of approximately \$15.3 million. The total backfill amount related to decreased cigarette sales for the Breast Cancer programs and the targeted Proposition 99 programs combined is \$20.2 million ( $\$4.9 + \$15.3 = \$20.2$ ).

Tobacco Products Consumption Impacts. Section 3 of Table 1 summarizes the result of calculations made to derive estimates of revenues from sales of tobacco products that would

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<sup>5</sup> The model is specified using July 1 California civilian population for the beginning day of the fiscal year. Therefore, to calculate total cigarette consumption for fiscal year 2003-04, we need to use July 1, 2003 California civilian population. The source of the July 1, 2003 population figure is the California Department of Finance web site.

<sup>6</sup> The figure may not be identical to that which will be published in our forthcoming 2003-04 annual report. It is based on preliminary information available from the Excise Taxes Division as of August 27, 2004.

have funded Proposition 99 programs in the absence of the Proposition 10 tax.<sup>7</sup> Our backfill estimate for tobacco products is \$1.1 million. The calculations are shown in Table 2.

Table 2 shows how we algebraically solved for the predicted sales change using the price elasticity of demand formula shown at the top of Table 2. The table has four components in addition to the formula, which are marked off by horizontal lines. The first column of the table shows the row numbers of each line. Lines (a) through (e) show the steps involved in determining the percentage increase in price caused by Proposition 10. As shown in line (e) of the table, Proposition 10 increased the price of tobacco products in fiscal year 2003-04 by 26.32 percent. Lines (f) and (g) show the calculations made to determine the resulting decrease in sales of 13.16 percent. Lines (h) through (i) display calculations made to apply the tax to the decline in sales. BOE tax return data show fiscal year sales of \$94.87 million in 2003-04 (line h). Line (j) shows that a 13.16 percent decline implies a sales decline of \$14.37 million (line h / (100% + [line g])). Multiplying this figure by the Proposition 99 tax rate of 29.69 percent results in a total Proposition 99 revenue loss of \$4.27 million (line l). Multiplying this figure by 0.25 (since Proposition 99 programs to be backfilled receive 25 percent of Proposition 99 revenues collected) results in a figure of \$1.07 million (line m). Mathematically rounding off this figure produces a result of \$1.1 million less in revenues from sales of tobacco products that would have funded Proposition 99 programs, as shown in Table 1.

Summary of Total Backfill Changes. Cigarette tax revenues comprise about 95 percent of the entire backfill estimate amount. (Of the \$21.3 million backfill total, \$20.2 million is related to cigarette consumption changes. The rest, \$1.1 million, is related to changes in tax paid consumption of tobacco products.) Section 4 of Table 1 summarizes the figures computed for the backfill amounts from Sections 1 through Section 3. The total backfill amount is \$21.3 million, with \$4.9 million going to Breast Cancer programs and \$16.4 million going to the specified Proposition 99 programs. Of the \$16.4 million going to Proposition 99 programs, \$13.1 million will go to the Health Education Account (which receives 20 percent of Proposition 99 revenues) and \$3.3 million will go to the Research Account (which receives 5 percent of Proposition 99 revenues).

Historical Consumption and Sales. Table 3 provides some additional background information on tax-paid cigarette and tobacco products consumption. The table shows tax-paid cigarette distributions from fiscal years 1987-88 through 2003-04 (preliminary). It also shows tax-paid wholesale sales of tobacco products from fiscal years 1990-91 through 2003-04

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October 18, 2004

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<sup>7</sup> The Breast Cancer programs do not receive revenues from sales of tobacco products, only from sales of cigarettes.

**Table 1**

**Summary of backfill Calculations for Proposition 99 and Breast Cancer Programs**

**Fiscal Year 2003-04**

**(1) Change in California Cigarette Consumption a/**

|   | Estimated<br>July 1, 2003<br>Civilian<br>California<br>Population<br>(Millions) b/ | Estimated<br>Per Capita<br>Consumption<br>(Nonlinear<br>Regression Model,<br>Packs/Person) c/ | California<br>Cigarette<br>Consumption<br>(Million Packs) |
|---|--|---|---|
| Model Estimated Cigarette Consumption<br>Without Proposition 10 | 35.733   | 40.0  | 1,429.3   |
| Actual California Cigarette Consumption d/<br>Difference        |  |   | 1,184.0<br>-245.3   |

