

# CITY OF GLENDORA

## SALES TAX UPDATE

### 3Q 2022 (JULY - SEPTEMBER)



#### GLENDORA

TOTAL: \$ 2,721,273

2.3%  
3Q2022



7.3%  
COUNTY

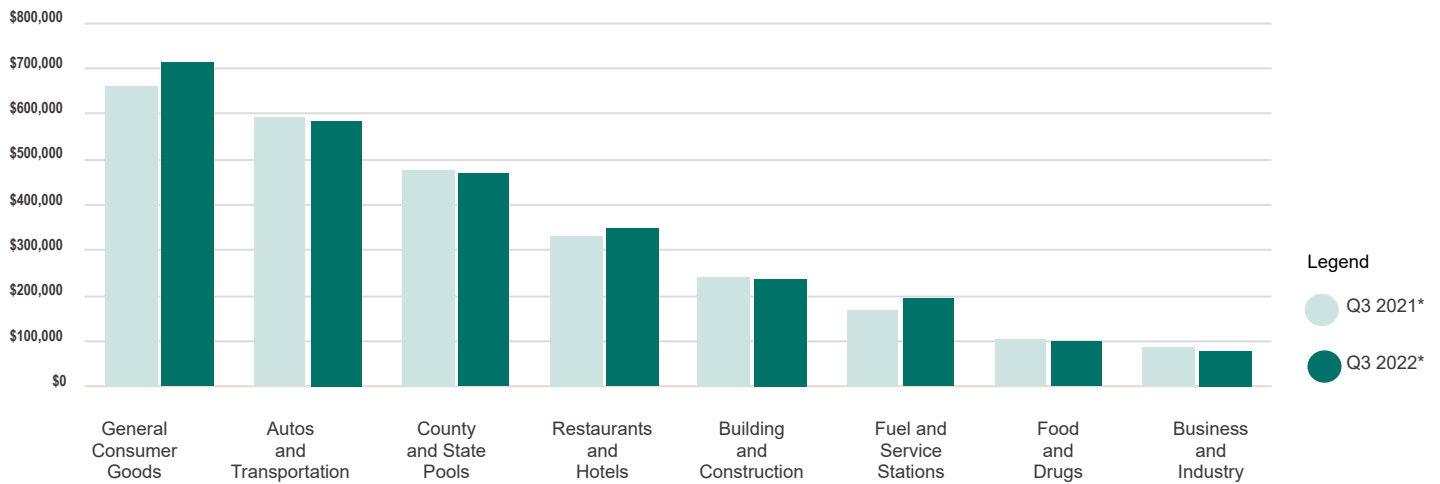


8.0%  
STATE



\*Allocation aberrations have been adjusted to reflect sales activity

#### SALES TAX BY MAJOR BUSINESS GROUP



#### Measure E

TOTAL: \$2,212,086

7.7%



#### CITY OF GLENDORA HIGHLIGHTS

Glendora's receipts from July through September were 3.4% above the third sales period in 2021. Excluding reporting aberrations, actual sales were up 2.3%.

The largest boost came from general consumer goods, including home furnishings. The restaurants and hotels industry performed better than one year ago due to high menu prices making up for traffic that is beginning to slow. People continued to eat out in spite of the cost of admission going up. As a result, casual dining and quick service restaurants realized gains.

Other areas that grew this quarter include service stations, automotive

supply and grocery stores.

Returns from office supplies/furniture, new and used motor vehicle dealers, auto lease, contractors, convenience stores with liquor plus the state and county pools declined which partially offset the overall gain.

The City's Transaction and Use Tax Measure E generated 81% of the Bradley Burns amount, led by solid growth from business & industry.

Net of aberrations, taxable sales for all of Los Angeles County grew 7.3% over the comparable time period; the Southern California region was up 8.1%.



#### TOP 25 PRODUCERS

|                                 |                    |
|---------------------------------|--------------------|
| 76                              | Home Goods         |
| Albertsons                      | In N Out Burger    |
| Alosta Shell                    | Kohls              |
| Arco AM PM                      | Marshalls          |
| Barnes & Noble                  | Petsmart           |
| Best Buy                        | Raising Cane's     |
| Cardinalway Hyundai of Glendora | Sams Club w/ Fuel  |
| Chevrolet of Glendora           | Toyota of Glendora |
| Chick Fil A                     | Ulta Beauty        |
| Colley Ford                     | Vons               |
| Fuel Zone                       | Walmart            |
| Glendora Arco                   |                    |
| Glendora Chrysler Jeep Dodge    |                    |
| Home Depot                      |                    |



**STATEWIDE RESULTS**

Local one cent sales and use tax for sales occurring July through September was 8% higher than the same quarter one year ago after adjusting for accounting anomalies and back payments from previous quarters. These returns mark another strong period of growth for the California spending economy.

