

Seldovia Sales

Seldovia 3rd Quarter GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	479	0	80	0	0	17,500	0	NA
Min	0	0	0	0	0	0	0	NA
Const	101,982	165,256	65,667	84,321	1,256,705	360,893	443,920	23.0%
Manu	127,613	1,710	22,581	2,556	14,320	12,786	36,279	183.7%
TCPU	167,976	169,243	167,386	137,154	137,236	168,520	172,707	2.5%
Whole	110,895	23,370	12,723	22,402	71,441	30,407	20,608	-32.2%
Retail	807,058	888,589	835,067	825,256	768,860	762,079	899,480	18.0%
FIRE	24,267	8,573	458,280	220,225	91,073	14,447	239,994	1561.2%
Service	366,916	436,895	395,770	402,260	494,150	442,435	420,786	-4.9%
Total	1,707,186	1,693,636	1,957,554	1,694,174	2,833,785	1,809,067	2,233,774	23.5%
Annual Change		-0.8%	15.6%	-13.5%	67.3%	-36.2%	23.5%	

Table 4.1

Seldovia 3rd Quarter GROSS Sales Ten Year Change by INDUSTRY - 1995 v. 2005 - in \$				
	10 Year Change			
	1995	2005	Percentage	Numerical
AFF	0	0	0.0%	0
Min	0	0	0.0%	0
Const	105,492	443,920	320.8%	338,428
Manu	113,188	36,279	-67.9%	-76,909
TCPU	149,013	172,707	15.9%	23,694
Whole	440,173	20,608	-95.3%	-419,565
Retail	580,893	899,480	54.8%	318,587
FIRE	33,028	239,994	626.6%	206,966
Service	447,321	420,786	-5.9%	-26,535
Total	1,869,108	2,233,774	19.5%	364,666

Table 4.2

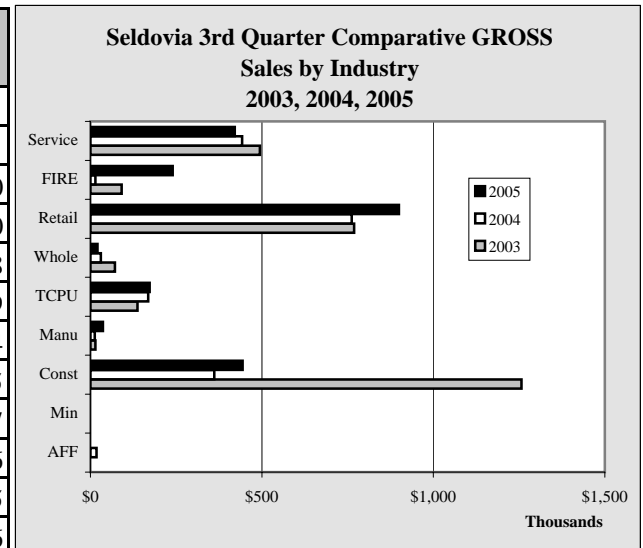


Chart 4.1

Seldovia 3rd Quarter GROSS Sales One Year Change by INDUSTRY - 2004 v. 2005 - in \$				
	1 Year Change			
	2004	2005	Percentage	Numerical
AFF	17,500	0	-100.0%	-17,500
Min	0	0	0.0%	0
Const	360,893	443,920	23.0%	83,027
Manu	12,786	36,279	183.7%	23,493
TCPU	168,520	172,707	2.5%	4,187
Whole	30,407	20,608	-32.2%	-9,799
Retail	762,079	899,480	18.0%	137,401
FIRE	14,447	239,994	1561.2%	225,547
Service	442,435	420,786	-4.9%	-21,649
Total	1,809,067	2,233,774	23.5%	424,707

