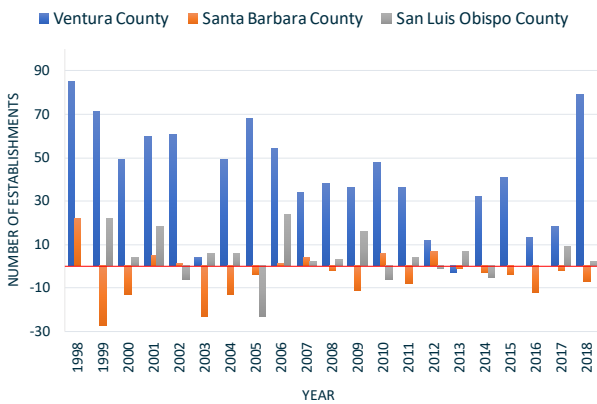


BUSINESS MIGRATION DATA 2019

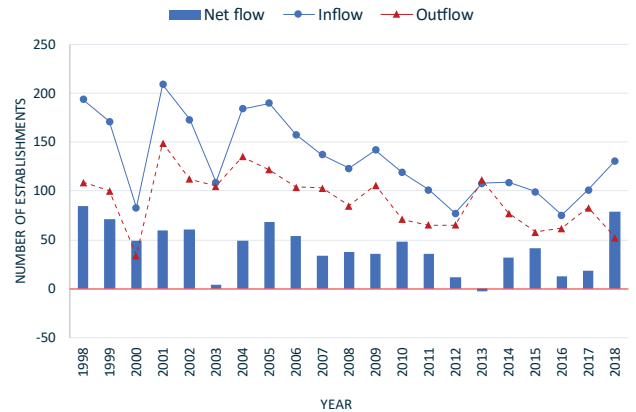


FIGURE 1
ESTABLISHMENT MIGRATION BY VENTURA, SANTA BARBARA, AND SAN LUIS OBISPO

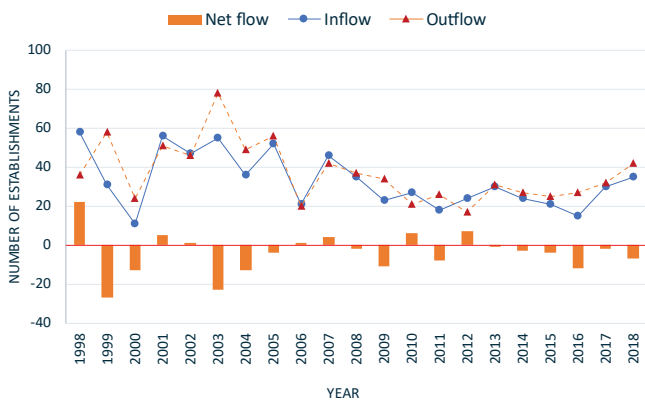
(A) Net Flows of Establishments



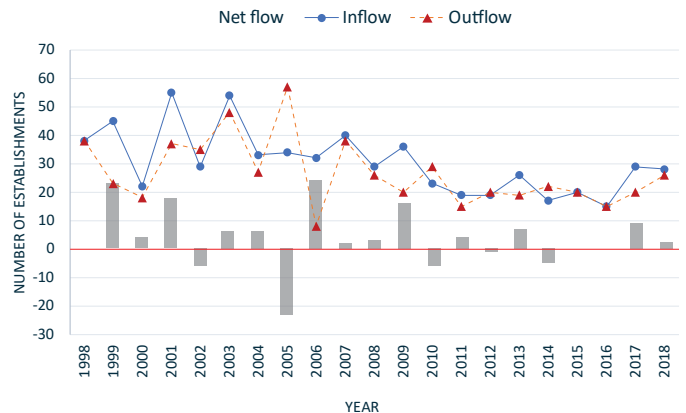
(B) Ventura: Inflow, Outflow, and Net Flow



(C) Santa Barbara: Inflow, Outflow, and Net Flow



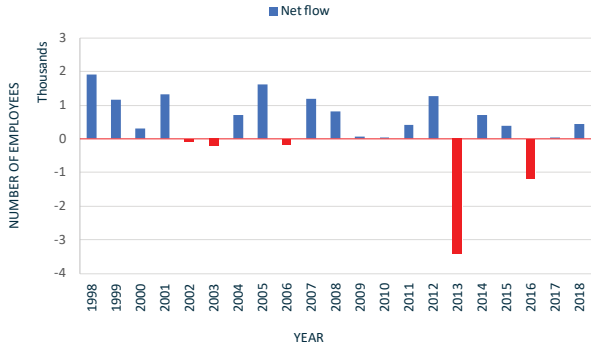
(D) San Luis Obispo: Inflow, Outflow, and Net Flow



