

CITY OF POMONA

SALES TAX UPDATE

1Q 2022 (JANUARY - MARCH)



POMONA

TOTAL: \$ 5,405,024

22.7%
1Q2022



21.6%
COUNTY

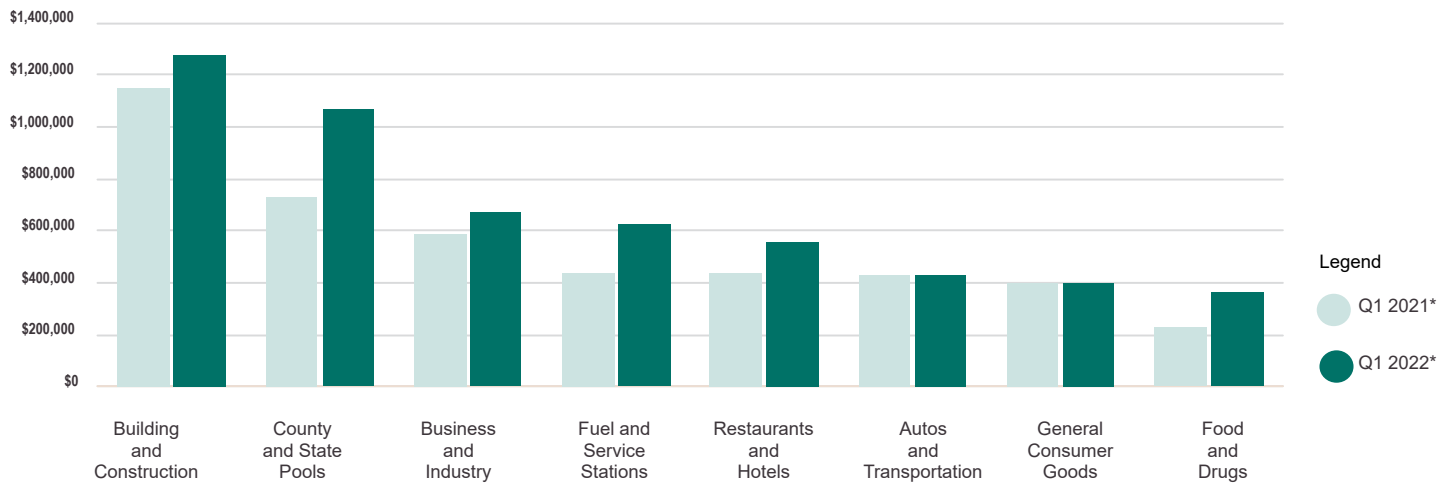


17.1%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Measure PG

TOTAL: \$3,926,691

19.7%



CITY OF POMONA HIGHLIGHTS

Pomona's receipts from January through March were 48.3% above the first sales period in 2021. Excluding reporting aberrations, actual sales were up 22.7%.

With the global cost of crude oil resulting in increased gas prices locally and more commuters on the road, revenue from service stations jumped 42%, while restaurants also experienced a sensational quarter as patrons appear unfazed by more expensive menus and populated eateries.

Spending at building material and contractor suppliers pushed higher largely due to the stable housing and commercial markets creating accessible

equity and on-going infrastructure investment.

Increased allocations from the countywide use tax pool further contributed to the overall positive outcome. Greater sales of industrial equipment helping the pool grow coupled with the improved local results stated above has the City's portion 47% higher than a year ago.

The City's transaction tax, Measure PG, experienced similar overall positive results with increased vehicles purchased-registered and strong activity at local restaurants and gas stations revenue increasing the most.



