

# CITY OF LEMON GROVE

## SALES TAX UPDATE

### 2Q 2021 (APRIL - JUNE)



#### LEMON GROVE

TOTAL: \$ 1,776,806

25.3%  
2Q2021



40.5%  
COUNTY

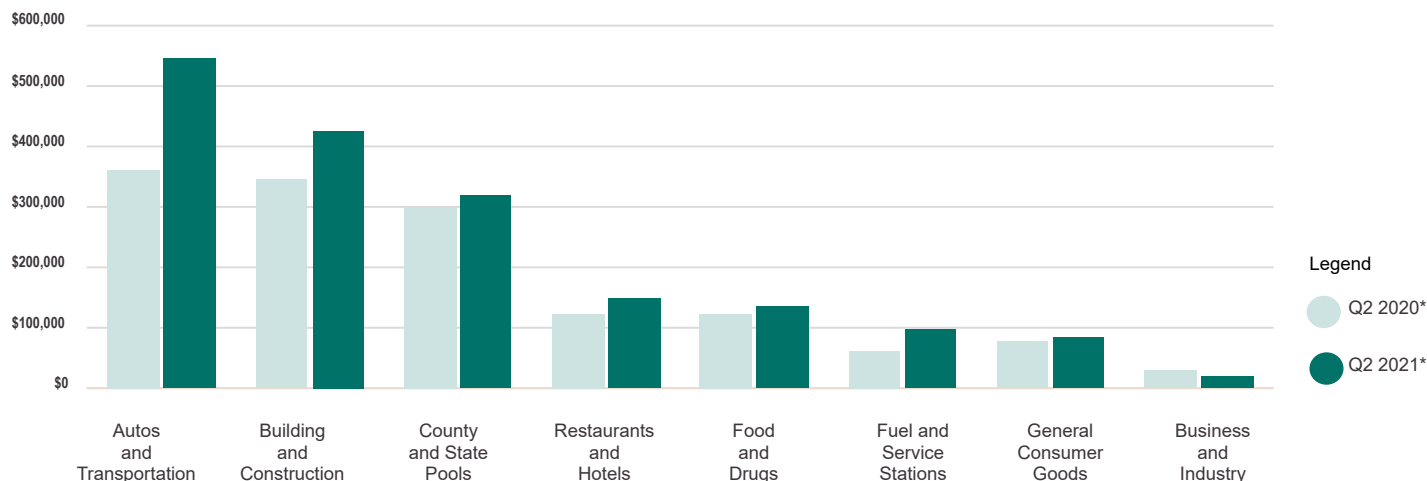


37.3%  
STATE



*\*Allocation aberrations have been adjusted to reflect sales activity*

#### SALES TAX BY MAJOR BUSINESS GROUP



#### CITY OF LEMON GROVE HIGHLIGHTS

Lemon Grove's sales tax receipts from April through June were 31.2% above the second sales period in 2020. Adjustments for delayed payments, and other reporting modifications resulted in actual sales that were up 25.3%. Overall place of sale collections soared 30.1% compared to the extreme lows of a year ago, during the height of the pandemic shut-downs. Most sales tax groups posted positive results – with only business-industry slipping in overall performance.

Confidentiality rules limit the details that can be shared for some tax groups and business types.

Used car sales and auto supply purchases helped catapult the largest sales tax group, autos-transportation, up 50.6%. The City's share of the countywide use tax pool edged up 7.3%; boosted by

surges in online shopping as individuals embrace e-commerce.

With home and construction projects still underway, building-construction revenues boomed. Fuel-service station revenues spiked as the combination of higher gas prices and more travel propelled receipts back to pre-pandemic highs.

With confidence in safety and some money to spend, people returned to in-store shopping. Casual dining roared back as people once again enjoyed dining out. Convenience and grocery store sales pushed up food-drugs revenues.

Net of adjustments, taxable sales for all of San Diego County grew 40.5% over the comparable time period; the Southern California region was up 40.3%.



#### TOP 25 PRODUCERS

|                                   |                             |
|-----------------------------------|-----------------------------|
| Albertsons                        | MotorMax                    |
| Arco AM PM                        | Petco                       |
| Boulevard                         | RCP Block & Brick           |
| Chevron                           | Shell                       |
| Discount Tire                     | Sprouts Farmers Market      |
| Enterprise Rent A Car             | Texaco                      |
| EW Truck & Equipment Company      | Thompson Building Materials |
| Food 4 Less                       | Toyota Lease Trust          |
| Golden State Gasoline             |                             |
| GTM Discount General Store        |                             |
| Harbor Freight Tools              |                             |
| Home Depot                        |                             |
| Honda Lease Trust                 |                             |
| In N Out Burger                   |                             |
| Larry H Miller Toyota Lemon Grove |                             |
| McDonalds                         |                             |
| Mossy Honda Lemon Grove           |                             |



## STATEWIDE RESULTS

The local one cent sales and use tax from sales occurring April through June, was 37% higher than the same quarter one year ago after factoring for accounting anomalies and back payments from previous quarters.

