

# Soldotna Sales

<b>Soldotna 3rd Quarter GROSS Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	276,572	409,810	927,816	693,279	667,821	920,446	1,043,046	13.3%
Min	1,017,947	74,797	53,453	124,429	86,164	99,139	135,739	36.9%
Const	7,232,483	5,287,743	6,697,977	6,018,641	8,313,280	6,731,579	9,104,244	35.2%
Manu	1,183,296	1,312,635	2,222,599	2,098,063	2,352,093	2,843,498	1,756,661	-38.2%
TCPU	3,774,326	4,616,295	3,994,588	4,556,940	4,900,494	3,716,921	5,681,939	52.9%
Whole	4,296,248	12,343,776	11,890,501	10,894,321	12,524,522	10,562,562	3,326,912	-68.5%
Retail	47,970,851	51,893,943	50,862,968	57,845,073	60,870,288	65,990,813	69,901,242	5.9%
FIRE	2,004,398	2,304,498	3,135,684	2,932,358	2,591,812	2,821,665	2,810,871	-0.4%
Service	8,332,019	9,455,476	9,742,934	10,501,170	11,299,921	12,481,767	12,571,543	0.7%
Govt	3,595	5,233	1,781	6,158	4,290	12,192	2,880	-76.4%
Total	76,091,735	87,704,206	89,530,301	95,670,432	103,610,685	106,180,582	106,335,077	0.1%
Annual Change		15.3%	2.1%	6.9%	8.3%	2.5%	0.1%	

