

# Kenai Sales

<b>Kenai 3rd Quarter GROSS Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	16,439,033	23,922,889	13,179,133	9,057,642	7,279,641	10,272,676	12,241,519	19.2%
Min	136,596	411,595	1,302,321	812,418	805,341	1,517,115	2,185,343	44.0%
Const	7,425,970	6,518,785	6,193,969	10,088,639	4,727,476	7,780,502	3,357,581	-56.8%
Manu	2,126,634	2,379,731	2,879,442	3,375,577	3,464,827	5,529,544	2,615,353	-52.7%
TCPU	5,390,668	5,969,048	5,805,028	5,989,854	8,182,313	4,989,586	11,963,076	139.8%
Whole	3,203,750	3,209,594	5,701,717	5,500,470	5,410,024	5,639,800	7,305,613	29.5%
Retail	37,369,046	36,653,136	41,433,401	45,444,009	36,652,024	30,057,309	40,558,112	34.9%
FIRE	2,733,254	2,501,470	3,148,300	3,566,974	3,373,799	3,127,817	3,408,598	9.0%
Service	10,449,983	10,314,360	9,862,255	11,068,795	12,414,630	12,188,316	13,729,949	12.6%
Govt	1,759	120	0	1,213	0	0	0	NA
Total	85,276,693	91,880,728	89,505,566	94,905,591	82,310,075	81,102,665	97,365,144	20.1%
Annual Change		7.7%	-2.6%	6.0%	-13.3%	-1.5%	20.1%	

