

# CITY OF POMONA

## SALES TAX UPDATE

### 3Q 2025 (JULY - SEPTEMBER)



**POMONA**

TOTAL: \$ 5,568,072

1.6%  
3Q2025



-0.1%  
COUNTY

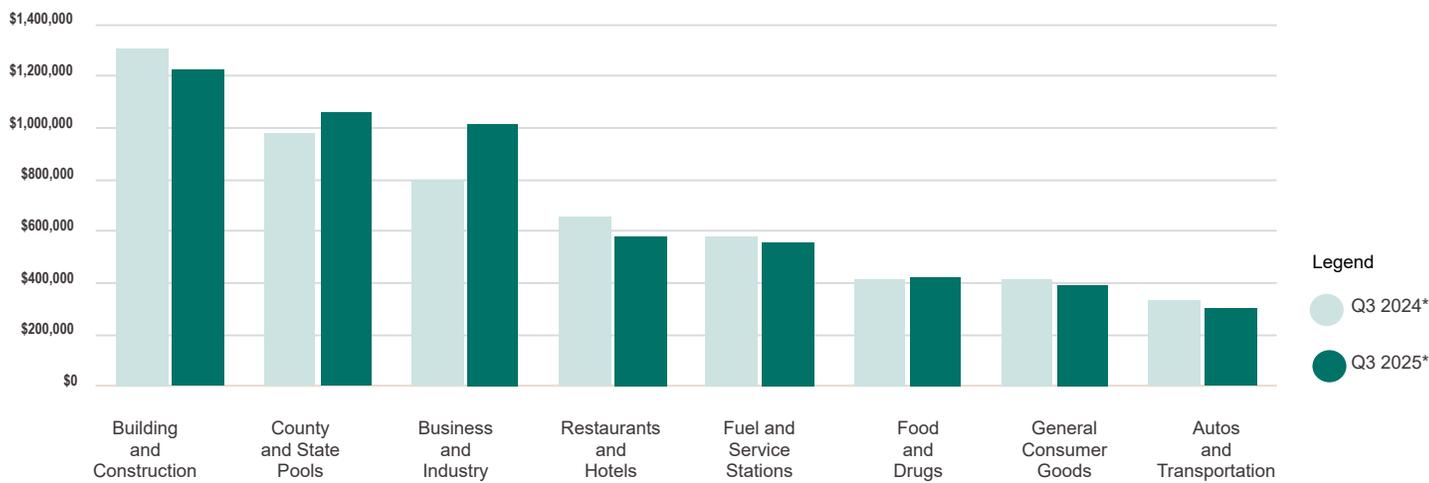


1.9%  
STATE



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

### SALES TAX BY MAJOR BUSINESS GROUP



### Measure PG

TOTAL: \$4,109,742

0.5%



### CITY OF POMONA HIGHLIGHTS

Pomona's receipts from July - September were 9.1% above the third sales period in 2024. Excluding reporting aberrations, actual sales were up 1.6%.

New businesses and one time use tax payments provided a temporary bump in revenue from business-industry.

In California, grocery prices continued to rise with significant increases for meat, fish, and poultry, increasing totals from food-drugs.

Revenue from building-construction faced a significant slowdown marked by project delays, high interest rates, and increased material costs from tariffs.

In 3Q2025, revenue from fuel-service

stations dipped due to refinery issues and volatile markets.

Totals from the autos-transportation industry declined due to record-high prices, economic uncertainty, cooling labor markets, and higher interest rates.

The City's share of the countywide use tax pool increased 8.1% when compared to the same period in the prior year. Measure PG, the City's voter-approved transactions and use tax, brought in \$4,109,742 in revenue.

Net of aberrations, taxable sales for Los Angeles County were flat over the comparable time-period; the Southern California region was up 1.8%.



### TOP 25 PRODUCERS

- |  |                           |
|--|---------------------------|
| 76                                       | Pomona Kia                |
| Ashe Pomona                              | Rohr Steel                |
| Catalyst Pomona                          | Shell                     |
| Chevron Extra Mile                       | Stars & Stripes Gas       |
| dd's Discounts                           | STIIIZY Pomona            |
| Ferguson Enterprises                     | Superior Duct Fabrication |
| Global Rental                            | Target                    |
| Home Depot                               | Towne Arco                |
| Huntington Hardware                      | Walmart Supercenter       |
| In N Out Burger                          | White Cap                 |
| Jb Wholesale Roofing & Building Supplies |                           |
| Marco Equipment                          |                           |
| Nucor Skyline                            |                           |
| Ormco Corporation                        |                           |
| Phenix Enterprises                       |                           |



## STATEWIDE RESULTS

California’s local one-cent sales and use tax receipts for July through September were 1.8% higher than the same quarter last year, after adjusting for accounting anomalies. While growth appears modest, calendar year 2025 remains on pace to rebound following two years of declines. Combined with second-quarter activity, the summer period posted a 1% improvement over the 2024 season.

