



KENAI PENINSULA BOROUGH
QUARTERLY REPORT
OF KEY ECONOMIC INDICATORS

For Fiscal Quarter Ending September 30, 2008
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David R. Carey
Borough Mayor

Compiled and Produced By
Jeanne Camp, Economic Analyst
144 North Binkley Street
Soldotna, Alaska 99669
Phone – 907-714-2336

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Introduction

Kenai Peninsula Borough (KPB) staff develops quarterly reports presenting regional economic data for use by businesses, agencies, and other entities to aid in planning and management decisions.

The publication is divided into eight sections: Kenai Peninsula Borough, Homer, Kenai, Seldovia, Seward, Soldotna, Other KPB and a Local Officials Directory.

To provide unity within the document, certain conventions are applied:

- In the real estate section, the following abbreviations apply:
 - RN - Residential New
 - RA - Residential Alteration/Addition
 - CN - Commercial New
 - CA - Commercial Alteration/Addition

Public projects are included in the commercial categories while permits issued for signs are not presented here.

In Sales sections, the following NAICS Line of Business (LOB) abbreviations apply:

PROD	Resource Production	Agriculture, Forestry, Fishing and Hunting Mining - (Includes oil and gas exploration, gravel) Timbering
MFG	Manufacturing	Manufacturing - (Includes oil and gas manufacturing, fish processing)
CONST	Construction	Construction
SALES	Sales	Restaurant, Bar Retail
PROP	Rentals	Rental Commercial Property Rental Residential Property Rental Personal Property Rental Non-residential Properties Trailer Court
TOUR	Tourism	Arts, Entertainment, Recreation Guiding Land* Guiding Water* Accommodation
SERV	Services	Administration, Support, Waste Management, Remediation Educational Services Finance and Insurance Information Other Services Remediation Services Cable Telecommunications
PROF	Professional	Health and Social Services Management of Companies, Enterprises Professional, Scientific, Technical
UTIL	Utilities	Utilities
TRAN	Transport/ Warehouse	Transportation and Warehousing*
WHSL	Wholesale	Wholesale
GOV	Public Administration	Public Administration - (Includes Native Organizations)

- Information sources for each section of the publication are listed in the index.
- General information applicable to all sections is provided in the KPB section.
- Percentages of parts may not total 100%, due to rounding.

Information presented assists in decision-making by providing economic and demographic information in graphic, table and text form. Data is used by local and state government officials; local, state and federal agencies; businesses within the KPB and elsewhere; and private citizens.

Data is received from various sources and is subject to change as updates, revisions and corrections are received. The KPB makes no claims to accuracy or completeness of information provided. Only summary information is published. For further detail, contact Jeanne Camp, Economic Analyst, Kenai Peninsula Borough, 907-714-2336, or the data source listed in the index.

Reports are available electronically at <http://www.borough.kenai.ak.us>. Select the Economic Development link in the left hand column, and then select Publications.

To add or delete your name to the distribution list that alerts interested parties to the availability of new data, please email jcamp@borough.kenai.ak.us or call 907-714-2336. Be certain to identify yourself and the complete email address to be added or deleted. The distribution list is used for notification of updates on data, mailing of quarterlies and the Situations and Prospects annual report in pdf format, and notification of data errors. The list will not be used for any other purpose than the three stated above.

The Kenai Peninsula Borough wishes to thank all entities listed below that provided data for this publication.

Alaska Department of Labor and Workforce Development (AK DOLWD)
City of Homer
City of Kenai
City of Seldovia
City of Seward
City of Soldotna
Kenai Peninsula Borough Finance Department, Sales Tax Division

The writer wishes to thank those persons who gave of their time to review this document, finding errors and making suggestions that result in a more professional and accurate document. Those individuals include Betty Glick, former KPB Assembly member; Jane Stein, Soldotna City Council Member and Sylvia Vinson, KPB Planning Department.

Executive Summary

Sales in the Kenai Peninsula Borough continued the upward trend during third quarter of 2008 as both gross and taxable sales increased. Construction permit values were also strong, due in part to strong activity in Kenai, while permit volume decreased across the borough. Employment increased but the labor force increased to a greater degree resulting in increased unemployment and a higher unemployment rate than during third quarter 2007.

Gross sales increased 12.7% over third quarter 2007 to \$919,386,661, a new record high, while taxable sales gained 5.5% to \$357,209,038. KPB taxable sales have consistently increased quarter for quarter and year for year over the previous period reported sales.

KPB construction permit activity was strong for the quarter with a total value of projects reaching \$39,313,661, second highest value on record behind 2006 when values totaled \$45,362,220. Year-to-date values set a new high, reaching \$87,004,114, due to permitting of both Lowe's and Walmart in Kenai. Third quarter permit volume, 87 permits, was the fewest since 1997 when 85 permits were issued. On a year-to-date basis, 2008 has seen 256 permits issued, the lowest volume since 1999 when 252 permits were issued year-to-date.

Unemployment indicators for the third quarter of 2008 indicated an increasing unemployment rate when comparing statistics to the same months of 2007. While KPB employment increased, the labor force increased to a greater extent, resulting in increased unemployment and the corresponding unemployment rate. Data is determined by a survey of a small percentage of the regional population, with data entered into a standardized model that is used across the United States. The model is more accurate for larger populations such as New York City, Dallas-Fort Worth or Los Angeles, to name a few.

On the business front, Northern Dynasty, a small Canadian company, has partnered with Anglo American, a large international company to determine feasibility of development of the Pebble Mine which is located west of Cook Inlet but would impact the KPB economy. This very large project, if developed, would require in excess of 2,000 construction workers and 1,000 operators. Optimistic plans are for feasibility studies to be completed by the end of 2009 with the permitting process to begin during 2010. The permitting process could take up to three years because the project involves four separate projects – the mine, road, port, and power source. The company continues to work through the public process for approval to develop the copper mine that also contains substantial deposits of gold and molybdenum.

The gas pipeline issue has not been settled as both Alaska's AGIA contract with TransCanada and the Denali project, a partnership with ConocoPhillips and BP are moving forward. Each party is working on a plan to deliver gas from Alaska's North Slope to the lower 48 states of the United States. In addition, a spur line from the main gas pipeline to Alaska users and to port for shipment is being investigated by ANGDA. A parallel project is also being studied for a bullet line to bring gas from the Gubik field to the Anchorage area and on to the Kenai Peninsula through the regional distribution system. The Gubik fields are located south and west of the large North Slope region.

Population estimates for 2007 indicate growth 2.0% since 2006 and 5.4% since Census 2000. The 2008 estimates will be received at a later date. Homer's annual population increase is estimated at 0.9% while Kenai increased by 1.6% and Seward gained 1.3%. Kachemak City's population increased by 2.0%, Seldovia City saw a 21.8% increase and Soldotna's population grew by 4.6%.

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SALES

As data in the KPB's new sales software continues to be refined, the reader may note substantial differences in sales of some business categories from sales previously reported. Since the second quarter report, all sales by guides, whether by land, water or air, have been moved out of the transportation sector and into the tourism sector. The changes are reflected in all history, but the alert reader will note that data reported here is significantly different from that previously reported. Other less significant changes have also occurred during the refinement process.

Preliminary third quarter 2008 gross sales data indicate a 12.7% sales increase from \$816,068,533 during third quarter 2007 to \$919,386,661 during third quarter 2008. Eleven of twelve reporting categories experienced gains that contributed to the \$103,318,128 gain in total sales. Taxable sales improved by 5.5%, from \$338,679,473 during third quarter 2007 to \$357,209,038 during the most recent quarter with nine of twelve LOB's reporting increased sales. Taxable sales were \$18,529,565 greater than during the same quarter of 2006.

Businesses that have less than \$6,000 in annual taxable sales, and meeting other reporting requirements, may choose to report sales on an annual basis during fourth quarter reporting rather than on a quarterly basis. This skews quarterly gross sales data, with fewer sales reported during first, second and third quarter, but increased sales reported during fourth quarter when annual sales reports are due. In addition to new software, other reporting requirements have been implemented so some nontaxable sales not formerly required to be reported must now be reported. This may cause apparent sales increases where the increase is actually due to more complete reporting.

Quarterly Sales

Gross by Line of Business. Third quarter 2008 gross sales increased over third quarter 2007 in eleven of twelve LOB's with eight of the eleven gainers in double-digit growth. Utility sales grew by 47.0% or \$9,833,227 to reach \$30,773,838. Transportation & warehousing sales increased 35.3% to \$68,877,939, a \$17,957,167 increase. Wholesale sales increased 21.7% while manufacturing sales gained 21.4%. Wholesale LOB's reported \$102,149,118 in sales, \$18,182,784 more than third quarter last year while manufacturing sales totaled \$103,251,055, increasing \$18,224,774. Sales in resource production LOB's were 18.5% greater than one year ago with sales of \$51,956,821, a gain of \$8,096,361. The small government LOB saw sales increase 12.9% to \$5,690,831, a \$651,518 gain. The largest LOB, retail sales, experienced 10.3% growth with sales totaling \$241,617,833, a gain of \$22,625,501. Three LOB's had single-digit growth – sales of professional services gained 7.4%, sale of services were up by 5.5% and construction sales saw a 4.9% increase. Professional service sales totaled \$17,723,412 for a \$1,215,496 gain. Service sales totaled \$61,282,379, gaining \$3,181,159 in sales over one year ago. Construction sales totaled \$100,914,633, gaining \$4,707,287 over the same period of 2007.

Only one LOB experienced declining sales – tourism. Sales totaled \$102,925,113 for the quarter, \$5,995,696 less than third quarter 2007. This marks a 5.5% decrease from third quarter 2007. (See page 15 for detail.)

Taxable by Line of Business. Taxable sales grew 5.5% for the quarter, a gain of \$18,529,565 to reach \$357,209,038 as nine of eleven LOB's had increased sales with five LOB's reporting double-digit gains.

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Transportation & warehousing sales increased \$354,953 to \$1,255,901 for a 39.4% gain. Real estate & rentals & leasing (prop) sales include all sales that have anything to do with property including rental of all types – land, homes, tuxedos, vehicles, movies, etc., and sales grew by 31.9% to \$16,072,981. This is a gain of \$3,888,769 for the quarter. Retail sales had the largest monetary gain and an 11.5% increase as sales grew by \$17,207,355. Total retail sales were \$166,811,440. Taxable government sales increased by 10.6% while production of resource sales grew by 10.2%. Sales totaled \$4,806,976 and \$1,731,046, respectively. Four LOB's had single-digit gains. Utilities sales gained 6.0%, sale of wholesale goods rose 5.5%, construction sales increased by 3.1% and sales of professional services were up 2.5%. Utility sales reached \$11,101,197, which is \$626,897 greater than one year ago. Sale of wholesale goods increased by \$1,324,176 to \$25,414,216. Sales of \$3,814,348 in construction were \$115,970 above those of last year third quarter while professional services grew by \$100,155 to \$4,097,004.

Three LOB's experienced decreased quarterly sales. Manufacturing sales were down \$719,259, or 15.1%, to \$4,055,172. With lesser percentage decreases, tourism sales were down 4.5% and taxable service sales decreased 2.6%. Tourism sales totaled \$90,218,153 for the quarter, \$4,248,207 less than a year ago while sale of services dropped to \$27,830,604, down \$741,420 from third quarter last year. (See page 16 for detail.)

Gross by Area. Each of six reporting areas saw increasing gross sales during third quarter 2008 resulting in a 12.7%, or \$103,318,127 gain. Kenai had the largest growth, 18.6%, with sales of \$181,404,472. This is \$28,408,638 greater than a year ago with a \$10 million gain in transportation & warehousing and \$9 million in construction sales. Sales outside the incorporated cities reached \$383,794,831, a 13.3% increase with strong sales in manufacturing, wholesale goods, and several other LOB's. Seward sales were up by \$9,223,053 to reach \$87,605,950 as construction sales increased by \$4.6 million and sale of wholesale goods gained \$3.1 million. Soldotna sales of \$143,700,490 marked 10.4% growth. With decreasing sales in five of ten LOB's, the \$12.4 million gain in retail sales overcame declining sales in other LOB's to result in the \$13,500,545 sales increase for the area. Seldovia sales grew by 9.2%, or \$196,405, to total \$2,327,169. Four of six LOB's experienced declining sales but construction and property sales carried the area to an overall increase. Lastly, Homer sales increased by 6.0% to \$120,553,749. The \$6,826,368 increase was due in large part to the \$9.7 million increase in utility sales. (See detail on page 17.)

Taxable by Area. Each of six KPB regions experienced increased taxable sales during third quarter 2008 when compared to third quarter 2007. Total quarterly sales within the KPB reached \$357,209,038, a gain of 5.5% over one year ago. The \$18,529,565 increase occurred as Soldotna sales had the largest percentage gain, 12.3%, and increased by \$9,856,605. Soldotna had total sales of \$89,949,772. Seldovia and Kenai experienced sales increases of 7.1% and 7.0%, respectively. Seldovia sales of \$1,615,323 were \$106,447 greater than one year ago with strength in both construction and wholesale goods. Kenai sales increased by \$3,394,532 to total \$51,950,914 with strength in retail sales. Sales outside the cities in the Other KPB area grew by 4.9% to \$105,405,873 with strong sales in retail and in real estate & rentals & leasing sales. Seward sales rose by 0.9% to \$49,119,936 as the \$458,060 increase came as retail sales increased by \$488,126

Homer, the only region with declining taxable sales, had total sales of \$59,167,220, losing 0.3% from one year ago. While retail sales increased, wholesale goods, tourism and services all declined resulting in \$198,839 fewer sales than third quarter 2007. (See detail on page 18.)

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Year to Date Sales

KPB year-to-date September 30 gross sales grew 12.7% as transportation & warehousing, wholesale goods and manufacturing each had sales increases between 25% and 36%. Taxable sales rose 5.7% over the same period of 2007 with strong sales in transportation & warehousing and in real estate & rentals & leasing. Gross sales totaled \$2,144,000,344 while taxable sales reached \$807,307,295.

Gross by Line of Business. As of September 30, gross sales during 2008 are 12.7% greater than those of the same period of 2007, totaling \$2,144,000,344. This marks a gain of \$241,952,135 over the \$1,902,048,209 in sales during first nine months of 2007. Ten of twelve LOB's have increasing sales with six in double-digit growth. Transportation & warehouse sales increased 36.0% to \$166,642,505 with sales increasing by \$44,155,075. Sales of wholesale goods grew by 29.1%, or \$58,113,583, to a total of \$257,995,476. Manufacturing, with sales of \$222,902,656, saw a 25.4% increase, \$45,214,375. With lesser but substantial gains, resource production sales increased 14.7%, real estate & rentals & leasing sales gained 13.9%, and sale of services were up 11.5%. Resource production sales reached \$121,538,676, gaining \$15,614,801 over year-to-date September 30, 2007. Real estate & rentals & leasing sales grew by \$9,539,748 to \$78,114,985 and service sales of \$166,200,277 were \$17,096,492 above 2007 YTD. Four LOB's had single-digit growth – retail sales grew 9.5%, utility sales were up 8.1% and sale of professional services gained 6.2%. Retail sales increased \$50,341,476 to \$578,484,285, utility sales gained \$7,203,519 to reach \$96,240,684, and sales of professional services were up \$2,897,795 to \$49,720,727.

Only tourism and construction experienced decreasing sales, dropping 4.5% and 0.3%, respectively. Tourism sales of \$178,902,122 were \$8,394,703 less than during the same period of 2007. Construction sales were down by \$649,484 to a total of \$214,202,077 on the year-to-date basis.

Taxable by Line of Business. Gaining 5.7%, KPB 2008 taxable sales of \$807,307,295 were \$43,404,597 greater than 2007 as of September 30 with only two of twelve LOB' reporting decreased sales. The greatest percentage growth came as transportation & warehousing sales increased 32.2% to \$2,799,502, marking a gain of \$681,971. Real estate & rentals & leasing sales gained 26.5%, or \$7,714,390, to total \$36,771,958. Retail sales and sales of produced resources were up 9.65 and 9.4%, respectively. Retail sales gained \$33,421,828 for a total of \$381,464,911 while sales in resource production gained \$424,439 for a total of \$4,928,983. Construction sales were up by 6.9% while wholesale goods increased by 6.6%. Construction sales of \$9,519,277 gained \$611,519 while sale of wholesale goods reached \$65,745,314 with a \$4,048,519 increase. Government sales gained 3.3%, or \$346,720, with sales reaching \$10,997,188 while sales of services gained 2.8% to reach \$76,563,159, a \$2,103,275 increase. Sale of professional services and utilities gained 1.9% and 1.3%, respectively. Professional services reported \$12,329,956 in sales, adding \$234,965 over year-to-date September 30, 2007 while utility sales were up \$527,417 to \$40,524,830.

LOB's with declining sales include manufacturing sales which decreased by 13.2% to \$7,659,079 with sales down \$1,166,414. Tourism sales were 3.4% less than 2007 as sales reached \$158,003,168. This is \$5,544,032 less than one year ago.

Gross by Area. Gross sales year-to-date September 30, 2008 increased over the same period of 2007 in all areas, with 12.7% borough-wide growth. Kenai's 21.0% sales increase and \$437,457,963 in reported sales marked the greatest dollar and percentage gain of the cities as transportation & warehousing sales increased by over \$25 million, construction sales gained \$15 million and resource production sales were up by nearly \$13 million. Overall, Kenai gross sales were \$75,823,392 greater than one year ago. Sales of \$891,559,260 outside the cities were greater than those of Kenai, but with a

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lesser percentage gain, 13.0% with gains in manufacturing, wholesale goods, and services leading to the \$102,757,777 increase. Soldotna sales increased by 10.5% or \$32,938,551. Retail sales grew by \$31,397,537 to reach the area total of \$345,364,127 in sales. Seward sales were up 8.3% to reach \$173,853,651 with strength in sale of wholesale goods and construction as total sales were \$13,253,764 greater than during the same period of 2007. Homer sales were 6.2% above one year ago with total sales of \$289,315,827. This is \$16,873,216 greater than 2007 as transportation & warehousing sales increased by over \$9 million, utility sales increased over \$7 million and sale of wholesale goods gained over \$6 million. With a 5.0% gain, Seldovia sales of \$6,449,516 were \$305,435 greater than the first nine months total of 2007. The greatest monetary growth was in tourism where sales increased 27.2%, or \$373,236, to \$1,638,869.

Taxable by Area. Across the KPB, taxable sales gained 5.7% for the first nine months of 2008 to total \$807,307,295, up \$43,404,597 from the same period of 2007. Seldovia had the greatest gain, 18.9% to reach \$4,143,377 in total sales, a gain of \$657,864 with strong tourism sales. Soldotna sales grew 8.2% to \$200,668,168, an increase of \$15,286,245 with retail sales showing the only real strength, gaining \$16,465,512. The KPB area outside the cities saw sales increase by 7.1% to \$241,724,980. The total year-to-date increase of \$16,017,823 was impacted by retail sales that were up nearly \$6 million, real estate & rentals & leasing sales grew by over \$4 million, and sale of wholesale goods was also up nearly \$4 million. With a 5.7% increase, Kenai sales of \$133,084,671 were \$7,117,654 greater than during the same period of 2007 as retail sales increased \$6,970,370, accounting for a major portion of the sales growth. Homer sales were 2.4% greater for the period, adding \$3,181,705 over last year as total sales reached \$136,970,557 and retail sales marked the largest monetary gain. Lastly, Seward saw a 1.3% gain in sales to reach \$90,715,452, increasing by \$1,143,306 for the first nine months of the year. As with several other regions, retail sales provided the major portion of the gain. (See detail on page 22.)

Annual Sales

KPB gross sales during 2007 increased 3.9% to \$2,805,925,989 over the 2006 total, \$2,701,313,985, a gain of \$104.6 million. Taxable sales gained 8.9% from 2006 to 2007 with sales reaching \$967,190,987, following a 7.6% increase from 2005 to the 2006 level of \$887,941,636.

Gross by Line of Business. Ten of twelve LOB's experienced increased sales when comparing 2007 sales to those of 2006 with total sales of \$2,805,925,989. The \$54 million decline in construction and \$20 million decline in resource production sales was more than offset by the \$38 million gain in transportation sales, the \$37 million gain in both services and retail sales and the \$33 million increase in sale of wholesale goods (See detail on page 23.)

Taxable by Line of Business. Taxable sales within the KPB increased \$79.2 million from 2006 to 2007 with total taxable sales of \$967,190,987 as every LOB experienced increased sales for the year.

Retail sales of \$452,696,833 were 8.3% greater than those of 2006, a \$34.8 million gain. Tourism sales improved by \$16.7 million, or 10.2%, to reach \$180,512,107. Sale of services gained \$11.1 million to reach \$98,305,992, a 12.8% gain. The smallest percentage gain occurred in transportation & warehousing where sales grew by 3.3% to \$2,904,344. (See detail on page 24.)

Gross by Area. Gross sales increased 3.7% from 2006 to 2007 to a total of \$2,805,925,989 as three regions experienced increasing sales and three had declining sales. Seldovia sales improved by 25.5% and Kenai gained 13.9%. Seldovia sales totaled \$9,495,815 for a \$1,931,092 gain while Kenai sales

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totaled \$520,557,074 for a \$63,625,030 increase. Sales in the Other KPB area saw 3.9% growth to \$1,297,877,309, up \$48,500,233.

Seward 2007 gross sales were 1.6% less than those of 2006 with total sales of \$195,248,254, dropping by \$3,109,000. Homer and Soldotna each saw sales decrease by 0.8%. Homer sales of \$353,452,150 were \$2,775,557 less than those of 2006 while Soldotna sales reached \$429,295,387, a drop of \$3,559,794. (See detail on page 25.)

Taxable by Area. KPB taxable sales increased by 8.9% from 2006 to 2007 as each of the six reporting areas experienced increased sales. Seldovia sales had the largest percentage gain, 17.6% with total sales of \$4,317,728. Seward's 12.3% gain led to total sales of \$102,255,726. The \$11,165,772 gain was a result of the \$5.2 million increase in tourism sales and a \$4.3 million gain in retail sales. Outside the cities, sales were up by 10.9% and reached \$283,543,985. This \$27,934,396 sales increase occurred as eleven of twelve LOB's reported increased sales. Tourism sales were up by \$11.1 million, the largest monetary increase. Retail sales gained \$4.7 million. Service and utility sales increased by \$3.5 and \$3.2 million, respectively. Wholesale goods sales were up by \$1.7 million while real estate & rentals & leasing sales gained \$1.2 million. (See detail on page 26.)

CONSTRUCTION PERMITTING

Quarterly Permitting

Third quarter construction permitting provided 87 permits with values totaling \$39,313,661. New commercial activity accounted for \$33,110,283 including a Walmart building permit in Kenai. 2007 permitting activity provided \$23,313,661 in total assessed value from 111 permits. Reported activity refers to building projects within the cities of Homer, Kenai, Seward and Soldotna. No report was received from Seldovia. The KPB does not require building permits.

By Area, Value. Kenai issued \$24,976,300 in construction permits, a 66.3% increase over third quarter 2007, with \$22.3 million for new commercial projects. Soldotna's \$11,710,661 total permit value included \$10,645,283 for new commercial projects and marked a 323.4% improvement over third quarter 2007. Homer total permit value of \$2,410,200 was down 52.6% from third quarter 2007 with new residential projects accounting for \$1,553,200 of the total. Seward reported a total of \$216,500 in permit values with \$200,000 for new commercial projects, an 18.3% decrease. No report was received from Seldovia. (See detail on page 32.)

By Area, Volume. Kenai issued 42 permits, two less than were issued during third quarter 2007 while Soldotna issued 28 permits, six greater than a year ago. Homer issued 13 permits, down from 28 last year. Seward dropped from 10 permits during third quarter of 2007 to 4 permits this year. Seldovia did not respond with a report. (See detail on page 32.)

By Type, Value. With a KPB total permit value of \$39,313,661, the majority of value was for new commercial construction, \$33,110,283, which includes the Walmart permit for construction of a new facility in Kenai. New residential projects added \$4,048,840. Commercial alteration/addition permitting provided \$1,260,300 in assessed value while residential alteration/addition permitting added another \$894,238. Only new commercial projects provided values greater than third quarter 2007. Each other category saw decreasing permit value totals. (See detail on page 33)

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By Type, Volume. Eighty-seven permits were issued for construction during third quarter 2008, down from 111 during the same quarter one year ago. Forty-four permits were issued for residential alterations or additions, down from 51 during 2007 third quarter. New residential permitting dropped from 36 to 17 for the quarter. Commercial alteration projects increased from 14 to 16 permits. Lastly, 10 new commercial projects were permitted, identical to third quarter 2006. (See detail on page 33.)

Year to Date Permitting

By Area, Value. Year-to-date September 30, 2008 permitting in the KPB set a new record high value of \$87,004,114, a 77.0% increase over 2007 for the same period. Kenai, with permitting of two new commercial projects, Lowe's and Walmart, accounted for \$45,020,500 of the total. Homer followed with \$20,284,200 and Soldotna with \$19,229,035 in assessed permit value. Seward issued permits with a total value of \$2,470,379, the only area to issue a lower total value of permits when compared year-to-date to 2007. Seldovia did not respond with reports for 2008.

By Area, Volume. Kenai has issued 99 permits year-to-date, one more than a year ago, while Soldotna issued 86 permits, up from 64 during the same period of 2007. With 50 permits, Homer activity was down from the 71 issued year-to-date 2007. Seward dropped from 28 permits to 21 while Seldovia did not report building permit activity.

By Type, Value. Of the \$87,004,114 total assessed value of permits issued for the year as of September, \$60,154,020 was for new commercial projects. New residential permitting added another \$19,584,463 while commercial alteration/ addition projects added \$5,403,543. Residential alteration/addition projects completed the picture with \$1,862,088 total value.

By Type, Volume. With 256 permits issued year-to-date September, 2008, there have been 89 issued for residential alteration/addition projects, down from 93 a year ago. Permits were issued for 80 new homes, down from 103 a year ago. New commercial projects added another 23 permits, down from the 29 of 2007 year-to-date. The only category with increased permitting activity was commercial alteration/addition where permits increased from 53 to 64. (See page 35 for detail.)

Annual Permitting

Construction projects permitted during 2007 had a total assessed value of \$71,656,850, down from the record setting \$80,230,660 issued during 2006. Volume of permits was fourth highest on record with 334 permits issued. The record 351 permits occurred during 2002. Permit activity is only available for areas within KPB cities because the KPB does not require building permits.

By Area, Value. KPB's 2007 total permit value was \$71,656,850 as Kenai permitting set a local record high with a \$22,398,000 total, more than doubling the 2006 total. Seward's total value, \$21,095,925, was down 17.4% from the 2006. Issuing permits with values totaling \$14,056,202, Homer saw a 30.7% drop from 2006 activity. Seldovia permitting values were 154.7% greater than during 2006 with a total of \$343,800. (See detail on page 36.)

By Area, Volume. There were 334 building permits issued within KPB cities during 2007, up 11 over 2006 activity. Kenai issued 112, one less than during 2006 while Homer issued 87 permits, four more

Executive Summary

than during 2006. Soldotna added 80 permits, up from the 64 permits issued during 2006. Seward's permitting dropped from 55 during 2006 to 37 during 2007. Lastly, Seldovia issued 18 permits, more than doubling the 8 issued during 2006. (See detail on page 36.)

By Type, Value. New commercial permitting provided 47.5% of KPB's 2007 total permit value with \$33,951,168 of the \$71,656,850 total. While this is a 22.8% decrease in total value, it is still well above the average. New residential projects added \$22,612,367, down from the record \$26,277,740 issued a year earlier, but well above the average year. Commercial alterations added \$10,986,875, up 39.4% from 2006, while residential alteration added \$4,106,440, up 39.4% from a year earlier. The KPB total value was 10.7% less than the 2006 total of \$80,230,660. (See detail on page 37.)

By Type, Volume. There were 334 building permits issued by KPB cities during 2007, a 3.4% increase over 2006 when 323 permits were issued. Only one category of permitting saw increased activity. Residential alterations/additions permitting increased from 86 during 2006 to 119 during 2007. New residential permitting saw a volume drop from 126 to 110 permits, while new commercial permitting dropped from 43 to 37 permits. Commercial alteration/addition permitting was stable at 68 during each of the past two years. (See detail on page 37.)

UNEMPLOYMENT

Unemployment statistics are received from the Alaska Department of Labor on a monthly basis. The data are developed from a survey of residents across the state with survey results input into a model that is used nationwide. The detail provided is not an actual count, but rather an estimate based upon survey responses which are entered into the standardized model that is used across the USA. The larger the area being surveyed, the more accurate the estimates tend to be.

The July 2008 estimate of KPB's labor force was 28,344 persons, up 175 persons from 28,169 during July 2007. The August total of 28,080 was up 434 from 27,646 a year ago. The September total, 26,441, was 445 greater than the 25,996 of September 2007. The year-to-date average monthly labor force was 461 persons greater than the 2007 average for the first nine months, 26,455 individuals.

There were 1,865 unemployed persons in the KPB during July 2008, up by 171 persons from 1,694 one year ago. During August unemployment increased to 1,810, up 197 from 1,603 one year earlier. The September 2008 estimate of 1,917 was 213 more than the estimated 1,704 unemployed total during September 2007. The unemployment average, year-to-date September, 30, 2008, was 193 persons greater than that of the first nine months of 2007 when the estimate stood at 2,190 individuals who were willing and able to work but unable to find employment.

KPB's July 2008 employment rate of 6.6% was up 0.6% from 6.0% during July 2007. The August rate of 6.4% was also 0.6% above the August 2007 rate of 5.8%. The 2007 September rate was 6.6% but increased 0.7% to 7.3% during September 2008. The average year-to-date September 30, 2008 unemployment rate was 8.4%, 0.6% above the average rate of 7.8% one year ago.

The July 2008 estimated employment increased a minimal four persons to 26,479 from the 26,475 estimated a year earlier. August employment increased by 27 persons from 26,043 to 26,270. September followed suit as employment rose by 232 to 24,524 from 24,292. The year-to-date average employment increased by 268 jobs from 23,997 during the first nine months of 2007 to 24,265 year-to-date September 30, 2008. (See detail on pages 42 and 43.)

Executive Summary

POPULATION

Population estimates for 2007 show the Kenai Peninsula population at 52,370 persons, a 2.0% increase for the year. Since Census 2000, the KPB natural increase (births minus deaths) has been a gain of 2,679 persons, and in the past year, 1,020 persons. Other changes are due to in or out migration.

CDP's and cities with the greatest estimated change from 2006 to 2007 include Kalifornsky, with a gain of 215 persons and Soldotna gaining 175. Nikiski gained 166 and Kenai gained 107 persons. With decreasing population, Salamatof saw a loss of 28 persons. Tyonek's population decreased by 18 persons while Nanwalek's was down 11 persons.

Per the 2007 estimates, since the 2006 city estimates Homer has gained 0.9% to 5,502 persons while Kachemak City gained 2.0% to a total of 467 persons. Kenai gained 1.6% to 6,971 residents. Seldovia City increased 21.8% to 268 and Seward gained 1.3%, to 2,661 persons. Soldotna's population grew by 4.6% to 3,982. Alaska's population, estimated at 676,987 for 2007, increased 0.9% from 670,958 during 2006. (See page 47 for detail.)

The 2007 median age is estimated at 32.5 years for Alaska and 39.1 years for the KPB. Comparing the KPB with Alaska's largest boroughs, the KPB has the oldest population. Juneau follows with a median age of 38.1 years. The Matanuska-Susitna Borough follows with an average age of 34.4 years while the Municipality of Anchorage stands at 33.1 years. Of the large boroughs, Fairbanks has the youngest median age, 31.3 years.

When comparing the 2007 estimated median age to Census 2000 data, the Alaska state median has increased by 0.1 years from 32.4 to 32.5 years. The KPB has seen an estimated age increase of 2.8 years, increasing from 36.3 years during Census 2000 to the 2007 estimate of 39.1. Juneau also saw the population aging by 2.8 years from a median of 35.3 years to 38.1 years. In the Mat-Su Borough, the median age increased from 34.0 to 34.4 years, a gain of 0.4 years. The median age in Anchorage increased by 0.7 years from 32.4 to 33.1 years. Lastly, the Fairbanks 2007 median age estimate of 31.3 years was 0.8 years older than the Census 2000 findings of 29.5 years.

