

# CITY OF GLENDORA

## SALES TAX UPDATE

### 4Q 2021 (OCTOBER - DECEMBER)



#### GLENDORA

TOTAL: \$ 2,789,791

5.5%  
4Q2021



16.9%  
COUNTY

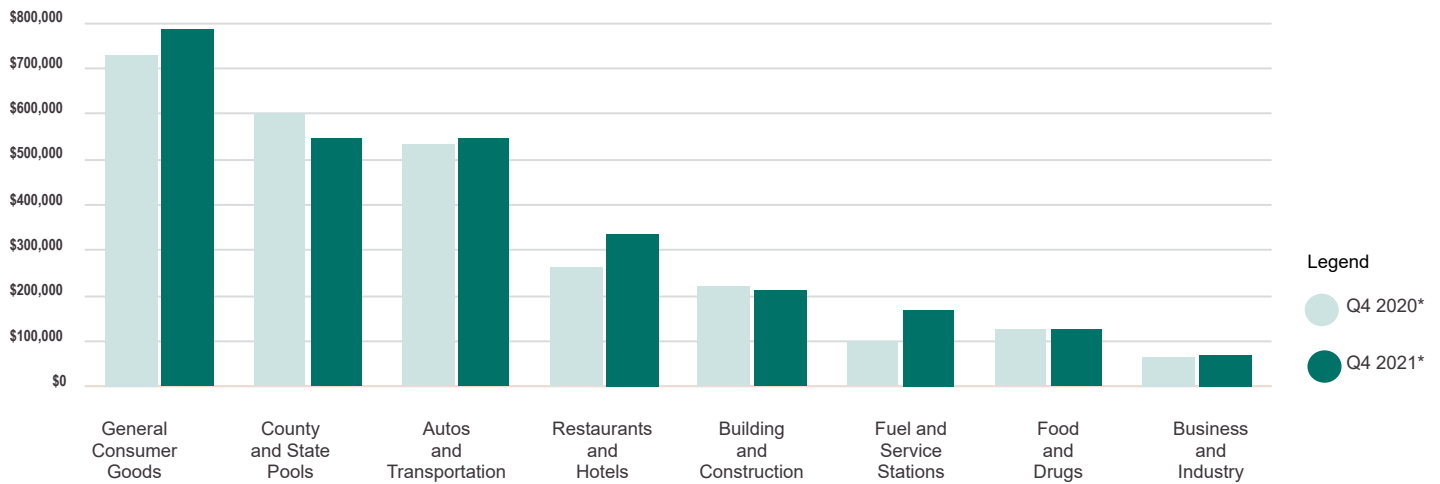


15.6%  
STATE



\*Allocation aberrations have been adjusted to reflect sales activity

#### SALES TAX BY MAJOR BUSINESS GROUP



#### Measure E

TOTAL: \$2,239,299

13.9%



#### CITY OF GLENDORA HIGHLIGHTS

Glendora's receipts from October through December were 17.8% above the fourth sales period in 2020. Excluding reporting aberrations, actual sales were up 5.5%.

Higher retail gasoline prices in 4Q21 were the result of increased demand for gasoline, reduced U.S. refinery capacity, and low gasoline inventories. The restaurant-hotel sector is benefiting from the gap between inflation for food purchased for cooking at home versus dining out, making eating out more appealing to consumers.

Prices for general consumer goods reached a 40-year high in 4Q21 brought

on by inflation, growing at the fastest pace since June 1982. A shortage of necessary parts and supply chain issues have impacted nearly all aspects of the autos-transportation group, including autos parts stores and auto repair shops. A new business boosted revenue from business-industry, while food-drugs remained flat.

The City's share of the countywide use tax pool decreased 9.5% when compared to the same period in the prior year. Measure E, the City's voter-approved transactions and use tax, brought in an additional \$2,239,299 led by sales in general consumer goods and autos-transportation.



#### TOP 25 PRODUCERS

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



**STATEWIDE RESULTS**

California’s local one cent sales and use tax receipts for sales during the months of October through December were 15% higher than the same quarter one year ago after adjusting for accounting anomalies. A holiday shopping quarter, the most consequential sales period of the year, and the strong result was a boon to local agencies across the State. Consumers spent freely as the economy continued its rebound from the pandemic and as robust labor demand reduced unemployment and drove up wages.

