



NAPA VALLEY TRANSPORTATION AUTHORITY-TAX AGENCY ITOC Agenda Memo

TO: Independent Taxpayer Oversight Committee
FROM: Danielle Schmitz, Executive Director
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SUBJECT: January-March Quarter 1 Calendar Year 2025,
Measure T Quarter 3 Fiscal Year 2025 Analysis and Financial Update

RECOMMENDATION

That the ITOC receive the most recent Measure T analysis and financial update.

EXECUTIVE SUMMARY

This memo presents the tax analysis from HdL Companies, NVRTA's sales tax consultant, with the most recent quarterly sales tax update newsletter (Attachment 1) for the period of January - March 2025.

BACKGROUND

Tax Analysis

The Napa Valley Transportation Authority's Measure T receipts for January through March were relatively flat compared to the same period in 2024. After adjusting for reporting anomalies such as missing payments, receipts increased by 0.7%.

Anticipation of new tariffs spurred a surge in both new and used vehicle sales, as consumers rushed to lock in current prices. General consumer goods saw a boost, aided by the opening of a new retailer in the County. However, these gains were partially offset by declining sales at other retailers, as consumers pulled back on discretionary spending and increasingly turned to omnichannel options to find lower prices. Local construction spending grew modestly.

Fuel-service stations faced increased competition and lower fuel prices, resulting in a revenue decline more than double the statewide average. Wineries and tasting rooms experienced another weak quarter—the largest decline within the business and industry group. Other outlets in this group reported mixed results, though there were some new investments in commercial and industrial equipment and supplies.

After accounting for reporting anomalies, Napa County's taxable sales were 1.2% below the prior year's comparison period, while the Bay Area region posted a 0.5% increase.

Sales Tax Receipts in the Current Year

Table 1 below lists the monthly receipts for FY 2024-25 for July through February. The forecast for the current year has been updated to reflect recent revenue trends. The revenue forecast for FY 2024-25 has been adjusted downward twice from the original projection of \$26,500,000 to \$25,000,000, reflecting updated figures recently provided by the County of Napa and HdL. As a result, revenues for FY 2025 are expected to remain flat compared to the previous year. Table 2 illustrates the revised forecast for the current year for Measure T revenues and provides a preliminary forecast of Measure U revenues.

Table 1: Measure T Sales Tax Revenues compared to the revised forecast.

		Quarter Total	\$ 6,700,000	\$ 6,309,600	\$ (390,400)	-6.2%	\$ 6,591,623	\$ (282,023)
October	Dec	\$ 2,000,000	1,960,134	(39,866)	-2.0%	1,902,439	57,695	
November	Jan	2,100,000	1,792,785	(307,215)	-14.6%	1,816,381	(23,596)	
December	Feb	2,400,000	2,751,425	351,425	14.6%	2,716,410	35,015	
	Quarter Total	6,500,000	6,504,344	4,344	0.1%	6,435,230	69,114	
	Year-To- Date	\$ 13,200,000	\$ 12,813,944	\$ (386,056)	-2.9%	\$ 13,026,853	\$ (212,909)	
January	Mar	1,750,000	1,675,346	(74,654)	-4.3%	1,730,730	-55,384	
February	Apr	1,750,000	1,565,046	(184,954)	-10.6%	1,702,801	-137,755	
March	May	2,000,000	2,352,142	352,142	17.6%	2,149,371	202,771	
	Quarter Total	5,500,000	5,592,534	92,534	1.7%	5,582,902	9,632	
	Year-To- Date	\$ 18,700,000	\$ 18,406,478	\$ (293,522)	-1.6%	\$ 18,609,755	\$ (203,277)	
April	Jun	1,900,000	2,001,437	101,437	5.3%	1,920,455	80,982	
May	Jul	2,100,000	2,282,522	182,522	8.7%	2,151,976	130,546	
June	Aug	2,300,000	0	(2,300,000)	-100.0%	2,464,790	0	
	Quarter Total	6,300,000	4,283,959	(2,016,041)	-32.0%	6,537,221	211,528	
	Total Revenues	\$ 25,000,000	\$ 22,690,437	\$ (2,309,563)	-9.2%	\$ 25,146,977	\$ 8,251	
	Interest	\$ -	\$ 110,000	\$ 110,000	-	\$ 90,599		
	Total Revenues	\$ 25,000,000	\$ 22,800,437	\$ (2,199,563)	-8.8%	\$ 25,237,576		

Table 2: Current year and five-year forecast

Measure T Forecast FY25- Current Year, Updated

ACTUALS/FORECAST				ACTUALS FISCAL YEAR 2021-22	ACTUALS FISCAL YEAR 2022-23	ACTUALS FISCAL YEAR 2023-24	FORECAST FISCAL YEAR 2024-25
American Canyon				\$ 1,905,632	\$ 1,961,376	\$ 1,936,684	\$ 1,919,000
Calistoga				\$ 668,273	\$ 687,914	\$ 679,540	\$ 672,000
City of Napa				\$ 9,987,077	\$ 10,280,245	\$ 10,152,878	\$ 10,055,000
Napa County				\$ 9,811,902	\$ 10,096,986	\$ 9,967,254	\$ 9,881,000
St. Helena				\$ 1,460,410	\$ 1,502,872	\$ 1,483,953	\$ 1,470,000
Yountville				\$ 668,273	\$ 687,914	\$ 679,540	\$ 672,000
NVTA				\$ 248,631	\$ 257,879	\$ 257,685	\$ 250,000
ITOC				\$ 73,907	\$ 75,825	\$ 80,041	\$ 81,000
				\$ 24,824,105	\$ 25,551,011	\$ 25,237,576	\$ 25,000,000

Measure U Forecast- FY26 to FY30

				Measure U -->				
Actuals/Forecast				FY2026	FY2027	FY2028	FY2029	FY2030
City of Napa				9,509,200	9,627,600	9,830,100	10,036,200	10,246,900
County of Napa				9,086,000	9,199,300	9,392,500	9,589,500	9,790,700
American Canyon				1,920,600	1,944,500	1,985,300	2,027,000	2,069,500
St. Helena				1,545,400	1,564,700	1,597,500	1,631,000	1,665,300
Calistoga				707,000	715,800	730,800	746,100	761,800
Yountville				825,800	836,100	853,600	871,500	889,800
NVTA Admin				506,000	512,000	522,200	532,700	543,300
NVTA RTEP				1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
ITOC				-	-	-	-	-
				\$ 25,300,000	\$ 25,600,000	\$ 26,112,000	\$ 26,634,000	\$ 27,167,300