Table 3.1

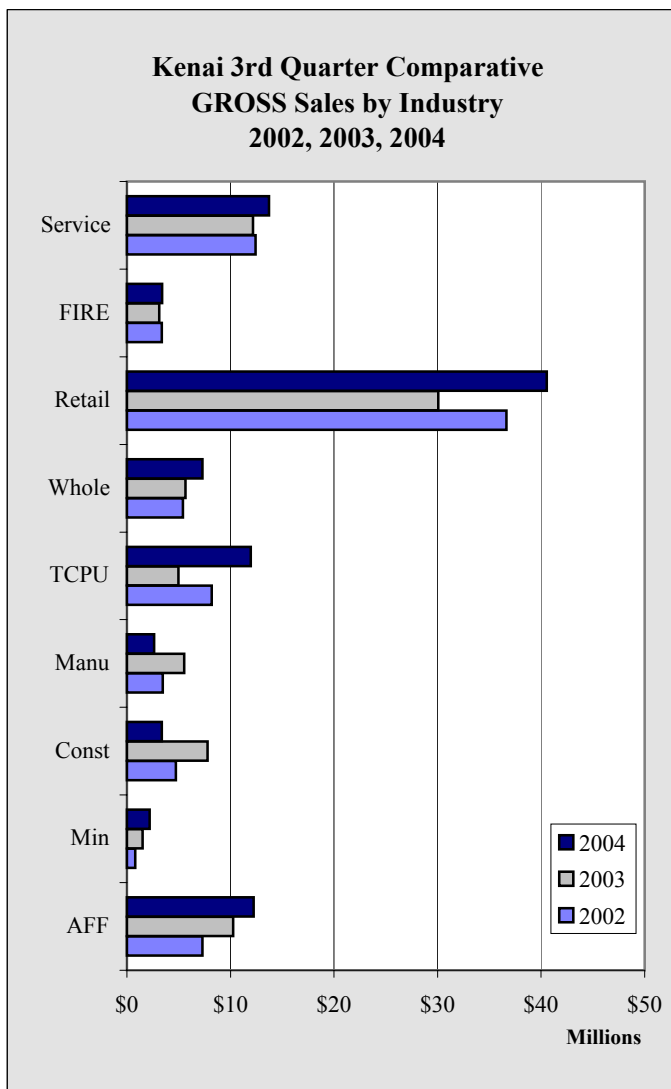


Chart 3.1

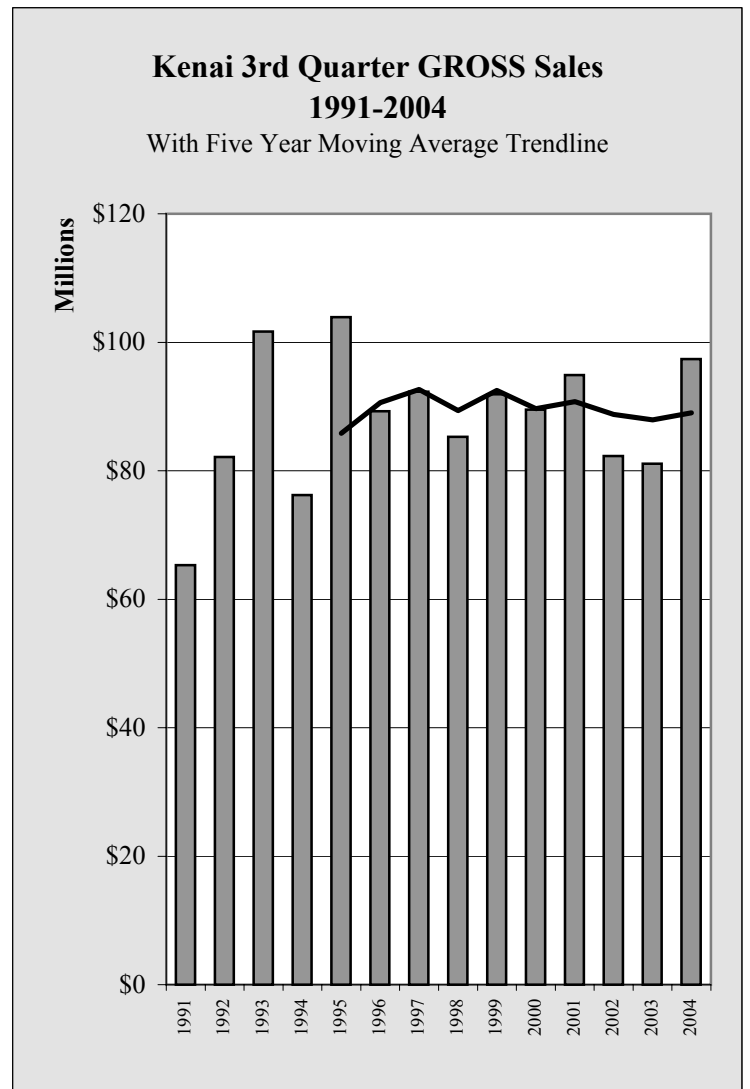


Chart 3.2

# Kenai Sales

## Kenai 3rd Quarter TAXABLE Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	163,158	217,204	222,890	204,015	200,238	237,344	351,638	48.2%
Min	7,524	42,013	57,756	49,930	52,898	51,411	75,040	46.0%
Const	337,421	323,353	304,909	311,229	291,112	316,006	284,004	-10.1%
Manu	764,516	710,517	783,705	701,303	754,966	816,883	1,021,465	25.0%
TCPU	3,055,584	3,145,749	3,217,240	3,293,692	4,325,761	3,374,244	3,297,031	-2.3%
Whole	226,368	237,318	267,007	187,990	138,933	166,893	143,975	-13.7%
Retail	22,376,291	22,965,735	24,494,096	25,846,738	24,650,115	19,174,865	27,089,367	41.3%
FIRE	1,254,449	1,208,457	1,552,654	1,791,530	1,706,454	1,373,022	1,345,176	-2.0%
Service	5,173,518	5,709,728	5,734,106	5,769,265	6,071,003	5,862,076	6,402,587	9.2%
Govt	1,759	120	0	1,213	0	0	0	NA
Total	33,360,588	34,560,194	36,634,363	38,156,905	38,191,480	31,372,744	40,010,283	27.5%
Annual Change		3.6%	6.0%	4.2%	0.1%	-17.9%	27.5%	