KPB Sales

KPB sales data includes detail from Homer, Kenai, Seldovia, Seward, Soldotna and "Other" - which indicates KPB regions outside boundaries of the five incorporated cities and Kachemak City, which does not impose a sales tax. The 3% KPB sales tax is included in city rates listed below. The balance is imposed by each city. KPB sales tax assessments increased from 2% to 3%, effective January 1, 2008. Proceeds will continue to be dedicated to the KPB school district.

Sales are reported by the Line of Business (LOB) listed on each establishment's business license application and are accurate as of November 18, 2008.

7.5%	7.0%	6.0%	5.0%	3.0%
Homer	Seward	Kenai	Seldovia	Other
Seldovia (April - September)		Soldotna	(October - March)	

Table 1.1

Gross and taxable sales data are received quarterly through Sales Tax Returns from KPB businesses. Sales exempt from taxation include the following:

- | | |
|-------------------------------|--|
| Sales outside the borough; | Sales to tax exempt organizations; and |
| Sales for resale; | Sales in excess of \$500. |
| Sales to government agencies; | |

Due to concerns of releasing proprietary information, similar LOB's have been grouped into the following categories.

LOB abbreviations and the LOB's included in each category are listed below.

PROD	Resource Production	Agriculture, Forestry, Mining - (Includes oil and gas exploration, gravel) Timbering
MFG	Manufacturing	Manufacturing - (Includes oil and gas manufacturing, fish processing)
CONST	Construction	Construction
SALES	Sales	Restaurant, Bar Retail
PROP	Rentals	Rental Commercial Property Rental Residential Property Rental Personal Property Rental Non-residential Properties Trailer Court
TOUR	Tourism	Arts, Entertainment, Recreation Guiding Land* Guiding Water* Accommodation
SERV	Services	Administration, Support, Waste Management, Remediation Educational Services Finance and Insurance Information Other Services Remediation Services Cable Telecommunications
PROF	Professional	Health and Social Services Management of Companies, Enterprises Professional, Scientific, Technical
UTIL	Utilities	Utilities
TRAN	Transport/ Warehouse	Transportation and Warehousing*
WHSL	Wholesale	Wholesale
GOV	Public Administration	Public Administration - (Includes Native Organizations)

Table 1.2

* -Sales data continues to be refined due to implementation of the new sales tax software. In this report, sales in guiding by land and guiding by water have been moved to tourism out of transportation & warehousing.

KPB Sales

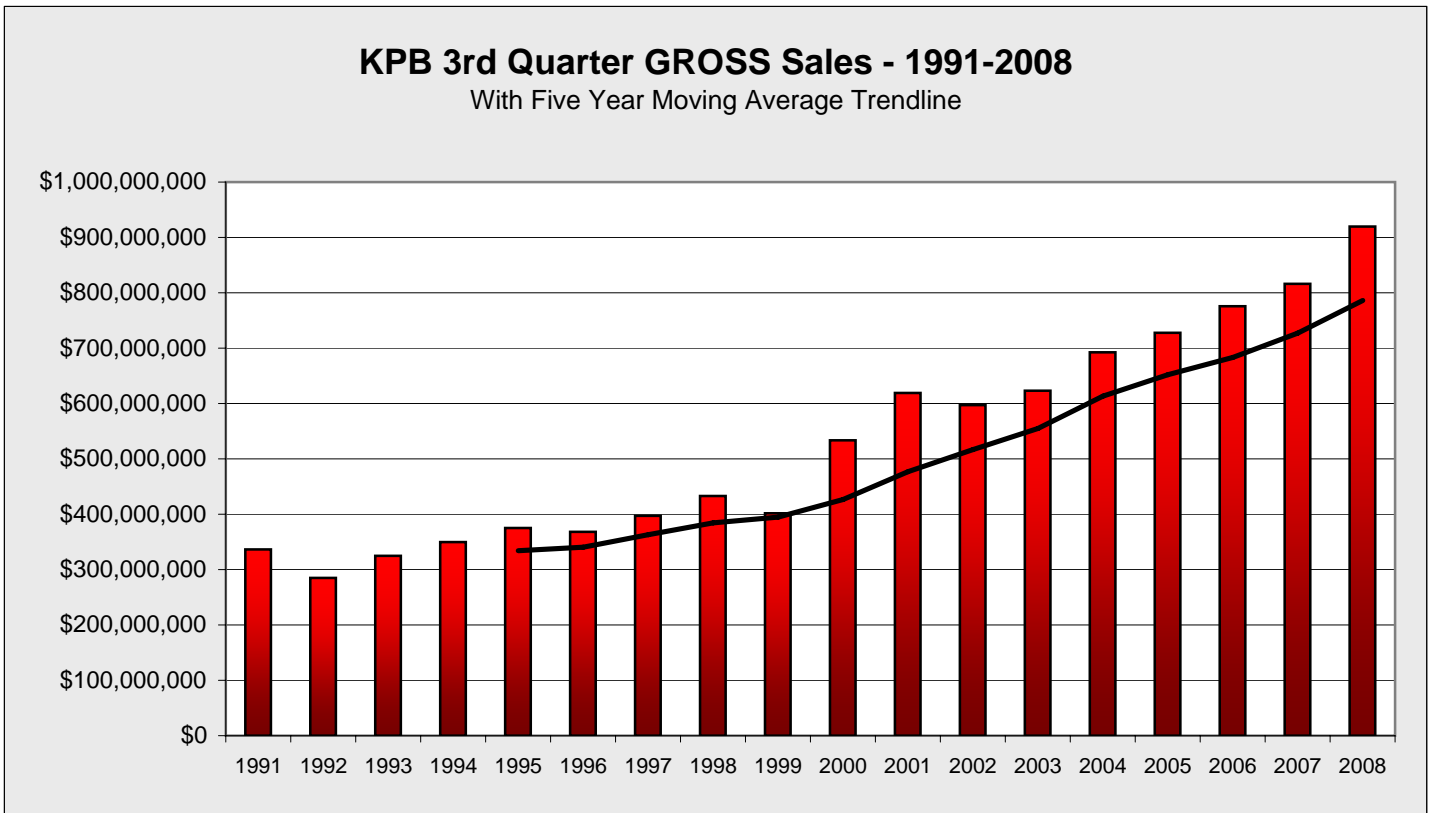


Chart 1.1

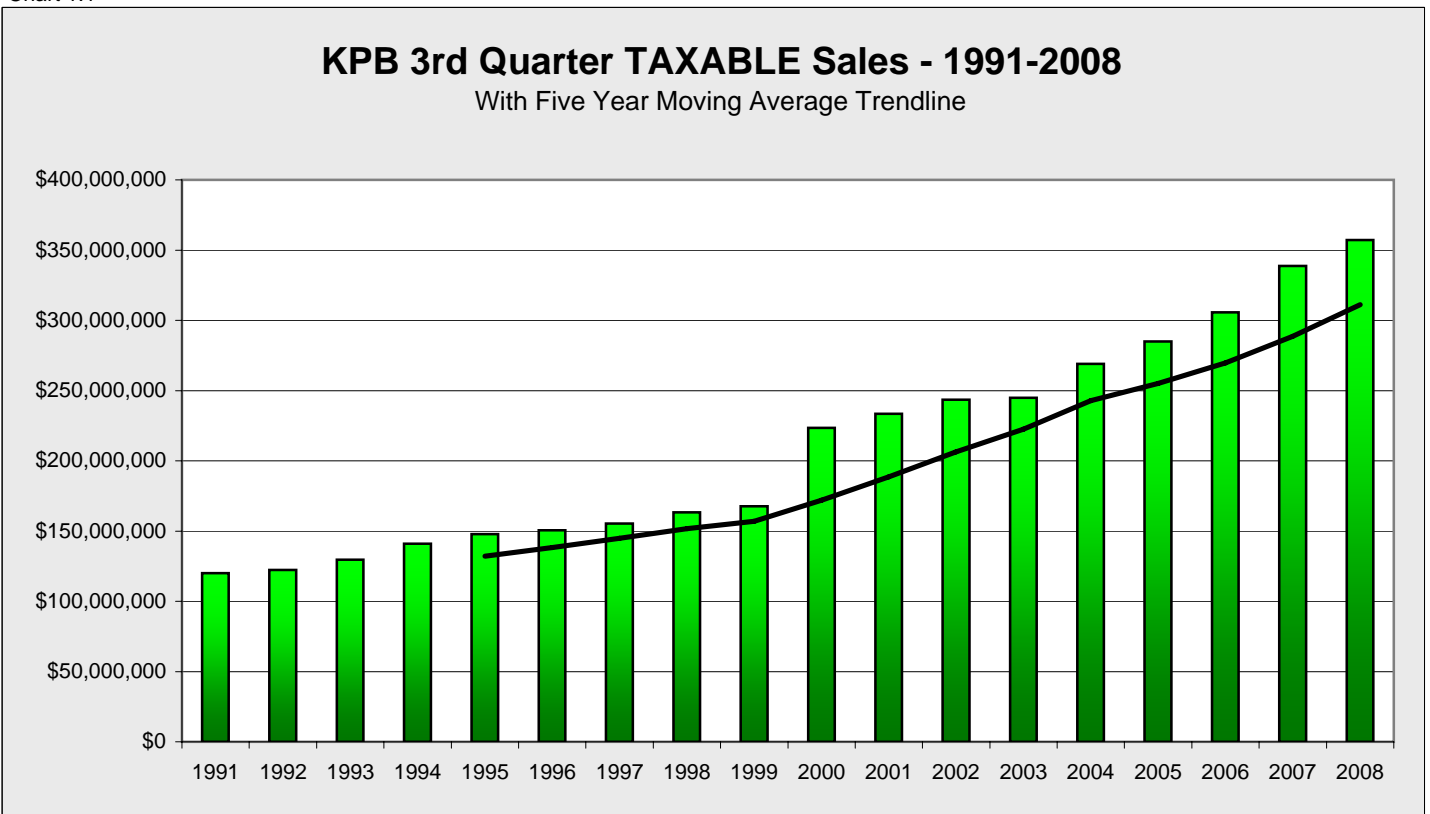


Chart 1.2

KPB Sales

KPB Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$*								
LOB	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percentage Change
PROD	42,393,101	36,175,210	41,473,586	62,118,237	43,860,460	51,956,821	8,096,361	18.5%
SALES	183,623,668	186,927,546	195,355,030	206,143,237	218,992,332	241,617,833	22,625,501	10.3%
CONST	77,161,070	62,731,618	75,663,732	97,217,621	96,207,346	100,914,633	4,707,287	4.9%
PROP	22,396,471	22,655,854	23,663,215	25,960,749	27,585,139	32,223,689	4,638,550	16.8%
TOUR	80,098,800	92,713,917	98,426,275	106,305,678	108,920,809	102,925,113	-5,995,696	-5.5%
SERV	32,785,627	37,198,196	39,585,448	43,768,451	58,101,220	61,282,379	3,181,159	5.5%
PROF	15,068,496	14,251,398	13,373,844	15,548,787	16,507,916	17,723,412	1,215,496	7.4%
UTIL	17,909,483	21,147,612	26,333,258	26,505,508	20,940,611	30,773,838	9,833,227	47.0%
MGF	67,586,317	107,345,220	116,074,442	68,436,833	85,026,281	103,251,055	18,224,774	21.4%
TRAN	12,753,135	23,123,838	17,881,873	40,847,624	50,920,772	68,877,939	17,957,167	35.3%
WHSL	67,236,506	83,746,242	74,859,753	77,931,201	83,966,334	102,149,118	18,182,784	21.7%
GOV	4,180,961	4,414,140	4,874,984	4,731,516	5,039,313	5,690,831	651,518	12.9%
TOTAL	623,193,635	692,430,791	727,565,440	775,515,442	816,068,533	919,386,661	103,318,128	12.7%
Annual Change		11.1%	5.1%	6.6%	5.2%	12.7%		

Table 1.3

* - For complete Line of Business (LOB) listing, see page 13.

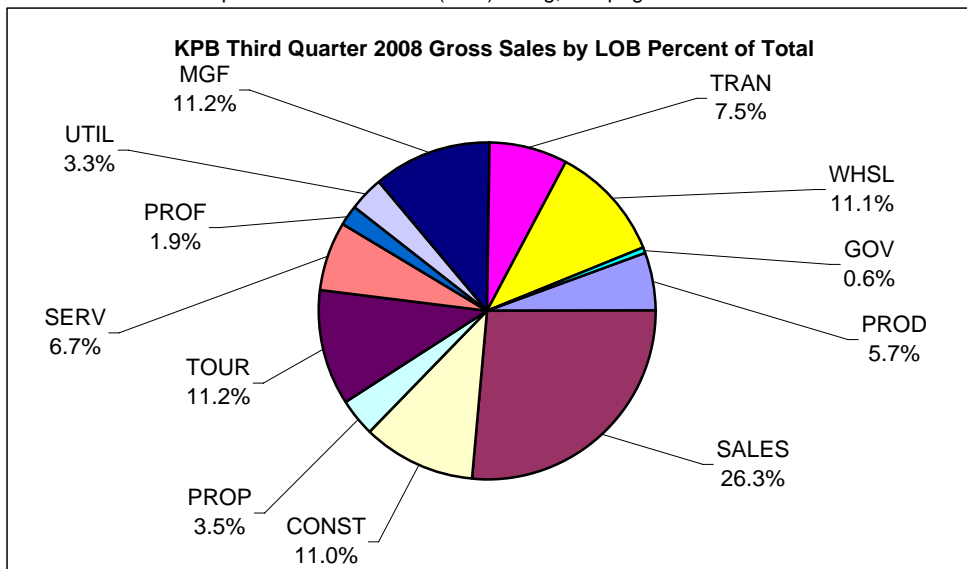


Chart 1.3

Third Quarter Gross Sales Five Year Change by LOB				
LOB	2003	2008	Value Change	Percent Change
PROD	42,393,101	51,956,821	9,563,720	22.6%
SALES	183,623,668	241,617,833	57,994,165	31.6%
CONST	77,161,070	100,914,633	23,753,563	30.8%
PROP	22,396,471	32,223,689	9,827,218	43.9%
TOUR	80,098,800	102,925,113	22,826,313	28.5%
SERV	32,785,627	61,282,379	28,496,752	86.9%
PROF	15,068,496	17,723,412	2,654,916	17.6%
UTIL	17,909,483	30,773,838	12,864,355	71.8%
MFG	67,586,317	103,251,055	35,664,738	52.8%
TRAN	12,753,135	68,877,939	56,124,804	440.1%
WHSL	67,236,506	102,149,118	34,912,612	51.9%
GOV	4,180,961	5,690,831	1,509,870	36.1%
TOTAL	623,193,635	919,386,661	296,193,026	47.5%

Table 1.4

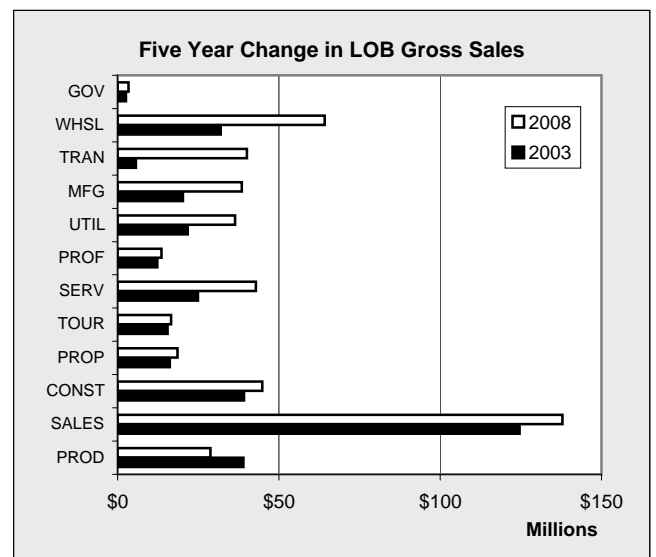


Chart 1.4

KPB Sales

KPB Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$*								
LOB	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percentage Change
PROD	1,452,702	1,860,406	1,187,436	1,329,079	1,570,128	1,731,046	160,918	10.2%
SALES	114,687,685	121,120,491	128,395,123	137,489,167	149,604,085	166,811,440	17,207,355	11.5%
CONST	3,486,238	3,267,033	3,100,842	3,306,229	3,698,378	3,814,348	115,970	3.1%
PROP	9,404,271	9,881,850	10,052,804	10,662,074	12,184,212	16,072,981	3,888,769	31.9%
TOUR	64,571,709	71,840,688	76,420,240	81,959,541	94,466,360	90,218,153	-4,248,207	-4.5%
SERV	20,584,793	21,970,394	22,737,237	24,788,108	28,572,024	27,830,604	-741,420	-2.6%
PROF	3,284,993	3,392,927	3,497,629	3,642,069	3,996,849	4,097,004	100,155	2.5%
UTIL	6,890,182	7,603,622	8,389,891	9,087,067	10,474,300	11,101,197	626,897	6.0%
MGF	3,258,367	3,666,280	3,987,892	4,224,455	4,774,431	4,055,172	-719,259	-15.1%
TRAN	1,550,067	686,035	768,202	912,143	900,948	1,255,901	354,953	39.4%
WHSL	11,944,232	19,671,722	22,162,375	24,110,681	24,090,040	25,414,216	1,324,176	5.5%
GOV	3,779,571	4,020,402	4,282,656	4,214,700	4,347,718	4,806,976	459,258	10.6%
TOTAL	244,894,810	268,981,850	284,982,327	305,725,313	338,679,473	357,209,038	18,529,565	5.5%
Annual Change		9.8%	5.9%	7.3%	10.8%	5.5%		

Table 1.5

* - For complete Line of Business (LOB) listing, see page 13.

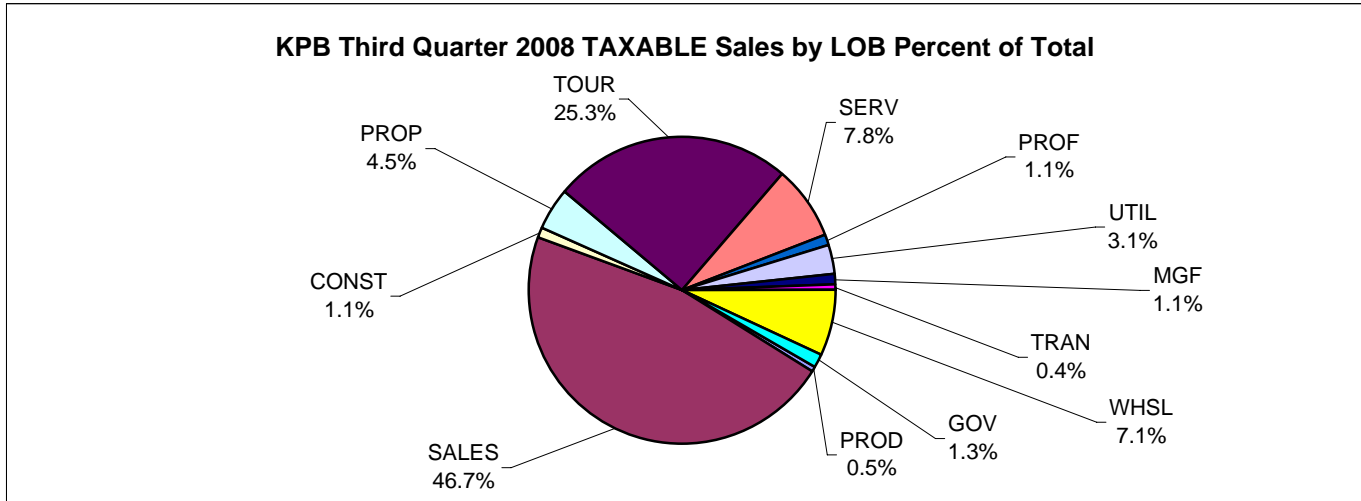


Chart 1.5

Third Quarter TAXABLE Sales Five Year Change by LOB				
	2003	2008	Value Change	Percent Change
PROD	1,452,702	1,731,046	278,344	19.2%
SALES	114,687,685	166,811,440	52,123,755	45.4%
CONST	3,486,238	3,814,348	328,110	9.4%
PROP	9,404,271	16,072,981	6,668,710	70.9%
TOUR	64,571,709	90,218,153	25,646,444	39.7%
SERV	20,584,793	27,830,604	7,245,811	35.2%
PROF	3,284,993	4,097,004	812,011	24.7%
UTIL	6,890,182	11,101,197	4,211,015	61.1%
MFG	3,258,367	4,055,172	796,805	24.5%
TRAN	1,550,067	1,255,901	-294,166	-19.0%
WHSL	11,944,232	25,414,216	13,469,984	112.8%
GOV	3,779,571	4,806,976	1,027,405	27.2%
TOTAL	244,894,810	357,209,038	112,314,228	45.9%

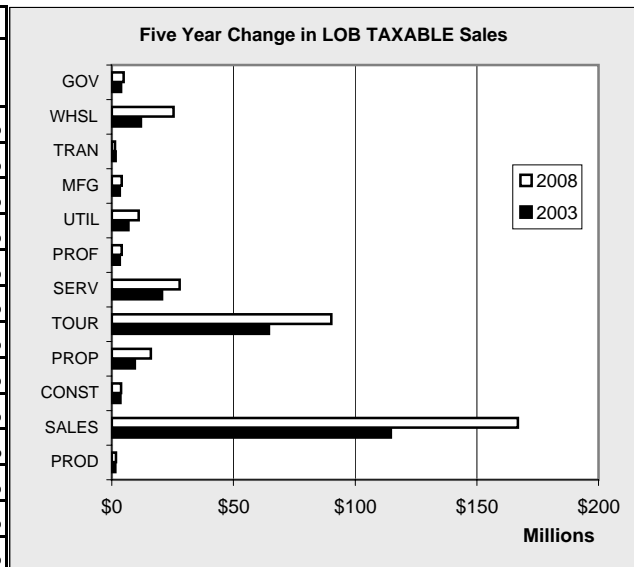


Chart 1.6

KPB Sales

KPB Third Quarter GROSS Sales by Area - 2003-2008 - in \$								
	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percent Change
Homer	87,226,845	93,912,813	100,977,789	118,463,107	113,727,381	120,553,749	6,826,368	6.0%
Kenai	81,150,318	97,860,387	112,340,508	121,537,938	152,995,834	181,404,472	28,408,638	18.6%
Seldovia	2,833,785	1,809,067	2,275,335	2,529,588	2,130,764	2,327,169	196,405	9.2%
Seward	61,708,185	63,729,559	70,009,818	75,592,879	78,382,897	87,605,950	9,223,053	11.8%
Soldotna	106,268,314	107,196,637	113,939,869	121,167,794	130,199,945	143,700,490	13,500,545	10.4%
Other KPB	284,006,188	327,922,328	328,022,121	336,224,136	338,631,713	383,794,831	45,163,118	13.3%
Total	623,193,635	692,430,791	727,565,440	775,515,442	816,068,534	919,386,661	103,318,127	12.7%
Annual Change		11.1%	5.1%	6.6%	5.2%	12.7%		

Table 1.7

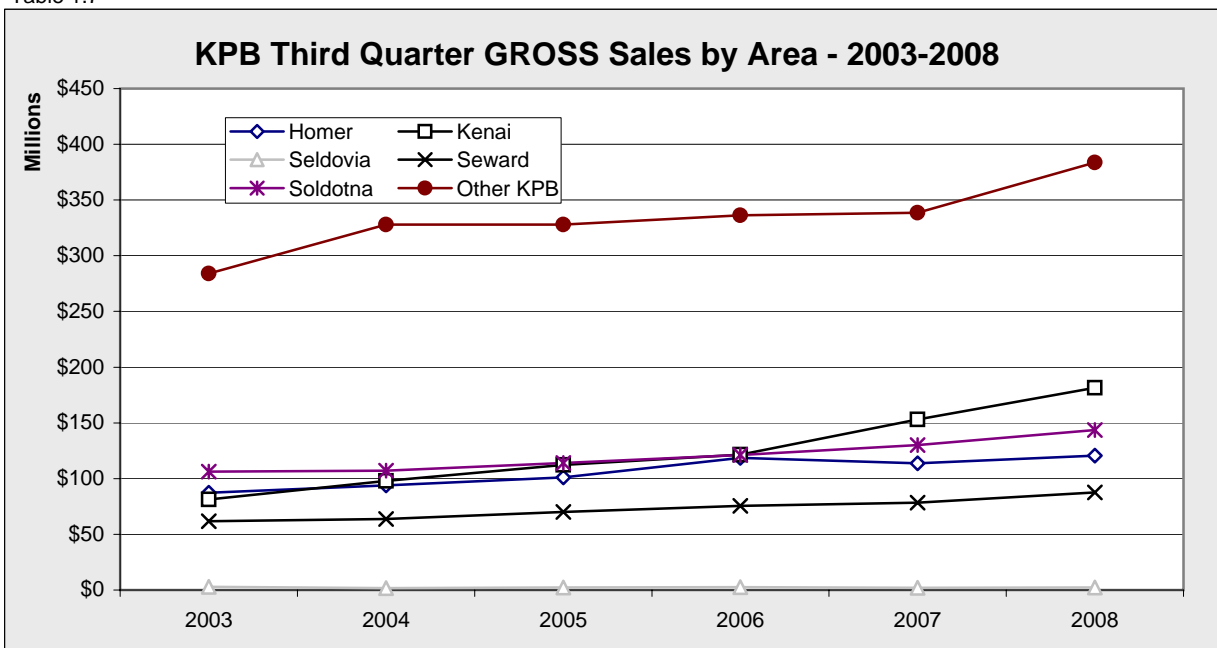


Chart 1.7

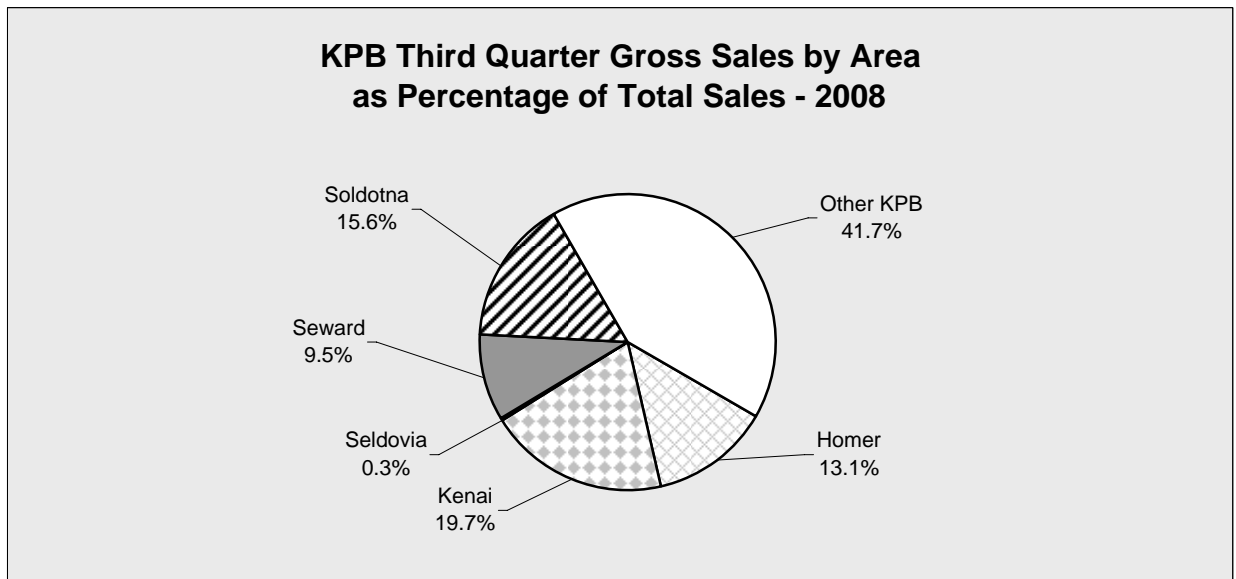


Chart 1.8

KPB Sales

KPB Third Quarter TAXABLE Sales by Area - 2003-2008 - in \$								
	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percent Change
Homer	45,127,086	48,989,881	50,641,860	53,836,629	59,366,059	59,167,220	-198,839	-0.3%
Kenai	31,351,738	40,042,718	42,697,902	45,216,664	48,556,382	51,950,914	3,394,532	7.0%
Seldovia	1,140,319	1,182,138	1,215,676	1,348,064	1,508,876	1,615,323	106,447	7.1%
Seward	34,702,846	36,892,269	40,943,244	42,438,197	48,661,876	49,119,936	458,060	0.9%
Soldotna	62,579,271	66,181,487	69,952,376	75,557,720	80,093,167	89,949,772	9,856,605	12.3%
Other KPB	69,993,550	75,693,357	79,531,269	87,328,037	100,493,113	105,405,873	4,912,760	4.9%
Total	244,894,810	268,981,850	284,982,327	305,725,311	338,679,473	357,209,038	18,529,565	5.5%
Annual Change		9.8%	5.9%	7.3%	10.8%	5.5%		

Table 1.8

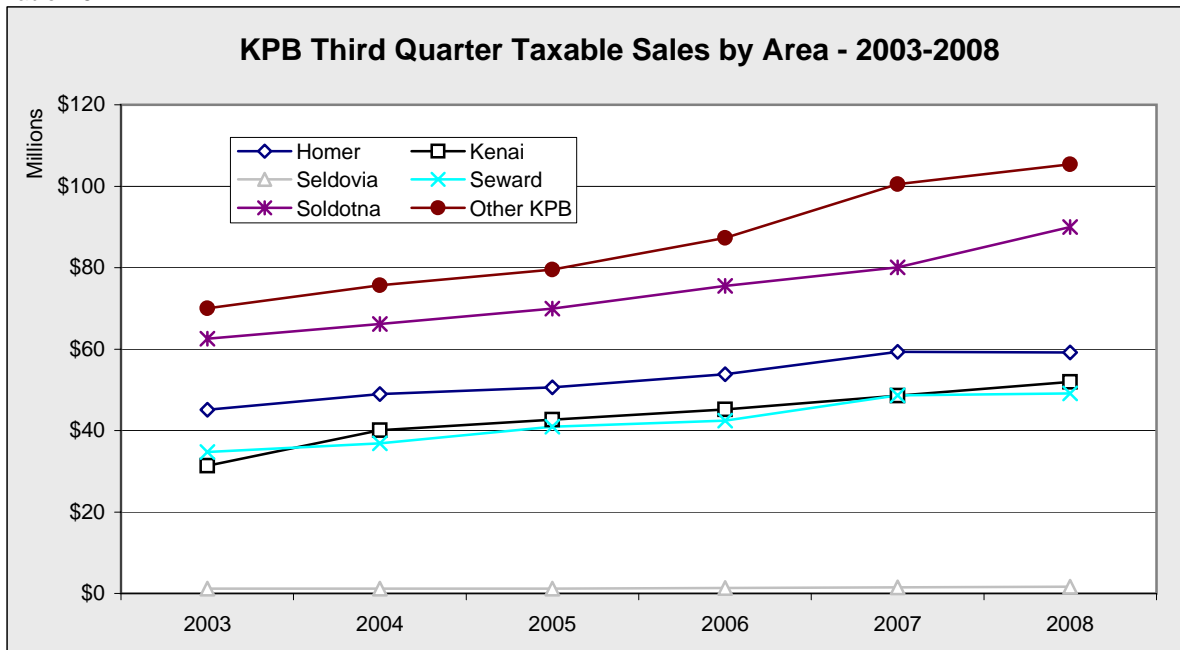


Chart 1.9

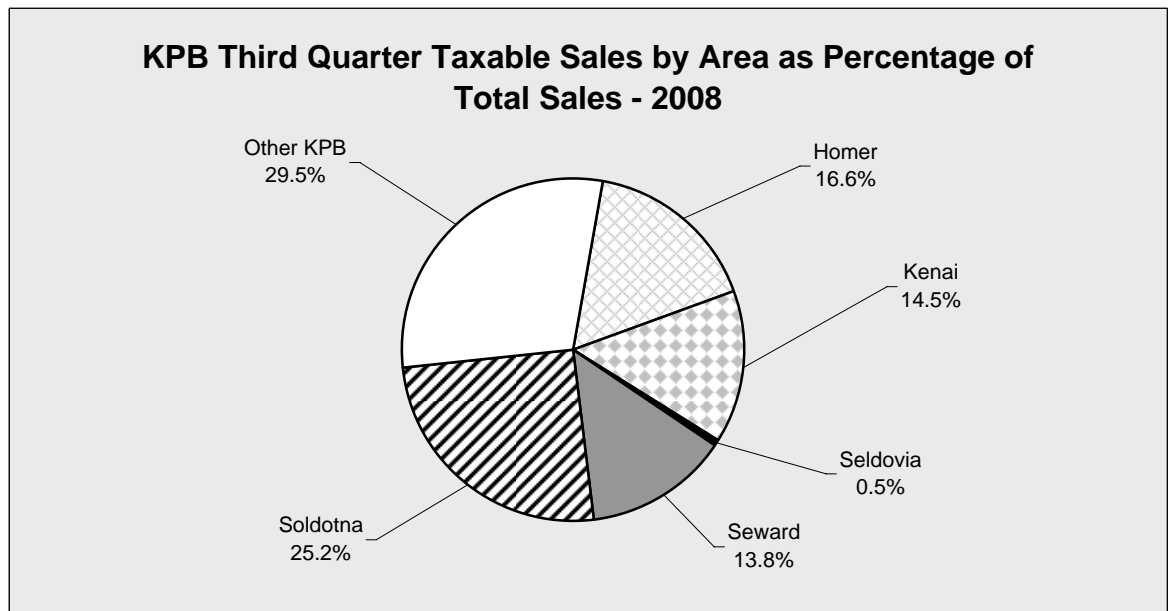


Chart 1.10

KPB Sales

KPB YTD 9/30 GROSS Sales by Line of Business - 2003-2008 - in \$*								
Line of Business	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percentage Change
PROD	123,302,494	101,696,190	113,127,847	147,232,296	105,923,875	121,538,676	15,614,801	14.7%
SALES	479,269,020	453,359,100	477,095,425	504,143,869	528,142,809	578,484,285	50,341,476	9.5%
CONST	182,200,518	128,671,901	180,590,734	188,973,403	214,851,561	214,202,077	-649,484	-0.3%
PROP	57,356,977	57,446,791	59,400,611	66,070,666	68,575,237	78,114,985	9,539,748	13.9%
TOUR	143,260,278	160,152,962	169,682,620	182,569,676	187,296,825	178,902,122	-8,394,703	-4.5%
SERV	90,687,428	97,547,921	105,236,269	118,834,811	149,103,785	166,200,277	17,096,492	11.5%
PROF	40,741,090	38,295,727	37,820,286	43,849,978	46,822,932	49,720,727	2,897,795	6.2%
UTIL	59,148,947	64,563,037	76,891,491	85,913,808	89,037,165	96,240,684	7,203,519	8.1%
MGF	107,161,243	146,789,202	207,687,054	143,733,089	177,688,281	222,902,656	45,214,375	25.4%
TRAN	24,200,337	53,789,872	78,401,188	88,760,244	122,487,430	166,642,505	44,155,075	36.0%
WHSL	144,605,393	219,643,299	196,271,789	194,086,885	199,881,893	257,995,476	58,113,583	29.1%
GOV	9,792,356	10,326,511	11,289,685	11,528,587	12,236,416	13,055,874	819,458	6.7%
TOTAL	1,461,726,081	1,532,282,513	1,713,494,999	1,775,697,312	1,902,048,209	2,144,000,344	241,952,135	12.7%
Annual Change		4.8%	11.8%	3.6%	7.1%	12.7%		

Table 1.9

* - For complete Line of Business (LOB) listing, see page 13.

