

Kenai Sales

Kenai 2nd Quarter GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forest, Fish	1,270,536	3,141,165	787,584	810,865	838,734	1,296,885	2,360,990	82.1%
Mining	64,414	1,309,839	321,650	516,408	872,788	2,172,358	1,068,085	-50.8%
Construction	3,454,181	2,522,636	5,291,031	4,295,333	6,454,835	2,769,875	4,994,592	80.3%
Manufacturing	1,946,098	2,490,501	3,567,493	3,007,187	4,210,293	3,062,848	2,278,566	-25.6%
Trans, Comm, Pub Util	6,040,727	5,888,108	5,834,997	6,155,532	6,152,058	5,560,861	28,105,766	405.4%
Wholesale	2,623,775	4,370,523	5,243,400	4,677,095	4,841,740	5,842,357	6,386,212	9.3%
Retail	35,052,059	35,185,697	42,832,698	34,741,208	28,949,996	39,251,887	40,505,600	3.2%
Finance, Ins, RE	2,725,582	2,912,589	3,513,695	3,667,615	3,256,374	3,219,231	3,116,255	-3.2%
Services	8,427,674	8,337,449	9,281,388	10,058,048	11,847,481	11,099,322	10,387,542	-6.4%
Total	61,605,046	66,158,507	76,673,936	67,929,291	67,424,299	74,275,624	99,203,608	33.6%
Annual Change		7.4%	15.9%	-11.4%	-0.7%	10.2%	33.6%	