Table 3.2

### Kenai 3rd Quarter Comparative TAXABLE Sales by Industry 2002, 2003, 2004

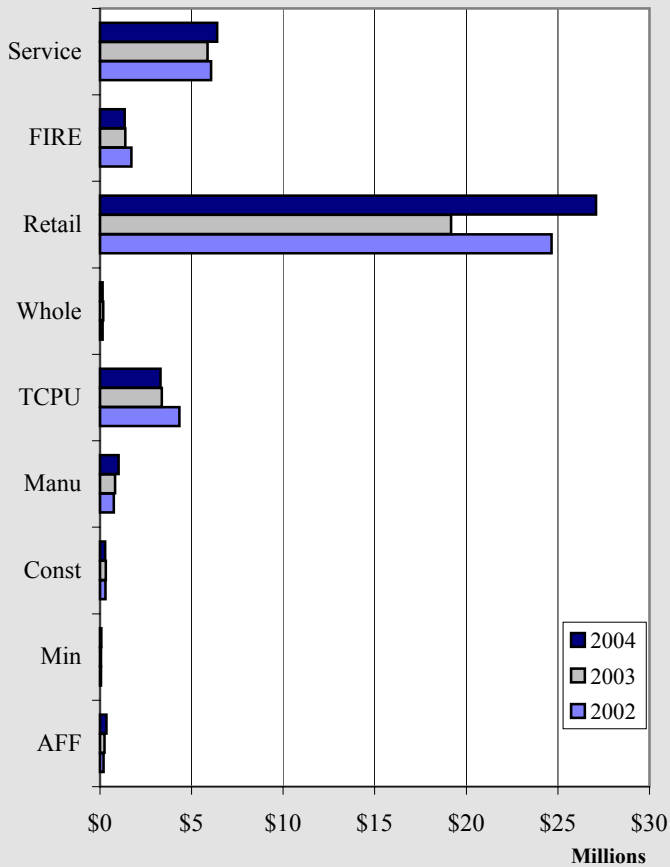


Chart 3.3

### Kenai 3rd Quarter TAXABLE Sales 1991-2004

With Five Year Moving Average Trendline

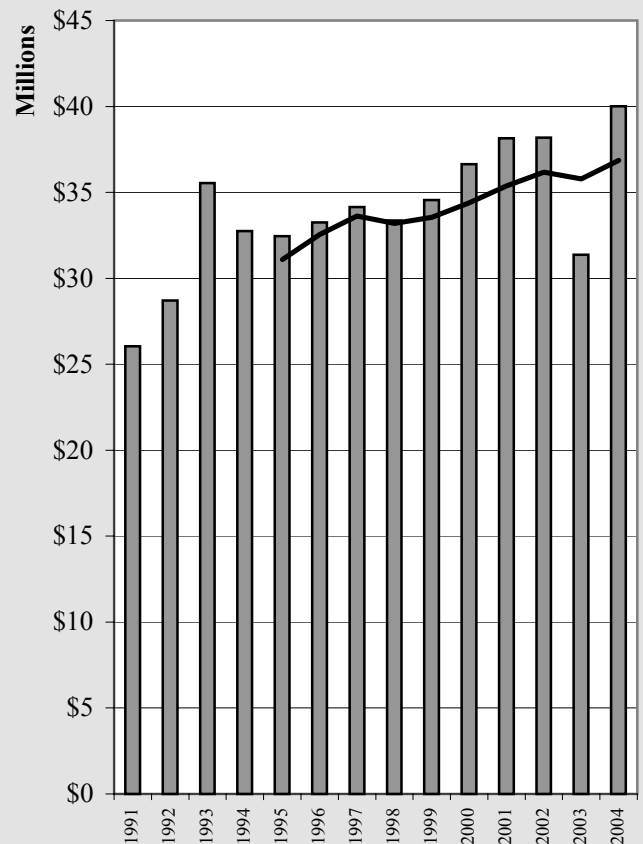


Chart 3.4

# Kenai Sales

<b>Kenai YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	19,442,311	25,822,535	17,610,231	10,478,583	9,260,820	12,114,060	14,600,190	20.5%
Min	187,375	513,485	4,149,598	1,986,662	3,536,466	3,332,473	6,369,434	91.1%
Const	15,720,118	13,028,856	12,395,146	17,292,874	12,691,863	18,334,913	8,531,817	-53.5%
Manu	5,700,045	5,801,011	7,638,667	9,751,988	8,728,167	12,736,843	7,287,253	-42.8%
TCPU	17,124,585	18,374,488	18,085,633	18,032,103	20,857,194	18,946,180	24,155,389	27.5%
Whole	7,811,950	7,746,072	12,795,674	15,757,797	13,452,007	13,703,279	18,715,881	36.6%
Retail	111,370,482	98,766,272	104,564,622	122,427,743	99,848,640	89,039,221	109,534,405	23.0%
FIRE	7,729,026	7,877,299	8,579,709	10,043,017	10,480,569	9,434,793	9,488,529	0.6%
Service	27,383,106	24,865,428	25,454,169	28,239,352	31,853,255	32,934,525	36,173,814	9.8%
Govt	1,852	343	256	1,213	0	0	0	NA
Total	212,470,850	202,795,789	211,273,705	234,011,332	210,708,981	210,576,287	234,856,712	11.5%
Annual Change		-4.6%	4.2%	10.8%	-10.0%	-0.1%	11.5%	

