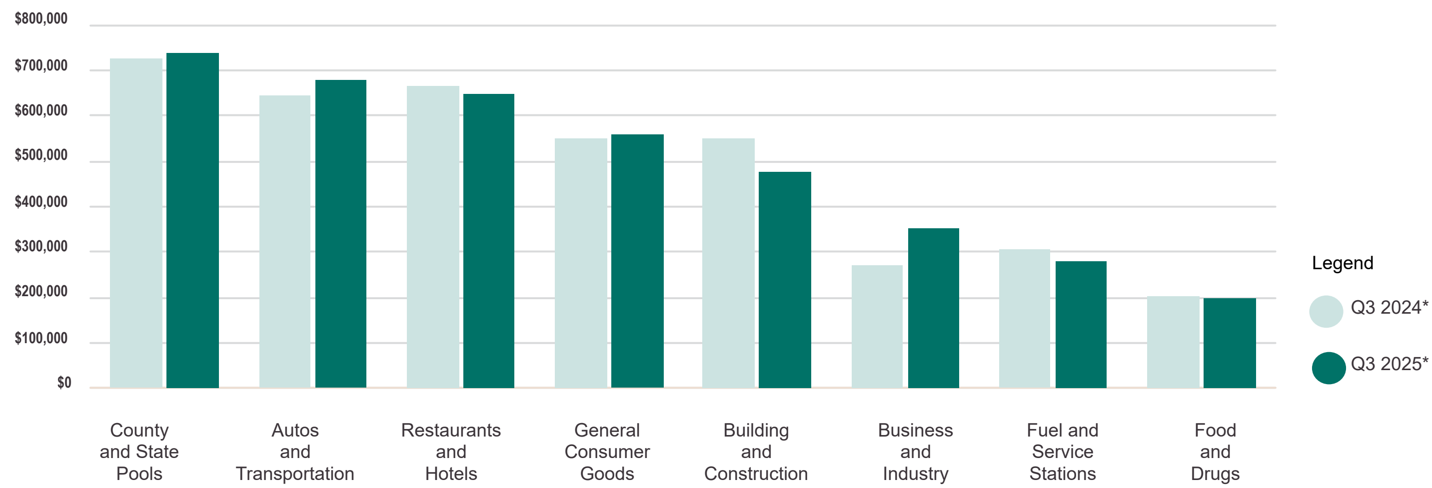
CITY OF GARDENA
SALES TAX UPDATE
3Q 2025 (JULY - SEPTEMBER)

GARDENA	0.5%	-0.1%	1.9%
TOTAL: $ 3,939,971	3Q2025 ↑	COUNTY ↓	STATE ↑

*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Measure G
TOTAL: $3,014,813

↓ -6.4%

CITY OF GARDENA HIGHLIGHTS

Gardena's receipts from July through September were 2.0% above the third sales period in 2024. Excluding reporting aberrations, actual sales were up 0.5%.

Inflation has eased following multiple Federal Reserve rate cuts, but consumer confidence remains fragile due to tariff uncertainty and cooling housing and labor markets. Spending continues, though consumers are prioritizing essentials and value while waiting for greater economic stability.

The City experienced its largest boost in business-industry, including light and heavy industrial/printer and repair shop/hand tools. Returns from home furnishings, electronics/appliance stores, and the state and county pools were also up.

Receipts from transportation/rentals, building materials, plumbing/electrical, service stations, quick service and fast casual restaurants, and grocery stores combined were lower than a year ago and partially offset the overall net quarterly gain.

Transaction and Use Tax Measure G generated 76.6% of the Bradley Burns amount, led by the strongest percentage within the business-industry sector.

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

TOP 25 PRODUCERS

- 1981 Publishing
- 76
- A&A Chevron
- Arco AM PM
- Beacon Roofing Supply
- Chick Fil A
- Commline
- Crenshaw Lumber
- Crenshaw Wholesale Electric Supply
- Enterprise Rent A Car
- G & C Equipment Finders
- Gardena Honda
- Honda Lease Trust
- In N Out Burger
- Lab Fabrication
- Marukai Market
- McDonald's
- Nissan of Gardena
- Nissin Foods
- Raising Cane's
- Sam's Club w/ Fuel
- Smardan Hatcher
- Target
- Vons Fuel
- Wood Oil Company

STATEWIDE RESULTS

California's local one-cent sales and use tax receipts for July through September were 1.9% 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.

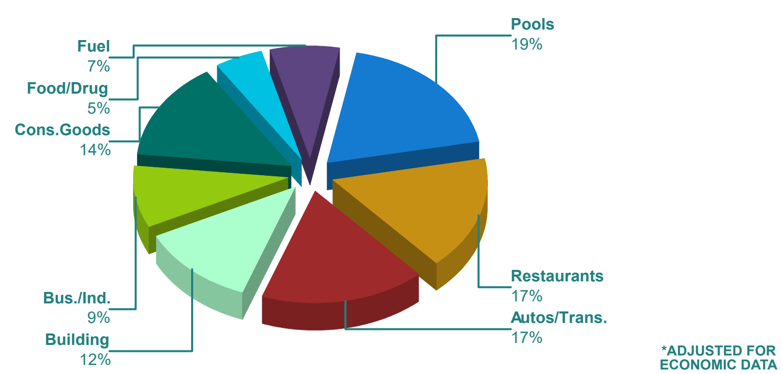
The food and drug sector continued its downward trend as grocers remitted fewer taxes, reflecting the challenge of generating taxable revenue amid rising food prices. Drug store filings have declined throughout the year, driven partly by increased access to medications through ecommerce platforms and 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

Gardena This Quarter*



TOP NON-CONFIDENTIAL BUSINESS TYPES

Gardena Business Type	Q3 '25*	Change	County Change	HdL State Change
Quick-Service Restaurants	292.8	-4.0%	-2.2%	-1.1%
Building Materials	292.7	-23.4%	-2.2%	-2.4%
Casual Dining	271.5	0.0%	0.9%	2.0%
Service Stations	231.7	-10.0%	-5.6%	-5.0%
Grocery Stores	129.8	-2.4%	-1.7%	-2.0%
Light Industrial/Printers	115.1	55.9%	-1.8%	-1.2%
Plumbing/Electrical Supplies	75.7	-14.0%	-0.6%	-0.5%
Transportation/Rentals	71.4	-19.4%	-17.9%	-2.5%
Fast-Casual Restaurants	68.0	-6.4%	-4.2%	-0.7%
Auto Repair Shops	62.4	-9.5%	-5.4%	-6.1%

Allocation aberrations have been adjusted to reflect sales activity *In thousands of dollars*