ATTACHMENTS

- (1) NVTA Sales Tax Update – Newsletter
- (2) NVTA Q125 (January – March 2025) Final Reports

NVTA

SALES TAX UPDATE

1Q 2025 (JANUARY - MARCH)



NVTA

TOTAL: \$ 5,488,142

0.7%
1Q2025

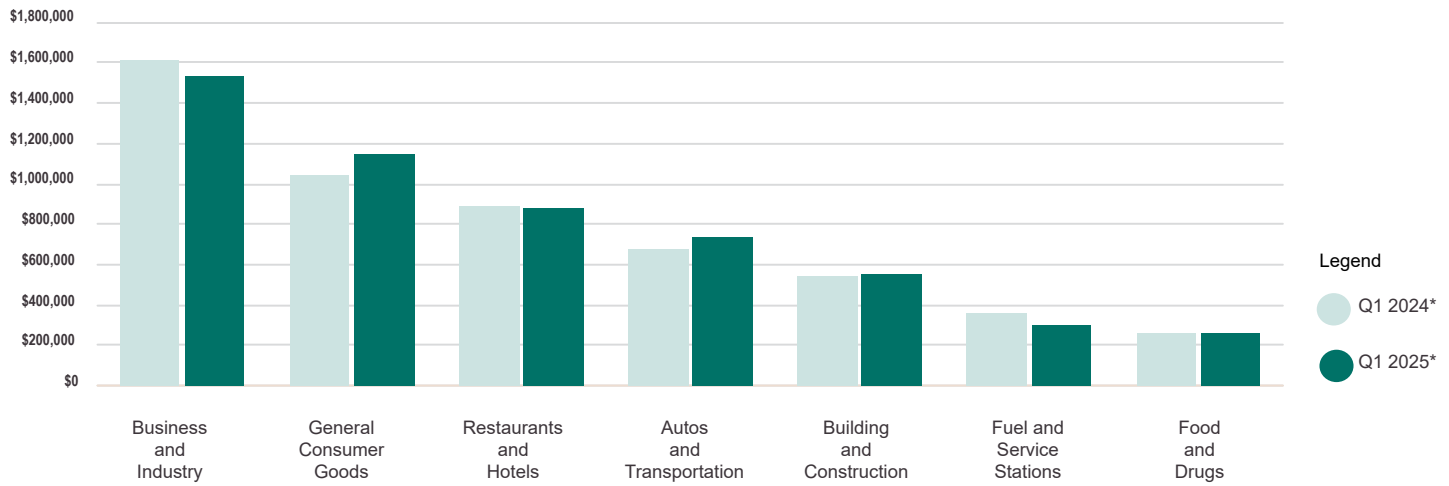


0.3%
STATE



*Allocation aberrations have been adjusted to reflect sales activity

SALES TAX BY MAJOR BUSINESS GROUP



NAPA VALLEY TRANSPORTATION AUTHORITY (NVTA) HIGHLIGHTS

The Napa Valley Transportation Authority's Measure T receipts from January through March were flat compared to the first sales period in 2024. Excluding reporting aberrations including missing payments, receipts for this period were up 0.7%.

As new tariffs loomed, consumers flocked to both new and used car lots to lock in

pricing before any price hikes kicked in. The general consumer goods group reported a strong gain as a new retailer opened in the County. The new dollars added to the tax base were undercut by losses posted by other retailers as consumers continued to pull back on discretionary spending and relied more heavily on omnichannel retailers to secure the lowest prices.

Meanwhile, spending for local construction activity was up a modest amount.

The fuel-service stations group faced new competition and the effects of lower prices, which carried over from last year. The combination of the two cut total receipts by more than two times the statewide average. At the same time, wineries and their tasting rooms posted another down quarter with this being the largest among the businesses reporting to the business-industry group. Among the other outlets reporting to this group, results were mixed but mostly lower, even as some new investments in commercial and industrial equipment and supplies were realized this period.

Net of aberrations, taxable sales for Napa County were 1.2% below those of the comparison period while those of the Bay Area region were up 0.5%.

TOP NON-CONFIDENTIAL BUSINESS TYPES

Napa Valley Transportation Authority (NVTA)			HdL State	
Business Type	Q1 '25*	Change	Change	
Wineries	659.9	-6.3% ↓	-5.5% ↓	
New Motor Vehicle Dealers	429.5	6.1% ↑	-0.6% ↓	
Casual Dining	326.5	-3.6% ↓	1.3% ↑	
Discount Dept Stores	307.4	57.7% ↑	-2.1% ↓	
Building Materials	285.4	5.5% ↑	3.8% ↑	
Service Stations	285.2	-14.9% ↓	-5.8% ↓	
General Merchandise	282.2	5.2% ↑	2.4% ↑	
Fine Dining	197.3	-0.6% ↓	-6.7% ↓	
Contractors	150.1	-9.8% ↓	1.2% ↑	
Hotels/Motels	147.9	9.7% ↑	1.8% ↑	

*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 January through March 2025 increased by 0.34% compared to the same quarter in 2024, after adjusting for accounting anomalies. While this modest growth may signal the end of an eight-quarter decline, it could be temporary, as the broader economy remains on the edge between recovery and further slowdown.

The first quarter is traditionally the lowest sales tax-generating period of the year, often influenced by seasonal weather and post-holiday consumer behavior.

Notably, the autos-transportation and building-construction sectors—both of which had been dragging down statewide results over the past two years—showed the strongest rebounds this quarter. In the autos sector, used car sales and leasing activity led the recovery. Consumers are increasingly opting for more affordable vehicles and shorter-term commitments, moving away from high-end purchases. In construction, pent-up demand for repairs and improvements, especially in weather-affected and wildfire-damaged areas like Southern California, drove strong sales for building material suppliers.