Even as the Federal Reserve Board continued ramping up interest rates in an effort to curb the larger concern of inflation, consumers maintained purchases on multiple fronts, especially automobiles. Surprisingly, new car dealers experienced 10% gains over the comparable period in 2021. Limited inventory and demand for higher mileage vehicles including electric and hybrid models helped support growth. In addition, the increased cost of used vehicles has pushed many into the new vehicle market; in contrast, sales of recreation vehicles and auto leasing activity remained soft.

For Californians, the summer of 2022 had the highest gas prices on record; subsequently fuel and service stations receipts jumped 21%. Commuters and summer travel remained steady, yet overall consumption still trails pre-pandemic levels by approximately 13%. Although the Russia-Ukraine conflict initially caused a dramatic shift in global crude oil markets, prices have begun to pull back closer to historical norms.

Restaurants experienced a strong uptick as increased menu prices, consistent desire to dine out and strong tourism contributed to this favorable news. Just as important, theme parks, leisure-entertainment venues and hotels pushed positive momentum back to 2019 levels. With tightening profit margins and sustained labor concerns, future improvement could be slowed compared to the last two years.

Busy contractors and plumbing-electrical

suppliers boosted the building-construction sector. Solid residential and commercial housing prices persisted despite recent interest rate hikes. Tenant improvements further support spending activity as businesses assess future office needs. With statewide new housing requirements and federal infrastructure funding on the horizon, current forecasts stay optimistic.

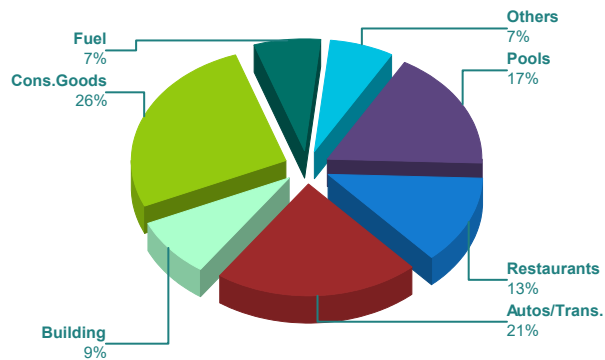
Steady investment in capital equipment coupled with the overall increased price of goods enhanced both business-industry and countywide use tax pool allocations.

For the second straight quarter, fuel sales linked to discount department stores propped up general consumer goods

results. Otherwise, retailers experienced flat to decreased receipts as many apparel categories, home furnishings and sporting goods struggled to keep pace with the prior year. As consumers balanced summer opportunities and higher prices, in-store shopping appears to have taken a temporary back seat.

Sustained price increases and interest rate hikes certainly have consumers contemplating where to spend their dollars. However, historically low statewide unemployment rates and the recovery of the national stock markets from declines earlier this year leave modest optimism heading into 2023.

**REVENUE BY BUSINESS GROUP**  
Glendora This Quarter\*



\*ADJUSTED FOR ECONOMIC DATA

**TOP NON-CONFIDENTIAL BUSINESS TYPES**

| Glendora Business Type       | Q3 '22* | Change   | County Change | HdL State Change |
|------------------------------|---------|----------|---------------|------------------|
| New Motor Vehicle Dealers    | 457.3   | -2.1% ↓  | 11.4% ↑       | 9.9% ↑           |
| Service Stations             | 191.5   | 14.6% ↑  | 19.1% ↑       | 18.4% ↑          |
| Casual Dining                | 156.4   | 6.2% ↑   | 11.7% ↑       | 10.1% ↑          |
| Quick-Service Restaurants    | 152.8   | 4.2% ↑   | 5.4% ↑        | 4.0% ↑           |
| Electronics/Appliance Stores | 91.3    | -1.9% ↓  | 0.4% ↑        | 3.7% ↑           |
| Specialty Stores             | 69.0    | 6.1% ↑   | 3.3% ↑        | 4.0% ↑           |
| Grocery Stores               | 55.2    | 1.9% ↑   | 2.6% ↑        | 3.0% ↑           |
| Family Apparel               | 45.7    | -4.2% ↓  | -3.5% ↓       | -1.7% ↓          |
| Auto Repair Shops            | 43.7    | 16.6% ↑  | 14.0% ↑       | 10.7% ↑          |
| Home Furnishings             | 39.7    | -21.2% ↓ | -9.8% ↓       | -6.2% ↓          |

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\*In thousands of dollars