Sustained consumer trends reflected a willingness to spend while remaining cost-conscious and prioritizing value. Online retailers, reporting to both business-industry and countywide use tax pools (depending on inventory location at purchase), recorded the strongest gains. This momentum extended to brick-and-mortar retailers, which also posted modest improvements. Seasonal “back-to-school” activity boosted men’s and family apparel along with shoe stores, lifting the General Goods sector and enhancing expectations for the upcoming holiday shopping period.

Tax receipts from restaurants edged higher, supported by households’ continued desire to eat out. Despite balancing higher menu prices, tip fatigue, and tighter margins, casual dining establishments generated the largest gains. Overall, summer performance appeared stable but lacked the tourism surge many had hoped for.

Offsetting positive results was a decline in revenue from fuel-service stations—marking the 10th out of the last 11 quarters with negative year-over-year change. This trend is largely tied to West Texas Intermediate (WTI) crude oil prices, which hit their lowest monthly levels since 2021. While lower gas prices may encourage spending in other categories, potential oil refinery closures in the coming year could keep per-gallon prices elevated.

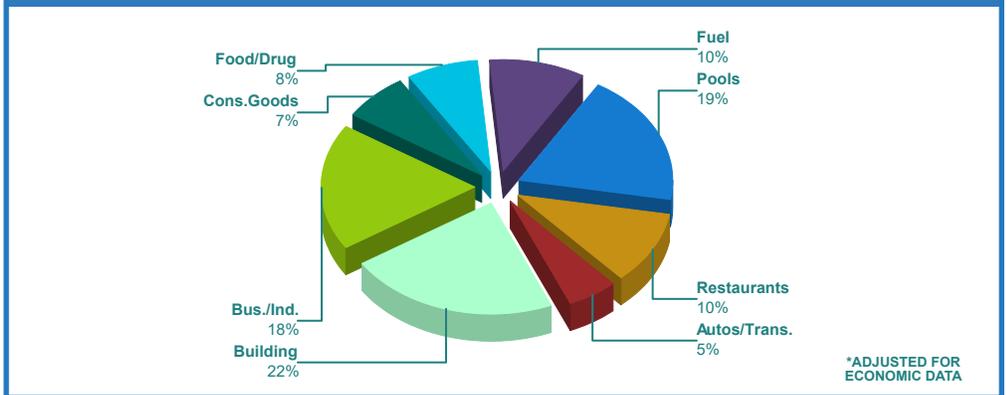
The food and drug sector continued its downward trend as grocers remitted fewer taxes, reflecting the challenge of generating taxable revenue amid rising food prices. Drug store filings have declined throughout the year, driven partly by increased access to medications through ecommerce platforms and a contraction in physical store footprints due to over-saturation and chain bankruptcies.

Two sectors poised to benefit from lower short-term interest rates—autos-transportation and building-construction—repeated a pattern of lackluster returns. A minor uptick came from new auto sales and leasing, while building material

suppliers struggled during the summer, likely creating pent-up demand for repairs and improvements ahead.

With the Federal Reserve considering additional rate changes in early 2026, optimism for improved consumer financing conditions and stronger sales tax receipts remains. As national tariff and trade talks ease, inflationary pressures will continue to shape spending behavior. For now, calendar year 2025 closes with sluggish but stable performance, awaiting broader economic shifts.

### REVENUE BY BUSINESS GROUP Pomona This Quarter\*



### TOP NON-CONFIDENTIAL BUSINESS TYPES

Pomona Business Type	Q3 '25*	Change	County Change	HdL State Change
Service Stations	517.1	-3.3% ↓	-5.6% ↓	-5.0% ↓
Building Materials	381.6	-3.7% ↓	-2.2% ↓	-2.4% ↓
Quick-Service Restaurants	308.5	-4.5% ↓	-2.2% ↓	-1.1% ↓
Contractors	269.5	-16.9% ↓	-2.9% ↓	-0.1% ↓
Light Industrial/Printers	203.6	33.4% ↑	-1.8% ↓	-1.1% ↓
Casual Dining	178.2	-14.9% ↓	1.0% ↑	2.1% ↑
Cannabis Related	165.9	14.4% ↑	-0.3% ↓	1.2% ↑
Heavy Industrial	157.3	16.1% ↑	-19.9% ↓	2.8% ↑
Grocery Stores	132.8	-6.3% ↓	-1.7% ↓	-2.0% ↓
Convenience Stores/Liquor	99.0	-1.5% ↓	-2.4% ↓	-1.4% ↓