Table 6.1

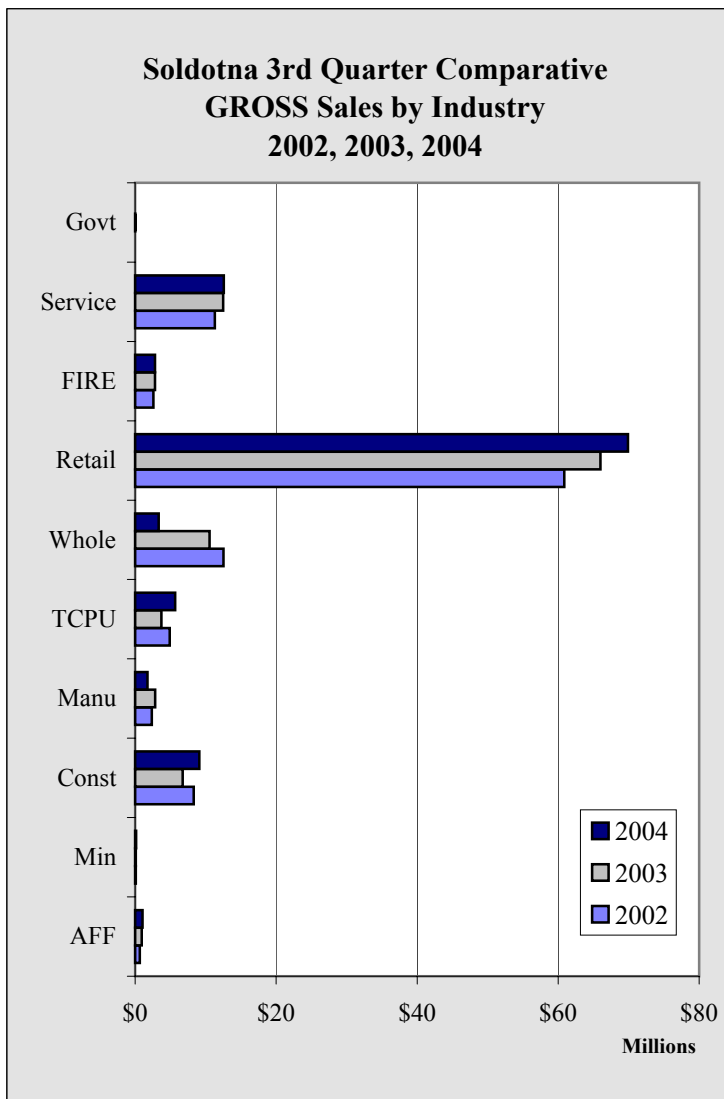


Chart 6.1

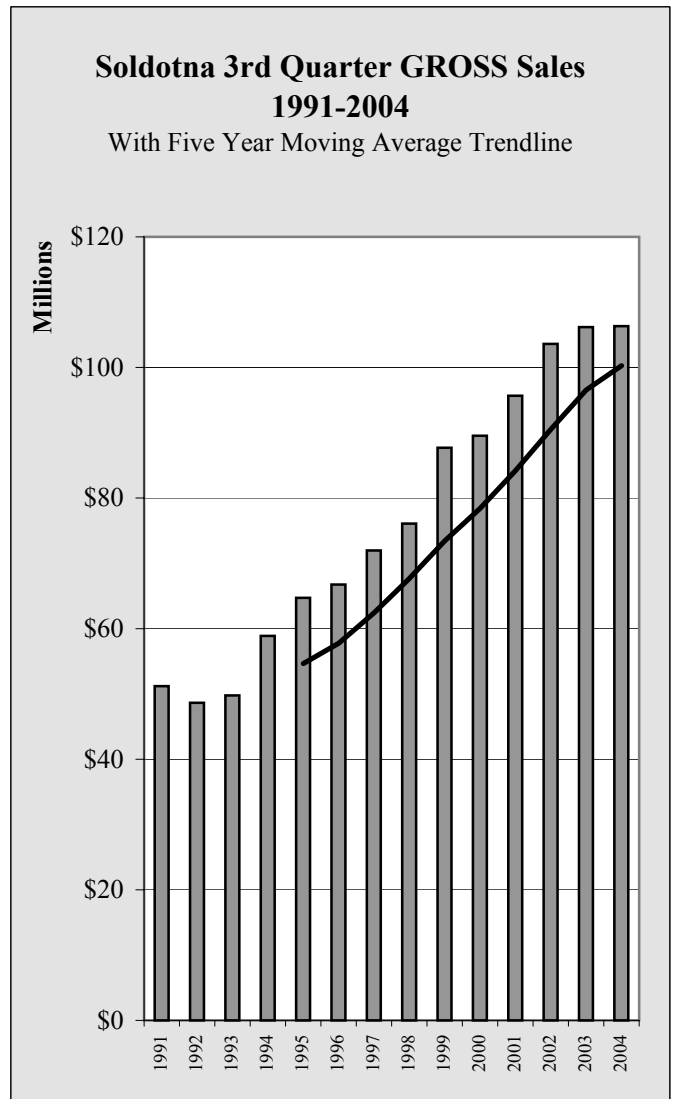


Chart 6.2

# Soldotna Sales

<b>Soldotna 3rd Quarter TAXABLE Sales by Industry - 1998-2004 - in</b>							
	1998	1999	2000	2001	2002	2003	2004
AFF	145,594	248,328	346,853	413,211	393,521	457,868	444,134
Min	2,525	1,765	2,240	8,962	7,836	7,885	2,620
Const	334,992	420,863	330,069	353,143	369,398	465,297	352,540
Manu	556,095	630,134	716,528	676,627	710,329	739,665	793,254
TCPU	2,352,791	2,540,061	2,613,036	2,661,503	2,944,886	2,959,644	2,941,354
Whole	183,188	100,208	272,833	250,422	251,226	339,309	263,334
Retail	36,881,213	40,239,495	39,854,847	43,274,819	45,546,360	50,742,487	53,669,628
FIRE	1,049,887	1,125,039	1,375,621	1,551,525	1,502,411	1,159,465	1,278,519
Service	5,019,932	5,189,435	5,009,375	4,944,503	5,758,366	5,692,459	6,040,411
Govt	3,595	5,233	1,781	6,158	4,290	12,192	2,880
Total	46,529,812	50,500,561	50,523,183	54,140,873	57,488,623	62,576,271	65,788,674
Annual Change		8.5%	0.0%	7.2%	6.2%	8.8%	5.1%

