

Homer Sales

Homer 3rd Quarter GROSS Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	492,748	271,045	617,216	369,625	358,911	485,712	512,372	5.5%
Min	0	13,400	23,747	4,209	3,383	448	695	55.1%
Const	16,130,230	7,328,638	13,266,938	13,713,481	15,972,357	11,530,115	9,546,929	-17.2%
Manu	4,629,816	6,232,592	1,509,013	1,967,400	2,153,455	2,019,280	1,647,079	-18.4%
TCPU	9,469,610	9,083,098	9,917,768	12,698,696	11,525,181	11,335,988	13,571,984	19.7%
Whole	4,543,606	5,492,391	5,604,085	6,252,096	6,595,619	6,629,440	7,325,763	10.5%
Retail	20,515,617	21,600,116	22,996,502	24,146,435	28,947,145	31,177,398	34,099,243	9.4%
FIRE	2,524,759	1,926,974	1,955,965	2,273,892	2,696,231	2,819,421	3,277,696	16.3%
Service	12,579,765	14,404,867	14,070,134	15,579,884	21,408,681	21,039,052	22,814,668	8.4%
Total	70,886,151	66,353,121	69,961,368	77,005,718	89,660,963	87,036,854	92,796,429	6.6%
Annual Change		-6.4%	5.4%	10.1%	16.4%	-2.9%	6.6%	

Table 2.1

Homer 3rd Quarter Comparative GROSS Sales by Industry 2002, 2003, 2004

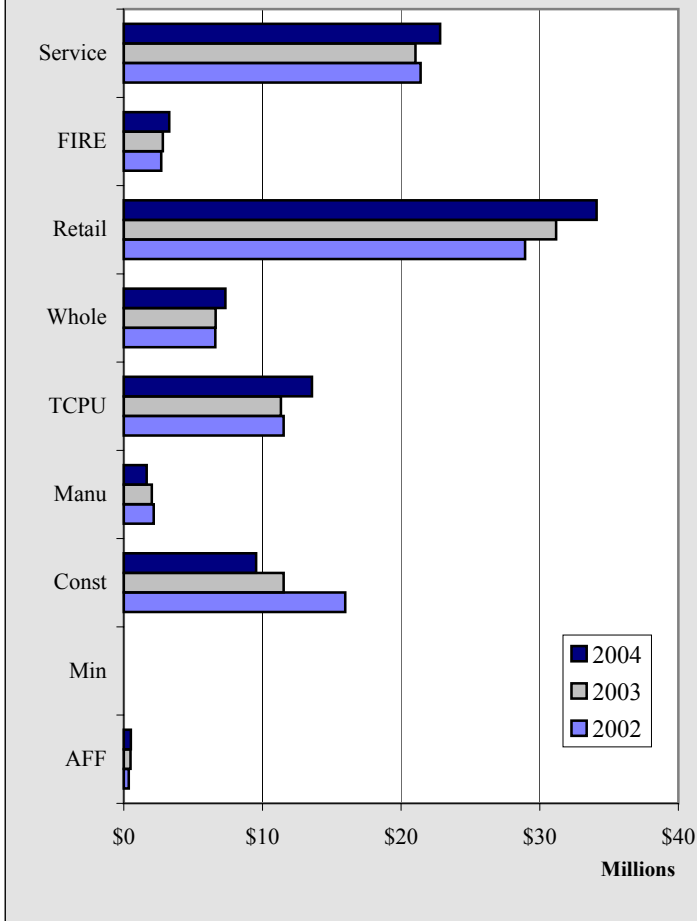


Chart 2.1

Homer 3rd Quarter GROSS Sales 1991-2004

With Five Year Moving Average Trendline

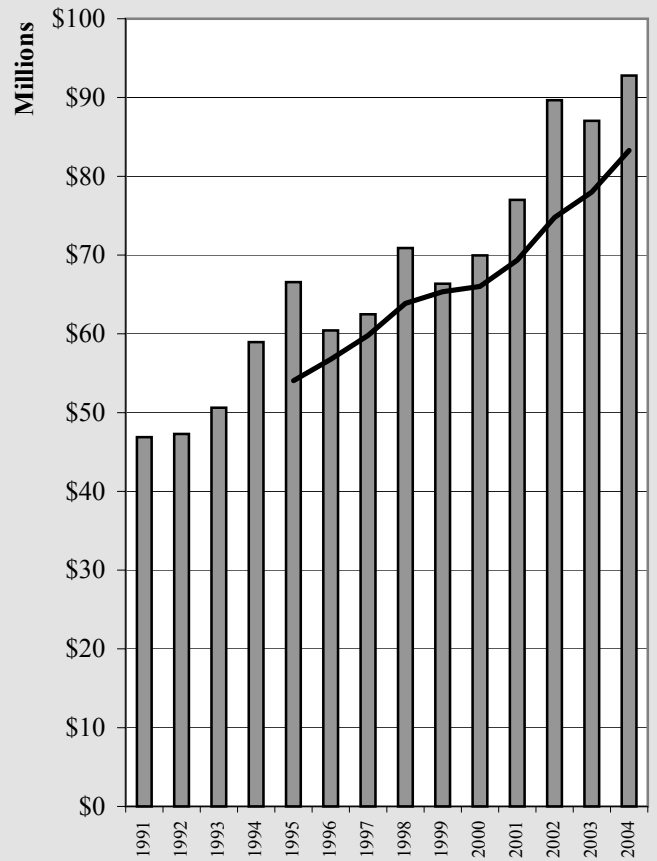


Chart 2.2

Homer Sales

Homer 3rd Quarter TAXABLE Sales by Industry - 1998-2004							
	1998	1999	2000	2001	2002	2003	2004
AFF	192,701	146,340	149,462	177,823	195,905	250,473	305,982
Min	0	0	500	2,175	0	0	0
Const	264,104	223,001	239,938	280,862	324,412	333,795	296,479
Manu	629,601	619,889	588,489	525,720	597,126	618,081	607,120
TCPU	2,827,790	2,999,198	3,098,352	3,245,406	3,752,729	3,752,532	3,884,754
Whole	2,287,530	2,550,653	2,803,690	2,883,405	2,928,198	3,370,701	3,998,096
Retail	15,769,364	16,429,320	17,384,695	18,272,392	21,300,348	22,632,041	23,953,878
FIRE	793,724	848,368	918,668	1,004,143	1,165,651	1,140,719	1,427,618
Service	9,338,934	10,430,960	10,448,267	10,864,894	12,976,685	12,965,331	13,891,639
Total	32,103,748	34,247,729	35,632,061	37,256,820	43,241,054	45,063,673	48,365,566
Annual Change		6.7%	4.0%	4.6%	16.1%	4.2%	7.3%

