

# Soldotna Sales

Soldotna 2nd Quarter GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	228,635	379,092	486,756	493,143	558,058	645,572	1,027,906	59.2%
Mining	103,776	80,235	77,886	106,949	122,012	154,892	185,929	20.0%
Construction	3,171,056	4,925,887	4,464,446	4,934,965	3,954,148	5,879,390	4,168,075	-29.1%
Manufacturing	764,920	1,149,365	1,611,027	1,727,614	2,288,148	1,132,457	1,352,876	19.5%
Trans, Comm, Pub Util	4,379,100	3,684,195	4,573,146	3,531,451	3,827,252	4,716,238	4,974,094	5.5%
Wholesale	6,802,549	8,721,917	6,981,240	7,353,520	9,554,591	8,967,548	2,653,447	-70.4%
Retail	42,762,715	42,547,382	45,690,237	49,060,629	52,189,612	54,023,404	57,022,596	5.6%
Finance, Ins, RE	2,036,799	2,743,036	2,223,114	2,983,720	2,547,857	2,956,541	3,005,670	1.7%
Services	7,618,629	8,278,327	8,929,421	9,561,798	10,128,839	10,824,252	10,531,672	-2.7%
Government	6,763	5,779	5,238	7,859	8,680	8,521	8,502	-0.2%
Total	67,874,942	72,515,215	75,042,511	79,761,648	85,179,197	89,308,815	84,930,767	-4.9%
Annual Change		6.8%	3.5%	6.3%	6.8%	4.8%	-4.9%	

