

# Rolling Hills Estates City Council

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*Budget Study Session*  
June 9, 2026

HdL<sup>®</sup> Companies





# ABOUT HdL COMPANIES

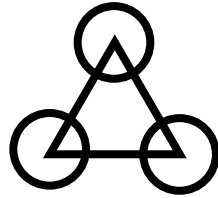
**PROUD  
TO SERVE**

CITIES, COUNTIES &  
SPECIAL DISTRICTS  
FOR

**40+ YEARS**

**100%**

**EMPLOYEE  
OWNED**



## TRIFECTA

Superior service  
Increased revenue  
Decreased costs



## COMPLIANCE

HdL helps clients reduce risk  
by keeping current with  
ever-changing legislation



## RESULTS

Average city growth  
rates are ~3%,  
HdL clients are 2x that!

**800+**

Municipal  
Clients

**\$3billion+**

Recovered  
revenue

**99.6%**

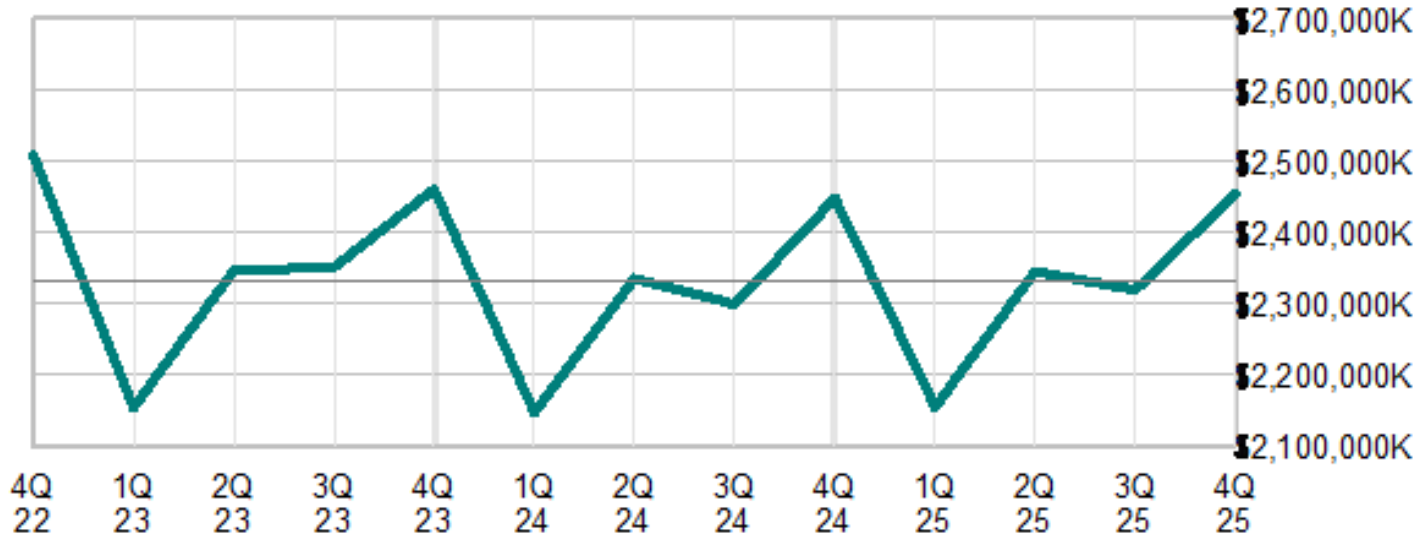
Avg. Client  
Retention

# RHE Sales Tax Rate Breakdown

State General Fund	3.9375 %
City/County General Fund (Bradley-Burns)	1.0000 %
County Public Safety (Prop 172)	0.5000 %
County Realignment (Mental Health/Welfare/Public Safety)	1.5625 %
Countywide Transportation Fund	0.2500 %
Los Angeles County Measure R (LAMT) *	0.5000 %
Los Angeles County Prop A (LACT)	0.5000 %
Los Angeles County Measure C (LATC)	0.5000 %
Los Angeles County Measure M (LAMA) *	0.5000 %
Los Angeles County Housing Measure A (HOUS) *	0.5000 %
<b>Total Rate</b>	<b>9.7500 %</b>