Table 2.2

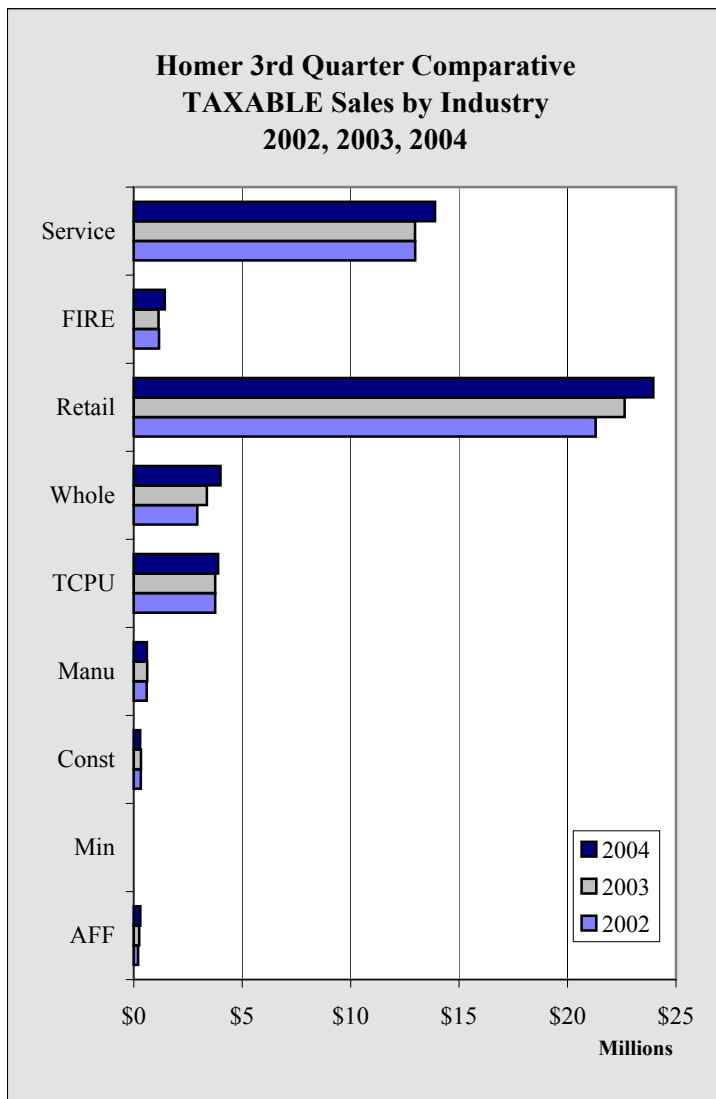


Chart 2.3

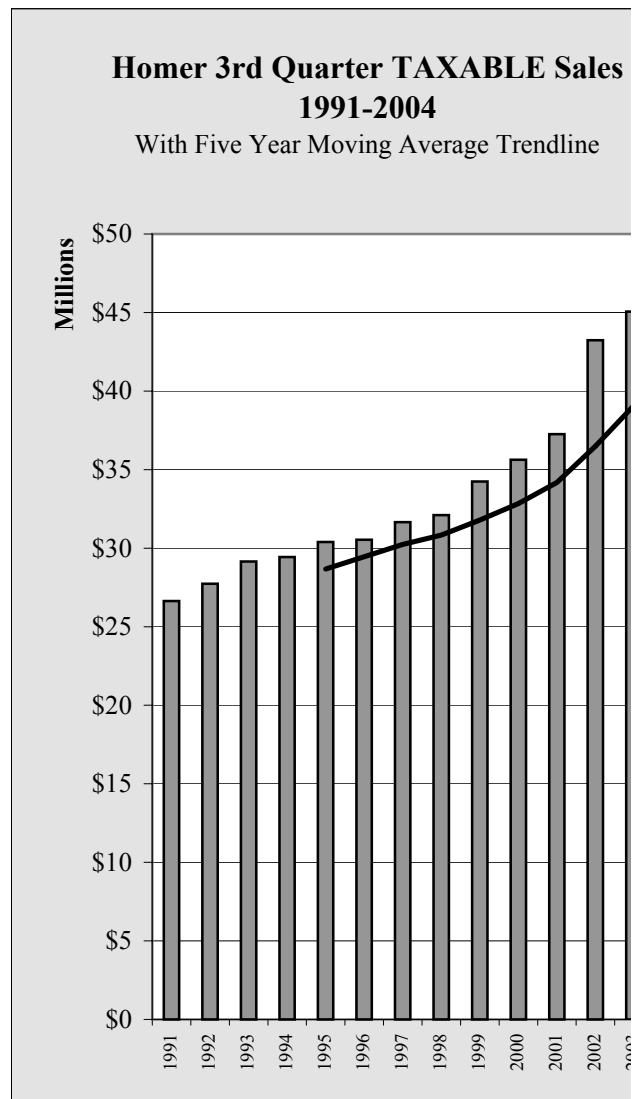
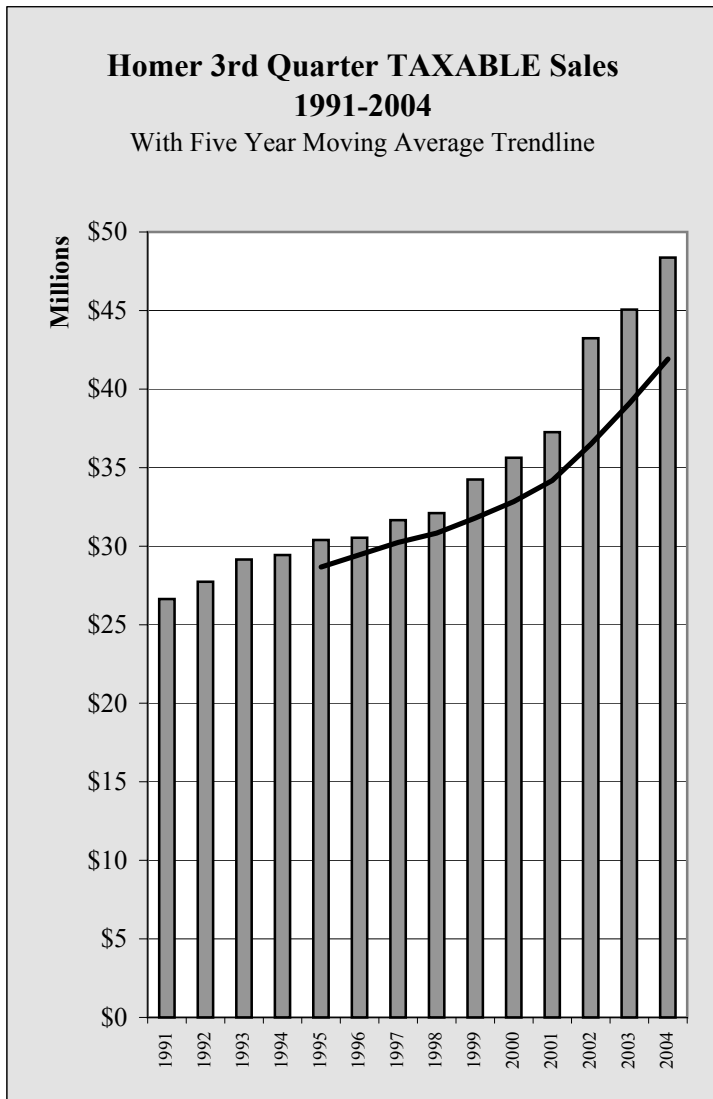


