

Q4 2014



Manhattan Beach Sales Tax *Update*

First Quarter Receipts for Fourth Quarter Sales (October - December 2014)

Manhattan Beach In Brief

Receipts for Manhattan Beach's October through December sales were 1.8% higher than the same quarter one year ago. Actual sales activity was up 0.7% when reporting aberrations were factored out.

Despite a few closures, a retroactive positive payment adjustment and net higher sales boosted all restaurant categories. General consumer goods experienced mixed results with a slight net gain in receipts. A larger allocation from the countywide use tax pool further contributed to the increase.

The gains were partially offset by lower fuel prices which negatively impacted fuel and service station returns.

Adjusted for aberrations, taxable sales for all of Los Angeles County increased 5.0% over the comparable time period, while the Southern California region as a whole was up 4.3%.

SALES TAX BY MAJOR BUSINESS GROUP



TOP 25 PRODUCERS

IN ALPHABETICAL ORDER

Apple Store	Old Navy
Arco	Panchos
Barnes & Noble	Pottery Barn
BevMo	Ralphs
Chevron	REI
Circle K	Sephora
CVS Pharmacy	Strand House
Dewitt Petroleum	Standbar
Frys Electronics	Target
Houston's	Tin Roof Bistro
Macys	Toyota Lease Trust
Manhattan Beach Marriott	Trader Joes
Manhattan Beach Toyota Scion	Vons

REVENUE COMPARISON

Three Quarters – Fiscal Year To Date

	2013-14	2014-15
Point-of-Sale	\$6,708,267	\$6,798,265
County Pool	788,345	842,145
State Pool	3,960	5,816
Gross Receipts	\$7,500,571	\$7,646,226
Less Triple Flip*	\$(1,875,143)	\$(1,911,557)

*Reimbursed from county compensation fund

Holiday Quarter Up

Adjusted for accounting aberrations, California's local sales and use tax revenues for the fourth quarter (October – December) of 2014 were 3.6% higher than last year's holiday quarter.

The gain was primarily due to continued strong demand for new cars and trucks, increased restaurant patronage and a rise in the countywide "use tax" allocation pools resulting from a shift to online shopping where much of the merchandise is shipped from out of state. General consumer goods sales allocated via the pools rose 22% during this holiday quarter versus an increase in tax receipts from brick and mortar stores of only 2.8%.

Robust sales for building and construction materials added to the overall increase which was largely offset by significant declines in revenues from petroleum related industries and service stations.

Gasoline Supply and Demand

Statewide, fourth quarter's tax receipts from fuel and service stations dropped 10.4% from the previous year. Prices rebounded in the first quarter of 2015 due to refinery shutdowns and labor strife but remained well below the prior year due to a worldwide supply glut and weak demand.

Spending cuts by oil producers and a sharp decline in the number of rigs drilling for crude in the U.S. could reduce output and place upward pressure on prices in the second half of 2015. However, improved fuel efficiency and demographic changes continue to reduce demand for gasoline, with consumption at the lowest it has been in 30 years.

From 2008 through 2014 Californians purchased just over 10 million new vehicles, with mileage ratings almost 22% higher than those they replaced. Also, usage has further declined as baby boomers age into retirement and millennials increasingly favor public transportation and car services that make owning a vehicle less necessary.

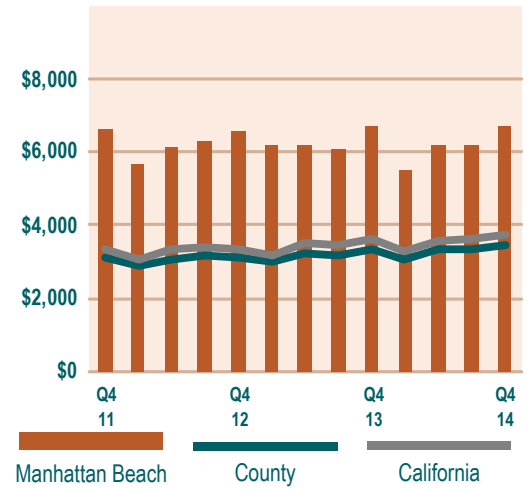
Triple Flip Unwind

In March 2004, California voters approved Proposition 57, the California Economic Recovery Bond Act that authorized the issuance of \$15 billion in "Economic Recovery Bonds" to close the state's operating budget deficit.

The Bradley-Burns local sales tax rate was decreased from 1 percent to 0.75 percent and the diverted 0.25 percent rate was pledged to repay the bonds. The state then directed that counties reimburse local governments for the 0.25 percent loss with property tax from the Educational Revenue Augmentation Fund (ERAF) set up for schools and then reimburse schools for the ERAF loss from the State General Fund. The funding scheme became known as the "Triple Flip."

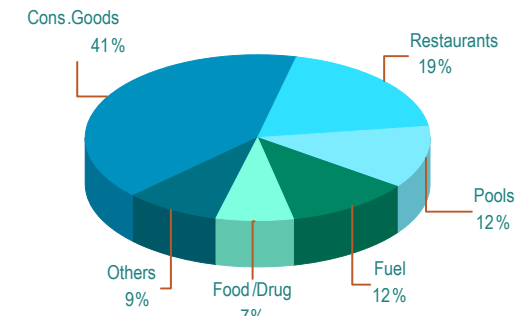
The governor's FY 2014-15 state budget currently provides for retiring the bonds as early as July 2015. If carried out as planned, local agencies would receive their final "true-ups" of triple flip reimbursements in the first half of 2016 and the full one cent Bradley-Burns tax reinstated in their second quarter 2016 receipts.

SALES PER CAPITA



REVENUE BY BUSINESS GROUP

Manhattan Beach This Quarter



MANHATTAN BEACH TOP 15 BUSINESS TYPES

Business Type	<i>*In thousands</i>			
	Manhattan Beach Q4 '14*	Change	County Change	HdL State Change
Casual Dining	286.6	10.0%	5.3%	5.9%
Department Stores	— CONFIDENTIAL —	—	1.7%	1.0%
Discount Dept Stores	— CONFIDENTIAL —	—	1.3%	0.9%
Electronics/Appliance Stores	314.3	12.2%	1.9%	1.3%
Family Apparel	81.9	-2.2%	3.9%	5.1%
Fine Dining	101.2	2.4%	17.5%	16.6%
Grocery Stores Liquor	88.1	8.3%	-0.1%	3.5%
Home Furnishings	52.7	-29.6%	10.1%	6.8%
Liquor Stores	44.2	0.8%	8.9%	8.3%
New Motor Vehicle Dealers	— CONFIDENTIAL —	—	7.2%	7.6%
Petroleum Prod/Equipment	— CONFIDENTIAL —	—	-18.2%	-9.9%
Service Stations	93.9	-10.9%	-13.8%	-10.5%
Specialty Stores	99.5	8.6%	7.3%	5.8%
Sporting Goods/Bike Stores	55.3	0.4%	7.1%	3.9%
Women's Apparel	96.7	14.5%	3.7%	-1.7%
Total All Accounts	\$2,385.0	0.9%	4.1%	3.8%
County & State Pool Allocation	\$330.2	9.1%	12.7%	4.7%
Gross Receipts	\$2,715.2	1.8%	5.1%	3.9%