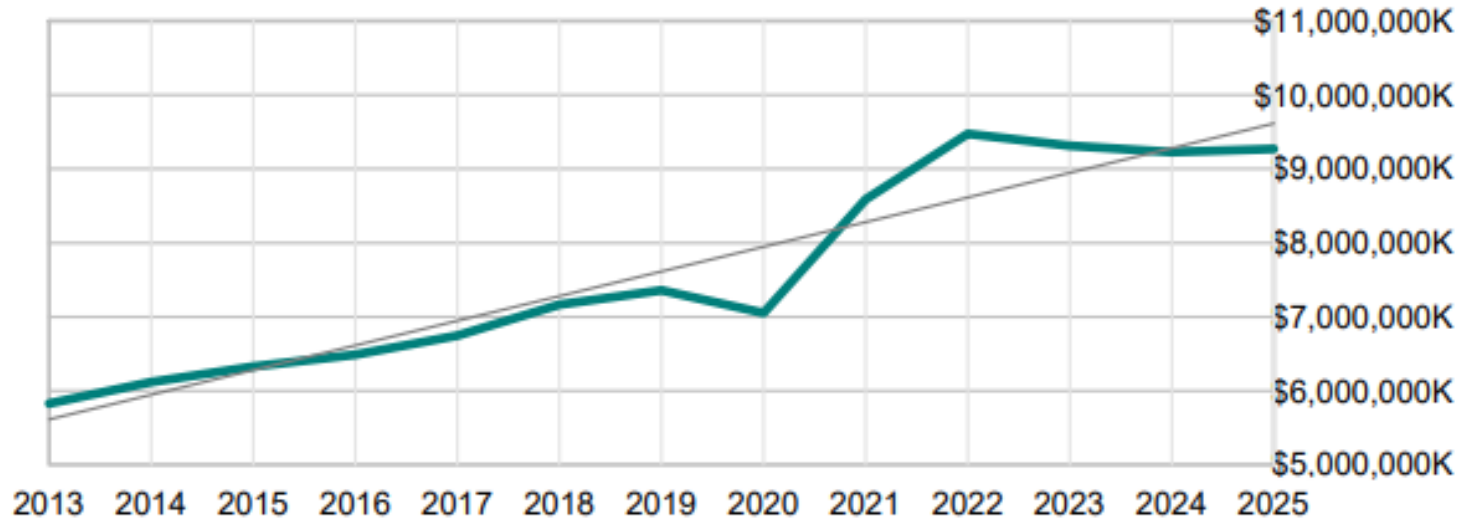


# Statewide Sales Tax Trends



Quarterly Results

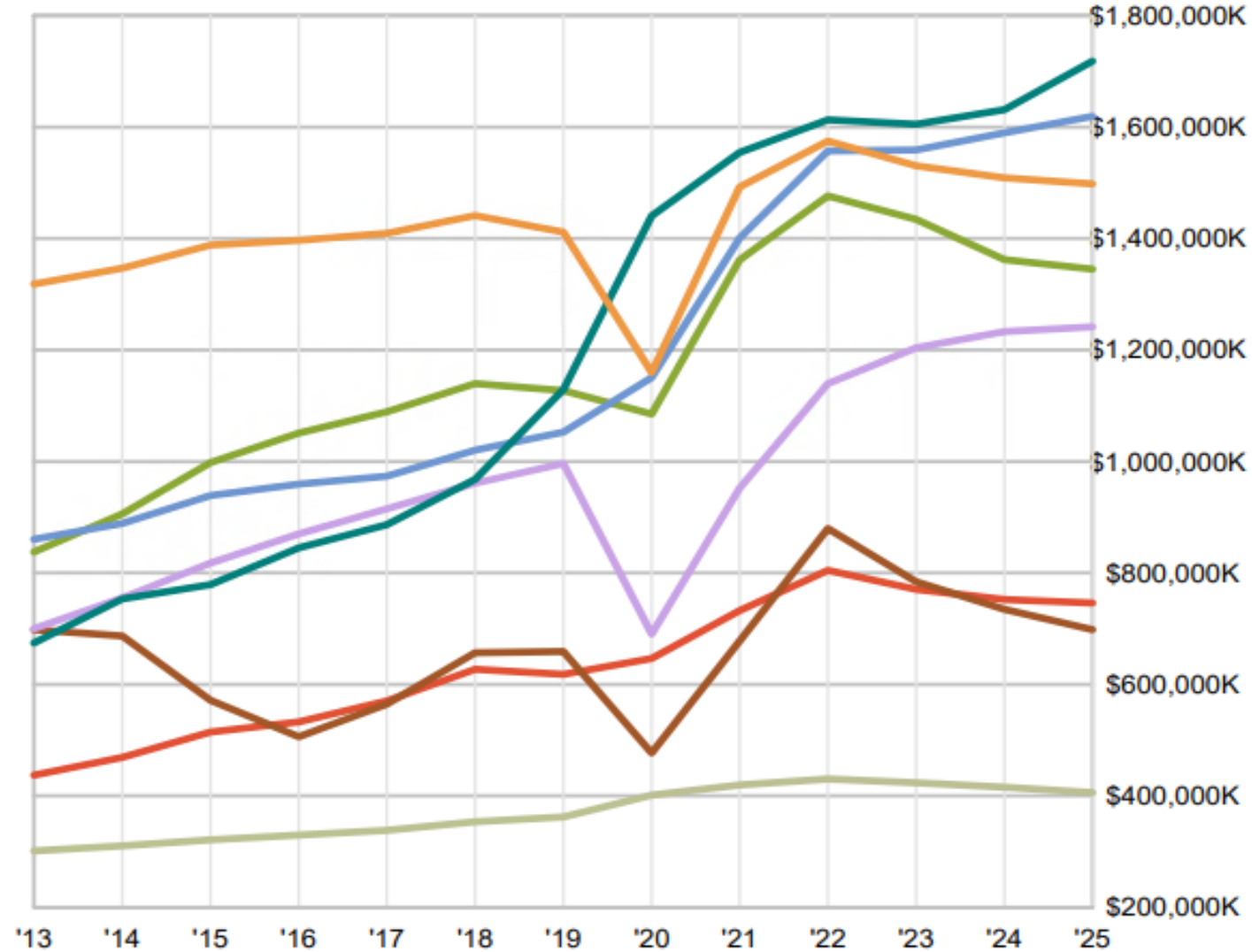
Calendar Year Results