TOP 25 PRODUCERS

76	Rohr Steel
Arco AM PM	Ryder Vehicle Sales
Carlutz	Shell
Chevron Extra Mile	Southern Cal Regional Rail Authrty
dd's Discounts	STIIIZY Pomona
Ferguson Enterprises	Superior Duct Fabrication
Food 4 Less	Target
Global Rental Co	Tesla Motors
Home Depot	Towne Arco
Huntington Hardware	Walmart Supercenter
JB Wholesale Roofing & Building Supplies	
Marco Equipment	
Phenix Enterprises	
Pomona Arco	
Pomona Kia	



STATEWIDE RESULTS

California's local one-cent sales and use tax for sales occurring January through March was 17% higher than the same quarter one year ago, after adjusting for accounting anomalies and onetime payments from previous quarters. By all accounts, the California retail economy continues roaring along. Even with instability in the stock market, the crisis in Ukraine pushing up the global price of crude oil and the U.S. Federal Reserve Board beginning to tackle inflation with a series of rate increases, consumer spending continued at a strong pace.

The invasion of Ukraine by Russian military forces on February 24 had an immediate upward impact on the global price of crude oil due to fears of supply shortages. Subsequently this has caused a dramatic jump to California consumer gas and diesel prices at a time when many in the workforce were commuting back into offices, also contributing to an overall increase in consumption. As expected, fuel and service station receipts increased 47% over last year and show no signs of pulling back with summer travel right around the corner.

Sales of new and used vehicles continue to be robust causing the autos and transportation sector to jump 15% for the period. Inventory shortages by some dealers may have caused buyers to experience a Fear Of Missing Out (FOMO) and pay elevated prices while interest rates remained lower. Automotive brands that have committed to full electric or hybrid models are attractive with consumers, especially given the sudden rise in fuel prices.

Post-holiday retail sales of general consumer goods remained solid, improving 10%. Prior supply chain concerns have dissipated, port operations are returning

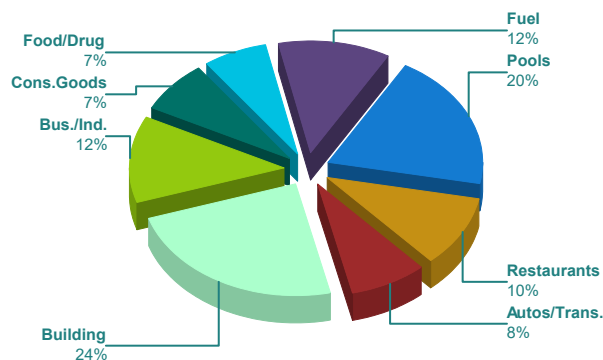
to normal and headwinds from inflation and higher cost goods haven't yet slowed consumer demand. The stellar returns were largely driven by discount department stores, especially those selling gas.

These results mark the fourth full quarter in a row that restaurant and hotel receipts have increased. While higher menu prices have contributed, steady demand by patrons to dine out is also propelling the gains. Furthermore, theme parks and entertainment venues throughout the state are busy. With the summer tourism and travel season approaching, the industry is positioned to maintain post-pandemic growth and remain positive through 2022.

Use taxes generated by online sales and purchases from out-of-state vendors allocated via the county pools, heartily surpassed expectations, gaining 13% over the comparison period. Shoppers bought a range of merchandise and spending by businesses on capital equipment remained sensational.

The first quarter sales period contributed to an already strong 2021-22 fiscal year for most municipalities statewide. However, continued inflationary pressure, soaring interest rates and record gas prices may soften growth going into 2022-23.

REVENUE BY BUSINESS GROUP Pomona This Quarter*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

Pomona Business Type	Q1 '22*	Change	County Change	HdL State Change
Service Stations	597.6	41.4% ↑	45.8% ↑	43.4% ↑
Building Materials	351.0	0.5% ↑	9.9% ↑	7.6% ↑
Contractors	322.3	29.7% ↑	17.8% ↑	20.5% ↑
Quick-Service Restaurants	316.7	2.8% ↑	10.0% ↑	7.8% ↑
Heavy Industrial	168.1	42.7% ↑	9.4% ↑	17.5% ↑
Casual Dining	142.1	81.5% ↑	67.6% ↑	55.7% ↑
Light Industrial/Printers	130.7	-8.6% ↓	13.0% ↑	14.9% ↑
Used Automotive Dealers	126.6	-33.3% ↓	10.1% ↑	8.0% ↑
Grocery Stores	123.4	4.0% ↑	4.5% ↑	3.2% ↑
Auto Repair Shops	111.5	78.0% ↑	24.1% ↑	18.7% ↑

