Q4 2016

Beverly Hills Sales Tax *Update*

First Quarter Receipts for Fourth Quarter Sales (October - December 2016)

Beverly Hills In Brief

Beverly Hills' receipts from October through December sales fell 7.9% from 2015's fourth quarter results. Net of reporting aberrations, actual sales dipped 2.3%.

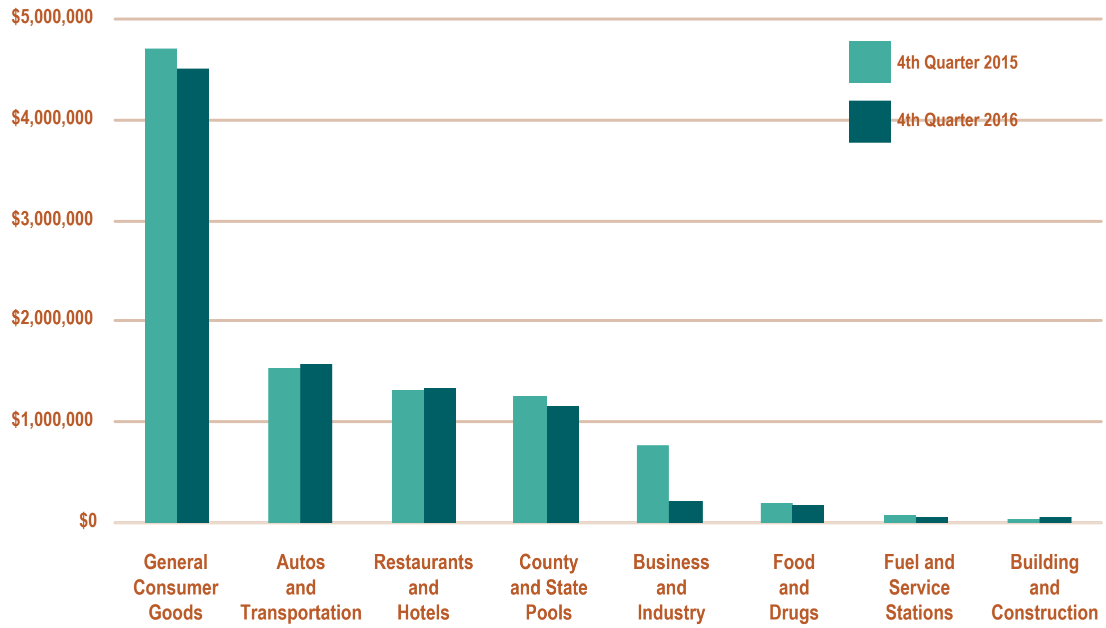
A retroactive correction of a large allocation error tied to a seller in the business and industry group caused most of the disparity between cash receipts and actual sales activity. Similar adjustments exaggerated declines in the general consumer goods and food and drugs groups.

After factoring out reporting aberrations, slack sales at home furnishings stores, art/gift/novelty stores and the closure of a major shoe store cut general consumer goods proceeds. Multiple business segments in the business and industry group were also down. Lower prices at the pump cut receipts from the fuel and service station group. Food and drugs results were flat.

The autos and transportation and restaurant and hotel comparisons were up but lagged countywide trends; a business closure cut new auto dealer gains. Actual building and construction sales rose moderately.

Net of aberrations, taxable sales for Los Angeles County and its cities grew 1.2% over the year-ago quarter; the Southern California region was up 1.4%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

Audi Beverly Hills	Mastros Steakhouse
Barneys	McLaren Beverly Hills
Beverly Hills Hotel	Mercedes Benz of Beverly Hills
Beverly Hilton Hotel	Neiman Marcus
Beverly Wilshire Hotel	O'Gara Coach Company
Cartier	Porsche Leasing
Chanel	Saks Fifth Ave
Daimler Trust	Tiffany & Company
Gearys	Tom Ford
Gucci	Toyota Lease Trust
Hermes	XIV Karats
Jim Falk Lexus of Beverly Hills	Yves Saint Laurent
Louis Vuitton	

Revenue Comparison

Three Quarters – Fiscal Year To Date

	2015-16	2016-17
Point-of-Sale	$22,225,472	$22,106,760
County Pool	2,937,463	3,159,719
State Pool	26,422	13,055
Gross Receipts	**$25,189,356**	**$25,279,533**
Less Triple Flip*	$(6,297,339)	$0

**Reimbursed from county compensation fund*

Published by HdL Companies in Spring 2017
www.hdlcompanies.com | 888.861.0220

NOTES

Statewide Results

Statewide sales tax receipts for the fourth quarter rose 1.5% over 2015, when excluding reporting aberrations.

The largest gain was in the countywide use tax allocation pools due to the acceleration in online shopping where many of the orders are placed to, or shipped from, out-of-state fulfillment centers. Restaurant and auto sales closed the calendar year with strong results while receipts from general consumer goods were flat. Off-price apparel and dollar store gains offset declines in traditional department stores and warehouse retailers.