Table 3.1

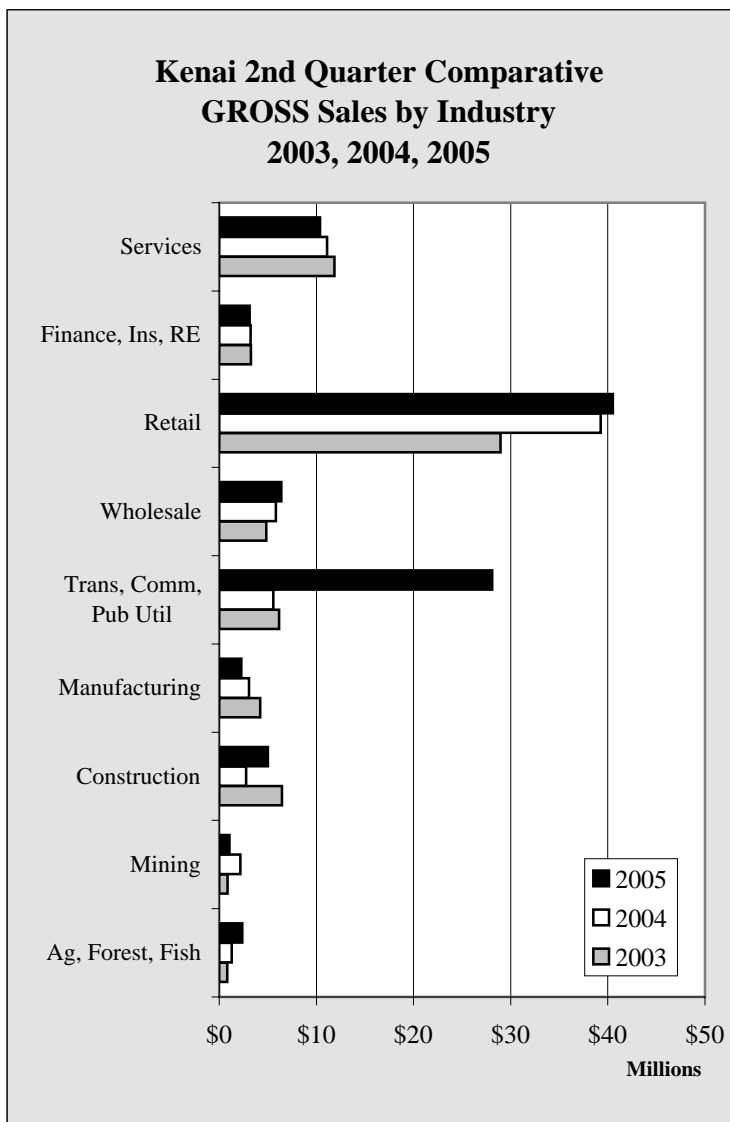


Chart 3.1

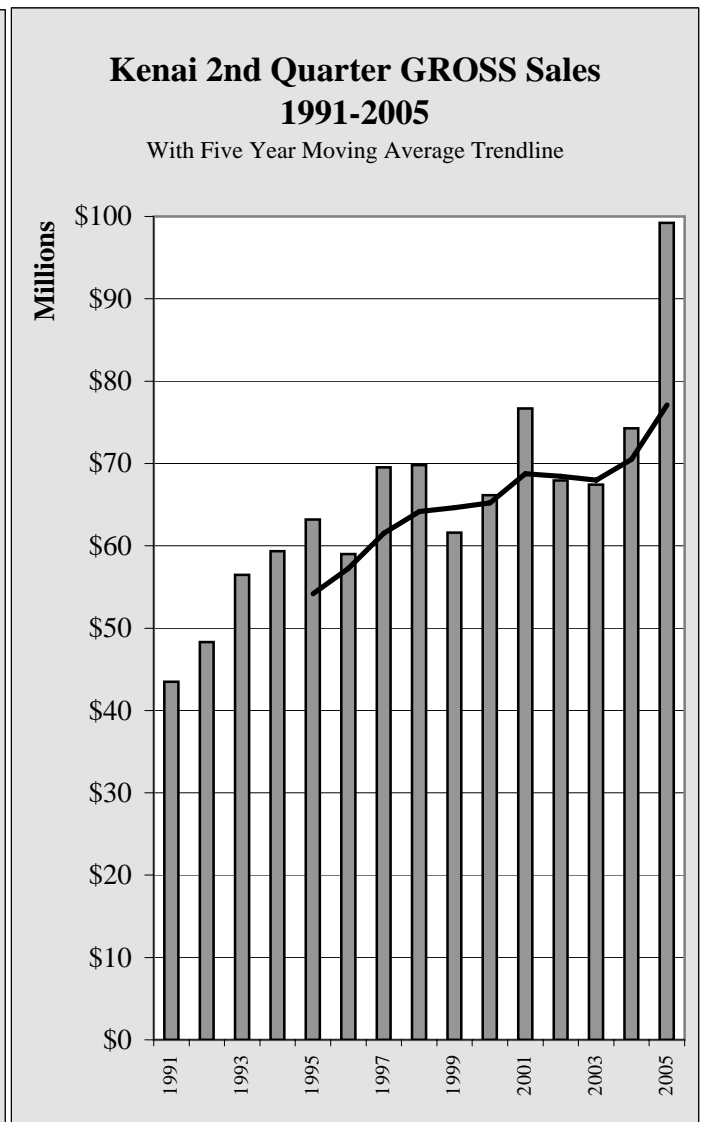


Chart 3.2

Kenai Sales

Kenai 2nd Quarter TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forest, Fish	105,339	127,041	113,069	128,556	134,783	159,363	186,963	17.3%
Mining	6,684	32,572	72,568	57,479	46,723	57,575	46,396	-19.4%
Construction	277,050	258,569	268,682	273,401	295,969	294,583	309,866	5.2%
Manufacturing	576,032	678,124	685,042	622,875	687,335	803,910	699,476	-13.0%
Trans, Comm, Pub Util	3,220,508	3,448,167	3,163,762	3,794,883	4,056,076	3,467,903	3,195,056	-7.9%
Wholesale	206,332	246,267	206,838	146,986	111,864	127,610	126,121	-1.2%
Retail	20,456,980	20,739,230	23,717,206	22,876,325	18,246,087	25,145,460	26,623,174	5.9%
Finance, Ins, RE	1,264,393	1,319,015	1,670,033	1,684,226	1,494,804	1,345,408	1,210,927	-10.0%
Services	4,791,749	4,698,864	5,091,469	5,064,834	4,727,913	4,850,846	4,882,756	0.7%
Total	30,905,067	31,547,849	34,988,669	34,649,565	29,801,554	36,252,658	37,280,735	2.8%
Annual Change		2.1%	10.9%	-1.0%	-14.0%	21.6%	2.8%	