Other segments generating modest growth included business-industry and countywide use tax pools, largely due to continued strength in online sales. Sales of goods already in California before purchase are reported under business-industry fulfillment centers. Goods shipped from outside the state are reported under county pools, based on the destination of the out-of-state shipment. Online shopping remains a preferred option for value-conscious consumers, contributing significantly to tax receipts in these categories.

Calendar year 2024 saw a decline in fuel-related tax receipts due to lower global crude oil prices—a trend that continued into 1Q 2025. Fuel-related returns dropped by 5%. This decline also affected general consumer goods, as large retailers that sell fuel typically report all sales under a single taxpayer ID. As a result, brick-and-mortar merchants such as post-holiday family apparel stores, winter sporting goods vendors and closures of variety stores contributed to weaker performance.

Although food-drugs is the smallest of the eight tax groupings, it was significant that cannabis returns continued a downturn

trend that has been ongoing for over two years. Bankruptcies, customer shopping alternatives and oversaturation of retail footprint diminished taxes coming from drug stores.

As 2025 begins, sales tax returns remain modest, reflecting broader economic volatility. Key factors influencing our outlook include: ongoing national tariff and trade negotiations and decisions on the federal funds rate - which directly affect consumer interest rates. Recent Middle East conflicts, which temporarily spiked crude oil prices and threatened local gas prices during the summer, will be a short-term concern. In summary, "uncertainty" remains the most accurate descriptor of California's current and future economic climate.

MAJOR BUSINESS GROUP TRENDS BY COUNTY

Percent Change from 1st Quarter 2024 *

	Autos/Tran.	Bldg/Const	Bus/ind.	Food/Drug	Fuel	Cons. Goods	Restaurants
Alameda Co.	2.7%	2.0%	-2.7%	-6.0%	-6.2%	-2.1%	-0.8%
Contra Costa Co.	-0.6%	2.0%	4.8%	-5.3%	-1.2%	-2.9%	-0.3%
Marin Co.	5.0%	8.2%	25.1%	-4.3%	-2.2%	1.7%	2.1%
Napa Co.	-0.5%	-4.3%	-7.5%	-6.6%	-10.2%	19.1%	-0.1%
San Francisco Co.	-1.6%	-11.9%	29.6%	-5.1%	-0.6%	3.8%	5.1%
San Mateo Co.	2.0%	-1.1%	23.5%	-0.5%	-7.8%	-2.0%	2.6%
Santa Clara Co.	-4.2%	6.5%	-12.3%	-5.9%	-5.2%	-0.8%	1.7%
Solano Co.	5.8%	2.2%	-0.5%	-4.5%	-6.3%	-5.4%	0.2%
Sonoma Co.	2.5%	0.7%	-4.7%	-2.3%	4.0%	-3.3%	0.7%

*Allocation aberrations have been adjusted to reflect sales activity



	ACTUAL RECEIPTS			ADJUSTED FOR ECONOMIC DATA		
	1Q 2025	1Q 2024	% Change	1Q 2025	1Q 2024	% Change
Alameda County						
Autos And Transportation	16,338,680	16,178,256	1.0%	16,416,352	15,984,086	2.7%
Building And Construction	8,940,319	8,826,245	1.3%	8,355,943	8,194,509	2.0%
Business And Industry	18,034,252	17,708,780	1.8%	17,278,258	17,753,219	-2.7%
Food And Drugs	3,836,078	4,744,099	-19.1%	3,778,087	4,021,049	-6.0%
Fuel And Service Stations	4,922,040	5,197,495	-5.3%	4,887,626	5,209,353	-6.2%
General Consumer Goods	12,253,594	12,531,540	-2.2%	11,907,997	12,166,381	-2.1%
Restaurants And Hotels	11,237,719	10,961,931	2.5%	10,659,890	10,742,561	-0.8%
Transfers & Unidentified	225,470	297,347	-24.2%	142,986	120,961	18.2%
County & State Pool	19,346,116	18,971,841	2.0%	19,004,172	17,855,976	6.4%
	95,134,268	95,417,535	-0.3%	92,431,311	92,048,095	0.4%
Contra Costa County						
Autos And Transportation	7,757,944	7,860,783	-1.3%	7,740,797	7,786,182	-0.6%
Building And Construction	4,623,926	4,587,194	0.8%	4,496,377	4,406,273	2.0%
Business And Industry	6,551,729	5,792,401	13.1%	6,362,771	6,071,540	4.8%
Food And Drugs	2,910,922	3,648,589	-20.2%	2,884,599	3,045,224	-5.3%
Fuel And Service Stations	4,922,080	5,207,657	-5.5%	4,818,949	4,875,728	-1.2%
General Consumer Goods	8,435,492	8,733,720	-3.4%	8,310,572	8,558,190	-2.9%
Restaurants And Hotels	6,769,302	6,654,815	1.7%	6,483,198	6,503,266	-0.3%
Transfers & Unidentified	128,256	92,279	39.0%	75,246	51,331	46.6%
County & State Pool	10,959,068	11,254,393	-2.6%	10,819,906	10,482,802	3.2%
	53,058,719	53,831,832	-1.4%	51,992,414	51,780,537	0.4%
Marin County						
Autos And Transportation	3,917,859	3,326,650	17.8%	3,471,500	3,305,944	5.0%
Building And Construction	1,479,294	1,431,350	3.3%	1,430,734	1,322,688	8.2%
Business And Industry	913,194	792,914	15.2%	929,173	742,902	25.1%
Food And Drugs	950,166	1,206,344	-21.2%	953,051	996,099	-4.3%
Fuel And Service Stations	876,354	915,035	-4.2%	888,539	908,202	-2.2%
General Consumer Goods	2,699,657	2,630,181	2.6%	2,625,818	2,582,514	1.7%
Restaurants And Hotels	2,096,957	2,006,343	4.5%	2,027,698	1,986,761	2.1%
Transfers & Unidentified	73,398	64,940	13.0%	36,874	41,550	-11.3%
County & State Pool	3,416,494	3,044,942	12.2%	3,019,754	2,958,808	2.1%
	16,423,373	15,418,700	6.5%	15,383,142	14,845,467	3.6%
Napa County						
Autos And Transportation	689,871	741,443	-7.0%	706,333	709,602	-0.5%
Building And Construction	737,780	722,750	2.1%	727,634	759,952	-4.3%
Business And Industry	3,073,685	3,183,016	-3.4%	2,931,672	3,168,654	-7.5%
Food And Drugs	529,038	570,946	-7.3%	459,165	491,446	-6.6%
Fuel And Service Stations	617,864	673,962	-8.3%	597,491	665,508	-10.2%
General Consumer Goods	1,159,287	1,048,957	10.5%	1,202,981	1,009,649	19.1%
Restaurants And Hotels	1,840,993	1,851,769	-0.6%	1,760,348	1,762,638	-0.1%
Transfers & Unidentified	29,850	18,124	64.7%	17,675	9,897	78.6%
County & State Pool	1,809,240	1,746,121	3.6%	1,761,488	1,708,650	3.1%
	10,487,608	10,557,087	-0.7%	10,164,787	10,285,995	-1.2%
San Francisco County						
Autos And Transportation	2,272,150	2,384,523	-4.7%	2,280,167	2,317,256	-1.6%
Building And Construction	2,240,937	2,545,313	-12.0%	2,157,726	2,448,972	-11.9%
Business And Industry	5,229,283	5,866,696	-10.9%	5,093,796	3,930,656	29.6%
Food And Drugs	2,593,332	3,247,916	-20.2%	2,463,312	2,595,272	-5.1%
Fuel And Service Stations	2,200,563	2,155,491	2.1%	2,208,709	2,222,632	-0.6%
General Consumer Goods	8,503,062	7,312,021	16.3%	7,831,875	7,546,501	3.8%
Restaurants And Hotels	13,285,333	12,424,014	6.9%	12,798,734	12,182,165	5.1%
Transfers & Unidentified	201,619	131,699	53.1%	138,458	88,297	56.8%
County & State Pool	11,682,463	11,477,911	1.8%	11,042,732	10,438,870	5.8%
	48,208,743	47,545,583	1.4%	46,015,510	43,770,621	5.1%
San Mateo County						
Autos And Transportation	9,234,594	9,312,148	-0.8%	9,178,894	9,000,432	2.0%
Building And Construction	4,031,336	3,924,886	2.7%	3,818,201	3,862,602	-1.1%
Business And Industry	9,493,966	7,482,205	26.9%	8,733,360	7,074,255	23.5%
Food And Drugs	2,209,803	2,619,502	-15.6%	2,194,935	2,205,312	-0.5%
Fuel And Service Stations	3,243,413	3,659,147	-11.4%	3,243,154	3,515,893	-7.8%
General Consumer Goods	6,968,183	6,345,103	9.8%	6,843,733	6,984,074	-2.0%
Restaurants And Hotels	7,685,220	7,386,413	4.0%	7,423,622	7,234,139	2.6%
Transfers & Unidentified	142,776	188,941	-24.4%	37,837	34,342	10.2%
County & State Pool	9,949,948	10,398,168	-4.3%	10,664,962	10,118,884	5.4%
	52,959,238	51,316,513	3.2%	52,138,698	50,029,934	4.2%

