

# Seldovia Sales

Seldovia 3rd Quarter GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	0	479	0	80	0	0	17,500	NA
Min	0	0	0	0	0	0	0	NA
Const	48,533	101,982	165,256	65,667	84,321	1,256,705	360,893	-71.3%
Manu	20,522	127,613	1,710	22,581	2,556	14,320	12,190	-14.9%
TCPU	235,148	167,976	169,243	167,386	137,154	137,236	168,520	22.8%
Whole	215,942	110,895	23,370	12,723	22,402	71,441	30,407	-57.4%
Retail	609,899	807,058	888,589	828,070	824,582	767,833	754,387	-1.8%
FIRE	28,346	24,267	8,573	458,280	220,225	91,073	12,432	-86.3%
Service	425,811	366,916	436,895	396,617	402,260	494,150	423,958	-14.2%
Total	1,584,201	1,707,186	1,693,636	1,951,404	1,693,500	2,832,758	1,780,287	-37.2%
Annual Change		7.8%	-0.8%	15.2%	-13.2%	67.3%	-37.2%	

Table 4.1

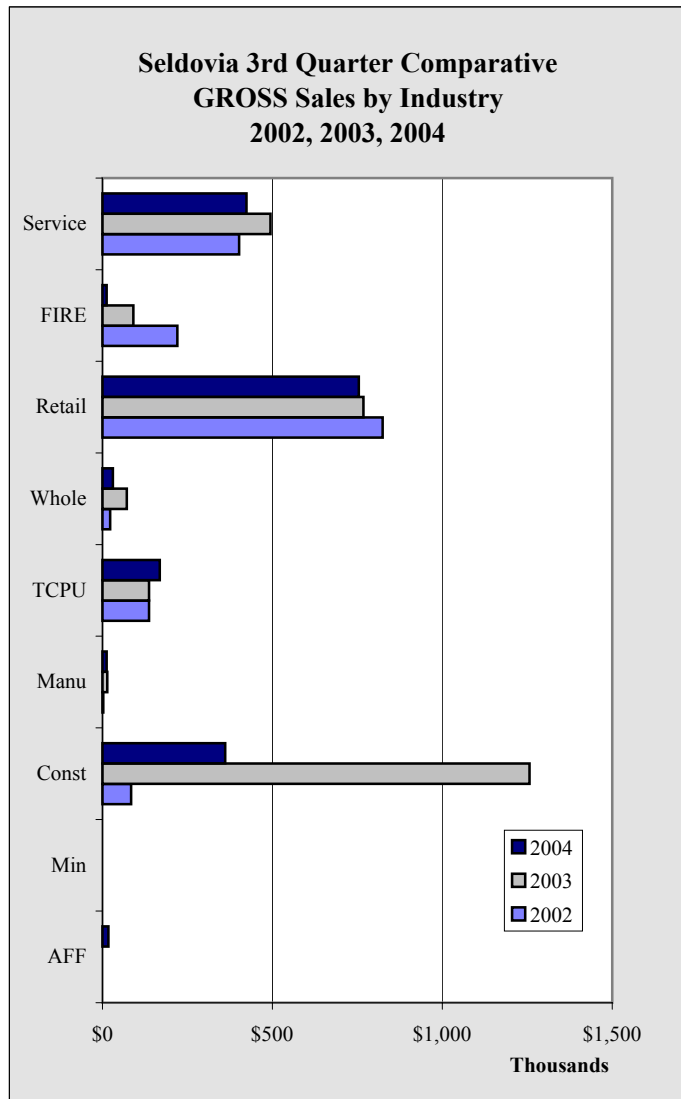


Chart 4.1

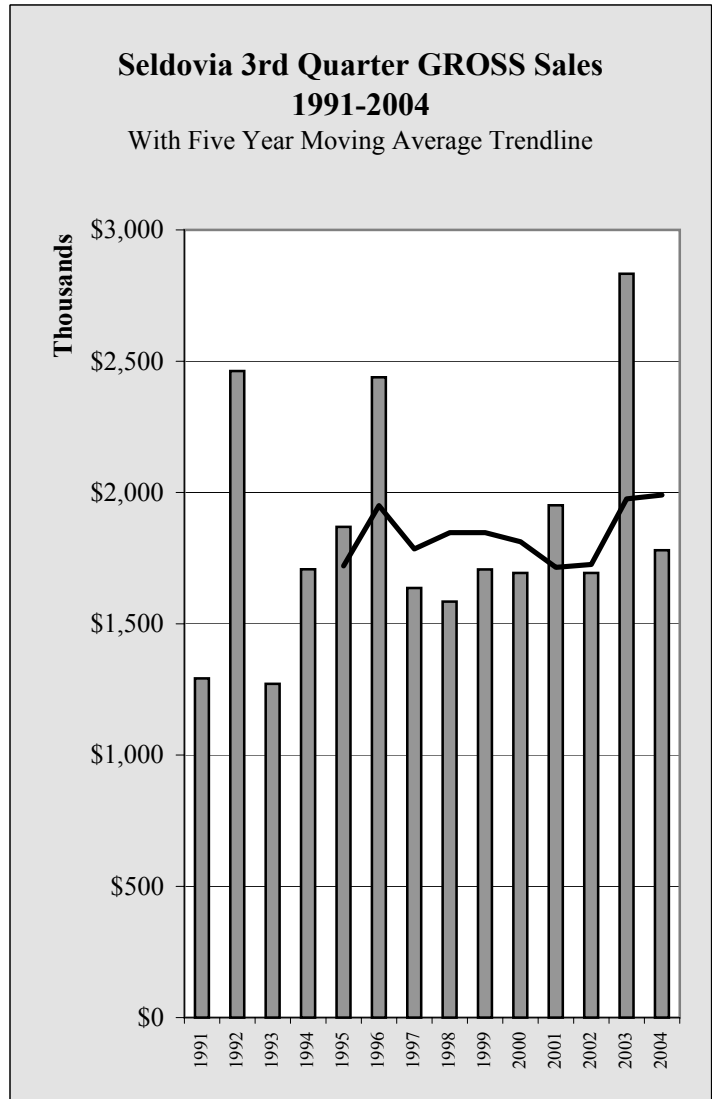


Chart 4.2

# Seldovia Sales

Seldovia 3rd Quarter TAXABLE Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	0	479	0	0	0	0	0	NA
Min	0	0	0	0	0	0	0	NA
Const	9,980	11,774	9,699	9,793	5,551	6,900	7,520	9.0%
Manu	3,533	2,534	508	2,047	655	6,036	4,464	-26.0%
TCPU	121,514	124,855	120,362	105,304	106,236	107,036	118,010	10.3%
Whole	151,001	2,468	403	1,416	651	640	131	-79.5%
Retail	576,343	660,500	758,922	744,668	754,759	693,503	693,297	0.0%
FIRE	21,776	19,232	4,157	10,190	7,535	7,783	9,302	19.5%
Service	366,880	322,785	347,057	327,957	316,602	318,421	325,176	2.1%
Total	1,251,027	1,144,627	1,241,108	1,201,375	1,191,989	1,140,319	1,157,900	1.5%
Annual Change		-8.5%	8.4%	-3.2%	-0.8%	-4.3%	1.5%	