Chart 2.4

Homer Sales

- in \$
Annual Change
22.2%
NA
-11.2%
-1.8%
3.5%
18.6%
5.8%
25.2%
7.1%
7.3%



Homer Sales

Homer YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	946,246	662,392	1,407,492	751,448	744,012	1,155,191	1,171,819	1.4%
Min	0	13,595	23,747	15,190	8,582	448	1,055	135.5%
Const	29,666,658	19,217,701	32,370,872	28,564,046	31,841,012	32,022,451	19,552,493	-38.9%
Manu	14,725,520	14,480,398	5,201,883	4,747,986	5,197,710	5,236,851	4,570,869	-12.7%
TCPU	26,168,657	25,636,218	26,264,813	30,018,520	32,291,566	30,575,179	28,577,110	-6.5%
Whole	11,361,597	14,235,936	13,233,736	14,956,778	15,313,761	16,766,848	17,869,672	6.6%
Retail	50,011,580	51,215,265	55,085,151	58,044,303	67,698,168	75,805,630	82,283,953	8.5%
FIRE	6,657,677	5,801,863	5,085,630	5,653,330	6,270,545	7,356,933	8,141,944	10.7%
Service	26,105,065	28,514,589	28,976,343	31,820,581	43,212,014	44,183,000	48,920,423	10.7%
Govt	0	0	0	0	0	0	394	NA
Total	165,643,000	159,777,957	167,649,667	174,572,182	202,577,370	213,102,531	211,089,732	-0.9%
Annual Change		-3.5%	4.9%	4.1%	16.0%	5.2%	-0.9%	