BAY AREA

ACTUAL/ADJUSTED COMPARISON - BY COUNTY AND MAJOR INDUSTRY GROUP

	ACTUAL RECEIPTS			ADJUSTED FOR ECONOMIC DATA		
	1Q 2025	1Q 2024	% Change	1Q 2025	1Q 2024	% Change
Santa Clara County						
Autos And Transportation	15,903,905	18,179,413	-12.5%	17,269,762	18,018,782	-4.2%
Building And Construction	8,817,973	8,218,785	7.3%	8,389,925	7,877,131	6.5%
Business And Industry	26,772,128	40,374,119	-33.7%	35,207,194	40,132,721	-12.3%
Food And Drugs	3,929,659	4,980,699	-21.1%	4,032,993	4,285,471	-5.9%
Fuel And Service Stations	7,107,495	6,706,677	6.0%	6,110,190	6,447,383	-5.2%
General Consumer Goods	18,044,262	17,711,290	1.9%	17,153,756	17,293,086	-0.8%
Restaurants And Hotels	17,577,495	17,020,499	3.3%	16,903,896	16,622,444	1.7%
Transfers & Unidentified	228,132	182,464	25.0%	145,038	105,921	36.9%
County & State Pool	27,334,653	25,474,793	7.3%	26,654,630	24,067,120	10.8%
	125,715,702	138,848,739	-9.5%	131,867,385	134,850,059	-2.2%
Solano County						
Autos And Transportation	3,976,157	3,950,770	0.6%	4,285,394	4,051,553	5.8%
Building And Construction	1,587,515	1,581,250	0.4%	1,557,166	1,524,006	2.2%
Business And Industry	7,975,793	5,451,052	46.3%	4,715,420	4,739,742	-0.5%
Food And Drugs	1,071,368	1,178,893	-9.1%	1,005,147	1,052,475	-4.5%
Fuel And Service Stations	1,702,286	1,902,090	-10.5%	1,793,534	1,913,928	-6.3%
General Consumer Goods	3,551,679	3,896,803	-8.9%	3,592,096	3,798,687	-5.4%
Restaurants And Hotels	2,648,825	2,595,770	2.0%	2,542,208	2,537,802	0.2%
Transfers & Unidentified	67,434	157,894	-57.3%	28,741	155,888	-81.6%
County & State Pool	4,317,784	4,096,616	5.4%	4,291,376	4,091,174	4.9%
	26,898,841	24,811,138	8.4%	23,811,083	23,865,256	-0.2%
Sonoma County						
Autos And Transportation	3,989,965	3,889,739	2.6%	3,965,627	3,867,895	2.5%
Building And Construction	3,129,548	3,125,456	0.1%	3,056,026	3,033,508	0.7%
Business And Industry	3,363,614	3,633,239	-7.4%	3,256,434	3,417,109	-4.7%
Food And Drugs	1,795,986	2,074,701	-13.4%	1,790,632	1,833,116	-2.3%
Fuel And Service Stations	2,365,763	2,249,827	5.2%	2,160,525	2,077,589	4.0%
General Consumer Goods	3,950,363	4,099,081	-3.6%	3,851,048	3,981,306	-3.3%
Restaurants And Hotels	3,526,279	3,398,412	3.8%	3,371,690	3,347,887	0.7%
Transfers & Unidentified	82,256	88,086	-6.6%	63,813	39,849	60.1%
County & State Pool	4,811,139	4,886,864	-1.5%	4,687,725	4,696,461	-0.2%
	27,014,913	27,445,404	-1.6%	26,203,518	26,294,721	-0.3%
Bay Area Totals						
Autos And Transportation	64,081,124	65,823,727	-2.6%	65,314,825	65,041,733	0.4%
Building And Construction	35,588,629	34,963,230	1.8%	33,989,732	33,429,641	1.7%
Business And Industry	81,407,644	90,284,422	-9.8%	84,508,079	87,030,798	-2.9%
Food And Drugs	19,826,352	24,271,688	-18.3%	19,561,922	20,525,465	-4.7%
Fuel And Service Stations	27,957,859	28,667,381	-2.5%	26,708,717	27,836,215	-4.1%
General Consumer Goods	65,565,579	64,308,696	2.0%	63,319,877	63,920,388	-0.9%
Restaurants And Hotels	66,668,123	64,299,966	3.7%	63,971,284	62,919,663	1.7%
Transfers & Unidentified	1,179,191	1,221,774	-3.5%	686,668	648,037	6.0%
County & State Pools	93,626,905	91,351,648	2.5%	91,946,744	86,418,745	6.4%
	455,901,405	465,192,532	-2.0%	450,007,848	447,770,685	0.5%
*HdL State Totals						
Autos And Transportation	332,756,334	333,176,059	-0.1%	332,269,090	329,297,106	0.9%
Building And Construction	183,687,911	176,703,172	4.0%	172,993,929	168,532,349	2.6%
Business And Industry	372,993,153	371,742,600	0.3%	362,429,855	361,332,639	0.3%
Food And Drugs	98,606,601	115,853,880	-14.9%	96,074,972	99,598,724	-3.5%
Fuel And Service Stations	173,752,671	181,393,404	-4.2%	164,677,052	174,302,562	-5.5%
General Consumer Goods	339,892,211	346,410,139	-1.9%	331,195,570	339,122,541	-2.3%
Restaurants And Hotels	310,880,806	298,234,518	4.2%	290,923,893	291,084,329	-0.1%
Transfers & Unidentified	6,485,324	4,502,830	44.0%	3,563,502	2,678,834	33.0%
County & State Pools	398,133,001	392,457,260	1.4%	393,170,741	374,186,055	5.1%
	2,217,188,011	2,220,473,863	-0.1%	2,147,298,604	2,140,135,138	0.3%