Table 6.1

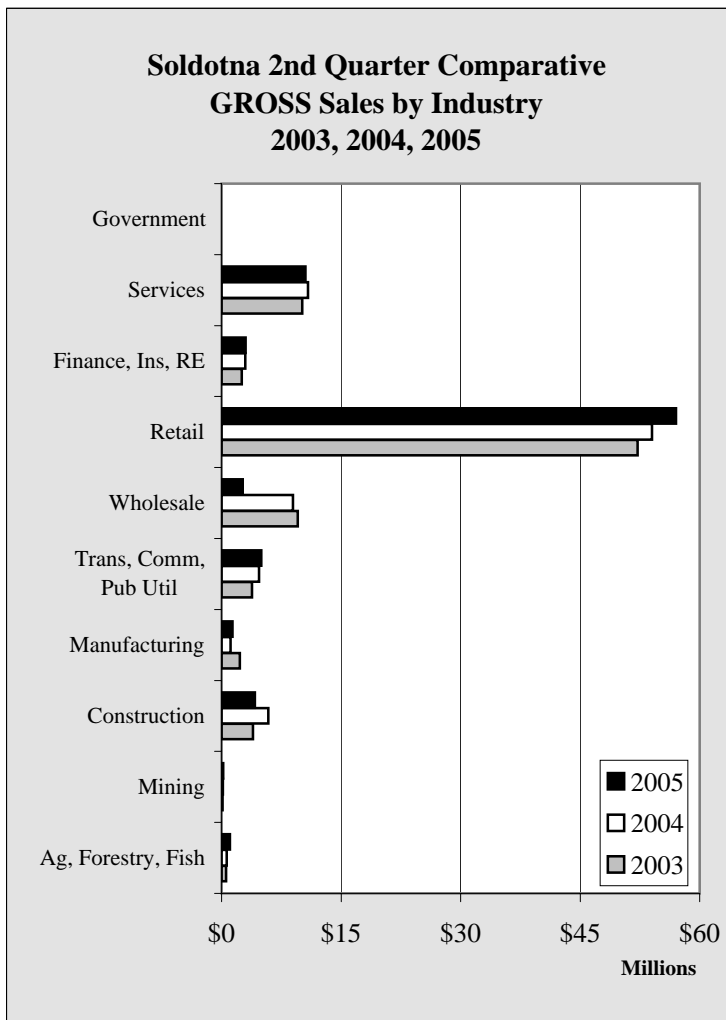


Chart 6.1

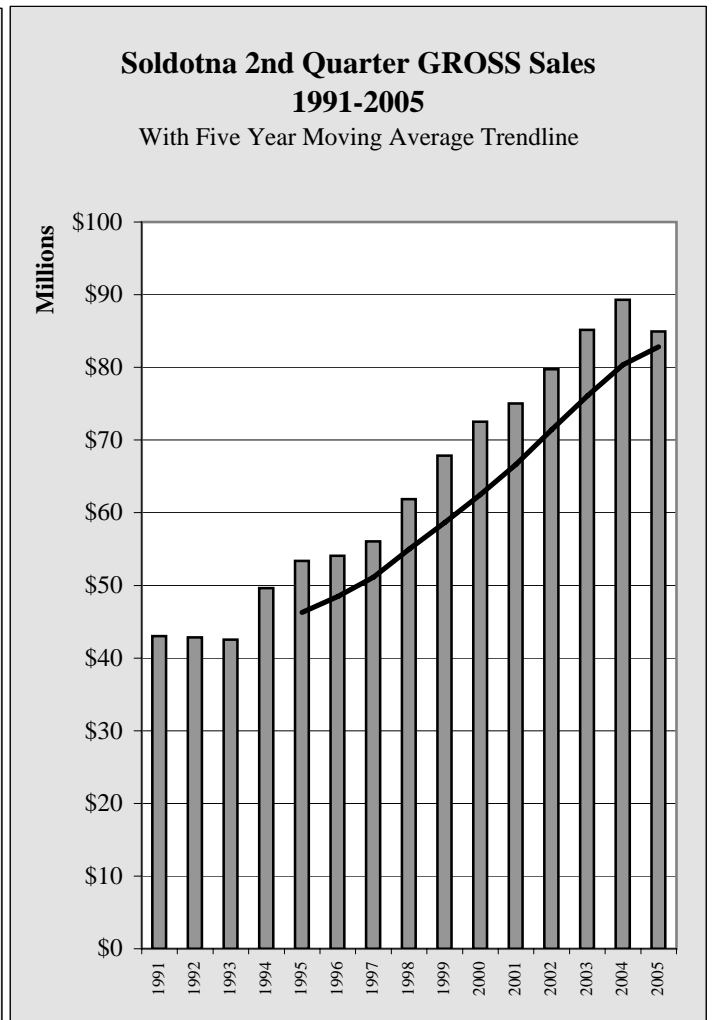


Chart 6.2

# Soldotna Sales

<b>Soldotna 2nd Quarter TAXABLE Sales by Industry - 1999-2005 - in \$</b>								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	170,588	227,222	314,053	286,565	297,426	270,912	263,246	-2.8%
Mining	2,450	6,707	10,242	7,414	7,401	5,828	7,089	21.6%
Construction	391,321	290,180	301,807	329,803	430,437	377,000	376,169	-0.2%
Manufacturing	371,397	412,829	465,257	429,327	436,364	375,725	404,803	7.7%
Trans, Comm, Pub Util	2,502,149	2,571,379	2,584,818	2,619,156	2,964,183	2,985,335	2,791,932	-6.5%
Wholesale	80,275	229,376	282,881	231,064	288,627	254,535	262,964	3.3%
Retail	29,826,099	29,942,234	33,538,956	33,723,015	36,976,302	38,707,449	41,420,387	7.0%
Finance, Ins, RE	913,453	1,066,696	1,222,567	1,266,667	1,151,616	1,130,865	1,038,171	-8.2%
Services	3,940,745	4,014,214	4,188,255	4,603,064	4,457,613	4,894,259	4,525,075	-7.5%
Government	6,763	5,779	5,238	7,859	8,680	8,521	8,502	-0.2%
<b>Total</b>	<b>38,205,240</b>	<b>38,766,616</b>	<b>42,914,074</b>	<b>43,503,934</b>	<b>47,018,649</b>	<b>49,010,429</b>	<b>51,098,338</b>	<b>4.3%</b>
Annual Change		1.5%	10.7%	1.4%	8.1%	4.2%	4.3%	