Table 4.3

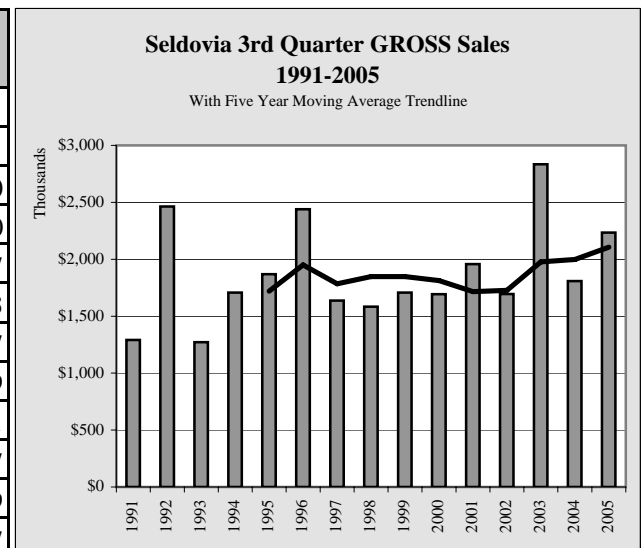


Chart 4.2

Seldovia Sales

Seldovia 3rd Quarter TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	479	0	0	0	0	0	0	NA
Min	0	0	0	0	0	0	0	NA
Const	11,774	9,699	9,793	5,551	6,900	7,520	5,866	-22.0%
Manu	2,534	508	2,047	655	6,036	4,964	5,922	19.3%
TCPU	124,855	120,362	105,304	106,236	107,036	118,010	114,015	-3.4%
Whole	2,468	403	1,416	651	640	131	81	-38.2%
Retail	660,500	758,922	751,665	754,759	693,503	698,936	743,415	6.4%
FIRE	19,232	4,157	10,190	7,535	7,783	10,589	18,433	74.1%
Service	322,785	347,057	327,110	316,602	318,421	341,988	311,809	-8.8%
Total	1,144,627	1,241,108	1,207,525	1,191,989	1,140,319	1,182,138	1,199,541	1.5%
Annual Change		8.4%	-2.7%	-1.3%	-4.3%	3.7%	1.5%	

Table 4.4

Seldovia 3rd Quarter TAXABLE Sales Ten Year Change by INDUSTRY - 1995 v. 2005 - in \$				
	10 Year Change			
	1995	2005	Percentage	Numerical
AFF	0	0	0.0%	0
Min	0	0	0.0%	0
Const	3,799	5,866	54.4%	2,067
Manu	51,377	5,922	-88.5%	-45,455
TCPU	111,157	114,015	2.6%	2,858
Whole	185,097	81	-100.0%	-185,016
Retail	542,060	743,415	37.1%	201,355
FIRE	30,303	18,433	-39.2%	-11,870
Service	382,900	311,809	-18.6%	-71,091
Total	1,306,693	1,199,541	-8.2%	-107,152

Table 4.5

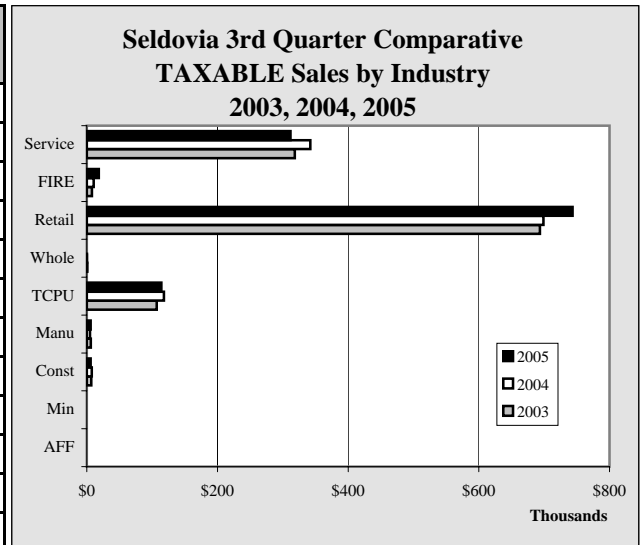


Chart 4.3

Seldovia 3rd Quarter TAXABLE Sales One Year Change by INDUSTRY - 2004 v. 2005 - in \$				
	1 Year Change			
	2004	2005	Percentage	Numerical
AFF	0	0	0.0%	0
Min	0	0	0.0%	0
Const	7,520	5,866	-22.0%	-1,654
Manu	4,964	5,922	19.3%	958
TCPU	118,010	114,015	-3.4%	-3,995
Whole	131	81	-38.2%	-50
Retail	698,936	743,415	6.4%	44,479
FIRE	10,589	18,433	74.1%	7,844
Service	341,988	311,809	-8.8%	-30,179
Total	1,182,138	1,199,541	1.5%	17,403