Table 6.2

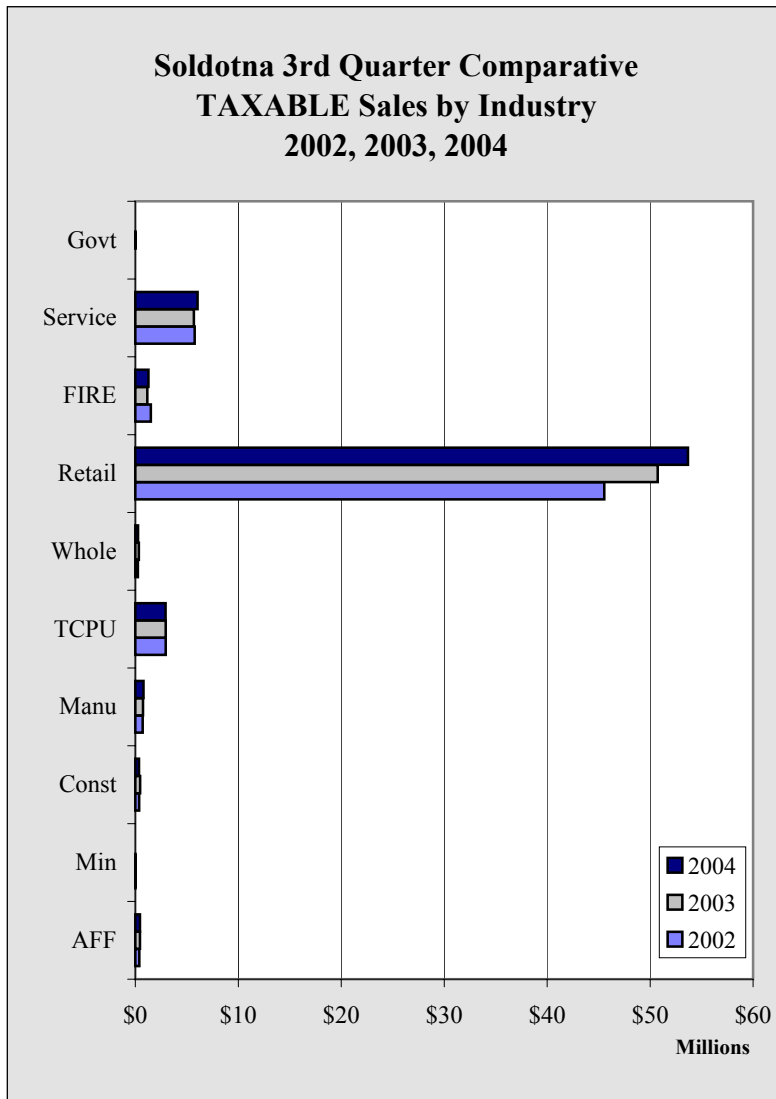


Chart 6.3

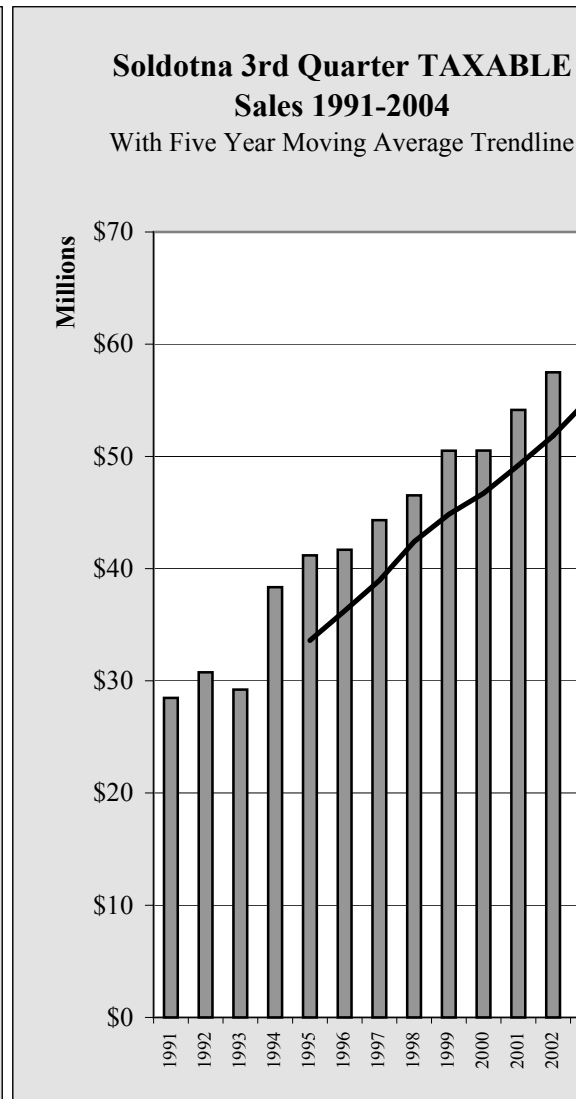
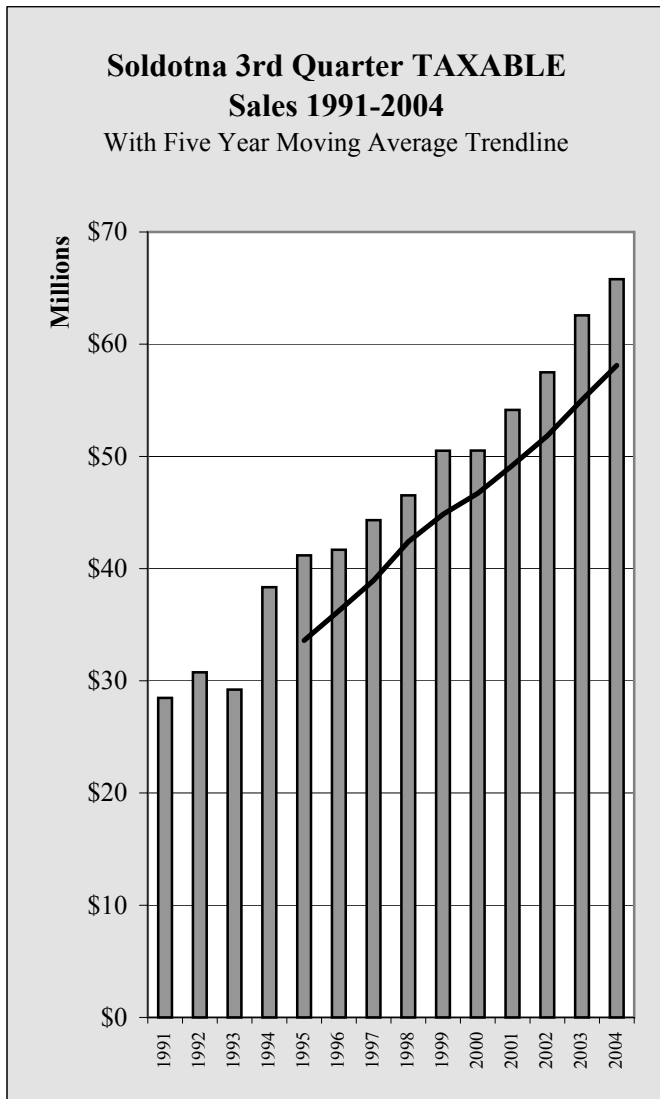


Chart 6.4

# Soldotna Sales

\$
Annual Change
-3.0%
-66.8%
-24.2%
7.2%
-0.6%
-22.4%
5.8%
10.3%
6.1%
-76.4%
5.1%



# Soldotna Sales

<b>Soldotna YTD 9/30 GROSS Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	566,958	736,399	1,465,090	1,395,255	1,392,318	1,765,925	2,245,603	27.2%
Min	1,594,188	225,625	204,950	251,787	291,214	331,780	382,812	15.4%
Const	13,973,807	10,766,420	14,668,275	14,498,458	16,472,038	14,662,486	17,855,913	21.8%
Manu	2,466,379	2,558,859	4,013,509	4,677,028	4,980,601	6,261,037	3,432,487	-45.2%
TCPU	10,583,787	12,987,032	11,718,392	13,894,541	12,117,670	11,755,500	15,195,144	29.3%
Whole	9,465,041	24,945,812	27,891,197	24,702,623	27,950,092	27,426,442	22,014,611	-19.7%
Retail	117,418,999	125,170,443	124,938,486	138,250,559	146,408,567	154,929,550	163,485,527	5.5%
FIRE	5,719,140	6,441,457	7,855,115	7,322,353	7,833,735	7,830,820	8,803,183	12.4%
Service	22,393,419	23,152,259	24,477,551	26,500,213	28,225,153	30,537,031	33,885,313	11.0%
Govt	15,795	24,822	14,847	17,903	18,849	33,191	18,305	-44.8%
<b>Total</b>	<b>184,197,513</b>	<b>207,009,128</b>	<b>217,247,412</b>	<b>231,510,720</b>	<b>245,690,237</b>	<b>255,533,762</b>	<b>267,318,898</b>	<b>4.6%</b>
Annual Change		12.4%	4.9%	6.6%	6.1%	4.0%	4.6%	

