

Q3 2018



Beverly Hills Sales Tax *Update*

Fourth Quarter Receipts for Third Quarter Sales (July - September 2018)

Beverly Hills In Brief

Beverly Hills' receipts from July through September were 22.8% above the third sales period in 2017. This dramatic rise is mostly attributed to CDTFA's transition to a new reporting system where multiple returns not processed in the prior period were received with this quarter's allocations. Once all remittances were shown correctly, actual sales in the current period were up 7.3%.

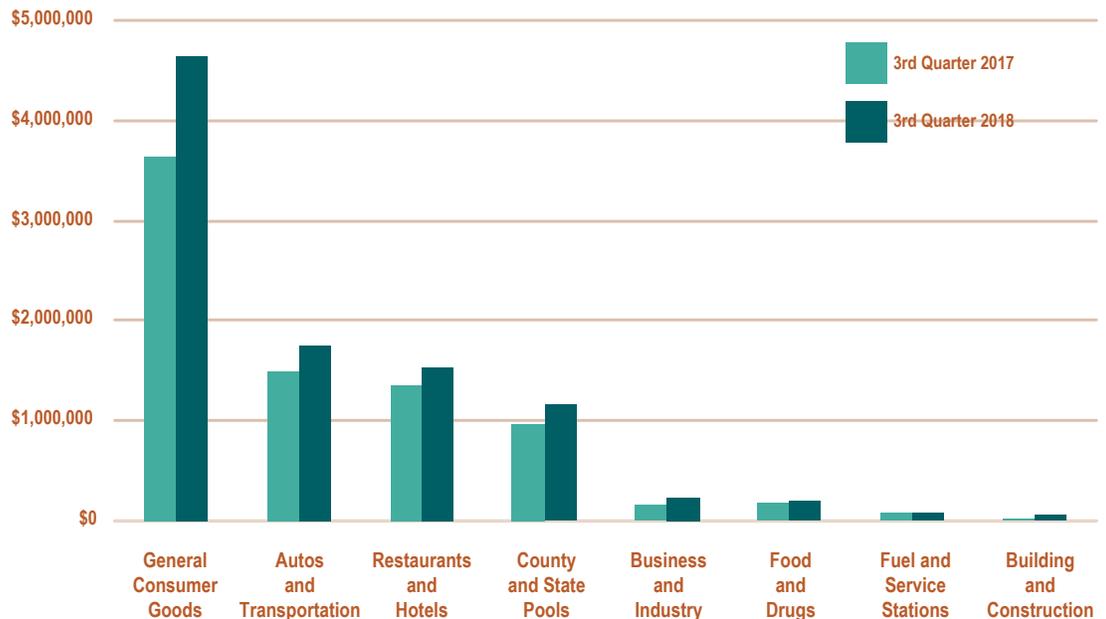
The general consumer group experienced sensational growth from multiple categories including family apparel and jewelry stores. Although receipts from new car dealers has decreased compared to the prior year, increased leasing activity lifted overall revenue from the autos sector.

Onetime transactions and improved sales by medical/biotech manufacturers were largely responsible for business-industry gains, while allocations from the county-wide use tax pool also increased as capital and online purchases of items shipped into the region continue to grow.

Once adjusted, restaurants and hotels experienced lackluster results after a long period of growth, a trend consist throughout the state.

Net of aberrations, taxable sales for all of Los Angeles County grew 4.0% over the comparable time period; the Southern California region was up 4.3%.

SALES TAX BY MAJOR BUSINESS GROUP



TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

Audi Beverly Hills	Jim Falk Lexus of Beverly Hills
Audi Leasing	Lamborghini of Beverly Hills
Avra Beverly Hills	Louis Vuitton
Barneys	Mercedes Benz of Beverly Hills
Beverly Hills Hotel	Neiman Marcus
Beverly Wilshire Hotel	Porsche Leasing
Cartier	Prada
Chanel	Saks Fifth Avenue
Daimler Trust	Tiffany & Co
Ferrari of Beverly Hills	Toyota Lease Trust
Goyard	Waldorf Astoria Beverly Hills
Gucci	XIV Karats
Hermes	

REVENUE COMPARISON

One Quarter – Fiscal Year To Date (Q3)

	2017-18	2018-19
Point-of-Sale	\$6,930,996	\$8,526,817
County Pool	954,935	1,157,371
State Pool	5,424	4,376
Gross Receipts	\$7,891,355	\$9,688,564

California Overall

The CDTEFA's problems with its new software system had yet to be fully resolved by the end of the third quarter. HdL's adjustments for delayed payments and other reporting deficiencies indicate that statewide receipts from the local one cent tax rose 5.2% over the first three quarters of 2018 versus the comparison period. The gains were primarily from higher fuel prices, strong building-construction activity and a rise in tax receipts from online purchases delivered from out-of-state that are shared by all agencies via the county pools.