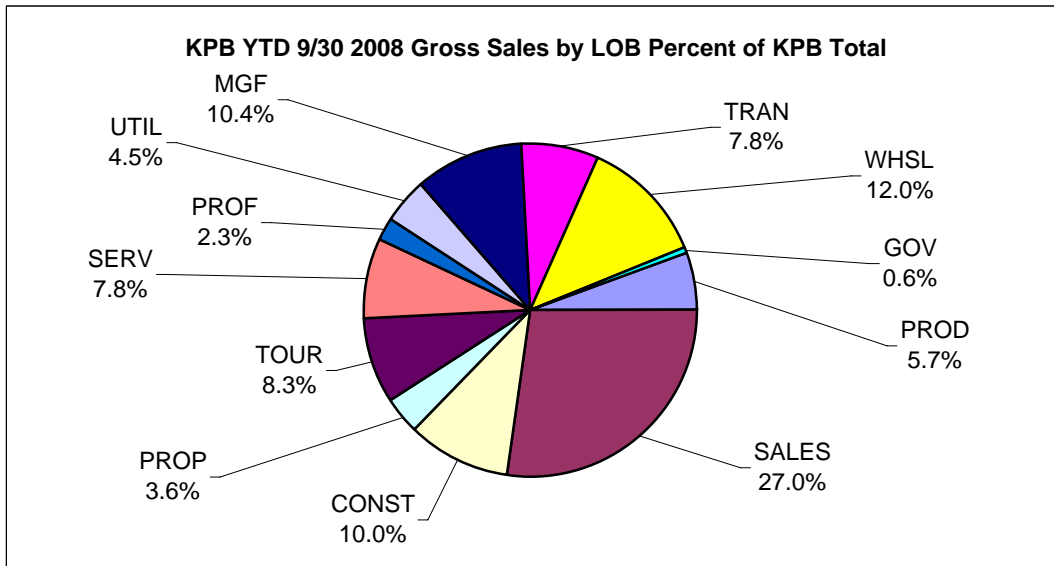


Chart 1.11

YTD 9/30 Gross Sales Five Year Change by LOB				
	2003	2008	Value Change	Percent Change
PROD	123,302,494	121,538,676	-1,763,818	-1.4%
SALES	479,269,020	578,484,285	99,215,265	20.7%
CONST	182,200,518	214,202,077	32,001,559	17.6%
PROP	57,356,977	78,114,985	20,758,008	36.2%
TOUR	143,260,278	178,902,122	35,641,844	24.9%
SERV	90,687,428	166,200,277	75,512,849	83.3%
PROF	40,741,090	49,720,727	8,979,637	22.0%
UTIL	59,148,947	96,240,684	37,091,737	62.7%
MGF	107,161,243	222,902,656	115,741,413	108.0%
TRAN	24,200,337	166,642,505	142,442,168	588.6%
WHSL	144,605,393	257,995,476	113,390,083	78.4%
GOV	9,792,356	13,055,874	3,263,518	33.3%
TOTAL	1,461,726,081	2,144,000,344	682,274,263	46.7%

Table 1.10

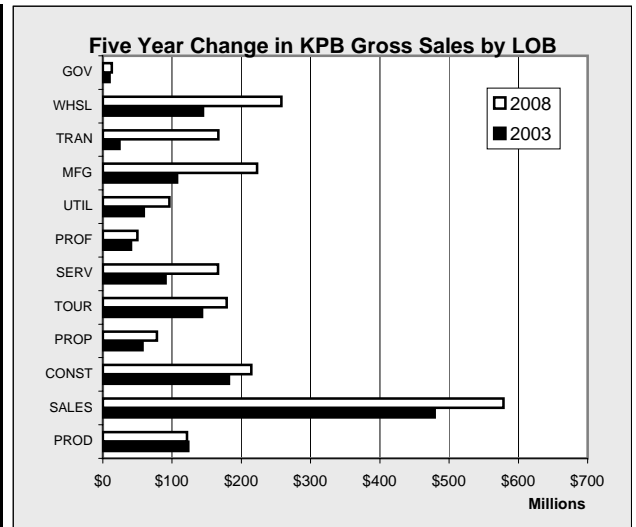


Chart 1.12

KPB Sales

KPB YTD 9/30 TAXABLE Sales by Line of Business - 2003-2008 - in \$*

Line of Business	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percentage Change
PROD	4,507,726	4,598,828	3,932,390	4,017,440	4,504,514	4,928,953	424,439	9.4%
SALES	278,383,443	285,762,847	301,352,558	321,510,045	348,043,083	381,464,911	33,421,828	9.6%
CONST	8,875,920	8,509,404	7,956,705	8,241,819	8,907,758	9,519,277	611,519	6.9%
PROP	24,246,155	24,521,174	24,740,923	25,946,179	29,057,568	36,771,958	7,714,390	26.5%
TOUR	118,739,365	129,192,875	136,540,763	146,274,414	163,547,200	158,003,168	-5,544,032	-3.4%
SERV	57,495,981	59,341,303	61,443,295	65,868,011	74,459,884	76,563,159	2,103,275	2.8%
PROF	10,428,257	10,590,946	10,639,569	11,487,082	12,094,991	12,329,956	234,965	1.9%
UTIL	25,900,153	26,344,052	29,916,224	34,713,455	39,997,413	40,524,830	527,417	1.3%
MGF	5,999,338	6,370,298	6,839,562	7,943,732	8,825,493	7,659,079	-1,166,414	-13.2%
TRAN	3,035,079	1,590,049	1,800,772	2,280,066	2,117,531	2,799,502	681,971	32.2%
WHSL	29,876,709	50,024,029	54,801,822	60,157,241	61,696,795	65,745,314	4,048,519	6.6%
GOV	8,893,313	9,408,718	9,939,145	10,142,637	10,650,468	10,997,188	346,720	3.3%
TOTAL	576,381,439	616,254,523	649,903,728	698,582,121	763,902,698	807,307,295	43,404,597	5.7%
Annual Change		6.9%	5.5%	7.5%	9.4%	5.7%		

Table 1.11

* - For complete Line of Business (LOB) listing, see page 13.

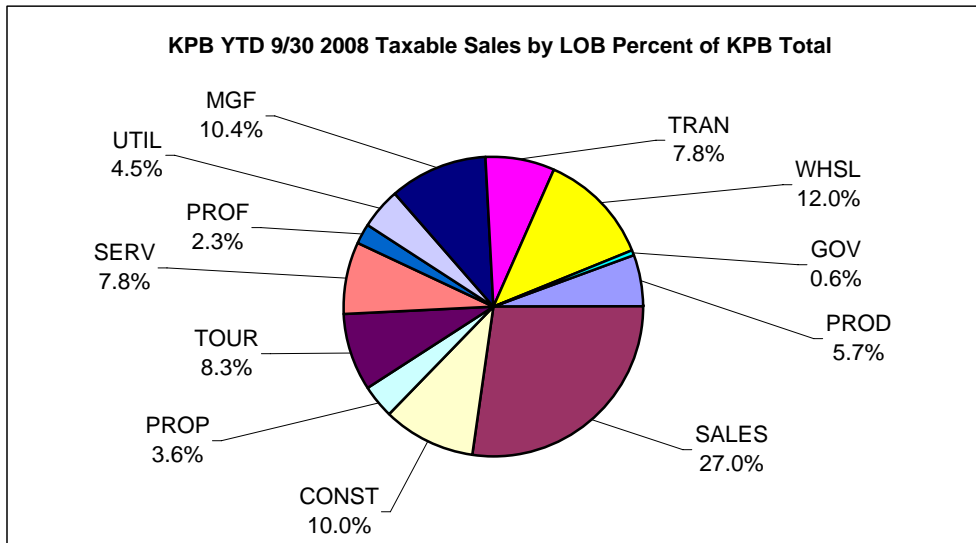


Chart 1.13

YTD 9/30 Taxable Sales Five Year Change by LOB				
	2003	2008	Value Change	Percent Change
PROD	4,507,726	4,928,953	421,227	9.3%
SALES	278,383,443	381,464,911	103,081,468	37.0%
CONST	8,875,920	9,519,277	643,357	7.2%
PROP	24,246,155	36,771,958	12,525,803	51.7%
TOUR	118,739,365	158,003,168	39,263,803	33.1%
SERV	57,495,981	76,563,159	19,067,178	33.2%
PROF	10,428,257	12,329,956	1,901,699	18.2%
UTIL	25,900,153	40,524,830	14,624,677	56.5%
MGF	5,999,338	7,659,079	1,659,741	27.7%
TRAN	3,035,079	2,799,502	-235,577	-7.8%
WHSL	29,876,709	65,745,314	35,868,605	120.1%
GOV	8,893,313	10,997,188	2,103,875	23.7%
TOTAL	576,381,439	807,307,295	230,925,856	40.1%

Table 1.12

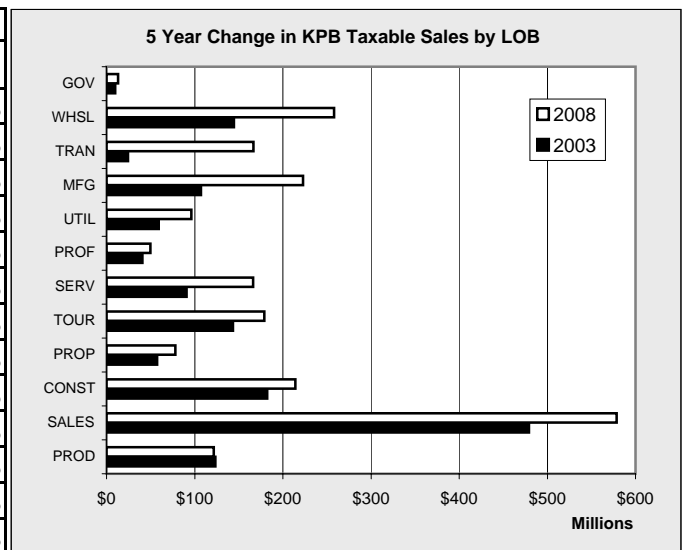


Chart 1.14

KPB Sales

KPB YTD 9/30 GROSS Sales by Area - 2003-2008 - in \$

	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percent Change
Homer	213,743,065	217,819,337	238,758,706	263,934,150	272,442,611	289,315,827	16,873,216	6.2%
Kenai	210,394,102	239,310,480	290,525,251	294,090,296	361,634,571	437,457,963	75,823,392	21.0%
Seldovia	5,310,245	5,185,784	5,657,604	6,217,519	6,144,081	6,449,516	305,435	5.0%
Seward	129,627,522	127,654,120	154,891,312	148,386,800	160,599,887	173,853,651	13,253,764	8.3%
Soldotna	255,750,882	266,436,434	267,528,592	292,637,759	312,425,576	345,364,127	32,938,551	10.5%
Other KPB	646,900,265	675,876,358	756,133,534	770,430,787	788,801,483	891,559,260	102,757,777	13.0%
Total	1,461,726,081	1,532,282,513	1,713,494,999	1,775,697,311	1,902,048,209	2,144,000,344	241,952,135	12.7%
Annual Change		4.8%	11.8%	3.6%	7.1%	12.7%		

Table 1.13

KPB YTD 9/30 GROSS Sales by Area - 2003-2008

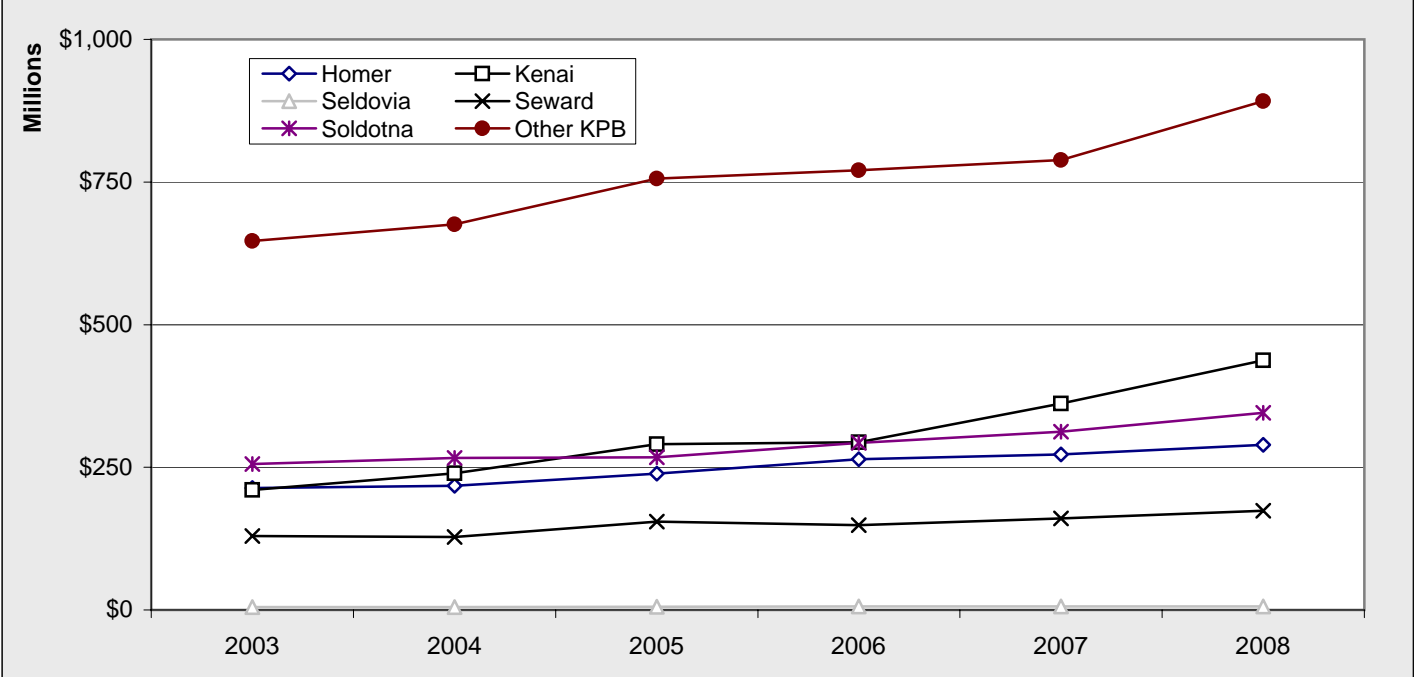


Chart 1.15

KPB YTD 9/30 Gross Sales by Area as Percentage of KPB Total Sales - 2008

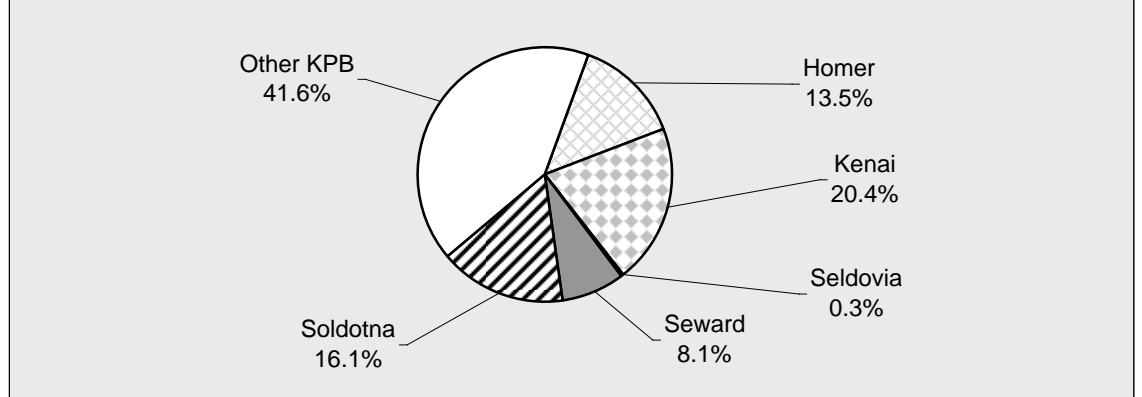


Chart 1.16

KPB Sales

KPB YTD 9/30 TAXABLE Sales by Area - 2003-2008 - in \$

	2003	2004	2005	2006	2007	2008	Annual Amount Change	Annual Percent Change
Homer	104,621,836	112,476,049	116,180,412	122,922,407	133,788,852	136,970,557	3,181,705	2.4%
Kenai	92,246,768	105,841,997	109,824,036	118,703,808	125,967,017	133,084,671	7,117,654	5.7%
Seldovia	2,702,255	2,688,453	2,720,834	2,959,257	3,485,513	4,143,377	657,864	18.9%
Seward	66,059,431	69,378,936	76,347,228	79,205,074	89,572,236	90,715,542	1,143,306	1.3%
Soldotna	144,069,432	152,578,572	160,815,058	173,113,457	185,381,923	200,668,168	15,286,245	8.2%
Other KPB	166,681,717	173,290,516	184,016,160	201,678,118	225,707,157	241,724,980	16,017,823	7.1%
Total	576,381,439	616,254,523	649,903,728	698,582,121	763,902,698	807,307,295	43,404,597	5.7%
Annual Change		6.9%	5.5%	7.5%	9.4%	5.7%		

Table 1.14

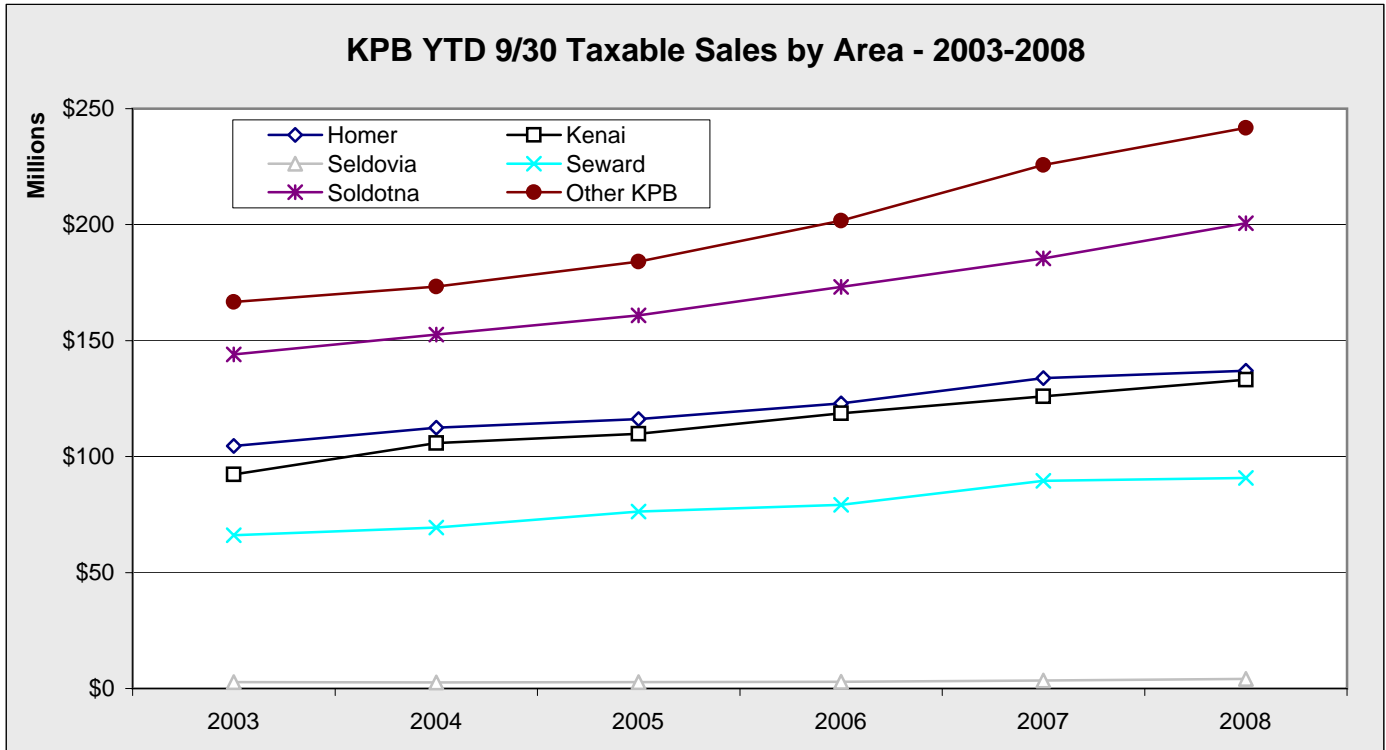


Chart 1.17

KPB YTD 9/30 Taxable Sales by Area as Percentage of KPB Total Sales - 2008

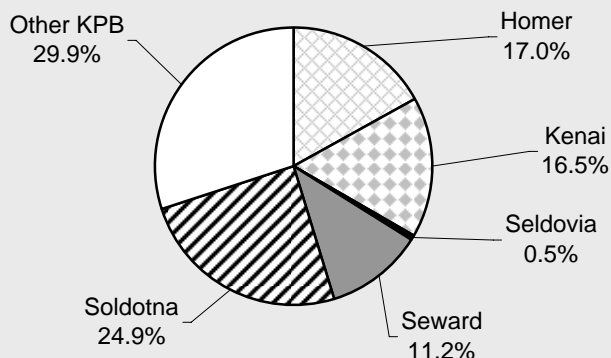


Chart 1.18

KPB Sales

KPB Annual GROSS Sales by Line of Business - 2002-2007 - in \$								
	2002	2003	2004	2005	2006	2007	Annual Amount Change	Annual Percentage Change
PROD	173,839,427	180,080,705	248,471,550	233,126,367	219,043,152	198,852,957	-20,190,195	-9.2%
SALES	629,550,258	613,498,417	594,768,014	619,847,086	656,477,507	693,839,923	37,362,416	5.7%
CONST	216,293,422	244,103,614	224,936,947	291,866,412	365,247,770	311,077,123	-54,170,647	-14.8%
PROP	75,317,031	79,494,242	80,829,427	83,245,670	88,922,506	94,971,205	6,048,699	6.8%
TOUR	159,886,532	160,905,161	179,320,386	189,073,158	203,203,773	207,455,951	4,252,178	2.1%
SERV	123,355,444	117,769,942	139,674,429	141,771,433	160,209,324	197,663,904	37,454,580	23.4%
PROF	48,946,237	53,795,685	59,110,980	59,456,967	67,089,875	69,077,290	1,987,415	3.0%
UTIL	90,874,237	79,515,989	87,509,276	103,471,296	120,040,958	121,319,850	1,278,892	1.1%
MGF	140,445,849	141,819,051	180,746,841	249,940,567	178,665,554	196,516,138	17,850,584	10.0%
TRAN	40,721,819	31,037,275	65,728,684	116,543,212	126,841,197	165,070,503	38,229,306	30.1%
WHSL	166,642,543	205,736,129	460,463,293	468,209,106	499,886,669	533,714,308	33,827,639	6.8%
GOV	12,881,143	13,606,580	14,545,420	15,214,964	15,685,700	16,366,837	681,137	4.3%
TOTAL	1,878,753,942	1,921,362,790	2,336,105,247	2,571,766,238	2,701,313,985	2,805,925,989	104,612,004	3.9%
Annual Change		2.3%	21.6%	10.1%	5.0%	3.9%		

Table 1.15 See page 13 for complete listing of Lines of Business and their abbreviations.

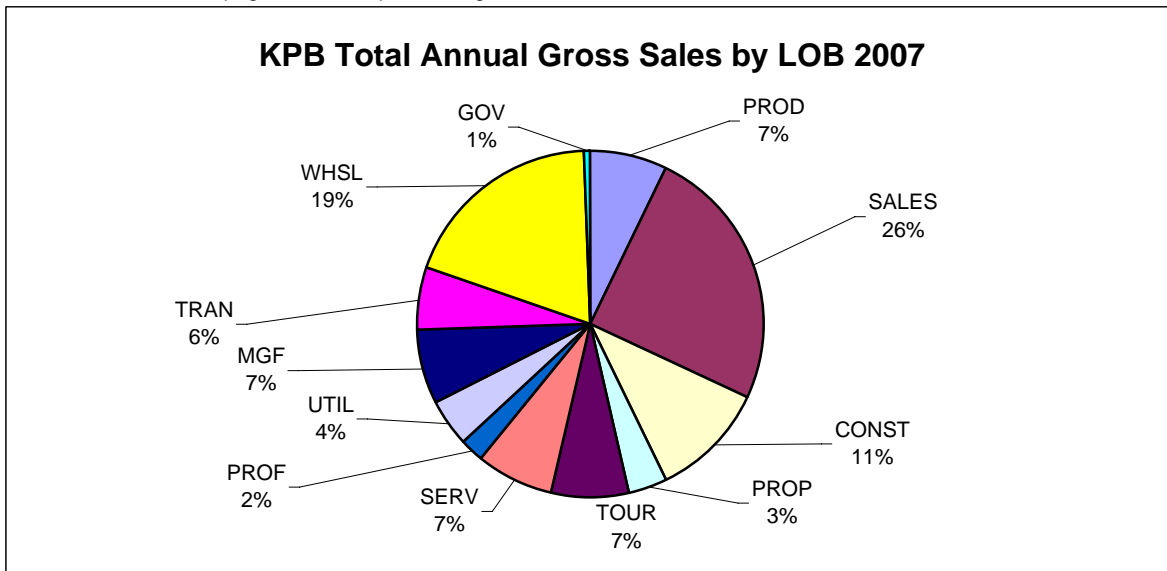


Chart 1.19

* The 2004 increase in wholesale goods may be due to a change in reporting requirements.

Gross Sales Five Year Change by LOB				
	2002	2007	Percent Change	Value Change
PROD	173,839,427	198,852,957	14.4%	25,013,530
SALES	629,550,258	693,839,923	10.2%	64,289,665
CONST	216,293,422	311,077,123	43.8%	94,783,701
PROP	75,317,031	94,971,205	26.1%	19,654,174
TOUR	159,886,532	207,455,951	29.8%	47,569,419
SERV	123,355,444	197,663,904	60.2%	74,308,460
PROF	48,946,237	69,077,290	41.1%	20,131,053
UTIL	90,874,237	121,319,850	33.5%	30,445,613
MGF	140,445,849	196,516,138	39.9%	56,070,289
TRAN	40,721,819	165,070,503	305.4%	124,348,684
WHSL	166,642,543	533,714,308	220.3%	367,071,765
GOV	12,881,143	16,366,837	27.1%	3,485,694

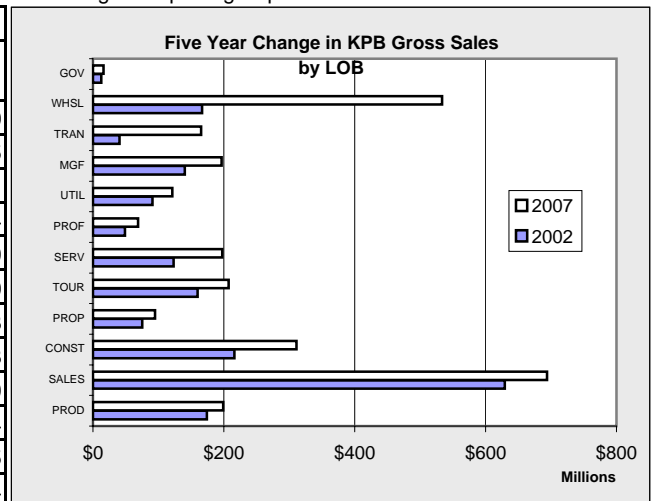


Table 1.16

Chart 1.20

KPB Sales

KPB Annual Taxable Sales by Line of Business - 2002-2007 - in \$

	2002	2003	2004	2005	2006	2007	Annual Amount Change	Annual Percentage Change
PROD	6,323,270	5,629,469	5,949,765	5,114,386	5,223,139	5,940,404	717,265	13.7%
SALES	356,929,793	363,365,826	370,936,218	390,887,293	417,851,705	452,696,833	34,845,128	8.3%
CONST	11,415,195	11,780,819	11,224,031	10,622,521	11,243,612	12,216,828	973,216	8.7%
PROP	32,490,371	31,329,917	31,940,184	32,404,127	34,292,618	38,617,339	4,324,721	12.6%
TOUR	132,457,203	134,633,782	145,285,573	153,201,396	163,802,197	180,512,107	16,709,910	10.2%
SERV	77,234,806	75,308,657	78,431,823	81,180,450	87,173,605	98,305,992	11,132,387	12.8%
PROF	13,595,262	13,359,981	13,613,821	13,674,854	14,744,216	15,681,673	937,457	6.4%
UTIL	34,831,599	35,022,919	36,146,549	41,032,308	48,825,218	53,435,892	4,610,674	9.4%
MGF	7,220,064	7,142,669	7,514,683	8,668,508	9,646,793	10,486,664	839,871	8.7%
TRAN	5,000,063	3,561,329	1,992,266	2,470,463	2,811,766	2,904,344	92,578	3.3%
WHSL	35,423,522	40,289,023	66,025,347	73,132,431	78,893,228	82,198,097	3,304,869	4.2%
GOV	11,641,433	11,696,775	12,288,242	13,034,058	13,433,539	14,194,814	761,275	5.7%
TOTAL	724,562,581	733,121,166	781,348,502	825,422,795	887,941,636	967,190,987	79,249,351	8.9%
Annual Change		1.2%	6.6%	5.6%	7.6%	8.9%		

Table 1.17

See page 13 for complete listing of Lines of Business and their abbreviations.