Table 6.2

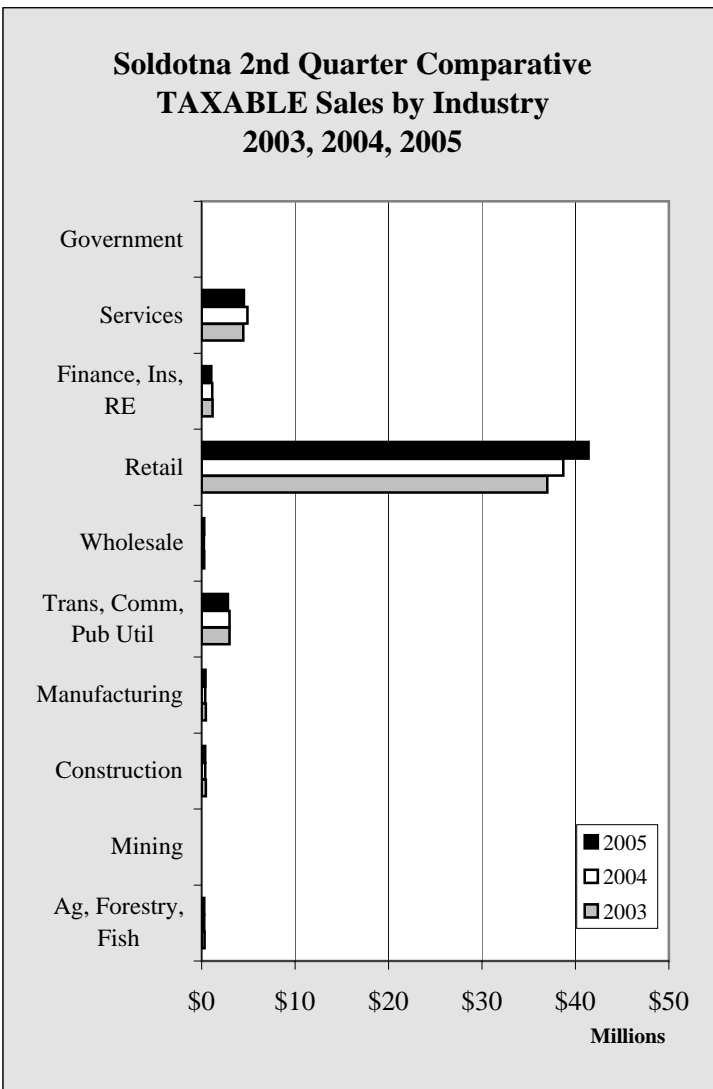


Chart 6.3

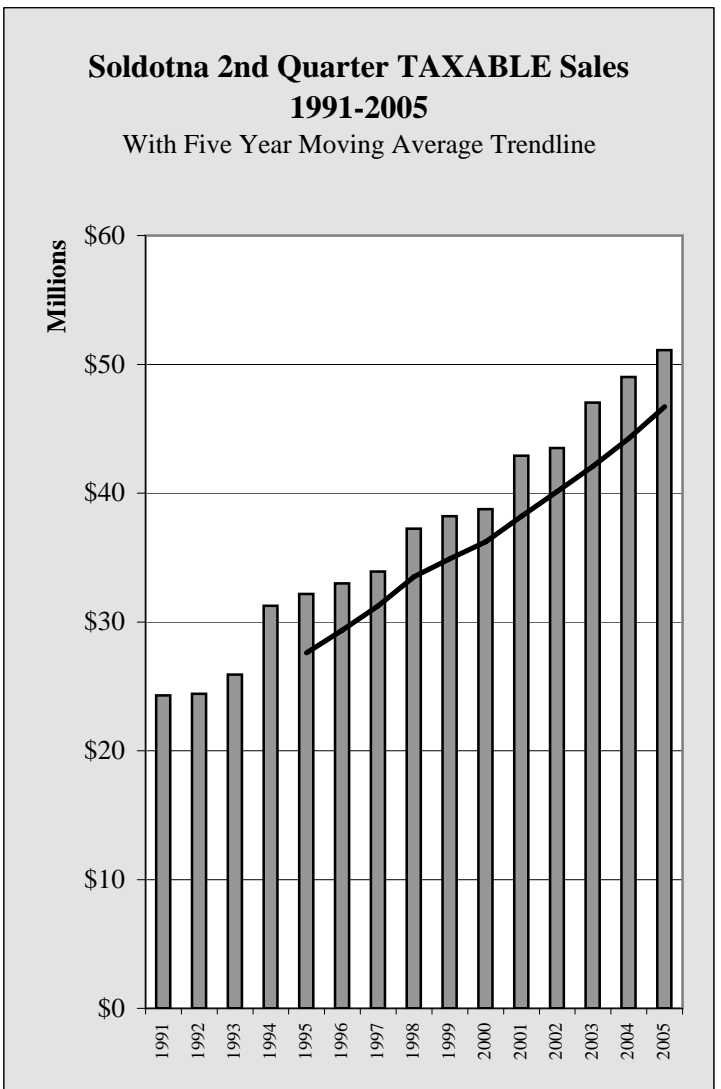


Chart 6.4

# Soldotna Sales

Soldotna YTD 6/30 GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	326,589	537,274	701,976	724,497	845,479	1,202,557	1,606,359	33.6%
Mining	150,828	151,497	127,358	205,050	232,641	247,073	275,968	11.7%
Construction	5,478,677	7,970,298	8,479,817	8,163,007	7,952,066	8,836,233	8,795,618	-0.5%
Manufacturing	1,246,224	1,790,910	2,578,965	2,628,508	3,417,539	1,676,240	1,866,624	11.4%
Trans, Comm, Pub Util	8,370,737	7,723,804	9,337,601	7,217,176	8,038,579	9,513,194	10,369,947	9.0%
Wholesale	12,602,036	16,000,696	13,808,302	15,425,570	16,863,880	18,687,699	4,744,170	-74.6%
Retail	73,276,500	74,075,518	80,405,486	85,547,876	88,977,313	93,630,319	97,928,656	4.6%
Finance, Ins, RE	4,136,959	4,719,431	4,389,995	5,241,923	5,009,155	5,989,462	5,804,319	-3.1%
Services	13,696,783	14,734,617	16,003,543	16,925,232	18,055,264	19,422,101	19,464,540	0.2%
Government	19,589	13,066	11,745	14,559	20,999	15,425	10,399	-32.6%
Total	119,304,922	127,717,111	135,844,788	142,093,398	149,412,915	159,220,303	150,866,600	-5.2%
Annual Change		7.1%	6.4%	4.6%	5.2%	6.6%	-5.2%	