Table 4.6

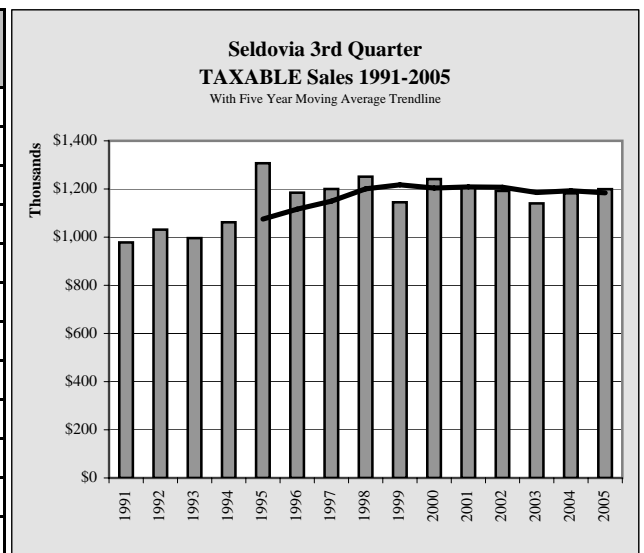


Chart 4.4

Seldovia Sales

Seldovia YTD 9/30 GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	3,084	2,797	3,787	6,306	5,737	28,760	0	-100.0%
Min	0	0	0	0	0	0	0	NA
Const	147,557	460,964	382,718	193,822	1,498,427	1,725,904	1,290,374	-25.2%
Manu	139,507	12,083	40,000	10,171	41,491	22,770	74,501	227.2%
TCPU	539,074	491,672	468,039	436,778	420,565	472,346	511,132	8.2%
Whole	448,070	62,787	51,899	33,202	98,119	70,794	68,777	-2.8%
Retail	1,846,820	2,448,774	2,147,430	2,000,950	2,024,538	2,007,402	2,178,175	8.5%
FIRE	95,336	47,386	499,110	387,627	340,351	33,744	680,123	1915.5%
Service	783,984	844,765	736,687	792,085	881,017	824,064	812,308	-1.4%
Total	4,003,432	4,371,228	4,329,670	3,860,941	5,310,245	5,185,784	5,615,390	8.3%
Annual Change		9.2%	-1.0%	-10.8%	37.5%	-2.3%	8.3%	

Table 4.7

Seldovia YTD 9/30 GROSS Sales Ten Year Change by INDUSTRY - 1995 v. 2005 - in \$				
			10 Year Change	
	1995	2005	Percentage	Numerical
AFF	2,573	0	-100.0%	-2,573
Min	2,789	0	-100.0%	-2,789
Const	255,848	1,290,374	404.4%	1,034,526
Manu	120,369	74,501	-38.1%	-45,868
TCPU	477,022	511,132	7.2%	34,110
Whole	1,341,747	68,777	-94.9%	-1,272,970
Retail	1,281,771	2,178,175	69.9%	896,404
FIRE	136,823	680,123	397.1%	543,300
Service	1,015,639	812,308	-20.0%	-203,331
Total	4,634,581	5,615,390	0.0%	980,809