Table 6.3

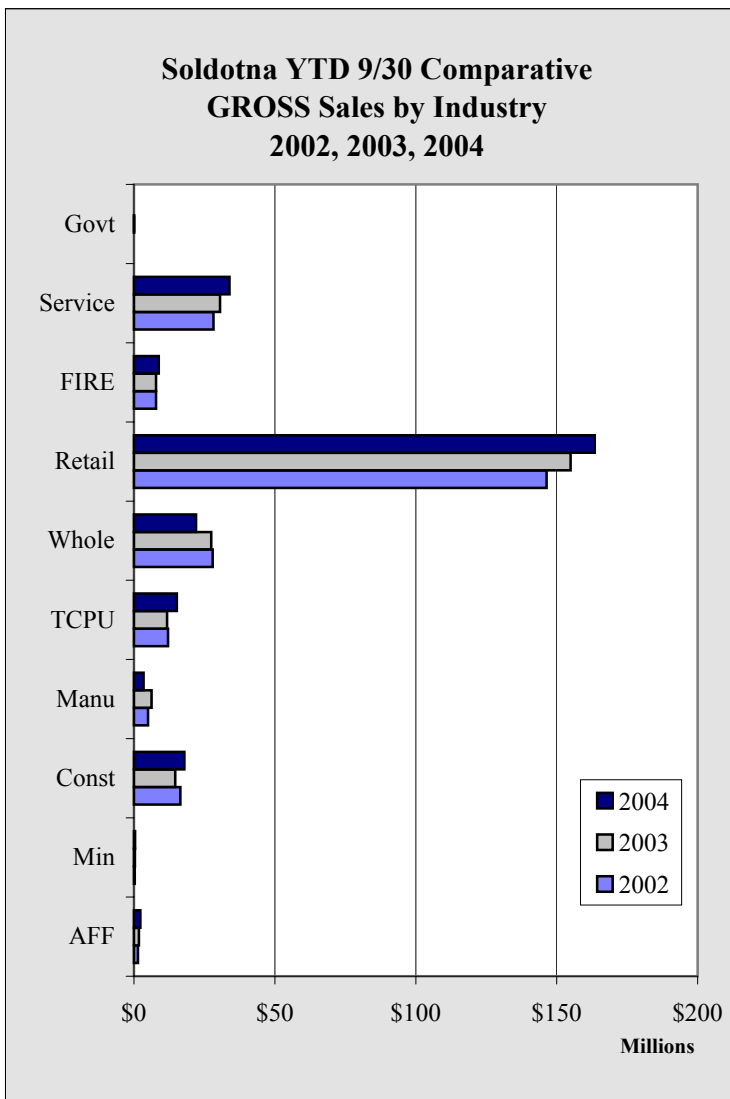


Chart 6.5

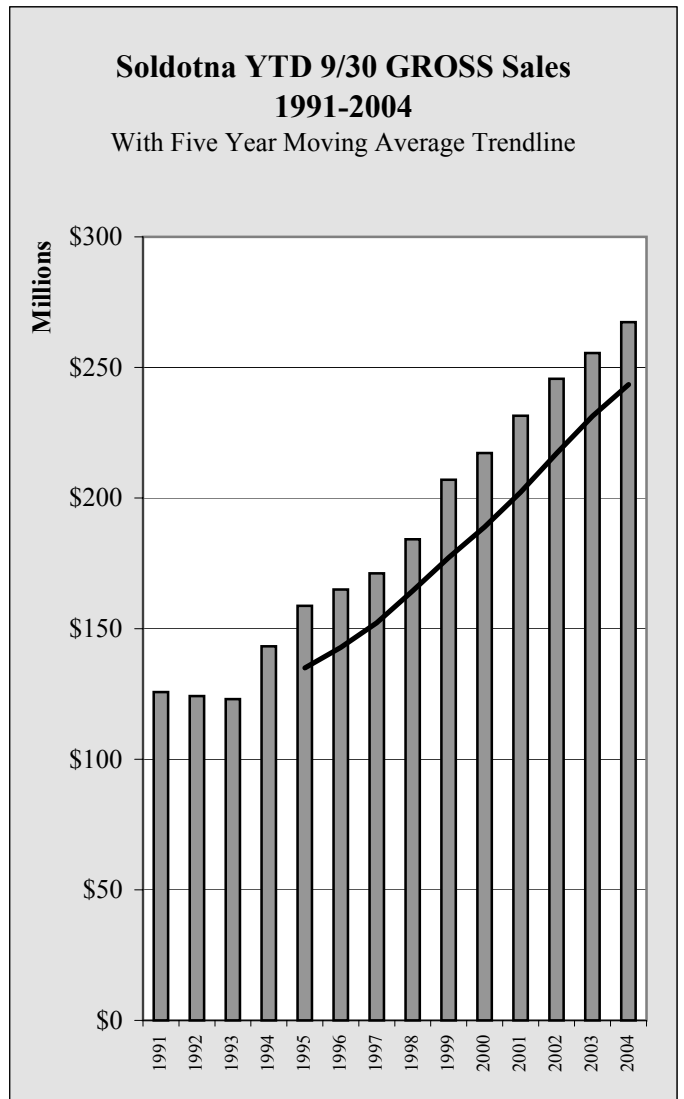


Chart 6.6

# Soldotna Sales

<b>Soldotna YTD 9/30 TAXABLE Sales by Industry - 1998-2004 - in \$</b>							
	1998	1999	2000	2001	2002	2003	2004
AFF	352,026	513,472	722,179	911,120	865,338	922,887	934,277
Min	6,510	4,215	10,095	26,816	21,697	24,660	15,123
Const	980,704	1,107,447	936,249	889,468	982,300	1,197,494	1,045,500
Manu	1,180,264	1,201,201	1,323,915	1,341,850	1,321,142	1,395,734	1,366,406
TCPU	6,959,460	7,587,129	7,793,164	7,823,274	8,316,315	9,142,862	9,265,043
Whole	306,261	240,397	573,422	657,940	617,727	800,989	671,922
Retail	86,315,360	91,390,900	92,220,749	101,843,920	104,839,901	113,488,163	120,916,704
FIRE	2,755,558	2,896,505	3,302,728	3,846,126	3,939,711	3,452,500	3,371,976
Service	12,083,614	12,179,641	12,056,871	12,169,177	13,806,185	13,600,062	14,575,053
Govt	15,795	24,822	14,847	17,903	18,849	33,191	18,305
<b>Total</b>	<b>110,955,552</b>	<b>117,145,729</b>	<b>118,954,219</b>	<b>129,527,594</b>	<b>134,729,165</b>	<b>144,058,542</b>	<b>152,180,309</b>
Annual Change		5.6%	1.5%	8.9%	4.0%	6.9%	5.6%