The 2nd quarter of 2020 was the most adversely impacted sales tax period related to the Covid-19 pandemic and Shelter-In-Place directive issued by Governor Newsom. The 2Q21 comparison quarter of 2Q20 was the lowest since 2Q14 due to indoor dining restrictions at most restaurants; non-essential brick and mortar store closures; and employee remote/work from home options which significantly reduced commuting traffic and fuel sales. Therefore, similar to the 1st quarter 2020 comparison, dramatic percentage gains for 2Q21 were anticipated and materialized.

Up to this point through California's recovery, we've seen some regions experience stronger gains than others. However, with the latest data and the depths of declines in the comparison period, statewide most regions saw very similar growth.

Within the results, prolonged gains by the auto-transportation and building-construction industries generated higher receipts. Although the explosion of sales by new and used car dealers has come as welcome relief, the latest news of inventories being stretched thin due to the micro processing chip issues earlier in the year may result in a headwind into 2022. Conversely for the building-construction group, as housing prices in many markets increased over the last year, sustained available homeowner and investor equity is in place for the foreseeable future. Receipts from general consumer goods marked a steady and expected come back, led by family apparel, jewelry and home furnishing stores. When combined with solid greater economic trends, this is a welcome

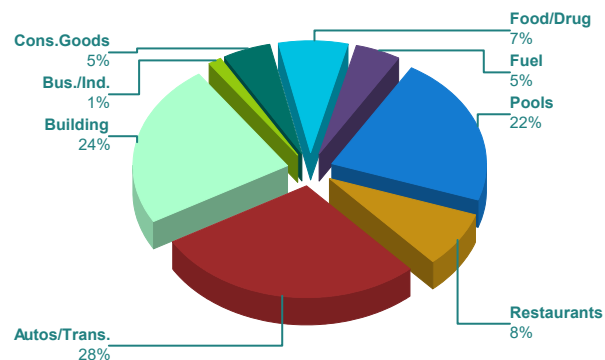
sign for many companies as a lead up to the normal holiday shopping period later this calendar year.

As consumers flock back into retail locations and with AB 147 fully implemented, growth from the county use tax pools - largely enhanced by out-of-state online sales activity - returned to more traditional gains of 9%. These results also included the reallocation of tax dollars previously distributed through the countywide pools to specific local jurisdictions that operate in-state fulfillment centers. Thus, the business and industry category, where fulfillment centers, medical-biotech vendors and garden-agricultural supplies are shown, jumped 26%.

In June, many restaurants reopened indoor dining. Given consumer desires to eat out and beautiful spring weather, all categories experienced a strong, much-needed rebound. However, labor shortages and a rise in menu prices continue to be a concern.

Looking ahead, sustained sales tax growth is still anticipated through the end of the 2021 calendar year. Inflationary effects are showing up in the cost of many taxable products. Pent up demand for travel and experiences, the return of commuters with more costly fuel, and labor shortages having upward pressure on prices may begin to consume more disposable income and tighten growth by the start of 2022.

## REVENUE BY BUSINESS GROUP Lemon Grove This Fiscal Year\*



\*ADJUSTED FOR ECONOMIC DATA

## TOP NON-CONFIDENTIAL BUSINESS TYPES

| Lemon Grove Business Type | Q2 '21* | Change   | County Change | HdL State Change |
|---------------------------|---------|----------|---------------|------------------|
| Building Materials        | 374.5   | 26.0% ↑  | 18.5% ↑       | 21.7% ↑          |
| Quick-Service Restaurants | 105.4   | 10.0% ↑  | 33.9% ↑       | 28.9% ↑          |
| Service Stations          | 97.8    | 60.2% ↑  | 94.0% ↑       | 73.9% ↑          |
| Grocery Stores            | 78.3    | 1.9% ↑   | -2.4% ↓       | -0.9% ↓          |
| Casual Dining             | 32.4    | 104.9% ↑ | 153.0% ↑      | 130.2% ↑         |
| Automotive Supply Stores  | 31.1    | 16.3% ↑  | 15.9% ↑       | 15.1% ↑          |
| Auto Lease                | 27.0    | 24.7% ↑  | 0.6% ↑        | 3.3% ↑           |
| Specialty Stores          | 26.8    | 19.7% ↑  | 76.7% ↑       | 67.7% ↑          |
| Convenience Stores/Liquor | 24.4    | 1.2% ↑   | 5.5% ↑        | 7.0% ↑           |
| Used Automotive Dealers   | 23.7    | 95.8% ↑  | 43.9% ↑       | 50.4% ↑          |

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\*In thousands of dollars