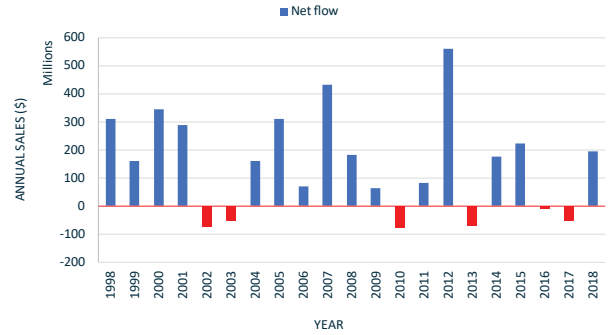
Source: Numbers are computed by Xopolis LLC using data from BDRC/YTS database.

FIGURE 2
TOTAL EMPLOYMENT AND SALES BY INFLOW, OUTFLOW AND NET FLOW OF ESTABLISHMENTS

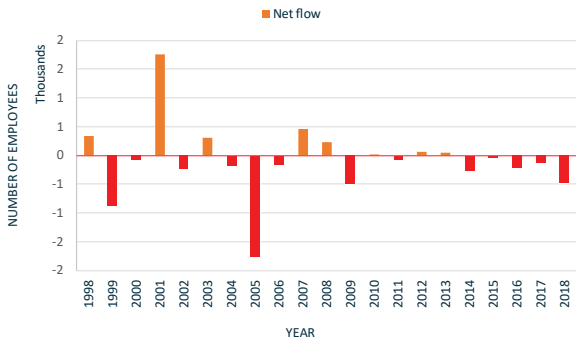
(A) Ventura: Total Employment Change from Business Migration



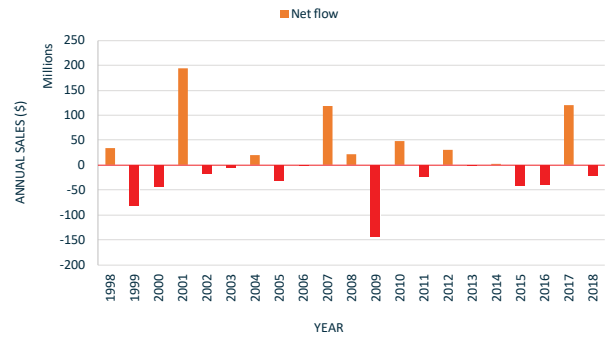
(B) Ventura: Total Sales Change from Business Migration



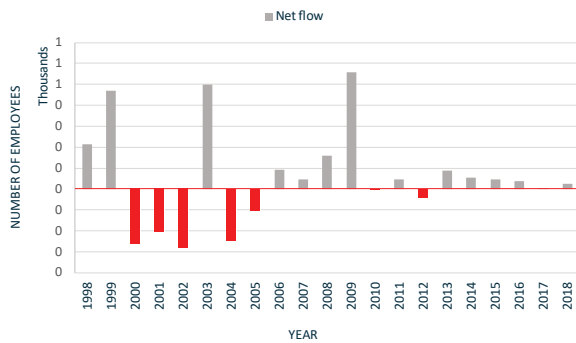
(C) Santa Barbara: Total Employment Change from Business Migration



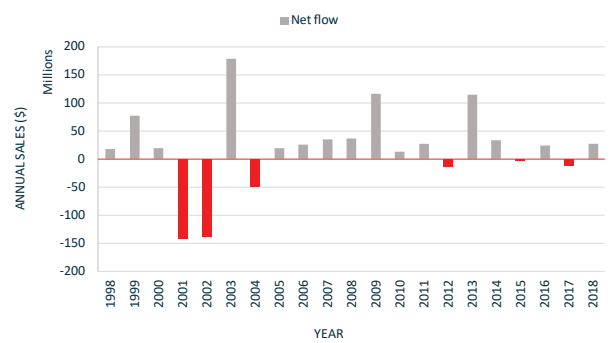
(D) Santa Barbara: Total Sales Change from Business Migration



