

# CITY OF ARROYO GRANDE

## SALES TAX UPDATE

### 2Q 2021 (APRIL - JUNE)



#### ARROYO GRANDE

TOTAL: \$ 1,093,143

7.1%  
2Q2021



34.9%  
COUNTY

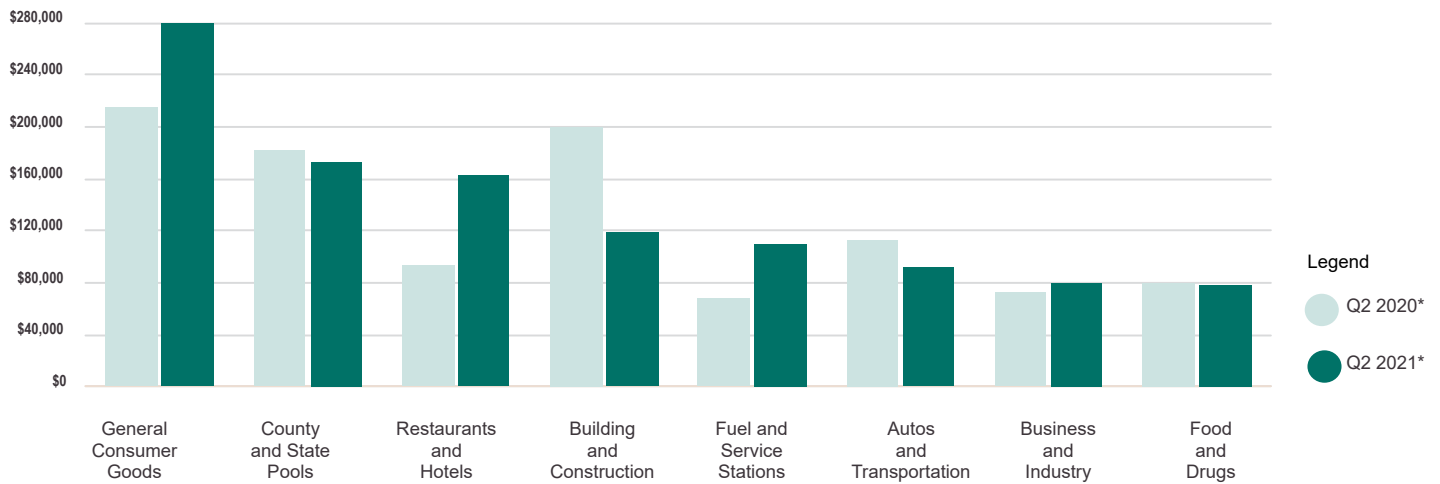


37.3%  
STATE



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

#### SALES TAX BY MAJOR BUSINESS GROUP



#### Measure O - 06

TOTAL: \$691,886

↑ 15.0%



#### CITY OF ARROYO GRANDE HIGHLIGHTS

Arroyo Grande's receipts from April through June were 2.6% above the second sales period in 2020. Excluding reporting aberrations, actual sales were up 7.1% compared to the prior year, and \$79,000, or 15.1% higher than the year before that, in the second quarter of 2019 before the Covid-19 crisis began.

The largest factor in this improvement was a \$60,000, or 53%, surge in allocations from the San Luis Obispo County use-tax pool after the Wayfair/AB147 legislative change in 2019 that has since allowed for the taxation of additional internet sales shipped from out-of-state.

The sale of building materials was also \$35,000, or 66% greater than 2Q19 amid a boom in home improvement and construction spending and the recent opening of a new local supplier.

Auto-transportation related receipts were depressed, however, by a delayed payment from a local vendor.

Net of aberrations, taxable sales for all of San Luis Obispo County grew 34.9% over last year and 16.4% higher than 2Q19; the Central Coast region was up 35.3% vs last year and 12.8% higher than 2Q19.



#### TOP 25 PRODUCERS

- |                           |                        |
|---------------------------|------------------------|
| Ace Hardware              | Mobil                  |
| Arco AM PM                | Pacific Shore Stones   |
| Arroyo Grande Chevrolet   | R & R Furniture        |
| Arroyo Grande Valero      | Rite Aid               |
| Burke & Pace Lumber Sales | Rooster Creek          |
| Chevron                   | Rugged Race Products   |
| Ember Restaurant          | Smart & Final          |
| Food 4 Less               | Streator Pipe & Supply |
| Grand Mart                | Trader Joes            |
| In N Out Burger           | Verizon Wireless       |
| John Deere Landscapes     | Wal Mart               |
| Katch Go                  |                        |
| Marshalls                 |                        |
| Mason Bar                 |                        |



**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 2<sup>nd</sup> 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

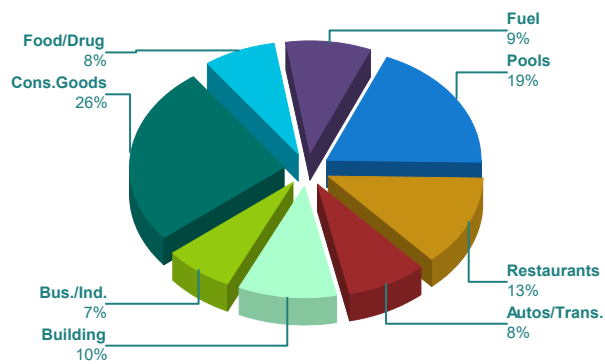
sign for many companies as a lead up to the normal holiday shopping period later this calendar year.

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**  
Arroyo Grande This Fiscal Year\*



\*ADJUSTED FOR ECONOMIC DATA

**TOP NON-CONFIDENTIAL BUSINESS TYPES**

Arroyo Grande Business Type	Q2 '21	Change	County Change	HdL State Change
Service Stations	102,950	68.4% ↑	65.7% ↑	73.9% ↑
Building Materials	88,612	17.3% ↑	23.8% ↑	21.7% ↑
Casual Dining	73,624	166.9% ↑	116.9% ↑	130.2% ↑
Quick-Service Restaurants	58,119	21.1% ↑	29.8% ↑	28.9% ↑
Grocery Stores	43,834	-3.6% ↓	0.6% ↑	-0.9% ↓
Garden/Agricultural Supplies	36,496	7.3% ↑	1.7% ↑	10.2% ↑
Home Furnishings	35,022	48.5% ↑	62.1% ↑	88.5% ↑
Electronics/Appliance Stores	24,260	21.2% ↑	65.8% ↑	52.7% ↑
Fast-Casual Restaurants	24,007	45.5% ↑	42.7% ↑	43.8% ↑
Specialty Stores	19,998	34.0% ↑	65.2% ↑	67.7% ↑

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