Table 6.3

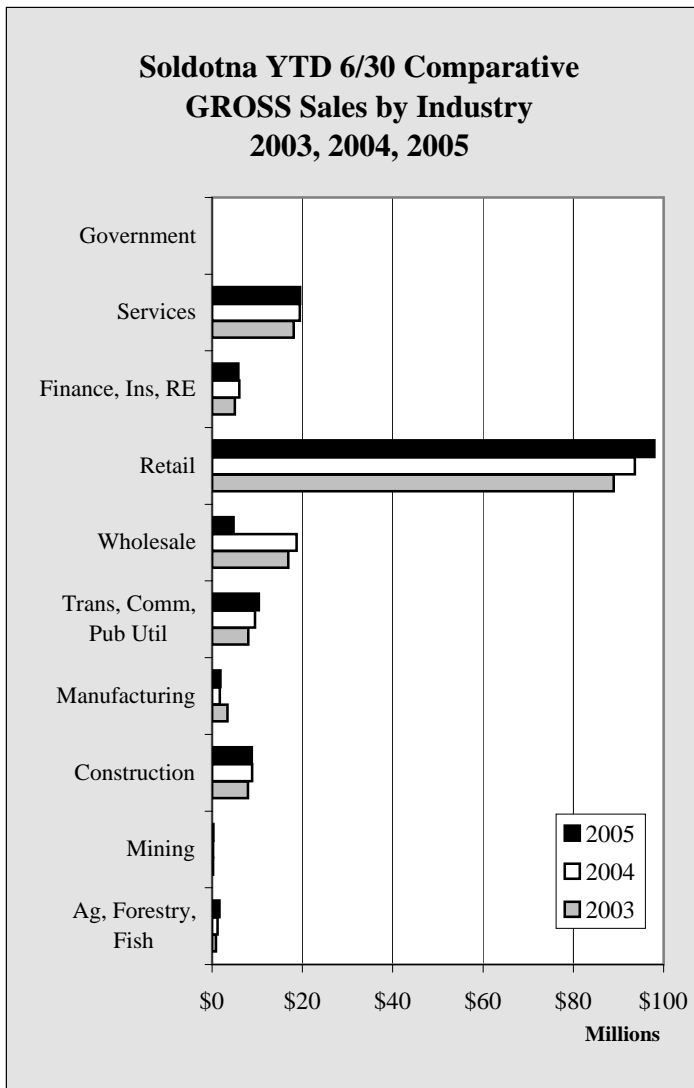


Chart 6.5

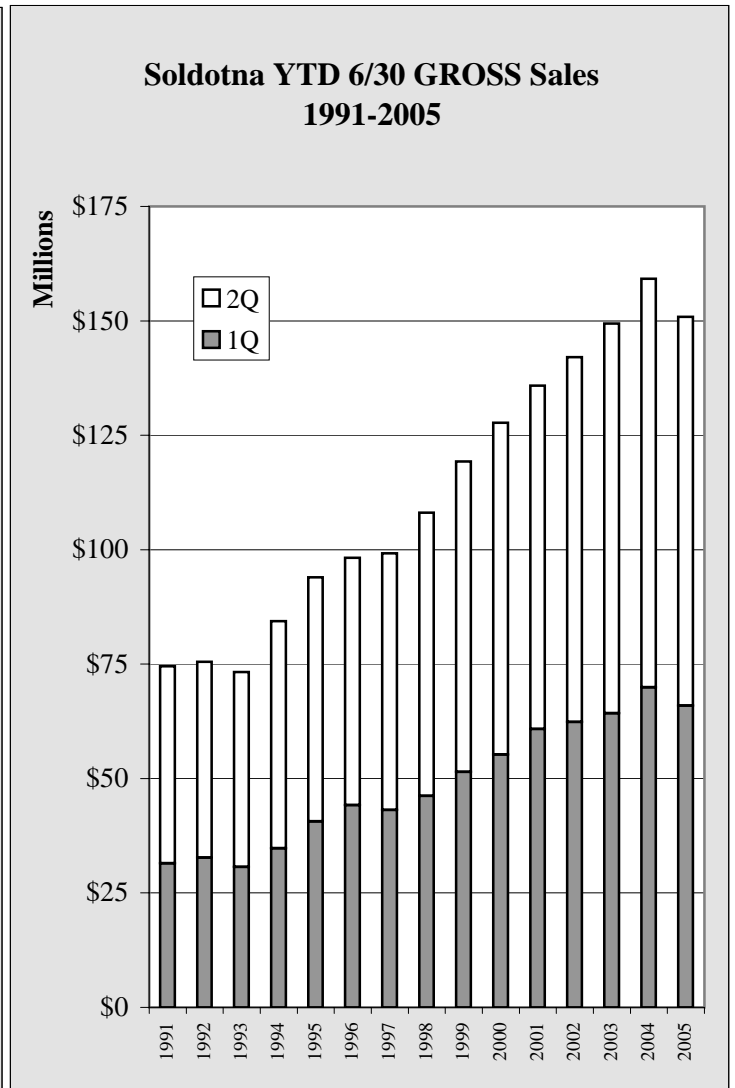


Chart 6.6

# Soldotna Sales

<b>Soldotna YTD 6/30 TAXABLE Sales by Industry - 1999-2005 - in \$</b>								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	265,144	375,326	497,909	471,817	465,019	490,143	443,941	-9.4%
Mining	2,450	7,855	17,854	13,861	16,775	12,503	13,234	5.8%
Construction	686,584	606,180	536,325	612,902	732,197	693,960	707,343	1.9%
Manufacturing	571,067	607,387	665,223	610,813	656,069	573,566	594,577	3.7%
Trans, Comm, Pub Util	5,047,068	5,180,128	5,169,011	5,371,429	6,183,218	6,323,533	6,093,412	-3.6%
Wholesale	140,189	300,589	407,518	366,501	461,680	408,588	381,830	-6.5%
Retail	51,151,405	52,365,902	58,569,101	59,293,541	62,745,676	67,247,076	71,499,636	6.3%
Finance, Ins, RE	1,771,466	1,927,107	2,294,601	2,437,300	2,293,035	2,091,957	2,005,683	-4.1%
Services	6,990,206	7,047,496	7,237,164	8,047,819	7,907,603	8,537,006	8,082,136	-5.3%
Government	19,589	13,066	11,745	14,559	20,999	15,425	10,399	-32.6%
<b>Total</b>	<b>66,645,168</b>	<b>68,431,036</b>	<b>75,406,451</b>	<b>77,240,542</b>	<b>81,482,271</b>	<b>86,393,757</b>	<b>89,832,191</b>	<b>4.0%</b>
Annual Change		2.7%	10.2%	2.4%	5.5%	6.0%	4.0%	