(E) San Luis Obispo: Total Employment Change from Business Migration



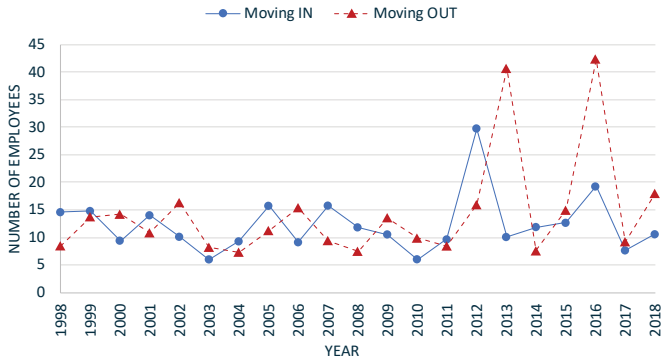
(F) San Luis Obispo: Total Sales Change from Business Migration



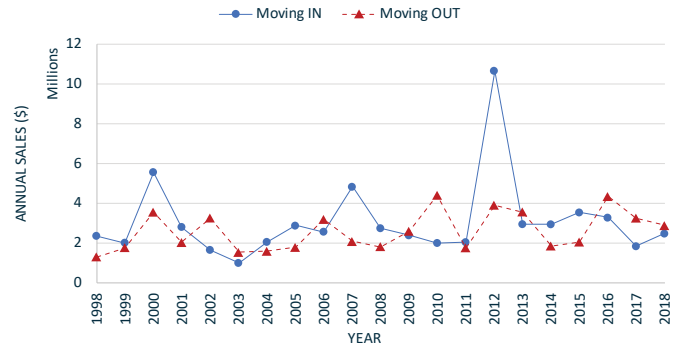
Source: Numbers are computed by Xopolis LLC using data from BDRC/YTS database.

FIGURE 3
AVERAGE SALES PER EMPLOYEE OF BUSINESSES MOVING IN VS MOVING OUT

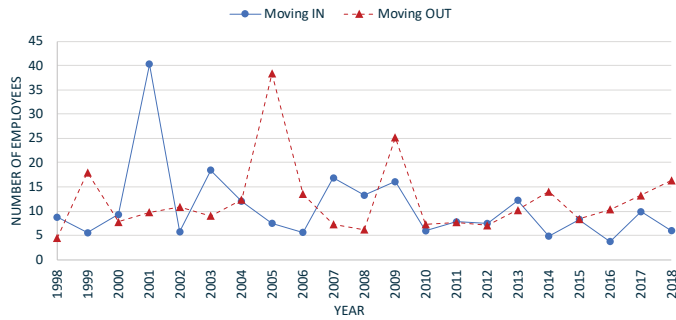
(A) Ventura: Average Size of Businesses Moving In vs Moving Out



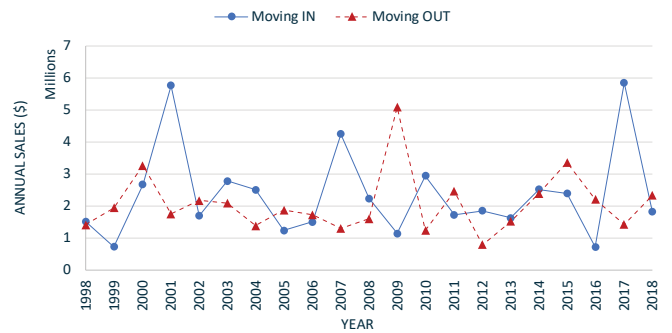
(B) Ventura: Average Sales of Businesses Moving In vs Moving Out



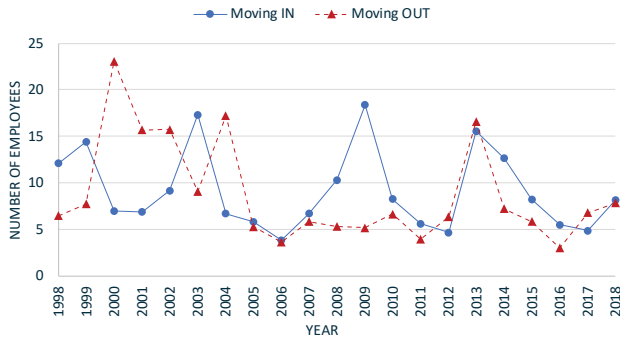
(C) Santa Barbara: Average Size of Businesses Moving In vs Moving Out



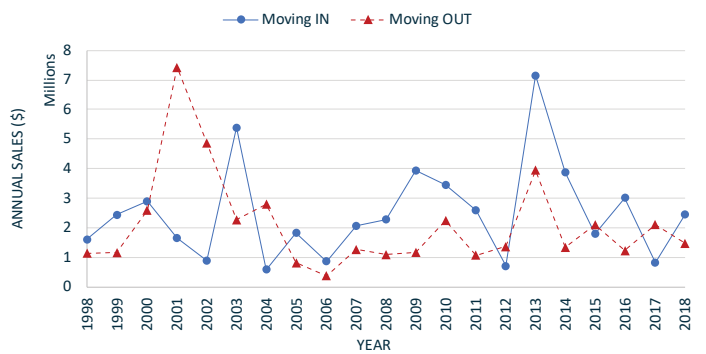
(D) Santa Barbara: Average Sales of Businesses Moving In vs Moving Out



