City of Glendale ${ }^{\text {glendaleoo }}$ Sales Tax Update

## Glendale

 In BriefGlendale's receipts from April through June were $10.5 \%$ above the second sales period in 2018. However, this comparison is inflated due to CDTFA's transition to a new reporting system. Excluding report ing aberrations, actual sales were up 2.5\%.
A myriad of deviations account ed for the double-digit gain in gen eral retail. However, once adjust ed, most sectors were lower than a year-ago, except for electronics and department stores.
A new hotel pushed hospitality-re lated performance into positive terri tory rising $0.7 \%$ on an actual basis.
Year-ago double payments nailed cash results in the auto lease cat egory which offset higher sales in new autos. Autos and transportation as a whole was actually up $10.1 \%$ compared to the comparable quar ter.
The increase in the countywide use tax allocation pool continued to pos itively impact sales tax trends.
The recently approved transactions tax Measure S, which was effective April $1^{\text {st, }}$, generated an additional \$5.2M.
Net of aberrations, taxable receipts for all of Los Angeles County grew $2.6 \%$ over the comparable time pe riod; the Southern California region was up $2.6 \%$.

## Sales Tax by Major Business Group



Top 25 Producers
Allen Gwynn Chevrolet
Apple
Bloomingdale's
Bob Smith Toyota
Calstar Mercedes
Car Pros Kia Glendale
CDW Direct
CDW Government
Financial Services Vehicle Trust

Glendale Dodge Chrysler Jeep
Glendale Subaru/ Mitsubishi

Home Depot
JC Penney
Lexus of Glendale
Macys
New Century Honda
Nordstrom
Pacific BMW
Ralphs
Star Auto Group
Target
Tesla Motors
Toyota Lease Trust
Toyota of Glendale Scion
Vons

## REVENUE COMPARISON

 Four Quarters - Fiscal Year To Date (Q3 to Q2)> 2017-18

2018-19

| Point-of-Sale | $\$ 24,549,719$ | $\$ 40,517,798$ |
| :--- | ---: | ---: |
| County Pool | $3,483,586$ | $6,018,891$ |
| State Pool | 19,161 | 20,263 |
| Gross Receipts | $\$ \mathbf{\$ 2 8 , 0 5 2 , 4 6 7}$ | $\$ 46,556,951$ |
| Measure S | $\$ 0$ | $\$ 5,241,350$ |

## California Overall

The local one percent share of California's sales and use tax from April through June sales was $20.4 \%$ higher than the same quarter of 2018. However, the actual gain came to $2.9 \%$ after factoring for online filing issues and accounting anomalies. Fiscal year 2018-19 ended with an increase of $3.6 \%$ over the previous year after similarly adjusting for reporting aberrations.
The quarter exhibited continuation of a recent softening for most taxable categories. Rising used car sales and rentals helped offset what was otherwise, a generally flat quarter for the auto-transportation group. An acceleration in online shopping boosted receipts from county wide pools while gains for brick and mortar stores were limited to value priced apparel, discount department stores and jewelry.
Restaurant patronage appears to be leveling with a shift toward lower cost dining options that produced relatively modest gains for the group when compared to previous quarters. New cannabis operations resulted in a small rise in food and drug receipts.
A $2.5 \%$ gain in business-industrial sales and use tax revenues came primarily from online fulfillment centers, logistics and utility company purchases and ongoing investment in automation and information technology. A similar rise in receipts from the building-construction group was due to a variety of infrastructure and onetime special projects that offset declines in material purchases for new home construction.

## Marketplace Facilitator Act

Effective Oct. 1, 2019, companies such as Amazon, eBay and Google who provide sales tax related services to other retailers are required to assume the obligation for collecting and remitting their client's sales and use tax. The definition of sales-related services includes payment processing, inventory and shipping of merchandise, order taking, providing customer service, or assisting with re-
turns and exchanges.
The Marketplace provision was part of AB 147 which was adopted to implement California's approach to the U.S. Supreme Court decision in South Dakota v . Wayfair Inc.
AB 147 requires out-of-state retailers with annual combined sales of $\$ 500,000$ or more to now collect and remit this state's sales and use tax from its customers. Applying the $\$ 500,000$ threshold to the sum total of all the third-party transactions that facilitators process for their clients, is hoped to produce moderate gains in previously uncollected revenues for the state, cities, counties and local transaction tax districts.

Facilitator tax remittances from merchandise inventoried in California will be allocated to specific jurisdictions while receipts from deliveries outside of the state will be distributed via the pools. Some facilitators have begun to collect and remit taxes ahead of this deadline. This is evidenced by new pool allocations and increases in direct allocations to certain jurisdictions.

SALES PER CAPITA


Revenue By Business Group Glendale This Quarter


## Glendale Top 15 Business Types

| */n thousands of dollars | Glendale |  | County | HdL State |
| :--- | ---: | :---: | :---: | :---: |
| Business Type | Q2 '19* | Change | Change | Change |
| Auto Lease | 543.0 | $-45.9 \%$ | $-49.4 \%$ | $-48.7 \%$ |
| Building Materials | 251.3 | $54.3 \%$ | $48.8 \%$ | $34.1 \%$ |
| Casual Dining | 632.2 | $38.0 \%$ | $23.0 \%$ | $24.5 \%$ |
| Convenience Stores/Liquor | 156.5 | $7.0 \%$ | $11.7 \%$ | $14.9 \%$ |
| Department Stores | 512.8 | $-21.7 \%$ | $-19.7 \%$ | $-24.7 \%$ |
| Electronics/Appliance Stores | 527.5 | $69.2 \%$ | $10.5 \%$ | $7.0 \%$ |
| Family Apparel | 441.6 | $30.6 \%$ | $43.1 \%$ | $45.3 \%$ |
| Grocery Stores | 229.8 | $6.8 \%$ | $10.5 \%$ | $9.6 \%$ |
| New Motor Vehicle Dealers | $1,887.1$ | $27.2 \%$ | $7.5 \%$ | $5.4 \%$ |
| Plumbing/Electrical Supplies | 187.7 | $48.9 \%$ | $34.5 \%$ | $28.9 \%$ |
| Quick-Service Restaurants | 423.1 | $11.8 \%$ | $12.9 \%$ | $15.9 \%$ |
| Receivables/Master Outlets | $1,217.6$ | $-3.0 \%$ | $12.6 \%$ | $128.3 \%$ |
| Service Stations | 464.7 | $12.4 \%$ | $39.6 \%$ | $51.4 \%$ |
| Specialty Stores | 207.9 | $-2.5 \%$ | $-3.3 \%$ | $-8.4 \%$ |
| Women's Apparel | 178.8 | $-0.2 \%$ | $5.0 \%$ | $5.7 \%$ |
| Total All Accounts | $9,803.9$ | $9.9 \%$ | $18.4 \%$ | $20.1 \%$ |
| County \& State Pool Allocation | $1,615.9$ | $13.7 \%$ | $22.4 \%$ | $22.4 \%$ |
| Gross Receipts | $11,419.8$ | $10.5 \%$ | $19.0 \%$ | $20.4 \%$ |