Table 6.4

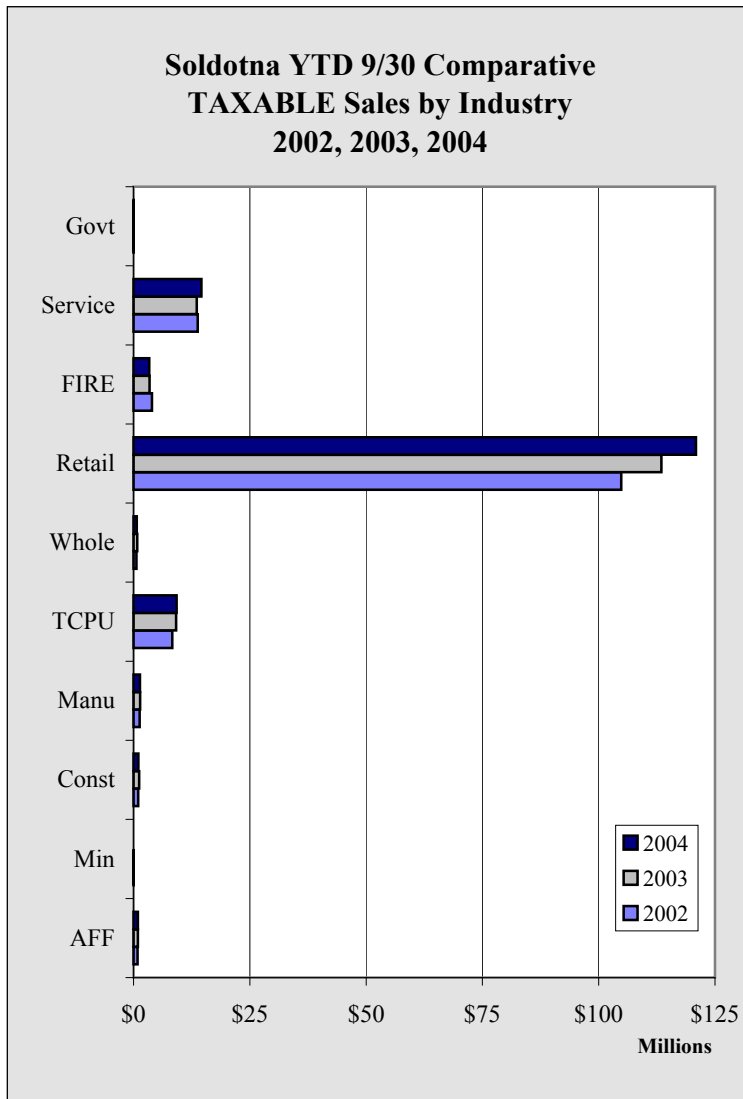


Chart 6.7

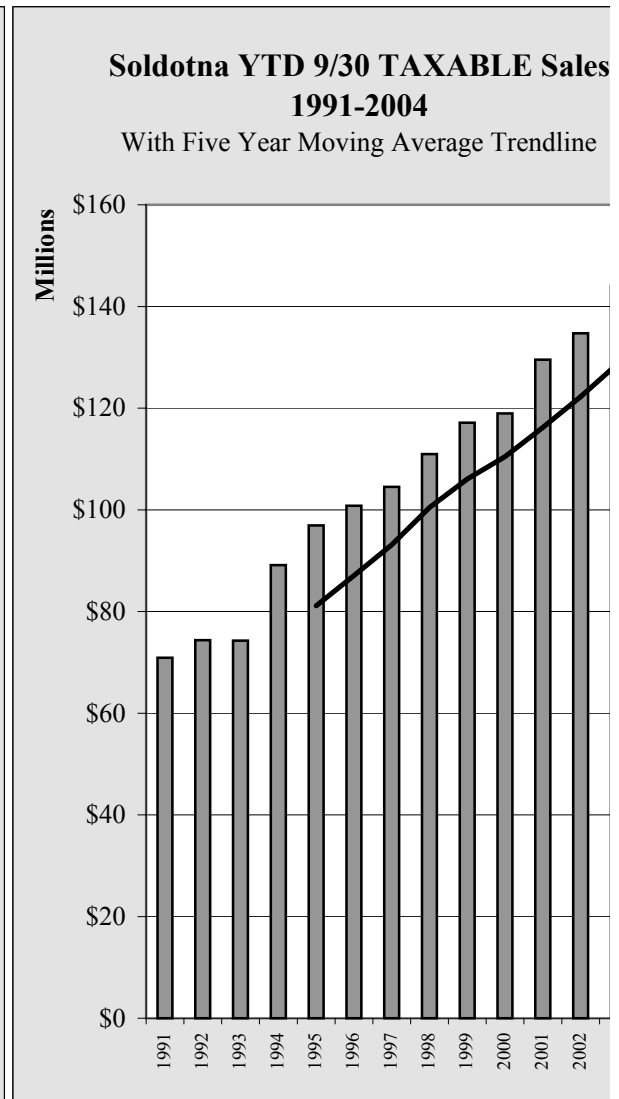
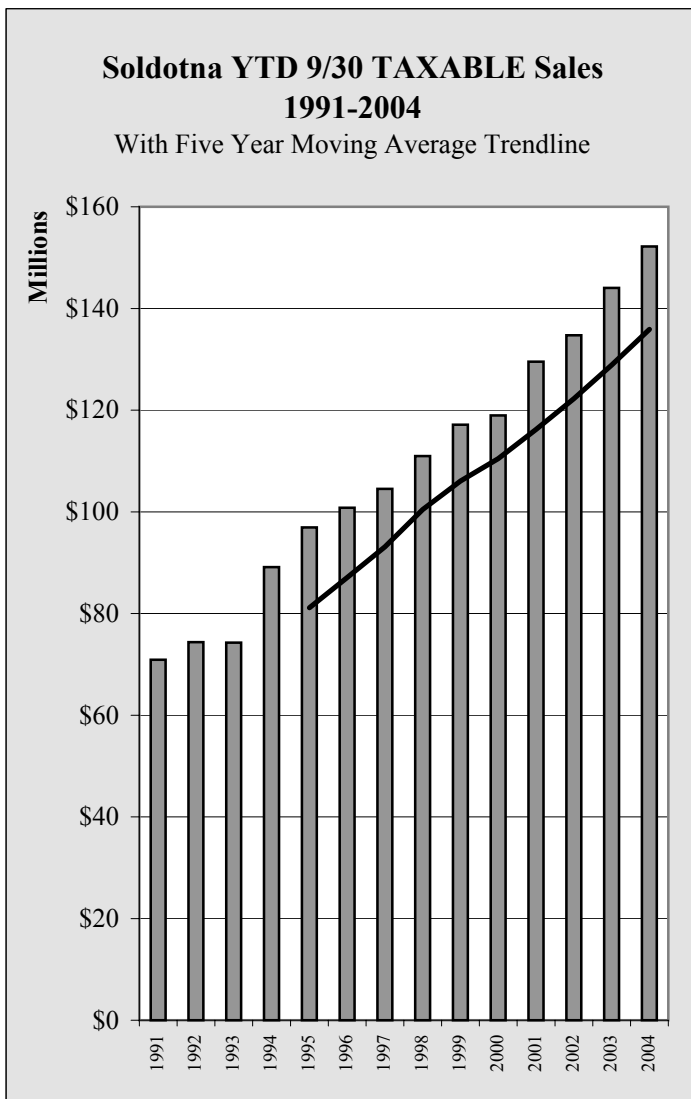


Chart 6.8

# Soldotna Sales

Annual Change
1.2%
-38.7%
-12.7%
-2.1%
1.3%
-16.1%
6.5%
-2.3%
7.2%
-44.8%
5.6%



# Soldotna Sales

Soldotna Annual GROSS Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	787,505	689,389	954,143	1,727,448	1,664,917	1,853,591	2,523,473	36.1%
Min	645,979	2,729,541	306,689	305,525	305,091	410,684	450,504	9.7%
Const	20,624,014	20,205,240	17,075,443	20,761,485	19,395,458	22,462,842	20,789,343	-7.5%
Manu	2,824,914	3,192,979	3,210,218	5,446,988	5,938,040	6,301,658	7,729,281	22.7%
TCPU	13,396,265	14,308,591	17,467,668	15,708,998	17,799,215	15,900,605	16,342,600	2.8%
Whole	11,054,736	14,626,150	32,515,047	32,610,279	31,467,653	40,201,769	34,368,869	-14.5%
Retail	149,103,119	157,774,054	166,898,488	170,201,586	187,606,859	191,902,954	204,657,408	6.6%
FIRE	7,603,912	7,365,455	8,509,983	10,210,170	10,232,574	10,465,959	10,733,557	2.6%
Service	26,507,740	29,884,044	30,622,659	32,265,770	34,683,298	36,330,903	40,028,395	10.2%
Govt	35,704	18,221	28,399	17,062	19,103	22,579	41,717	84.8%
Total	232,583,888	250,793,664	277,588,737	289,255,311	309,112,208	325,853,544	337,665,147	3.6%
Annual Change		7.8%	10.7%	4.2%	6.9%	5.4%	3.6%	