Table 4.2

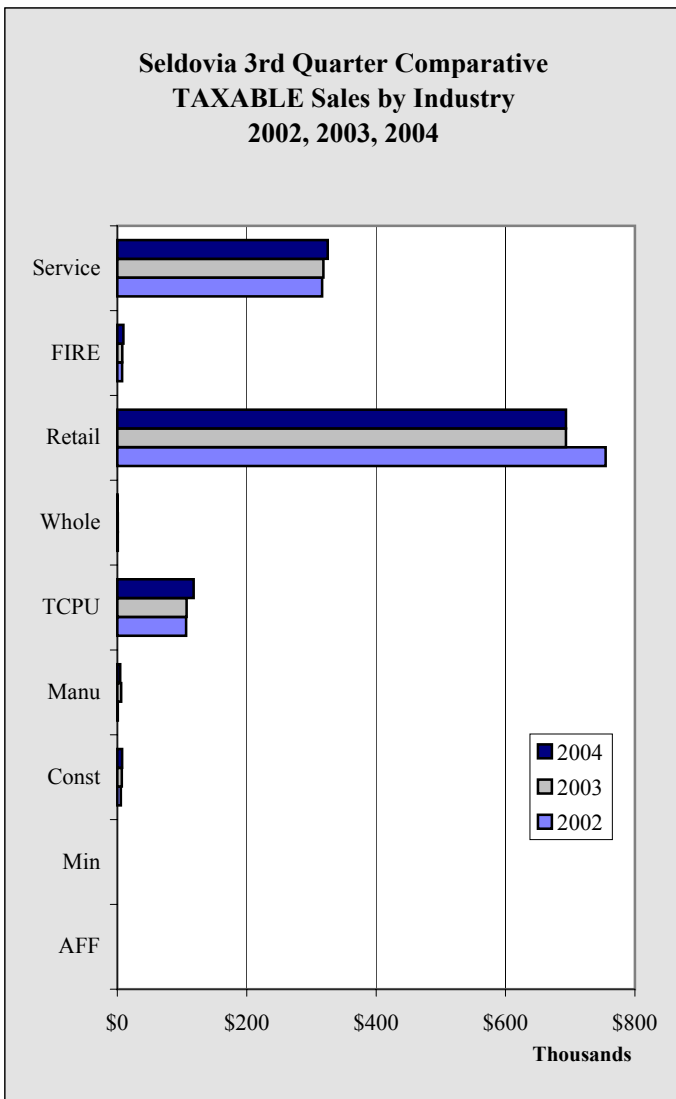


Chart 4.3

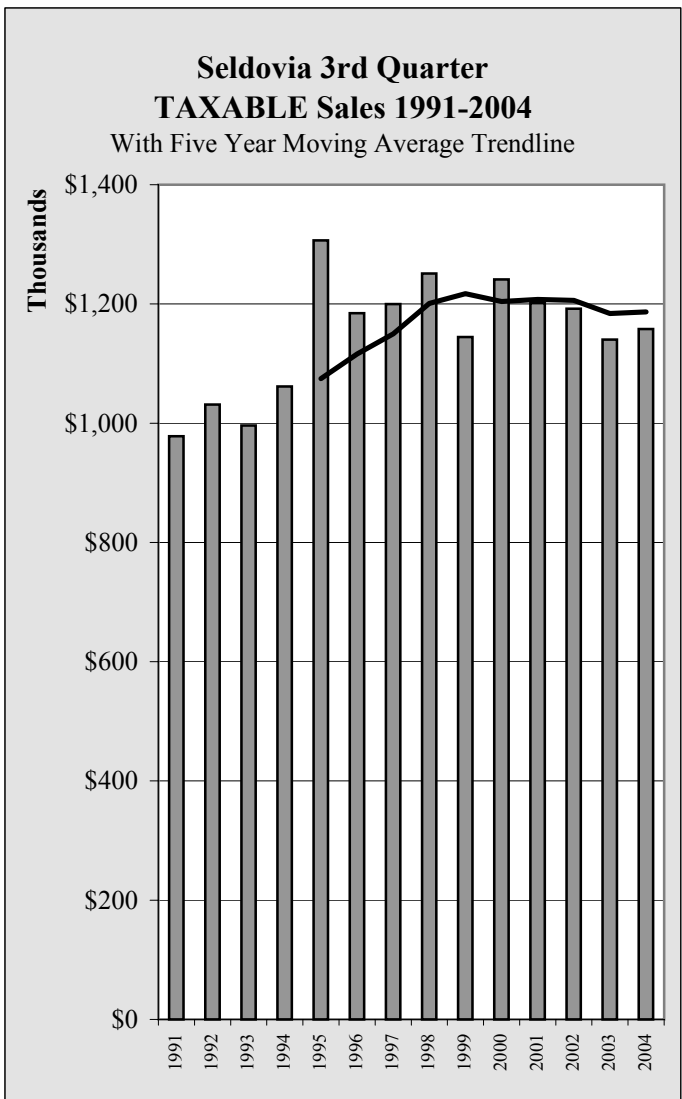


Chart 4.4

# Seldovia Sales

Seldovia YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	3,422	3,084	2,797	3,787	6,306	5,737	28,760	401.3%
Min	0	0	0	0	0	0	0	NA
Const	256,972	147,557	460,964	382,718	193,822	1,498,427	1,725,904	15.2%
Manu	44,713	139,507	12,083	40,000	10,171	41,491	22,174	-46.6%
TCPU	555,011	539,074	491,672	468,039	436,778	420,565	472,346	12.3%
Whole	694,648	448,070	62,787	51,899	33,202	98,119	70,794	-27.8%
Retail	1,366,524	1,846,820	2,448,774	2,130,744	1,999,819	2,021,674	1,997,518	-1.2%
FIRE	99,380	95,336	47,386	499,110	387,627	340,351	31,729	-90.7%
Service	830,368	783,984	844,765	737,534	792,085	881,017	2,152,913	144.4%
Total	3,851,038	4,003,432	4,371,228	4,313,831	3,859,810	5,307,381	6,502,138	22.5%
Annual Change		4.0%	9.2%	-1.3%	-10.5%	37.5%	22.5%	