Table 3.3

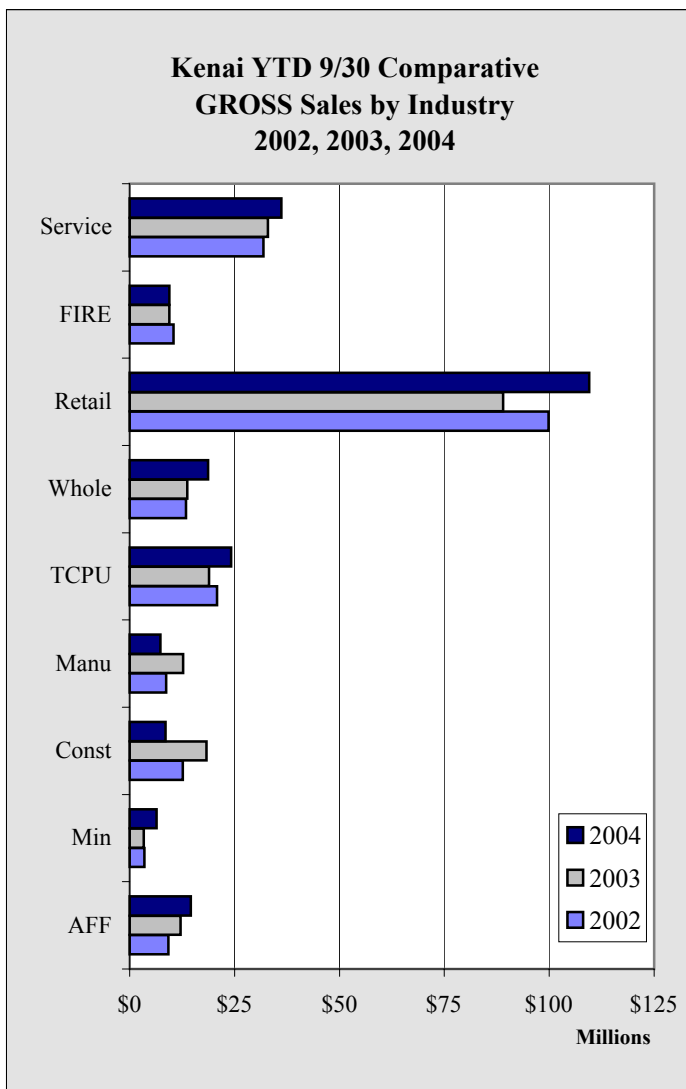


Chart 3.5

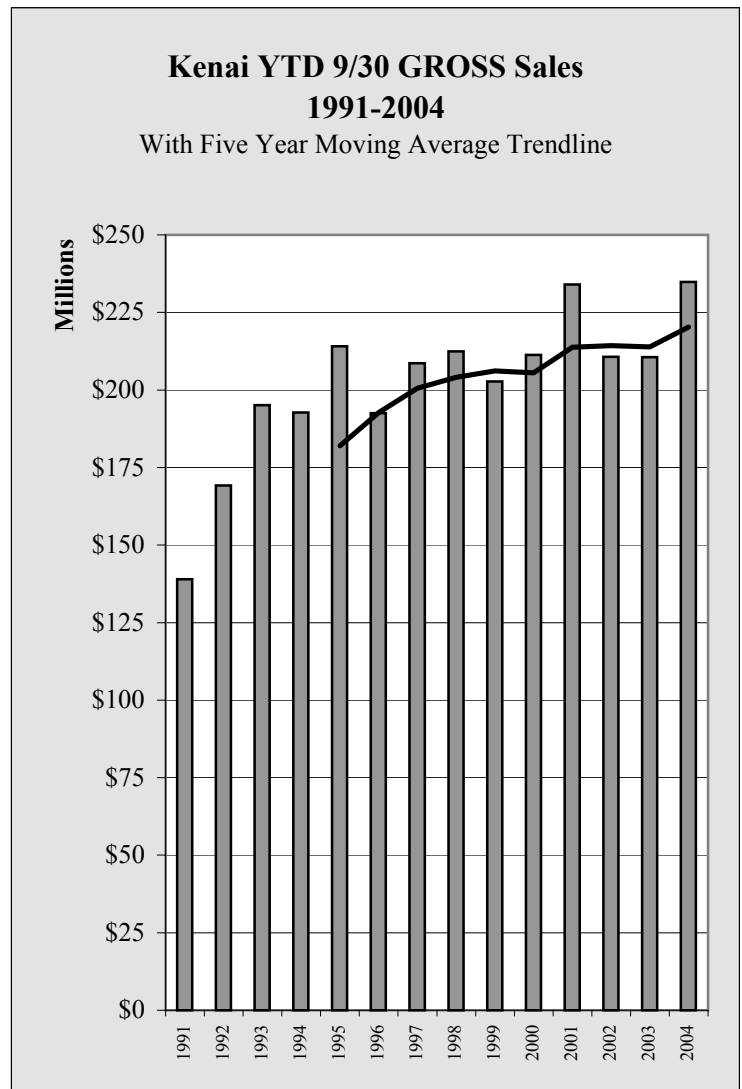


Chart 3.6

# Kenai Sales

<b>Kenai YTD 9/30 TAXABLE Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	355,385	421,773	429,603	405,346	419,403	460,021	608,276	32.2%
Min	40,758	55,961	120,841	181,310	161,747	132,253	196,442	48.5%
Const	872,067	857,434	798,302	816,098	812,586	853,168	863,837	1.3%
Manu	1,746,184	1,642,697	1,898,006	1,824,085	1,727,201	1,945,510	2,333,167	19.9%
TCPU	9,571,788	9,953,537	10,387,953	9,955,912	11,979,377	12,431,591	10,795,934	-13.2%
Whole	659,195	612,131	695,503	600,261	393,709	408,950	474,094	15.9%
Retail	58,199,738	59,532,622	61,396,610	67,702,293	66,212,178	57,483,719	71,551,737	24.5%
FIRE	3,705,032	3,677,428	4,102,400	4,989,242	5,036,081	4,348,509	3,943,354	-9.3%
Service	12,921,542	13,895,350	13,874,307	14,573,099	15,036,605	14,253,708	15,090,249	5.9%
Govt	1,852	343	256	1,213	0	0	0	NA
Total	88,073,541	90,649,276	93,703,781	101,048,859	101,778,887	92,317,429	105,857,090	14.7%
Annual Change		2.9%	3.4%	7.8%	0.7%	-9.3%	14.7%	