Table 6.5

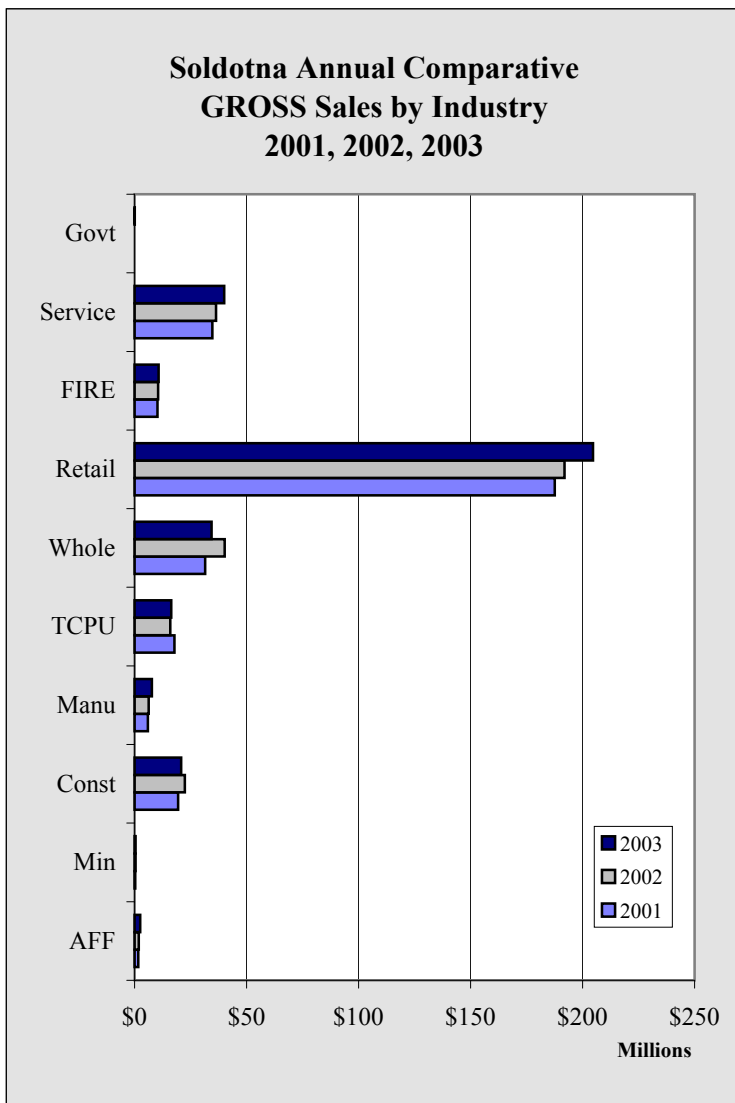


Chart 6.9

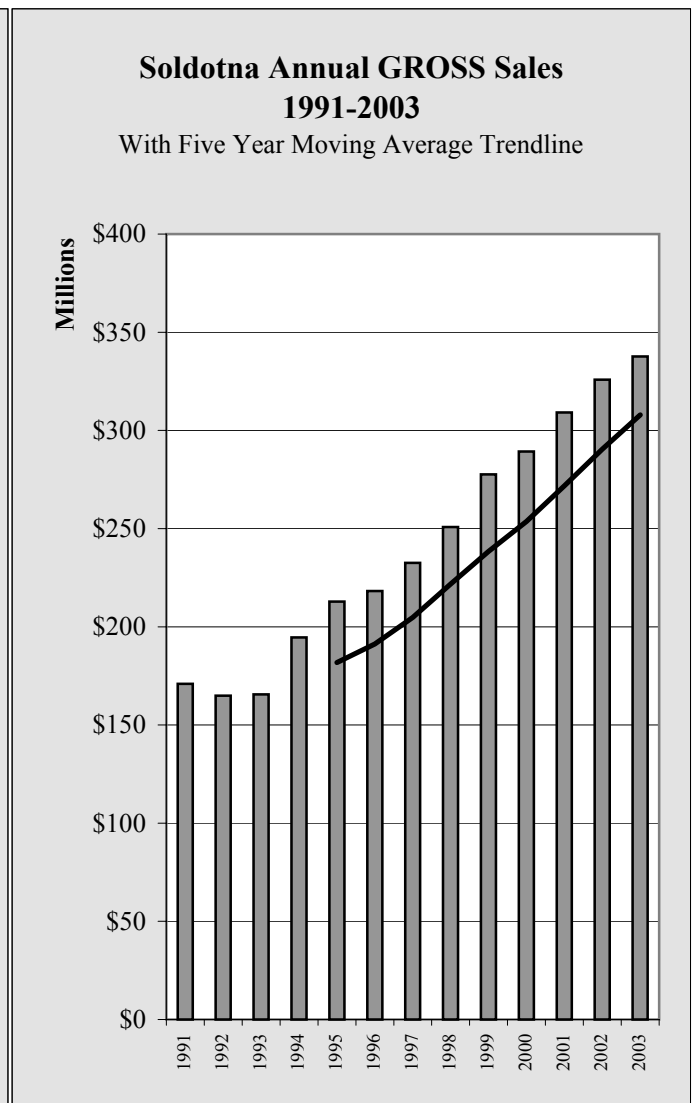


Chart 6.10

# Soldotna Sales

<b>Soldotna Annual TAXABLE Sales by Industry - 1997-2003 - in \$</b>								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	412,424	466,912	697,062	921,908	1,117,793	1,043,812	1,176,634	12.7%
Min	6,251	8,010	5,675	11,333	35,080	33,278	33,067	-0.6%
Const	1,262,833	1,320,297	1,471,239	1,233,755	1,173,265	1,317,838	1,590,497	20.7%
Manu	1,363,346	1,439,440	1,467,864	1,567,147	1,638,254	1,635,572	1,674,325	2.4%
TCPU	8,918,568	9,374,360	10,378,566	10,311,502	10,520,193	11,178,060	12,295,182	10.0%
Whole	342,916	369,062	322,925	715,161	786,443	763,236	997,320	30.7%
Retail	109,625,447	115,732,671	122,401,180	124,618,575	136,194,643	138,178,507	151,168,576	9.4%
FIRE	3,658,043	3,662,452	3,776,435	4,545,775	5,207,613	5,279,203	4,435,121	-16.0%
Service	14,711,144	15,398,236	15,403,419	15,493,910	15,700,548	17,525,783	17,204,443	-1.8%
Govt	35,704	18,221	28,399	17,062	19,103	22,579	41,717	84.8%
<b>Total</b>	<b>140,336,676</b>	<b>147,789,661</b>	<b>155,952,764</b>	<b>159,436,128</b>	<b>172,392,935</b>	<b>176,977,868</b>	<b>190,616,882</b>	<b>7.7%</b>
Annual Change		5.3%	5.5%	2.2%	8.1%	2.7%	7.7%	