NAPA COUNTY ALL AGENCIES

SALES TAX TRENDS FOR ALL AGENCIES - 1Q 2025 SALES

Agency allocations reflect "point of sale" receipts

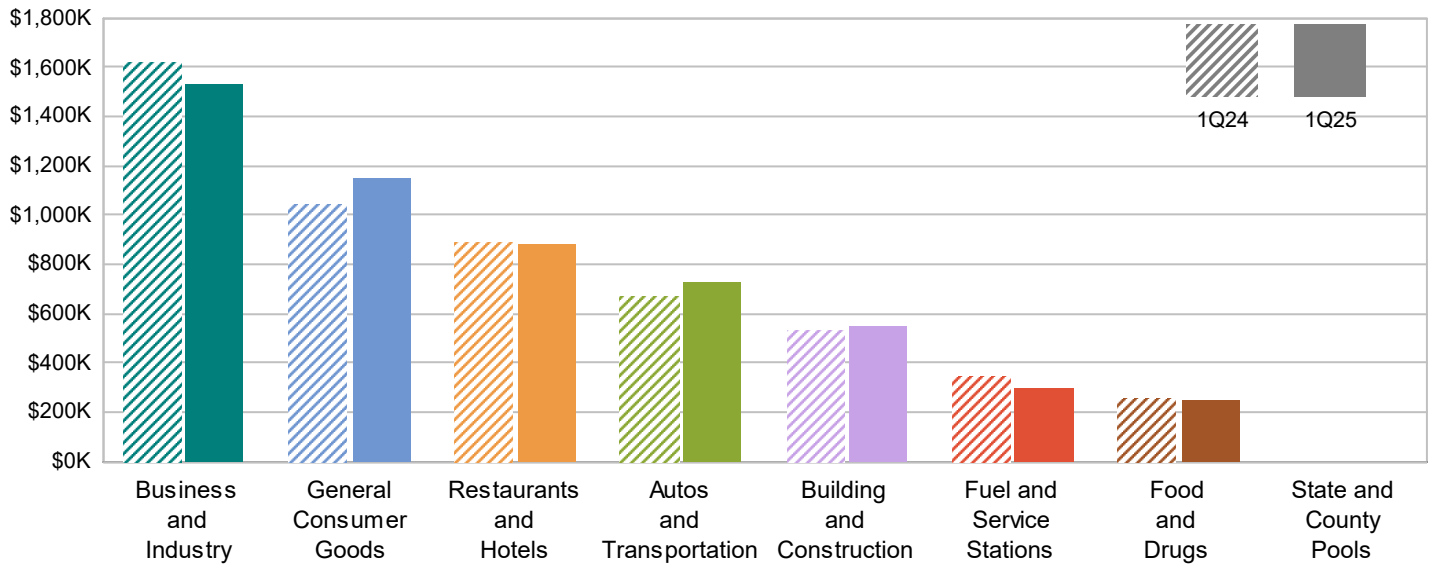
Agency Name	Count	Current Year 1Q 2025	Prior Year 1Q 2024	Share of County Pool	Actual Receipts % Change	Adjusted % Change
Calistoga	399	377,518	275,315	4.4%	+ 37.1%	+ 3.5%
Napa	3,291	4,024,821	4,100,085	46.4%	- 1.8%	+ 2.3%
Yountville	162	276,766	281,766	3.2%	- 1.8%	- 1.4%
St. Helena	583	674,936	730,188	7.8%	- 7.6%	- 5.0%
Napa Co. Uninc	2,661	2,476,534	2,536,371	28.5%	- 2.4%	- 5.3%
American Canyon	559	847,791	887,240	9.8%	- 4.4%	- 11.8%
Totals	7,655	8,678,366	8,810,965	100.0%	- 1.5%	- 2.0%
Napa Pool	11,726	1,803,925	1,741,283		+ 3.6%	+ 3.1%