Table 2.3

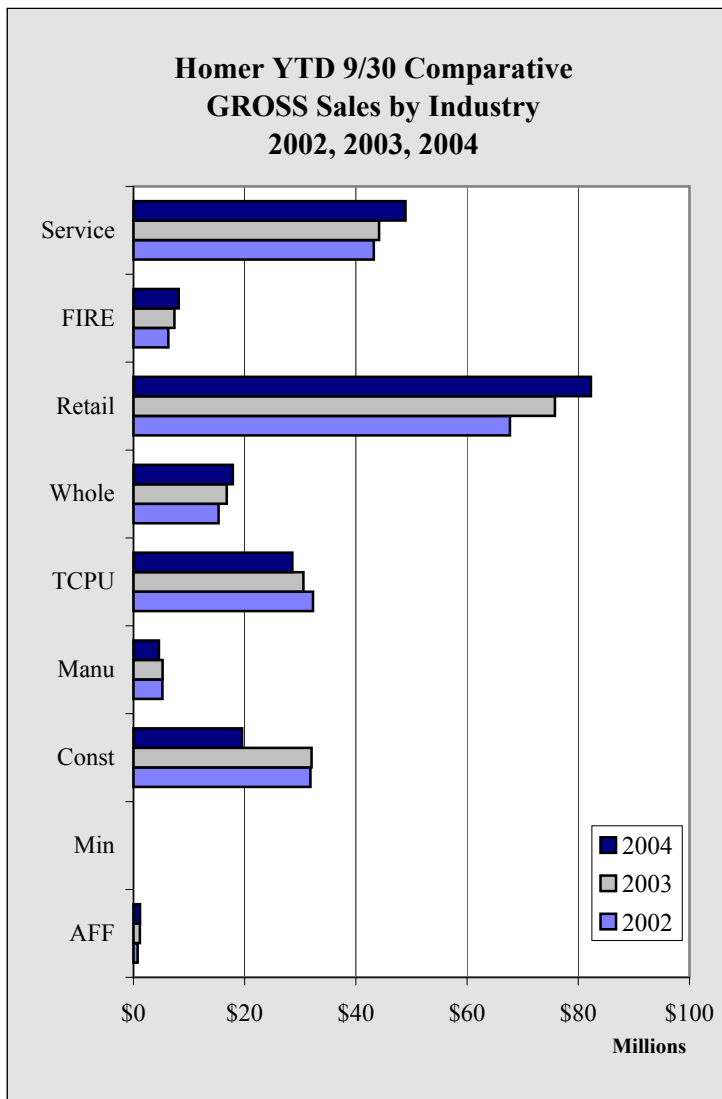


Chart 2.5

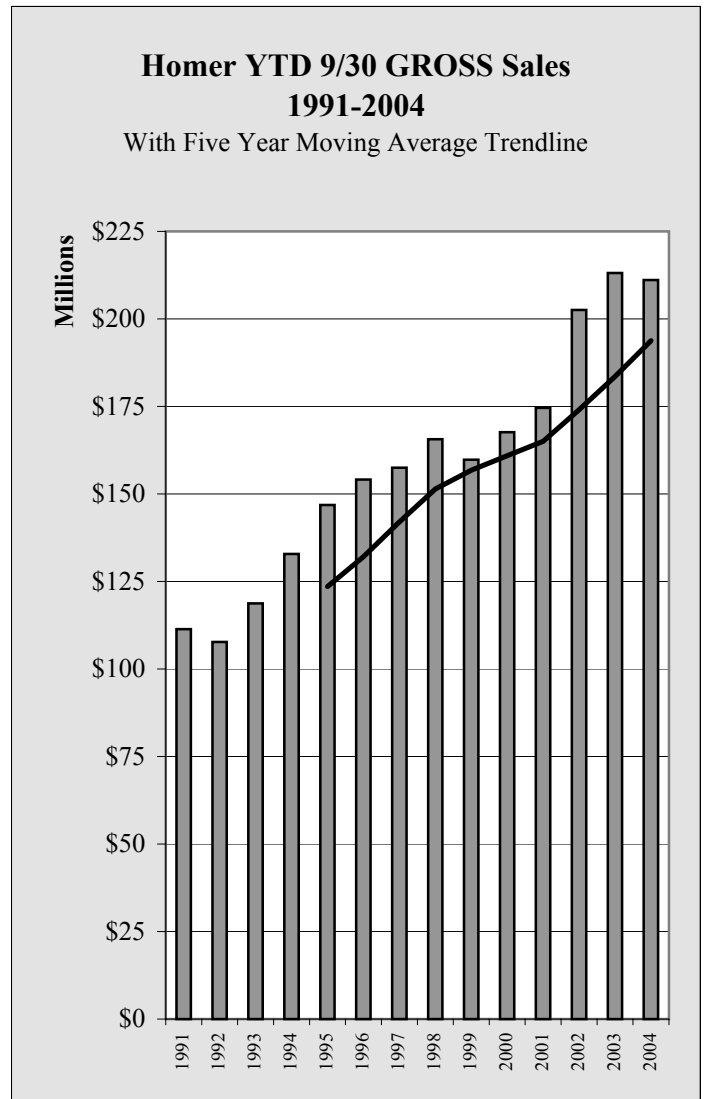


Chart 2.6

Homer Sales

Homer YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	466,276	345,718	392,441	432,147	480,160	598,746	711,569	18.8%
Min	0	195	500	5,364	2,665	0	104	NA
Const	603,273	648,667	678,257	677,038	829,040	880,291	891,183	1.2%
Manu	1,595,717	1,594,218	1,545,881	1,379,972	1,417,473	1,428,073	1,520,505	6.5%
TCPU	7,409,738	7,872,654	7,888,296	7,956,118	8,850,894	9,856,122	9,935,467	0.8%
Whole	5,845,621	6,197,645	6,880,881	7,113,752	7,108,879	8,347,761	9,553,311	14.4%
Retail	38,150,638	39,060,200	41,471,887	43,679,760	49,642,687	54,388,441	58,180,556	7.0%
FIRE	2,146,315	2,261,268	2,405,275	2,614,370	2,939,956	3,103,317	3,469,373	11.8%
Service	18,670,847	19,844,190	20,446,225	21,276,029	24,927,746	25,924,297	27,525,623	6.2%
Govt	0	0	0	0	0	0	394	NA
Total	74,888,425	77,824,755	81,709,643	85,134,550	96,199,500	104,527,048	111,788,085	6.9%
Annual Change		3.9%	5.0%	4.2%	13.0%	8.7%	6.9%	