Table 3.4

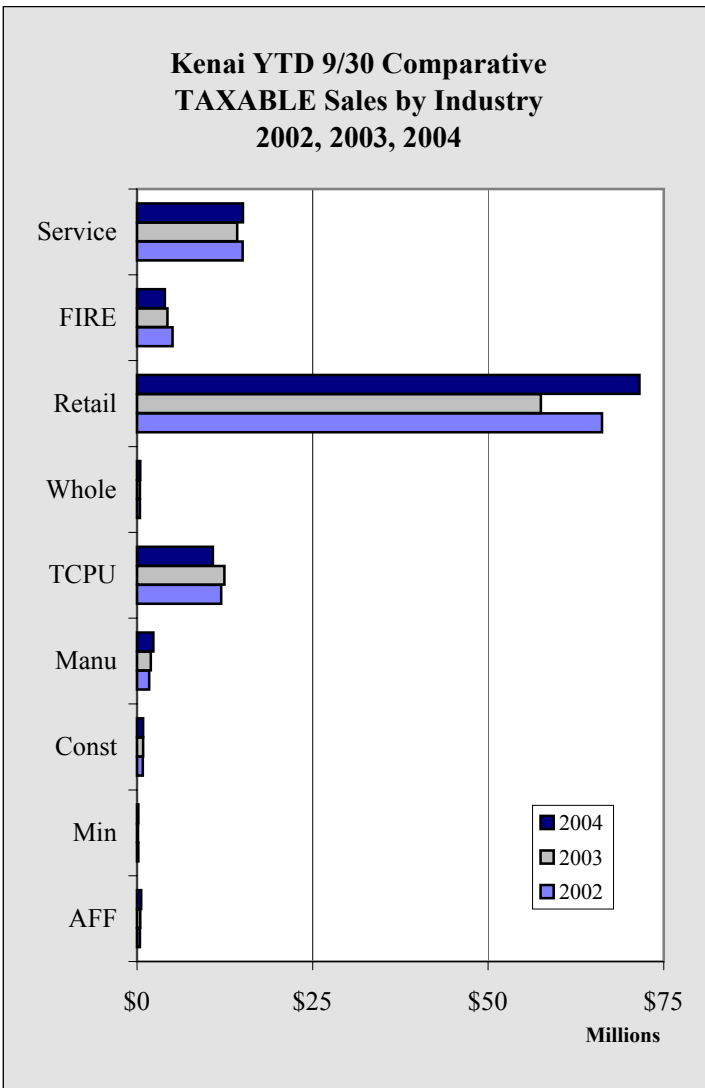


Chart 3.7

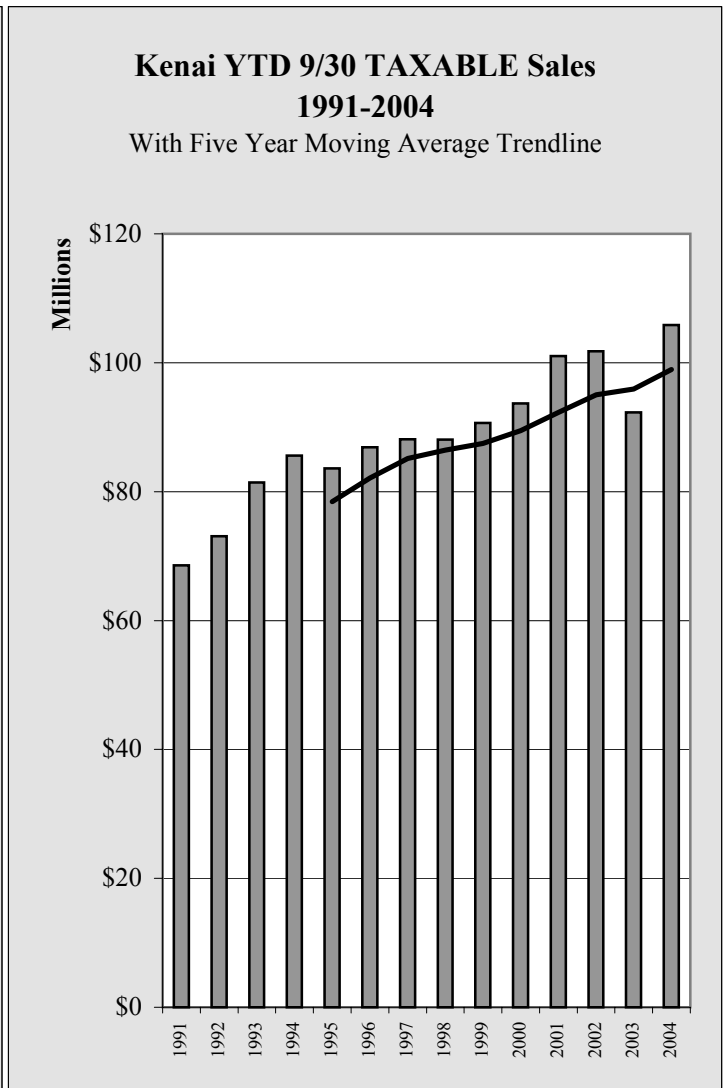


Chart 3.8

# Kenai Sales

**Kenai Annual GROSS Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	39,508,868	21,856,770	27,031,481	17,757,626	11,304,090	9,488,174	12,584,181	32.6%
Min	87,898	208,531	1,424,691	5,507,130	2,507,234	3,916,074	4,915,930	25.5%
Const	18,090,949	21,481,466	20,692,714	17,177,398	24,150,985	17,879,471	30,233,619	69.1%
Manu	20,729,358	7,526,545	7,854,159	10,445,806	12,646,047	12,496,147	14,994,862	20.0%
TCPU	21,416,815	23,017,785	26,815,943	24,139,348	24,456,189	28,014,999	24,946,691	-11.0%
Whole	11,356,889	10,194,981	10,520,958	17,902,155	19,991,594	17,521,629	19,037,117	8.6%
Retail	122,652,552	149,397,570	133,272,201	145,306,370	164,047,542	134,485,180	119,055,473	-11.5%
FIRE	10,215,283	10,300,066	10,463,600	11,935,000	13,853,920	13,529,801	12,784,912	-5.5%
Service	34,033,796	36,094,281	32,669,956	33,511,343	37,469,061	41,690,130	44,220,990	6.1%
Govt	3,969	1,945	415	288	1,213	0	0	NA
Total	278,096,377	280,079,940	270,746,118	283,682,464	310,427,875	279,021,605	282,773,775	1.3%
Annual <input type="checkbox"/> Change		0.7%	-3.3%	4.8%	9.4%	-10.1%	1.3%	