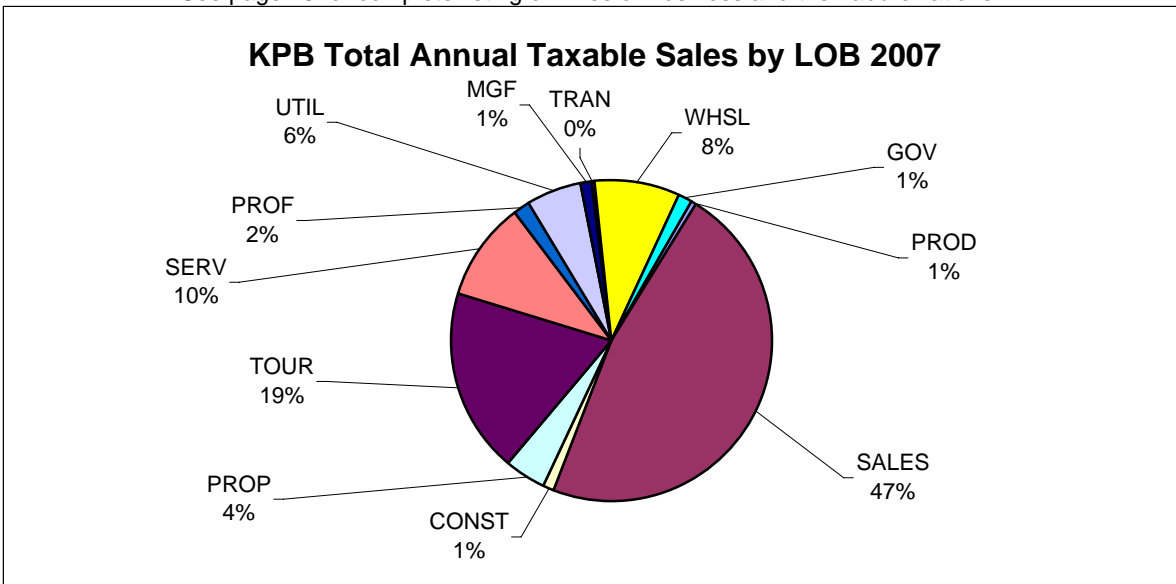


Chart 1.21

* The 2004 increase in wholesale goods may be due to a change in reporting requirements.

KPB Taxable Sales Five Year Change by LOB				
	2002	2007	Percent Change	Value Change
PROD	6,576,292	6,294,070	-4.3%	-282,222
SALES	356,008,012	447,462,961	25.7%	91,454,949
CONST	11,241,233	12,094,817	7.6%	853,584
PROP	32,140,505	37,128,954	15.5%	4,988,449
TOUR	107,541,855	149,466,513	39.0%	41,924,658
SERV	75,988,405	95,821,995	26.1%	19,833,590
PROF	13,595,262	15,441,630	13.6%	1,846,368
UTIL	34,831,599	57,608,289	65.4%	22,776,690
MGF	7,047,802	9,838,378	39.6%	2,790,576
TRAN	32,535,661	37,640,268	15.7%	5,104,607
WHSL	35,421,522	81,865,128	131.1%	46,443,606
GOV	11,641,433	12,327,160	5.9%	685,727

Table 1.18

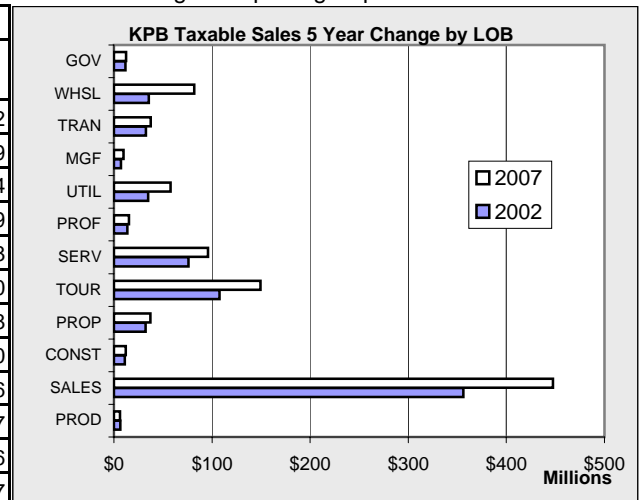


Chart 1.22

KPB Sales

KPB Annual GROSS Sales by Area - 2002-2007 - in \$

	2002	2003	2004	2005	2006	2007	Annual Amount Change	Annual Percentage Change
Homer	263,240,684	274,073,782	290,423,752	309,268,753	356,227,707	353,452,150	-2,775,557	-0.8%
Kenai	279,295,714	282,882,495	407,272,175	465,779,952	456,932,044	520,557,074	63,625,030	13.9%
Seldovia	4,817,877	7,259,554	8,329,831	6,871,279	7,564,723	9,495,815	1,931,092	25.5%
Seward	142,369,626	156,961,936	166,016,942	189,104,993	198,357,254	195,248,254	-3,109,000	-1.6%
Soldotna	325,900,620	337,906,000	361,258,879	396,033,463	432,855,181	429,295,387	-3,559,794	-0.8%
Other KPB	863,129,421	862,279,023	1,102,803,668	1,204,707,798	1,249,377,076	1,297,877,309	48,500,233	3.9%
Total	1,878,753,942	1,921,362,790	2,336,105,247	2,571,766,238	2,701,313,985	2,805,925,989	104,612,004	3.9%
Annual Change		2.3%	21.6%	10.1%	5.0%	3.9%		

Table 1.19

KPB Annual Gross Sales by Area - 2002-2007

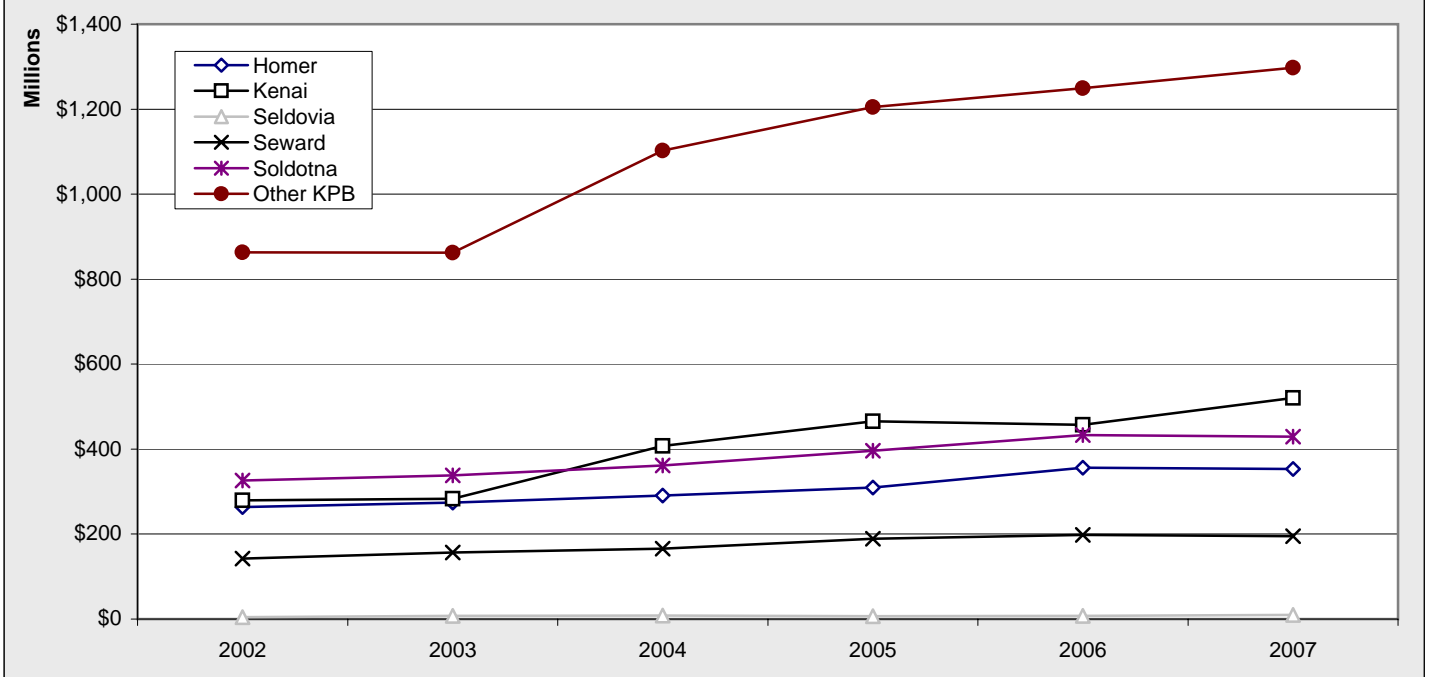


Chart 1.23

KPB Annual Gross Sales Five Year Change by Area

	2002	2007	Value Change	Percent Change
Homer	263,240,684	353,452,150	90,211,466	34.3%
Kenai	279,295,714	520,557,074	241,261,360	86.4%
Seldovia	4,817,877	9,495,815	4,677,938	97.1%
Seward	142,369,626	195,248,254	52,878,628	37.1%
Soldotna	325,900,620	429,295,387	103,394,767	31.7%
Other	863,129,421	1,297,877,309	434,747,888	50.4%
TOTAL	1,878,753,942	2,805,925,989	927,172,047	49.4%

Table 1.20

KPB Annual Gross Sales by Area - 2007

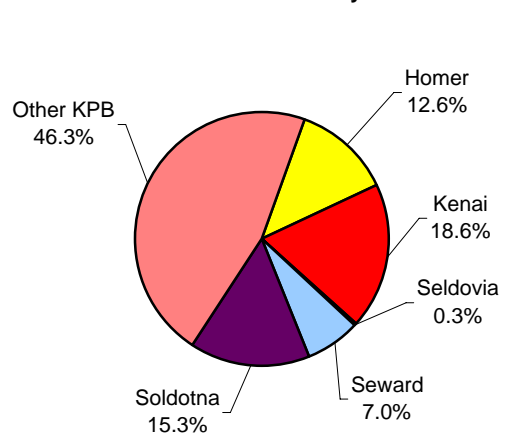


Chart 1.24

KPB Sales

KPB Annual TAXABLE Sales by Area - 2002-2007 - in \$

	2002	2003	2004	2005	2006	2007	Annual Amount Change	Annual Percentage Change
Homer	121,292,548	131,729,196	139,975,581	144,757,649	153,385,392	166,500,949	13,115,557	8.6%
Kenai	136,678,248	121,314,795	139,373,862	145,536,054	156,640,595	167,077,378	10,436,783	6.7%
Seldovia	3,272,389	3,376,944	3,386,312	3,380,980	3,671,079	4,317,728	646,649	17.6%
Seward	75,590,722	76,348,733	79,767,208	87,749,003	91,089,954	102,255,726	11,165,772	12.3%
Soldotna	176,979,392	190,627,772	200,059,548	211,210,444	227,545,027	243,495,221	15,950,194	7.0%
Other KPB	210,749,282	209,723,726	218,785,991	232,788,665	255,609,589	283,543,985	27,934,396	10.9%
Total	724,562,581	733,121,166	781,348,502	825,422,795	887,941,636	967,190,987	79,249,351	8.9%
Annual Change		1.2%	6.6%	5.6%	7.6%	8.9%		

Table 1.21

KPB Annual Taxable Sales by Area - 2002-2007

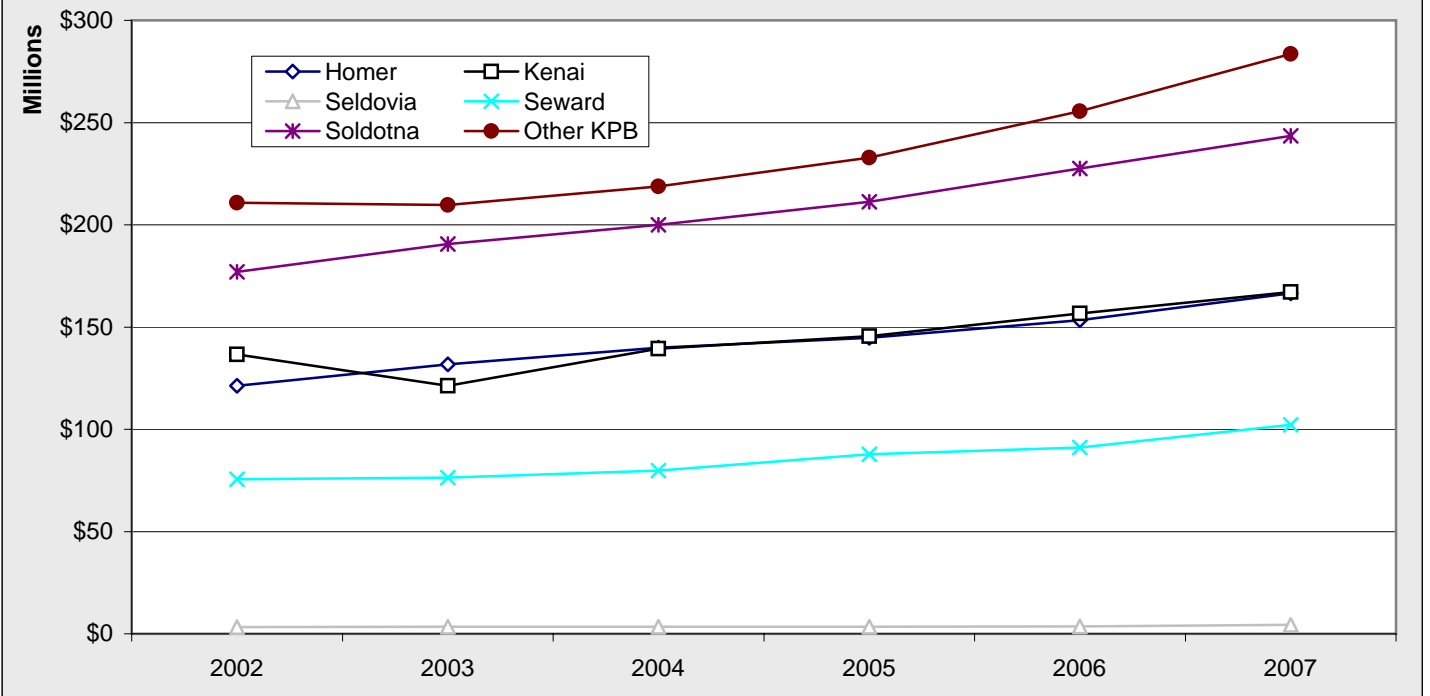


Chart 1.25

KPB Annual Taxable Sales Five Year Change by Area				
	2002	2007	Value Change	Percent Change
Homer	121,292,548	166,500,949	45,208,401	37.3%
Kenai	136,678,248	167,077,378	30,399,130	22.2%
Seldovia	3,272,389	4,317,728	1,045,339	31.9%
Seward	75,590,722	102,255,726	26,665,004	35.3%
Soldotna	176,979,392	243,495,221	66,515,829	37.6%
Other	210,749,282	283,543,985	72,794,703	34.5%
TOTAL	724,562,581	967,190,987	242,628,406	33.5%

Table 1.22

KPB Annual Taxable Sales by Area - 2007

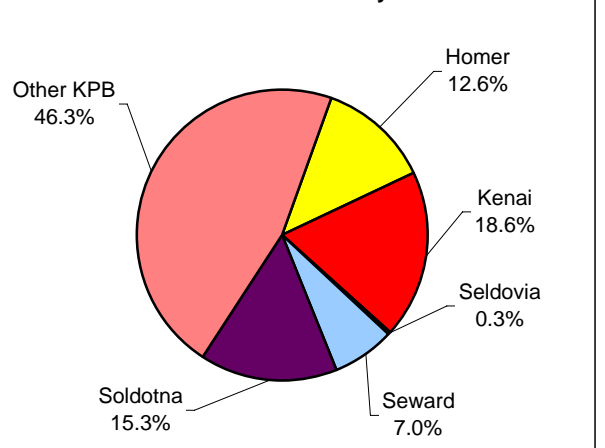


Chart 1.26

KPB Sales

KPB Annual GROSS Sales by LOB by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	28,399,783	41,182,072	51,956,821		121,538,676
SALES	139,601,941	197,264,511	241,617,833		578,484,285
CONST	46,466,387	66,821,057	100,914,633		214,202,077
PROP	19,083,317	26,807,979	32,223,689		78,114,985
TOUR	16,494,546	59,482,463	102,925,113		178,902,122
SERV	43,924,609	60,993,289	61,282,379		166,200,277
PROF	14,447,606	17,549,709	17,723,412		49,720,727
UTIL	35,694,084	29,772,762	30,773,838		96,240,684
MFG	38,653,874	80,997,727	103,251,055		222,902,656
TRAN	40,015,969	57,748,597	68,877,939		166,642,505
WHSL	64,212,311	91,634,047	102,149,118		257,995,476
GOV	3,421,715	3,943,328	5,690,831		13,055,874
TOTAL	490,416,142	734,197,541	919,386,661	0	2,144,000,344

Table 1.23

KPB Annual GROSS Sales by Area by Quarter - 2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	65,756,393	103,005,685	120,553,749	0	289,315,827
Kenai	109,396,269	146,657,222	181,404,472	0	437,457,963
Seldovia	1,516,251	2,606,096	2,327,169	0	6,449,516
Seward	26,493,269	59,754,432	87,605,950	0	173,853,651
Soldotna	89,538,209	112,125,428	143,700,490	0	345,364,127
Other	197,715,750	310,048,679	383,794,831	0	891,559,260
Total	490,416,141	734,197,542	919,386,661	0	2,144,000,344

Table 1.24

KPB Annual TAXABLE Sales by LOB by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	1,008,753	2,189,154	1,731,046	0	4,928,953
SALES	87,914,696	126,738,775	166,811,440	0	381,464,911
CONST	2,478,552	3,226,377	3,814,348	0	9,519,277
PROP	8,103,774	12,595,203	16,072,981	0	36,771,958
TOUR	14,750,585	53,034,430	90,218,153	0	158,003,168
SERV	22,568,832	26,163,723	27,830,604	0	76,563,159
PROF	3,868,113	4,364,839	4,097,004	0	12,329,956
UTIL	16,632,074	12,791,559	11,101,197	0	40,524,830
MFG	1,091,561	2,512,346	4,055,172	0	7,659,079
TRAN	562,731	980,870	1,255,901	0	2,799,502
WHSL	17,059,910	23,271,188	25,414,216	0	65,745,314
GOV	2,732,211	3,458,001	4,806,976	0	10,997,188
TOTAL	178,771,792	271,326,465	357,209,038	0	807,307,295

Table 1.25

KPB Annual TAXABLE Sales by Area by Quarter - 2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	29,077,272	48,726,065	59,167,220	0	136,970,557
Kenai	36,300,104	44,833,653	51,950,914	0	133,084,671
Seldovia	850,232	1,677,822	1,615,323	0	4,143,377
Seward	11,382,803	30,212,803	49,119,936	0	90,715,542
Soldotna	47,660,730	63,057,666	89,949,772	0	200,668,168
Other	53,500,650	82,818,457	105,405,873	0	241,724,980
Total	178,771,791	271,326,466	357,209,038	0	807,307,295

Table 1.26

KPB Sales

KPB Annual GROSS Sales by LOB by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	24,974,260	37,089,155	43,860,460	92,929,082	198,852,957
SALES	127,448,205	181,702,272	218,992,332	165,697,114	693,839,923
CONST	47,528,741	71,115,474	96,207,346	96,225,562	311,077,123
PROP	17,970,923	23,019,175	27,585,139	26,395,968	94,971,205
TOUR	18,936,404	59,439,612	108,920,809	20,159,126	207,455,951
SERV	37,179,582	53,822,983	58,101,220	48,560,119	197,663,904
PROF	14,926,273	15,388,743	16,507,916	22,254,358	69,077,290
UTIL	37,984,202	30,112,352	20,940,611	32,282,685	121,319,850
MFG	45,887,281	46,774,719	85,026,281	18,827,857	196,516,138
TRAN	36,805,498	34,761,160	50,920,772	42,583,073	165,070,503
WHSL	48,617,298	67,298,261	83,966,334	333,832,415	533,714,308
GOV	3,228,263	3,968,840	5,039,313	4,130,421	16,366,837
TOTAL	461,486,930	624,492,746	816,068,533	903,877,780	2,805,925,989

Table 1.27

KPB Annual GROSS Sales by Area by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	61,424,512	97,290,718	113,727,381	81,009,539	353,452,150
Kenai	96,678,365	111,960,372	152,995,834	158,922,503	520,557,074
Seldovia	1,462,524	2,550,793	2,130,764	3,351,734	9,495,815
Seward	25,608,135	56,608,855	78,382,897	34,648,367	195,248,254
Soldotna	79,259,451	102,966,180	130,199,945	116,869,811	429,295,387
Other	197,053,944	253,115,826	338,631,713	509,075,826	1,297,877,309
Total	461,486,931	624,492,744	816,068,534	903,877,780	2,805,925,989

Table 1.28

KPB Annual TAXABLE Sales by LOB by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	894,819	2,039,567	1,570,128	1,435,890	5,940,404
SALES	80,780,970	117,658,028	149,604,085	104,653,750	452,696,833
CONST	2,174,970	3,034,410	3,698,378	3,309,070	12,216,828
PROP	7,254,287	9,619,069	12,184,212	9,559,771	38,617,339
TOUR	16,073,170	53,007,670	94,466,360	16,964,907	180,512,107
SERV	19,665,827	26,222,033	28,572,024	23,846,108	98,305,992
PROF	3,816,243	4,281,899	3,996,849	3,586,682	15,681,673
UTIL	17,578,615	11,944,498	10,474,300	13,438,479	53,435,892
MFG	1,233,175	2,817,887	4,774,431	1,661,171	10,486,664
TRAN	425,345	791,238	900,948	786,813	2,904,344
WHSL	16,366,742	21,240,013	24,090,040	20,501,302	82,198,097
GOV	2,855,994	3,446,756	4,347,718	3,544,346	14,194,814
TOTAL	169,120,157	256,103,068	338,679,473	203,288,289	967,190,987

Table 1.29

KPB Annual TAXABLE Sales by Area by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	27,254,559	47,168,234	59,366,059	32,712,097	166,500,949
Kenai	34,313,793	43,096,842	48,556,382	41,110,361	167,077,378
Seldovia	755,801	1,220,836	1,508,876	832,215	4,317,728
Seward	10,869,898	30,040,462	48,661,876	12,683,490	102,255,726
Soldotna	45,881,620	59,407,136	80,093,167	58,113,298	243,495,221
Other	50,044,487	75,169,557	100,493,113	57,836,828	283,543,985
Total	169,120,158	256,103,067	338,679,473	203,288,289	967,190,987

Table 1.30

KPB Sales

KPB Annual GROSS Sales by LOB by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	41,274,840	43,839,219	62,118,237	71,810,856	219,043,152
SALES	119,035,596	178,965,036	206,143,237	152,333,638	656,477,507
CONST	31,974,205	59,781,577	97,217,621	176,274,367	365,247,770
PROP	17,365,603	22,744,314	25,960,749	22,851,840	88,922,506
TOUR	17,398,131	58,865,867	106,305,678	20,634,097	203,203,773
SERV	32,231,969	42,834,391	43,768,451	41,374,513	160,209,324
PROF	14,136,142	14,165,049	15,548,787	23,239,897	67,089,875
UTIL	32,447,128	26,961,172	26,505,508	34,127,150	120,040,958
MFG	20,273,690	55,022,566	68,436,833	34,932,465	178,665,554
TRAN	10,675,096	37,237,524	40,847,624	38,080,953	126,841,197
WHSL	47,733,746	68,421,938	77,931,201	305,799,784	499,886,669
GOV	3,126,281	3,670,790	4,731,516	4,157,113	15,685,700
TOTAL	387,672,427	612,509,443	775,515,442	925,616,673	2,701,313,985

Table 1.31

KPB Annual GROSS Sales by Area by Quarter - 2006 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	56,156,763	89,314,280	118,463,107	92,293,557	356,227,707
Kenai	63,273,640	109,278,718	121,537,938	162,841,748	456,932,044
Seldovia	1,517,120	2,170,811	2,529,588	1,347,204	7,564,723
Seward	21,701,206	51,092,715	75,592,879	49,970,454	198,357,254
Soldotna	72,457,151	99,012,814	121,167,794	140,217,422	432,855,181
Other	172,566,546	261,640,105	336,224,136	478,946,289	1,249,377,076
Total	387,672,426	612,509,443	775,515,442	925,616,674	2,701,313,985

Table 1.32

KPB Annual TAXABLE Sales by LOB by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	865,170	1,823,191	1,329,079	1,205,699	5,223,139
SALES	74,586,992	109,433,886	137,489,167	96,341,660	417,851,705
CONST	1,990,771	2,944,819	3,306,229	3,001,793	11,243,612
PROP	6,852,270	8,431,835	10,662,074	8,346,439	34,292,618
TOUR	15,899,091	48,415,782	81,959,541	17,527,783	163,802,197
SERV	18,506,523	22,573,380	24,788,108	21,305,594	87,173,605
PROF	3,670,180	4,174,833	3,642,069	3,257,134	14,744,216
UTIL	14,962,505	10,663,883	9,087,067	14,111,763	48,825,218
MFG	1,272,729	2,446,548	4,224,455	1,703,061	9,646,793
TRAN	478,235	889,688	912,143	531,700	2,811,766
WHSL	15,226,750	20,819,810	24,110,681	18,735,987	78,893,228
GOV	2,683,072	3,244,865	4,214,700	3,290,902	13,433,539
TOTAL	156,994,288	235,862,520	305,725,313	189,359,515	887,941,636

Table 1.33

KPB Annual TAXABLE Sales by Area by Quarter - 2006 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	25,717,626	43,368,152	53,836,629	30,462,985	153,385,392
Kenai	32,390,215	41,096,929	45,216,664	37,936,787	156,640,595
Seldovia	636,694	974,499	1,348,064	711,822	3,671,079
Seward	10,170,662	26,596,215	42,438,197	11,884,880	91,089,954
Soldotna	42,117,565	55,438,172	75,557,720	54,431,570	227,545,027
Other	45,961,527	68,388,554	87,328,037	53,931,471	255,609,589
Total	156,994,289	235,862,521	305,725,311	189,359,515	887,941,636

Table 1.34

KPB Sales

KPB Annual GROSS Sales by LOB by Quarter - 2005 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	38,011,490	33,642,771	41,473,586	119,998,520	233,126,367
SALES	113,648,812	168,091,583	195,355,030	142,751,661	619,847,086
CONST	38,483,190	66,443,812	75,663,732	111,275,678	291,866,412
PROP	15,005,828	20,731,568	23,663,215	23,845,059	83,245,670
TOUR	16,292,977	54,963,368	98,426,275	19,390,538	189,073,158
SERV	28,623,999	37,026,822	39,585,448	36,535,164	141,771,433
PROF	12,543,218	11,903,224	13,373,844	21,636,681	59,456,967
UTIL	27,279,722	23,278,511	26,333,258	26,579,805	103,471,296
MFG	33,061,008	58,551,604	116,074,442	42,253,513	249,940,567
TRAN	24,457,384	36,061,931	17,881,873	38,142,024	116,543,212
WHSL	55,790,599	65,621,437	74,859,753	271,937,317	468,209,106
GOV	2,999,901	3,414,800	4,874,984	3,925,279	15,214,964
TOTAL	406,198,128	579,731,431	727,565,440	858,271,239	2,571,766,238

Table 1.35

KPB Annual GROSS Sales by Area by Quarter - 2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	51,885,093	85,895,824	100,977,789	70,510,047	309,268,753
Kenai	75,641,521	102,543,222	112,340,508	175,254,701	465,779,952
Seldovia	1,261,735	2,120,534	2,275,335	1,213,675	6,871,279
Seward	26,472,186	58,409,308	70,009,818	34,213,681	189,104,993
Soldotna	65,958,153	87,630,570	113,939,869	128,504,871	396,033,463
Other	184,979,440	243,131,973	328,022,121	448,574,264	1,204,707,798
Total	406,198,128	579,731,431	727,565,440	858,271,239	2,571,766,238

Table 1.36

KPB Annual TAXABLE Sales by LOB by Quarter - 2005 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	954,695	1,790,259	1,187,436	1,181,996	5,114,386
SALES	69,744,866	103,212,569	128,395,123	89,534,735	390,887,293
CONST	1,947,107	2,908,756	3,100,842	2,665,816	10,622,521
PROP	6,582,621	8,105,498	10,052,804	7,663,204	32,404,127
TOUR	14,848,579	45,271,944	76,420,240	16,660,633	153,201,396
SERV	17,476,467	21,229,591	22,737,237	19,737,155	81,180,450
PROF	3,481,938	3,660,002	3,497,629	3,035,285	13,674,854
UTIL	12,169,072	9,357,261	8,389,891	11,116,084	41,032,308
MFG	816,272	2,035,398	3,987,892	1,828,946	8,668,508
TRAN	386,935	645,635	768,202	669,691	2,470,463
WHSL	13,543,440	19,096,007	22,162,375	18,330,609	73,132,431
GOV	2,575,030	3,081,459	4,282,656	3,094,913	13,034,058
TOTAL	144,527,022	220,394,379	284,982,327	175,519,067	825,422,795

Table 1.37

KPB Annual TAXABLE Sales by Area by Quarter - 2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	24,336,691	41,201,861	50,641,860	28,577,237	144,757,649
Kenai	29,608,133	37,518,001	42,697,902	35,712,018	145,536,054
Seldovia	573,017	932,141	1,215,676	660,146	3,380,980
Seward	10,094,338	25,309,646	40,943,244	11,401,775	87,749,003
Soldotna	38,716,680	52,146,002	69,952,376	50,395,386	211,210,444
Other	41,198,163	63,286,728	79,531,269	48,772,505	232,788,665
Total	144,527,022	220,394,379	284,982,327	175,519,067	825,422,795

Table 1.38

KPB Construction Permits

Construction Permitting

Construction permits are not required within the KPB except within the incorporated cities of Homer, Kenai, Seldovia, Seward and Soldotna; therefore, data reported in this document does not include all KPB construction activity. It does, however, provide city trends. Permit categories include Residential New (RN), Residential Alteration/Addition (RA), Commercial New (CN) and Commercial Alteration/Addition (CA). Individual cities may have other categories, but in an effort to provide consistent categories across the KPB, those categories have been combined into one of the four. Borough-wide new residential construction per the KPB Assessing Department is presented in the annual statistical report, *Situations and Prospects*. Homer, Kenai, Seldovia and Soldotna permit activity has been recorded since 1986 but Seward did not require building permits until 1988.