Table 6.4

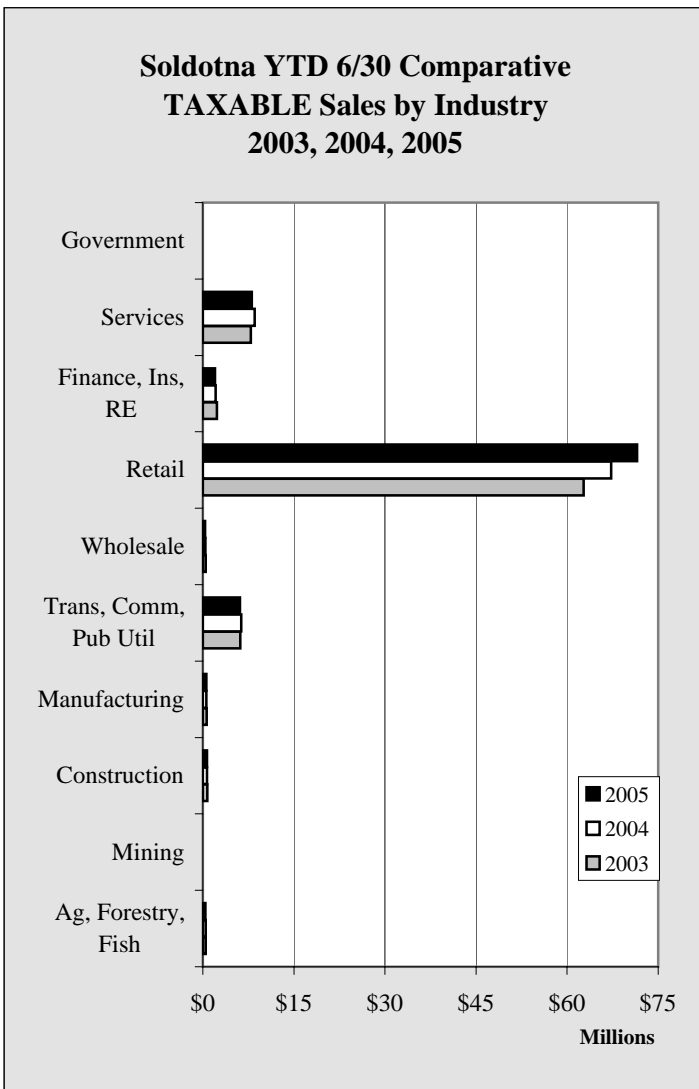


Chart 6.7

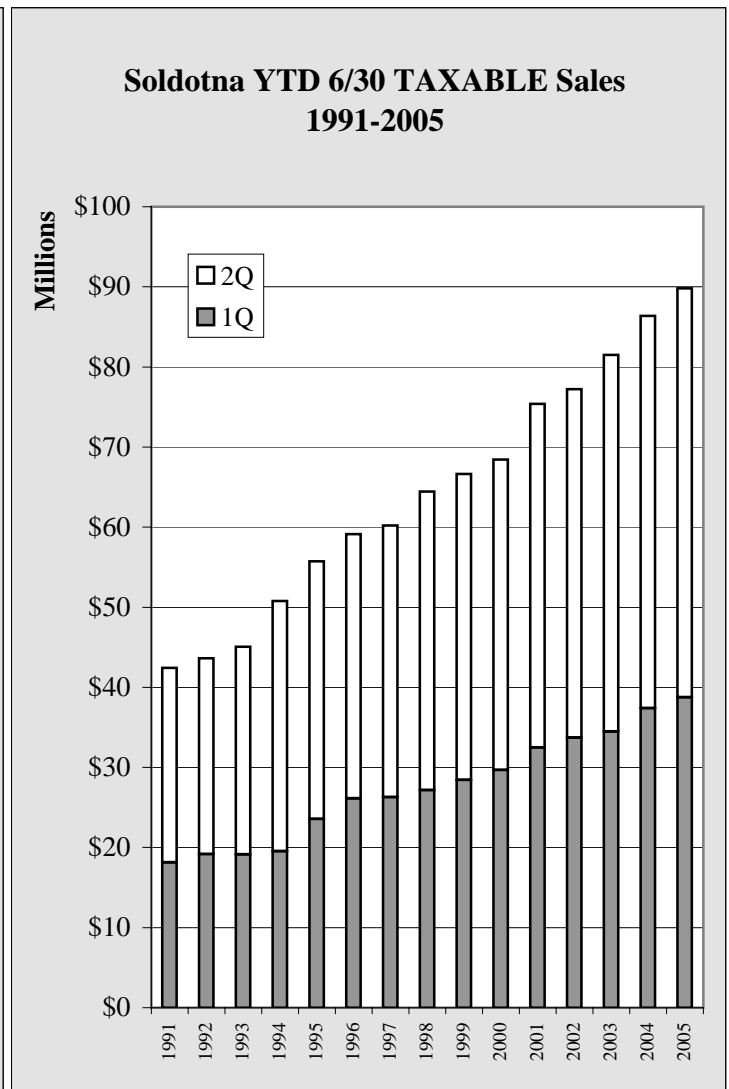


Chart 6.8

# Soldotna Sales

<b>Soldotna Annual GROSS Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forestry, Fish	689,389	954,143	1,727,448	1,664,917	1,853,591	2,523,473	3,223,216	27.7%
Mining	2,729,541	306,689	305,525	305,091	410,684	450,504	548,472	21.7%
Construction	20,205,240	17,075,443	20,761,485	19,395,458	22,467,091	20,813,302	27,758,931	33.4%
Manufacturing	3,192,979	3,210,218	5,446,988	5,938,040	6,301,658	7,729,281	4,338,040	-43.9%
Trans, Comm, Pub Util	14,308,591	17,467,668	15,708,998	17,799,215	15,900,605	16,342,600	20,221,946	23.7%
Wholesale	14,626,150	32,515,047	32,610,279	31,467,653	40,201,769	34,368,869	28,770,110	-16.3%
Retail	157,774,054	166,898,488	170,201,586	187,606,859	191,944,180	204,741,275	217,650,893	6.3%
Finance, Ins, RE	7,365,455	8,509,983	10,210,170	10,232,574	10,465,959	10,733,557	11,881,330	10.7%
Services	29,884,044	30,622,659	32,265,770	34,689,321	36,330,903	40,028,395	46,781,728	16.9%
Government	18,221	28,399	17,062	19,103	22,579	41,717	20,979	-49.7%
<b>Total</b>	<b>250,793,664</b>	<b>277,588,737</b>	<b>289,255,311</b>	<b>309,118,231</b>	<b>325,899,019</b>	<b>337,772,973</b>	<b>361,195,645</b>	<b>6.9%</b>
Annual Change		10.7%	4.2%	6.9%	5.4%	3.6%	6.9%	