Table 4.3

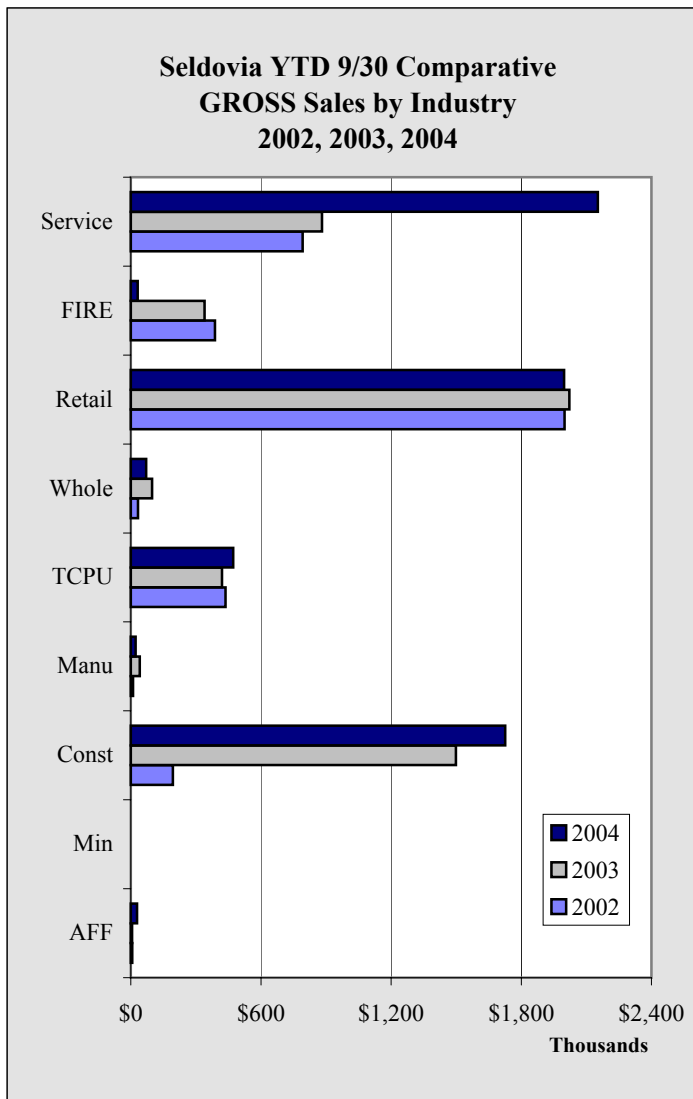


Chart 4.5

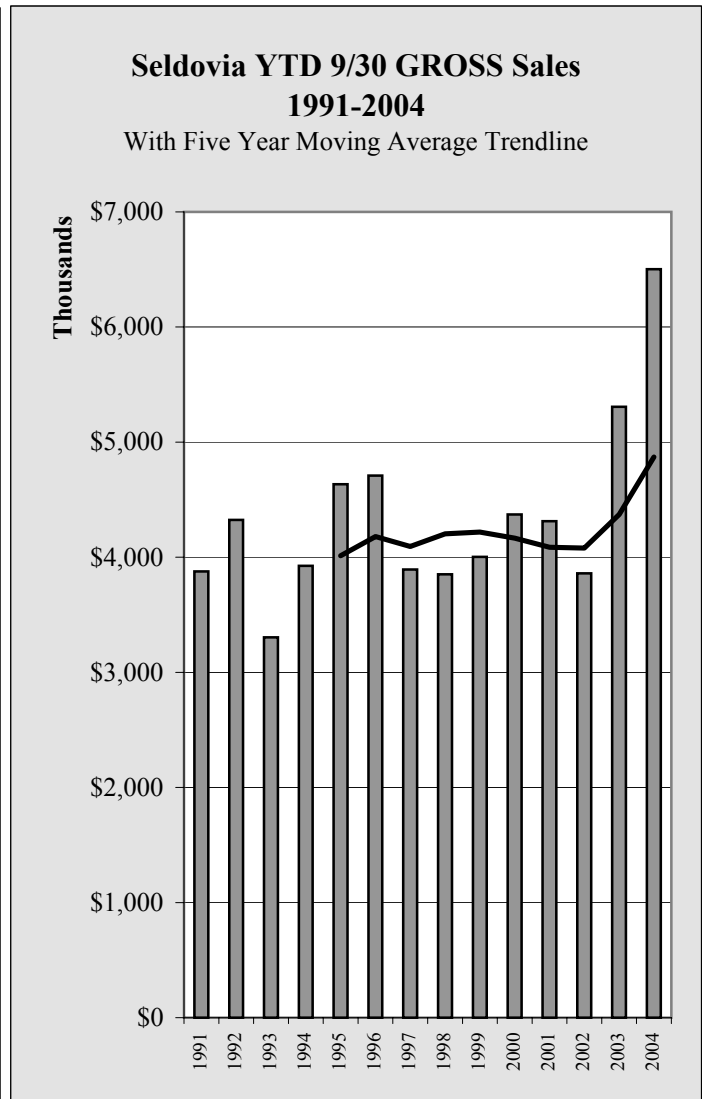


Chart 4.6

# Seldovia Sales

Seldovia YTD 9/30 TAXABLE Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	3,422	3,084	2,771	3,616	3,551	2,970	3,140	5.7%
Min	0	0	0	0	0	0	0	NA
Const	20,718	25,699	30,742	26,886	21,661	17,977	20,738	15.4%
Manu	8,992	6,090	3,084	4,344	3,655	8,153	7,248	-11.1%
TCPU	332,699	356,934	349,297	317,317	316,556	307,429	320,083	4.1%
Whole	398,216	103,017	3,633	2,971	945	1,111	298	-73.2%
Retail	1,278,360	1,479,499	1,760,300	1,784,174	1,712,524	1,729,410	1,698,898	-1.8%
FIRE	62,963	54,364	21,746	24,013	20,857	21,813	23,784	9.0%
Service	676,266	601,340	656,883	567,953	584,694	613,392	590,026	-3.8%
Total	2,781,636	2,630,027	2,828,456	2,731,274	2,664,443	2,702,255	2,664,215	-1.4%
Annual Change		-5.5%	7.5%	-3.4%	-2.4%	1.4%	-1.4%	

