

Q3 2018



City of Montebello Sales Tax *Update*

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

Montebello In Brief

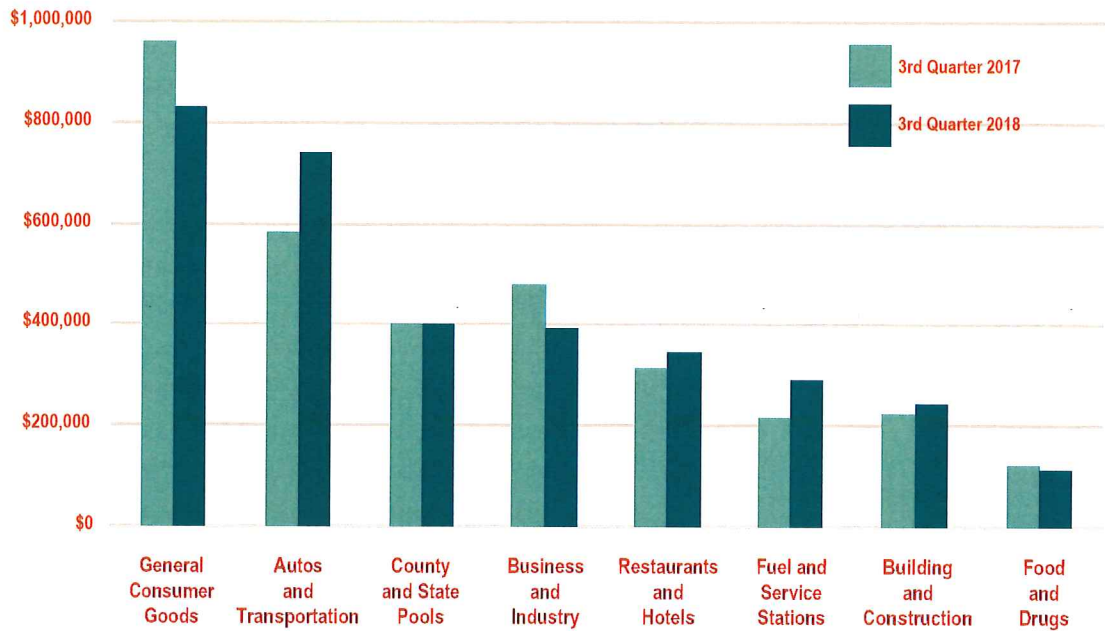
Montebello's receipts from July through September were 1.9% above the third sales period in 2017. This increase resulted from the city receiving significant amounts of delayed allocations that were not processed in 2Q18 due to the State's software conversion project and it masked a 7.2% decline in actual sales that was largely caused by a sharp drop in sales from a light industrial supplier and the relocation of a major retailer.

Those decreases in actual sales were partially offset by a 17.9% increase in new auto and truck sales, solid gains from building materials and contractors' supplies sales consistent with statewide trends, and a jump in service stations receipts due to higher gas prices compared to a year ago.

Restaurants sales remained steady posting a 3.5% increase. The close-out of a specialty store was offset by gains in other general retail categories. The City's allocation from the countywide use tax pool increased 0.6% during the quarter.

Net of aberrations, taxable sales for all of Los Angeles County grew 4.2% over the comparable time period; the Southern California region was up 4.4%.

SALES TAX BY MAJOR BUSINESS GROUP



TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

Air Product Sales	Hawk LI
Allied Buidling Products	Environmental
Ararat Arco	HD Supply Repair
Arco AM PM	Inland Kenworth
Arco/Auto Repair & Electric	JC Penney
Best Buy	LA Auto Exchange
Chevrolet of Montebello	Landsberg Orora
Chevron	Marshalls
Empire Cleaning Supply	Montebello Cat Scales & Fuel
Ford of Montebello	PCI Industries
Forever 21	Ross
Gale Supply	Sears
	Victoria's Secret
	Wilbur Curtis

REVENUE COMPARISON

One Quarter – Fiscal Year To Date (Q3)

	2017-18	2018-19
Point-of-Sale	\$2,898,961	\$2,961,141
County Pool	399,411	401,925
State Pool	2,269	1,520
Gross Receipts	\$3,300,641	\$3,364,585