Table 3.5

**Kenai Annual Comparative  
GROSS Sales by Industry  
2001, 2002, 2003**

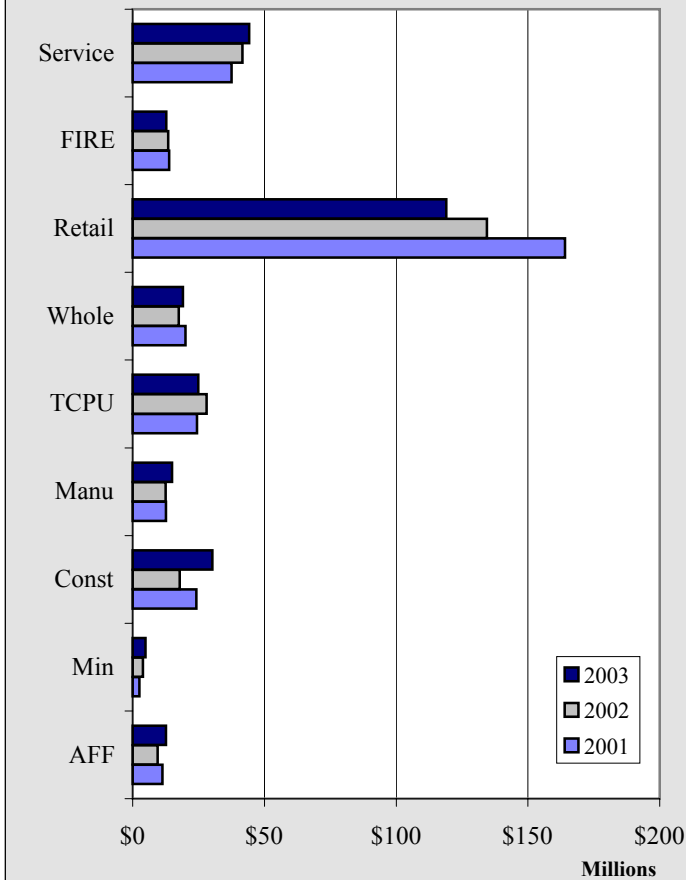


Chart 3.9

**Kenai Annual GROSS Sales  
1991-2003**

With Five Year Moving Average Trendline

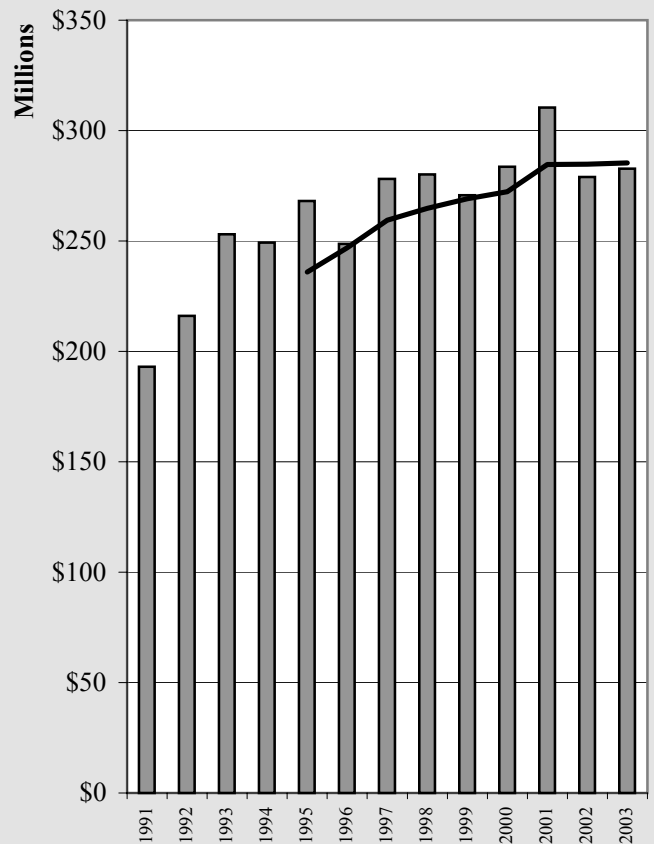


Chart 3.10

# Kenai Sales

<b>Kenai GROSS Sales by Industry by Quarter - 2001-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2001</b>					
AFF	633,357	787,584	9,057,642	825,507	11,304,090
Min	852,594	321,650	812,418	520,572	2,507,234
Const	1,914,204	5,290,031	10,088,639	6,858,111	24,150,985
Manu	2,808,918	3,567,493	3,375,577	2,894,059	12,646,047
TCPU	6,131,576	5,910,673	5,989,854	6,424,086	24,456,189
Whole	4,987,946	5,269,381	5,500,470	4,233,797	19,991,594
Retail	34,150,036	42,833,698	45,444,009	41,619,799	164,047,542
FIRE	2,962,348	3,513,695	3,566,974	3,810,903	13,853,920
Service	7,970,815	9,199,742	11,068,795	9,229,709	37,469,061
Govt	0	0	1,213	0	1,213
Total	62,411,794	76,693,947	94,905,591	76,416,543	310,427,875
<b>2002</b>					
AFF	1,170,314	810,865	7,279,641	227,354	9,488,174
Min	2,214,717	516,408	805,341	379,608	3,916,074
Const	3,744,640	4,219,747	4,727,476	5,187,608	17,879,471
Manu	2,256,153	3,007,187	3,464,827	3,767,980	12,496,147
TCPU	6,463,060	6,211,821	8,182,313	7,157,805	28,014,999
Whole	3,364,888	4,677,095	5,410,024	4,069,622	17,521,629
Retail	28,474,145	34,722,471	36,652,024	34,636,540	134,485,180
FIRE	3,439,155	3,667,615	3,373,799	3,049,232	13,529,801
Service	9,436,866	10,001,759	12,414,630	9,836,875	41,690,130
Govt	0	0	0	0	0
Total	60,563,938	67,834,968	82,310,075	68,312,624	279,021,605
<b>2003</b>					
AFF	1,002,650	838,734	10,272,676	470,121	12,584,181
Min	942,570	872,788	1,517,115	1,583,457	4,915,930
Const	4,108,571	6,445,840	7,780,502	11,898,706	30,233,619
Manu	2,997,006	4,210,293	5,529,544	2,258,019	14,994,862
TCPU	7,749,766	6,206,828	4,989,586	6,000,511	24,946,691