Table 4.4

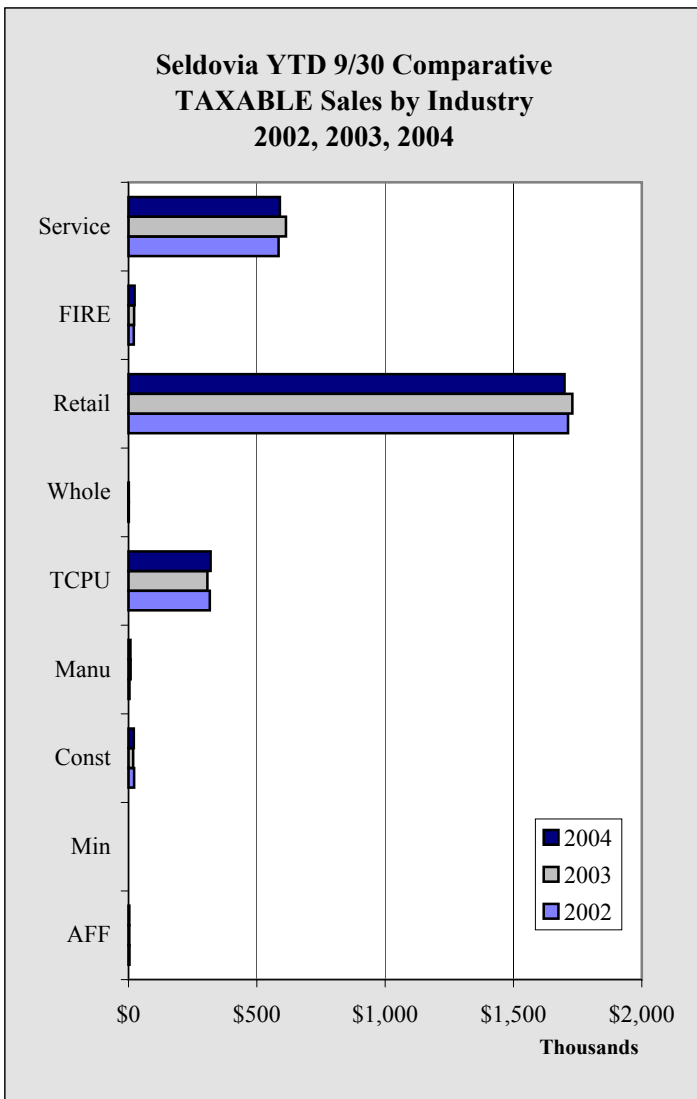


Chart 4.7

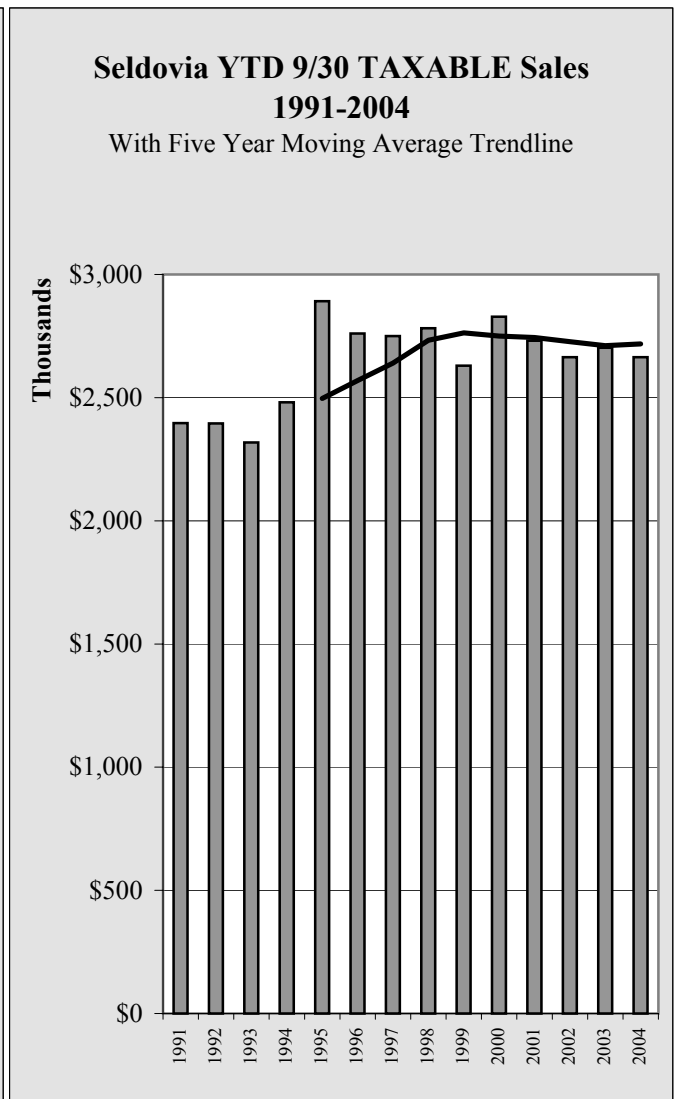


Chart 4.8

# Seldovia Sales

<b>Seldovia Annual GROSS Sales by Industry - 1997-2003 - in \$</b>								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	2,554	3,422	3,084	2,797	3,787	6,306	5,737	-9.0%
Min	0	0	0	0	0	0	0	NA
Const	302,722	302,999	200,475	567,881	427,249	233,790	2,235,069	856.0%
Manu	16,468	53,202	142,303	22,483	40,983	41,694	44,136	5.9%
TCPU	652,000	724,009	702,895	642,067	615,305	589,101	609,377	3.4%
Whole	938,201	886,557	466,249	74,511	58,140	40,755	143,974	253.3%
Retail	1,682,862	1,698,659	2,359,533	2,969,768	2,686,700	2,525,108	2,561,305	1.4%
FIRE	311,648	134,421	111,959	62,750	509,244	443,797	590,854	33.1%
Service	866,800	920,470	858,272	925,068	884,899	935,363	1,065,108	13.9%
Total	4,773,255	4,723,739	4,844,770	5,267,325	5,226,307	4,815,914	7,255,560	50.7%
Annual Change		-1.0%	2.6%	8.7%	-0.8%	-7.9%	50.7%	