(E) San Luis Obispo: Average Size of Businesses Moving In vs Moving Out



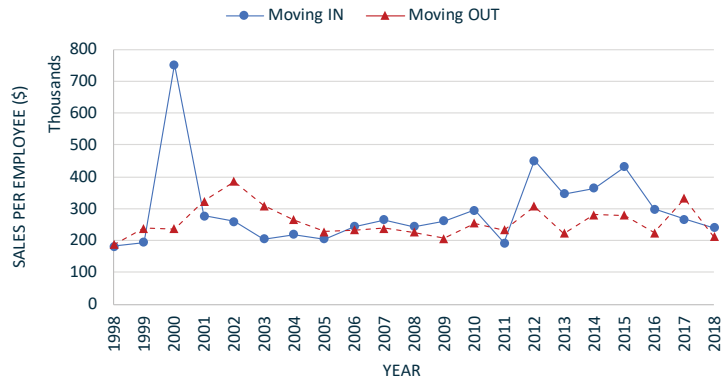
(F) San Luis Obispo: Average Sales of Businesses Moving In vs Moving Out



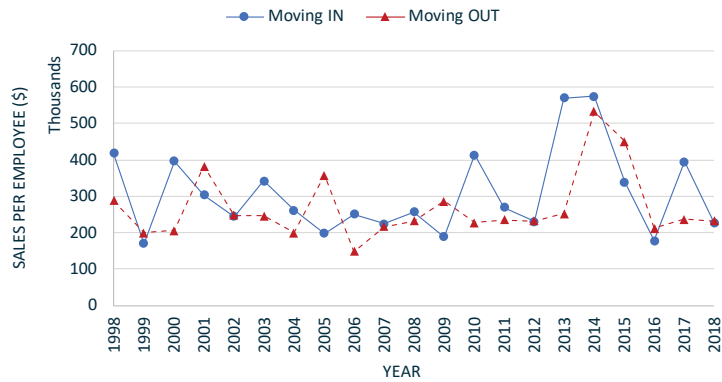
Source: Numbers are computed by Xopolis LLC using data from BDRC/YTS database.

FIGURE 4
 AVERAGE SALES PER EMPLOYEE BY MIGRATION STATUS OF ESTABLISHMENTS

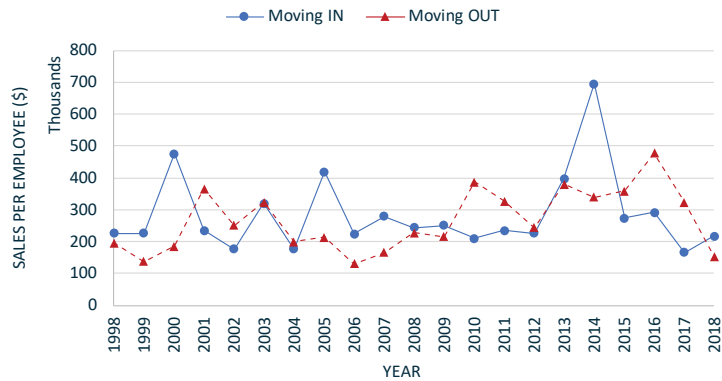
(A) Ventura: Average Sales per Employee by Migration Status



(B) Santa Barbara: Average Sales per Employee by Migration Status



(C) San Luis Obispo: Average Sales per Employee by Migration Status



Source: Numbers are computed by Xopolis LLC using data from BDRC/YTS database.

TABLE 1
DESCRIPTIVE STATISTICS FOR NON-MOVER AND MOVER ESTABLISHMENTS, 2017 - 2018

	ALL ESTABLISHMENT	NEVER MOVED	MOVED IN	MOVED OUT
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Ventura County

CHARACTERISTICS				
Avg. Establishment Age	12	12	15	18
Avg. Employees	9	9	11	18
Med. Employees	3	3	3	4
Avg. Sales (\$1,000)	2,017	2,016	2,461	2,859
Med. Sales (\$1,000)	565	565	570	668
Avg. Sales per Employee	231	231	239	224
TOTAL				
Total N of Establishments	42,195	42,064	131	52
Total N of Employees	380,543	379,158	1,385	935
Total Sales (\$1,000)	71,869,076	71,559,009	310,067	117,238