Whole	3,221,739	4,841,740	5,639,800	5,333,838	19,037,117
Retail	30,074,057	28,907,855	30,057,309	30,016,252	119,055,473
FIRE	3,050,602	3,256,374	3,127,817	3,350,119	12,784,912
Service	8,953,498	11,792,711	12,188,316	11,286,465	44,220,990
Govt	0	0	0	0	0
Total	62,100,459	67,373,163	81,102,665	72,197,488	282,773,775
<b>2004</b>					
					<b>Year to Date</b>
AFF	1,061,786	1,296,885	12,241,519		14,600,190
Min	2,011,733	2,172,358	2,185,343		6,369,434
Const	2,213,676	2,960,560	3,357,581		8,531,817
Manu	1,610,022	3,061,878	2,615,353		7,287,253
TCPU	6,575,090	5,617,223	11,963,076		24,155,389
Whole	5,447,260	5,963,008	7,305,613		18,715,881
Retail	29,772,391	39,203,902	40,558,112		109,534,405
FIRE	2,864,673	3,215,258	3,408,598		9,488,529
Service	10,400,701	12,043,164	13,729,949		36,173,814
Govt	0	0	0		0
Total	61,957,332	75,534,236	97,365,144		234,856,712

Table 3.7

# Kenai Sales

**Kenai Annual TAXABLE Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	516,660	448,689	513,026	518,603	505,615	505,614	559,313	10.6%
Min	10,263	49,522	96,651	166,846	223,196	213,971	192,718	-9.9%
Const	1,135,092	1,200,303	1,180,607	1,085,964	1,170,924	1,107,601	1,172,003	5.8%
Manu	2,273,850	2,140,912	2,085,657	2,450,721	2,238,645	2,218,515	2,451,929	10.5%
TCPU	12,833,057	12,899,378	15,330,911	13,659,199	13,454,557	16,314,687	16,109,394	-1.3%
Whole	956,665	877,088	829,682	898,759	753,765	517,025	589,496	14.0%
Retail	78,793,974	80,814,442	81,828,974	85,347,467	93,227,651	90,195,938	76,153,080	-15.6%
FIRE	4,895,151	4,918,254	4,824,067	5,718,387	6,757,340	6,600,246	5,601,342	-15.1%
Service	17,158,080	16,680,181	17,677,101	17,919,892	18,713,143	19,092,513	18,577,881	-2.7%
Govt	3,962	1,938	415	288	1,213	0	0	NA
Total	118,576,754	120,030,707	124,367,091	127,766,126	137,046,049	136,766,110	121,407,156	-11.2%
Annual Change		1.2%	3.6%	2.7%	7.3%	-0.2%	-11.2%	