Table 4.8

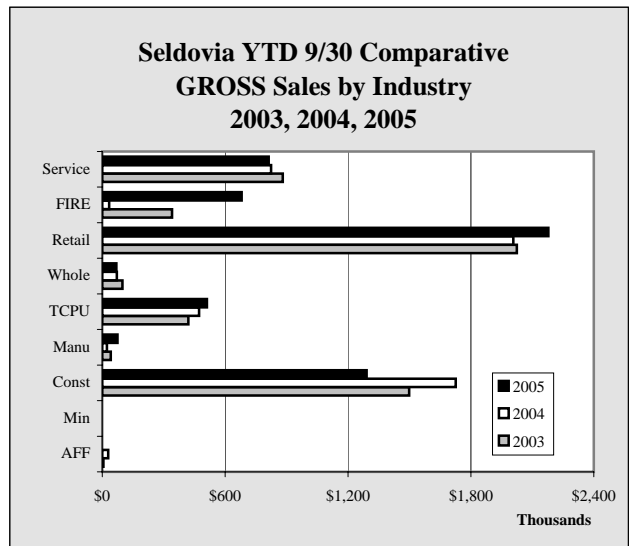


Chart 4.5

Seldovia YTD 9/30 GROSS Sales One Year Change by INDUSTRY - 2004 v. 2005 - in \$				
			1 Year Change	
	2004	2005	Percentage	Numerical
AFF	28,760	0	-100.0%	-28,760
Min	0	0	0.0%	0
Const	1,725,904	1,290,374	-25.2%	-435,530
Manu	22,770	74,501	227.2%	51,731
TCPU	472,346	511,132	8.2%	38,786
Whole	70,794	68,777	-2.8%	-2,017
Retail	2,007,402	2,178,175	8.5%	170,773
FIRE	33,744	680,123	1915.5%	646,379
Service	824,064	812,308	-1.4%	-11,756
Total	5,185,784	5,615,390	8.3%	429,606

Table 4.9

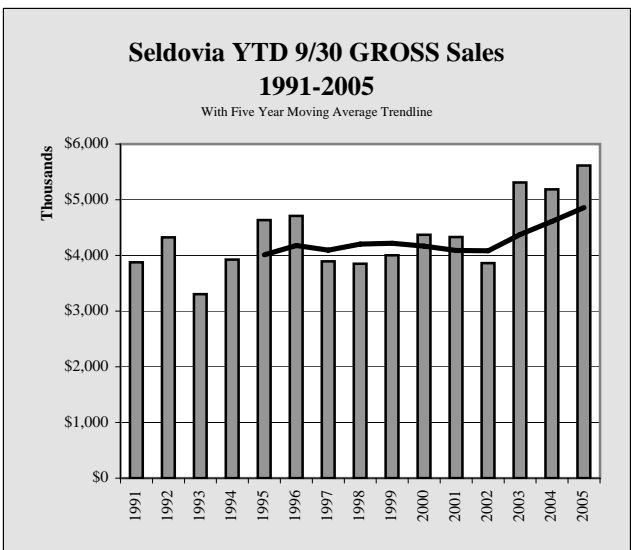


Chart 4.6

Seldovia Sales

Seldovia YTD 9/30 TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	3,084	2,771	3,616	3,551	2,970	3,140	0	-100.0%
Min	0	0	0	0	0	0	0	NA
Const	25,699	30,742	26,886	21,661	17,977	20,738	15,636	-24.6%
Manu	6,090	3,084	4,344	3,655	8,153	7,748	9,572	23.5%
TCPU	356,934	349,297	317,317	316,556	307,429	320,083	325,124	1.6%
Whole	103,017	3,633	2,971	945	1,111	298	207	-30.5%
Retail	1,479,499	1,760,300	1,800,860	1,712,524	1,729,410	1,704,537	1,724,750	1.2%
FIRE	54,364	21,746	24,013	20,857	21,813	25,071	40,377	61.1%
Service	601,340	656,883	567,106	584,694	613,392	606,838	588,548	-3.0%
Total	2,630,027	2,828,456	2,747,113	2,664,443	2,702,255	2,688,453	2,704,214	0.6%
Annual Change		7.5%	-2.9%	-3.0%	1.4%	-0.5%	0.6%	

Table 4.10

Seldovia YTD 9/30 TAXABLE Sales Ten Year Change by INDUSTRY - 1995 v. 2005 - in \$				
	10 Year Change			
	1995	2005	Percentage	Numerical
AFF	2,573	0	-100.0%	-2,573
Min	0	0	0.0%	0
Const	16,699	15,636	-6.4%	-1,063
Manu	55,800	9,572	-82.8%	-46,228
TCPU	326,514	325,124	-0.4%	-1,390
Whole	453,829	207	-100.0%	-453,622
Retail	1,203,222	1,724,750	43.3%	521,528
FIRE	95,619	40,377	-57.8%	-55,242
Service	737,064	588,548	-20.1%	-148,516
Total	2,891,320	2,704,214	0.0%	-187,106