Table 2.4

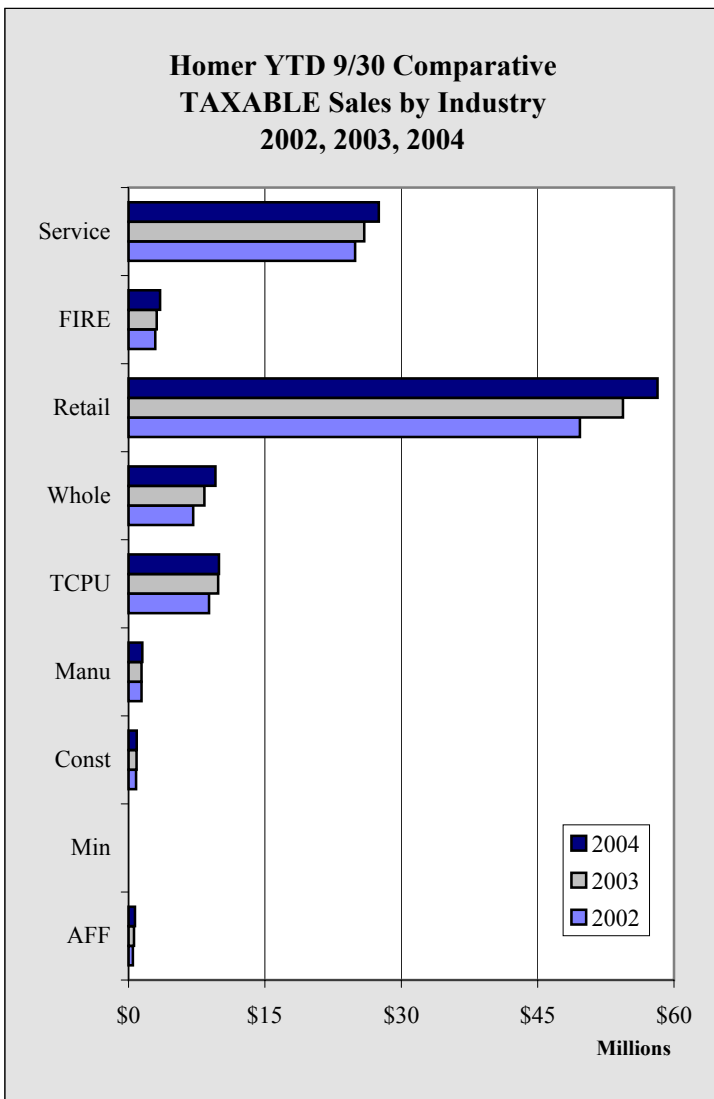


Chart 2.7

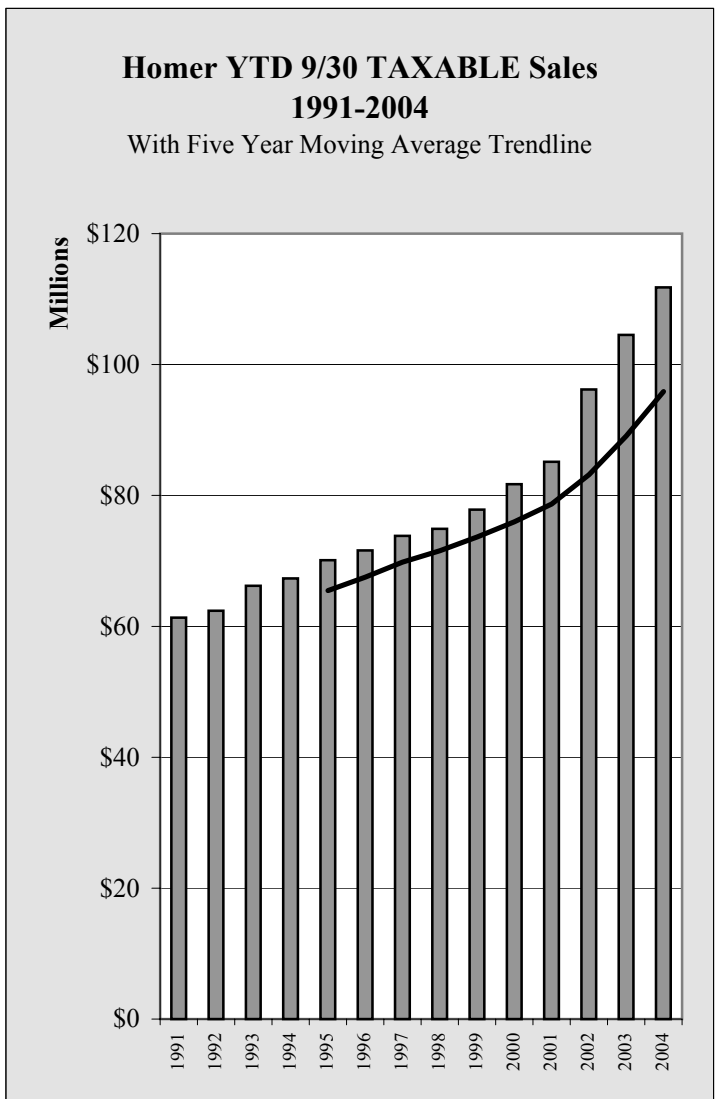


Chart 2.8

Homer Sales

Homer Annual GROSS Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	771,781	1,231,758	1,132,289	1,763,891	931,926	1,013,352	1,592,413	57.1%
Min	740	130	13,595	24,864	15,819	8,582	1,283	-85.1%
Const	29,257,764	37,787,332	27,642,104	42,378,954	40,149,696	45,829,436	41,418,000	-9.6%
Manu	19,780,094	19,649,701	16,450,883	6,761,789	6,482,895	6,590,594	6,755,907	2.5%
TCPU	31,416,297	34,491,856	33,675,536	34,493,682	40,495,596	42,137,752	39,996,686	-5.1%
Whole	17,366,525	14,672,913	17,513,809	16,999,389	18,602,483	19,915,750	22,075,685	10.8%
Retail	64,382,878	64,712,270	66,221,369	71,465,479	75,782,152	88,188,035	97,730,606	10.8%
FIRE	9,273,104	8,574,588	7,448,936	6,670,978	7,528,186	8,453,334	9,929,906	17.5%
Service	30,950,687	31,322,069	33,743,954	35,313,798	39,120,411	50,975,794	53,756,598	5.5%
Govt	0	0	0	0	0	0	263	NA
Total	203,199,870	212,442,617	203,842,475	215,872,824	229,109,164	263,112,629	273,257,347	3.9%
Annual Change		4.5%	-4.0%	5.9%	6.1%	14.8%	3.9%	