Table 6.5

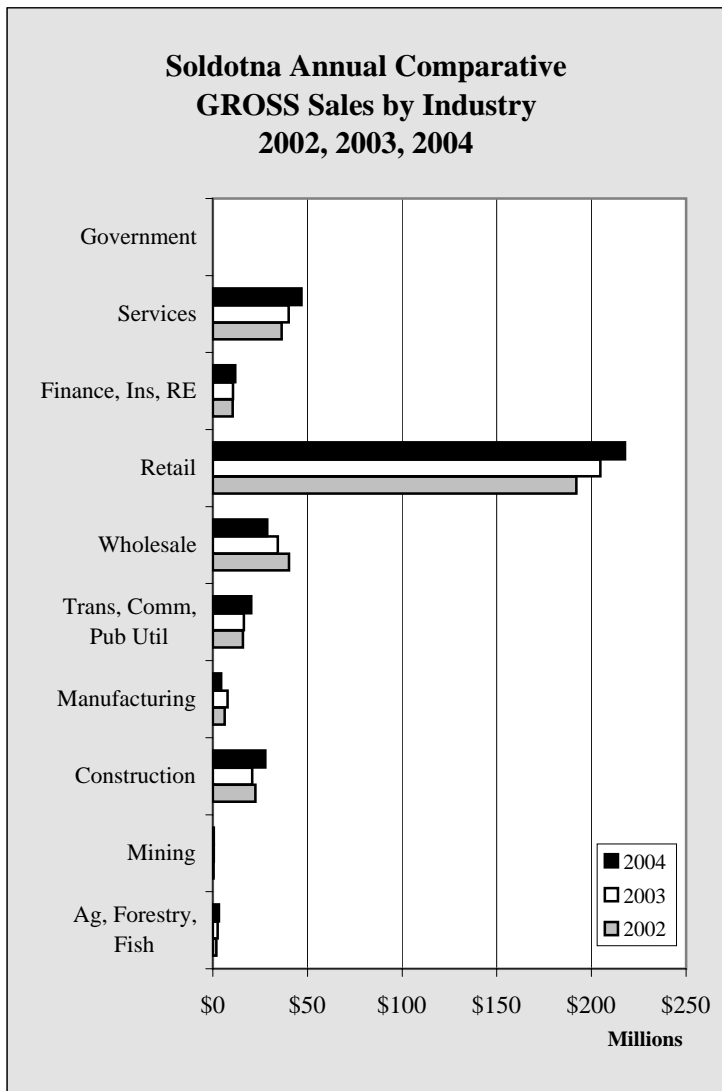


Chart 6.9

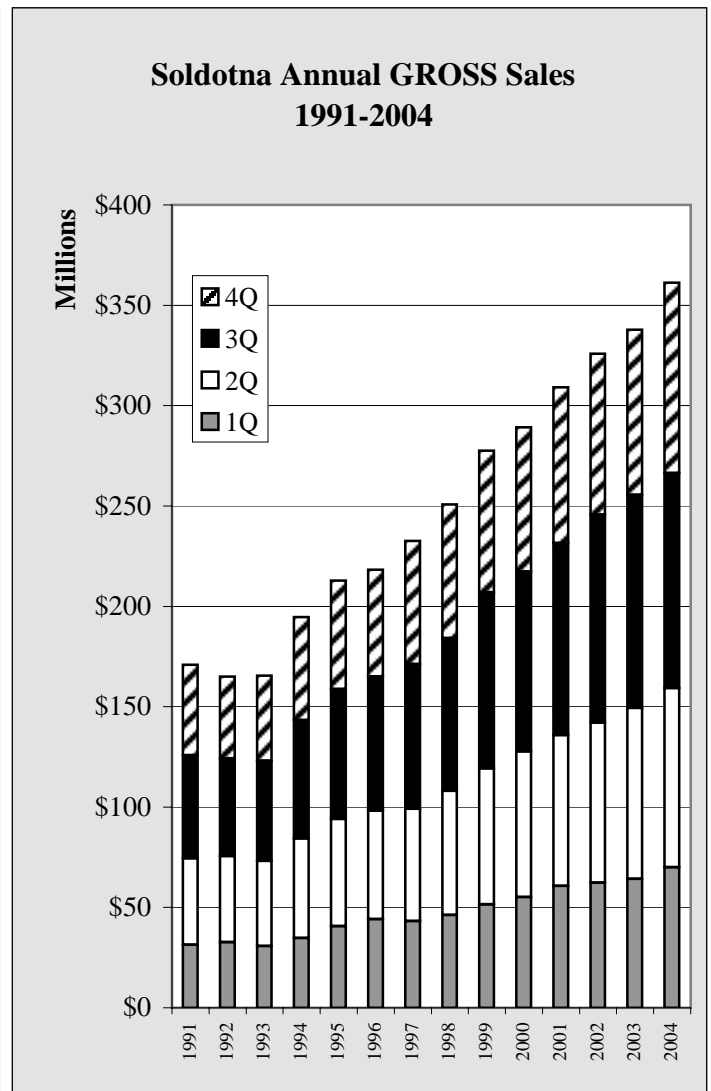


Chart 6.10

# Soldotna Sales

<b>Soldotna Annual TAXABLE Sales by Industry - 1998-2004 - in \$</b>								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forestry, Fish	466,912	697,062	921,908	1,117,793	1,043,812	1,176,634	1,123,088	-4.6%
Mining	8,010	5,675	11,333	35,080	33,278	33,067	20,326	-38.5%
Construction	1,320,297	1,471,239	1,233,755	1,173,265	1,317,838	1,590,497	1,412,936	-11.2%
Manufacturing	1,439,440	1,467,864	1,567,147	1,638,254	1,635,572	1,674,325	1,663,082	-0.7%
Trans, Comm, Pub Util	9,374,360	10,378,566	10,311,502	10,527,433	11,178,060	12,295,182	12,421,267	1.0%
Wholesale	369,062	322,925	715,161	786,443	763,236	997,320	805,376	-19.2%
Retail	115,732,671	122,401,180	124,618,575	136,194,643	138,178,507	151,168,576	159,827,563	5.7%
Finance, Ins, RE	3,662,452	3,776,435	4,545,775	5,207,613	5,279,203	4,435,121	4,396,348	-0.9%
Services	15,398,236	15,403,419	15,493,910	15,718,811	17,525,783	17,204,443	18,361,846	6.7%
Government	18,221	28,399	17,062	19,103	22,579	41,717	20,979	-49.7%
<b>Total</b>	<b>147,789,661</b>	<b>155,952,764</b>	<b>159,436,128</b>	<b>172,418,438</b>	<b>176,977,868</b>	<b>190,616,882</b>	<b>200,052,811</b>	<b>5.0%</b>
Annual Change		5.5%	2.2%	8.1%	2.6%	7.7%	5.0%	