NAPA VALLEY MEASURE T

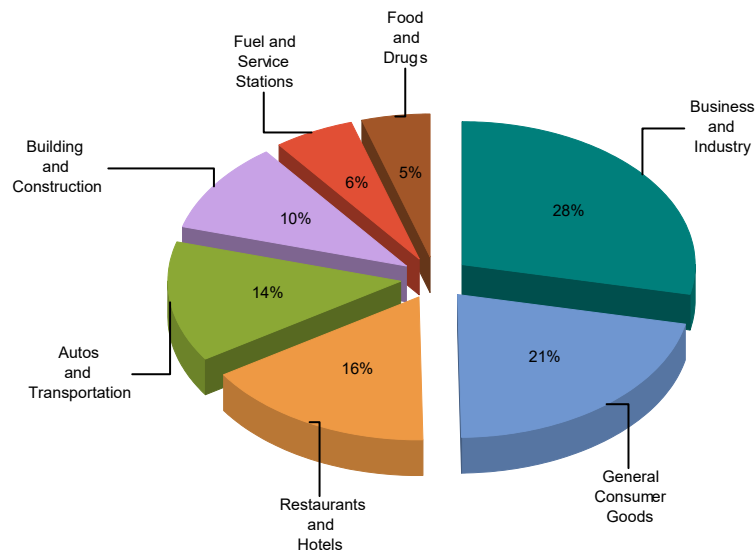
MAJOR INDUSTRY GROUPS

Major Industry Group	Count	1Q25	1Q24	\$ Change	% Change
Business and Industry	9,679	1,531,139	1,617,198	(86,058)	-5.3%
General Consumer Goods	5,763	1,152,586	1,046,708	105,878	10.1%
Restaurants and Hotels	640	881,167	889,692	(8,525)	-1.0%
Autos and Transportation	1,619	730,424	674,754	55,669	8.3%
Building and Construction	1,321	551,592	537,388	14,204	2.6%
Fuel and Service Stations	111	305,689	354,971	(49,282)	-13.9%
Food and Drugs	331	257,631	265,872	(8,241)	-3.1%
Transfers & Unidentified	4,612	77,914	63,542	14,372	22.6%
State and County Pools	-	0	0	0	-N/A-
Total	24,076	5,488,142	5,450,125	38,017	0.7%