Table 3.2

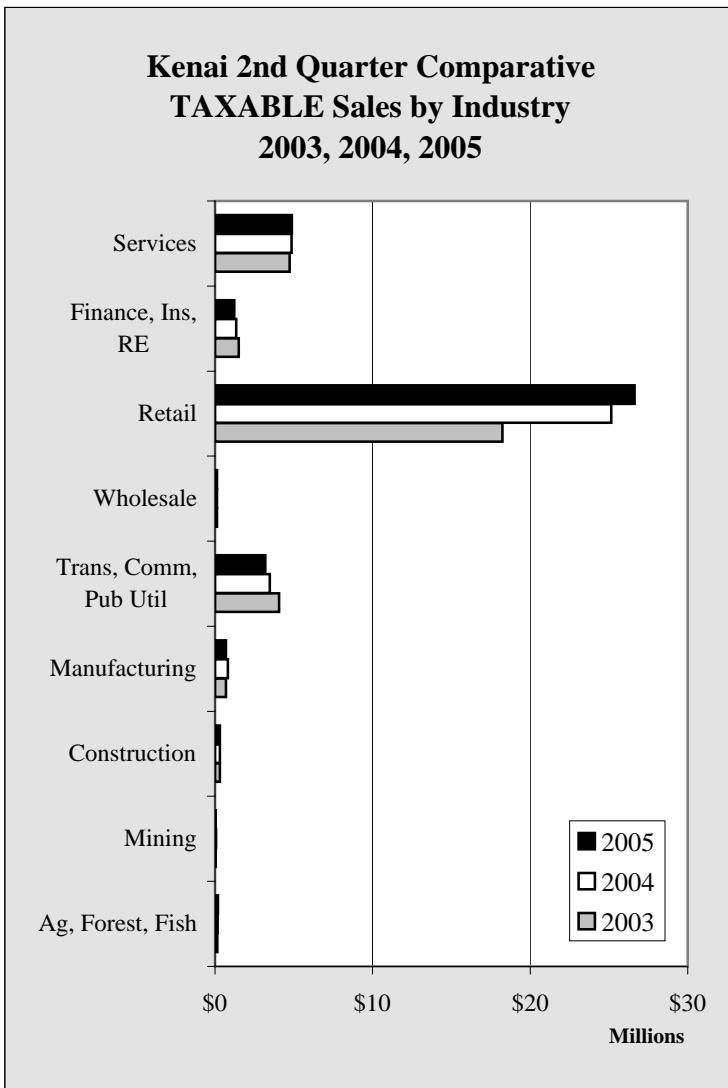


Chart 3.3

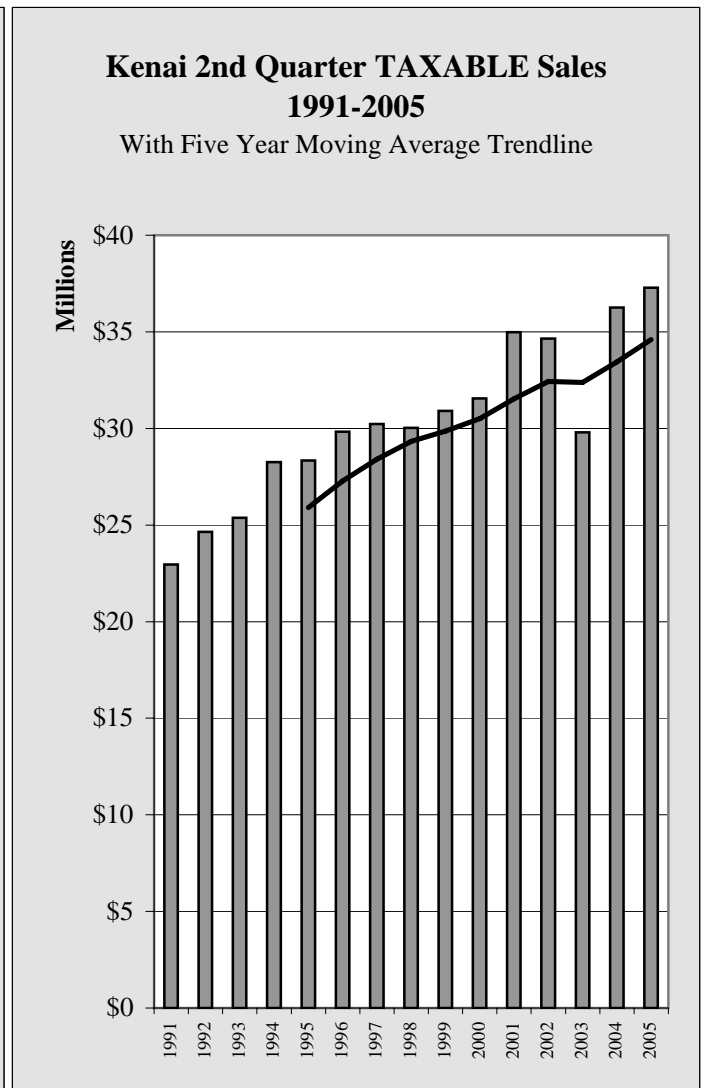


Chart 3.4

Kenai Sales

Kenai YTD 6/30 GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forest, Fish	1,899,646	4,431,098	1,420,941	1,981,179	1,841,384	2,358,671	3,974,543	68.5%
Mining	101,890	2,847,277	1,174,244	2,731,125	1,815,358	4,184,091	3,311,706	-20.9%
Construction	6,510,071	6,201,177	7,205,235	8,072,404	10,570,131	5,084,097	6,970,106	37.1%
Manufacturing	3,421,280	4,759,225	6,376,411	5,263,340	7,207,299	4,672,870	3,978,188	-14.9%
Trans, Comm, Pub Util	12,405,440	12,200,687	11,913,857	12,571,591	13,866,427	12,049,877	48,424,726	301.9%
Wholesale	4,536,478	7,093,957	10,231,346	8,041,983	8,063,479	11,192,139	11,360,515	1.5%
Retail	62,113,136	63,131,221	76,982,734	63,215,353	59,057,226	69,066,167	71,000,786	2.8%
Finance, Ins, RE	5,375,829	5,431,409	6,476,043	7,106,770	6,306,976	6,083,904	5,743,246	-5.6%
Services	14,551,068	15,671,832	17,311,411	19,541,915	20,836,376	20,656,312	19,945,092	-3.4%
Government	223	256	0	0	0	0	0	NA
Total	110,914,838	121,767,883	139,092,222	128,525,660	129,564,656	135,348,128	174,708,908	29.1%
Annual Change		9.8%	14.2%	-7.6%	0.8%	4.5%	29.1%	