Table 2.5

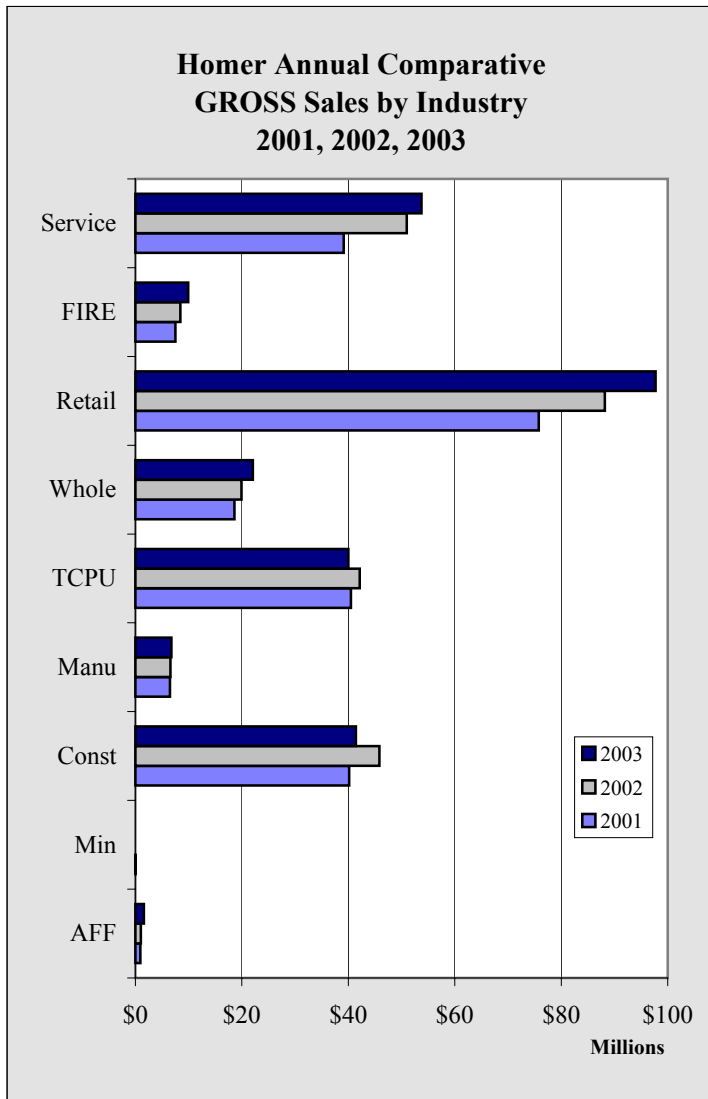


Chart 2.9

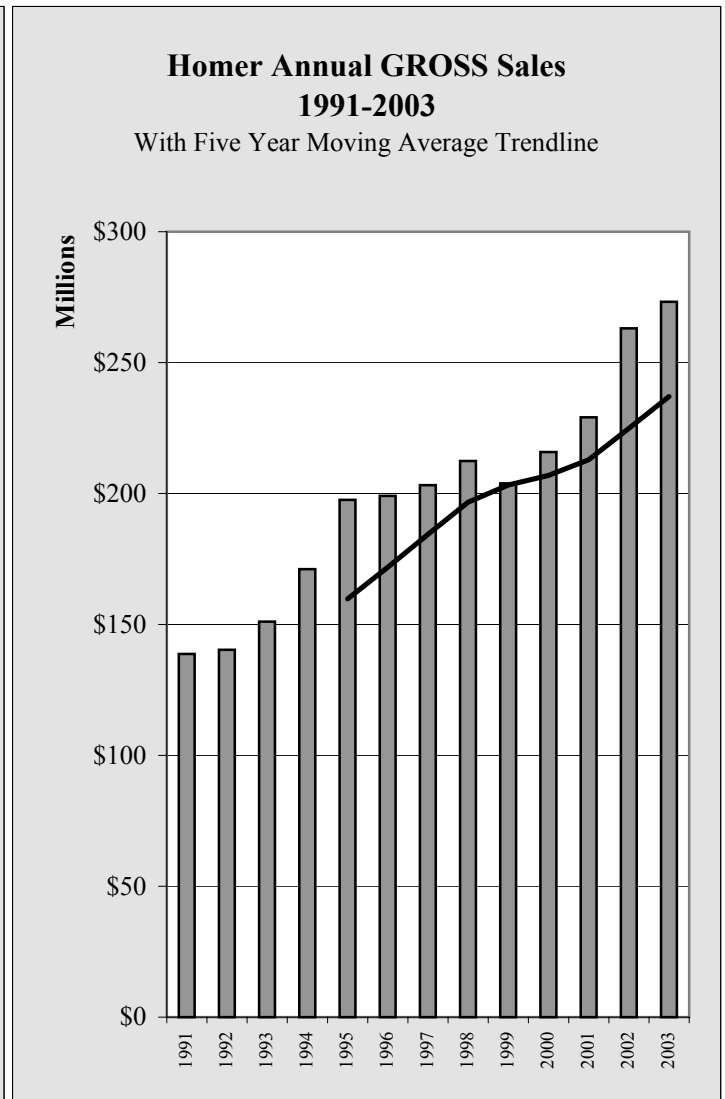


Chart 2.10

Homer Sales

Homer Annual TAXABLE Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	471,851	626,058	461,892	519,595	577,360	641,294	773,421	20.6%
Min	680	130	195	1,104	5,993	2,665	347	-87.0%
Const	803,401	820,655	891,101	891,188	940,211	1,125,715	1,197,409	6.4%
Manu	2,098,328	2,087,103	2,084,079	2,045,894	1,769,534	1,822,345	1,848,166	1.4%
TCPU	8,994,116	9,578,082	10,137,988	10,110,454	10,200,922	11,698,087	12,717,059	8.7%
Whole	7,891,673	7,485,103	8,034,552	8,633,107	8,953,325	8,876,648	10,611,085	19.5%
Retail	48,308,049	48,994,370	50,357,048	53,206,860	56,014,382	63,848,547	69,805,495	9.3%
FIRE	2,810,086	2,814,367	2,949,461	3,139,293	3,449,722	3,890,685	4,068,079	4.6%
Service	21,947,741	22,035,474	23,232,422	24,546,321	24,996,291	29,342,747	30,574,151	4.2%
Govt	0	0	0	0	0	0	263	NA
Total	93,325,925	94,441,342	98,148,738	103,093,816	106,907,740	121,248,733	131,595,475	8.5%
Annual Change		1.2%	3.9%	5.0%	3.7%	13.4%	8.5%	