\*Allocation aberrations have been adjusted to reflect sales activity

\*In thousands of dollars

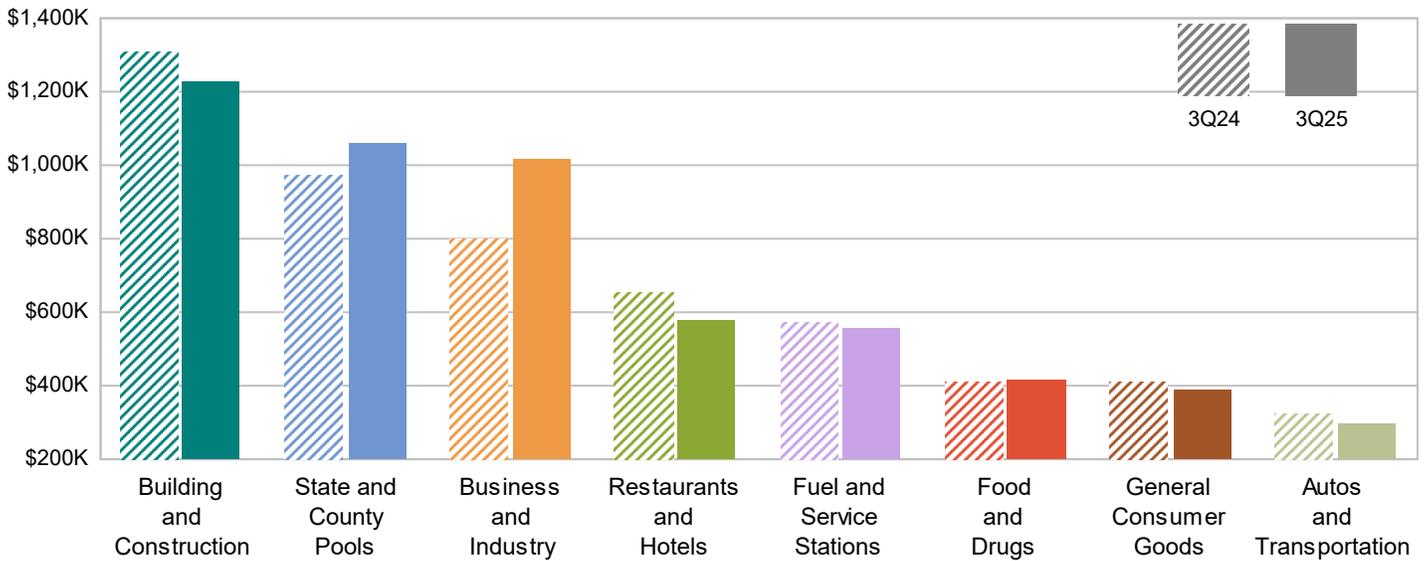


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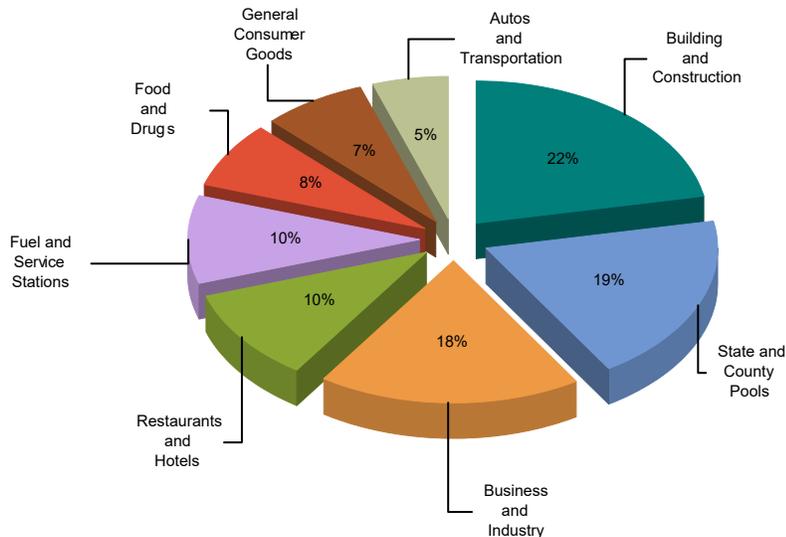
## MAJOR INDUSTRY GROUPS