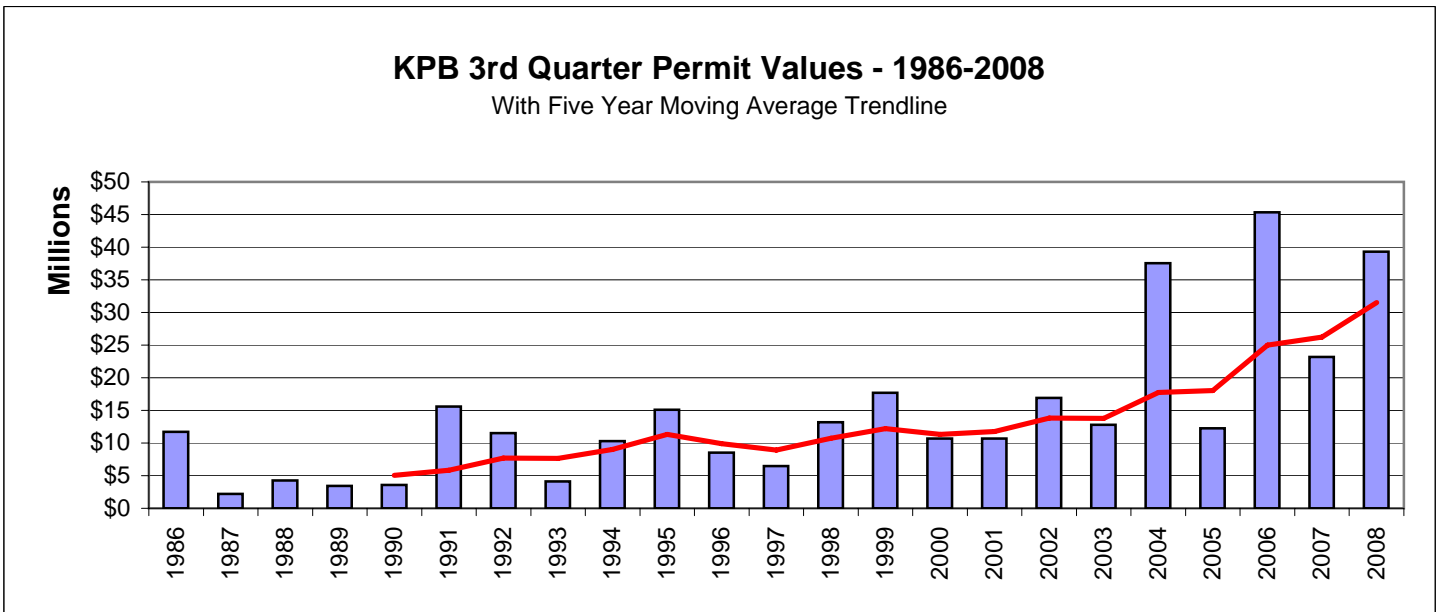


Chart 1.27

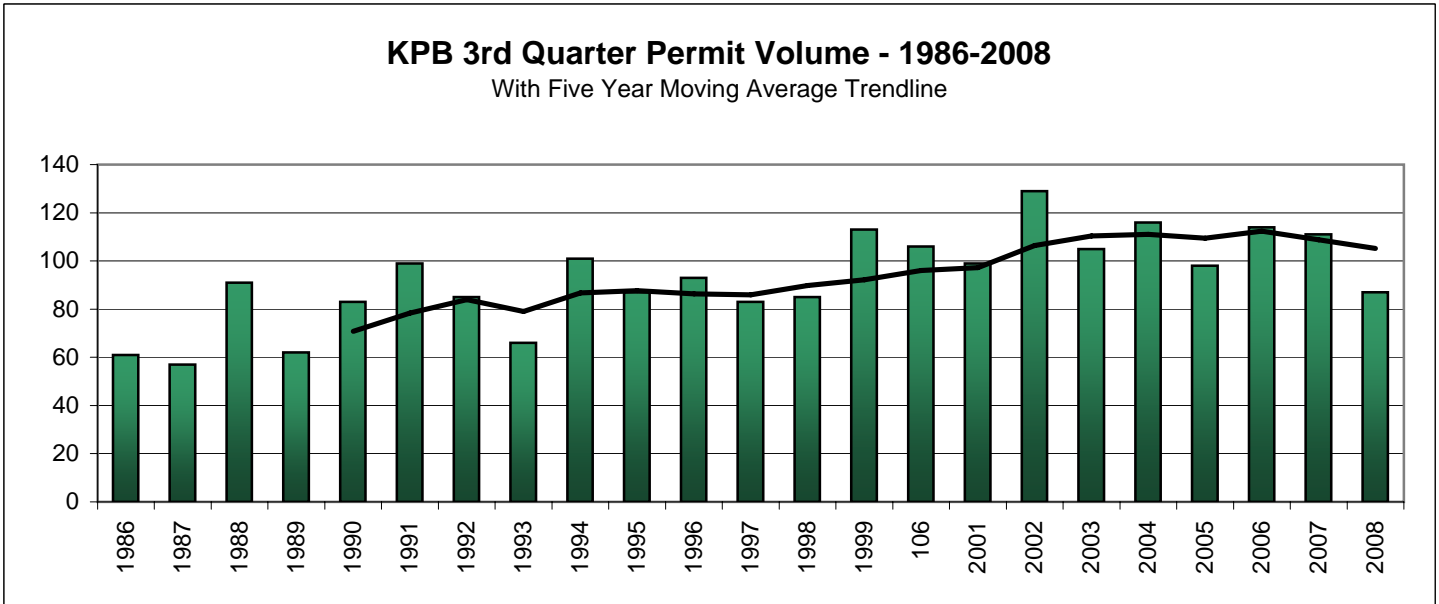


Chart 1.28

KPB Construction Permits

KPB 3rd Quarter Permit Values by Area - 2003-2008* - in \$							
	2003	2004	2005	2006	2007	2008	Annual Change
Homer	3,020,075	9,531,900	4,282,500	6,994,757	5,087,200	2,410,200	-52.6%
Kenai	3,700,350	1,991,750	4,035,100	4,367,654	15,020,700	24,976,300	66.3%
Seldovia	1,835,000	0	30,500	0	60,800	NA	NA
Seward	1,832,900	2,266,300	825,446	20,786,060	264,900	216,500	-18.3%
Soldotna	2,418,310	23,780,115	3,085,730	13,213,749	2,765,902	11,710,661	323.4%
Total	12,806,635	37,570,065	12,259,276	45,362,220	23,199,502	39,313,661	69.5%
Annual Change		193.4%	-67.4%	270.0%	-48.9%	69.5%	

Table 1.39

KPB 3rd Quarter Permit Volume by Area - 2003-2008*							
	2003	2004	2005	2006	2007	2008	Annual Change
Homer	21	42	27	25	28	13	-53.6%
Kenai	45	31	33	43	44	42	-4.5%
Seldovia	5	0	2	0	7	NA	NA
Seward	15	19	16	19	10	4	-60.0%
Soldotna	19	24	20	27	22	28	27.3%
Total	105	116	98	114	111	87	-21.6%
Annual Change		10.5%	-15.5%	16.3%	-2.6%	-21.6%	

Table 1.40

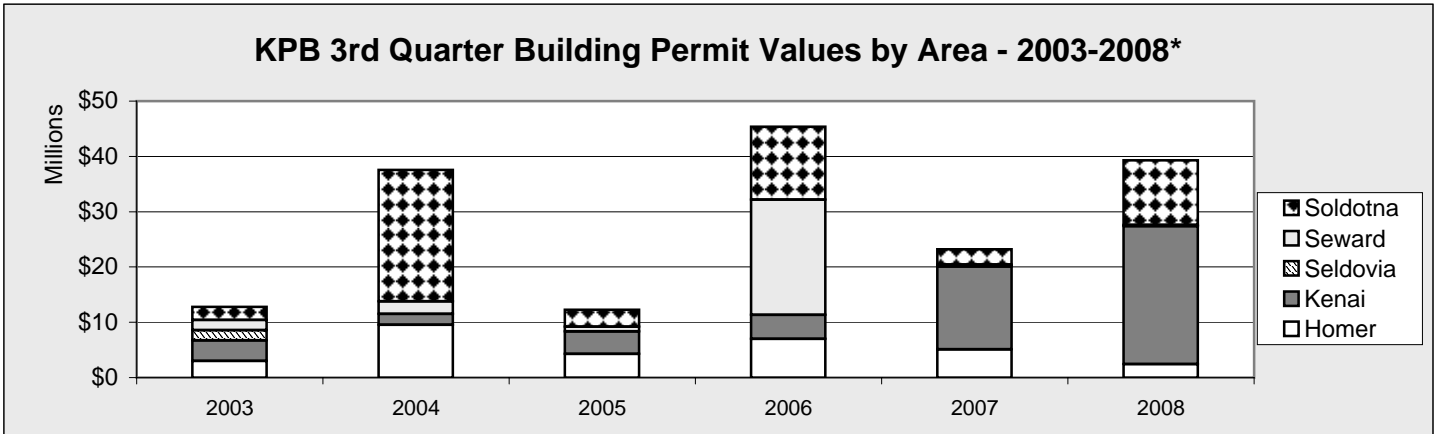


Chart 1.29

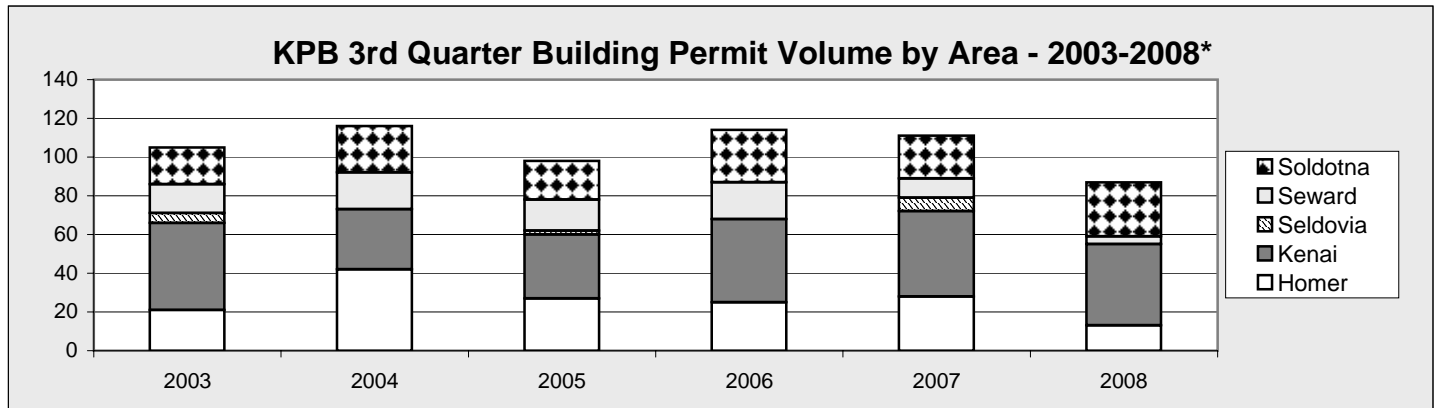


Chart 1.30

* - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB 3rd Quarter Permit Values by Type - 2003-2008* - in \$							
	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	4,209,163	4,950,200	4,843,170	11,744,277	5,529,253	4,048,840	-26.8%
Residential Alter/Add	611,572	1,605,471	805,771	887,191	1,465,038	894,238	-39.0%
Commercial New	4,636,000	28,989,901	4,848,400	30,656,794	9,350,400	33,110,283	254.1%
Commercial Alter/Add	3,349,900	2,024,493	1,761,935	2,073,958	6,854,811	1,260,300	-81.6%
Total	12,806,635	37,570,065	12,259,276	45,362,220	23,199,502	39,313,661	69.5%
Annual Change		193.4%	-67.4%	270.0%	-48.9%	69.5%	

Table 1.41

KPB 3rd Quarter Permit Volume by Type - 2003-2008*							
	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	28	32	31	48	36	17	-52.8%
Residential Alter/Add	34	44	36	32	51	44	-13.7%
Commercial New	17	15	9	9	10	10	0.0%
Commercial Alter/Add	26	25	22	25	14	16	14.3%
Total	105	116	98	114	111	87	-21.6%
Annual Change		10.5%	-15.5%	16.3%	-2.6%	-21.6%	

Table 1.42

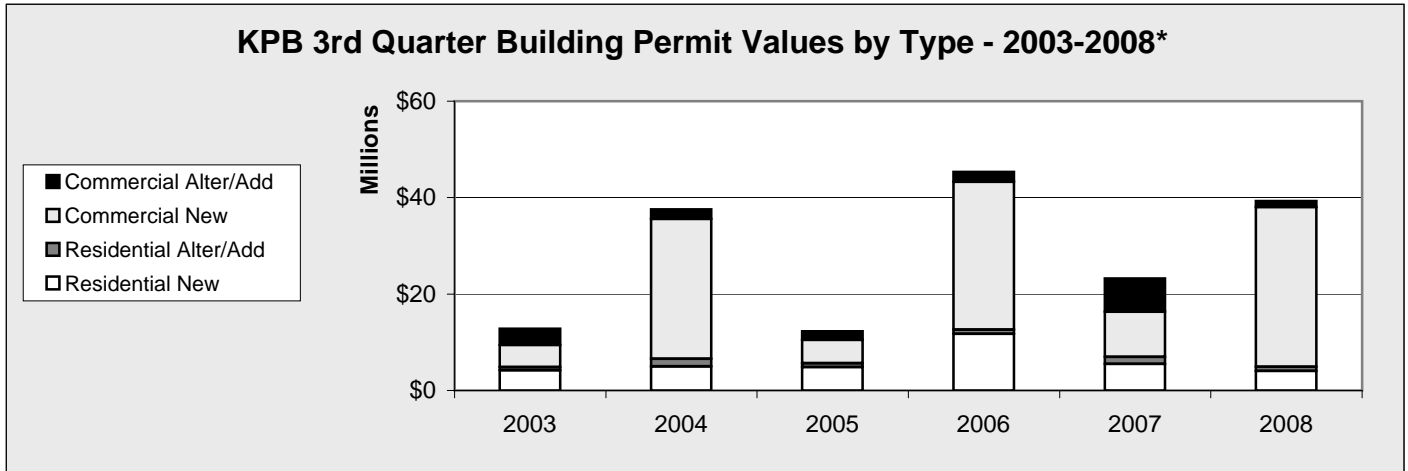


Chart 1.31

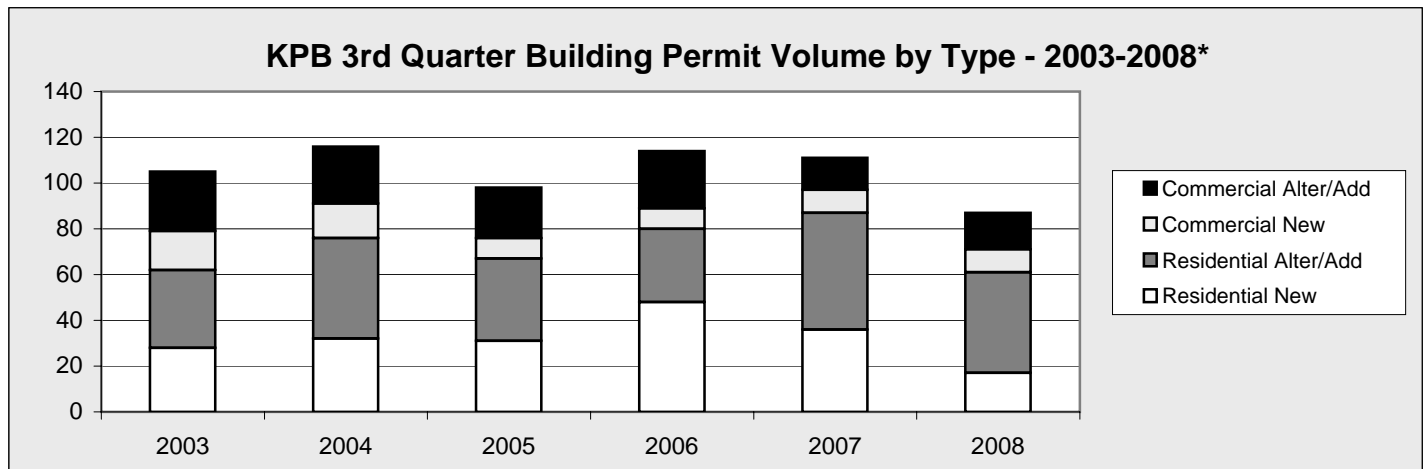


Chart 1.32

* - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB YTD 9/30 Permit Values by Area - 2003-2008* - in \$							
	2003	2004	2005	2006	2007	2008	Annual Change
Homer	12,283,915	20,679,631	18,634,400	17,732,857	12,434,202	20,284,200	63.1%
Kenai	7,986,300	4,201,150	7,017,900	9,288,254	21,958,300	45,020,500	105.0%
Seldovia	1,866,000	176,200	511,500	117,000	342,800	NA	NA
Seward	7,410,265	17,451,800	2,756,286	23,592,949	2,956,425	2,470,379	-16.4%
Soldotna	7,079,252	32,593,011	11,339,520	22,561,518	11,470,878	19,229,035	67.6%
Total	36,625,732	75,101,792	40,259,606	73,292,578	49,162,605	87,004,114	77.0%
Annual Change		105.1%	-46.4%	82.0%	-32.9%	77.0%	

Table 1.43

KPB YTD 9/30 Permit Volume by Area - 2003-2008*							
	2003	2004	2005	2006	2007	2008	Annual Change
Homer	73	84	92	78	71	50	-29.6%
Kenai	93	65	76	99	98	99	1.0%
Seldovia	8	4	9	7	17	NA	NA
Seward	39	47	47	49	28	21	-25.0%
Soldotna	61	59	76	57	64	86	34.4%
Total	274	259	300	290	278	256	-7.9%
Annual Change		-5.5%	15.8%	-3.3%	-4.1%	-7.9%	

Table 1.44

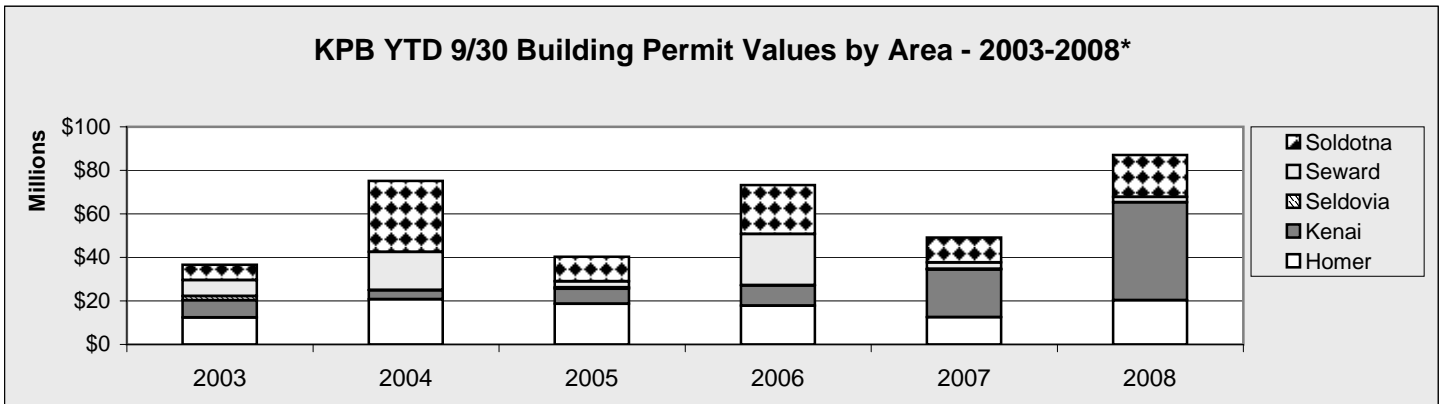


Chart 1.33

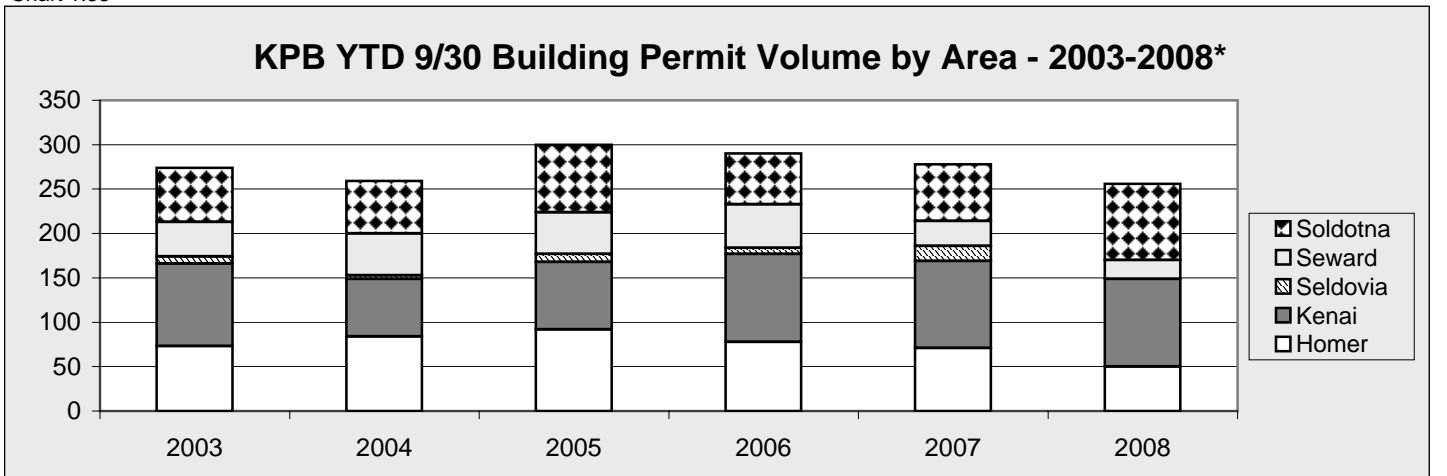


Chart 1.34 * - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB YTD 9/30 Permit Values by Type - 2003-2008* - in \$							
	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	13,175,797	14,781,484	15,742,025	24,220,907	21,679,367	19,584,463	-9.7%
Residential Alter/Add	1,989,779	2,350,830	2,034,171	1,762,821	3,230,075	1,862,088	-42.4%
Commercial New	13,673,210	53,017,742	17,054,548	39,730,852	13,996,056	60,154,020	329.8%
Commercial Alter/Add	7,786,946	4,951,736	5,428,862	7,577,998	10,257,107	5,403,543	-47.3%
Total	36,625,732	75,101,792	40,259,606	73,292,578	49,162,605	87,004,114	77.0%
Annual Change		105.1%	-46.4%	82.0%	-32.9%	77.0%	

Table 1.45

KPB YTD 9/30 Permit Volume by Type - 2003-2008*							
	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	82	83	98	118	103	80	-22.3%
Residential Alter/Add	84	79	96	77	93	89	-4.3%
Commercial New	35	33	42	36	29	23	-20.7%
Commercial Alter/Add	73	64	64	59	53	64	20.8%
Total	274	259	300	290	278	256	-7.9%
Annual Change		-5.5%	15.8%	-3.3%	-4.1%	-7.9%	

Table 1.46

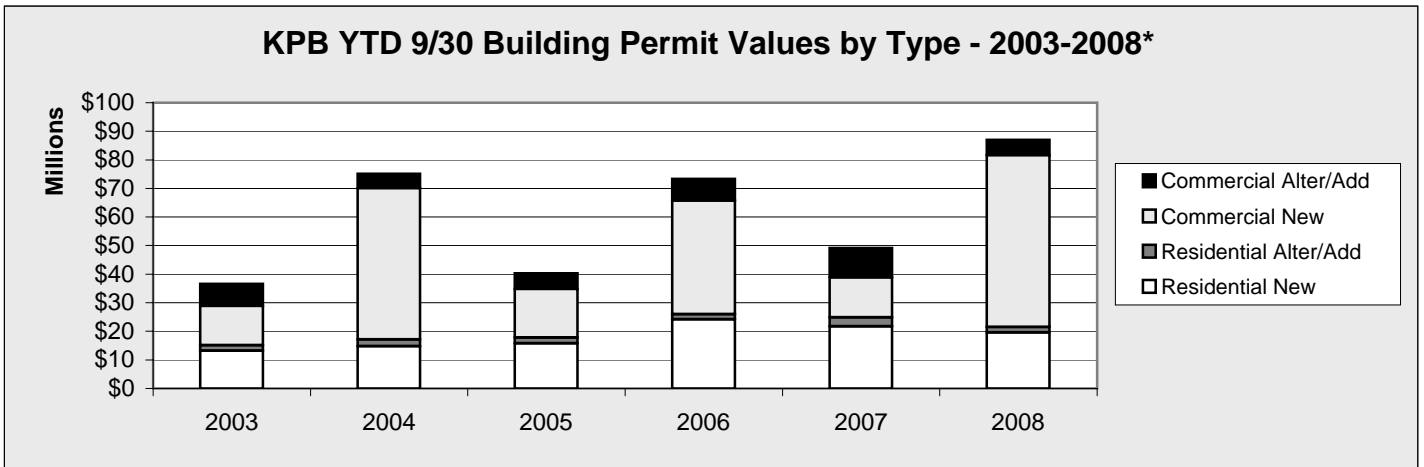


Chart 1.35

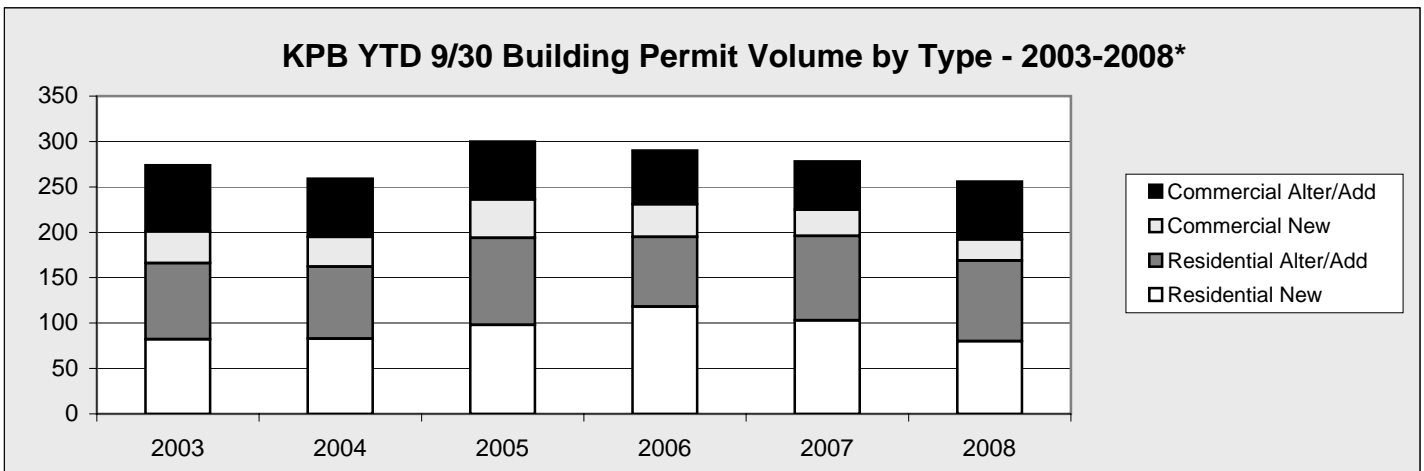


Chart 1.36

* - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB Annual Permit Values by Area - 2002 - 2007 - in \$							
	2002	2003	2004	2005	2006	2007	Annual Change
Homer	10,048,779	15,326,815	24,070,631	21,611,400	20,287,857	14,056,202	-30.7%
Kenai	16,799,400	10,441,800	4,786,550	8,237,900	11,076,154	22,398,000	102.2%
Seldovia	356,500	1,902,500	176,200	512,000	135,000	343,800	154.7%
Seward	7,910,703	7,982,765	17,711,150	2,863,143	25,537,249	21,095,925	-17.4%
Soldotna	11,163,894	7,952,297	37,296,926	11,509,360	23,194,400	13,762,923	-40.7%
Total	46,279,276	43,606,177	84,041,457	44,733,803	80,230,660	71,656,850	-10.7%
Annual Change		-5.8%	92.7%	-46.8%	79.4%	-10.7%	

Table 1.47

KPB Annual Permit Volume by Area - 2002 - 2007							
	2002	2003	2004	2005	2006	2007	Annual Change
Homer	67	86	108	103	83	87	4.8%
Kenai	121	114	79	90	113	112	-0.9%
Seldovia	8	12	4	10	8	18	125.0%
Seward	64	50	54	54	55	37	-32.7%
Soldotna	91	74	67	81	64	80	25.0%
Total	351	336	312	338	323	334	3.4%
Annual Change		-4.3%	-7.1%	8.3%	-4.4%	3.4%	

Table 1.48

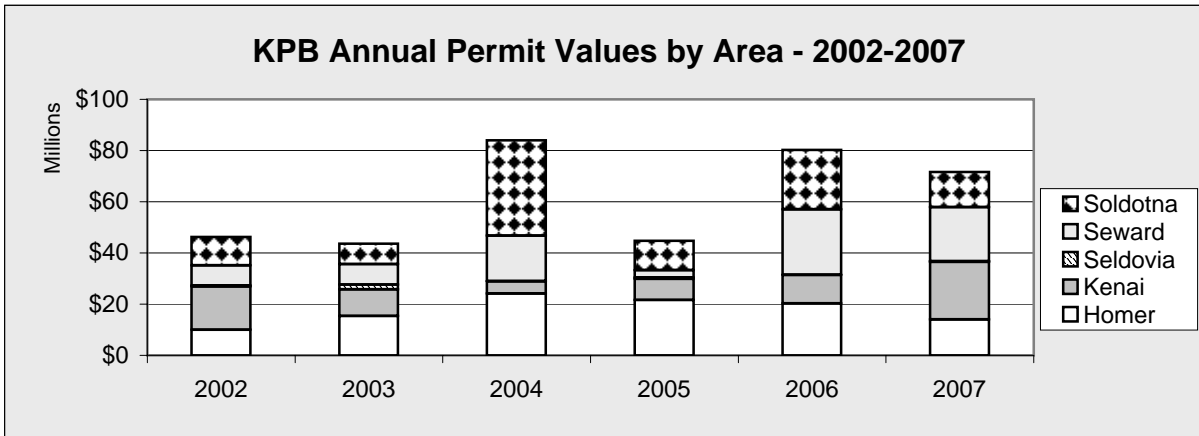


Chart 1.37

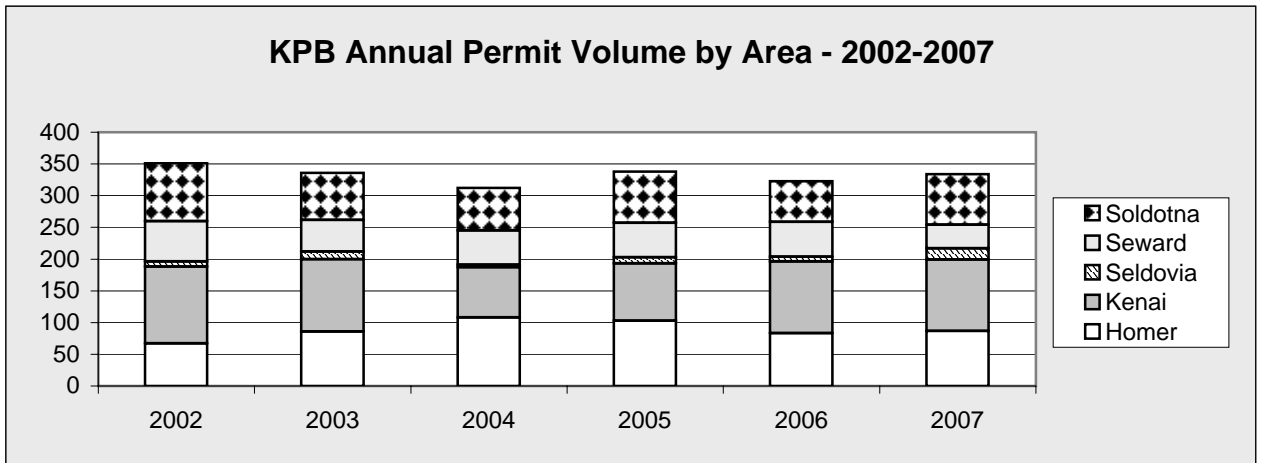


Chart 1.38

KPB Construction Permits

KPB Annual Permit Values by Type - 2002-2007 - in \$							
	2002	2003	2004	2005	2006	2007	Annual Change
Residential New	14,358,064	15,729,888	15,935,344	17,749,648	26,277,740	22,612,367	-13.9%
Residential Alter/Add	2,305,815	2,280,779	2,880,284	2,235,128	2,070,180	4,106,440	98.4%
Commercial New	21,793,729	15,820,201	56,079,343	19,217,548	44,002,152	33,951,168	-22.8%
Commercial Alter/Add	7,821,668	9,775,309	9,146,486	5,531,479	7,880,588	10,986,875	39.4%
Total	46,279,276	43,606,177	84,041,457	44,733,803	80,230,660	71,656,850	-10.7%
Annual Change		-5.8%	92.7%	-46.8%	79.4%	-10.7%	