Table 3.6

**Kenai Annual Comparative  
TAXABLE Sales by Industry  
2001, 2002, 2003**

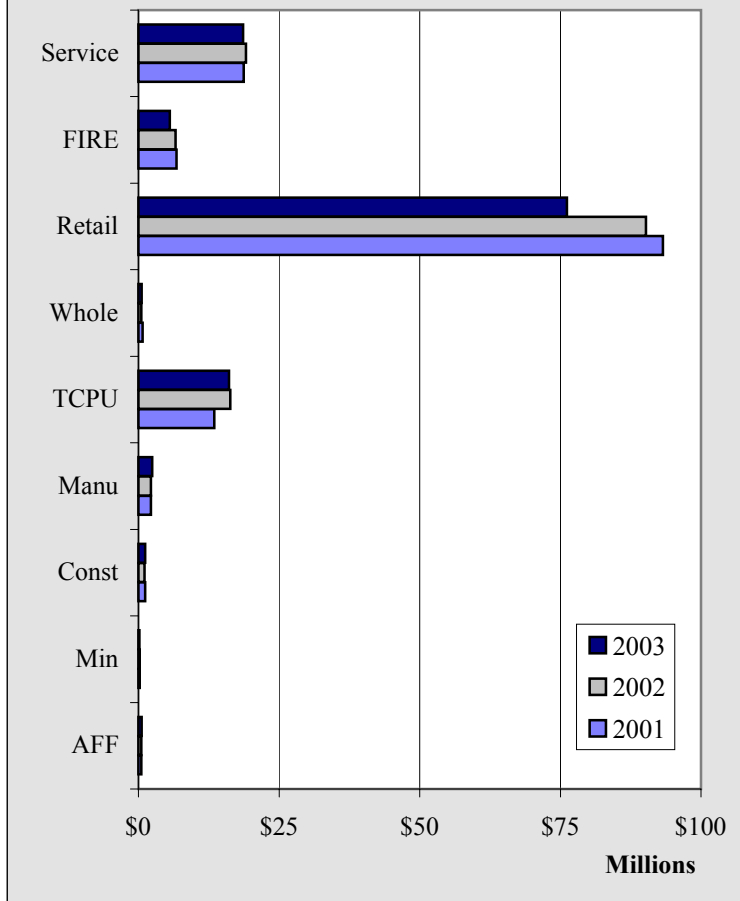


Chart 3.11

**Kenai Annual TAXABLE Sales  
1991-2003**

With Five Year Moving Average Trendline

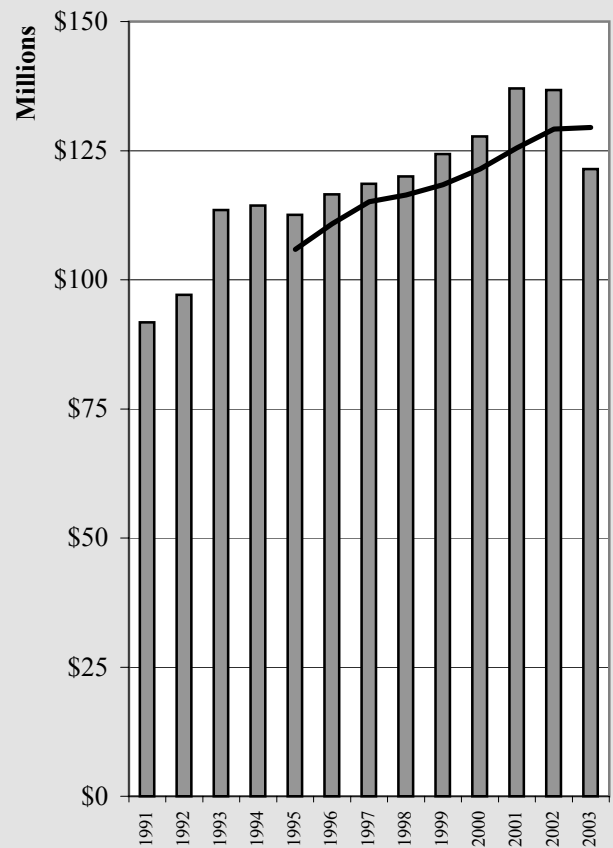


Chart 3.12

# Kenai Sales

<b>Kenai TAXABLE Sales by Industry by Quarter - 2001-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2001</b>					
AFF	88,262	113,069	204,015	100,269	505,615
Min	58,812	72,568	49,930	41,886	223,196
Const	237,187	267,682	311,229	354,826	1,170,924
Manu	437,740	685,042	701,303	414,560	2,238,645
TCPU	3,435,040	3,227,180	3,293,692	3,498,645	13,454,557
Whole	179,452	232,819	187,990	153,504	753,765
Retail	18,137,349	23,718,206	25,846,738	25,525,358	93,227,651
FIRE	1,527,679	1,670,033	1,791,530	1,768,098	6,757,340
Service	3,781,753	5,022,081	5,769,265	4,140,044	18,713,143
Govt	0	0	1,213	0	1,213
Total	27,883,274	35,008,680	38,156,905	35,997,190	137,046,049
<b>2002</b>					
AFF	90,609	128,556	200,238	86,211	505,614
Min	51,370	57,479	52,898	52,224	213,971
Const	248,073	273,401	291,112	295,015	1,107,601
Manu	349,360	622,875	754,966	491,314	2,218,515
TCPU	3,812,101	3,841,515	4,325,761	4,335,310	16,314,687
Whole	107,790	146,986	138,933	123,316	517,025
Retail	18,685,738	22,876,325	24,650,115	23,983,760	90,195,938
FIRE	1,645,401	1,684,226	1,706,454	1,564,165	6,600,246
Service	3,947,400	5,018,202	6,071,003	4,055,908	19,092,513
Govt	0	0	0	0	0
Total	28,937,842	34,649,565	38,191,480	34,987,223	136,766,110
<b>2003</b>					
AFF	87,894	134,783	237,344	99,292	559,313
Min	34,119	46,723	51,411	60,465	192,718
Const	241,193	295,969	316,006	318,835	1,172,003
Manu	441,292	687,335	816,883	506,419	2,451,929
TCPU	4,957,588	4,099,759	3,374,244	3,677,803	16,109,394
Whole	102,588	139,469	166,893	180,546	589,496
Retail	20,062,767	18,246,087	19,174,865	18,669,361	76,153,080
FIRE	1,480,683	1,494,804	1,373,022	1,252,833	5,601,342
Service	3,707,402	4,684,230	5,862,076	4,324,173	18,577,881
Govt	0	0	0	0	0
Total	31,115,526	29,829,159	31,372,744	29,089,727	121,407,156
<b>2004</b>					
AFF	97,275	159,363	351,638		608,276
Min	63,827	57,575	75,040		196,442
Const	274,894	304,939	284,004		863,837
Manu	508,762	802,940	1,021,465		2,333,167
TCPU	3,988,971	3,509,932	3,297,031		10,795,934
Whole	175,813	154,306	143,975		474,094
Retail	19,316,910	25,145,460	27,089,367		71,551,737
FIRE	1,256,343	1,341,835	1,345,176		3,943,354
Service	3,890,215	4,797,447	6,402,587		15,090,249
Govt	0	0	0		0
Total	29,573,010	36,273,797	40,010,283		105,857,090

Table 3.8