Table 4.11

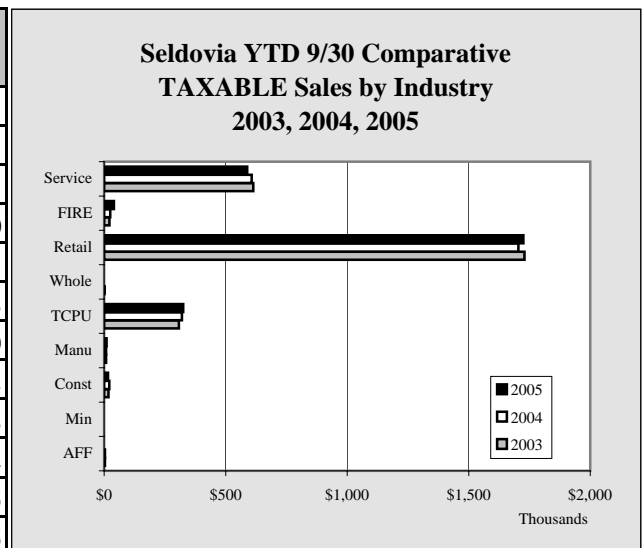


Chart 4.7

Seldovia YTD 9/30 TAXABLE Sales One Year Change by INDUSTRY - 2004 v. 2005 - in \$				
	1 Year Change			
	2004	2005	Percentage	Numerical
AFF	3,140	0	-100.0%	-3,140
Min	0	0	0.0%	0
Const	20,738	15,636	-24.6%	-5,102
Manu	7,748	9,572	23.5%	1,824
TCPU	320,083	325,124	1.6%	5,041
Whole	298	207	-30.5%	-91
Retail	1,704,537	1,724,750	1.2%	20,213
FIRE	25,071	40,377	61.1%	15,306
Service	606,838	588,548	-3.0%	-18,290
Total	2,688,453	2,704,214	0.6%	15,761

Table 4.12

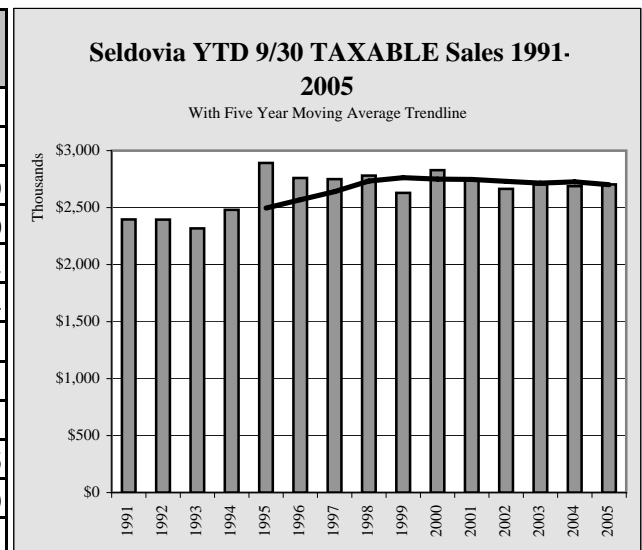


Chart 4.8

Seldovia Sales

Seldovia Annual 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	302,999	200,475	567,881	427,249	233,790	2,235,069	2,432,152	8.8%
Manu	53,202	142,303	22,483	40,983	41,694	44,136	24,563	-44.3%
TCPU	724,009	702,895	642,067	615,305	589,101	609,377	621,624	2.0%
Whole	886,557	466,249	74,511	58,140	40,755	143,974	105,348	-26.8%
Retail	1,698,659	2,359,533	2,969,768	2,710,711	2,527,071	2,565,299	2,640,802	2.9%
FIRE	134,421	111,959	62,750	509,244	443,797	590,854	1,450,792	145.5%
Service	920,470	858,272	925,068	884,052	935,363	1,065,108	1,025,790	-3.7%
Total	4,723,739	4,844,770	5,267,325	5,249,471	4,817,877	7,259,554	8,329,831	14.7%
Annual Change		2.6%	8.7%	-0.3%	-8.2%	50.7%	14.7%	