Table 1.49

KPB Annual Permit Volume by Type - 2002-2007							
	2002	2003	2004	2005	2006	2007	Annual Change
Residential New	104	104	94	111	126	110	-12.7%
Residential Alter/Add	116	94	96	106	86	119	38.4%
Commercial New	43	42	42	46	43	37	-14.0%
Commercial Alter/Add	88	96	80	75	68	68	0.0%
Total	351	336	312	338	323	334	3.4%
Annual Change		-4.3%	-7.1%	8.3%	-4.4%	3.4%	

Table 1.50

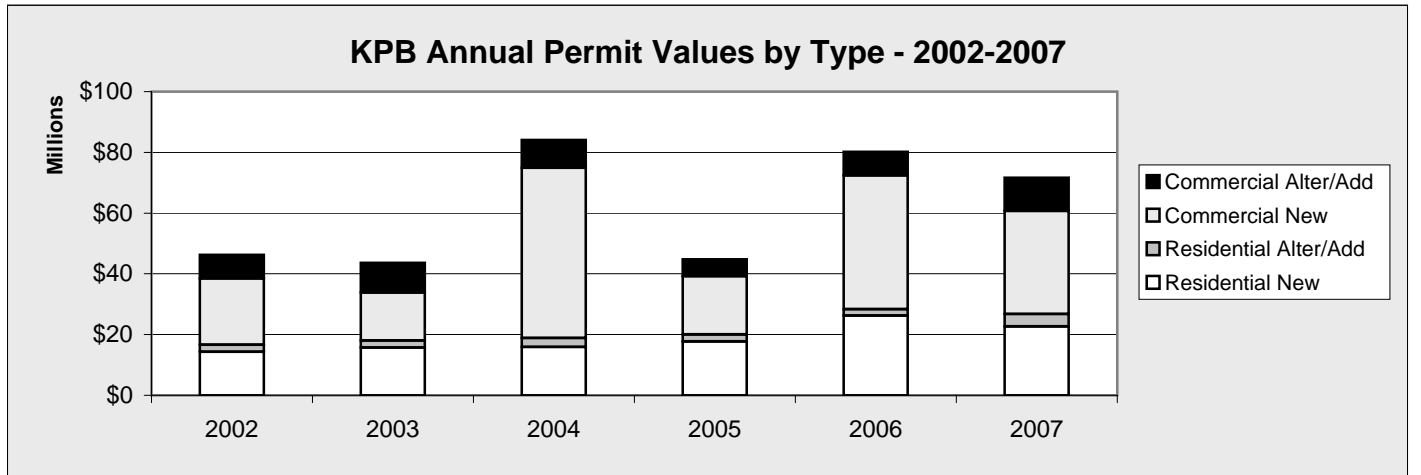


Chart 1.39

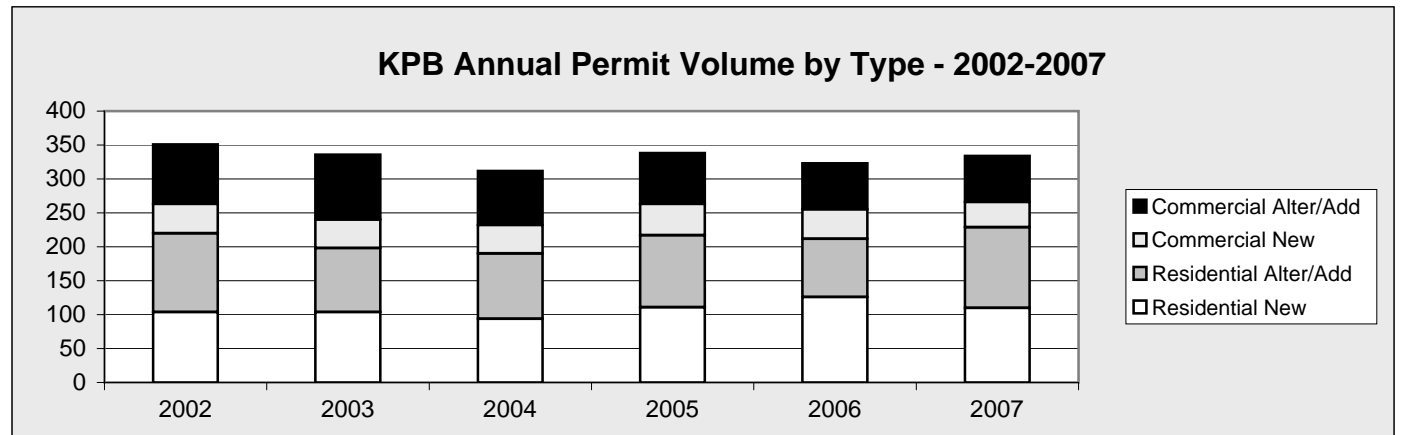


Chart 1.40

KPB Construction Permits

KPB Annual Permit Value by Area by Quarter - 2002-2008* - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
2002					
Homer	928,720	2,528,209	5,777,330	814,520	10,048,779
Kenai	3,888,200	4,569,400	6,814,000	1,527,800	16,799,400
Seldovia	10,000	8,000	318,500	20,000	356,500
Seward	481,440	3,888,887	1,307,576	2,232,800	7,910,703
Soldotna	1,205,590	7,003,458	2,697,346	257,500	11,163,894
TOTAL	6,513,950	17,997,954	16,914,752	4,852,620	46,279,276
2003					
Homer	1,334,340	7,929,500	3,020,075	3,042,900	15,326,815
Kenai	1,557,600	2,728,350	3,700,350	2,455,500	10,441,800
Seldovia	31,000	0	1,835,000	36,500	1,902,500
Seward	1,905,355	3,672,010	1,832,900	572,500	7,982,765
Soldotna	427,018	4,233,924	2,418,310	873,045	7,952,297
TOTAL	5,255,313	18,563,784	12,806,635	6,980,445	43,606,177
2004					
Homer	3,714,020	7,433,711	9,531,900	3,391,000	24,070,631
Kenai	312,000	1,897,400	1,991,750	585,400	4,786,550
Seldovia	20,000	156,200	0	0	176,200
Seward	7,741,600	7,443,900	2,266,300	259,350	17,711,150
Soldotna	5,064,323	3,748,573	23,780,115	4,703,915	37,296,926
TOTAL	16,851,943	20,679,784	37,570,065	8,939,665	84,041,457
2005					
Homer	3,105,900	11,246,000	4,282,500	2,977,000	21,611,400
Kenai	425,500	2,557,300	4,035,100	1,220,000	8,237,900
Seldovia	15,000	466,000	30,500	500	512,000
Seward	1,172,300	758,540	825,446	106,857	2,863,143
Soldotna	1,421,555	6,832,235	3,085,730	169,840	11,509,360
TOTAL	6,140,255	21,860,075	12,259,276	4,474,197	44,733,803
2006					
Homer	3,271,000	7,467,100	6,994,757	2,555,000	20,287,857
Kenai	763,500	4,157,100	4,367,654	1,787,900	11,076,154
Seldovia	30,000	87,000	0	18,000	135,000
Seward	622,217	2,184,672	20,786,060	1,944,300	25,537,249
Soldotna	2,116,441	7,231,328	13,213,749	632,882	23,194,400
TOTAL	6,803,158	21,127,200	45,362,220	6,938,082	80,230,660
2007					
Homer	55,001	7,292,001	5,087,200	1,622,000	14,056,202
Kenai	769,500	6,168,100	15,020,700	439,700	22,398,000
Seldovia	15,000	267,000	60,800	1,000	343,800
Seward	803,238	1,888,287	264,900	18,139,500	21,095,925
Soldotna	827,771	7,877,205	2,765,902	2,292,045	13,762,923
TOTAL	2,470,510	23,492,593	23,199,502	22,494,245	71,656,850
2008*					
					Year to Date
Homer	1,223,000	16,651,000	2,410,200		20,284,200
Kenai	1,063,300	18,980,900	24,976,300		45,020,500
Seldovia	No Reports Received				
Seward	409,415	1,844,464	216,500		2,470,379
Soldotna	2,306,253	5,212,121	11,710,661		19,229,035
TOTAL	5,001,968	42,688,485	39,313,661	0	87,004,114

Table 1.51

* - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB Annual Permit Values by Type by Quarter - 2002-2008* - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
2002					
Residential New	1,531,609	6,145,753	5,567,502	1,113,200	14,358,064
Residential Alter/Add	159,391	1,044,943	875,861	225,620	2,305,815
Commercial New	4,294,006	8,376,305	5,955,418	3,168,000	21,793,729
Commercial Alter/Add	528,944	2,430,953	4,515,971	345,800	7,821,668
TOTAL	6,513,950	17,997,954	16,914,752	4,852,620	46,279,276
2003					
Residential New	1,097,800	7,868,834	4,209,163	2,554,091	15,729,888
Residential Alter/Add	393,867	984,340	611,572	291,000	2,280,779
Commercial New	72,000	8,965,210	4,636,000	2,146,991	15,820,201
Commercial Alter/Add	3,691,646	745,400	3,349,900	1,988,363	9,775,309
TOTAL	5,255,313	18,563,784	12,806,635	6,980,445	43,606,177
2004					
Residential New	3,456,797	6,374,487	4,950,200	1,153,860	15,935,344
Residential Alter/Add	261,520	483,839	1,605,471	529,454	2,880,284
Commercial New	12,880,026	11,147,815	28,989,901	3,061,601	56,079,343
Commercial Alter/Add	253,600	2,673,643	2,024,493	4,194,750	9,146,486
TOTAL	16,851,943	20,679,784	37,570,065	8,939,665	84,041,457
2005					
Residential New	3,338,356	7,560,499	4,843,170	2,007,623	17,749,648
Residential Alter/Add	415,930	812,470	805,771	200,957	2,235,128
Commercial New	309,000	11,897,148	4,848,400	2,163,000	19,217,548
Commercial Alter/Add	2,076,969	1,589,958	1,761,935	102,617	5,531,479
TOTAL	6,140,255	21,860,075	12,259,276	4,474,197	44,733,803
2006					
Residential New	2,257,031	10,219,599	11,744,277	2,056,833	26,277,740
Residential Alter/Add	45,000	830,630	887,191	307,359	2,070,180
Commercial New	938,410	8,135,648	30,656,794	4,271,300	44,002,152
Commercial Alter/Add	3,562,717	1,941,323	2,073,958	302,590	7,880,588
TOTAL	6,803,158	21,127,200	45,362,220	6,938,082	80,230,660
2007					
Residential New	1,117,722	15,032,392	5,529,253	933,000	22,612,367
Residential Alter/Add	308,549	1,456,488	1,465,038	876,365	4,106,440
Commercial New	208,513	4,437,143	9,350,400	19,955,112	33,951,168
Commercial Alter/Add	835,726	2,566,570	6,854,811	729,768	10,986,875
TOTAL	2,470,510	23,492,593	23,199,502	22,494,245	71,656,850
2008*					
					Year to Date
Residential New	1,642,277	13,893,346	4,048,840		19,584,463
Residential Alter/Add	192,711	775,139	894,238		1,862,088
Commercial New	1,464,737	25,579,000	33,110,283		60,154,020
Commercial Alter/Add	1,702,243	2,441,000	1,260,300		5,403,543
TOTAL	5,001,968	42,688,485	39,313,661	0	87,004,114

Table 1.52

* - 2008 data does not include Seldovia. No reports have been received.

KPB Construction Permits

KPB Annual Permit Volume by Area by Quarter - 2002-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
2002					
Homer	10	17	27	13	67
Kenai	5	37	59	20	121
Seldovia	1	2	4	1	8
Seward	10	29	14	11	64
Soldotna	11	51	25	4	91
TOTAL	37	136	129	49	351
2003					
Homer	18	34	21	13	86
Kenai	8	40	45	21	114
Seldovia	3	0	5	4	12
Seward	11	13	15	11	50
Soldotna	6	36	19	13	74
TOTAL	46	123	105	62	336
2004					
Homer	16	26	42	24	108
Kenai	4	30	31	14	79
Seldovia	1	3	0	0	4
Seward	7	21	19	7	54
Soldotna	9	26	24	8	67
TOTAL	37	106	116	53	312
2005					
Homer	18	47	27	11	103
Kenai	10	33	33	14	90
Seldovia	1	6	2	1	10
Seward	12	19	16	7	54
Soldotna	16	40	20	5	81
TOTAL	57	145	98	38	338
2006					
Homer	14	39	25	5	83
Kenai	14	42	43	14	113
Seldovia	1	6	0	1	8
Seward	7	23	19	6	55
Soldotna	5	25	27	7	64
TOTAL	41	135	114	33	323
2007					
Homer	3	40	28	16	87
Kenai	11	43	44	14	112
Seldovia	1	9	7	1	18
Seward	7	11	10	9	37
Soldotna	9	33	22	16	80
TOTAL	31	136	111	56	334
2008					
				Year to Date	
Homer	7	30	13		50
Kenai	12	45	42		99
Seldovia	No Reports Received				
Seward	5	12	4		21
Soldotna	21	37	28		86
TOTAL	45	124	87	0	256

Table 1.53

KPB Construction Permits

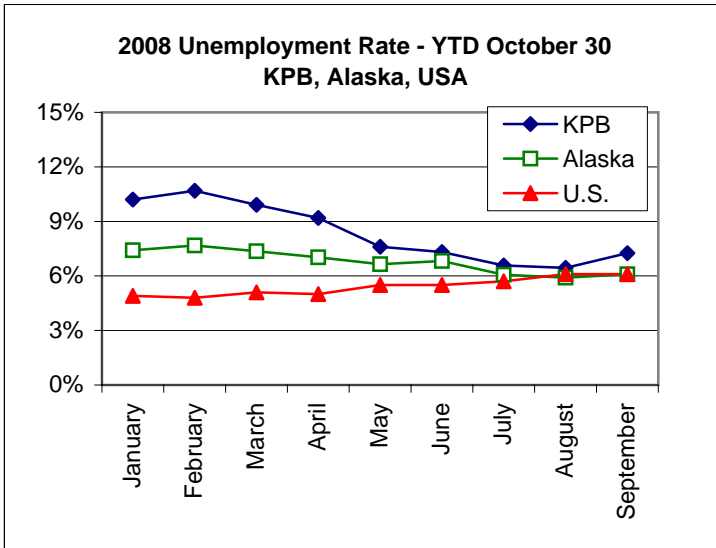
KPB Annual Permit Volume by Type by Quarter - 2002-2008*					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
2002					
Residential New	12	45	38	9	104
Residential Alter/Add	8	42	49	17	116
Commercial New	5	17	14	7	43
Commercial Alter/Add	12	32	28	16	88
TOTAL	37	136	129	49	351
2003					
Residential New	7	47	28	22	104
Residential Alter/Add	17	33	34	10	94
Commercial New	1	17	17	7	42
Commercial Alter/Add	21	26	26	23	96
TOTAL	46	123	105	62	336
2004					
Residential New	17	34	32	11	94
Residential Alter/Add	5	30	44	17	96
Commercial New	7	11	15	9	42
Commercial Alter/Add	8	31	25	16	80
TOTAL	37	106	116	53	312
2005					
Residential New	18	49	31	13	111
Residential Alter/Add	14	46	36	10	106
Commercial New	6	27	9	4	46
Commercial Alter/Add	19	23	22	11	75
TOTAL	57	145	98	38	338
2006					
Residential New	13	57	48	8	126
Residential Alter/Add	5	40	32	9	86
Commercial New	5	22	9	7	43
Commercial Alter/Add	18	16	25	9	68
TOTAL	41	135	114	33	323
2007					
Residential New	8	59	36	7	110
Residential Alter/Add	8	34	51	26	119
Commercial New	2	17	10	8	37
Commercial Alter/Add	13	26	14	15	68
TOTAL	31	136	111	56	334
2008					
					Year to Date
Residential New	8	55	17		80
Residential Alter/Add	9	36	44		89
Commercial New	5	8	10		23
Commercial Alter/Add	23	25	16		64
TOTAL	45	124	87	0	256

Table 1.54

* - 2008 data does not include Seldovia. No reports have been received.

KPB Unemployment Statistics

Unemployment data are acquired from the Alaska Department of Labor and Workforce Development (AK DOLWD) and are developed through a survey. Data are entered into a standardized model that is used throughout the U.S. with calculations providing four data sets. The estimated total labor force includes all residents willing and able to work, whether or not they are employed. Employment includes all persons who are gainfully employed by establishments that meet requirements for reporting of wages. Unemployment is calculated by subtracting the number of gainfully employed persons from the estimated total labor force. Lastly, the unemployment rate is calculated by dividing the number of unemployed persons by the estimated total labor force.



The chart to the left illustrates the normal relationship between unemployment rates of the U.S., Alaska, and the KPB. Typically, each area reaches its annual high unemployment during the first quarter. Also, generally, the U.S. rate is the lowest, followed by Alaska, with the KPB having the highest rate in this survey driven data set.

Chart 1.41

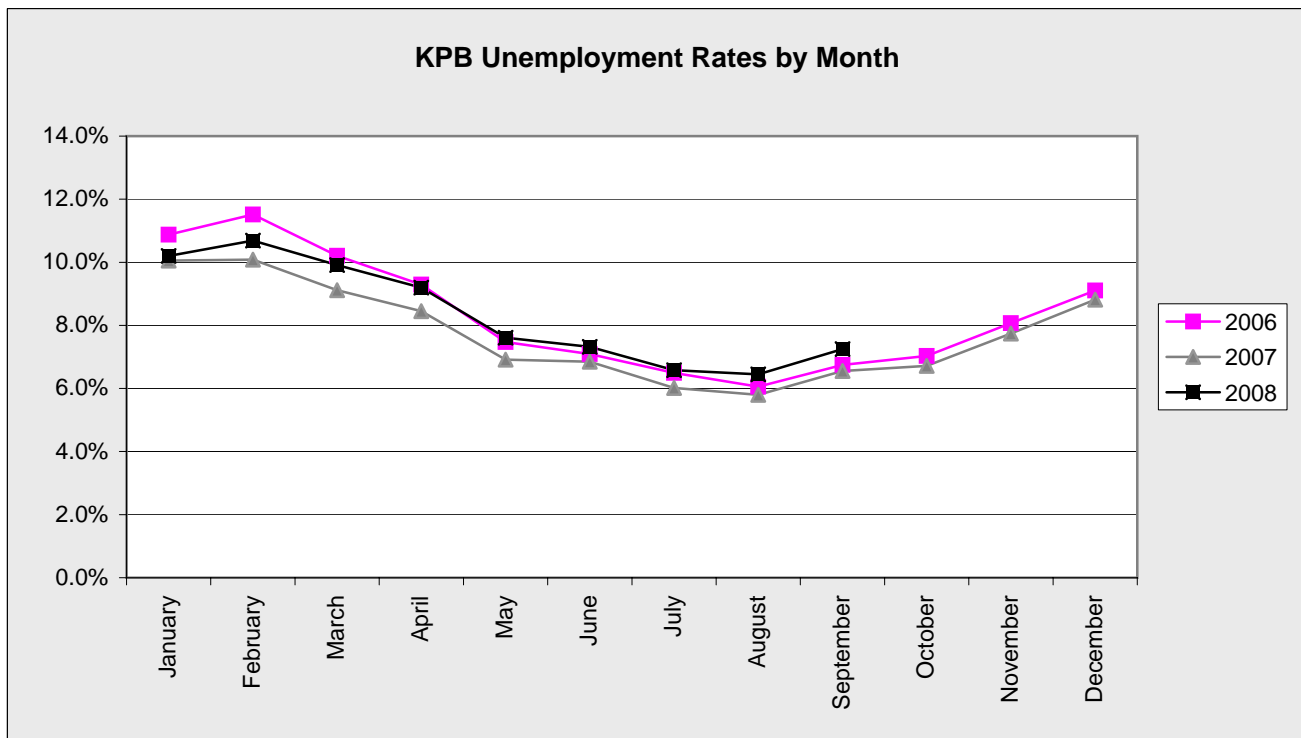


Chart 1.42

KPB Unemployment Statistics

KPB Labor Force by Month - 2000-2008

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	23,011	23,329	23,290	23,365	24,542	26,598	26,448	26,243	25,160	24,101	24,071	24,174	24,528
2001	23,056	23,003	23,055	23,139	24,195	26,114	26,836	25,619	24,496	23,717	23,656	23,801	24,224
2002	23,659	23,374	23,569	24,173	24,925	25,919	26,796	26,125	24,942	24,317	24,294	24,409	24,709
2003	24,298	24,108	24,243	24,379	25,394	26,781	27,170	26,352	24,571	24,028	23,988	23,875	24,932
2004	23,874	24,000	24,130	24,130	25,302	27,119	27,599	26,342	24,958	24,334	24,116	23,981	24,990
2005	23,977	23,941	24,094	24,081	25,254	26,855	27,547	26,324	24,873	24,309	23,952	23,897	24,925
2006	24,261	24,422	24,254	24,457	25,770	27,205	27,625	27,383	25,518	24,741	24,605	24,773	25,418
2007	24,572	24,659	24,675	24,672	25,907	27,657	28,169	27,646	25,996	24,970	24,923	25,026	25,739
2008	24,640	24,888	25,357	25,374	26,786	28,189	28,344	28,080	26,441			YTD	26,455

Table 1.55

KPB Unemployment by Month - 2000-2008

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	2,530	2,575	2,445	2,138	1,943	1,843	1,546	1,556	1,496	1,671	1,871	2,019	1,969
2001	2,327	2,379	2,276	2,045	1,767	1,813	1,543	1,560	1,560	1,754	1,965	2,181	1,931
2002	2,503	2,518	2,542	2,335	2,117	2,207	1,981	2,007	2,092	2,247	2,466	2,690	2,309
2003	2,935	3,048	2,795	2,564	2,345	2,542	2,169	2,122	2,126	2,301	2,508	2,636	2,508
2004	2,956	2,969	2,897	2,508	2,272	2,419	2,033	1,956	1,971	2,129	2,309	2,429	2,404
2005	2,625	2,774	2,493	2,231	1,942	2,015	1,773	1,737	1,809	1,921	2,092	2,249	2,138
2006	2,638	2,812	2,475	2,273	1,926	1,929	1,794	1,658	1,721	1,740	1,986	2,256	2,101
2007	2,470	2,487	2,249	2,085	1,791	1,894	1,694	1,603	1,704	1,677	1,929	2,206	1,982
2008	2,514	2,660	2,513	2,333	2,038	2,063	1,865	1,810	1,917			YTD	2,190

Table 1.56

KPB Unemployment Rate by Month - 2000-2008

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	11.0%	11.0%	10.5%	9.2%	7.9%	6.9%	5.8%	5.9%	5.9%	6.9%	7.8%	8.4%	8.1%
2001	10.1%	10.3%	9.9%	8.8%	7.3%	6.9%	5.7%	6.1%	6.4%	7.4%	8.3%	9.2%	8.0%
2002	10.6%	10.8%	10.8%	9.7%	8.5%	8.5%	7.4%	7.7%	8.4%	9.2%	10.2%	11.0%	9.4%
2003	12.1%	12.6%	11.5%	10.5%	9.2%	9.5%	8.0%	8.1%	8.7%	9.6%	10.5%	11.0%	10.1%
2004	12.4%	12.4%	12.0%	10.4%	9.0%	8.9%	7.4%	7.4%	7.9%	8.7%	9.6%	10.1%	9.7%
2005	10.9%	11.6%	10.3%	9.3%	7.7%	7.5%	6.4%	6.6%	7.3%	7.9%	8.7%	9.4%	8.6%
2006	10.9%	11.5%	10.2%	9.3%	7.5%	7.1%	6.5%	6.1%	6.7%	7.0%	8.1%	9.1%	8.3%
2007	10.1%	10.1%	9.1%	8.5%	6.9%	6.8%	6.0%	5.8%	6.6%	6.7%	7.7%	8.8%	7.8%
2008	10.2%	10.7%	9.9%	9.2%	7.6%	7.3%	6.6%	6.4%	7.3%			YTD	8.4%

Table 1.57

KPB Employment by Month - 2000-2008

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	20,481	20,754	20,845	21,227	22,599	24,755	24,902	24,687	23,664	22,430	22,200	22,155	22,558
2001	20,729	20,624	20,779	21,094	22,428	24,301	25,293	24,059	22,936	21,963	21,691	21,620	22,293
2002	21,156	20,856	21,027	21,838	22,808	23,712	24,815	24,118	22,850	22,070	21,828	21,719	22,400
2003	21,363	21,060	21,448	21,815	23,049	24,239	25,001	24,230	22,445	21,727	21,480	21,239	22,425
2004	20,918	21,031	21,233	21,622	23,030	24,700	25,566	24,386	22,987	22,205	21,807	21,552	22,586
2005	21,352	21,167	21,601	21,850	23,312	24,840	25,774	24,587	23,064	22,388	21,860	21,648	22,787
2006	21,623	21,610	21,779	22,184	23,844	25,276	25,831	25,725	23,797	23,001	22,619	22,517	23,317
2007	22,102	22,172	22,426	22,587	24,116	25,763	26,475	26,043	24,292	23,293	22,994	22,820	23,757
2008	22,126	22,228	22,844	23,041	24,748	26,126	26,479	26,270	24,524			YTD	24,265

Table 1.58

KPB Demographics

Census Overview

KPB population trends are determined through the decennial census conducted by the United States Census Bureau. A portion of Census 2000 data is presented in this section. Additional data is available through the U.S. Census Bureau or from the KPB economic analyst. The U.S. Census Bureau website (<http://www.census.gov/>) has two excellent data options, QuickFacts, and AmericanFactFinder.

Census data is collected for two types of area within the KPB: incorporated cities and Census Designated Places (CDP's). Incorporated cities within the KPB include Homer, Kachemak City, Kenai, Seldovia, Seward and Soldotna. To be classified as a CDP, there are no specific boundaries but rather geographic features such as rivers, roads, or ridges. Certain characteristics must be present, including:

- * A sense of community;
- * A population of 25 or more; and
- * It must have been recognized as possibly fitting criteria four years prior to the census when planning began.

The Census Bureau considers an incorporated city with a population greater than 2,500 to be urban, of which there are four in the KPB - Homer, Kenai, Seward and Soldotna. As of Census 2000, Kenai is ranked 6th largest in Alaska, Homer ranks 14th, and Soldotna is the 15th largest Alaskan city.

The KPB, with an estimated population of 52,370 during 2007, has the fourth largest population of 27 Alaska boroughs or regions behind Anchorage Municipality (283,823), Fairbanks North Star Borough (90,963), and the Matanuska-Susitna Borough (80,056). Juneau follows with 30,305. The Yakutat Borough has the least population, 621 persons.