Table 4.5

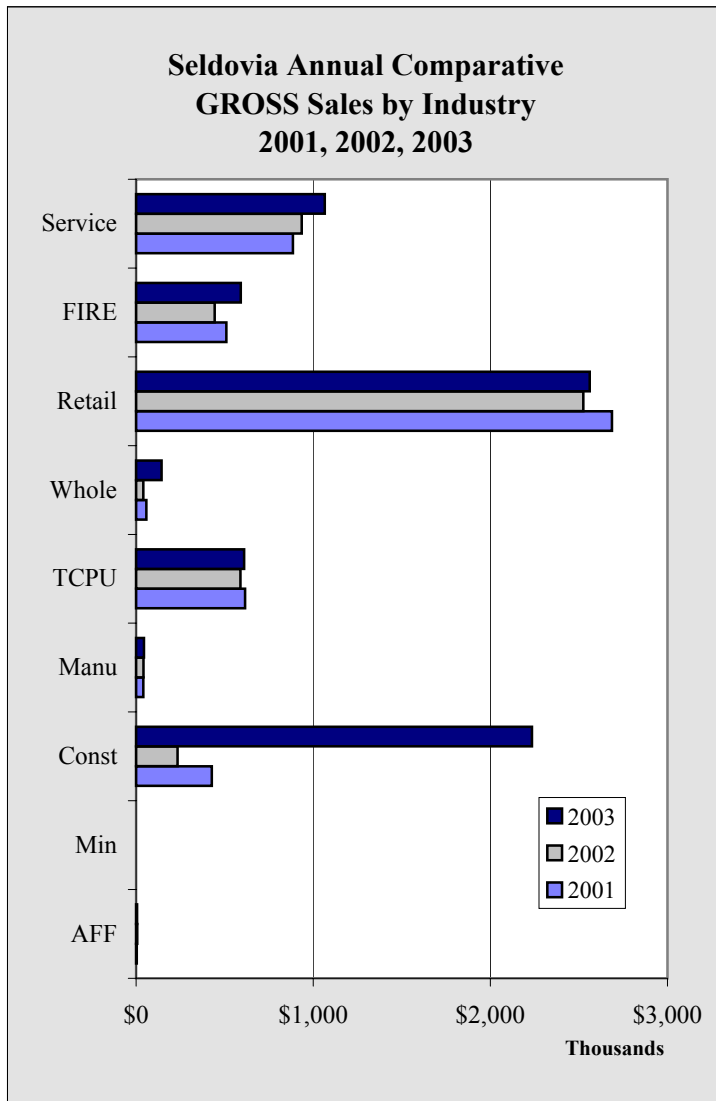


Chart 4.9

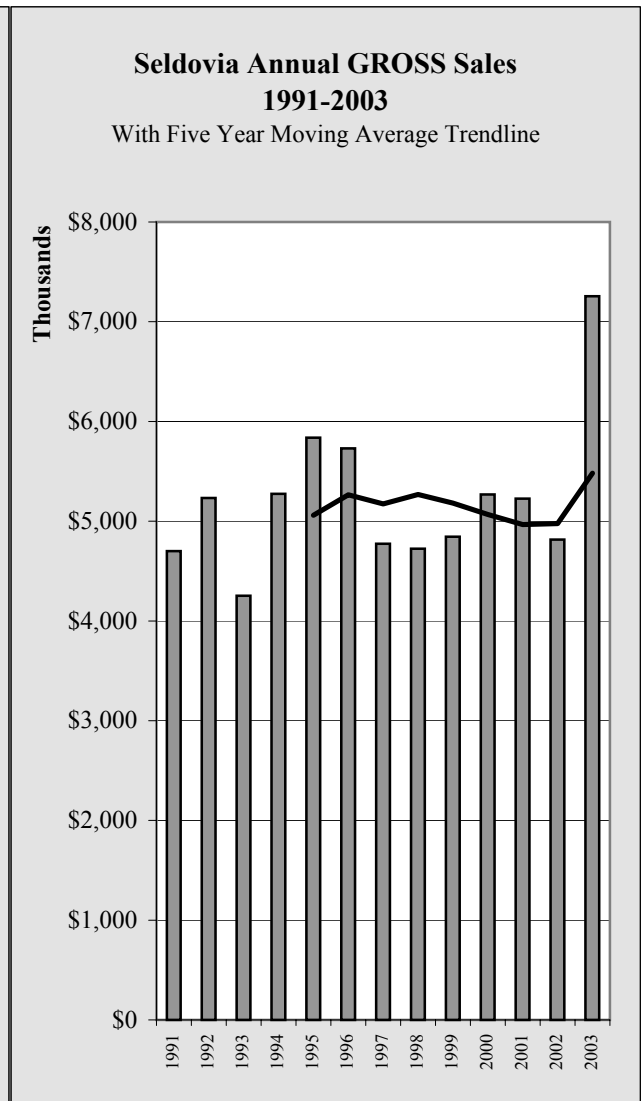


Chart 4.10

# Seldovia Sales

Seldovia Annual TAXABLE Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	2,554	3,422	3,084	2,771	3,616	3,551	2,970	-16.4%
Min	0	0	0	0	0	0	0	NA
Const	30,281	32,244	37,757	41,098	34,175	22,683	26,848	18.4%
Manu	9,151	16,711	7,035	4,892	4,818	6,509	9,098	39.8%
TCPU	421,749	438,292	473,005	455,499	410,584	427,667	450,291	5.3%
Whole	541,607	510,369	106,422	4,692	4,069	945	1,649	74.5%
Retail	1,593,073	1,577,816	1,877,036	2,165,560	2,202,868	2,118,927	2,155,556	1.7%
FIRE	73,103	83,118	65,347	28,771	31,657	24,937	29,796	19.5%
Service	664,505	736,321	659,563	714,840	644,328	667,170	700,736	5.0%
Total	3,336,023	3,398,293	3,229,249	3,418,123	3,336,115	3,272,389	3,376,944	3.2%
Annual Change		1.9%	-5.0%	5.8%	-2.4%	-1.9%	3.2%	