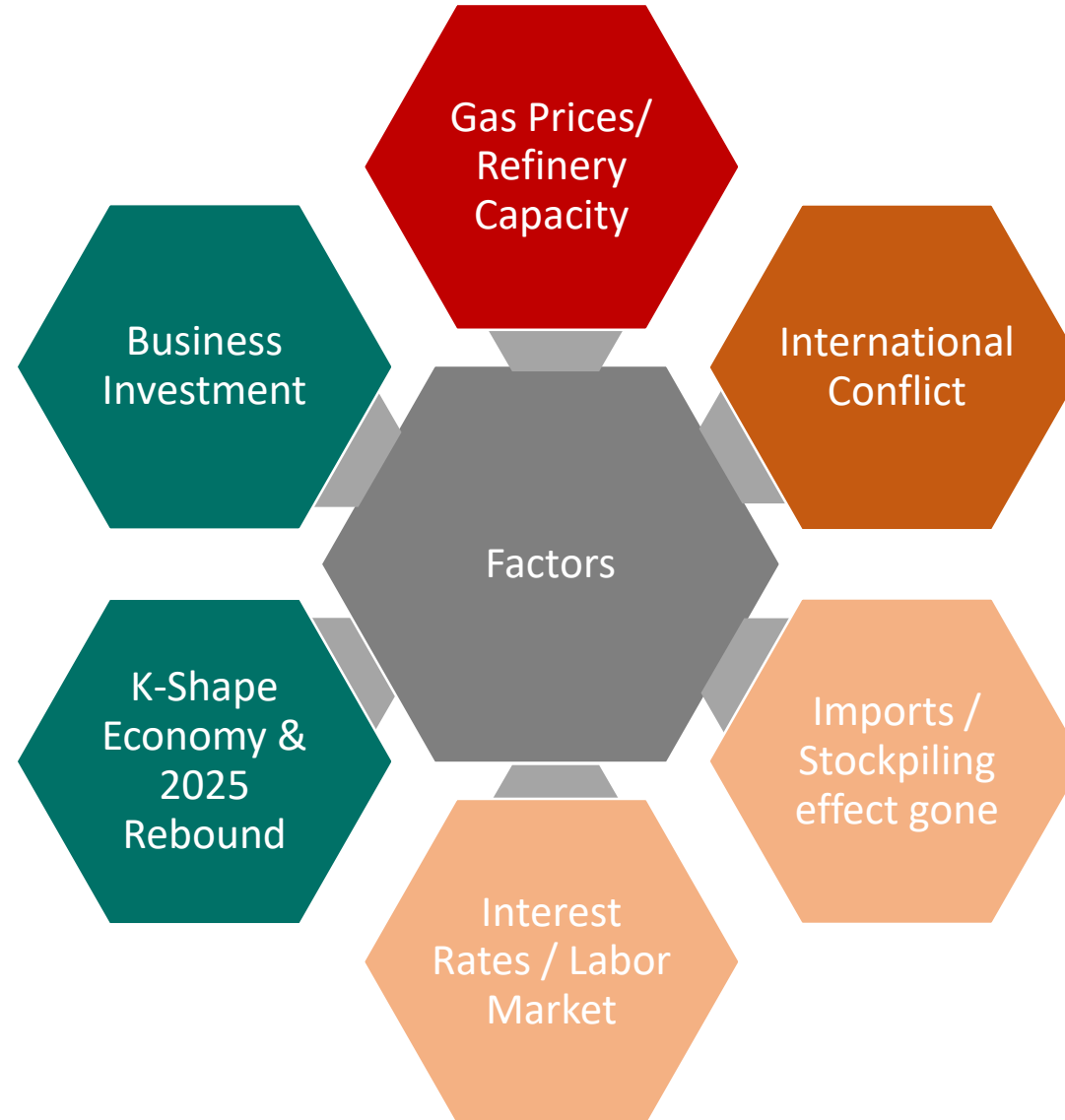
# Statewide – Major Industry Groups

Calendar  
Year  
Results





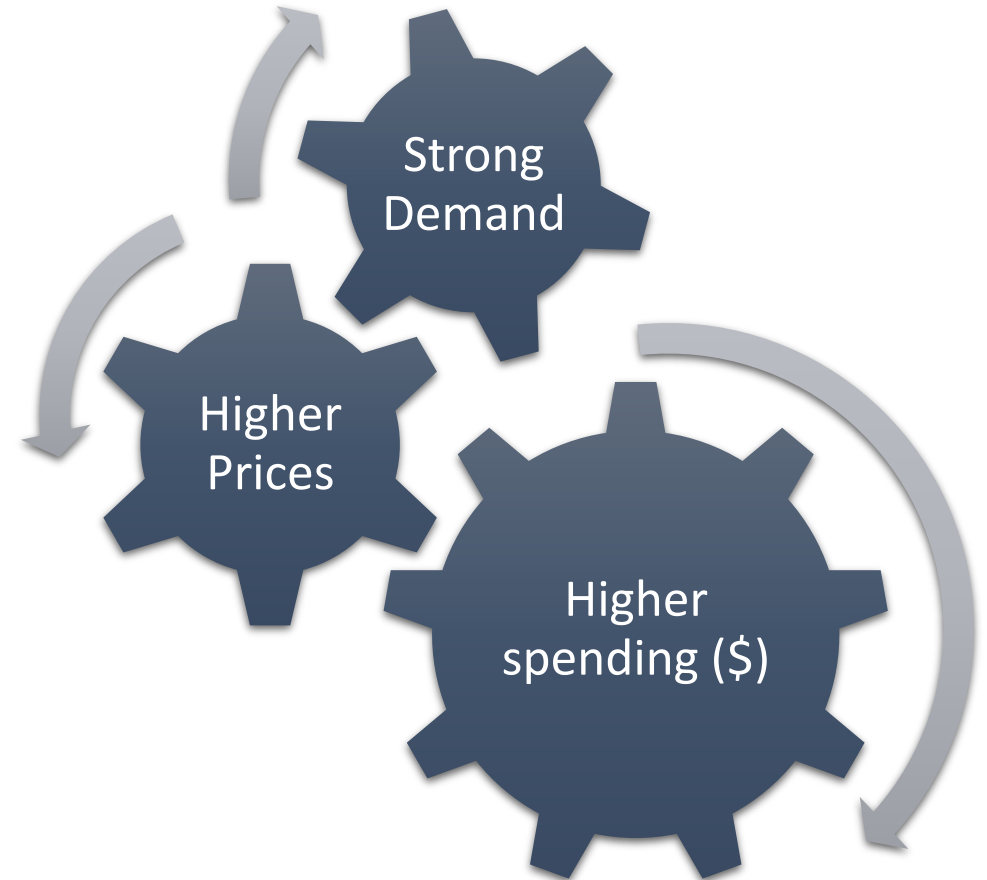
# Statewide Forecast Considerations