Table 3.3

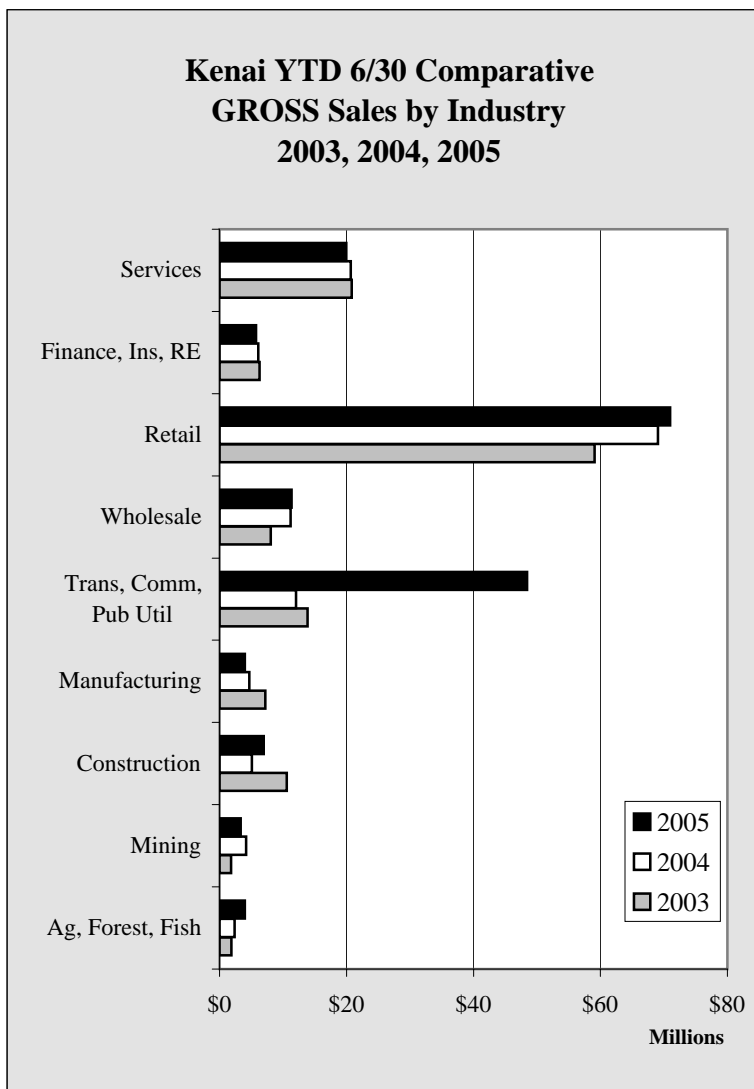


Chart 3.5

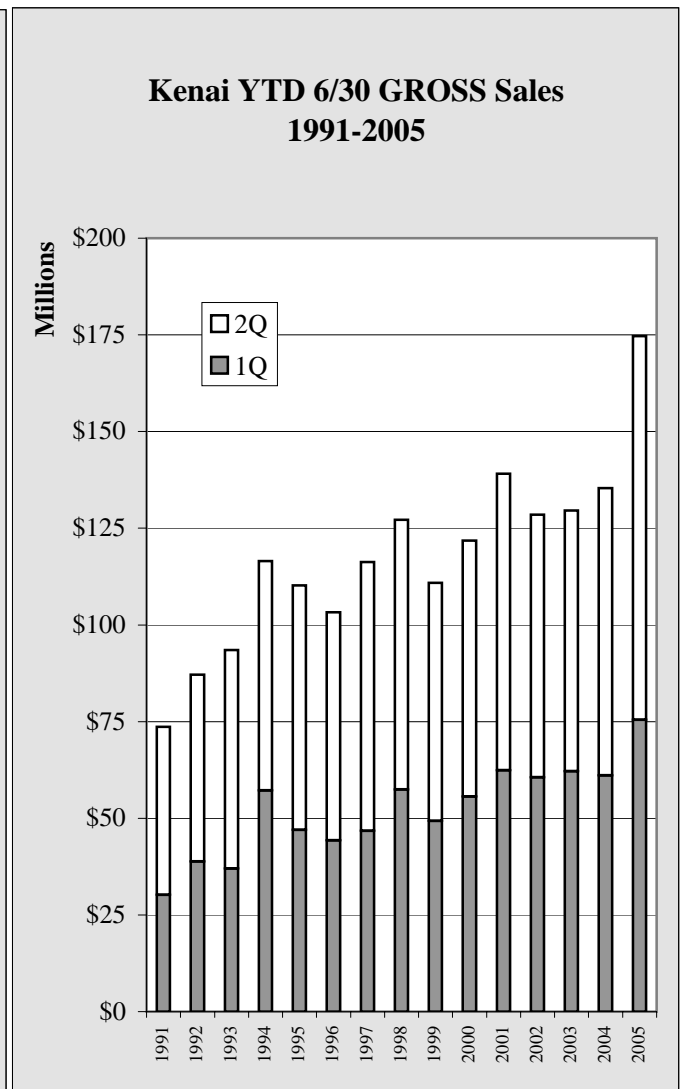


Chart 3.6

Kenai Sales

Kenai YTD 6/30 TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forest, Fish	204,569	206,713	201,331	219,165	222,677	256,638	328,585	28.0%
Mining	13,948	63,085	131,380	108,849	80,842	121,402	116,614	-3.9%
Construction	534,081	493,393	505,869	521,974	538,162	564,997	521,128	-7.8%
Manufacturing	932,180	1,114,301	1,122,782	972,235	1,128,627	1,312,672	1,135,560	-13.5%
Trans, Comm, Pub Util	6,807,788	7,109,572	6,562,159	7,574,722	8,988,082	7,407,338	7,100,369	-4.1%
Wholesale	374,813	428,496	386,290	254,776	191,402	279,919	216,139	-22.8%
Retail	36,566,887	36,902,514	41,854,555	41,562,063	38,308,854	44,462,370	46,202,612	3.9%
Finance, Ins, RE	2,468,971	2,549,746	3,197,712	3,329,627	2,975,487	2,601,751	2,363,739	-9.1%
Services	8,185,622	8,201,342	8,915,832	9,044,496	8,460,897	8,791,562	8,789,321	0.0%
Government	223	256	0	0	0	0	0	NA
Total	56,088,859	57,069,162	62,877,910	63,587,907	60,895,030	65,798,649	66,774,067	1.5%
Annual Change		1.7%	10.2%	1.1%	-4.2%	8.1%	1.5%	

