

MADERA COUNTY MEASURE T

SALES TAX UPDATE

3Q 2025 (JULY - SEPTEMBER)



MADERA COUNTY - MEASURE T

TOTAL: \$ 4,170,259

-0.5%

3Q2025



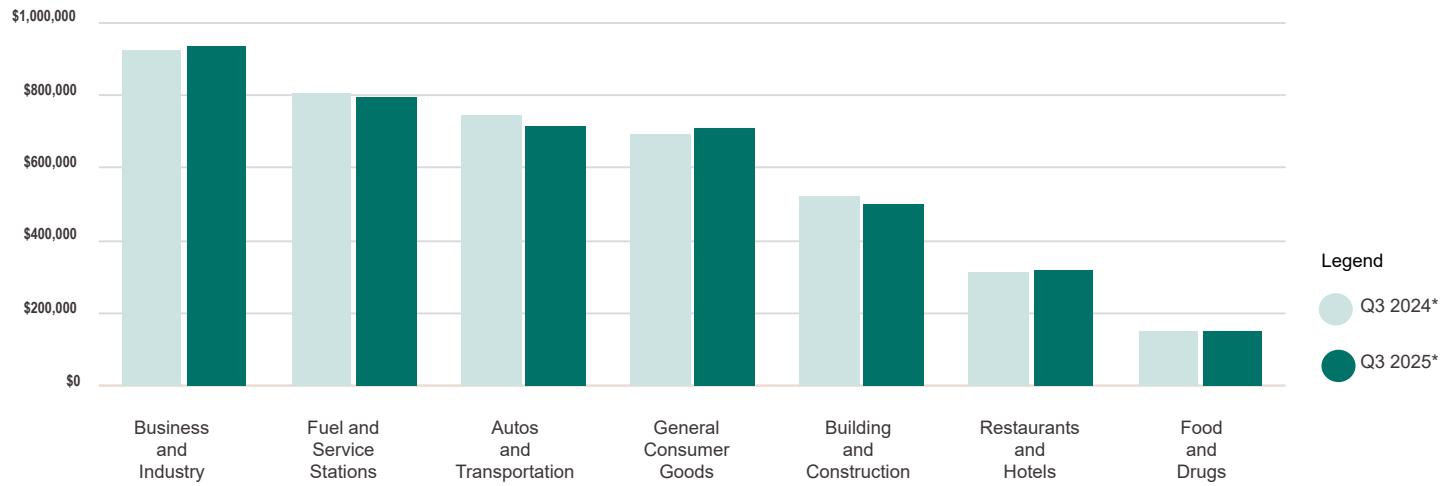
1.9%

STATE

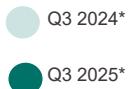


*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



Legend



MADERA COUNTY TRANSPORTATION COMMISSION - MEASURE T HIGHLIGHTS

Madera County Transportation Commission - Measure T's receipts from July through September were 4.1% above the third sales period in 2024. Excluding reporting aberrations, actual sales were down 0.5%.

While recent reports have noted that economic expansion has continued, and the Federal Reserve has started to reduce

interest rates, consumer confidence surveys indicate some weakness influencing some industry groups.

Fuel-service station payments fell modestly with prices more reasonable to fill-up for a tank of gas, but the recent opening of a new station also helped. High interest rates may have influenced the reduced receipts seen in

both the automotive and building groups.

Business-industry sales were mixed tipping upward from electrical equipment and business services. The ag related segments remitted lower receipts with demand for large equipment worsening as the year progresses.

General consumer goods gained primarily from robust online sales since shoppers are seeking the best value for their dollars with recent pricing increases. Quick-service restaurants were favored over casual dining, as value meals have been added to many fast-food menus to get customers to return.

Net of aberrations, taxable sales for all of Madera County declined 4.4% over the comparable time period; the San Joaquin Valley was up 1.5%

TOP NON-CONFIDENTIAL BUSINESS TYPES

Madera County Transportation Commission - Measure T		HdL State	
Business Type	Q3 '25*	Change	Change
Service Stations	653.2	-1.6%	-5.0%
New Motor Vehicle Dealers	360.3	-7.3%	2.5%
Retail ECommerce	274.3	15.8%	5.8%
Contractors	243.5	-2.3%	-0.2%
Building Materials	204.3	-5.2%	-2.4%
Garden/Agricultural Supplies	179.5	-2.3%	-0.8%
Quick-Service Restaurants	146.0	3.4%	-1.1%
Warehse/Farm/Const. Equip.	143.1	-8.7%	-8.7%
Used Automotive Dealers	142.0	-11.4%	-9.5%
Petroleum Prod/Equipment	134.0	4.5%	2.5%

*Allocation aberrations have been adjusted to reflect sales activity

*In thousands of dollars



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 e-commerce 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.

MAJOR BUSINESS GROUP TRENDS BY COUNTY

Percent Change from 3rd Quarter 2024 *

	Autos/Tran.	Bldg/Const	Bus/Ind.	Food/Drug	Fuel	Cons. Goods	Restaurants
Fresno Co.	-4.7%	1.7%	5.6%	1.2%	-4.5%	2.1%	-0.4%
Kern Co.	0.5%	-2.8%	15.8%	-1.8%	0.2%	0.9%	-0.7%
Kings Co.	-2.2%	-5.4%	9.3%	0.7%	-4.3%	-0.7%	3.4%
Madera Co.	-9.1%	-5.0%	-14.1%	-1.2%	-2.1%	-1.5%	1.9%
Merced Co.	6.6%	4.0%	39.2%	-1.6%	3.0%	2.0%	0.8%
San Joaquin Co.	-4.1%	2.5%	2.8%	0.6%	-1.8%	-0.8%	1.1%
Stanislaus Co.	3.6%	-9.9%	-1.3%	1.0%	-9.7%	2.9%	1.1%
Tulare Co.	7.3%	13.5%	-19.1%	-2.0%	-4.1%	1.5%	1.7%

*Allocation aberrations have been adjusted to reflect sales activity