*Allocation aberrations have been adjusted to reflect sales activity

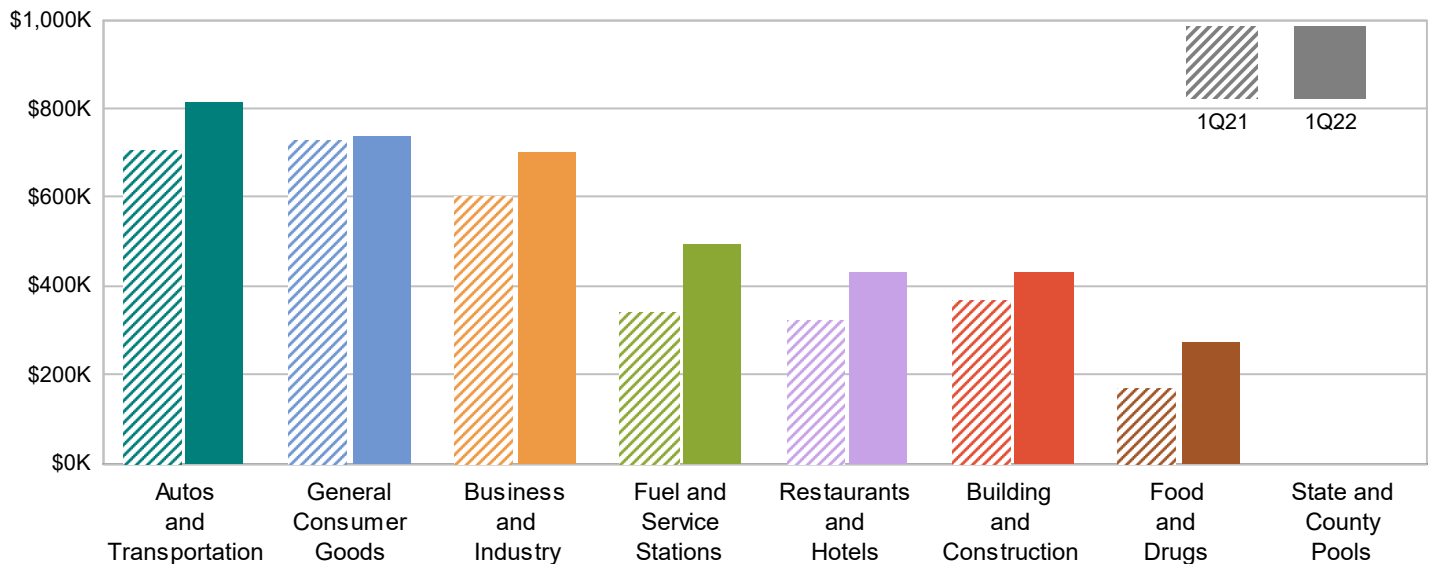
*In thousands of dollars

CITY OF POMONA MEASURE PG

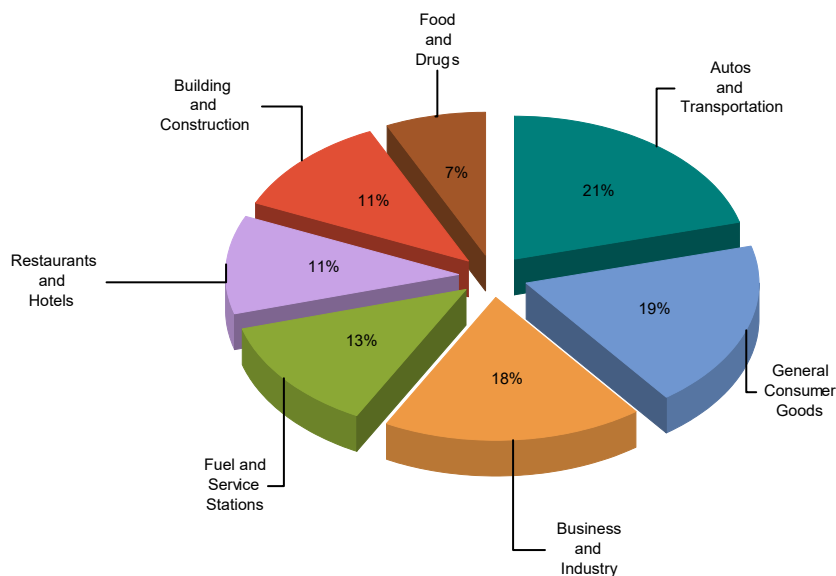
MAJOR INDUSTRY GROUPS

Major Industry Group	Count	1Q22	1Q21	\$ Change	% Change
Autos and Transportation	1,101	813,381	705,396	107,985	15.3%
General Consumer Goods	3,116	736,805	730,830	5,975	0.8%
Business and Industry	4,994	700,696	602,458	98,238	16.3%
Fuel and Service Stations	119	497,419	343,181	154,238	44.9%
Restaurants and Hotels	317	435,384	325,490	109,893	33.8%
Building and Construction	635	434,715	371,541	63,175	17.0%
Food and Drugs	161	274,174	171,894	102,279	59.5%
Transfers & Unidentified	2,757	34,118	30,360	3,758	12.4%
State and County Pools	-	0	0	0	-N/A-
Total	13,200	3,926,691	3,281,150	645,541	19.7%

1Q21 Compared To 1Q22



1Q22 Percent of Total



Seven Major Industr Groups District Tax	Fiscal Yr 2019-20 Totals	FY 2020-21 Sales Quarters				Fiscal Yr 2020-21 Totals	Dollar Change Prior Yr	Percent Change Prior Yr	FY 2021-22 Sales Quarters				Fiscal Yr 2021-22 YTD Totals	YTD % Change Prior Yr
		3Q	4Q	1Q	2Q				3Q	4Q	1Q	2Q		
Autos And Transportation	2,044,171	665,644	598,629	698,876	864,613	2,827,761	783,590	38%	786,281	724,574	810,124		2,320,980	18%
Building And Construction	1,219,132	447,467	393,578	371,398	462,953	1,675,396	456,264	37%	394,304	437,811	436,609		1,268,724	5%