Table 2.6

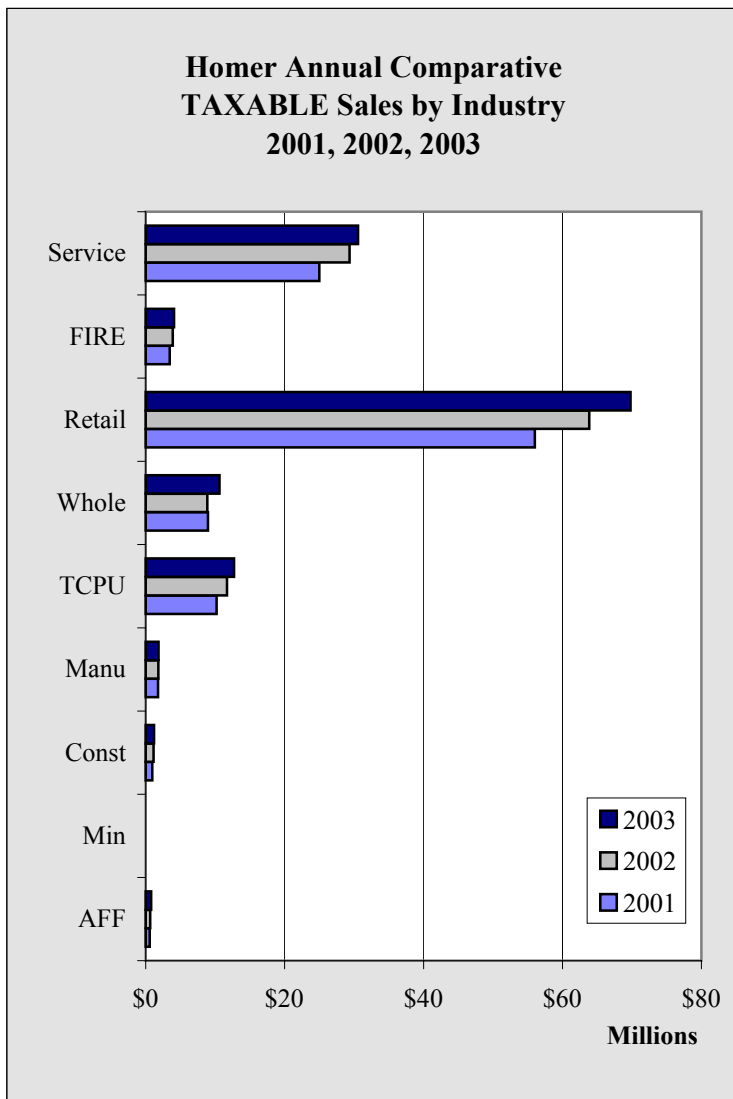


Chart 2.11

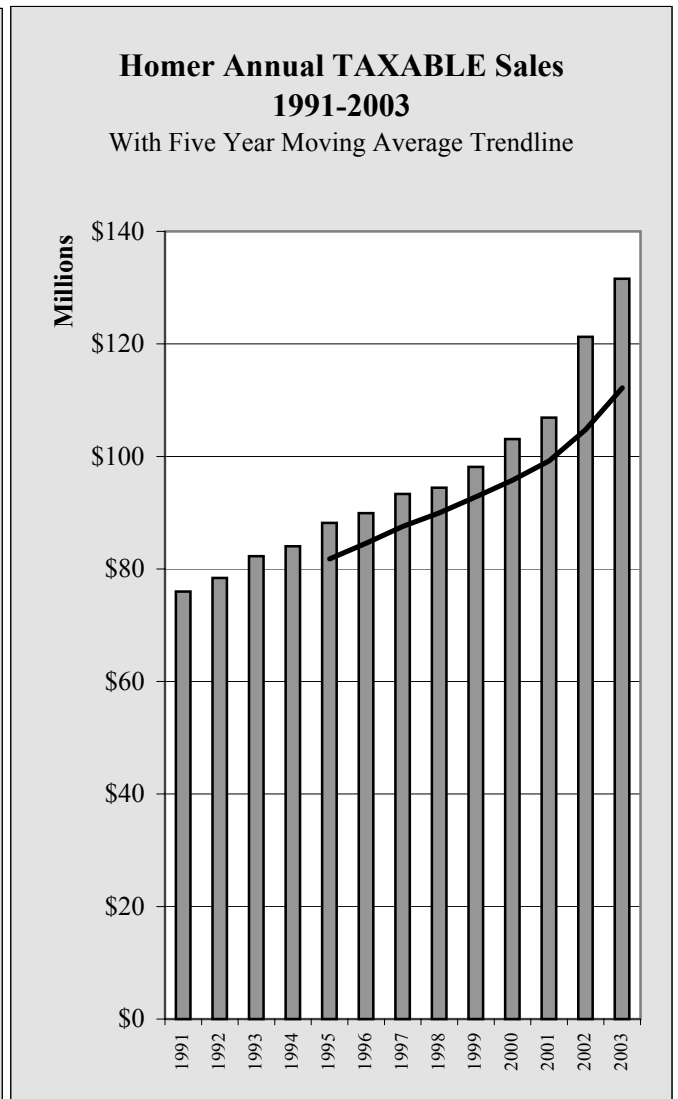


Chart 2.12

Homer Sales

Homer GROSS Sales by Industry by Quarter - 2000-2004 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2000					
AFF	174,500	615,776	617,216	356,399	1,763,891
Min	0	0	23,747	1,117	24,864
Const	7,295,167	11,808,767	13,266,938	10,008,082	42,378,954
Manu	1,753,833	1,939,037	1,509,013	1,559,906	6,761,789
TCPU	7,762,978	8,584,067	9,917,768	8,228,869	34,493,682
Whole	3,177,603	4,452,048	5,604,085	3,765,653	16,999,389
Retail	12,205,397	19,883,252	22,996,502	16,380,328	71,465,479
FIRE	1,447,561	1,682,104	1,955,965	1,585,348	6,670,978
Service	4,631,978	10,274,231	14,070,134	6,337,455	35,313,798
Total	38,449,017	59,239,282	69,961,368	48,223,157	215,872,824
2001					
AFF	160,466	221,357	369,625	180,478	931,926
Min	9,137	1,844	4,209	629	15,819
Const	8,123,440	6,727,125	13,713,481	11,585,650	40,149,696
Manu	1,325,393	1,455,193	1,967,400	1,734,909	6,482,895
TCPU	8,393,207	8,926,617	12,698,696	10,477,076	40,495,596
Whole	3,500,654	5,204,028	6,252,096	3,645,705	18,602,483
Retail	12,926,024	20,971,844	24,146,435	17,737,849	75,782,152
FIRE	1,401,527	1,977,911	2,273,892	1,874,856	7,528,186
Service	4,999,240	11,241,457	15,579,884	7,299,830	39,120,411
Total	40,839,088	56,727,376	77,005,718	54,536,982	229,109,164
2002					
AFF	134,712	250,389	358,911	269,340	1,013,352
Min	1,363	3,836	3,383	0	8,582
Const	8,430,924	7,437,731	15,972,357	13,988,424	45,829,436
Manu	1,253,834	1,790,421	2,153,455	1,392,884	6,590,594
TCPU	9,784,288	10,982,097	11,525,181	9,846,186	42,137,752
Whole	3,358,010	5,360,132	6,595,619	4,601,989	19,915,750
Retail	13,766,420	24,984,603	28,947,145	20,489,867	88,188,035
FIRE	1,527,725	2,046,589	2,696,231	2,182,789	8,453,334
Service	6,002,617	15,800,716	21,408,681	7,763,780	50,975,794
Total	44,259,893	68,656,514	89,660,963	60,535,259	263,112,629
2003					
AFF	249,333	420,146	485,712	437,222	1,592,413
Min	0	0	448	835	1,283
Const	9,428,705	11,063,631	11,530,115	9,395,549	41,418,000
Manu	1,317,636	1,899,935	2,019,280	1,519,056	6,755,907
TCPU	9,460,657	9,778,534	11,335,988	9,421,507	39,996,686
Whole	4,044,595	6,092,813	6,629,440	5,308,837	22,075,685
Retail	17,092,315	27,535,917	31,177,398	21,924,976	97,730,606
FIRE	1,989,925	2,547,587	2,819,421	2,572,973	9,929,906
Service	7,248,822	15,895,126	21,039,052	9,573,598	53,756,598
Total	50,831,988	75,233,689	87,036,854	60,154,553	273,257,084
2004					
				Year to Date	
AFF	229,352	430,095	512,372		1,171,819
Min	256	104	695		1,055
Const	4,322,365	5,683,199	9,546,929		19,552,493
Manu	1,116,143	1,807,647	1,647,079		4,570,869
TCPU	9,977,448	5,027,678	13,571,984		28,577,110
Whole	4,122,172	6,421,737	7,325,763		17,869,672
Retail	18,207,972	29,976,738	34,099,243		82,283,953
FIRE	2,247,358	2,616,890	3,277,696		8,141,944