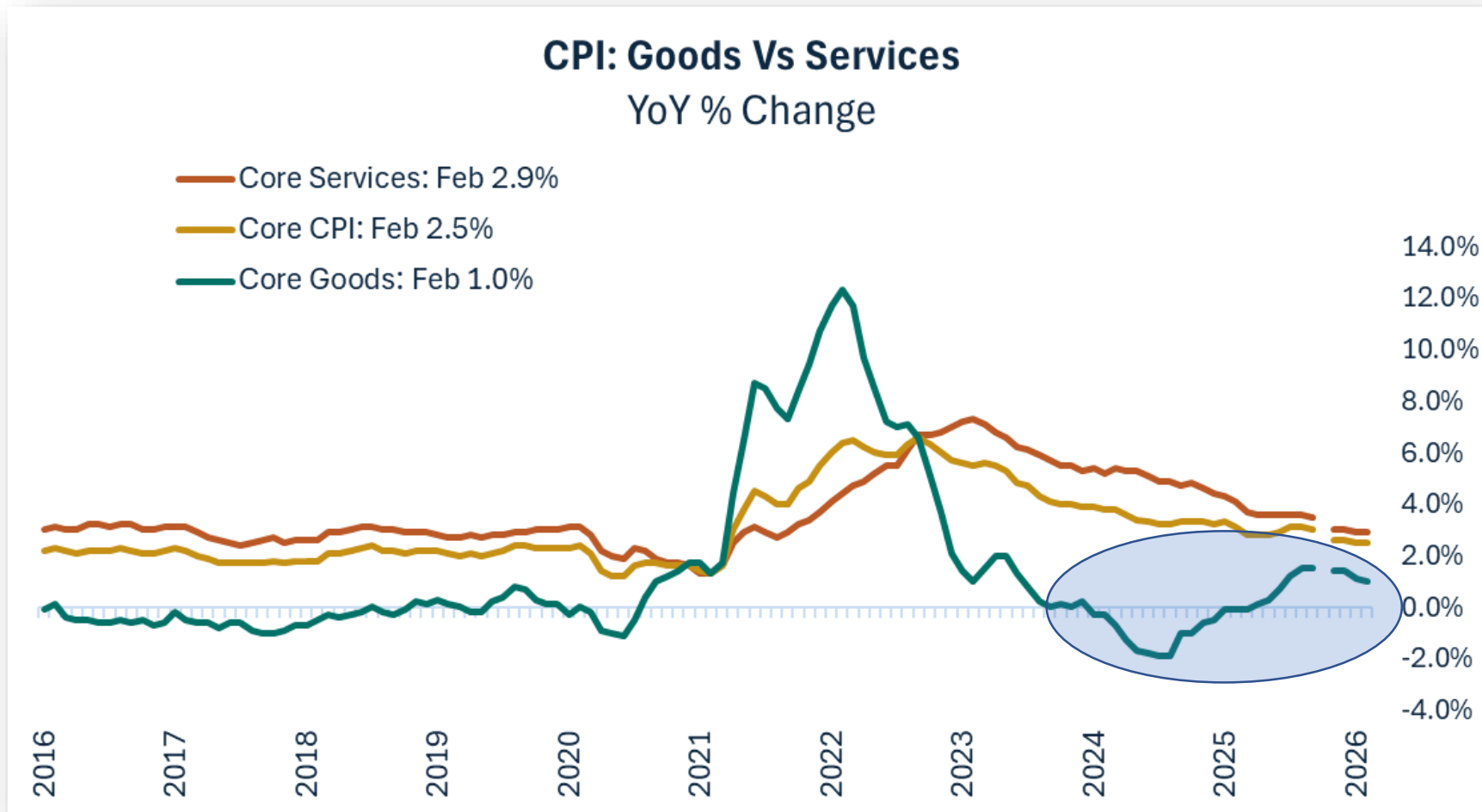
# Inflation & Sales Tax

- Steady demand for consumer goods → upward pressure on **prices** → upward pressure on **spending & sales tax**
- Supply chain bottlenecks/labor shortages → downward pressure on **supply** → upward pressure on **prices** → upward pressure on **spending & sales tax**





