

CITY OF MONROVIA

SALES TAX UPDATE

2Q 2022 (APRIL - JUNE)



MONROVIA

TOTAL: \$ 3,180,219

4.7%
2Q2022



11.3%
COUNTY

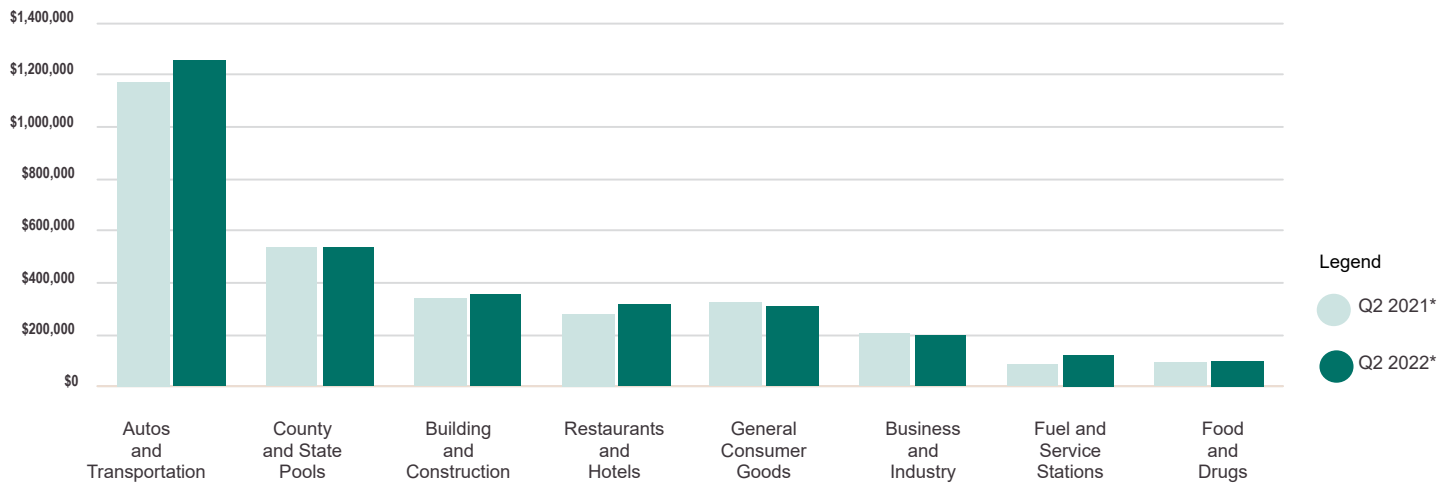


10.1%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Measure K

TOTAL: \$1,720,291

9.6%



CITY OF MONROVIA HIGHLIGHTS

Receipts from Monrovia's April through June sales were 0.5% lower than the same quarter last year. Actual sales activity increased 4.7% after accounting aberrations were factored out

While new motor vehicle sales were mixed, a new dealership opening and overall net higher sales boosted autos-transportation 7%. Because of the global cost of crude oil raising due to the Russian invasion of Ukraine higher fuel prices buoyed service station returns 42%.

Net higher sales in most restaurant-hotel categories lifted group revenues 12%. Building-construction experienced

mixed sector results with group receipts raising 4%.

Despite a family apparel and specialty retail store openings, a store closure coupled with overall net lower segment sales dropped general consumer goods 4%.

Voter-approved Measure K receipts increased particularly with gains in the business-industry group due to in-town manufacturer's robust online/e-commerce purchases. Net of aberrations, taxable sales for all of Los Angeles County grew 11.3% over the comparable time period; the Southern California region was up 11.1%.



TOP 25 PRODUCERS

- | | |
|----------------------------------|--|
| 76 | Nissan Infiniti |
| ABC Supply Co | Petsmart |
| BMW & Mini of Monrovia | Ross |
| Bodyworks Equipment | Sierra Chevrolet of Monrovia |
| Chevron | Sierra Chrysler Dodge Jeep Ram of Monrovia |
| Financial Services Vehicle Trust | Sierra Honda of Monrovia |
| HGreg Infiniti Monrovia | Sierra Subaru of Monrovia |
| Home Depot | Superior Pool Products |
| Interior Services | TJ Maxx |
| Jays Shell | Unitek Miyachi |
| Kohls | Vons |
| Living Spaces Furniture | |
| Marshalls | |
| Myrtle Chevron | |



STATEWIDE RESULTS

Local one cent sales and use tax for sales occurring April through June was 10% higher than the same quarter one year ago after adjusting for accounting anomalies and back payments from previous quarters. These returns mark the sixth consecutive quarter of double-digit growth since the pandemic periods in 2020, with the July-June 2022 fiscal year up 15%.