Major Industry Group	Count	3Q25	3Q24	\$ Change	% Change
Building and Construction	173	1,224,270	1,309,173	(84,903)	-6.5%
State and County Pools	-	1,060,505	975,185	85,320	8.7%
Business and Industry	1,575	1,018,070	800,129	217,941	27.2%
Restaurants and Hotels	539	581,276	655,804	(74,528)	-11.4%
Fuel and Service Stations	54	556,285	576,424	(20,139)	-3.5%
Food and Drugs	176	419,707	411,698	8,009	1.9%
General Consumer Goods	1,684	388,902	414,927	(26,025)	-6.3%
Autos and Transportation	440	299,900	328,468	(28,568)	-8.7%
Transfers & Unidentified	650	19,157	8,864	10,293	116.1%
<b>Total</b>	<b>5,291</b>	<b>5,568,072</b>	<b>5,480,672</b>	<b>87,400</b>	<b>1.6%</b>

**3Q24 Compared To 3Q25**



**3Q25 Percent of Total**



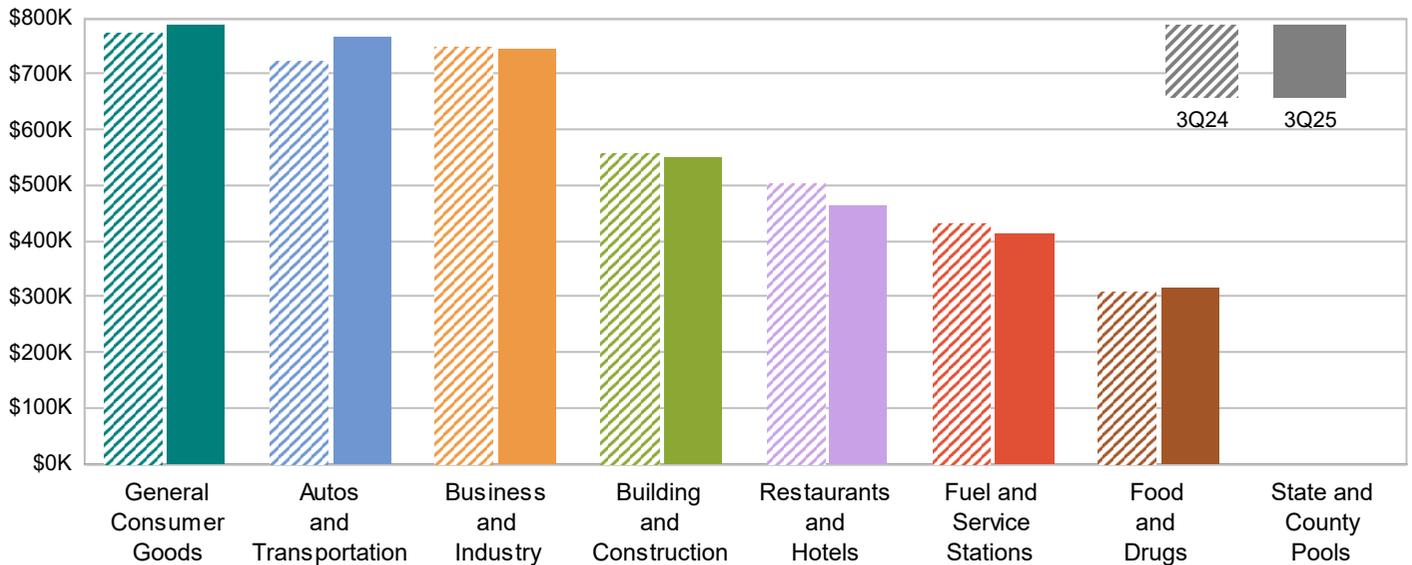


# CITY OF POMONA MEASURE PG

## MAJOR INDUSTRY GROUPS

<u>Major Industry Group</u>	<u>Count</u>	<u>3Q25</u>	<u>3Q24</u>	<u>\$ Change</u>	<u>% Change</u>
General Consumer Goods	3,083	789,367	772,509	16,859	2.2%
Autos and Transportation	1,450	766,175	722,848	43,327	6.0%
Business and Industry	6,427	745,802	747,272	(1,470)	-0.2%
Building and Construction	815	552,603	559,508	(6,905)	-1.2%
Restaurants and Hotels	532	466,481	502,924	(36,443)	-7.2%
Fuel and Service Stations	101	414,227	433,259	(19,032)	-4.4%
Food and Drugs	186	318,641	311,468	7,173	2.3%
Transfers & Unidentified	3,065	56,404	38,746	17,659	45.6%
State and County Pools	-	0	0	0	-N/A-
<b>Total</b>	<b>15,659</b>	<b>4,109,701</b>	<b>4,088,534</b>	<b>21,167</b>	<b>0.5%</b>

**3Q24 Compared To 3Q25**



**3Q25 Percent of Total**