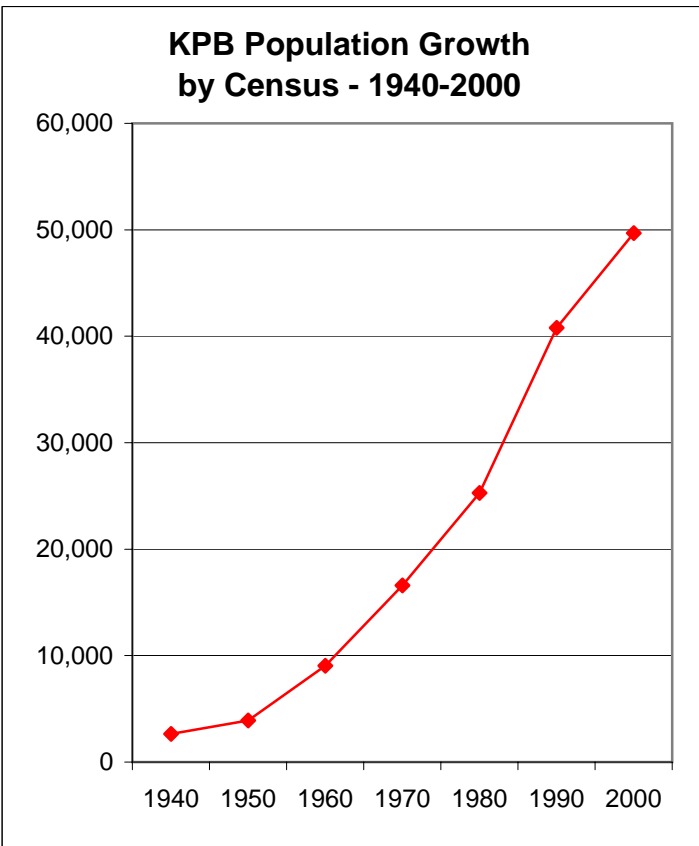


Chart 1.43

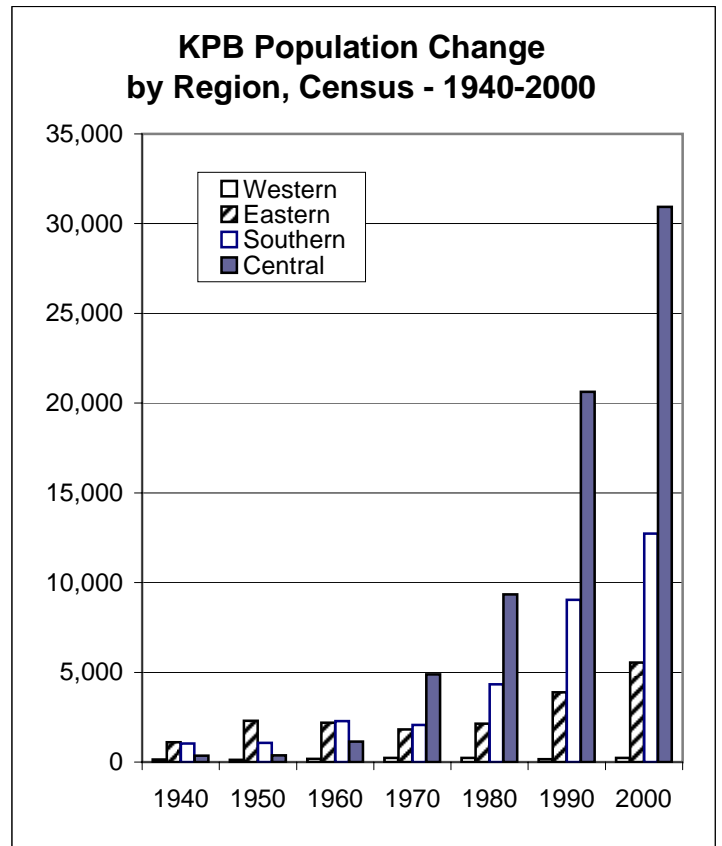


Chart 1.44

KPB Demographics

KPB Census by Community/Census Designated Place - 1940-2000									
KPB Community	Region	1940	1950	1960	1970	1980	1990	2000	
Anchor Point	S	20	65	171	102	226	866	1,845	
Bear Creek	E	0	0	0	0	0	580	1,748	
Beluga	W	New CDP - Census 2000							32
Clam Gulch	C	0	0	0	47	50	79	173	
Cohoe	C	0	0	122	0	0	508	1,168	
Cooper Landing	E	0	60	88	31	116	243	369	
Crown Point	E	0	0	0	0	0	62	75	
Diamond Ridge	S	New CDP - Census 2000							1,802
Fox River	S	0	0	0	0	0	382	616	
Fritz Creek	S	0	0	0	27	302	1,426	1,603	
Funny River	C	New CDP - Census 2000							636
Halibut Cove	S	0	0	25	44	47	78	35	
Happy Valley	S	0	0	0	0	0	309	489	
Homer	S	325	307	1,247	1,083	2,209	3,660	3,946	
Hope	E	71	63	44	51	103	161	137	
Jakolof Bay	S	Deleted - Census 2000					36	28	Deleted
Kachemak	S	0	0	0	76	403	365	431	
Kalifornsky	C	0	0	0	0	92	285	5,846	
Kasilof	C	62	62	89	71	201	383	471	
Kenai	C	303	321	778	3,533	4,324	6,327	6,942	
Lowell Point	E	New CDP - Census 2000							92
Miller Landing	S	New CDP - Census 2000							74
Moose Pass	E	84	70	136	53	76	81	206	
Nanwalek	S	48	75	78	58	124	158	177	
Nikiski	C	0	0	0	0	1,109	2,743	4,327	
Nikolaevsk	S	0	0	0	0	0	371	345	
Ninilchik	S	132	97	169	134	341	456	772	
Port Graham	S	93	92	139	107	161	166	171	
Primrose	E	0	0	0	0	0	63	93	
Ridgeway	C	0	0	0	0	0	2,018	1,932	
Salamatof	C	0	0	0	0	334	999	954	
Seldovia Village	S						143	144	
Seldovia City	S	410	437	460	437	479	316	286	
Seward	E	949	2,114	1,891	1,587	1,843	2,699	2,830	
Soldotna	C	0	0	32	1,202	2,320	3,482	3,759	
Sterling	C	0	0	115	30	919	3,802	4,705	
Sunrise	E	New CDP - Census 2000							18
Tyonek	W	136	132	187	232	239	154	193	
Remainder of census area	E		946	3,282	7,681	16,116	7,409	249	
Kenai Peninsula Borough		2,633	4,831	9,053	16,586	25,282	40,486	49,691	

Table 1.59

KPB Demographics

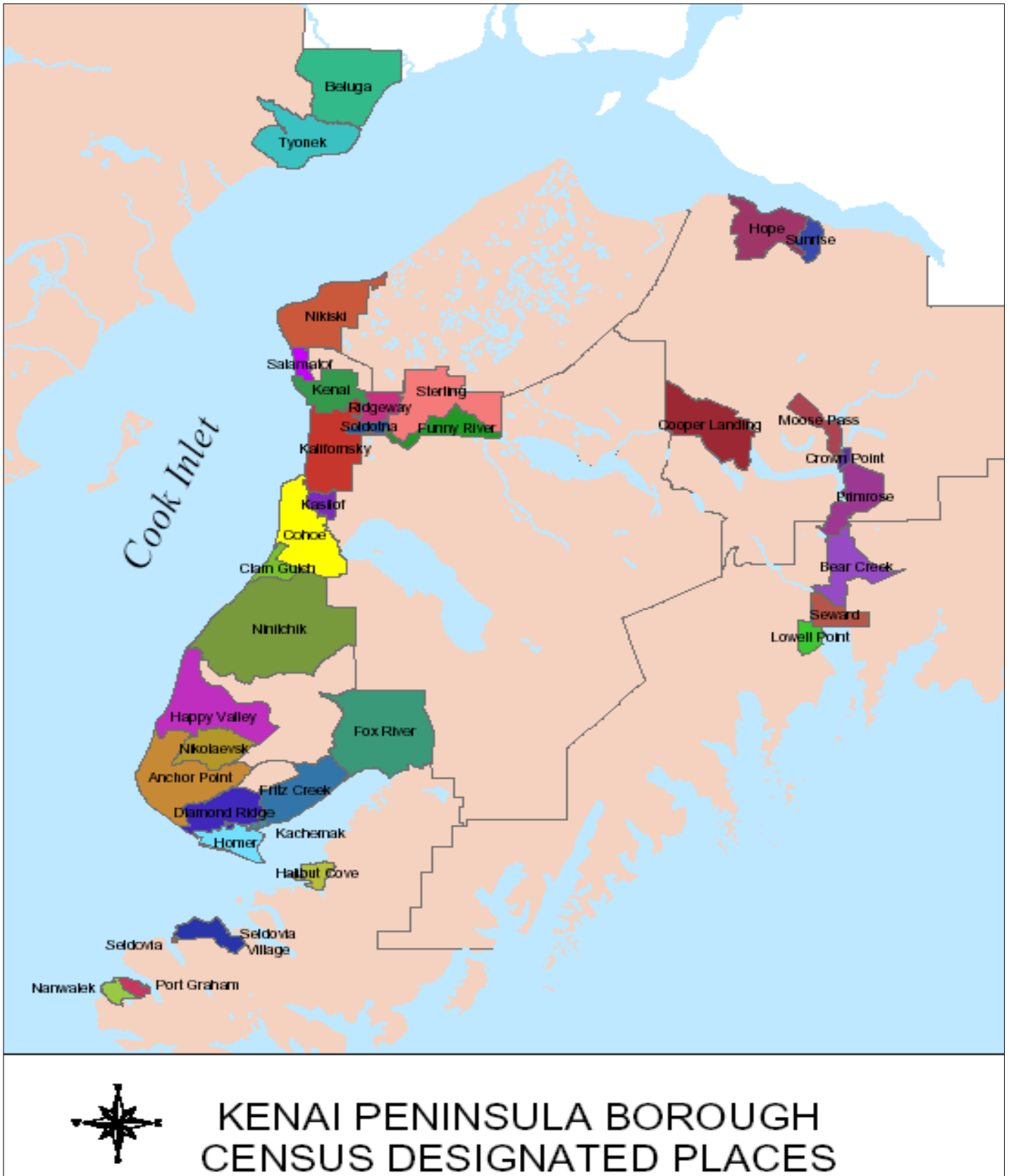


Chart 1.45

KPB Demographics

KPB Census Designated Place Population Estimates - 2000 - 2007									
KPB Community	2000 Census	June 1 Estimate (Subject to Annual Revision)							Annual Change
		2001	2002	2003	2004	2005	2006	2007	
Anchor Point	1,845	1,809	1,780	1,809	1,829	1,753	1,803	1,814	0.6%
Bear Creek	1,748	1,836	1,833	1,829	1,904	1,898	1,922	1,945	1.2%
Beluga	32	24	25	27	26	21	21	19	-9.5%
Clam Gulch	173	168	173	176	163	171	165	175	6.1%
Cohoe	1,168	1,175	1,211	1,208	1,321	1,282	1,260	1,263	0.2%
Cooper Landing	369	389	370	351	345	343	357	353	-1.1%
Crown Point	75	89	88	82	90	82	81	74	-8.6%
Diamond Ridge*	1,802	1,835	412	314	769	743	690	733	6.2%
Fox River	616	594	576	582	613	627	639	643	0.6%
Fritz Creek	1,603	1,663	1,733	1,742	1,731	1,761	1,723	1,757	2.0%
Funny River	636	624	687	707	736	746	729	747	2.5%
Halibut Cove	35	29	28	27	26	23	24	20	-16.7%
Happy Valley	489	505	521	505	528	483	472	495	4.9%
Homer*	3,946	4,070	5,535	5,877	5,350	5,393	5,454	5,502	0.9%
Hope	137	145	152	161	165	141	143	147	2.8%
Kachemak	431	426	433	478	470	460	458	467	2.0%
Kalifornsky	5,846	6,017	6,159	6,248	6,638	6,825	6,914	7,129	3.1%
Kasilof	471	452	501	559	473	509	547	596	9.0%
Kenai	6,942	6,889	7,076	7,129	6,839	6,768	6,864	6,971	1.6%
Lowell Point	92	96	108	89	76	96	76	85	11.8%
Miller Landing*	74	70	Annexed into Homer - 2002						NA
Moose Pass	206	206	217	219	220	217	204	201	-1.5%
Nanwalek	177	184	219	214	204	219	228	217	-4.8%
Nikiski	4,327	4,363	6,362	4,351	4,289	4,190	4,179	4,345	4.0%
Nikolaevsk	345	345	334	315	309	305	297	297	0.0%
Ninilchik	772	760	762	774	786	786	784	778	-0.8%
Port Graham	171	178	174	165	153	128	136	134	-1.5%
Primrose	93	99	92	87	91	84	79	78	-1.3%
Ridgeway	1,932	1,962	1,968	2,020	2,058	2,060	1,961	1,987	1.3%
Salamatof	954	912	915	923	920	911	906	878	-3.1%
Seldovia**	430	435	449	430	423	390	379	429	13.2%
Seldovia City**	286	287	288	279	264	240	220	268	21.8%
Seldovia Village**	144	148	161	151	159	150	159	161	1.3%
Seward	2,830	2,759	2,755	2,744	2,542	2,595	2,627	2,661	1.3%
Soldotna	3,759	3,793	3,851	4,001	3,776	3,794	3,807	3,982	4.6%
Sterling	4,705	4,756	4,780	4,878	4,919	4,980	5,036	5,123	1.7%
Sunrise	18	16	14	15	19	24	22	20	-9.1%
Tyonek	193	161	181	192	185	199	199	181	-9.0%
Remainder Kenai/Cook Inlet census sub area		229	187	195	189	168	153	118	-22.9%
Remainder Seward census sub area		23	13	23	18	15	11	6	-45.5%
Remainder of KPB	249								NA
Kenai Peninsula Borough	49,691	50,086	52,674	51,446	51,193	51,190	51,350	52,370	2.0%

Table 1.60

* - Homer annexation, effective March 20, 2002, included all of Miller Landing CDP and part of Diamond Ridge CDP.

** - Seldovia City plus Seldovia Village is not equal to the Seldovia CDP.

Note - All Estimates since 2000 have been revised by the AK DOL&WD.

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Homer Sales

Homer Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	128,042	141,481	122,967	137,400	776,896	55,339	-92.9%	-721,557
SALES	27,150,998	29,651,414	29,939,981	32,132,916	34,037,204	34,852,863	2.4%	815,659
CONST	11,416,047	9,415,818	12,519,027	22,824,100	16,142,373	9,939,952	-38.4%	-6,202,421
PROP	3,583,009	4,121,527	4,084,925	4,430,532	5,425,129	5,975,236	10.1%	550,107
TOUR	14,686,682	17,079,997	18,305,462	19,852,415	19,771,716	18,734,056	-5.2%	-1,037,660
SERV	7,613,780	8,330,983	9,177,327	9,249,884	13,659,904	12,518,009	-8.4%	-1,141,895
PROF	2,947,791	2,483,316	2,156,550	2,010,147	2,414,679	2,072,965	-14.2%	-341,714
UTIL	6,844,344	8,072,189	8,728,814	10,735,993	1,854,484	11,556,874	523.2%	9,702,390
MANU	1,881,992	1,858,448	1,849,546	1,806,035	2,339,827	2,074,919	-11.3%	-264,908
TRAN	1,784,538	2,362,357	2,039,086	2,545,922	3,838,163	7,079,384	84.4%	3,241,221
WHLS	7,710,961	8,907,595	10,499,120	11,198,192	11,847,065	13,942,198	17.7%	2,095,133
GOV	1,478,661	1,487,688	1,554,984	1,539,571	1,619,941	1,751,954	8.1%	132,013
TOTAL	87,226,845	93,912,813	100,977,789	118,463,107	113,727,381	120,553,749	6.0%	6,826,368

Table 2.1

For complete listing of Lines of Business, see page 13

Homer Third Quarter GROSS Sales History	
2003	87,226,845
2004	93,912,813
2005	100,977,789
2006	118,463,107
2007	113,727,381
2008	120,553,749

Table 2.2

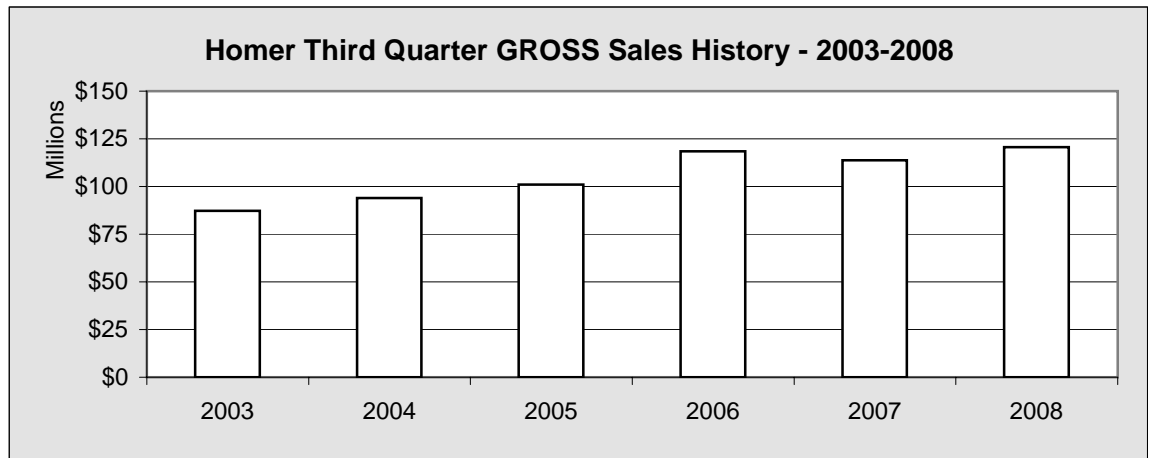


Chart 2.1

Homer Five Year Change Third Quarter GROSS Sales		
LOB	2003	2008
PROD	128,042	55,339
SALES	27,150,998	34,852,863
CONST	11,416,047	9,939,952
PROP	3,583,009	5,975,236
TOUR	14,686,682	18,734,056
SERV	7,613,780	12,518,009
PROF	2,947,791	2,072,965
UTIL	6,844,344	11,556,874
MANU	1,881,992	2,074,919
TRAN	1,784,538	7,079,384
WHLS	7,710,961	13,942,198
GOV	1,478,661	1,751,954
TOTAL	87,226,845	120,553,749

Table 2.3

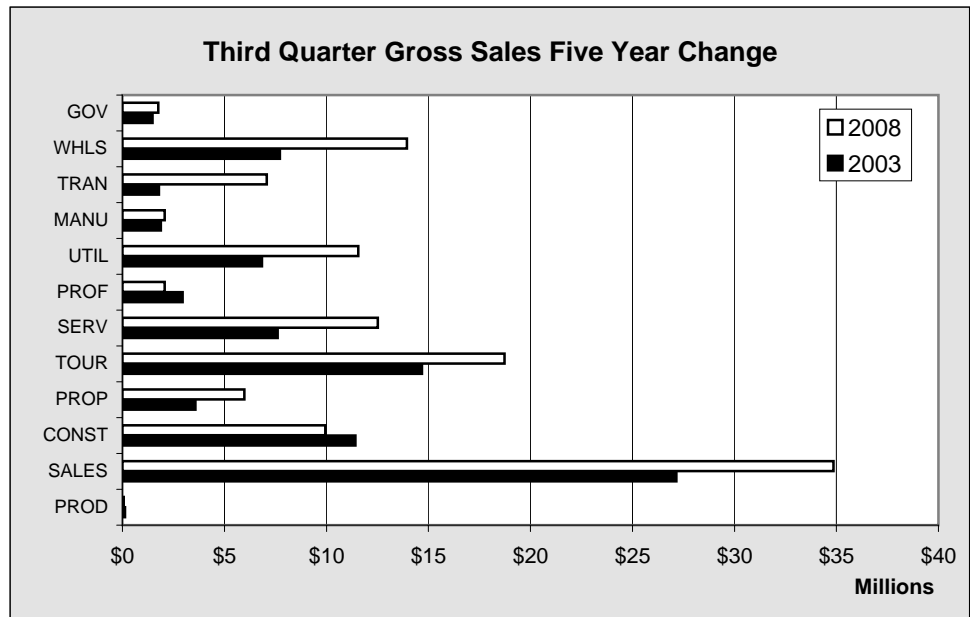


Chart 2.2

Homer Sales

Homer Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	35,040	36,147	40,912	44,215	50,275	35,874	-28.6%	-14,401
SALES	19,202,137	20,330,440	20,594,034	22,228,321	24,027,802	25,001,081	4.1%	973,279
CONST	349,585	300,321	323,265	297,561	359,963	357,399	-0.7%	-2,564
PROP	1,761,552	2,119,299	2,064,811	2,177,020	2,734,997	2,992,153	9.4%	257,156
TOUR	12,098,852	13,707,884	14,435,191	15,594,329	16,615,854	16,120,712	-3.0%	-495,142
SERV	4,176,023	4,401,269	4,343,161	4,527,458	6,009,885	5,496,873	-8.5%	-513,012
PROF	586,161	581,627	622,584	639,828	669,080	647,820	-3.2%	-21,260
UTIL	770,545	844,799	902,692	926,806	1,024,372	1,092,249	6.6%	67,877
MANU	451,828	466,480	380,818	424,052	592,505	573,268	-3.2%	-19,237
TRAN	462,673	223,382	207,835	234,471	193,841	248,805	28.4%	54,964
WHLS	3,754,029	4,490,545	5,171,573	5,234,827	5,497,301	4,866,711	-11.5%	-630,590
GOV	1,478,661	1,487,688	1,554,984	1,507,741	1,590,184	1,734,275	9.1%	144,091
TOTAL	45,127,086	48,989,881	50,641,860	53,836,629	59,366,059	59,167,220	-0.3%	-198,839

Table 2.4 For complete listing of Lines of Business, see page 13

Homer Third Quarter TAXABLE Sales History	
2003	45,127,086
2004	48,989,881
2005	50,641,860
2006	53,836,629
2007	59,366,059
2008	59,167,220

Table 2.5

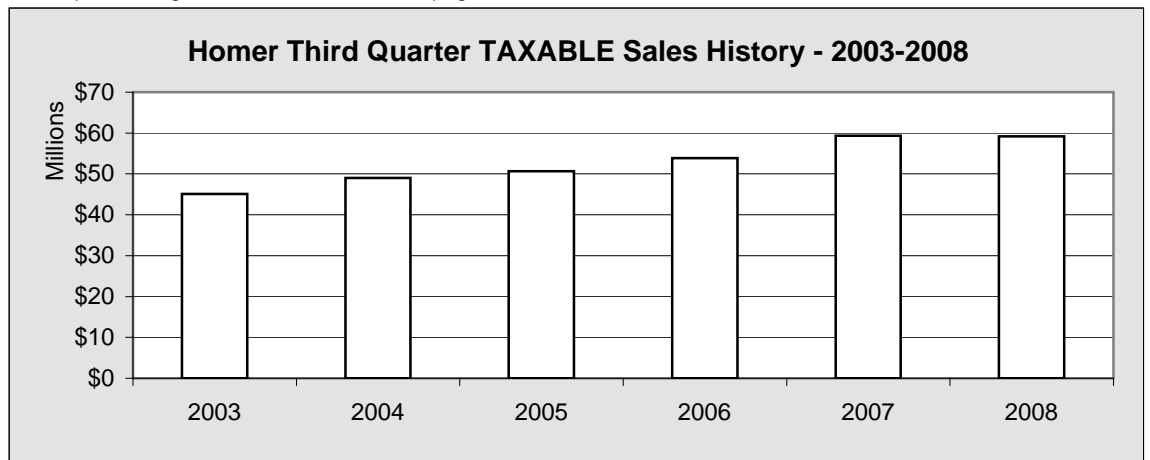


Chart 2.3

Homer Five Year Change Third Quarter TAXABLE Sales		
LOB	2003	2008
PROD	35,040	35,874
SALES	19,202,137	25,001,081
CONST	349,585	357,399
PROP	1,761,552	2,992,153
TOUR	12,098,852	16,120,712
SERV	4,176,023	5,496,873
PROF	586,161	647,820
UTIL	770,545	1,092,249
MANU	451,828	573,268
TRAN	462,673	248,805
WHLS	3,754,029	4,866,711
GOV	1,478,661	1,734,275
TOTAL	45,127,086	59,167,220

Table 2.6

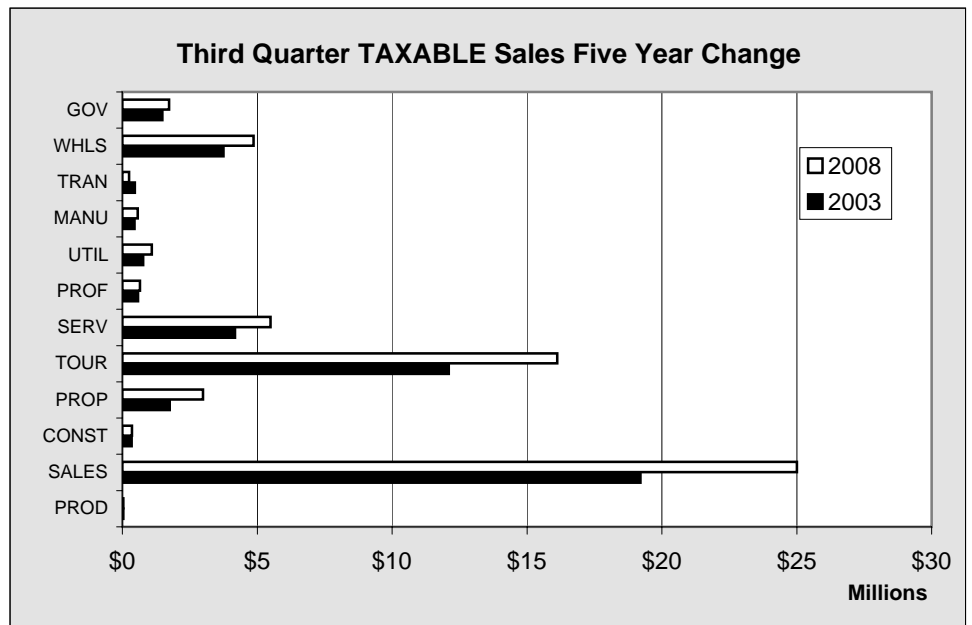


Chart 2.4

Homer Sales

Homer YTD Sept 30 GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	356,086	297,959	317,942	293,349	917,060	142,950	-84.4%	-774,110
SALES	66,774,319	71,747,025	74,569,796	77,730,632	80,921,651	84,903,535	4.9%	3,981,884
CONST	32,249,007	19,055,255	28,844,628	34,523,528	33,177,400	24,620,541	-25.8%	-8,556,859
PROP	8,931,677	9,950,313	9,860,700	10,479,528	12,728,162	14,548,952	14.3%	1,820,790
TOUR	27,022,850	31,144,578	33,216,637	35,889,582	35,705,491	33,987,218	-4.8%	-1,718,273
SERV	19,913,194	21,291,321	23,322,146	27,519,911	33,523,786	34,155,735	1.9%	631,949
PROF	7,453,002	7,143,780	6,084,610	6,010,015	7,374,535	5,903,361	-19.9%	-1,471,174
UTIL	20,445,979	23,576,229	25,630,606	31,270,195	24,458,300	31,624,519	29.3%	7,166,219
MANU	4,597,340	4,583,761	4,490,929	4,673,671	5,668,856	5,655,347	-0.2%	-13,509
TRAN	3,464,085	3,872,658	3,635,160	4,301,751	5,583,821	14,765,023	164.4%	9,181,202
WHLS	19,616,761	22,084,482	25,614,151	28,066,696	29,160,482	35,572,756	22.0%	6,412,274
GOV	2,918,765	3,071,976	3,171,401	3,175,292	3,223,067	3,435,890	6.6%	212,823
TOTAL	213,743,065	217,819,337	238,758,706	263,934,150	272,442,611	289,315,827	6.2%	16,873,216

Table 2.7

For complete listing of Lines of Business, see page 13

Homer YTD Sept. 30 GROSS Sales History	
2003	213,743,065
2004	217,819,337
2005	238,758,706
2006	263,934,150
2007	272,442,611
2008	289,315,827

Table 2.8

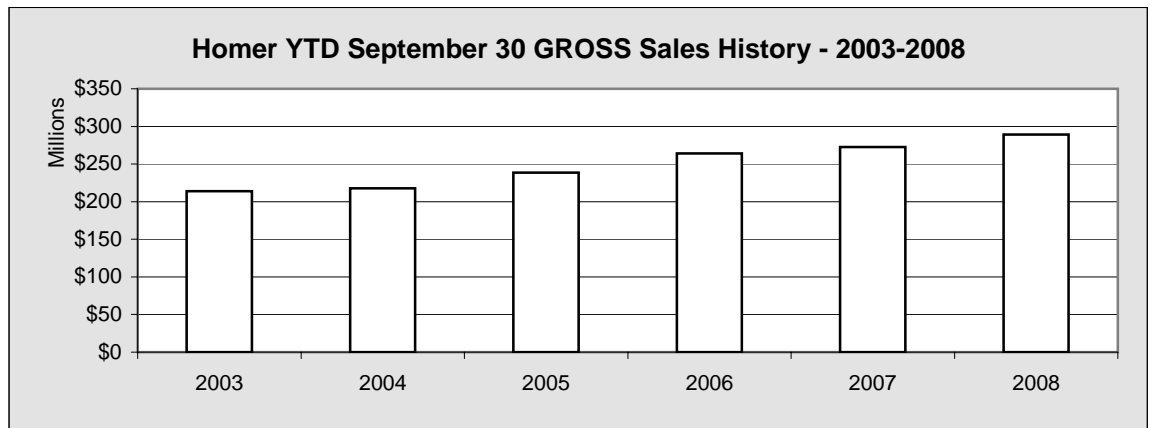


Chart 2.5

Homer Five Year Change YTD Sept. 30 GROSS Sales		
	2003	2008
PROD	356,086	142,950
SALES	66,774,319	84,903,535
CONST	32,249,007	24,620,541
PROP	8,931,677	14,548,952
TOUR	27,022,850	33,987,218
SERV	19,913,194	34,155,735
PROF	7,453,002	5,903,361
UTIL	20,445,979	31,624,519
MANU	4,597,340	5,655,347
TRAN	3,464,085	14,765,023
WHLS	19,616,761	35,572,756
GOV	2,918,765	3,435,890
TOTAL	213,743,065	289,315,827

Table 2.9

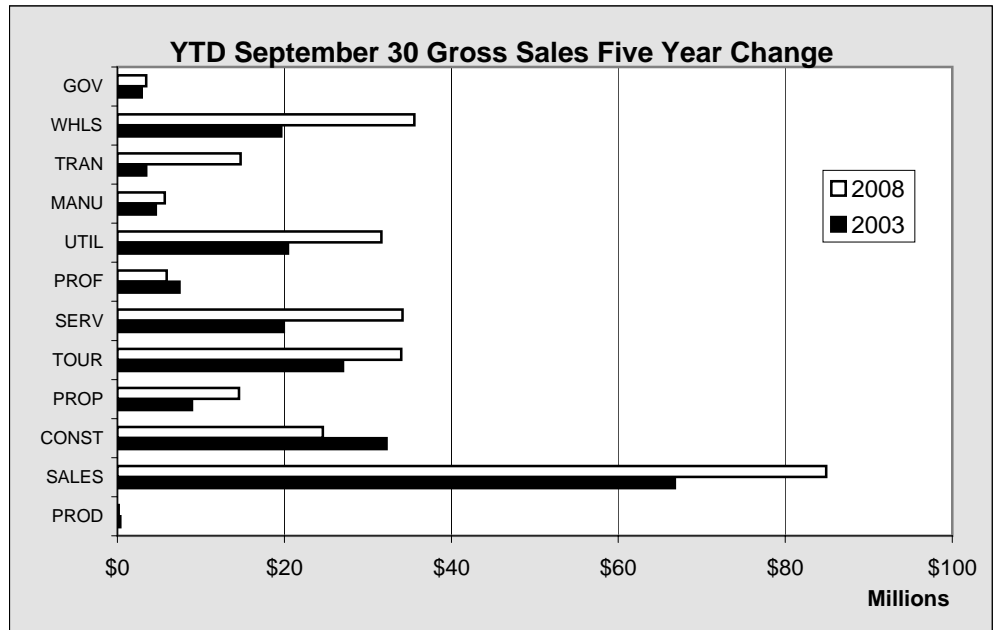


Chart 2.6

Homer Sales

Homer YTD September 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	72,161	78,115	95,183	102,751	107,764	98,490	-8.6%	-9,274
SALES	47,686,763	50,496,708	51,561,106	54,580,321	58,603,289	61,455,269	4.9%	2,851,980
CONST	923,444	803,003	763,134	732,525	822,757	1,011,045	22.9%	188,288
PROP	4,310,208	4,912,679	4,650,701	4,858,898	5,721,266	6,721,453	17.5%	1,000,187
TOUR	22,442,406	25,289,634	26,603,266	28,648,121	30,222,474	29,320,245	-3.0%	-902,229
SERV	10,951,210	11,531,115	11,435,201	11,873,911	14,555,232	14,451,334	-0.7%	-103,898
PROF	1,826,232	1,828,856	1,858,524	1,970,309	2,073,040	2,000,227	-3.5%	-72,813
UTIL	2,691,148	2,542,618	2,858,960	3,213,613	3,406,705	3,506,495	2.9%	99,790
MANU	1,043,225	1,043,911	900,271	932,656	1,278,801	1,300,070	1.7%	21,269
TRAN	947,090	572,393	557,075	599,253	476,608	557,637	17.0%	81,029
WHLS	8,809,184	10,305,041	11,725,590	12,292,512	13,327,606	13,130,081	-1.5%	-197,525
GOV	2,918,765	3,071,976	3,171,401	3,117,537	3,193,310	3,418,211	7.0%	224,901
TOTAL	104,621,836	112,476,049	116,180,412	122,922,407	133,788,852	136,970,557	2.4%	3,181,705

Table 2.10

For complete listing of Lines of Business, see page 13

Homer YTD Sept 30 TAXABLE Sales History	
2003	104,621,836
2004	112,476,049
2005	116,180,412
2006	122,922,407
2007	133,788,852
2008	136,970,557

Table 2.11

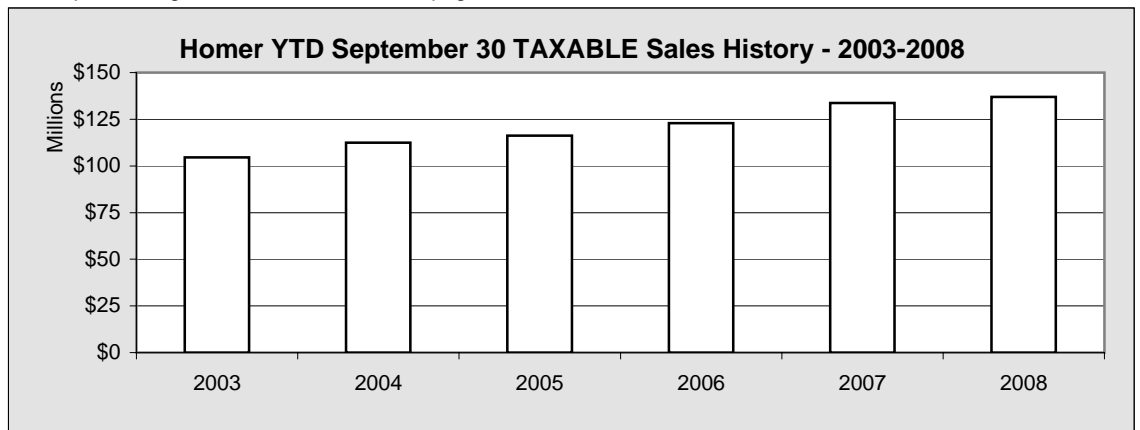


Chart 2.7

Homer Five Year Change YTD Sept. 30 TAXABLE Sales		
	2003	2008
PROD	72,161	98,490
SALES	47,686,763	61,455,269
CONST	923,444	1,011,045
PROP	4,310,208	6,721,453
TOUR	22,442,406	29,320,245
SERV	10,951,210	14,451,334
PROF	1,826,232	2,000,227
UTIL	2,691,148	3,506,495
MANU	1,043,225	1,300,070
TRAN	947,090	557,637
WHLS	8,809,184	13,130,081
GOV	2,918,765	3,418,211
TOTAL	104,621,836	136,970,557