Santa Barbara County

CHARACTERISTICS				
Avg. Establishment Age	14	14	12	19
Avg. Employees	10	10	6	16
Med. Employees	3	3	3	4
Avg. Sales (\$1,000)	1,925	1,925	1,815	2,329
Med. Sales (\$1,000)	546	218	410	868
Avg. Sales per Employee	218	218	227	262
TOTAL				
Total N of Establishments	25,163	25,128	35	42
Total N of Employees	240,875	240,666	209	686
Total Sales (\$1,000)	40,024,356	39,964,465	59,891	81,502

San Luis Obispo County

CHARACTERISTICS				
Avg. Establishment Age	14	14	16	19
Avg. Employees	7	7	8	8
Med. Employees	3	3	4	4
Avg. Sales (\$1,000)	1,393	1,391	2,449	1,469
Med. Sales (\$1,000)	404	402	545	510
Avg. Sales per Employee	192	192	217	164
TOTAL				
Total N of Establishments	19,382	19,354	28	26
Total N of Employees	144,385	114,157	228	204
Total Sales (\$1,000)	22,867,696	22,806,465	61,231	33,777

*For businesses moving in and moving out, numbers are reported for the first year and the last year of the establishment operating in the county respectively.

Source: Numbers are computed by Xopolis LLC using data from BDRC database.

TABLE 1B
DESCRIPTIVE STATISTICS FOR MOVING-IN AND MOVING-OUT ESTABLISHMENTS, 2014 - 2018

	MOVED IN	MOVED OUT
Ventura County		
CHARACTERISTICS		
Avg. Establishment Age	16	16
Avg. Employees	12	17
Med. Employees	3	3
Avg. Sales (\$1,000)	2,752	2,813
Med. Sales (\$1,000)	694	675
TOTAL		
Total N of Establishments	515	332
Total N of Employees	6,147	5,775
Total Sales (\$1,000)	1,334,643	807,261
Santa Barbara County		
CHARACTERISTICS		
Avg. Establishment Age	13	18
Avg. Employees	7	13
Med. Employees	3	3
Avg. Sales (\$1,000)	2,855	2,324
Med. Sales (\$1,000)	573	675
TOTAL		
Total N of Establishments	125	153
Total N of Employees	851	1,976
Total Sales (\$1,000)	328,324	309,039
San Luis Obispo County		
CHARACTERISTICS		
Avg. Establishment Age	16	14
Avg. Employees	8	6
Med. Employees	3	3
Avg. Sales (\$1,000)	2,182	1,641
Med. Sales (\$1,000)	675	513
TOTAL		
Total N of Establishments	109	103
Total N of Employees	829	661
Total Sales (\$1,000)	220,367	152,612

* For businesses moving in and moving out, numbers are reported for the first year and the last year of the establishment operating in the county respectively.

Source: Numbers are computed by Xopolis LLC using data from BDRC database.

TABLE 1C
 DESCRIPTIVE STATISTICS FOR MOVING-IN AND MOVING-OUT ESTABLISHMENTS, 1997 - 2018

	MOVED IN	MOVED OUT
Ventura County		
CHARACTERISTICS		
Avg. Establishment Age	15	15
Avg. Employees	12	14
Med. Employees	4	3
Avg. Sales (\$1,000)	2,829	2,435
Med. Sales (\$1,000)	656	640
TOTAL		
Total N of Establishments	2,793	1,908
Total N of Employees	33,938	26,668
Total Sales (\$1,000)	7,567,917	4,352,959
Santa Barbara County		
CHARACTERISTICS		
Avg. Establishment Age	15	17
Avg. Employees	12	13
Med. Employees	3	3
Avg. Sales (\$1,000)	2,460	2,037
Med. Sales (\$1,000)	597	599
TOTAL		
Total N of Establishments	695	779
Total N of Employees	8,565	10,279
Total Sales (\$1,000)	1,591,911	1,454,504
San Luis Obispo County		
CHARACTERISTICS		
Avg. Establishment Age	15	15
Avg. Employees	10	9
Med. Employees	3	3
Avg. Sales (\$1,000)	2,516	2,197
Med. Sales (\$1,000)	568	548
TOTAL		
Total N of Establishments	643	561
Total N of Employees	6,223	5,016
Total Sales (\$1,000)	1,537,329	1,133,482

* For businesses moving in and moving out, numbers are reported for the first year and the last year of the establishment operating in the county respectively.

Source: Numbers are computed by Xopolis LLC using data from BDRC database.