

# CITY OF MAYWOOD

## SALES TAX UPDATE

### 4Q 2020 (OCTOBER - DECEMBER)



**MAYWOOD**

TOTAL: \$ 525,768

1.2%  
4Q2020



-7.7%  
COUNTY

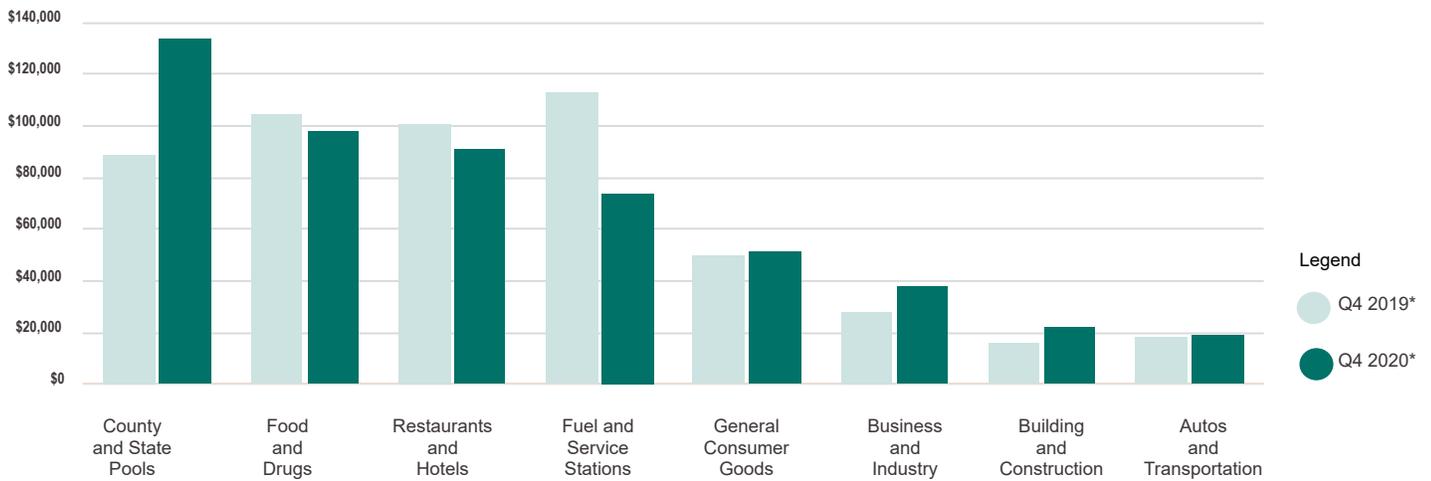


-2.0%  
STATE



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

### SALES TAX BY MAJOR BUSINESS GROUP



### CITY OF MAYWOOD HIGHLIGHTS

Receipts from Maywood's October through December sales were 1.2% higher than the same quarter last year.

Growth from the countywide use tax pool continues to be a bright spot. With more online holiday purchase ordering and more retailers reporting due to the implementation of AB147, the City's share grew 48% compared to a year ago. This coupled with strong returns from the food-drugs group were significant factors in the overall quarterly increase.

Continued COVID-19 restrictions and cautious consumer behavior plummeted most eatery categories dropping overall restaurant results 11%. Further, a reduction in consumption and demand for fuel pushed service station returns down 39%.

Net of aberrations, taxable sales for all

of Los Angeles County declined 7.7% over the comparable time period; the Southern California region was down 2.7%.



### TOP 25 PRODUCERS

- 76
- 99 Cents Only
- AutoZone
- Cookies Los Angeles
- dd's Discounts
- Denny's
- Dunn Edwards Paint
- Food 4 Less
- Haven Maywood
- Jack in the Box
- King Taco
- LB Johnson Hardware
- Maywood Arco
- Maywood Car Wash
- Maywood Shell
- McDonalds
- OG Maywood
- Rite Aid
- Scenic Industrial
- Signresource
- Superior Grocers
- T Mobile
- Tapia Brothers
- Wingstop
- WS Dodge Oil



**STATEWIDE RESULTS**

The local one cent sales and use tax from sales occurring October through December, the holiday shopping season, was 1.9% lower than the same quarter one year ago after adjusting for accounting anomalies and back payments from previous periods. Lower receipts were primarily concentrated in the Bay Area and coastal southern regions while much of inland California, including the San Joaquin Valley, Inland Empire, and northern regions, exhibited solid gains.