Table 3.4

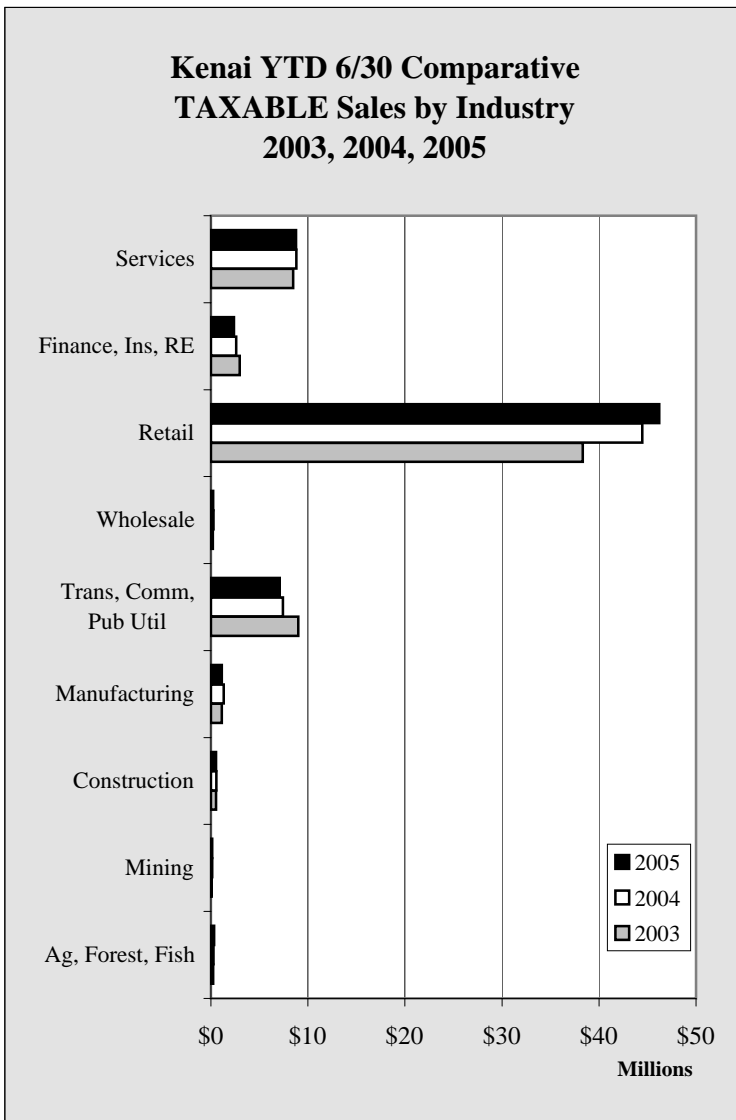


Chart 3.7

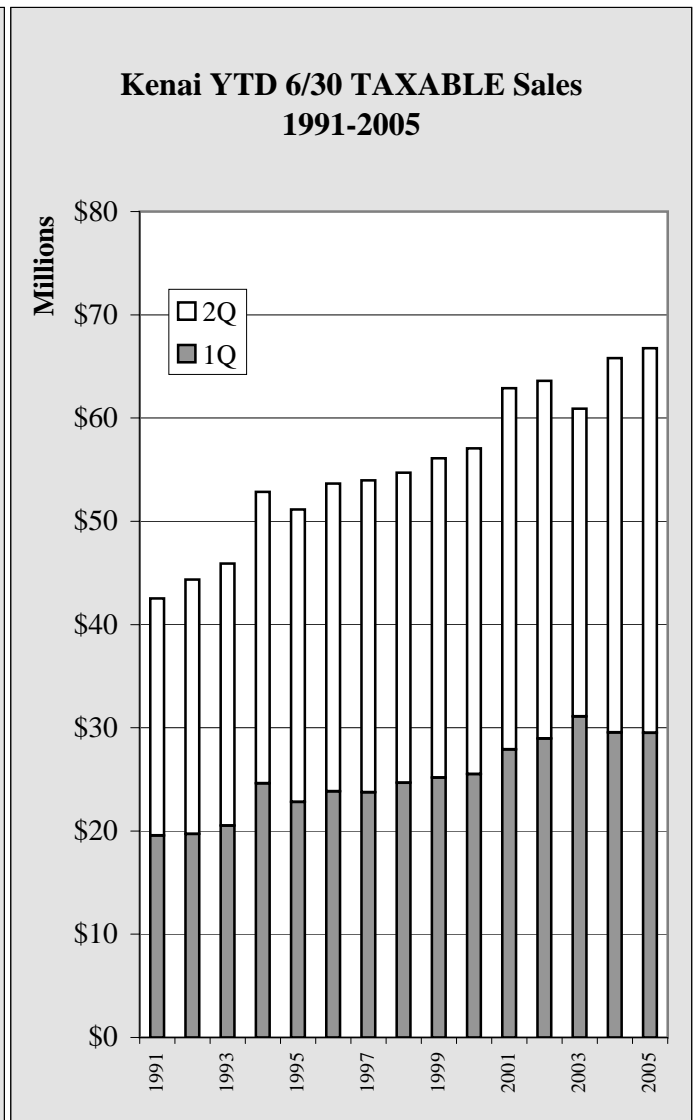


Chart 3.8

Kenai Sales

Kenai Annual GROSS Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forest, Fish	21,856,770	27,031,481	17,757,626	11,304,090	9,488,174	12,584,181	16,349,894	29.9%
Mining	208,531	1,424,691	5,507,130	2,507,234	3,916,074	4,915,930	8,727,840	77.5%
Construction	21,481,466	20,692,714	17,177,398	24,151,985	18,522,782	30,636,346	12,909,992	-57.9%
Manufacturing	7,526,545	7,854,159	10,445,806	12,646,047	12,496,147	14,994,862	9,506,441	-36.6%
Trans, Comm, Pub Util	23,017,785	26,815,943	23,883,929	24,107,421	27,762,814	24,667,417	29,890,326	21.2%
Wholesale	10,194,981	10,520,958	17,902,155	19,965,613	17,521,629	19,037,117	187,702,003	886.0%
Retail	149,397,570	133,272,201	145,306,370	164,046,542	134,565,667	119,219,213	146,046,383	22.5%
Finance, Ins, RE	10,300,066	10,463,600	11,935,000	13,853,920	13,529,801	12,784,912	12,915,093	1.0%
Services	36,094,281	32,669,956	33,766,762	37,842,360	41,942,315	44,500,264	45,266,750	1.7%
Government	1,945	415	288	1,213	0	0	0	NA
Total	280,077,995	270,745,703	283,682,176	310,425,212	279,745,403	283,340,242	469,314,722	65.6%
Annual Change		-3.3%	4.8%	9.4%	-9.9%	1.3%	65.6%	