Table 6.6

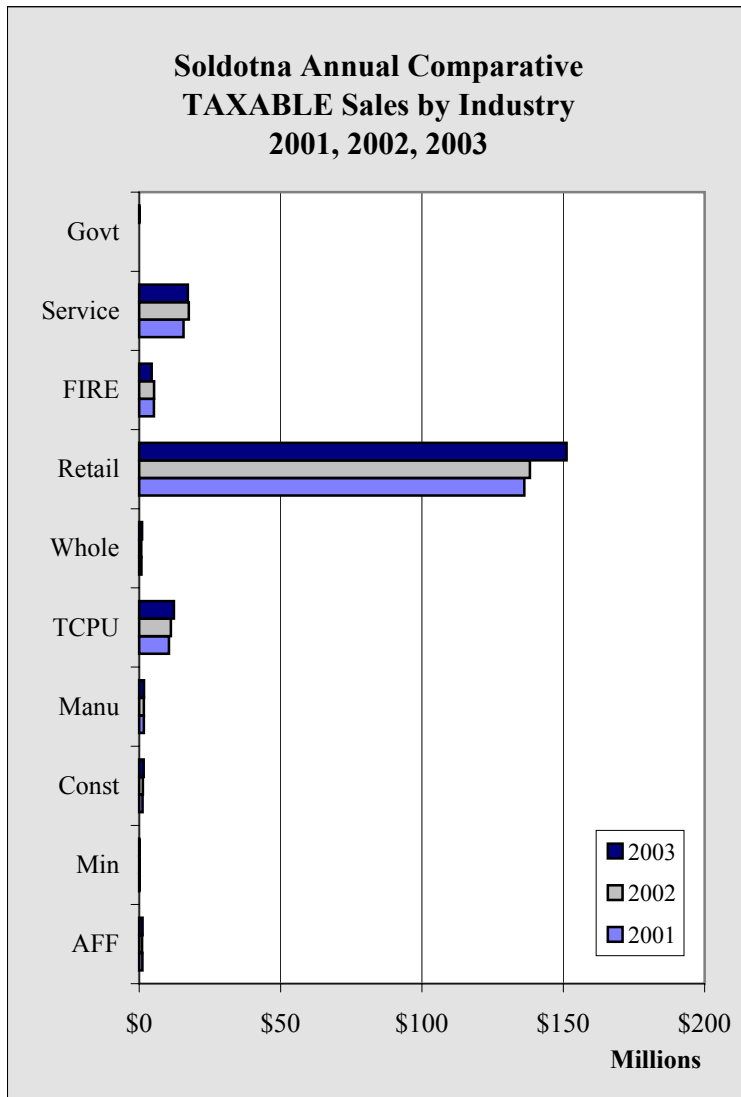


Chart 6.11

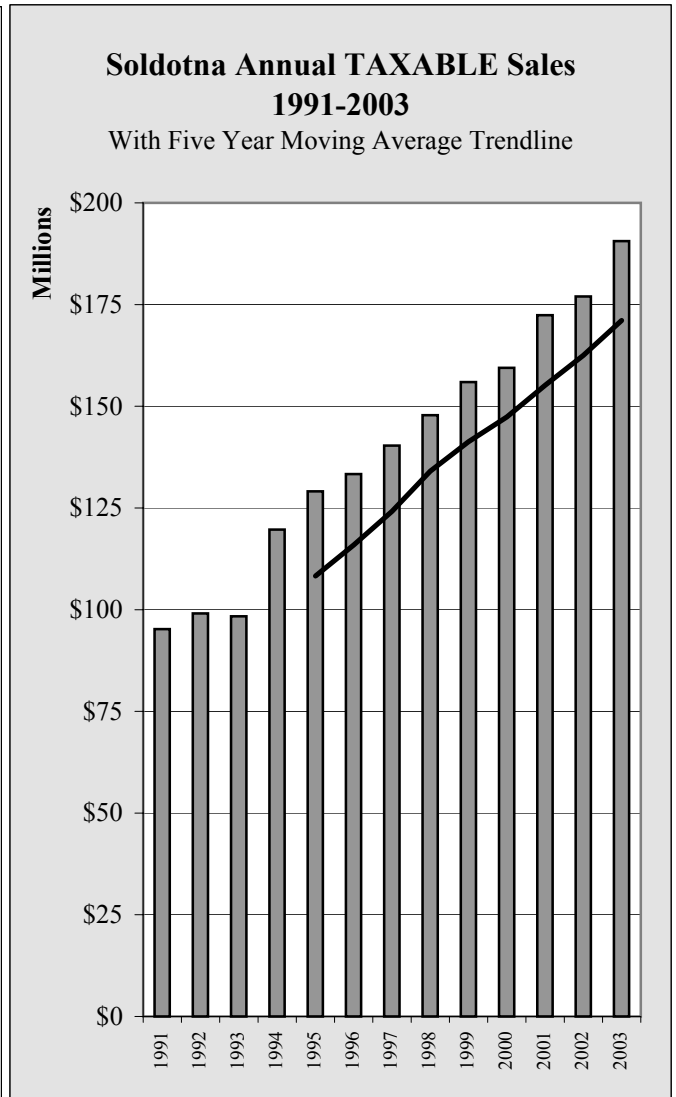


Chart 6.12



# Soldotna Sales

<b>Soldotna GROSS Sales by Industry by Quarter - 2001-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2001</b>					
AFF	215,220	486,756	693,279	269,662	1,664,917
Min	49,472	77,886	124,429	53,304	305,091
Const	4,015,371	4,464,446	6,018,641	4,897,000	19,395,458
Manu	967,938	1,611,027	2,098,063	1,261,012	5,938,040
TCPU	4,764,455	4,573,146	4,556,940	3,904,674	17,799,215
Whole	6,827,062	6,981,240	10,894,321	6,765,030	31,467,653
Retail	34,715,249	45,690,237	57,845,073	49,356,300	187,606,859
FIRE	2,166,881	2,223,114	2,932,358	2,910,221	10,232,574
Service	7,071,799	8,927,244	10,501,170	8,183,085	34,683,298
Govt	6,507	5,238	6,158	1,200	19,103
Total	60,799,954	75,040,334	95,670,432	77,601,488	309,112,208
<b>2002</b>					
AFF	231,354	493,143	667,821	461,273	1,853,591
Min	98,101	106,949	86,164	119,470	410,684
Const	3,228,042	4,930,716	8,313,280	5,990,804	22,462,842
Manu	900,894	1,727,614	2,352,093	1,321,057	6,301,658
TCPU	3,685,725	3,531,451	4,900,494	3,782,935	15,900,605
Whole	8,072,050	7,353,520	12,524,522	12,251,677	40,201,769
Retail	36,487,247	49,051,032	60,870,288	45,494,387	191,902,954
FIRE	2,258,203	2,983,720	2,591,812	2,632,224	10,465,959
Service	7,363,434	9,561,798	11,299,921	8,105,750	36,330,903
Govt	6,700	7,859	4,290	3,730	22,579
Total	62,331,750	79,747,802	103,610,685	80,163,307	325,853,544
<b>2003</b>					
AFF	287,421	558,058	920,446	757,548	2,523,473
Min	110,629	122,012	99,139	118,724	450,504
Const	3,997,918	3,932,989	6,731,579	6,126,857	20,789,343
Manu	1,129,391	2,288,148	2,843,498	1,468,244	7,729,281
TCPU	4,211,327	3,827,252	3,716,921	4,587,100	16,342,600
Whole	7,309,289	9,554,591	10,562,562	6,942,427	34,368,869
Retail	36,770,710	52,168,027	65,990,813	49,727,858	204,657,408
FIRE	2,461,298	2,547,857	2,821,665	2,902,737	10,733,557
Service	7,926,425	10,128,839	12,481,767	9,491,364	40,028,395
Govt	12,319	8,680	12,192	8,526	41,717
Total	64,216,727	85,136,453	106,180,582	82,131,385	337,665,147
<b>2004</b>					
AFF	556,985	645,572	1,043,046		2,245,603
Min	92,181	154,892	135,739		382,812
Const	2,876,843	5,874,826	9,104,244		17,855,913
Manu	543,783	1,132,043	1,756,661		3,432,487
TCPU	4,796,973	4,716,232	5,681,939		15,195,144
Whole	9,720,151	8,967,548	3,326,912		22,014,611
Retail	39,585,459	53,998,826	69,901,242		163,485,527
FIRE	3,032,921	2,959,391	2,810,871		8,803,183