Commuters returning to offices combined with the Russia-Ukraine conflict continuing to put upward pressure on oil prices and left Californians facing the highest average price per gallon on record resulting in fuel and service station receipts 42% higher than last year. While statewide fuel consumption still trails 2019 levels, local gas prices are expected to remain high until after the summer blend period.

Led by consumer’s desire to dine out, a steady rise in tourism and business travel, higher menu prices and great weather, the restaurant sector continues to flourish. Theme parks, entertainment venues and hotels showed the strongest growth with casual dining establishments remaining solid, a trend likely to remain through 2022.

The automobile sector experienced modest gains for new car dealers and rental car vendors, however sales of used autos and leasing activity has begun to cool. Brands prioritizing full electric and hybrid models still appear to be the most attractive with consumers, however increased financing rates may cause even their activity to dampen. Tight inventories that contributed to dramatic price increases over the last 18 months are also showing signs of loosening as newer models are released

in greater numbers.

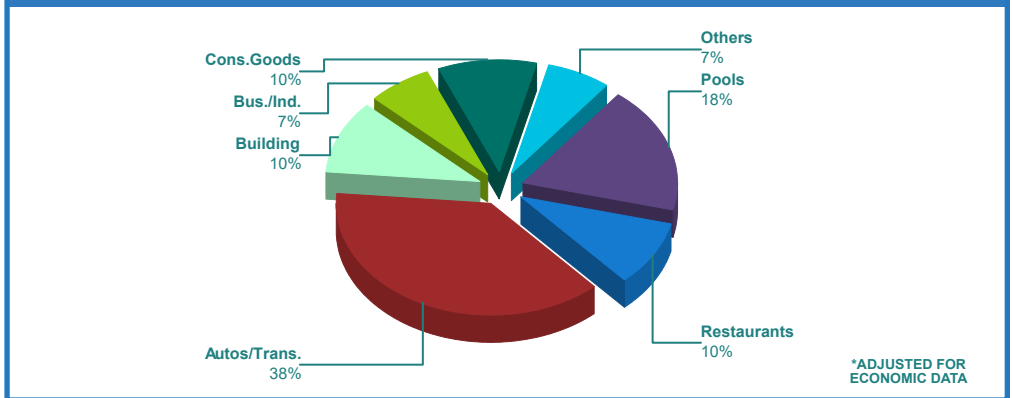
General consumer goods categories saw steady returns largely propped up by retailers also selling fuel. In comparison with the prior year when consumers were buying merchandise at a record pace, the current returns from apparel and jewelry stores grew moderately with home furnishings showing a slight decrease.

With new housing starts accelerating and residential and commercial property values rising, construction contractors remain busy. Lumber prices have softened from prior year highs leaving material suppliers with modest gains, however electrical, plumbing and energy suppliers

boosted building sector results. Increased investment in capital equipment remains an important area of growth for county pool allocations, especially as online spending for general consumer goods begins to flatten as consumers return to in-store shopping.

Overall, higher priced goods through periods of consistent demand have led to economic inflation. The Federal Reserve Board’s recent actions to curb inflation are anticipated to put downward pressure on sales of autos, building materials and financed general consumer goods, resulting in slower growth by year end and into 2023.

REVENUE BY BUSINESS GROUP
Monrovia This Fiscal Year*



TOP NON-CONFIDENTIAL BUSINESS TYPES

Monrovia Business Type	Q2 '22*	Change	County Change	HdL State Change
New Motor Vehicle Dealers	999.4	10.5% ↑	12.0% ↑	6.6% ↑
Building Materials	299.4	-1.5% ↓	7.5% ↑	2.9% ↑
Auto Lease	169.4	-17.0% ↓	-8.9% ↓	-8.9% ↓
Casual Dining	156.6	12.8% ↑	20.6% ↑	17.2% ↑
Service Stations	121.7	41.9% ↑	38.7% ↑	36.4% ↑
Quick-Service Restaurants	108.0	3.6% ↑	6.2% ↑	5.2% ↑
Family Apparel	102.8	-3.2% ↓	-0.1% ↓	0.6% ↑
Grocery Stores	62.1	7.9% ↑	5.9% ↑	5.3% ↑
Specialty Stores	54.8	28.0% ↑	3.4% ↑	4.2% ↑
Auto Repair Shops	48.6	43.7% ↑	20.3% ↑	14.1% ↑

*Allocation aberrations have been adjusted to reflect sales activity *In thousands of dollars