Brick and mortar retailers did exceptionally well as many shoppers returned to physical stores rather than shopping online as the COVID crisis waned. This was especially true for traditional department stores that have long been among the weakest categories in retail. Discount department stores, particularly those selling gas, family and women’s apparel and jewelry merchants also experienced strong sales. Many retailers are now generating revenue that is nearly as much, or even higher, than pre-pandemic levels.

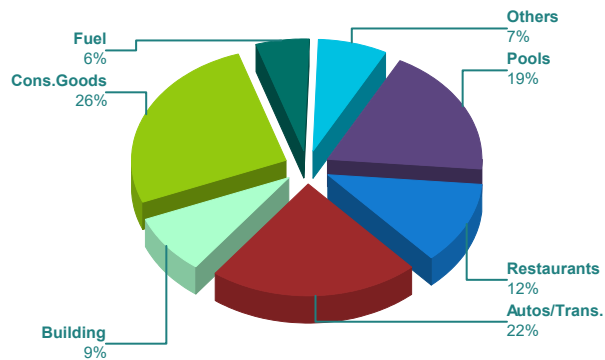
Sales by new and used car dealers were also much higher than a year ago. The inventory shortage has resulted in higher prices that have more than offset the decline in unit volume in terms of revenue generation for most dealerships. Restaurants and hotels were only moderately lower than last quarter, with both periods being the highest in the State’s history. Increased menu prices coupled with robust demand to dine out are largely responsible for these gains. These are impressive results for a sector that does not yet include the positive impact that will occur later this year as international travel steadily increases at major airports. Conference business, an important revenue component for many hotels, is also still in the early stages of recovery.

Building material suppliers and contractors were steady as growing residential and commercial property values boosted demand, particularly in the Southern California, Sacramento and San Joaquin Valley regions. Although anticipated interest rate increases by the Federal Reserve could dampen the short-term outlook for this sector, industry experts believe limited selling activity will inspire increased upgrades and improvements by existing owners. With demand remaining tight and calls for more affordable housing throughout the state, the long-term outlook remains positive.

The fourth quarter, the final sales period of calendar year 2021, exhibited a 20% rebound

in tax receipts compared to calendar year 2020. General consumer goods, restaurants, fuel and auto-transportation industries were the largest contributors to this improvement. However, the future growth rate for statewide sales tax revenue is expected to slow markedly. Retail activity has now moved past the easy year-over-year comparison quarters in 2021 versus the depths of the pandemic bottom the year before. Additional headwinds going into 2022 include surging inflation, a dramatic jump in the global price of crude oil due to Russia’s war in Ukraine and corresponding monetary tightening by the Federal Reserve. This is expected to result in weakening consumer sentiment and continued, but decelerating, sales tax growth into 2023.

**REVENUE BY BUSINESS GROUP**  
Glendora This Calendar Year\*



\*ADJUSTED FOR ECONOMIC DATA

**TOP NON-CONFIDENTIAL BUSINESS TYPES**

Glendora Business Type	Q4 '21*	Change	County Change	HdL State Change
New Motor Vehicle Dealers	429.9	1.4% ↑	22.7% ↑	15.5% ↑
Service Stations	166.5	70.3% ↑	60.4% ↑	53.8% ↑
Quick-Service Restaurants	145.5	4.4% ↑	13.9% ↑	12.2% ↑
Casual Dining	145.4	54.9% ↑	80.5% ↑	66.4% ↑
Electronics/Appliance Stores	103.7	0.7% ↑	2.9% ↑	8.4% ↑
Specialty Stores	81.3	12.9% ↑	18.4% ↑	18.7% ↑
Grocery Stores	69.5	-3.2% ↓	0.1% ↑	0.6% ↑
Family Apparel	58.4	15.3% ↑	32.0% ↑	27.2% ↑
Home Furnishings	57.2	-8.7% ↓	11.1% ↑	6.5% ↑
Auto Repair Shops	37.4	2.4% ↑	22.0% ↑	18.5% ↑

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\*In thousands of dollars