Table 4.6

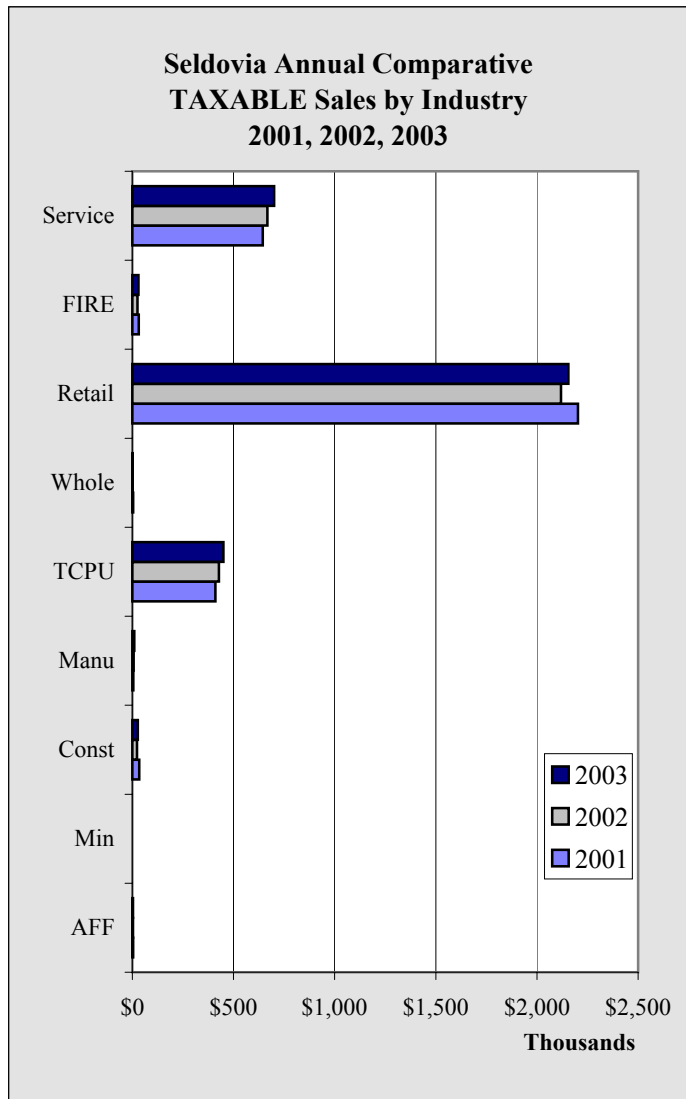


Chart 4.11

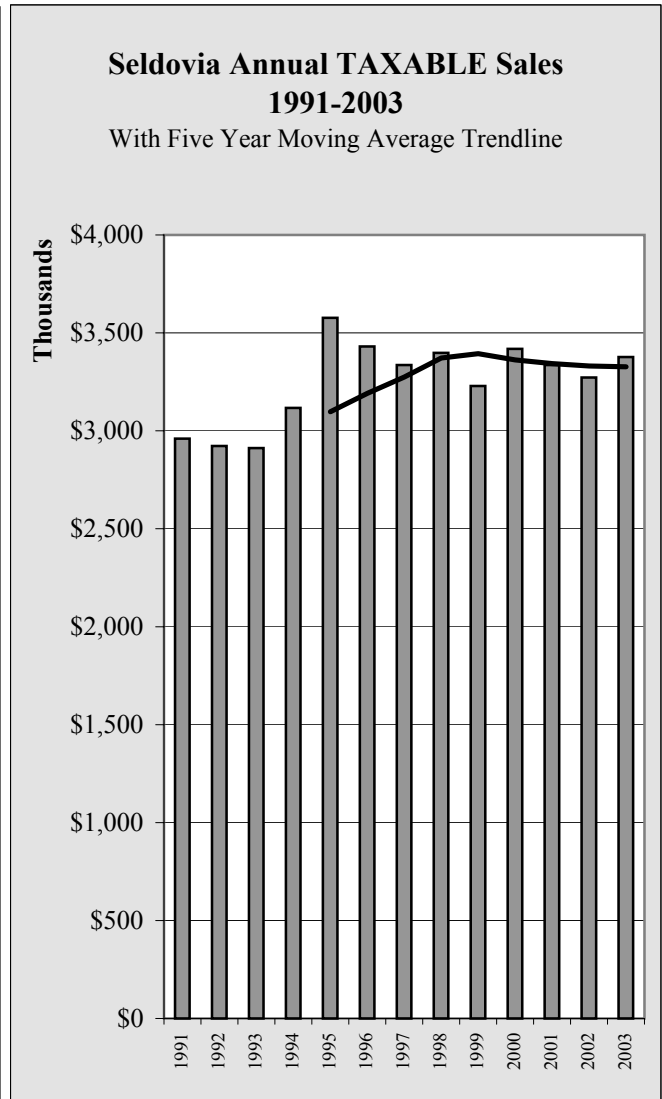


Chart 4.12

# Seldovia Sales

<b>Seldovia GROSS Sales by Industry by Quarter - 2000-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	0	2,797	0	0	2,797
Const	46,844	248,864	165,256	106,917	567,881
Manu	3,729	6,644	1,710	10,400	22,483
TCPU	159,367	163,062	169,243	150,395	642,067
Whole	16,761	22,656	23,370	11,724	74,511
Retail	807,661	752,524	888,589	520,994	2,969,768
FIRE	14,063	24,750	8,573	15,364	62,750
Service	102,267	305,603	436,895	80,303	925,068
Total	1,150,692	1,526,900	1,693,636	896,097	5,267,325
<b>2001</b>					
AFF	0	3,707	80	0	3,787
Const	30,023	287,028	65,667	44,531	427,249
Manu	2,989	14,430	22,581	983	40,983
TCPU	162,024	138,629	167,386	147,266	615,305
Whole	25,686	13,490	12,723	6,241	58,140
Retail	553,396	749,278	828,070	555,956	2,686,700
FIRE	23,824	17,006	458,280	10,134	509,244
Service	100,869	240,048	396,617	147,365	884,899
Total	898,811	1,463,616	1,951,404	912,476	5,226,307
<b>2002</b>					
AFF	0	6,306	0	0	6,306
Const	66,782	42,719	84,321	39,968	233,790
Manu	1,704	5,911	2,556	31,523	41,694
TCPU	163,245	136,379	137,154	152,323	589,101
Whole	3,760	7,040	22,402	7,553	40,755
Retail	485,479	689,758	824,582	525,289	2,525,108
FIRE	158,668	8,734	220,225	56,170	443,797
Service	132,074	257,751	402,260	143,278	935,363
Total	1,011,712	1,154,598	1,693,500	956,104	4,815,914
<b>2003</b>					
AFF	0	5,737	0	0	5,737
Min	0	0	0	0	0
Const	27,947	213,775	1,256,705	736,642	2,235,069
Manu	1,845	25,326	14,320	2,645	44,136
TCPU	147,749	135,580	137,236	188,812	609,377
Whole	9,201	17,477	71,441	45,855	143,974
Retail	543,511	710,330	767,833	539,631	2,561,305
FIRE	7,090	242,188	91,073	250,503	590,854
Service	108,853	278,014	494,150	184,091	1,065,108
Total	846,196	1,628,427	2,832,758	1,948,179	7,255,560
<b>2004</b>					
					<b>Year to Date</b>
AFF	0	11,260	17,500		28,760
Min	0	0	0		0
Const	601,376	763,635	360,893		1,725,904
Manu	1,249	8,735	12,190		22,174
TCPU	151,748	152,078	168,520		472,346
Whole	14,150	26,237	30,407		70,794
Retail	521,615	721,516	754,387		1,997,518