**(2) Changes in Cigarette Revenue**

|                            | Backfill<br>Tax Rate<br>(Dollars Per<br>Pack) | Estimated<br>Change in<br>Consumption<br>(Million Packs) e/ | Estimated<br>Change in<br>Revenue<br>(\$ Millions) |
|----------------------------|---|---|--|
| Breast Cancer Programs     | \$0.0200                                      | -245.3  | -\$4.9   |
| Proposition 99 Programs f/ | \$0.0625                                      | -245.3  | -\$15.3  |
| Total                      | \$0.0825                                      |   | -\$20.2  |

**(3) Change in Tobacco Products Revenue  
(See Table 2 for Calculations)**

|                            | Estimated<br>Change in<br>Revenue<br>(\$ Millions) |
|----------------------------|--|
| Proposition 99 Programs g/ | -\$1.1   |

**(4) Summary of Total Fund Backfill Changes**

|  | Accounts<br>(Millions of Dollars) | Programs<br>(Millions of Dollars) |
|--|-----------------------------------|-----------------------------------|
| Breast Cancer Programs                                 |                                   | -\$4.9                            |
| Proposition 99 Programs                                |                                   | -\$16.4                           |
| Health Education Account (20% of Proposition 99 Funds) | -\$13.1                           |                                   |
| Research Account (5% of Proposition 99 Funds)          | -\$3.3                            |                                   |
| Total Backfill Amount, All Programs                    |                                   | -\$21.3                           |

Note: All numbers are rounded off from original spreadsheet figures in order for them to sum to the specified totals.

a/ Consumption here and throughout the rest of this table refers to tax-paid consumption.

b/ Source: California Department of Finance.

c/ Source: BOE Research and Statistics Section econometric cigarette consumption estimation model.

d/ Source: Property and Special Taxes Department, Excise Taxes Division. Preliminary figures.

e/ Source: Total change in consumption calculated above.

f/ As specified in Proposition 10, 25 percent of the Proposition 99 tax rate of \$0.25 per pack tax is to be backfilled. This percentage is \$0.0625 per pack (\$0.25 x 0.25).

g/ This figure is 25% of the revenue loss due to decreased sales caused by the Proposition 10 tax increase.

Table 2

## Revenue Change in Tobacco Products, Proposition 10 Backfill

Fiscal Year 2003-04

Price Elasticity of Demand Formula:  $e_p = (Q_1 - Q_2) / ((Q_1 + Q_2) / 2) / (P_1 - P_2) / ((P_1 + P_2) / 2)$

Where (generally): P = price, and Q = sales of tobacco products

Alternatively stated,  $e_p$  = average % change in sales / average % change in price

Assume  $e_p$  = -0.50, based on review of the literature

| Line #   | Data Description or Calculations   | Result     |
|--|--|------------|
| <b>Solving for the percentage change in tobacco products price:</b>                      |  |            |
| a  | Average wholesale cost per pack of 20 cigarettes (\$0.1465/stick x 20 sticks/pack = \$2.930)                       | \$2.93     |
| b  | Proposition 10 tobacco products equivalent per pack rate   | \$1.00     |
| c  | Other per pack taxes   | \$0.37     |
| d  | Estimated per pack cost, including taxes (line a + line b + line c)  | \$4.30     |
| e  | Estimated change in per pack cost due to Proposition 10, % (line b / ((line d + line a + line c) / 2))             | 26.32%     |
| <b>Solving for the percentage change in tobacco products sales:</b>                      |  |            |
| f  | Assumed price elasticity of demand = -0.50   | -0.50      |
| g  | Estimated percent change in sales of tobacco products, % (line e x line f)   | -13.16%    |
| <b>Applying Proposition 99-only portion of 2003-04 tax to predicted change in sales:</b> |  |            |
| h  | California wholesale sales of tobacco products (excluding taxes), FY 2003-04, millions of dollars                  | B/ \$94.87 |
| i  | Estimated wholesale sales of tobacco products without Proposition 10, million \$ (line h / (100% + [line g]))      | \$109.25   |
| j  | Estimated decline in wholesale sales of tobacco products due to Proposition 10, million \$ (line h - line i)       | -\$14.37   |
| k  | Tobacco products tax rate, excluding Prop. 10, % (\$0.87 / 20-pack / wholesale cigarette cost of \$0.1465 / stick) | C/ 29.69%  |
| l  | Estimated taxes lost due to the decline in sales caused by Proposition 10, million \$ (line j x line k)            | -\$4.27    |