Table 4.13

Seldovia Annual GROSS Sales Ten Year Change by INDUSTRY - 1994 v. 2004 - in \$				
	10 Year Change			
	1994	2004	Percentage	Numerical
AFF	1,833	28,760	1469.0%	26,927
Min	48,415	0	-100.0%	-48,415
Const	317,413	2,432,152	666.2%	2,114,739
Manu	24,775	24,563	-0.9%	-212
TCPU	629,144	621,624	-1.2%	-7,520
Whole	1,434,711	105,348	-92.7%	-1,329,363
Retail	1,521,595	2,640,802	73.6%	1,119,207
FIRE	456,114	1,450,792	218.1%	994,678
Service	841,307	1,025,790	21.9%	184,483
Total	5,275,307	8,329,831	0.0%	3,054,524

Table 4.14

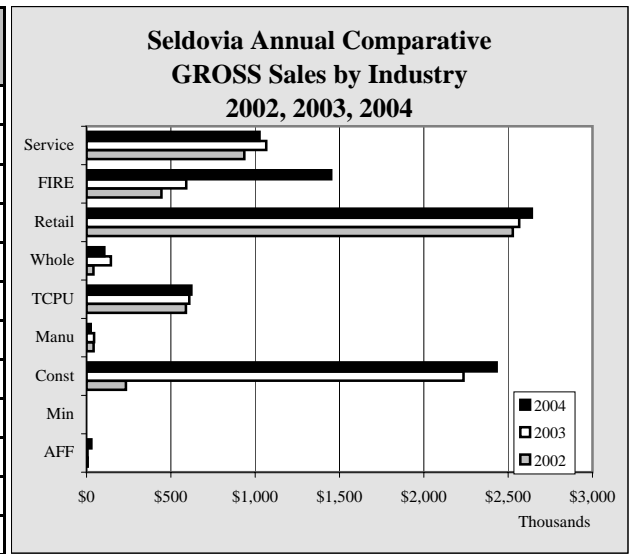


Chart 4.9

Seldovia Annual GROSS Sales One Year Change by INDUSTRY - 2003 v. 2004 - in \$				
	1 Year Change			
	2003	2004	Percentage	Numerical
AFF	5,737	28,760	401.3%	23,023
Min	0	0	0.0%	0
Const	2,235,069	2,432,152	8.8%	197,083
Manu	44,136	24,563	-44.3%	-19,573
TCPU	609,377	621,624	2.0%	12,247
Whole	143,974	105,348	-26.8%	-38,626
Retail	2,565,299	2,640,802	2.9%	75,503
FIRE	590,854	1,450,792	145.5%	859,938
Service	1,065,108	1,025,790	-3.7%	-39,318
Total	7,259,554	8,329,831	14.7%	1,070,277