FIRE	9,127	10,170	12,432		31,729
Service	1,000,312	728,643	423,958		2,152,913
Total	2,299,577	2,422,274	1,780,287		6,502,138

Table 4.7

# Seldovia Sales

<b>Seldovia TAXABLE Sales by Industry by Quarter - 2000-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	0	2,771	0	0	2,771
Const	9,989	11,054	9,699	10,356	41,098
Manu	1,709	867	508	1,808	4,892
TCPU	110,305	118,630	120,362	106,202	455,499
Whole	1,003	2,227	403	1,059	4,692
Retail	369,861	631,517	758,922	405,260	2,165,560
FIRE	8,593	8,996	4,157	7,025	28,771
Service	67,633	242,193	347,057	57,957	714,840
Total	569,093	1,018,255	1,241,108	589,667	3,418,123
<b>2001</b>					
AFF	0	3,616	0	0	3,616
Const	7,595	9,498	9,793	7,289	34,175
Manu	1,054	1,243	2,047	474	4,818
TCPU	117,188	94,825	105,304	93,267	410,584
Whole	250	1,305	1,416	1,098	4,069
Retail	392,049	647,457	744,668	418,694	2,202,868
FIRE	6,389	7,434	10,190	7,644	31,657
Service	59,030	180,966	327,957	76,375	644,328
Total	583,555	946,344	1,201,375	604,841	3,336,115
<b>2002</b>					
AFF	0	3,551	0	0	3,551
Const	6,980	9,130	5,551	1,022	22,683
Manu	1,194	1,806	655	2,854	6,509
TCPU	115,021	95,299	106,236	111,111	427,667
Whole	159	135	651	0	945
Retail	367,416	590,349	754,759	406,403	2,118,927
FIRE	7,178	6,144	7,535	4,080	24,937
Service	75,676	192,416	316,602	82,476	667,170
Total	573,624	898,830	1,191,989	607,946	3,272,389
<b>2003</b>					
AFF	0	2,970	0	0	2,970
Min	0	0	0	0	0
Const	1,131	9,946	6,900	8,871	26,848
Manu	368	1,749	6,036	945	9,098
TCPU	103,692	96,701	107,036	142,862	450,291
Whole	150	321	640	538	1,649
Retail	415,056	620,851	693,503	426,146	2,155,556
FIRE	4,600	9,430	7,783	7,983	29,796
Service	73,973	220,998	318,421	87,344	700,736
Total	598,970	962,966	1,140,319	674,689	3,376,944
<b>2004</b>					
					<b>Year to Date</b>
AFF	0	3,140	0		3,140
Min	0	0	0		0
Const	5,160	8,058	7,520		20,738
Manu	649	2,135	4,464		7,248
TCPU	96,989	105,084	118,010		320,083
Whole	30	137	131		298
Retail	392,241	613,360	693,297		1,698,898
FIRE	5,942	8,540	9,302		23,784
Service	65,715	199,135	325,176		590,026
Total	566,726	939,589	1,157,900		2,664,215

Table 4.8