Business And Industry	2,188,308	612,464	582,713	611,803	759,225	2,566,204	377,897	17%	862,941	693,650	731,095		2,287,687	27%
Food And Drugs	691,371	214,650	171,749	165,528	223,735	775,662	84,291	12%	284,071	296,712	308,059		888,843	61%
Fuel And Service Stations	1,330,719	314,326	259,478	302,837	471,455	1,348,096	17,376	1%	489,915	471,536	501,433		1,462,884	67%
General Consumer Goods	2,284,892	726,294	827,708	747,255	819,064	3,120,320	835,428	37%	754,297	904,333	751,325		2,409,954	5%
Restaurants And Hotels	1,498,461	361,512	298,676	329,235	458,561	1,447,983	(50,478)	-3%	599,877	473,184	465,912		1,538,974	56%
Transfers & Unidentified	85,930	28,197	28,143	34,670	46,246	137,257	51,327	60%	33,976	40,822	52,563		127,361	40%
Total District Tax	11,342,985	3,370,553	3,160,673	3,261,601	4,105,851	13,898,679	2,555,694	23%	4,205,663	4,042,623	4,057,121		12,305,406	26%
Less: Cost of Administration	(88,150)	(26,140)	(26,140)	5,140	(17,660)	(64,800)	23,350	26%	(17,660)	(17,660)	(22,060)		(57,380)	-22%
Grand Total	11,254,835	3,344,413	3,134,533	3,266,741	4,088,191	13,833,879	2,579,044	23%	4,188,003	4,024,963	4,035,061		12,248,026	26%
Budget	12,070,000					16,750,305							12,344,000	

**Due to the monthly allocation changes by CDITFA, as of 1st Quarter 2018 all fiscal year totals will be reported on an accrual basis (July to June sales).