1Q24 Compared To 1Q25



1Q25 Percent of Total



NAPA VALLEY MEASURE T

MAJOR INDUSTRY GROUPS - 13 QUARTER HISTORY

Sales Tax by Major Industry Group

Business And Industry

Count: 9,679

General Consumer Goods

Count: 5,763

Restaurants And Hotels

Count: 640

Autos And Transportation

Count: 1,619

Building And Construction

Count: 1,321

Fuel And Service Stations

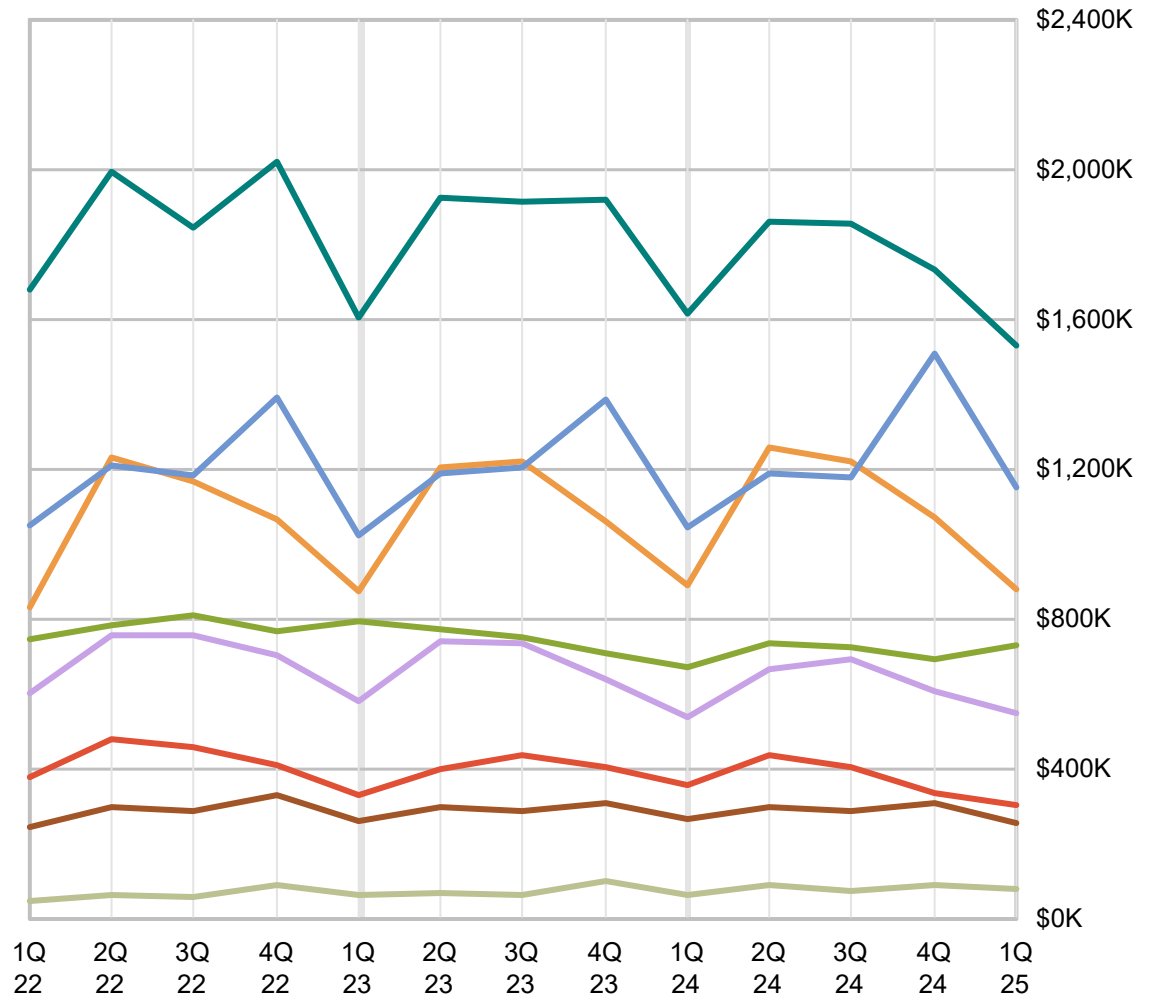
Count: 111

Food And Drugs

Count: 331

Transfers & Unidentified

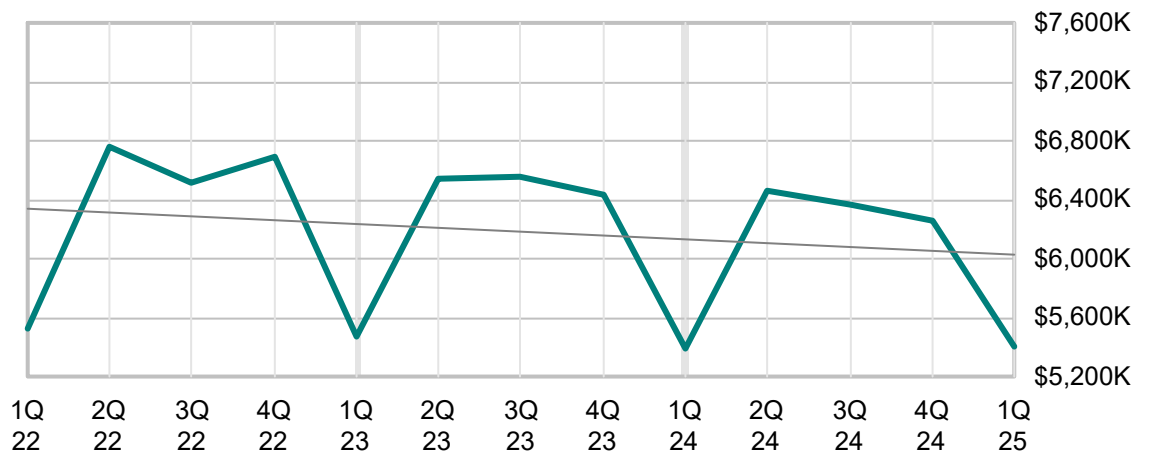
Count: 4,612



Agency Trend

Napa Valley Transportation Aut

13 Quarter Trend: -4.9%



Periods shown reflect the period in which the sales occurred - Point of Sale

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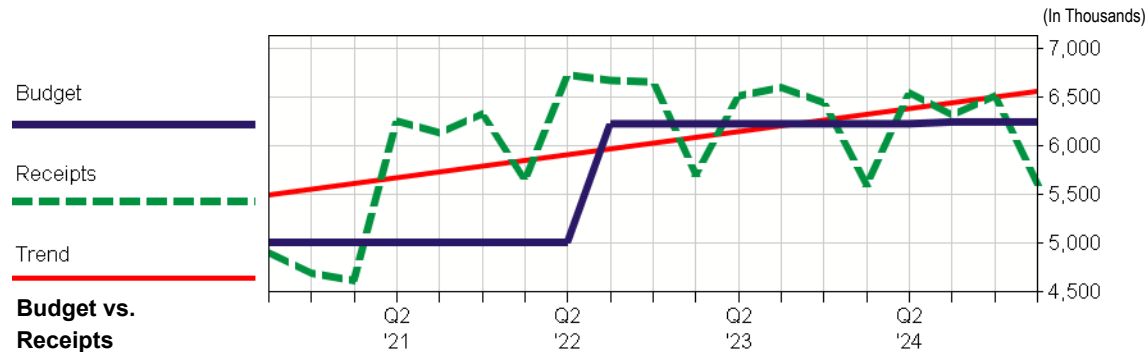


NAPA VALLEY MEASURE T

TRANSACTIONS & USE TAX ALLOCATION SUMMARY

Seven Major Industr Groups District Tax	Fiscal Yr 2022-23	FY 2023-24 Sales Quarters				Fiscal Yr 2023-24	Dollar Change	Percent Change	FY 2024-25 Sales Quarters				Fiscal Yr 2024-25	YTD
	Totals	3Q	4Q	1Q	2Q	Totals	Prior Yr	Prior Yr	3Q	4Q	1Q	2Q	YTD Totals	% Change Prior Yr
Autos And Transportation	3,156,657	758,890	688,541	683,482	735,142	2,866,056	(290,601)	-9%	726,885	702,494	731,179		2,160,558	1%
Building And Construction	2,806,095	693,621	693,259	535,051	676,477	2,598,407	(207,688)	-7%	693,068	602,876	560,328		1,856,271	-3%
Business And Industry	7,500,304	1,904,536	1,927,797	1,659,786	1,905,848	7,397,966	(102,337)	-1%	1,832,049	1,833,213	1,576,105		5,241,367	-5%
Food And Drugs	1,194,371	283,286	280,627	304,944	297,043	1,165,901	(28,470)	-2%	275,102	298,399	293,986		867,487	0%
Fuel And Service Stations	1,617,547	445,602	386,767	374,445	430,792	1,637,606	20,059	1%	401,123	331,974	310,169		1,043,266	-14%
General Consumer Goods	4,817,861	1,214,991	1,404,980	1,083,173	1,162,935	4,866,079	48,218	1%	1,138,629	1,559,351	1,133,842		3,831,822	3%
Restaurants And Hotels	4,331,900	1,270,677	1,018,623	917,288	1,282,824	4,489,412	157,511	4%	1,206,190	1,122,116	919,583		3,247,890	1%
Transfers & Unidentified	289,669	73,330	87,947	72,193	91,259	324,729	35,060	12%	81,656	99,021	101,621		282,297	21%
Total District Tax	25,714,404	6,644,933	6,488,541	5,630,361	6,582,321	25,346,156	(368,248)	-1%	6,354,700	6,549,444	5,626,813		18,530,958	-1%
Less: Cost of Administration	(207,850)	(53,310)	(53,310)	(47,460)	(45,100)	(199,180)	8,670	4%	(45,100)	(45,100)	(34,280)		(124,480)	19%
Grand Total	25,506,554	6,591,623	6,435,231	5,582,901	6,537,221	25,146,976	(359,578)	-1%	6,309,600	6,504,344	5,592,533		18,406,478	-1%
Budget	24,876,000					24,876,040							24,950,000	