Business and industry receipts were down due to cutbacks in major energy projects; however, huge gains in warehouse fulfillment centers that fill in-state shipments from online orders somewhat negated the decline.

On an annual basis, the statewide gain ended 2.1% higher than calendar year 2015.

The Shrinking, Disappearing Retail Store

Agencies dependent on traditional brick-and-mortar retail stores for a major portion of their sales tax will be facing new challenges in the coming year as merchants retrench and downsize to cope with a rapidly changing environment.

Generational preferences for experiences over merchandise, plus the growing costs of health care, education and housing, are reducing discretionary spending for taxable goods while time-challenged consumers are opting for the convenience of online shopping.

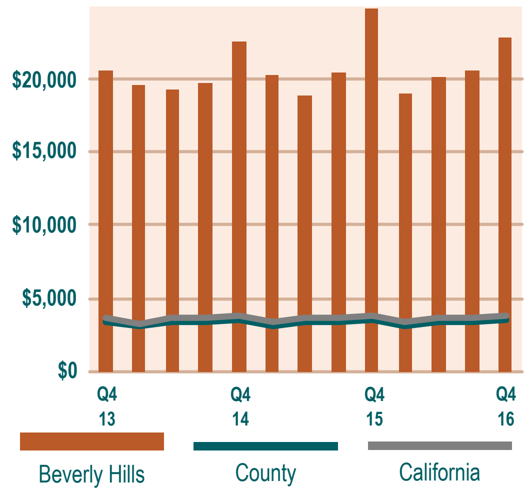
Online sales accounted for 13.0% of all general consumer goods purchased in 2016 with a 9.2% gain over calendar year 2015, while the growth in tax receipts from brick-and-mortar stores only grew 0.6%. The trend has been accelerated by the growing popularity of smart phones which Amazon estimates were used by nearly 70% of its shoppers during the most recent holiday quarter.

Retailers are responding by increasing their investment in mobile shopping platforms and delivery systems while pulling back investment on brick-and-mortar stores. Substantial closures are planned for 2017 while experiments with smaller stores, pick-up locations for online purchases, temporary "pop-up" shops and subleasing in-store space to others are on the rise.

Mall operators are turning to grocers, fitness centers, medical services and residential components to fill vacant space and attract traffic. Smaller centers and downtown areas are responding by enhancing the shopping experience with more dining and entertainment options while local governments seek voter approval for higher levies to offset shrinking tax bases.

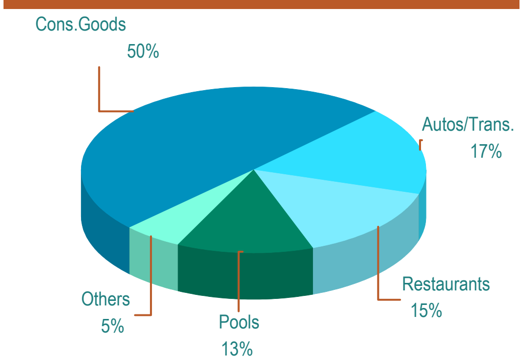
Stores are not in danger of disappearing. The ability to see, touch and feel, along with the overall shopping experience, will always be important. But evolving trends are requiring more focused economic strategies with better data and closer collaborations. The ultimate solution may be tax rates levied against today's economy rather than the one that existed when sales tax was first imposed in 1933.

Sales Per Capita



Revenue By Business Group

Beverly Hills This Quarter



Beverly Hills Top 15 Business Types

*In thousands of dollars	Beverly Hills		County	HdL State
Business Type	**Q4 '16***	**Change**	**Change**	**Change**
Art/Gift/Novelty Stores	84.9	-41.9%	-6.3%	2.6%
Auto Lease	510.9	8.4%	12.1%	9.8%
Casual Dining	233.3	5.7%	3.1%	2.8%
Department Stores	— CONFIDENTIAL —		-3.2%	-5.6%
Family Apparel	1,228.1	-1.9%	4.1%	4.7%
Fine Dining	524.3	2.7%	10.1%	11.6%
Home Furnishings	151.2	-16.2%	2.0%	0.2%
Hotels-Liquor	453.8	4.9%	6.9%	5.8%
Jewelry Stores	616.7	11.6%	5.4%	0.3%
Men's Apparel	125.3	-4.7%	-0.1%	-0.1%
New Motor Vehicle Dealers	1,003.3	0.3%	2.7%	5.6%
Quick-Service Restaurants	106.2	-1.1%	5.5%	5.7%
Shoe Stores	104.5	-39.5%	4.2%	4.5%
Specialty Stores	340.3	19.3%	5.5%	3.6%
Women's Apparel	373.9	-23.6%	-7.5%	-0.5%
Total All Accounts	**7,925.6**	**-7.9%**	**3.6%**	**2.4%**
County & State Pool Allocation	**1,156.7**	**-8.0%**	**3.5%**	**6.9%**
Gross Receipts	**9,082.3**	**-7.9%**	**3.6%**	**3.0%**