**Applying proportion of Proposition 99 revenue loss to backfill Proposition 99 target accounts:**

|   |   |         |
|---|---|---------|
| m | Estimated 2003-04 backfill, million \$, line l * 0.25 (25% of all Proposition 99 programs are backfilled) | -\$1.07 |
|---|---|---------|

A/ Substituting the equivalent per-pack rate of \$1.00 for the tobacco products tax change caused by Proposition 10 and using the sum of wholesale cost per pack and total per-pack taxes to calculate change in price isolates the change in price of tobacco products caused by Proposition 10. This is because the tax rate on tobacco products is the sum of the combined rate of tax on cigarettes imposed by Proposition 99 and the rate of tax on cigarettes imposed by Proposition 10 divided by the wholesale price of cigarettes. The change in the numerator of the tobacco products tax rate formula brought about by Proposition 10 is \$1.00 per pack--50 cents from the Proposition 99 combined rate of tax on cigarettes and 50 cents from the Proposition 10 tax on cigarettes. An increase in cigarette taxes will increase the tobacco products tax rate if wholesale cost is held constant. Conversely, an increase in wholesale cost will decrease the tobacco products tax rate if cigarette taxes are held constant. When the tobacco products tax rate is set each year, the wholesale cost of cigarettes is obtained from the *Tobacco Situation and Outlook Report* published by the U.S. Department of Agriculture.

B/ Source: Board of Equalization Excise Taxes Division, "Big Return Report Annual Summary," line number 7, run 8/27/04.

C/ Note: The tobacco products tax rate excluding Proposition 10 is comprised of the original tobacco products rate (\$0.25), the general fund rate (\$0.10), the breast cancer rate (\$0.02) and the rate associated with Proposition 10 (\$0.50), for a total rate excluding Proposition 10 of \$0.87. There are no separate non-Proposition 99 rates on tobacco products. Tobacco products are only taxed by Propositions 99 and 10; general fund and breast cancer excise taxes only apply to cigarettes.

Source: BOE Research and Statistics Section.

October 18, 2004

| <b>Table 3<br/>Historical California Tax-Paid Cigarette Distributions and<br/>Sales of Tobacco Products</b> |  |                           |   |                           |
|---|--|---------------------------|---|---------------------------|
| <b>Fiscal<br/>Year</b>  | <b>Tax Paid Cigarette<br/>Distributions<br/>(Millions of Packs) a/</b> | <b>Percent<br/>Change</b> | <b>Wholesale Sales of<br/>Tobacco Products<br/>(Millions of Dollars) b/</b> | <b>Percent<br/>Change</b> |
| 1987-88   | 2,570  | -1.0%                     | n.a.  | n.a.                      |
| 1988-89   | 2,353  | -8.4%                     | n.a.  | n.a.                      |
| 1989-90   | 2,219  | -5.7%                     | n.a.  | n.a.                      |
| 1990-91   | 2,102  | -5.3%                     | 67.9  | n.a.                      |
| 1991-92   | 2,050  | -2.5%                     | 74.0  | 9.0%                      |
| 1992-93   | 1,923  | -6.2%                     | 77.0  | 4.1%                      |
| 1993-94   | 1,824  | -5.1%                     | 83.9  | 9.0%                      |
| 1994-95   | 1,791  | -1.8%                     | 92.4  | 10.1%                     |
| 1995-96   | 1,742  | -2.7%                     | 109.4   | 18.3%                     |
| 1996-97   | 1,716  | -1.5%                     | 178.0   | 62.7%                     |
| 1997-98 c/  | 1,668  | -2.8%                     | 130.7   | -26.5%                    |
| 1998-99   | 1,523  | -8.7%                     | 113.9   | -12.9%                    |
| 1999-00   | 1,353  | -11.2%                    | 95.9  | -15.8%                    |
| 2000-01   | 1,288  | -4.8%                     | 90.9  | -5.2%                     |
| 2001-02   | 1,237  | -4.0%                     | 77.1  | -15.2%                    |
| 2002-03   | 1,196  | -3.3%                     | 80.8  | 4.8%                      |
| 2003-04   | 1,184 d/   | -1.0%                     | 94.9  | 17.4%                     |

a/ Source: 2002-03 Board of Equalization Annual Report.  
b/ Source: Board of Equalization Excise Taxes Division. Represents wholesale sales of tobacco products as reported by distributors.  
c/ Fiscal year 1997-98 was the last year unaffected by Proposition 10, which became law on January 1, 1999.  
d/ Preliminary data. Source: Board of Equalization Excise Taxes Division.  
n.a. not applicable

Source: BOE Research and Statistics Section.  
October 18, 2004