The data exhibits the start of a leveling pattern in other sectors. The statewide gain in new car sales for July through September was due to a single manufacturer filling back orders. Price competition kept tax revenues from consumer goods receipts relatively flat while the rise in online shopping is expanding the diversion of tax revenues from brick and mortar stores to county pools or to in-state distribution centers.

Restaurant sales are beginning to show signs of market saturation as well as the impact of new competition that includes - prepared food and meal kits delivered from a variety of other sources. A modest gain in business-industrial sales was largely related to data and warehouse technology as well as a few major development projects.

Anticipated declines in fuel prices in the first quarter of 2019 adds support to HdL's latest consensus forecast for a modest statewide gain of 1.5% in fiscal year 2019-20 unless new trade conflicts further impact the economy.

South Dakota V. Wayfair Decision

In June, the Supreme Court reversed its previous ruling that retailers are not required to collect taxes for jurisdictions where they have no physical presence or "nexus." Instead, the buyer was responsible for remitting the tax.

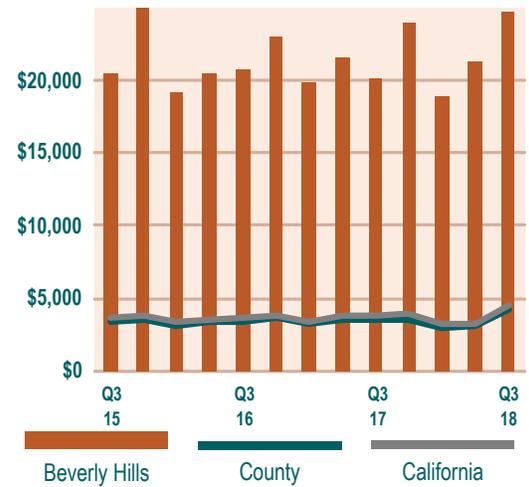
California will begin enforcing the Wayfair reversal effective April 1, 2019

by making retailers delivering from out-of-state responsible for collecting and remitting use tax if calendar year sales exceed \$100,000 and/or 200 or more separate transactions. The same threshold will also determine whether in-state retailers are responsible for collecting taxes on deliveries to individual transactions tax districts.

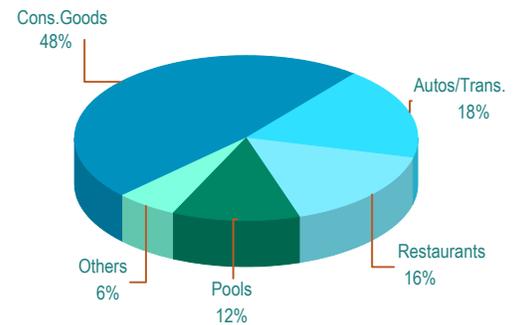
Some legislators have announced their intention to hold hearings and may modify the regulations prior to the announced April 1 implementation date. That process and anticipated start-up and notification issues will probably delay full compliance in 2019-20.

As most major online retailers, including Wayfair, are already collecting California taxes and the state has traditionally enforced a broad definition of "nexus," the impact of the South Dakota decision may be less than in other states. The U.S. Government Accountability Office estimates a potential eventual gain of \$3 to \$5 per capita in receipts from our one cent local tax.

SALES PER CAPITA



REVENUE BY BUSINESS GROUP
Beverly Hills This Quarter



BEVERLY HILLS TOP 15 BUSINESS TYPES

Business Type	*In thousands of dollars			
	Beverly Hills Q3 '18*	Beverly Hills Change	County Change	HdL State Change
Auto Lease	936.4	49.8%	44.8%	43.4%
Casual Dining	237.6	1.7%	16.0%	14.8%
Convenience Stores/Liquor	— CONFIDENTIAL —	—	16.5%	20.6%
Department Stores	— CONFIDENTIAL —	—	-1.5%	-3.6%
Family Apparel	1,254.5	32.8%	36.4%	36.3%
Fine Dining	601.0	19.9%	10.5%	15.8%
Home Furnishings	149.0	17.5%	25.4%	21.9%
Hotels-Liquor	543.2	14.9%	15.8%	16.9%
Jewelry Stores	880.0	138.1%	59.3%	49.4%
Medical/Biotech	80.2	189.7%	28.9%	18.6%
Men's Apparel	129.7	37.0%	35.9%	31.4%
New Motor Vehicle Dealers	728.2	-8.6%	12.1%	12.7%
Quick-Service Restaurants	119.8	5.7%	11.6%	13.5%
Specialty Stores	582.1	35.0%	12.0%	8.4%
Women's Apparel	388.6	19.5%	17.4%	13.7%
Total All Accounts	8,526.8	23.0%	21.7%	21.8%
County & State Pool Allocation	1,161.7	21.0%	19.7%	27.8%
Gross Receipts	9,688.6	22.8%	21.5%	22.6%