Table 3.5

**Kenai Annual Comparative
GROSS Sales by Industry
2002, 2003, 2004**

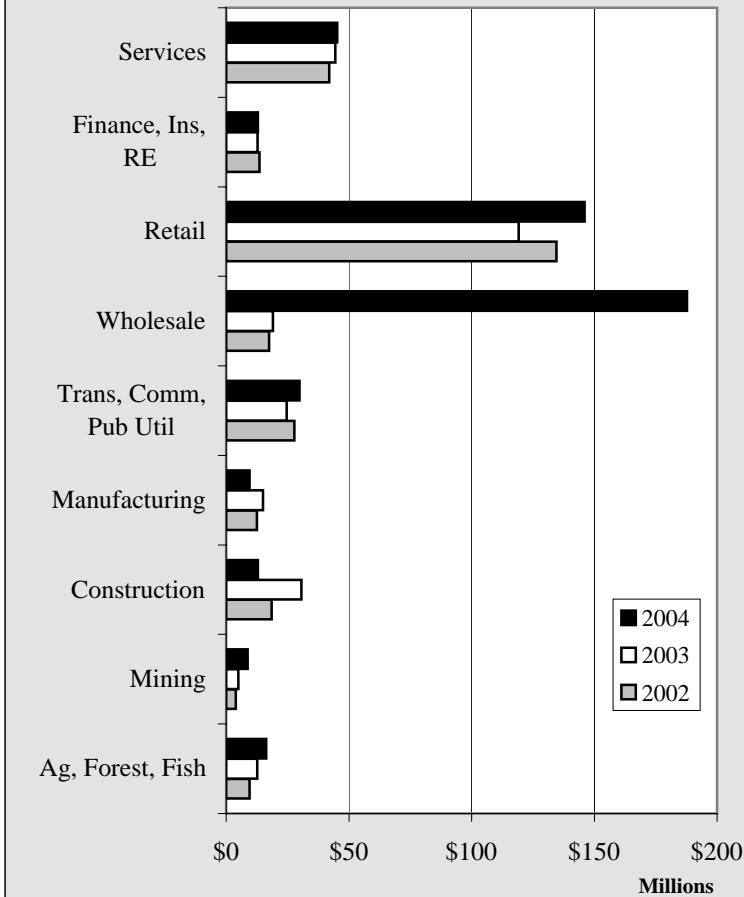


Chart 3.9

**Kenai Annual GROSS Sales
1991-2004**

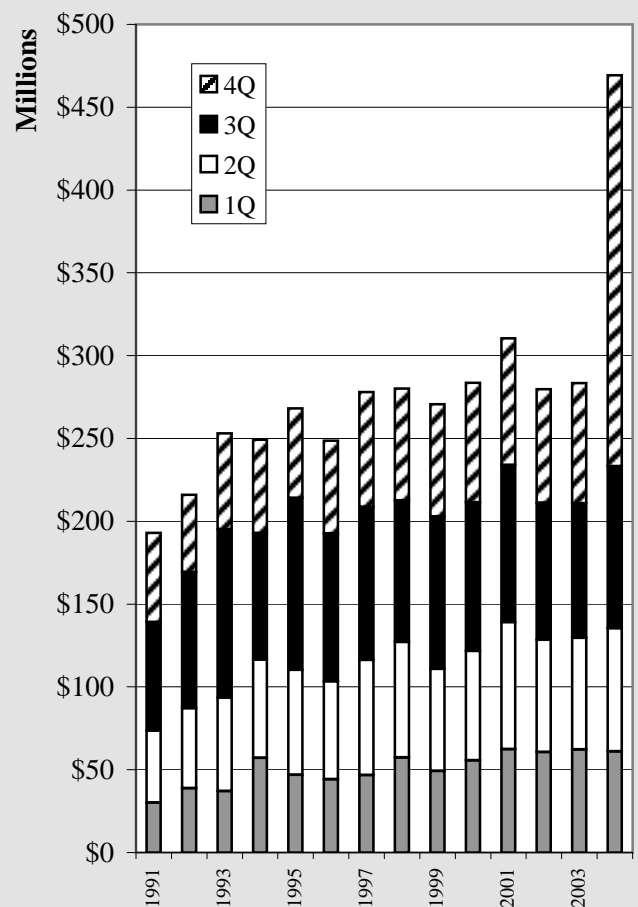


Chart 3.10

Kenai Sales

Kenai Annual TAXABLE Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forest, Fish	448,689	513,026	518,603	505,615	505,614	559,313	718,415	28.4%
Mining	49,522	96,651	166,846	223,196	213,971	192,718	262,963	36.4%
Construction	1,200,303	1,180,607	1,085,964	1,171,924	1,111,101	1,172,308	1,152,397	-1.7%
Manufacturing	2,140,912	2,085,657	2,450,721	2,238,645	2,218,515	2,451,929	2,853,082	16.4%
Trans, Comm, Pub Util	12,899,378	15,330,911	13,458,834	13,192,948	16,120,066	15,890,944	14,094,256	-11.3%
Wholesale	877,088	829,682	898,759	727,784	517,025	494,254	473,716	-4.2%
Retail	80,814,442	81,828,974	85,347,467	93,226,651	90,195,938	76,153,080	94,195,956	23.7%
Finance, Ins, RE	4,918,254	4,824,067	5,718,387	6,757,340	6,600,246	5,601,342	5,209,124	-7.0%
Services	16,680,181	17,677,101	18,120,257	18,998,608	19,287,134	18,796,331	19,671,070	4.7%
Government	1,938	415	288	1,213	0	0	0	NA
Total	120,028,769	124,366,676	127,765,838	137,042,711	136,769,610	121,312,219	138,630,979	14.3%
Annual Change		3.6%	2.7%	7.3%	-0.2%	-11.3%	14.3%	