Service	9,492,190	11,821,580	12,571,543		33,885,313
Govt	6,904	8,521	2,880		18,305
Total	70,704,390	90,279,431	106,335,077		267,318,898

Table 6.7

# Soldotna Sales

<b>Soldotna TAXABLE Sales by Industry by Quarter - 2001-2004 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2001</b>					
AFF	183,856	314,053	413,211	206,673	1,117,793
Min	7,612	10,242	8,962	8,264	35,080
Const	234,518	301,807	353,143	283,797	1,173,265
Manu	199,966	465,257	676,627	296,404	1,638,254
TCPU	2,584,193	2,577,578	2,661,503	2,696,919	10,520,193
Whole	124,637	282,881	250,422	128,503	786,443
Retail	25,030,145	33,538,956	43,274,819	34,350,723	136,194,643
FIRE	1,072,034	1,222,567	1,551,525	1,361,487	5,207,613
Service	3,040,671	4,184,003	4,944,503	3,531,371	15,700,548
Govt	6,507	5,238	6,158	1,200	19,103
Total	32,484,139	42,902,582	54,140,873	42,865,341	172,392,935
<b>2002</b>					
AFF	185,252	286,565	393,521	178,474	1,043,812
Min	6,447	7,414	7,836	11,581	33,278
Const	283,099	329,803	369,398	335,538	1,317,838
Manu	181,486	429,327	710,329	314,430	1,635,572
TCPU	2,752,273	2,619,156	2,944,886	2,861,745	11,178,060
Whole	135,437	231,064	251,226	145,509	763,236
Retail	25,570,526	33,723,015	45,546,360	33,338,606	138,178,507
FIRE	1,170,633	1,266,667	1,502,411	1,339,492	5,279,203
Service	3,444,755	4,603,064	5,758,366	3,719,598	17,525,783
Govt	6,700	7,859	4,290	3,730	22,579
Total	33,736,608	43,503,934	57,488,623	42,248,703	176,977,868
<b>2003</b>					
AFF	167,593	297,426	457,868	253,747	1,176,634
Min	9,374	7,401	7,885	8,407	33,067
Const	301,760	430,437	465,297	393,003	1,590,497
Manu	219,705	436,364	739,665	278,591	1,674,325
TCPU	3,219,035	2,964,183	2,959,644	3,152,320	12,295,182
Whole	173,053	288,627	339,309	196,331	997,320
Retail	25,769,374	36,976,302	50,742,487	37,680,413	151,168,576
FIRE	1,141,419	1,151,616	1,159,465	982,621	4,435,121
Service	3,449,990	4,457,613	5,692,459	3,604,381	17,204,443
Govt	12,319	8,680	12,192	8,526	41,717
Total	34,463,622	47,018,649	62,576,271	46,558,340	190,616,882
<b>2004</b>					
AFF	219,231	270,912	444,134		934,277
Min	6,675	5,828	2,620		15,123
Const	316,960	376,000	352,540		1,045,500
Manu	197,841	375,311	793,254		1,366,406
TCPU	3,338,230	2,985,459	2,941,354		9,265,043
Whole	154,053	254,535	263,334		671,922
Retail	28,539,627	38,707,449	53,669,628		120,916,704
FIRE	961,092	1,132,365	1,278,519		3,371,976
Service	3,641,976	4,892,666	6,040,411		14,575,053
Govt	6,904	8,521	2,880		18,305
Total	37,382,589	49,009,046	65,788,674		152,180,309

Table 6.8