Table 6.6

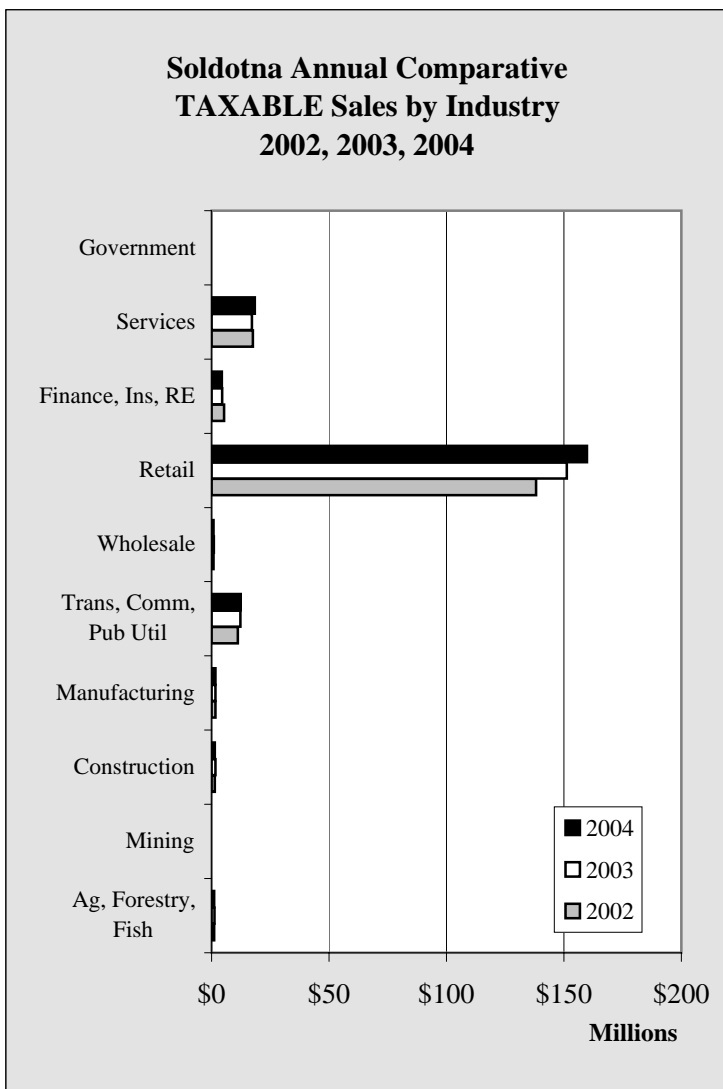


Chart 6.11

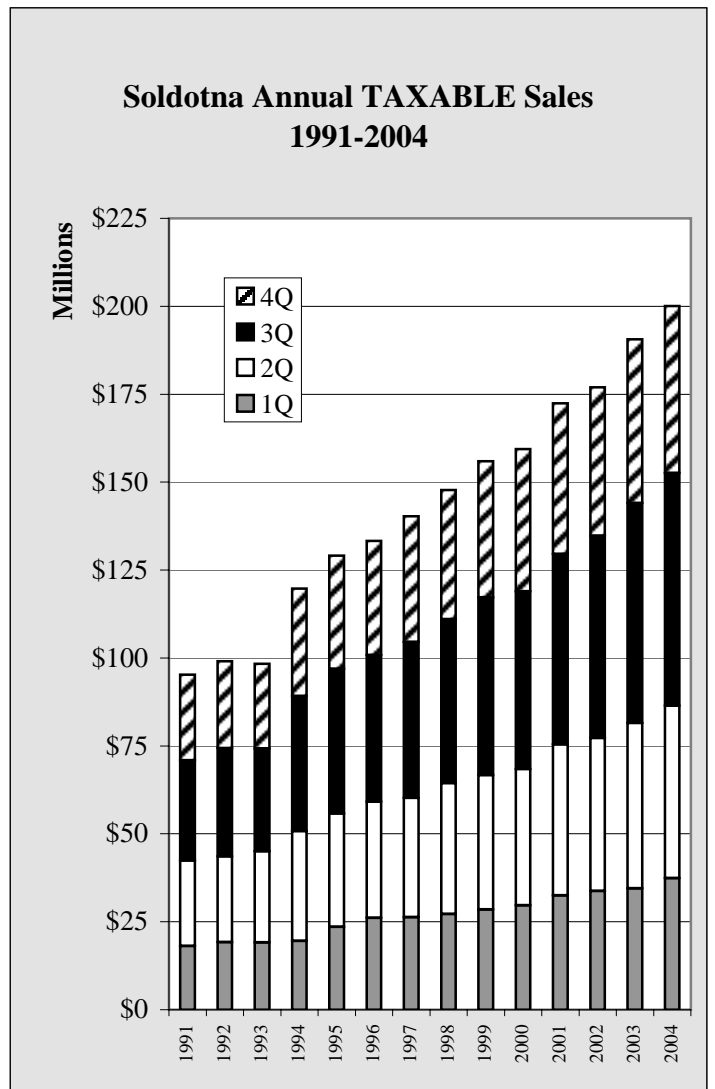


Chart 6.12

# Soldotna Sales

<b>Soldotna GROSS Sales by Industry by Quarter - 2002-2005 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2002</b>					
Ag, Forestry, Fish	231,354	493,143	667,821	461,273	1,853,591
Mining	98,101	106,949	86,164	119,470	410,684
Construction	3,228,042	4,934,965	8,313,280	5,990,804	22,467,091
Manufacturing	900,894	1,727,614	2,352,093	1,321,057	6,301,658
Trans, Comm, Pub Util	3,685,725	3,531,451	4,900,494	3,782,935	15,900,605
Wholesale	8,072,050	7,353,520	12,524,522	12,251,677	40,201,769
Retail	36,487,247	49,060,629	60,884,442	45,511,862	191,944,180
Finance, Ins, RE	2,258,203	2,983,720	2,591,812	2,632,224	10,465,959
Services	7,363,434	9,561,798	11,299,921	8,105,750	36,330,903
Government	6,700	7,859	4,290	3,730	22,579
<b>Total</b>	<b>62,331,750</b>	<b>79,761,648</b>	<b>103,624,839</b>	<b>80,180,782</b>	<b>325,899,019</b>
<b>2003</b>					
Ag, Forestry, Fish	287,421	558,058	920,446	757,548	2,523,473
Mining	110,629	122,012	99,139	118,724	450,504
Construction	3,997,918	3,954,148	6,734,379	6,126,857	20,813,302
Manufacturing	1,129,391	2,288,148	2,843,498	1,468,244	7,729,281
Trans, Comm, Pub Util	4,211,327	3,827,252	3,716,921	4,587,100	16,342,600
Wholesale	7,309,289	9,554,591	10,562,562	6,942,427	34,368,869
Retail	36,787,701	52,189,612	66,012,371	49,751,591	204,741,275
Finance, Ins, RE	2,461,298	2,547,857	2,821,665	2,902,737	10,733,557
Services	7,926,425	10,128,839	12,481,767	9,491,364	40,028,395
Government	12,319	8,680	12,192	8,526	41,717
<b>Total</b>	<b>64,233,718</b>	<b>85,179,197</b>	<b>106,204,940</b>	<b>82,155,118</b>	<b>337,772,973</b>
<b>2004</b>					
Ag, Forestry, Fish	556,985	645,572	1,043,046	977,613	3,223,216
Mining	92,181	154,892	136,149	165,250	548,472
Construction	2,956,843	5,879,390	9,245,159	9,677,539	27,758,931
Manufacturing	543,783	1,132,457	1,857,842	803,958	4,338,040
Trans, Comm, Pub Util	4,796,956	4,716,238	5,692,042	5,016,710	20,221,946
Wholesale	9,720,151	8,967,548	3,326,912	6,755,499	28,770,110
Retail	39,606,915	54,023,404	70,300,859	53,719,715	217,650,893
Finance, Ins, RE	3,032,921	2,956,541	2,822,065	3,069,803	11,881,330
Services	8,597,849	10,824,252	12,761,242	14,598,385	46,781,728
Government	6,904	8,521	2,880	2,674	20,979
<b>Total</b>	<b>69,911,488</b>	<b>89,308,815</b>	<b>107,188,196</b>	<b>94,787,146</b>	<b>361,195,645</b>
<b>2005</b>					
<b>Year to Date</b>					
Ag, Forestry, Fish	578,453	1,027,906			1,606,359
Mining	90,039	185,929			275,968
Construction	4,627,543	4,168,075			8,795,618
Manufacturing	513,748	1,352,876			1,866,624
Trans, Comm, Pub Util	5,395,853	4,974,094			10,369,947
Wholesale	2,090,723	2,653,447			4,744,170
Retail	40,906,060	57,022,596			97,928,656
