Q1 2018

Beverly Hills Sales Tax *Update*

Second Quarter Receipts for First Quarter Sales (January - March 2018)

Beverly Hills In Brief

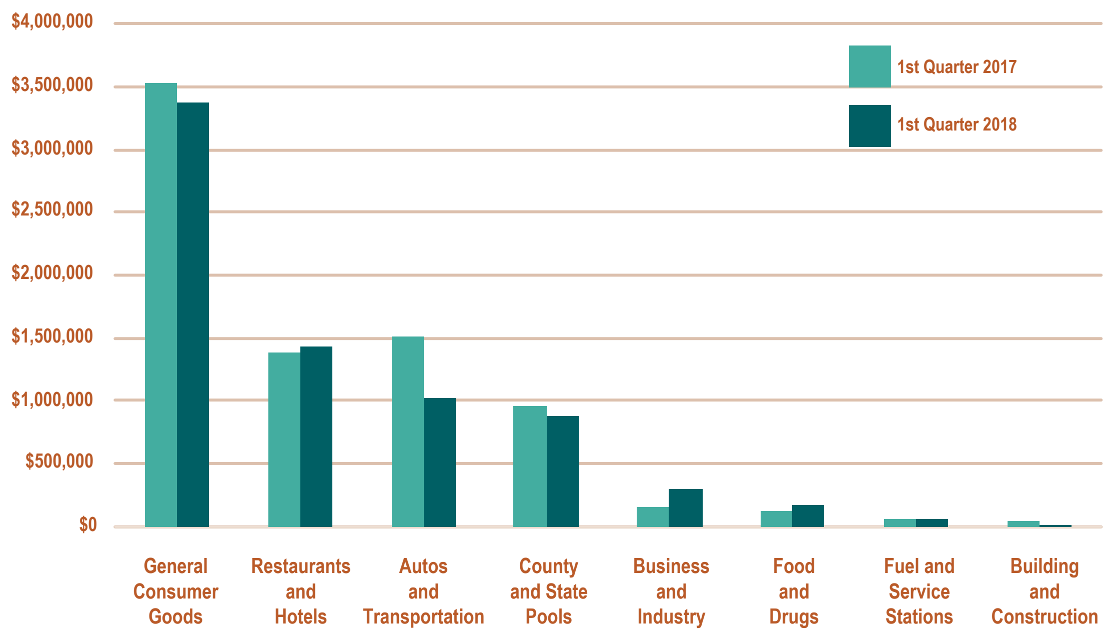
Beverly Hills' receipts from January through March were 5.2% below the first sales period in 2017. Due to the State's transition to a new software system, multiple transactions were not processed in 1Q18 but are anticipated to be received with the 2Q18 distribution. Including these allocations and other reporting aberrations, actual sales would have been up 6.4%.

Delayed allocations in the auto lease category cutback returns in autos and transportation. Similar events accounted for the decline in general retail. Once adjusted, the post-holiday 8.5% growth was boosted by new stores in family apparel and specialty stores.

Hospitality-related sectors benefited from the recent opening in hotels with liquor. The impressive gain in business and industry was the result of non-recurring adjustments while a reporting error triggered the double digit rise in food and drugs. One-time allocations spiked results in the transfers & unidentified segment.

Net of aberrations, taxable sales for all of Los Angeles County grew 4.4% over the comparable time period; the Southern California region was up 5.6%.

Sales Tax by Major Business Group



Top 25 Producers

In Alphabetical Order

No Name On File 052072754	Lamborghini of Beverly Hills
Audi Beverly Hills	Louis Vuitton
Barneys	Mastros Steakhouse
Beverly Hills Hotel	Mercedes Benz of Beverly Hills
Beverly Hilton Hotel	Peninsula Beverly Hills
Beverly Wilshire Hotel	Saks Fifth Ave
Chanel	Tiffany & Co
Ferrari of Beverly Hills	Tom Ford
Franchise Tax Board Allocation	Waldorf Astoria Beverly Hills
Gearys	Wally's Vinoteca
Gucci	XIV Karats
Hermes	Yves Saint Laurent
Jim Falk Lexus of Beverly Hills	

Revenue Comparison

Four Quarters – Fiscal Year To Date

	2016-17	2017-18
Point-of-Sale	$28,930,425	$29,120,812
County Pool	4,117,356	4,049,371
State Pool	22,678	9,532
Gross Receipts	**$33,070,458**	**$33,179,716**

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NOTES

CDTFA Changes

The California Department of Taxes and Fees Administration (CDTFA) implemented new reporting software – Centralized Revenue Opportunity System (CROS) with the first quarter 2018 tax filings. The change will allow CDTFA to collect and allocate tax revenue more quickly than the prior system making data more timely and relevant for decision making purposes. There will also be a greater emphasis on electronic tax filing with the goal of decreasing errors and misallocations.