Table 4.15

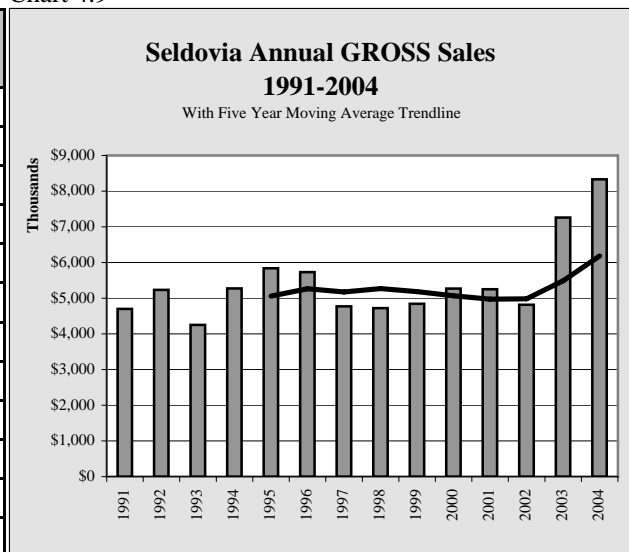


Chart 4.10

Seldovia Sales

Seldovia Annual 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	32,244	37,757	41,098	34,175	22,683	26,848	27,088	0.9%
Manu	16,711	7,035	4,892	4,818	6,509	9,098	9,146	0.5%
TCPU	438,292	473,005	455,499	410,584	427,667	450,291	411,317	-8.7%
Whole	510,369	106,422	4,692	4,069	945	1,649	426	-74.2%
Retail	1,577,816	1,877,036	2,165,560	2,226,879	2,118,927	2,155,556	2,167,989	0.6%
FIRE	83,118	65,347	28,771	31,657	24,937	29,796	47,940	60.9%
Service	736,321	659,563	714,840	643,481	667,170	700,736	719,266	2.6%
Total	3,398,293	3,229,249	3,418,123	3,359,279	3,272,389	3,376,944	3,386,312	0.3%
Annual Change		-5.0%	5.8%	-1.7%	-2.6%	3.2%	0.3%	

Table 4.16

Seldovia Annual TAXABLE Sales Ten Year Change by INDUSTRY - 1994 v. 2004 - in \$				
	10 Year Change			
	1994	2004	Percentage	Numerical
AFF	1,833	3,140	71.3%	1,307
Min	856	0	-100.0%	-856
Const	14,621	27,088	85.3%	12,467
Manu	13,541	9,146	-32.5%	-4,395
TCPU	415,239	411,317	-0.9%	-3,922
Whole	541,487	426	-99.9%	-541,061
Retail	1,374,783	2,167,989	57.7%	793,206
FIRE	84,223	47,940	-43.1%	-36,283
Service	670,602	719,266	7.3%	48,664
Total	3,117,185	3,386,312	0.0%	269,127

Table 4.17

Seldovia Annual TAXABLE Sales One Year Change by INDUSTRY - 2003 v. 2004 - in \$				
	1 Year Change			
	2003	2004	Percentage	Numerical
AFF	2,970	3,140	5.7%	170
Min	0	0	0.0%	0
Const	26,848	27,088	0.9%	240
Manu	9,098	9,146	0.5%	48
TCPU	450,291	411,317	-8.7%	-38,974
Whole	1,649	426	-74.2%	-1,223
Retail	2,155,556	2,167,989	0.6%	12,433
FIRE	29,796	47,940	60.9%	18,144
Service	700,736	719,266	2.6%	18,530
Total	3,376,944	3,386,312	0.3%	9,368