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



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HdL NAPA VALLEY MEASURE T

SALES TAX ALLOCATION CASH PROJECTIONS

		ACTUAL		FORECAST *	
	Payment Month	Fiscal Year 2023-24	Fiscal Year 2024-25	Fiscal Year 2024-25	Fiscal Year 2025-26
1st Advance	June	\$ 1,939,775	\$ 1,920,455	\$ 1,920,455	\$ 1,789,600
2nd Advance	July	2,163,339	2,151,976	2,151,976	1,789,600
Clean Up	August	2,401,704	2,464,790	2,464,790	2,972,896
2nd Quarter Allocation		6,504,817	6,537,221	6,537,221	6,552,096
1st Advance	September	1,976,496	1,958,540	1,958,540	1,796,200
2nd Advance	October	1,904,239	1,840,618	1,840,618	1,796,200
Clean Up	November	2,710,888	2,510,442	2,510,442	2,983,794
3rd Quarter Allocation		6,591,623	6,309,600	6,309,600	6,576,194
1st Advance	December	1,902,439	1,960,134	1,960,134	1,749,700
2nd Advance	January	1,816,381	1,792,785	1,792,785	1,749,700
Clean Up	February	2,716,410	2,751,425	2,751,425	2,906,519
4th Quarter Allocation		6,435,231	6,504,344	6,504,344	6,405,919
1st Advance	March	1,730,730	1,675,346	1,675,346	1,551,800
2nd Advance	April	1,702,801	1,565,046	1,565,046	1,551,800
Clean Up	May	2,149,371	2,352,142	2,400,347	2,577,667
1st Quarter Allocation		5,582,901	5,592,533	5,640,738	5,681,267
1st Advance	June	1,920,455	2,001,437	1,789,600	1,827,400
2nd Advance	July	2,151,976	2,282,522	1,789,600	1,827,400
Clean Up	August	2,464,790	-	2,972,896	3,035,686
2nd Quarter Allocation		6,537,221	4,283,960	6,552,096	6,690,486
Fiscal Year Reconciliation					
Accrual		\$ 25,146,976	\$ 22,690,437	\$ 25,006,778	\$ 25,353,865

* Based on budget prepared 05/27/25 by Wyn



NAPA VALLEY TRANSPORTATION AUTHORITY TAX REVENUE

TRANSPORTATION AUTHORITY REVENUES APPORTIONED BY TRANSACTION TAX PERCENTAGE

	2nd Qtr 2023			3rd Qtr 2023			4th Qtr 2023			1st Qtr 2024			Last 4 Quarters 2Q23-1Q24		
	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation
City of Napa	4,698,343	46.84%	3,071,924	4,827,985	45.90%	3,049,744	4,434,153	44.20%	2,867,881	4,100,086	46.53%	2,620,026	18,060,567	45.85%	11,609,575
City of American Canyon	946,780	9.44%	619,034	990,009	9.41%	625,369	918,845	9.16%	594,282	887,240	10.07%	566,962	3,742,874	9.50%	2,405,648
City of Calistoga	329,424	3.28%	215,388	379,201	3.60%	239,534	254,340	2.54%	164,500	275,315	3.12%	175,931	1,238,281	3.14%	795,353
City of St. Helena	804,793	8.02%	526,199	801,366	7.62%	506,207	669,974	6.68%	433,319	730,188	8.29%	466,603	3,006,320	7.63%	1,932,328
Town of Yountville	364,454	3.63%	238,291	390,850	3.72%	246,892	361,255	3.60%	233,649	281,766	3.20%	180,053	1,398,324	3.55%	898,886
County Unincorporated	2,886,510	28.78%	1,887,291	3,130,042	29.75%	1,977,186	3,393,642	33.83%	2,194,909	2,536,372	28.79%	1,620,786	11,946,566	30.33%	7,680,172
Total	10,030,304	100.00%	6,558,127	10,519,453	100.00%	6,644,933	10,032,209	100.00%	6,488,541	8,810,967	100.00%	5,630,361	39,392,932	100.00%	25,321,962

	2nd Qtr 2024			3rd Qtr 2024			4th Qtr 2024			1st Qtr 2025			Last 4 Quarters 2Q24-1Q25		
	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation	Sales Tax Totals	Percent of Total	Measure T Allocation
City of Napa	4,676,665	47.14%	3,103,070	4,328,918	46.16%	2,933,337	4,740,411	46.81%	3,065,925	4,024,822	46.38%	2,609,583	17,770,816	46.64%	11,711,916
City of American Canyon	876,221	8.83%	581,392	849,363	9.06%	575,541	854,729	8.44%	552,808	847,791	9.77%	549,684	3,428,104	9.00%	2,259,424
City of Calistoga	327,257	3.30%	217,142	366,018	3.90%	248,019	272,740	2.69%	176,398	377,518	4.35%	244,772	1,343,533	3.53%	886,332
City of St. Helena	802,632	8.09%	532,564	652,180	6.95%	441,927	692,047	6.83%	447,591	674,936	7.78%	437,610	2,821,795	7.41%	1,859,692
Town of Yountville	396,742	4.00%	263,247	385,462	4.11%	261,194	410,936	4.06%	265,778	276,766	3.19%	179,447	1,469,905	3.86%	969,667
County Unincorporated	2,840,759	28.64%	1,884,906	2,796,105	29.82%	1,894,681	3,155,627	31.16%	2,040,944	2,476,535	28.54%	1,605,716	11,269,025	29.58%	7,426,248
Total	9,920,276	100.00%	6,582,321	9,378,045	100.00%	6,354,700	10,126,489	100.00%	6,549,444	8,678,368	100.00%	5,626,813	38,103,179	100.00%	25,113,279

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