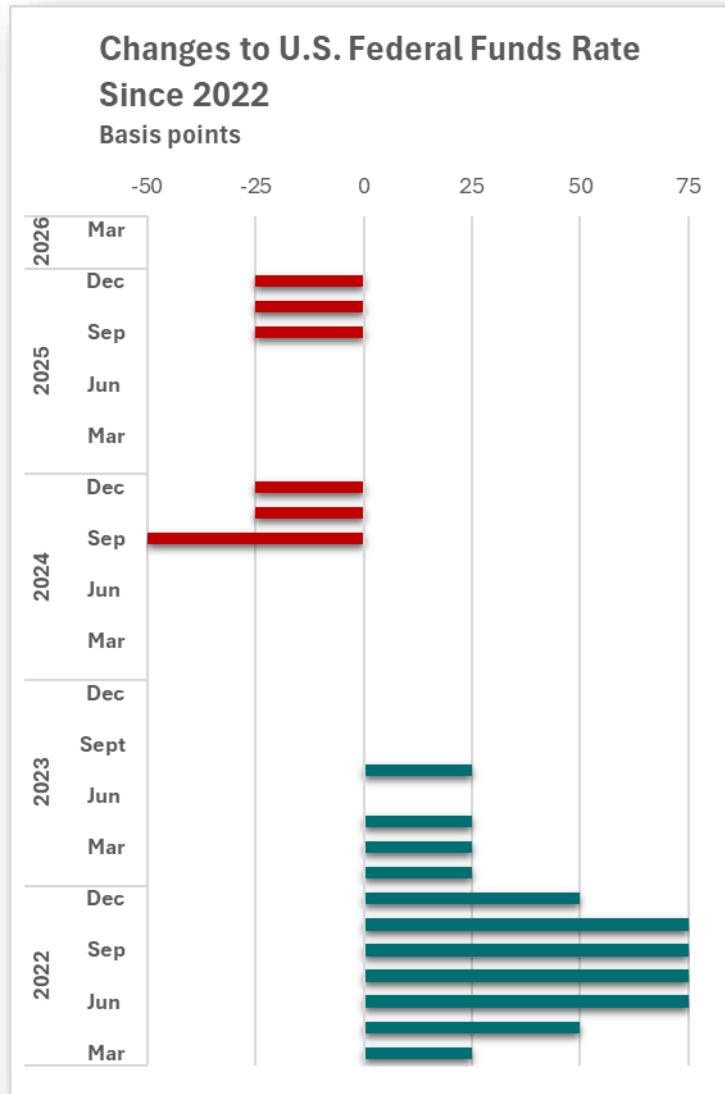
# Goods vs Services



Source: U.S. Bureau of Labor Statistics; 12-month percentage change, Consumer Price Index



# Interest Rates: FOMC May



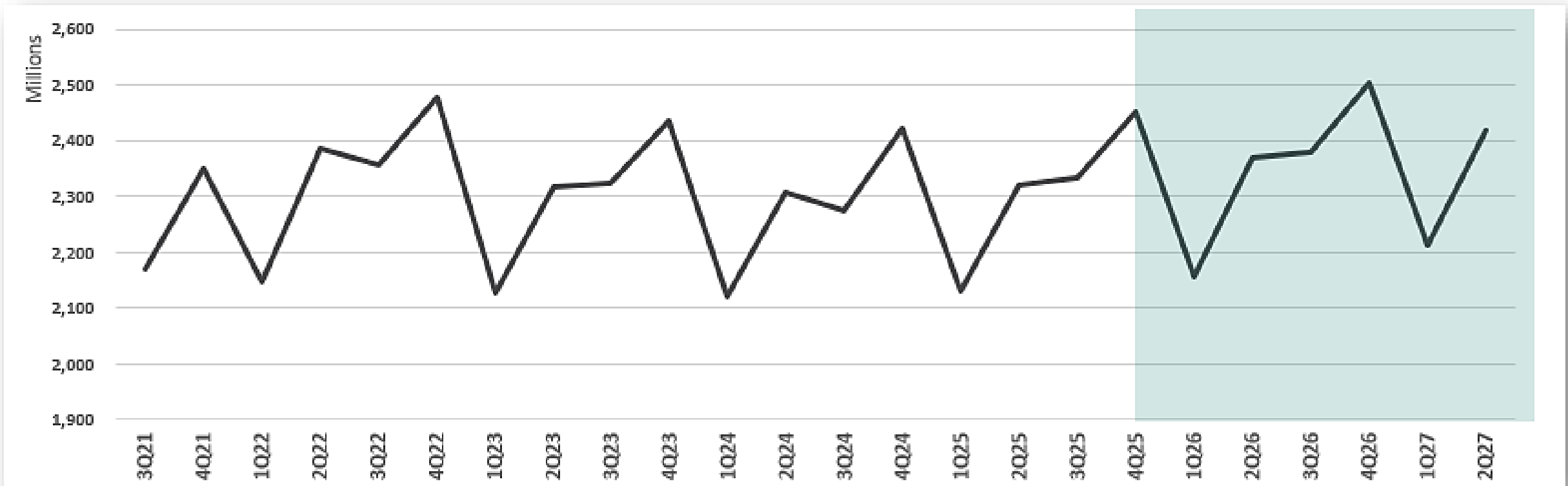
FOMC maintained the target range for the federal funds rate to 3.5% – 3.75%.

- The war in the middle east has muddied the outlook for inflation
- FOMC dot plot still suggests one cut this year and another next year (less than prior)
- Continued pressure from both sides of the dual mandate (inflation/labor)
- Next Meeting: June 16-17