Service	8,768,061	17,337,694	22,814,668		48,920,423
Govt	394	0	0		394
Total	48,991,521	69,301,782	92,796,429		211,089,732

Homer Sales

Table 2.7

Homer Sales

Homer TAXABLE Sales by Industry by Quarter - 2000-2004 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2000					
AFF	108,581	134,398	149,462	127,154	519,595
Min	0	0	500	604	1,104
Const	214,922	223,397	239,938	212,931	891,188
Manu	352,233	605,159	588,489	500,013	2,045,894
TCPU	2,182,015	2,607,929	3,098,352	2,222,158	10,110,454
Whole	1,649,698	2,427,493	2,803,690	1,752,226	8,633,107
Retail	9,187,838	14,899,354	17,384,695	11,734,973	53,206,860
FIRE	675,571	811,036	918,668	734,018	3,139,293
Service	2,954,002	7,043,956	10,448,267	4,100,096	24,546,321
Total	17,324,860	28,752,722	35,632,061	21,384,173	103,093,816
2001					
AFF	108,289	146,035	177,823	145,213	577,360
Min	1,640	1,549	2,175	629	5,993
Const	178,792	217,384	280,862	263,173	940,211
Manu	325,875	528,377	525,720	389,562	1,769,534
TCPU	2,129,650	2,581,062	3,245,406	2,244,804	10,200,922
Whole	1,691,835	2,538,512	2,883,405	1,839,573	8,953,325
Retail	9,549,419	15,857,949	18,272,392	12,334,622	56,014,382
FIRE	689,408	920,819	1,004,143	835,352	3,449,722
Service	3,087,356	7,323,779	10,864,894	3,720,262	24,996,291
Total	17,762,264	30,115,466	37,256,820	21,773,190	106,907,740
2002					
AFF	117,273	166,982	195,905	161,134	641,294
Min	710	1,955	0	0	2,665
Const	237,634	266,994	324,412	296,675	1,125,715
Manu	263,252	557,095	597,126	404,872	1,822,345
TCPU	2,225,122	2,873,043	3,752,729	2,847,193	11,698,087
Whole	1,662,455	2,518,226	2,928,198	1,767,769	8,876,648
Retail	10,099,236	18,243,103	21,300,348	14,205,860	63,848,547
FIRE	768,568	1,005,737	1,165,651	950,729	3,890,685
Service	3,321,402	8,629,659	12,976,685	4,415,001	29,342,747
Total	18,695,652	34,262,794	43,241,054	25,049,233	121,248,733
2003					
AFF	135,734	212,539	250,473	174,675	773,421
Min	0	0	0	347	347
Const	238,346	308,150	333,795	317,118	1,197,409
Manu	277,526	532,466	618,081	420,093	1,848,166
TCPU	2,890,615	3,212,975	3,752,532	2,860,937	12,717,059
Whole	2,010,808	2,966,252	3,370,701	2,263,324	10,611,085
Retail	11,996,879	19,759,521	22,632,041	15,417,054	69,805,495
FIRE	900,146	1,062,452	1,140,719	964,762	4,068,079
Service	3,993,060	8,965,906	12,965,331	4,649,854	30,574,151
Govt	0	0	0	263	263
Total	22,443,114	37,020,261	45,063,673	27,068,164	131,595,212
2004					
				Year to Date	
AFF	157,957	247,630	305,982		711,569
Min	0	104	0		104
Const	275,385	319,319	296,479		891,183
Manu	305,351	608,034	607,120		1,520,505
TCPU	2,806,506	3,244,207	3,884,754		9,935,467
Whole	2,234,379	3,320,836	3,998,096		9,553,311
Retail	12,978,758	21,247,920	23,953,878		58,180,556
FIRE	890,703	1,151,052	1,427,618		3,469,373
Service	4,170,155	9,463,829	13,891,639		27,525,623
Govt	394	0	0		394
Total	23,819,588	39,602,931	48,365,566		111,788,085

Table 2.8