During the changeover, CDTFA had a hard cutoff of April 30 for tax returns. Allocating the revenue received through that period left some activity out of the current quarter, pushing it to the second quarter 2018. However, CDTFA will be disbursing the revenue related to the previously delayed payments with the June 2018 monthly allocation.

In summary, the change in software and partial allocations in the first quarter 2018 payments will inflate actual distributions in June 2018 and be included with second quarter 2018 data.

Statewide Results

Given the CDTFA changeover, the statewide first quarter 2018 receipts were 1.8% lower than the prior year. However, once HdL adjusted the results for missing payments and other accounting anomalies, the results were 5.9% higher than the same period in 2017.

A stellar rebound in building-construction activity, compared to a year ago when gloomy winter weather depressed results, and continued increases in fuel prices, were the primary contributors to overall growth. Steady receipts from purchases made online also helped boost countywide use tax pool allocations.

After a long period of solid growth in new car sales, much of the upward movement within this group is now coming from leases rather than purchases. Corporate tax breaks approved by Congress in December 2017, are expected to have a positive impact on the industrial sector as businesses look to invest excess cash.

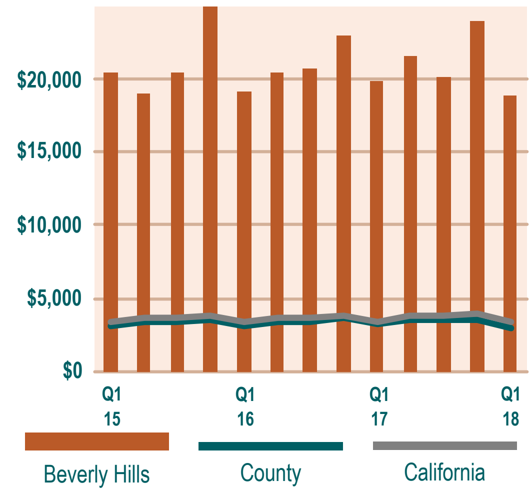
Supreme Court Ruling

On Thursday, June 21, 2018, the Supreme Court ruled in a 5-4 decision to require out-of-state online retailers to collect sales taxes on sales to in-state residents. The physical presence rule as defined by *Quill* is no longer a clear or easily applicable standard, and the online interstate marketplace was not the prevailing issue before the court in 1992.

In California, numerous online retailers already collect and remit state and local taxes, including 2 of the 3 companies involved in this Supreme Court case (*Wayfair* and *Newegg*).

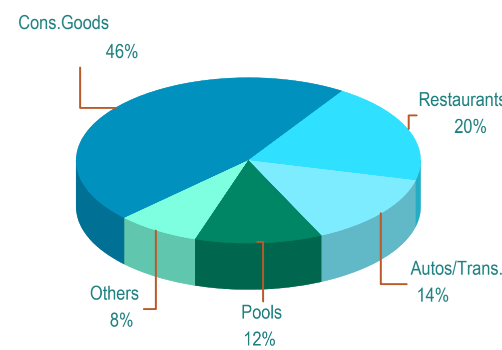
According to a study conducted by the California State Board of Equalization, the total revenue losses related to remote sellers for both businesses and household consumers were about $1.453 billion in fiscal year 2016-17. Unpaid use tax liabilities in 2016-17 average $60 per year for each California household, and California businesses average $171 per year in unpaid use tax liabilities. The CDTFA is currently reviewing the court's opinion to determine next steps to support taxpayers.

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	Q1 '18*	Change	Change	Change
Casual Dining	220.6	4.3%	-1.1%	-2.0%
Department Stores	— CONFIDENTIAL —		-33.0%	-35.1%
Family Apparel	996.3	21.7%	9.6%	8.4%
Fine Dining	514.8	-5.2%	3.4%	5.6%
Home Furnishings	103.1	-13.1%	-4.7%	-1.1%
Hotels-Liquor	555.6	15.7%	9.6%	4.0%
Jewelry Stores	350.1	-25.8%	-9.1%	-2.7%
Medical/Biotech	91.6	198.7%	2.0%	10.0%
Men's Apparel	85.3	-17.5%	4.3%	0.2%
New Motor Vehicle Dealers	951.8	0.2%	-1.2%	-0.2%
Quick-Service Restaurants	99.1	-6.3%	-4.1%	-3.8%
Receivables/Master Outlets	125.5	924.0%	na	502.0%
Service Stations	70.1	2.0%	-3.9%	4.6%
Specialty Stores	489.1	25.6%	-10.9%	-10.1%
Women's Apparel	372.7	1.1%	-2.3%	-6.4%
Total All Accounts	**6,506.8**	**-4.6%**	**-5.9%**	**-1.8%**
County & State Pool Allocation	**878.4**	**-9.2%**	**-10.3%**	**-2.1%**
Gross Receipts	**7,385.2**	**-5.2%**	**-6.4%**	**-1.8%**