# HdL Statewide Trend

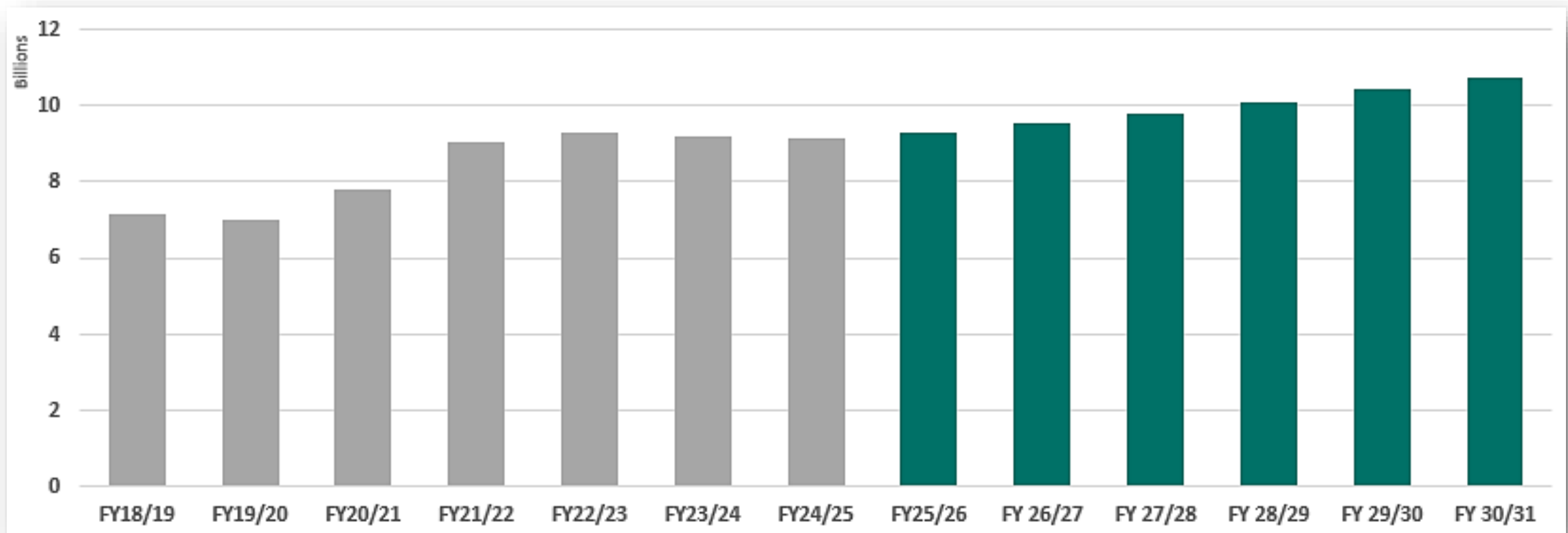
% Change YoY	3Q23	4Q23	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26	3Q26	4Q26	1Q27	2Q27
	-1.3%	-1.7%	-0.2%	-0.4%	-2.2%	-0.5%	0.4%	0.5%	2.6%	1.2%	1.2%	2.1%	1.9%	2.1%	2.6%	2.1%
Fiscal Year Change	-0.9%			-0.5%			1.8%			2.2%						





# HdL Statewide Trend – Annual Outlook

% Change YoY	18/19	19/20	20/21	21/22	22/23	23/24	24/25	25/26	26/27	27/28	28/29	29/30	30/31
	4.3%	-2.7%	11.7%	16.2%	2.5%	-0.9%	-0.5%	1.8%	2.2%	2.6%	3.3%	3.2%	3.1%