Table 4.18

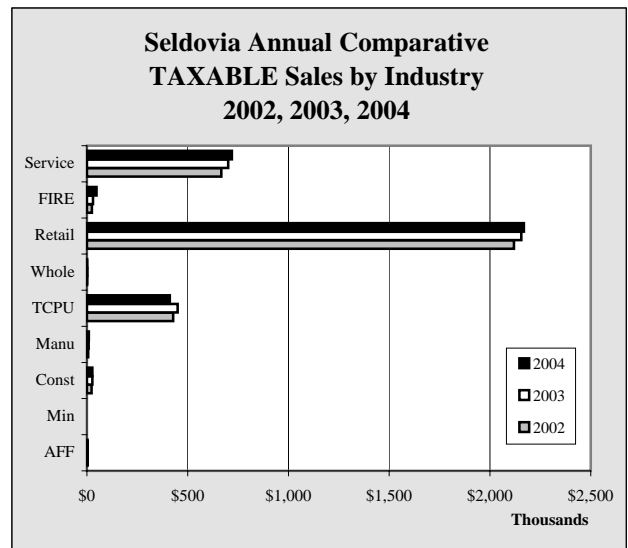


Chart 4.11

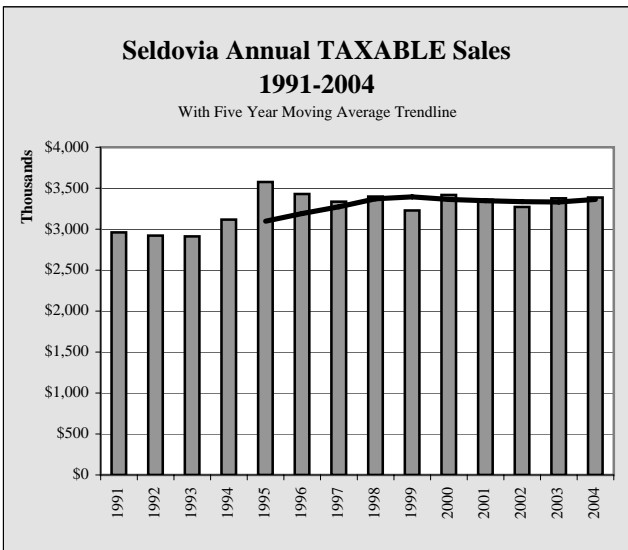


Chart 4.12

Seldovia Sales

Seldovia GROSS Sales by Industry by Quarter - 2001-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
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	758,967	835,067	563,281	2,710,711
FIRE	23,824	17,006	458,280	10,134	509,244
Service	100,869	240,048	395,770	147,365	884,052
Total	898,811	1,473,305	1,957,554	919,801	5,249,471
2002					
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	690,215	825,256	526,121	2,527,071
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	1,155,055	1,694,174	956,936	4,817,877
2003					
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	544,320	711,358	768,860	540,761	2,565,299
FIRE	7,090	242,188	91,073	250,503	590,854
Service	108,853	278,014	494,150	184,091	1,065,108
Total	847,005	1,629,455	2,833,785	1,949,309	7,259,554
2004					
AFF	0	11,260	17,500	0	28,760
Min	0	0	0	0	0
Const	601,376	763,635	360,893	706,248	2,432,152
Manu	1,249	8,735	12,786	1,793	24,563
TCPU	151,748	152,078	168,520	149,278	621,624
Whole	14,150	26,237	30,407	34,554	105,348
Retail	522,637	722,686	762,079	633,400	2,640,802
FIRE	9,127	10,170	14,447	1,417,048	1,450,792
Service	104,760	276,869	442,435	201,726	1,025,790
Total	1,405,047	1,971,670	1,809,067	3,144,047	8,329,831
2005					
					Year to Date
AFF	0	0	0		0
Min	0	0	0		0
Const	433,991	412,463	443,920		1,290,374
Manu	1,331	36,891	36,279		74,501
TCPU	160,989	177,436	172,707		511,132
Whole	12,898	35,271	20,608		68,777
Retail	533,324	745,371	899,480		2,178,175
FIRE	16,009	424,120	239,994		680,123
Service	102,525	288,997	420,786		812,308
Total	1,261,067	2,120,549	2,233,774		5,615,390

Table 4.19

Seldovia Sales

Seldovia TAXABLE Sales by Industry by Quarter - 2001-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
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	657,146	751,665	426,019	2,226,879
FIRE	6,389	7,434	10,190	7,644	31,657
Service	59,030	180,966	327,110	76,375	643,481
Total	583,555	956,033	1,207,525	612,166	3,359,279
2002					
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
2003					
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
2004					
AFF	0	3,140	0	0	3,140
Min	0	0	0	0	0
Const	5,160	8,058	7,520	6,350	27,088
Manu	649	2,135	4,964	1,398	9,146
TCPU	96,989	105,084	118,010	91,234	411,317
Whole	30	137	131	128	426
Retail	392,241	613,360	698,936	463,452	2,167,989
FIRE	5,942	8,540	10,589	22,869	47,940
Service	65,715	199,135	341,988	112,428	719,266
Total	566,726	939,589	1,182,138	697,859	3,386,312
2005					
					Year to Date
AFF	0	0	0		0
Min	0	0	0		0
Const	4,155	5,615	5,866		15,636
Manu	831	2,819	5,922		9,572
TCPU	102,157	108,952	114,015		325,124
Whole	75	51	81		207
Retail	390,012	591,323	743,415		1,724,750
FIRE	11,204	10,740	18,433		40,377
Service	64,083	212,656	311,809		588,548
Total	572,517	932,156	1,199,541		2,704,214

Table 4.20