Table 3.6

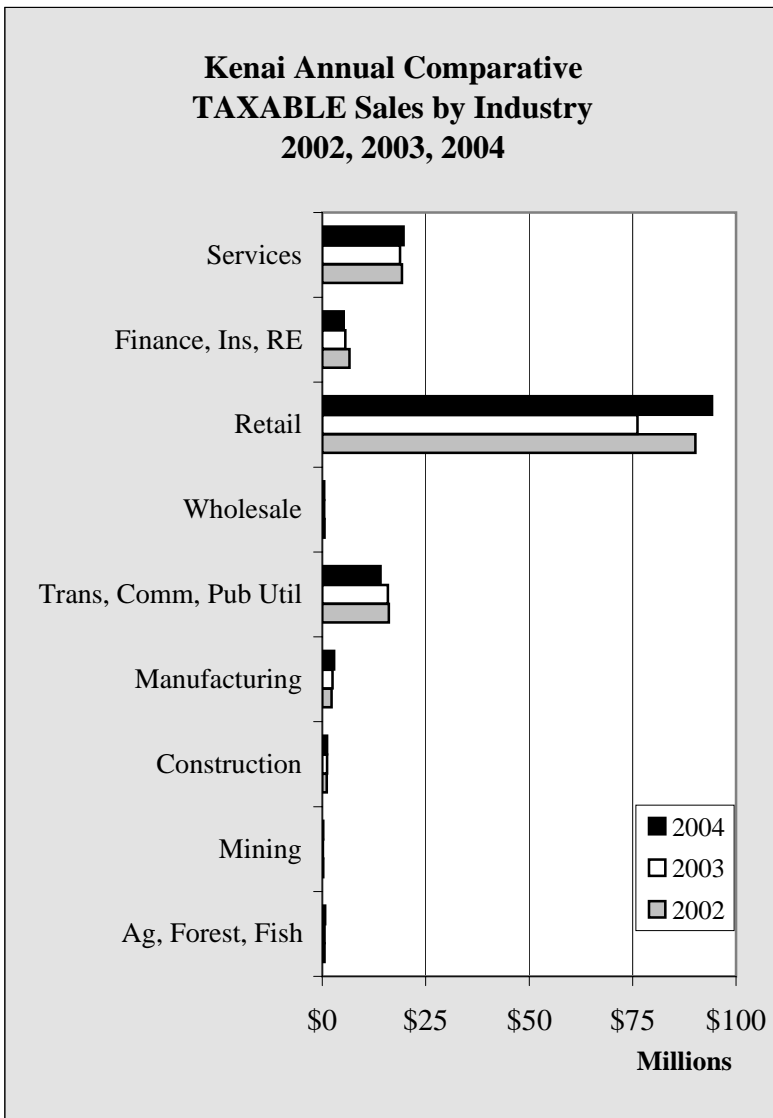


Chart 3.11

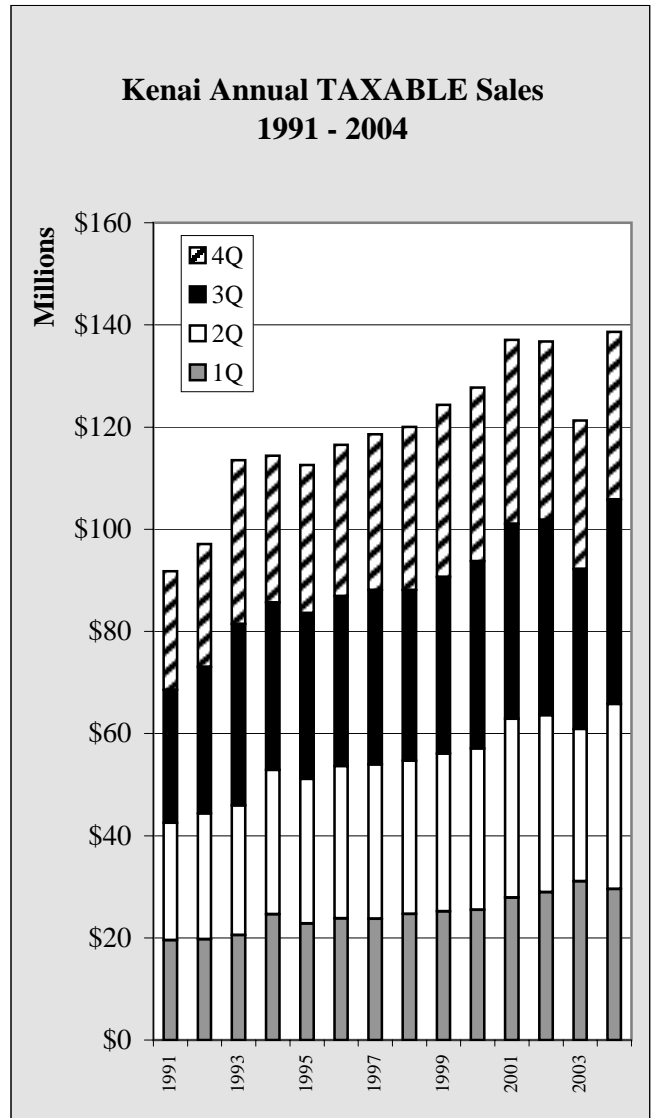


Chart 3.12

Kenai Sales

Kenai GROSS Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2002					
Ag, Forestry, Fishing	1,170,314	810,865	7,279,641	227,354	9,488,174
Mining	2,214,717	516,408	805,341	379,608	3,916,074
Construction	3,777,071	4,295,333	4,991,407	5,458,971	18,522,782
Manufacturing	2,256,153	3,007,187	3,464,827	3,767,980	12,496,147
Trans, Comm, Pub Util	6,416,059	6,155,532	8,070,497	7,120,726	27,762,814
Wholesale	3,364,888	4,677,095	5,410,024	4,069,622	17,521,629
Retail	28,474,145	34,741,208	36,679,657	34,670,657	134,565,667
Finance, Ins, RE	3,439,155	3,667,615	3,373,799	3,049,232	13,529,801
Services	9,483,867	10,058,048	12,526,446	9,873,954	41,942,315
Government	0	0	0	0	0
Total	60,596,369	67,929,291	82,601,639	68,618,104	279,745,403
2003					
Ag, Forestry, Fishing	1,002,650	838,734	10,272,676	470,121	12,584,181
Mining	942,570	872,788	1,517,115	1,583,457	4,915,930
Construction	4,115,296	6,454,835	7,865,523	12,200,692	30,636,346
Manufacturing	2,997,006	4,210,293	5,529,544	2,258,019	14,994,862
Trans, Comm, Pub Util	7,714,369	6,152,058	4,859,475	5,941,515	24,667,417
Wholesale	3,221,739	4,841,740	5,639,800	5,333,838	19,037,117
Retail	30,107,230	28,949,996	30,099,399	30,062,588	119,219,213
Finance, Ins, RE	3,050,602	3,256,374	3,127,817	3,350,119	12,784,912
Services	8,988,895	11,847,481	12,318,427	11,345,461	44,500,264
Government	0	0	0	0	0
Total	62,140,357	67,424,299	81,229,776	72,545,810	283,340,242
2004					
Ag, Forestry, Fishing	1,061,786	1,296,885	12,241,519	1,749,704	16,349,894
Mining	2,011,733	2,172,358	2,186,041	2,357,708	8,727,840
Construction	2,314,222	2,769,875	3,622,703	4,203,192	12,909,992
Manufacturing	1,610,022	3,062,848	2,757,875	2,075,696	9,506,441
Trans, Comm, Pub Util	6,489,016	5,560,861	11,816,038	6,024,411	29,890,326
Wholesale	5,349,782	5,842,357	7,155,295	169,354,569	187,702,003
Retail	29,814,280	39,251,887	40,496,449	36,483,767	146,046,383
Finance, Ins, RE	2,864,673	3,219,231	3,430,855	3,400,334	12,915,093
Services	9,556,990	11,099,322	14,140,495	10,469,943	45,266,750
Government	0	0	0	0	0
Total	61,072,504	74,275,624	97,847,270	236,119,324	469,314,722
2005					
					Year to Date
Ag, Forestry, Fishing	1,613,553	2,360,990			3,974,543
Mining	2,243,621	1,068,085			3,311,706
Construction	1,975,514	4,994,592			6,970,106
Manufacturing	1,699,622	2,278,566			3,978,188
Trans, Comm, Pub Util	20,318,960	28,105,766			48,424,726
Wholesale	4,974,303	6,386,212			11,360,515