As expected, the larger place of sale categories which have been negatively impacted throughout the pandemic continue to be brick and mortar general consumer goods retailers like family apparel, department, and electronics/appliance stores. With limited to zero allowed indoor dining (depending on a County's Covid-19 tier assignment), restaurants and hotels suffered the largest losses especially in communities that strongly rely on tourism. Although the workforce has slowly begun to return to physical office environments, fuel and service stations revenues lagged the prior year performance.

It does not appear that Governor Newsom's second 'shelter at home' directive, initiated by the increase in Covid-19 cases had an impact on overall results. While some merchants chose to utilize the Governor's executive order allowing for a 90-day deferral of sales tax remittance, it was substantially less than the similar opportunity companies utilized during the 1st and 2nd quarters of 2020. The outstanding payments for most California cities will be remitted before the end of the 2020-21 fiscal year.

On the bright side, as consumer confidence stabilized post the national presidential election, customers were motivated to comfortably spend on high-end luxury automobiles, boats-motorcycles, RVs, and sporting goods/equipment.

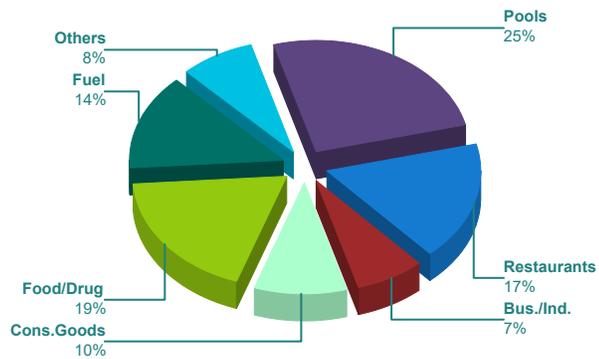
The building-construction sector, with 1) increased price of goods - like lumber, 2) continued home improvement projects, and 3) advantageous fall/winter weather conditions saw strong gains that remained consistent throughout the calendar year.

Exponential growth from countywide use tax pools further helped offset

the declines. Greater online shopping signifying a permanent shift of consumer habits to this more convenient experience was inevitable.

On the horizon, mass deployment of the Covid-19 vaccine will help a greater number of businesses, restaurants and theme parks to reach reopen status. Recent approval of the American Rescue Plan Act of 2021 will further support greater consumer spending, albeit in targeted segments. Pent up demand for summer outdoor experiences and travel is likely and thereby household spending is temporarily reverted away from taxable goods when compared to recent activity.

**REVENUE BY BUSINESS GROUP**  
Maywood This Quarter\*



\*ADJUSTED FOR ECONOMIC DATA

**TOP NON-CONFIDENTIAL BUSINESS TYPES**

Maywood Business Type	Q4 '20	Change	County Change	HdL State Change
Quick-Service Restaurants	69,408	-8.8% ↓	-12.2% ↓	-8.7% ↓
Service Stations	51,758	-38.6% ↓	-38.2% ↓	-31.3% ↓
Grocery Stores	32,003	3.6% ↑	4.1% ↑	5.2% ↑
Variety Stores	14,621	5.2% ↑	0.8% ↑	3.6% ↑
Automotive Supply Stores	13,879	5.4% ↑	-1.2% ↓	3.3% ↑
Fast-Casual Restaurants	11,035	18.2% ↑	-13.9% ↓	-12.0% ↓
Casual Dining	9,561	-30.6% ↓	-45.3% ↓	-39.4% ↓
Convenience Stores/Liquor	9,045	-27.0% ↓	-5.8% ↓	-2.0% ↓
Electronics/Appliance Stores	7,672	50.6% ↑	-23.4% ↓	-25.0% ↓
Auto Repair Shops	5,121	-0.8% ↓	-19.6% ↓	-12.1% ↓

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