# Rolling Hills Estates Major Industry Groups - 13 Quarter Trend

## General Consumer Goods

Count: 172

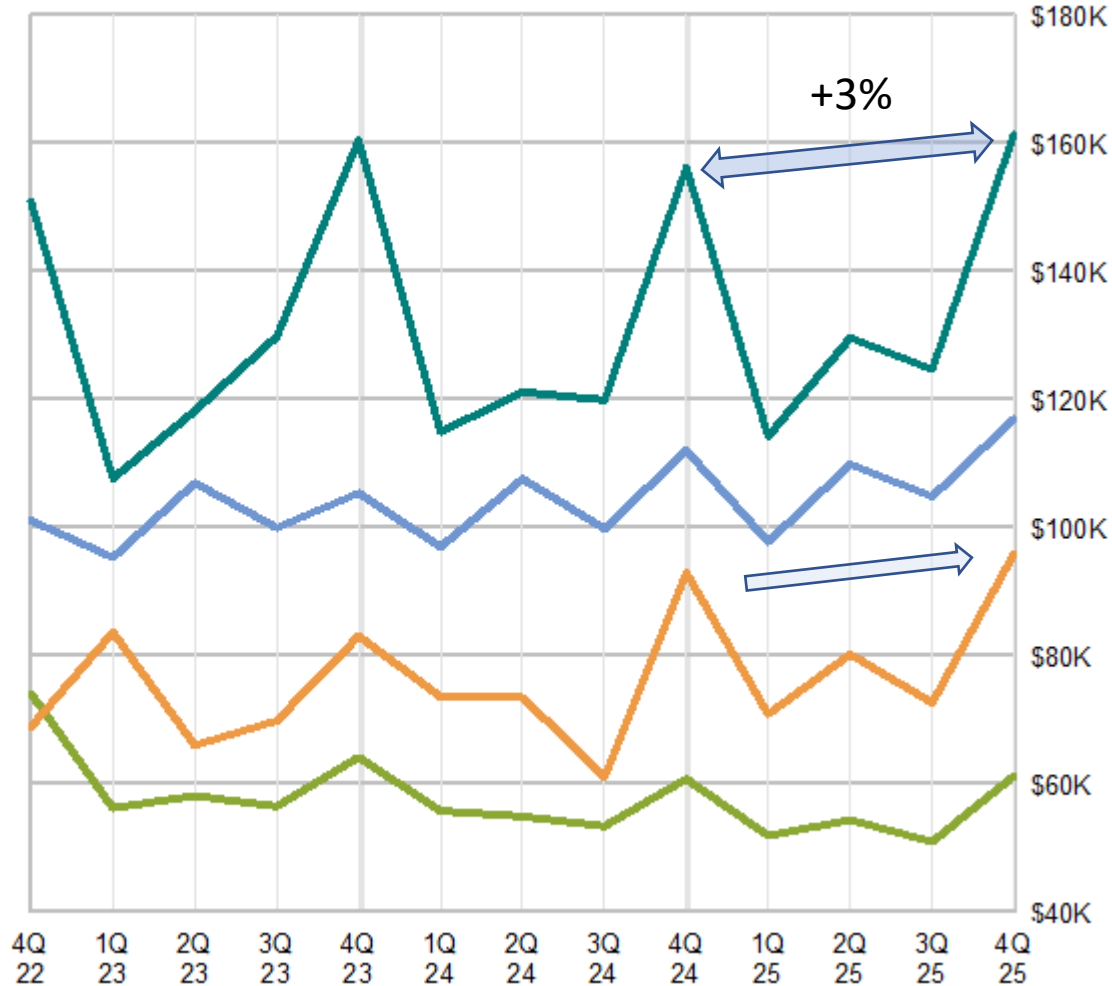
## Restaurants And Hotels

Count: 59

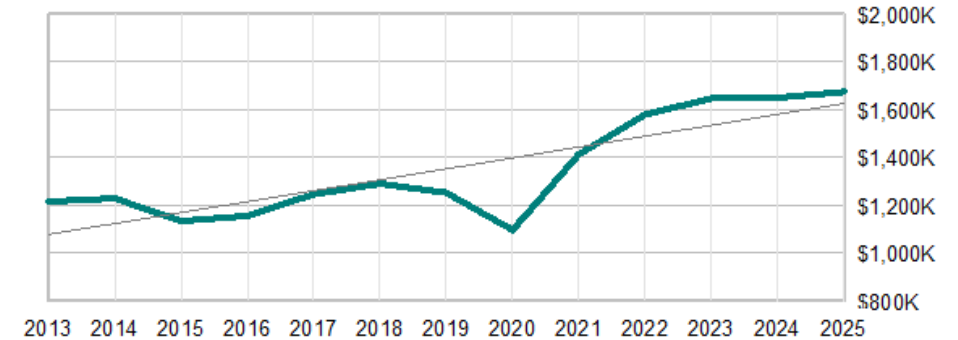
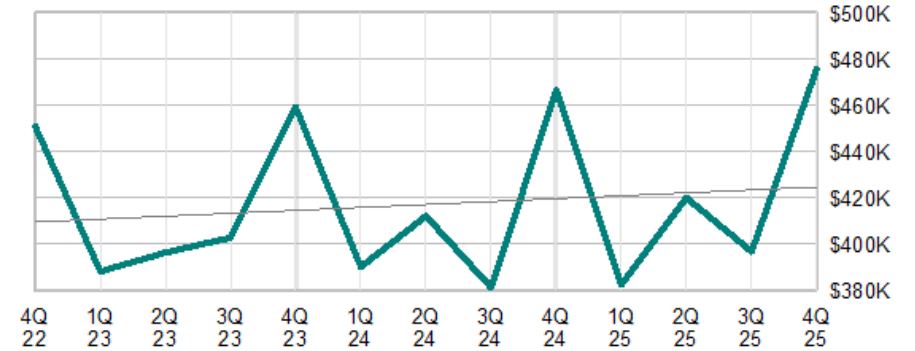
## State & County Pools

## Food And Drugs

Count: 7



## CITY TOTAL



By Calendar Year

\* Some data withheld due to confidentiality \*



When? Why? How? WHERE? WHEN? What? HOW? Why? WHAT? When? When? WHO? WHERE? Why? When? WHAT? WHEN? What? WHO? WHERE? Why? When? HOW? WHERE? What? HOW? WHEN? What? WHERE? When? WHEN? Why? WHERE? What? WHEN? HOW? WHEN? What? WHERE? When? WHEN? HOW? WHAT?



The background is a photograph of a vast vineyard with rows of grapevines stretching across rolling hills under a sunset sky with soft, colorful clouds. On the right side, there is a large, semi-transparent green circular graphic with a stylized, organic shape inside.

# Thank you!

**Bobby Young, Director of Client Services**

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