

Q2 2018



City of West Covina Sales Tax *Update*

Third Quarter Receipts for Second Quarter Sales (April - June 2018)

West Covina In Brief

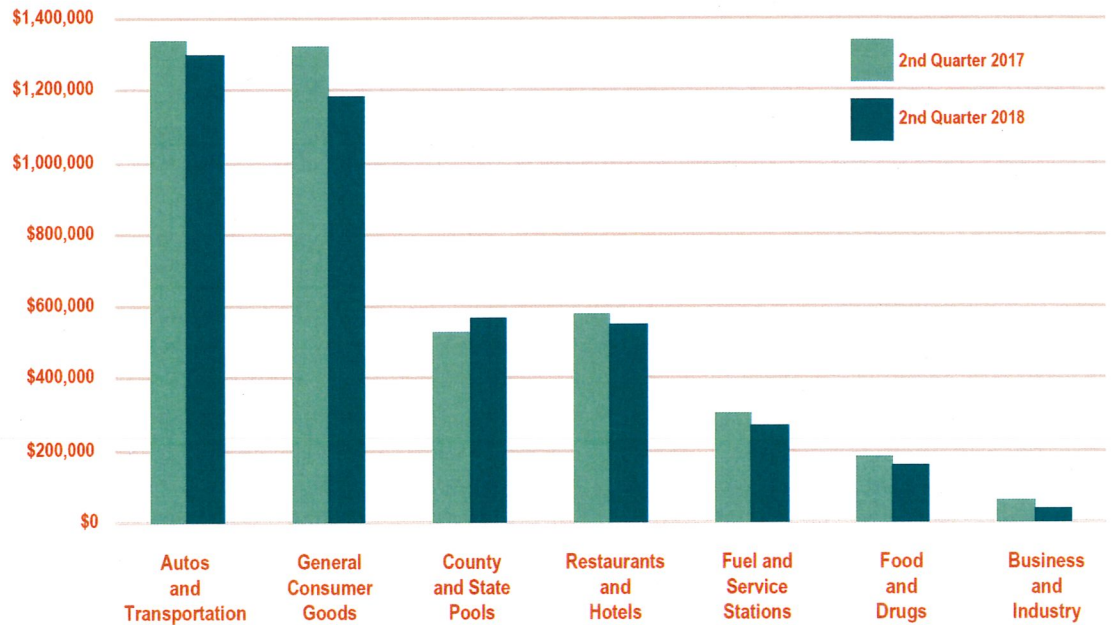
West Covina's receipts from April through June were 6.3% below the second sales period in 2017 though the decline was predominately the result of the State's transition to a new software and reporting system that caused a delay in processing thousands of payments statewide. Sizable local allocations remain outstanding, particularly for service stations, family apparel and other general consumer goods merchants.

Conversely, auto lease revenue appears to have been inflated by catch-up payments delayed by the same software reporting issue from last quarter. Excluding reporting aberrations, actual sales were down 1.4%.

The primary factor in the decline was lower new car sales. Receipts have generally plateaued across the State as higher interest rates have increased financing costs and decreased relative affordability for consumers.

Net of aberrations, taxable sales for all of Los Angeles County grew 0.6% over the comparable time period; the Southern California region was up 1.0%.

SALES TAX BY MAJOR BUSINESS GROUP



TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

Ashley Furniture Homestore	Nordstrom Rack
Audi & Bentley Leasing	Norm Reeves Honda
Audi West Covina	Penske Mercedes Benz
Azusa Arco	Penske Toyota of West Covina
Best Buy Mobile	Reynolds Buick
Circle K	T Mobile
Crestview Cadillac	Target
Daimler Trust	Triples Chevron
Ford of West Covina	Walmart Supercenter
Home Depot	West Covina Chrysler Dodge Jeep Ram
Honda Lease Trust	West Covina Nissan
JC Penney	
LA Auto Exchange	
Macys	

REVENUE COMPARISON

Four Quarters – Fiscal Year To Date (Q3 to Q2)

	2016-17	2017-18
Point-of-Sale	\$15,696,095	\$14,492,276
County Pool	2,183,345	2,097,925
State Pool	8,998	8,019
Gross Receipts	\$17,888,438	\$16,598,220

NOTES

California Overall

Local Government cash receipts from April through June sales dropped 10.1% from the same quarter one year ago due to implementation issues with CDFTA's new tax reporting software system. The results were further skewed by the State's attempt to offset the resulting shortages by advancing tax revenues that it estimates will be generated next quarter.

After reviewing unprocessed returns and approximating the full amounts of partial payments, HdL estimates that once all returns are properly processed and the data adjusted to reflect actual quarter receipts, statewide local sales and use tax revenues will be 1.6% higher than second quarter 2017.