Finance, Ins, RE	2,798,649	3,005,670			5,804,319
Services	8,932,868	10,531,672			19,464,540
Government	1,897	8,502			10,399
<b>Total</b>	<b>65,935,833</b>	<b>84,930,767</b>			<b>150,866,600</b>

Table 6.7

# Soldotna Sales

<b>Soldotna TAXABLE Sales by Industry by Quarter - 2002-2005 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2002</b>					
Ag, Forestry, Fish	185,252	286,565	393,521	178,474	1,043,812
Mining	6,447	7,414	7,836	11,581	33,278
Construction	283,099	329,803	369,398	335,538	1,317,838
Manufacturing	181,486	429,327	710,329	314,430	1,635,572
Trans, Comm, Pub Util	2,752,273	2,619,156	2,944,886	2,861,745	11,178,060
Wholesale	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
Finance, Ins, RE	1,170,633	1,266,667	1,502,411	1,339,492	5,279,203
Services	3,444,755	4,603,064	5,758,366	3,719,598	17,525,783
Government	6,700	7,859	4,290	3,730	22,579
<b>Total</b>	<b>33,736,608</b>	<b>43,503,934</b>	<b>57,488,623</b>	<b>42,248,703</b>	<b>176,977,868</b>
<b>2003</b>					
Ag, Forestry, Fish	167,593	297,426	457,868	253,747	1,176,634
Mining	9,374	7,401	7,885	8,407	33,067
Construction	301,760	430,437	465,297	393,003	1,590,497
Manufacturing	219,705	436,364	739,665	278,591	1,674,325
Trans, Comm, Pub Util	3,219,035	2,964,183	2,959,644	3,152,320	12,295,182
Wholesale	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
Finance, Ins, RE	1,141,419	1,151,616	1,159,465	982,621	4,435,121
Services	3,449,990	4,457,613	5,692,459	3,604,381	17,204,443
Government	12,319	8,680	12,192	8,526	41,717
<b>Total</b>	<b>34,463,622</b>	<b>47,018,649</b>	<b>62,576,271</b>	<b>46,558,340</b>	<b>190,616,882</b>
<b>2004</b>					
Ag, Forestry, Fish	219,231	270,912	444,134	188,811	1,123,088
Mining	6,675	5,828	3,030	4,793	20,326
Construction	316,960	377,000	368,702	350,274	1,412,936
Manufacturing	197,841	375,725	804,097	285,419	1,663,082
Trans, Comm, Pub Util	3,338,198	2,985,335	2,949,371	3,148,363	12,421,267
Wholesale	154,053	254,535	263,334	133,454	805,376
Retail	28,539,627	38,707,449	53,991,389	38,589,098	159,827,563
Finance, Ins, RE	961,092	1,130,865	1,284,286	1,020,105	4,396,348
Services	3,642,747	4,894,259	6,071,728	3,753,112	18,361,846
Government	6,904	8,521	2,880	2,674	20,979
<b>Total</b>	<b>37,383,328</b>	<b>49,010,429</b>	<b>66,182,951</b>	<b>47,476,103</b>	<b>200,052,811</b>
<b>2005</b>					
	<b>Year to Date</b>				
Ag, Forestry, Fish	180,695	263,246			443,941
Mining	6,145	7,089			13,234
Construction	331,174	376,169			707,343
Manufacturing	189,774	404,803			594,577
Trans, Comm, Pub Util	3,301,480	2,791,932			6,093,412
Wholesale	118,866	262,964			381,830
Retail	30,079,249	41,420,387			71,499,636
Finance, Ins, RE	967,512	1,038,171			2,005,683
Services	3,557,061	4,525,075			8,082,136
Government	1,897	8,502			10,399
<b>Total</b>	<b>38,733,853</b>	<b>51,098,338</b>			<b>89,832,191</b>

Table 6.8