Retail	30,495,186	40,505,600			71,000,786
Finance, Ins, RE	2,626,991	3,116,255			5,743,246
Services	9,557,550	10,387,542			19,945,092
Government	0	0			0
Total	75,505,300	99,203,608	0	0	174,708,908

Table 3.7

Kenai Sales

Kenai TAXABLE Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2002					
Ag, Forestry, Fishing	90,609	128,556	200,238	86,211	505,614
Mining	51,370	57,479	52,898	52,224	213,971
Construction	248,573	273,401	292,612	296,515	1,111,101
Manufacturing	349,360	622,875	754,966	491,314	2,218,515
Trans, Comm, Pub Util	3,779,839	3,794,883	4,235,801	4,309,543	16,120,066
Wholesale	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
Finance, Ins, RE	1,645,401	1,684,226	1,706,454	1,564,165	6,600,246
Services	3,979,662	5,064,834	6,160,963	4,081,675	19,287,134
Government	0	0	0	0	0
Total	28,938,342	34,649,565	38,192,980	34,988,723	136,769,610
2003					
Ag, Forestry, Fishing	87,894	134,783	237,344	99,292	559,313
Mining	34,119	46,723	51,411	60,465	192,718
Construction	242,193	295,969	316,506	317,640	1,172,308
Manufacturing	441,292	687,335	816,883	506,419	2,451,929
Trans, Comm, Pub Util	4,932,006	4,056,076	3,270,630	3,632,232	15,890,944
Wholesale	79,538	111,864	145,387	157,465	494,254
Retail	20,062,767	18,246,087	19,174,865	18,669,361	76,153,080
Finance, Ins, RE	1,480,683	1,494,804	1,373,022	1,252,833	5,601,342
Services	3,732,984	4,727,913	5,965,690	4,369,744	18,796,331
Government	0	0	0	0	0
Total	31,093,476	29,801,554	31,351,738	29,065,451	121,312,219
2004					
Ag, Forestry, Fishing	97,275	159,363	351,638	110,139	718,415
Mining	63,827	57,575	75,540	66,021	262,963
Construction	270,414	294,583	308,561	278,839	1,152,397
Manufacturing	508,762	803,910	1,023,087	517,323	2,853,082
Trans, Comm, Pub Util	3,939,435	3,467,903	3,197,445	3,489,473	14,094,256
Wholesale	152,309	127,610	109,725	84,072	473,716
Retail	19,316,910	25,145,460	26,970,841	22,762,745	94,195,956
Finance, Ins, RE	1,256,343	1,345,408	1,362,338	1,245,035	5,209,124
Services	3,940,716	4,850,846	6,631,650	4,247,858	19,671,070
Government	0	0	0	0	0
Total	29,545,991	36,252,658	40,030,825	32,801,505	138,630,979
2005					
				Year to Date	
Ag, Forestry, Fishing	141,622	186,963			328,585
Mining	70,218	46,396			116,614
Construction	211,262	309,866			521,128
Manufacturing	436,084	699,476			1,135,560
Trans, Comm, Pub Util	3,905,313	3,195,056			7,100,369
Wholesale	90,018	126,121			216,139
Retail	19,579,438	26,623,174			46,202,612
Finance, Ins, RE	1,152,812	1,210,927			2,363,739
Services	3,906,565	4,882,756			8,789,321
Government	0	0			0
Total	29,493,332	37,280,735	0	0	66,774,067

Table 3.8