

We are a welcoming, active, and business-friendly rural foothill community built on California's rich gold rush history.



City Manager's Report
February 24, 2026, City Council Meeting
Prepared by: Natalie Tornincasa, Interim Director of Finance
Item #: 15.4

Subject: Acknowledge and file the HDL sales tax and economic reports for the quarter ended September 30, 2025.

Recommendation:

Acknowledge and file the HDL sales tax and economic reports for the quarter ended September 30, 2025.

Purpose:

Provide the City Council and the Public transparent reporting and analysis of the City's sales tax revenues and statewide economic trends.

Strategic Plan Strategies:

Fiscal Stability /Sustainability: 1. Identify financial risks and opportunities. 6. Meet financial commitments and reporting requirements.

Background:

For the past 34 years, the City has contracted with HDL to perform periodic sales tax audits on merchants who may not be reporting the correct amount of sales tax. As part of its services to the City, HDL also provides quarterly sales tax and economic reports and analysis. Attached are the executive reports and analysis for the quarter ended September 30, 2025.

Discussion:

The package includes the following reports for the quarter ended September 30, 2025:

- Sales Tax Update (Bradley Burns (General Fund) Sales Tax)
- Bradley Burns Major Industry Groups
- Bradley Burns Major Industry Groups (Adjusted for Economic Data)
- Bradley Burns Major Industry Groups (Past 13 Quarters)
- Bradley Burns Per Capita Sales Regional Agency Comparisons (Past 13 Quarters)

- Measure H Major Industry Groups
- Measure H Major Industry Groups (Adjusted for Economic Data)
- Measure J Major Industry Groups
- Measure J Major Industry Groups (Adjusted for Economic Data)
- Measure L Major Industry Groups
- Measure L Major Industry Groups (Adjusted for Economic Data)
- Gasoline and Diesel Trends
- Sales Tax Trends and Economic Drivers, as of December 2025

All of the reports are for informational purposes only. Staff will provide the applicable reports to the Measures H/L Sales Tax Committee at their meeting scheduled for April 8, 2026.

Options:

1. Acknowledge and file the HDL sales tax and economic reports for the quarter ended September 30, 2025 as presented.
2. Take no action.

Environmental:

Tonight's action is not applicable.

Cost:

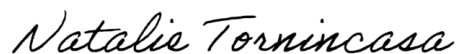
There is no cost associated with tonight's action.

Budget Impact:

There is no budget impact associated with tonight's action.



Dave Warren, City Manager



Natalie Tornincasa, Interim Director of Finance

Attachments:

- A. Sales Tax Reports for the Quarter Ended 09/30/25