Sales of building and construction materials, jet fuel and online shopping appear to have been the primary drivers of statewide growth during the second quarter. Auto sales leveled off as previously anticipated, although receipts from auto leases continued to show substantial gains. Online fulfillment centers and value themed apparel stores were the primary gainers within the general consumer goods group. Business-industrial purchases were slightly lower than previous quarters with declines in new energy projects being a major factor.

Regionally, the San Francisco Bay area and the Sacramento and San Joaquin Valley areas outperformed the rest of the state.

Tariff Policies and Sales Tax

Tariffs are becoming a key element of the federal government's international trade strategy with additional duties of 10% announced for the end of the third quarter, rising to 25% by the end of 2018.

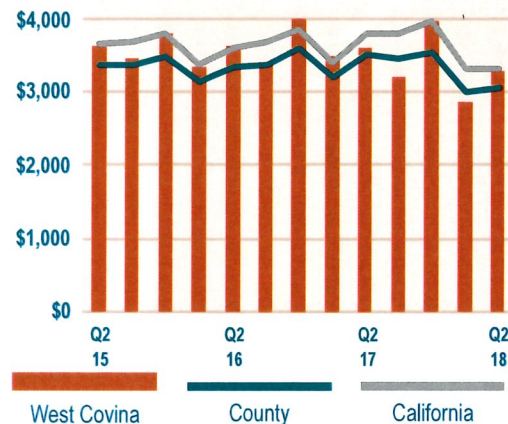
Despite the current debates, analysts believe that the impact on prices and sales will be minimal through the remainder of 2018-19 as most major retailers have already imported their inventory for the holiday season and are attempting to rush spring inventories through customs ahead of the new 5% rates. Many manufacturers have managed to avoid raising prices by absorbing the costs of the

initial first round of tariffs on metals, machinery and components. On the down side, small retailers without the power to lock in prices may be placed at a competitive disadvantage and contractors are beginning to require escalation clauses in contracts to cover potential cost increases on long range projects.

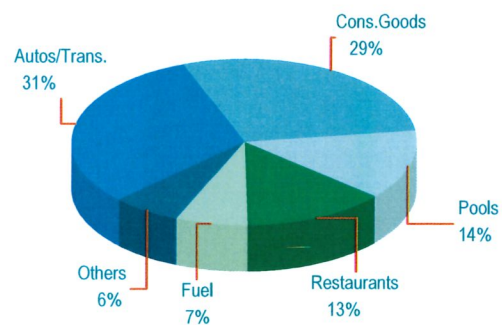
The key concern for analysts projecting 2019-20 tax revenues will be how the federal government refines its trade policies and the impact on sales and use tax revenues. Although higher prices generate more sales tax from individual purchases, they also potentially reduce the number of purchases, particularly in an environment where rising housing, education and health care costs compete for a significant portion of discretionary income.

Proponents of rising tariffs argue that the rising strength of the U.S. dollar will offset the impact of tariff related price increases on consumers. Opponents worry that the stronger dollar and the announced \$5.6 billion in retaliatory tariffs on California exports will negatively impact both the affected companies' job base and capital investment in supplies, equipment and expansion opportunities.

SALES PER CAPITA



REVENUE BY BUSINESS GROUP
West Covina This Quarter



WEST COVINA TOP 15 BUSINESS TYPES

Business Type	*In thousands of dollars			
	West Covina Q2 '18*	West Covina Change	County Change	HdL State Change
Auto Lease	218.6	44.3%	61.0%	60.9%
Casual Dining	261.2	-4.5%	-11.4%	-12.7%
Department Stores	225.3	-1.9%	13.4%	12.7%
Discount Dept Stores	— CONFIDENTIAL —	—	-15.2%	-13.5%
Electronics/Appliance Stores	185.3	3.8%	-7.0%	-5.1%
Family Apparel	117.9	-31.1%	-27.3%	-27.2%
Grocery Stores	86.1	-14.7%	-12.1%	-7.0%
Home Furnishings	86.0	2.0%	-28.8%	-21.7%
New Motor Vehicle Dealers	949.6	-6.9%	-5.4%	-2.0%
Quick-Service Restaurants	211.9	-2.0%	-6.0%	-6.0%
Service Stations	270.0	-11.3%	-23.6%	-26.5%
Shoe Stores	73.2	5.0%	-0.3%	-3.3%
Specialty Stores	150.4	3.7%	-8.9%	-4.6%
Used Automotive Dealers	— CONFIDENTIAL —	—	-41.4%	-41.5%
Women's Apparel	54.4	-18.1%	-14.0%	-12.9%
Total All Accounts	3,576.3	-8.2%	-11.9%	-12.2%
County & State Pool Allocation	570.2	7.6%	3.2%	5.5%
Gross Receipts	4,146.4	-6.3%	-10.1%	-10.1%