Table 2.12

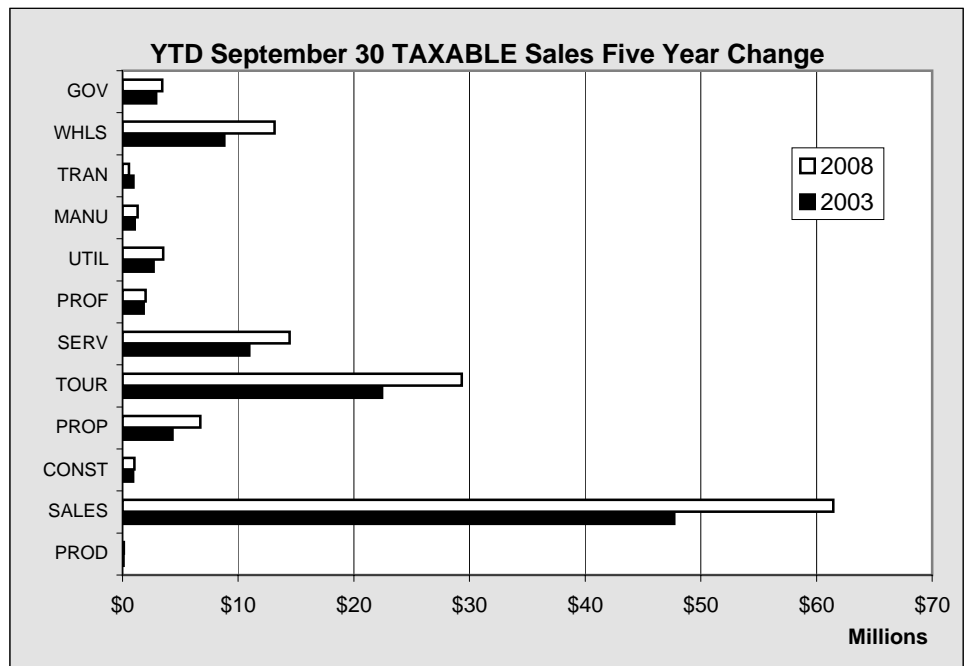


Chart 2.8

Homer Sales

Homer Annual GROSS Sales by Line of Business - 2002-2007 - in \$

LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	551,085	591,515	578,112	401,509	369,100	2,365,868	541.0%	1,996,768
SALES	79,412,869	86,594,152	92,094,391	95,289,498	100,483,770	105,875,605	5.4%	5,391,835
CONST	45,929,958	41,476,625	32,025,640	37,661,154	56,046,199	42,882,913	-23.5%	-13,163,286
PROP	10,984,956	12,052,352	13,854,382	13,270,084	14,176,548	16,845,161	18.8%	2,668,613
TOUR	28,949,004	30,616,944	34,850,502	36,775,040	39,661,724	39,520,368	-0.4%	-141,356
SERV	23,850,878	25,280,522	27,233,603	29,901,849	35,427,278	41,862,627	18.2%	6,435,349
PROF	8,109,163	10,502,846	10,856,028	9,166,842	8,946,338	10,191,987	13.9%	1,245,649
UTIL	30,297,596	27,145,942	31,642,148	34,464,246	43,313,320	35,617,604	-17.8%	-7,695,716
MANU	5,765,394	5,613,784	5,420,061	5,923,968	6,236,271	7,469,355	19.8%	1,233,084
TRAN	3,880,798	4,104,423	5,200,713	4,445,884	5,653,305	8,718,520	54.2%	3,065,215
WHLS	21,907,884	26,430,585	32,846,550	38,020,032	41,916,295	37,993,258	-9.4%	-3,923,037
GOV	3,601,099	3,664,092	3,821,622	3,948,647	3,997,559	4,108,884	2.8%	111,325
TOTAL	263,240,684	274,073,782	290,423,752	309,268,753	356,227,707	353,452,150	-0.8%	-2,775,557

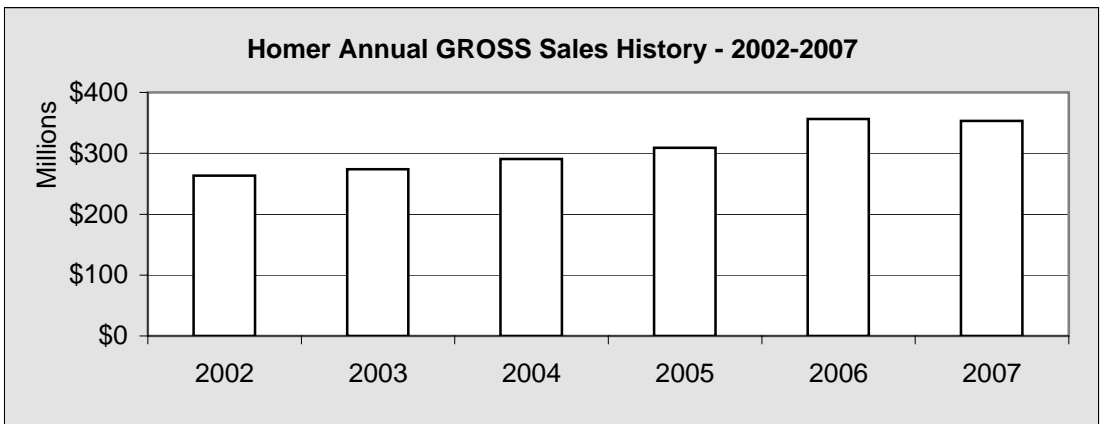
Table 2.13

For complete listing of Lines of Business, see page 13

Homer Annual GROSS Sales History	
2002	263,240,684
2003	274,073,782
2004	290,423,752
2005	309,268,753
2006	356,227,707
2007	353,452,150

Table 2.14

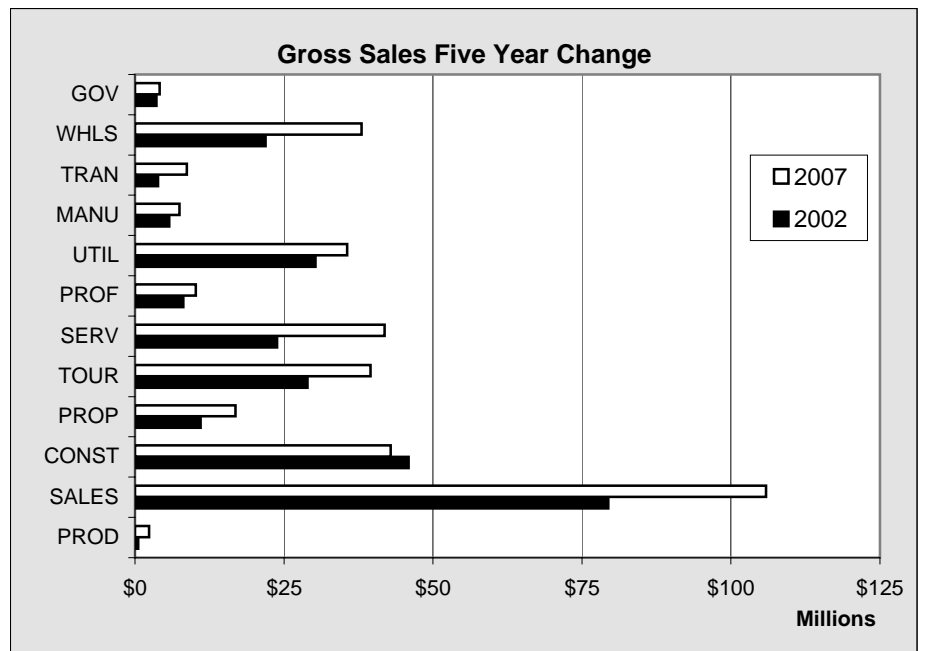
Chart 2.9



Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	551,085	2,365,868
SALES	79,412,869	105,875,605
CONST	45,929,958	42,882,913
PROP	10,984,956	16,845,161
TOUR	28,949,004	39,520,368
SERV	23,850,878	41,862,627
PROF	8,109,163	10,191,987
UTIL	30,297,596	35,617,604
MANU	5,765,394	7,469,355
TRAN	3,880,798	8,718,520
WHLS	21,907,884	37,993,258
GOV	3,601,099	4,108,884
TOTAL	263,240,684	353,452,150

Table 2.15

Chart 2.10



Homer Sales

Homer Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	57,741	81,146	98,715	114,749	118,806	131,974	11.1%	13,168
SALES	56,839,623	61,814,637	64,566,619	65,900,008	70,072,643	75,219,488	7.3%	5,146,845
CONST	1,155,883	1,195,200	1,047,393	1,001,934	1,005,362	1,135,005	12.9%	129,643
PROP	5,354,824	5,624,621	6,270,308	5,972,735	6,263,545	7,424,677	18.5%	1,161,132
TOUR	23,870,216	25,461,636	28,294,331	29,762,284	31,954,906	33,470,820	4.7%	1,515,914
SERV	13,357,233	14,256,639	14,789,755	14,799,085	15,376,105	18,504,558	20.3%	3,128,453
PROF	2,280,076	2,351,152	2,386,438	2,411,633	2,578,844	2,718,444	5.4%	139,600
UTIL	3,289,105	3,561,037	3,464,301	3,855,271	4,456,860	4,496,375	0.9%	39,515
MANU	1,128,514	1,276,489	1,267,771	1,121,485	1,149,768	1,567,291	36.3%	417,523
TRAN	1,254,438	1,101,874	717,019	679,313	735,429	624,681	-15.1%	-110,748
WHLS	9,103,796	11,340,673	13,251,309	15,190,505	15,733,320	17,128,509	8.9%	1,395,189
GOV	3,601,099	3,664,092	3,821,622	3,948,647	3,939,804	4,079,127	3.5%	139,323
TOTAL	121,292,548	131,729,196	139,975,581	144,757,649	153,385,392	166,500,949	8.6%	13,115,557

Table 2.16

For complete listing of Lines of Business, see page 13

Homer Annual TAXABLE Sales History	
2002	121,292,548
2003	131,729,196
2004	139,975,581
2005	144,757,649
2006	153,385,392
2007	166,500,949

Table 2.17

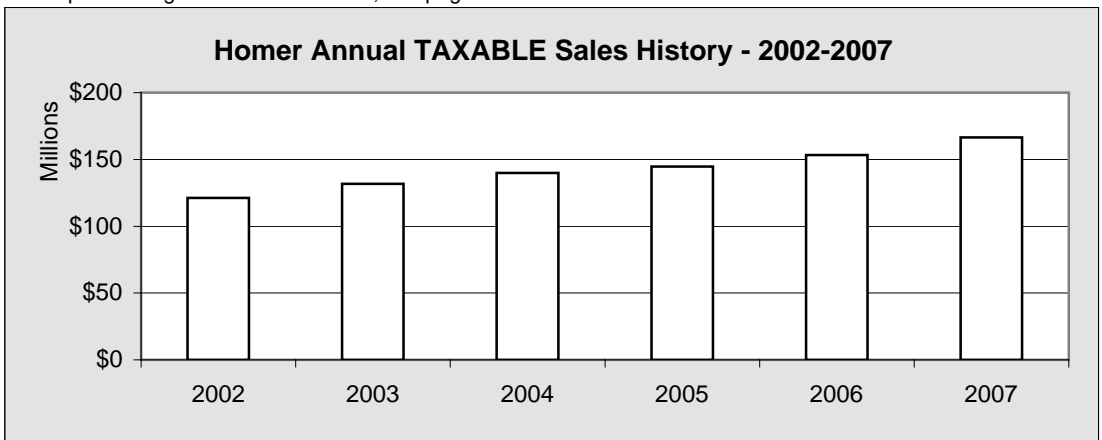


Chart 2.11

Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	57,741	131,974
SALES	56,839,623	75,219,488
CONST	1,155,883	1,135,005
PROP	5,354,824	7,424,677
TOUR	23,870,216	33,470,820
SERV	13,357,233	18,504,558
PROF	2,280,076	2,718,444
UTIL	3,289,105	4,496,375
MANU	1,128,514	1,567,291
TRAN	1,254,438	624,681
WHLS	9,103,796	17,128,509
GOV	3,601,099	4,079,127
TOTAL	121,292,548	166,500,949

Table 2.18

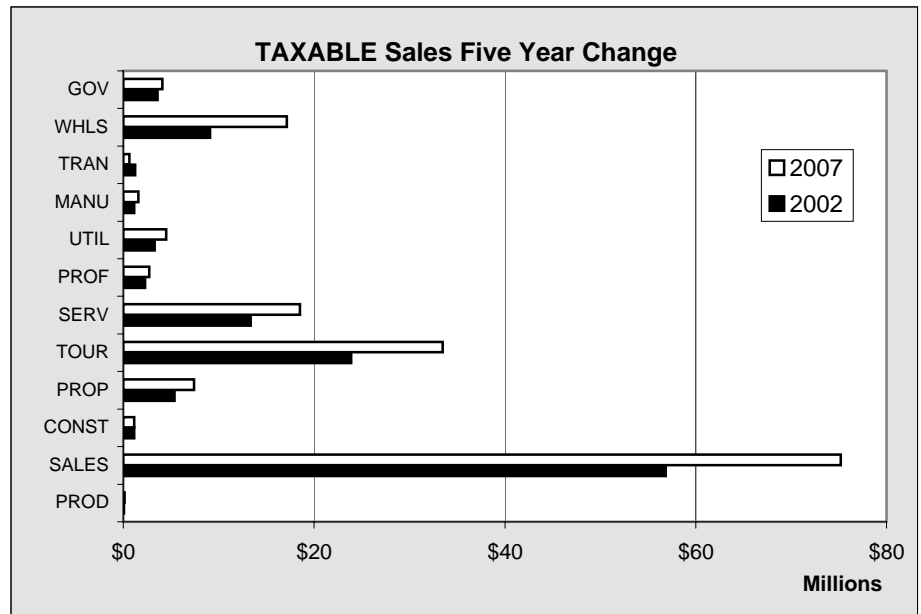


Chart 2.12

Homer Sales

Homer GROSS Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	12,439	75,172	55,339	0	142,950
Sales	19,344,790	30,705,882	34,852,863	0	84,903,535
Construction	6,562,792	8,117,797	9,939,952	0	24,620,541
Property	3,667,693	4,906,023	5,975,236	0	14,548,952
Tourism	3,471,558	11,781,604	18,734,056	0	33,987,218
Services	6,997,164	14,640,562	12,518,009	0	34,155,735
Professional	1,768,670	2,061,726	2,072,965	0	5,903,361
Utility	10,452,195	9,615,450	11,556,874	0	31,624,519
Manufacturing	1,380,997	2,199,431	2,074,919	0	5,655,347
Transportation & Warehousing	2,821,905	4,863,734	7,079,384	0	14,765,023
Wholesale	8,629,201	13,001,357	13,942,198	0	35,572,756
Government	646,989	1,036,947	1,751,954	0	3,435,890
TOTAL	65,756,393	103,005,685	120,553,749	0	289,315,827

Table 2.19

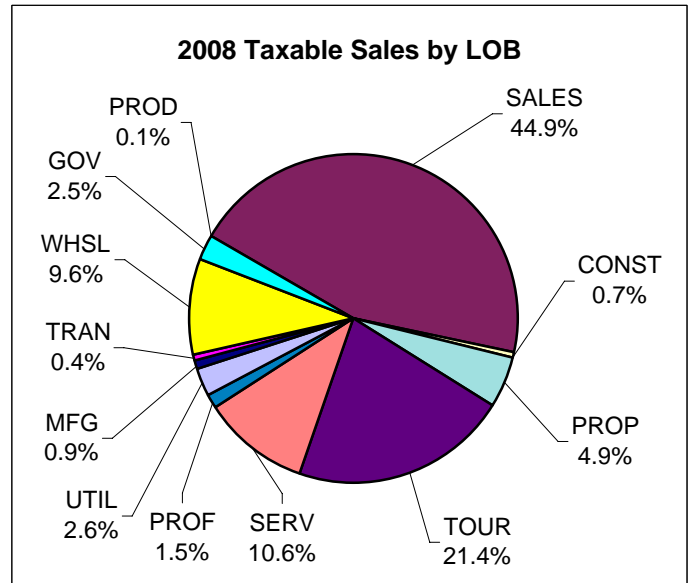
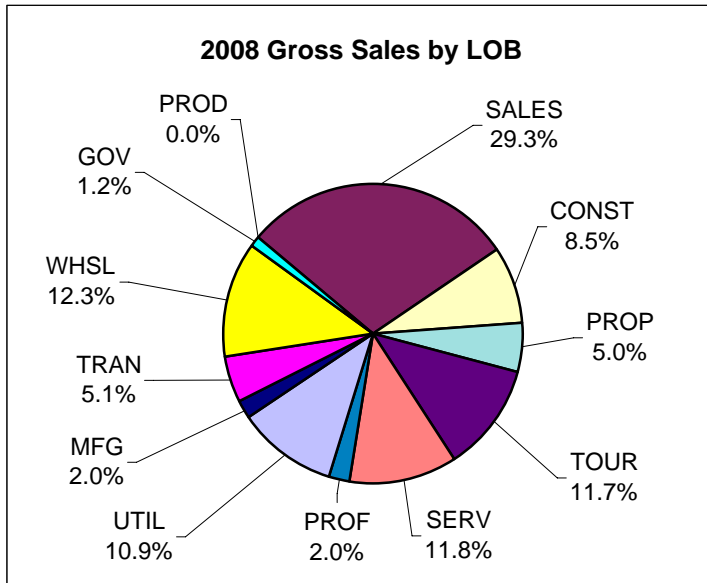


Chart 2.13

Chart 2.14

Homer TAXABLE Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	3,279	59,337	35,874	0	98,490
Sales	14,253,830	22,200,358	25,001,081	0	61,455,269
Construction	289,274	364,372	357,399	0	1,011,045
Property	1,364,325	2,364,975	2,992,153	0	6,721,453
Tourism	3,161,784	10,037,749	16,120,712	0	29,320,245
Services	3,825,956	5,128,505	5,496,873	0	14,451,334
Professional	647,307	705,100	647,820	0	2,000,227
Utility	1,266,531	1,147,715	1,092,249	0	3,506,495
Manufacturing	233,935	492,867	573,268	0	1,300,070
Transportation & Warehousing	122,382	186,450	248,805	0	557,637
Wholesale	3,261,680	5,001,690	4,866,711	0	13,130,081
Government	646,989	1,036,947	1,734,275	0	3,418,211
TOTAL	29,077,272	48,726,065	59,167,220	0	136,970,557

Table 2.20

Homer Sales

Homer GROSS Sales by Line of Business by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	36,802	103,362	776,896	1,448,808	2,365,868
Sales	17,449,718	29,434,729	34,037,204	24,953,954	105,875,605
Construction	6,818,503	10,216,524	16,142,373	9,705,513	42,882,913
Property	2,881,498	4,421,535	5,425,129	4,116,954	16,845,116
Tourism	3,680,509	12,253,266	19,771,716	3,814,877	39,520,368
Services	6,758,058	13,105,824	13,659,904	8,338,886	41,862,672
Professional	2,560,602	2,399,254	2,414,679	2,817,452	10,191,987
Utility	11,496,157	11,107,659	1,854,484	11,159,304	35,617,604
Manufacturing	1,263,209	2,065,820	2,339,827	1,800,499	7,469,355
Transportation & Warehousing	649,338	1,096,320	3,838,163	3,134,699	8,718,520
Wholesale	7,218,174	10,095,243	11,847,065	8,832,776	37,993,258
Government	611,944	991,182	1,619,941	885,817	4,108,884
TOTAL	61,424,512	97,290,718	113,727,381	81,009,539	353,452,150

Table 2.21

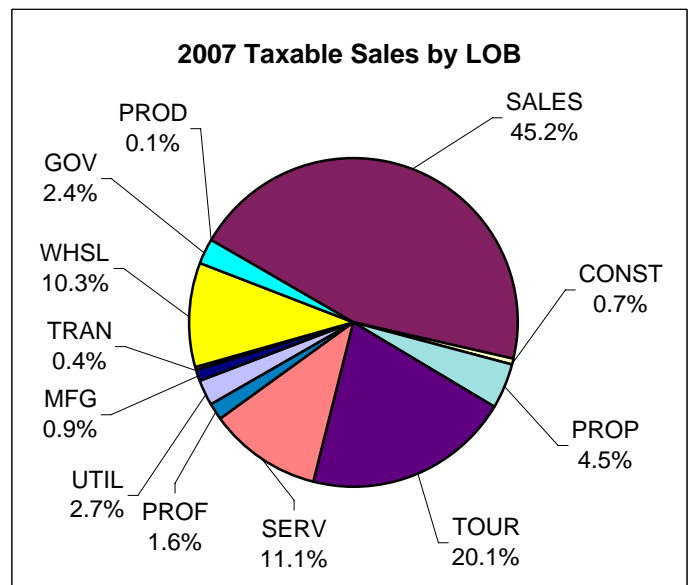
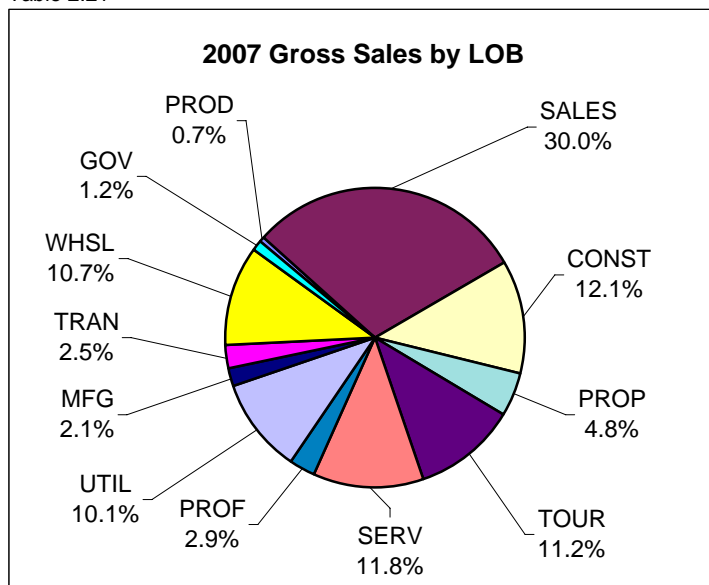


Chart 2.15

Chart 2.16

Homer TAXABLE Sales by Line of Business by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	4,257	53,232	50,275	24,210	131,974
Sales	13,136,717	21,438,770	24,027,802	16,616,199	75,219,488
Construction	187,017	275,777	359,963	312,248	1,135,005
Property	1,166,469	1,819,800	2,734,997	1,703,411	7,424,677
Tourism	3,310,379	10,296,241	16,615,854	3,248,346	33,470,820
Services	3,305,304	5,240,043	6,009,885	3,949,326	18,504,558
Professional	638,962	764,998	669,080	645,404	2,718,444
Utility	1,352,338	1,029,995	1,024,372	1,089,670	4,496,375
Manufacturing	199,579	486,717	592,505	288,490	1,567,291
Transportation & Warehousing	107,100	175,667	193,841	148,073	624,681
Wholesale	3,234,493	4,595,812	5,497,301	3,800,903	17,128,509
Government	611,944	991,182	1,590,184	885,817	4,079,127
TOTAL	27,254,559	47,168,234	59,366,059	32,712,097	166,500,949

Table 2.22

Homer Sales

Homer GROSS Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	31,679	124,270	137,400	75,751	369,100
Sales	17,557,481	28,040,235	32,132,916	22,753,138	100,483,770
Construction	4,461,809	7,237,619	22,824,100	21,522,671	56,046,199
Property	2,578,348	3,470,648	4,430,532	3,697,020	14,176,548
Tourism	3,648,044	12,389,123	19,852,415	3,772,142	39,661,724
Services	6,625,256	11,644,771	9,249,884	7,907,367	35,427,278
Professional	1,791,923	2,207,945	2,010,147	2,936,323	8,946,338
Utility	10,418,274	10,115,928	10,735,993	12,043,125	43,313,320
Manufacturing	1,041,511	1,826,125	1,806,035	1,562,600	6,236,271
Transportation & Warehousing	703,817	1,052,012	2,545,922	1,351,554	5,653,305
Wholesale	6,685,091	10,183,413	11,198,192	13,849,599	41,916,295
Government	613,530	1,022,191	1,539,571	822,267	3,997,559
TOTAL	56,156,763	89,314,280	118,463,107	92,293,557	356,227,707

Table 2.23

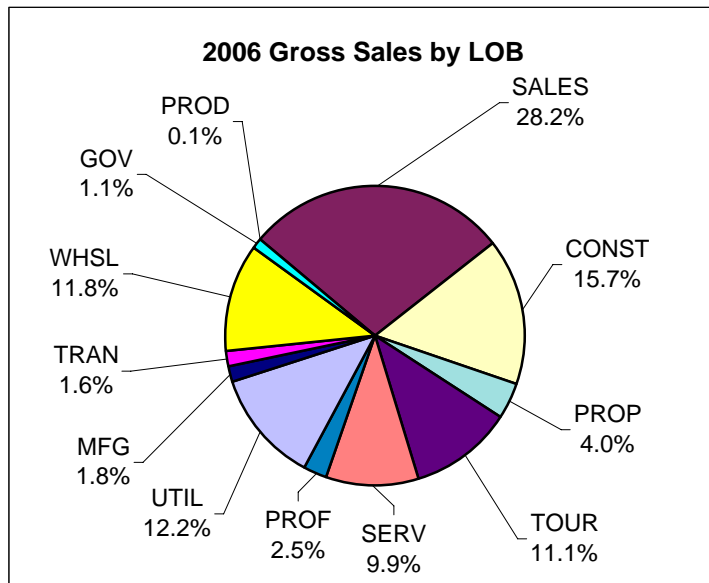


Chart 2.17

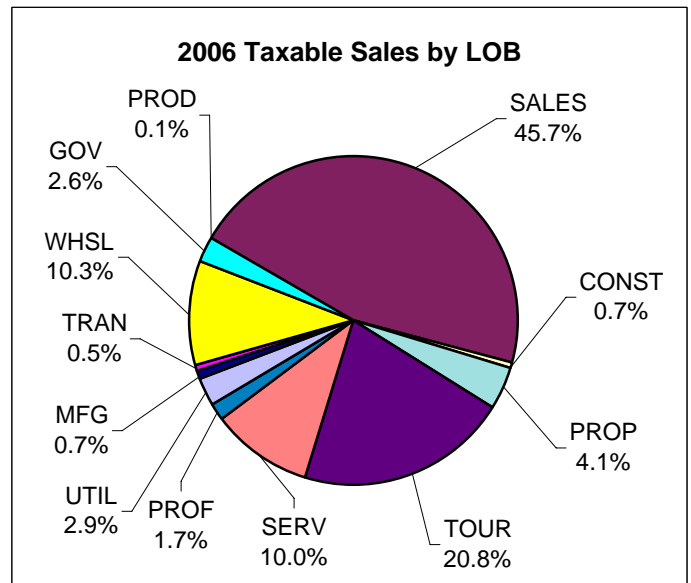


Chart 2.18

Homer TAXABLE Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,835	56,701	44,215	16,055	118,806
Sales	12,435,797	19,916,203	22,228,321	15,492,322	70,072,643
Construction	183,645	251,319	297,561	272,837	1,005,362
Property	1,139,146	1,542,732	2,177,020	1,404,647	6,263,545
Tourism	3,284,468	9,769,324	15,594,329	3,306,785	31,954,906
Services	3,132,827	4,213,626	4,527,458	3,502,194	15,376,105
Professional	590,801	739,680	639,828	608,535	2,578,844
Utility	1,279,979	1,006,828	926,806	1,243,247	4,456,860
Manufacturing	163,090	345,514	424,052	217,112	1,149,768
Transportation & Warehousing	137,598	227,184	234,471	136,176	735,429
Wholesale	2,754,910	4,302,775	5,234,827	3,440,808	15,733,320
Government	613,530	996,266	1,507,741	822,267	3,939,804
TOTAL	25,717,626	43,368,152	53,836,629	30,462,985	153,385,392

Table 2.24

Homer Sales

Homer Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	24,762,542	43,361,848	50,615,555	32,346,737	151,086,682	
1994	31,235,061	42,700,947	58,938,940	38,217,421	171,092,369	13.2%
1995	32,193,561	48,092,891	66,559,556	50,757,887	197,603,895	15.5%
1996	40,009,169	53,691,216	60,425,514	45,004,959	199,130,858	0.8%
1997	39,502,354	55,496,297	62,490,851	45,710,368	203,199,870	2.0%
1998	41,054,484	53,702,365	70,886,151	46,799,617	212,442,617	4.5%
1999	39,553,648	53,871,188	66,353,121	44,064,518	203,842,475	-4.0%
2000	38,455,167	59,287,582	70,009,668	48,229,307	215,981,724	6.0%
2001	40,844,978	56,857,475	77,453,956	54,547,098	229,703,507	6.4%
2002*	44,269,653	68,675,179	89,708,860	60,586,992	263,240,684	14.6%
2003	51,228,276	75,287,944	87,226,845	60,330,717	274,073,782	4.1%
2004	48,145,060	75,761,464	93,912,813	72,604,415	290,423,752	6.0%
2005	51,885,093	85,895,824	100,977,789	70,510,047	309,268,753	6.5%
2006	56,156,763	89,314,280	118,463,107	92,293,557	356,227,707	15.2%
2007	61,424,512	97,290,718	113,727,381	81,009,539	353,452,150	-0.8%
2008	65,756,393	103,005,685	120,553,749		289,315,827	
Change	7.1%	5.9%	6.0%			

Table 2.25 * - Effective April 1, 2002, Homer annexed an area that increased it's area by 28%.

Homer Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	13,461,637	23,587,289	29,152,888	16,057,090	82,258,904	
1994	14,062,259	23,814,227	29,434,329	16,734,643	84,045,458	2.2%
1995	14,797,530	24,901,076	30,398,162	18,098,624	88,195,392	4.9%
1996	15,811,688	25,240,189	30,539,871	18,335,650	89,927,398	2.0%
1997	16,213,730	25,960,313	31,654,939	19,496,943	93,325,925	3.8%
1998	16,418,580	26,366,097	32,103,748	19,552,917	94,441,342	1.2%
1999	16,638,467	26,938,559	34,247,729	20,323,983	98,148,738	3.9%
2000	17,327,860	28,797,872	35,677,211	21,387,173	103,190,116	5.1%
2001	17,765,204	30,191,477	37,574,702	21,780,156	107,311,539	4.0%
2002*	18,699,958	34,270,923	43,258,197	25,063,470	121,292,548	13.0%
2003	22,456,282	37,038,468	45,127,086	27,107,360	131,729,196	8.6%
2004	23,828,394	39,657,774	48,989,881	27,499,532	139,975,581	6.3%
2005	24,336,691	41,201,861	50,641,860	28,577,237	144,757,649	3.4%
2006	25,717,626	43,368,152	53,836,629	30,462,985	153,385,392	6.0%
2007	27,254,559	47,168,234	59,366,059	32,712,097	166,500,949	8.6%
2008	29,077,272	48,726,065	59,167,220		136,970,557	
Change	6.7%	3.3%	-0.3%			

Table 2.26 * - Effective April 1, 2002, Homer annexed an area that increased it's area by 28%.

Homer Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	11,300,905	19,774,559	21,462,667	16,289,647	68,827,778	
1994	17,172,802	18,886,720	29,504,611	21,482,778	87,046,911	26.5%
1995	17,396,031	23,191,815	36,161,394	32,659,263	109,408,503	25.7%
1996	24,197,481	28,451,027	29,885,643	26,669,309	109,203,460	-0.2%
1997	23,288,624	29,535,984	30,835,912	26,213,425	109,873,945	0.6%
1998	24,635,904	27,336,268	38,782,403	27,246,700	118,001,275	7.4%
1999	22,915,181	26,932,629	32,105,392	23,740,535	105,693,737	-10.4%
2000	21,127,307	30,489,710	34,332,457	26,842,134	112,791,608	6.7%
2001	23,079,774	26,665,998	39,879,254	32,766,942	122,391,968	8.5%
2002*	25,569,695	34,404,256	46,450,663	35,523,522	141,948,136	16.0%
2003	28,771,994	38,249,476	42,099,759	33,223,357	142,344,586	0.3%
2004	24,316,666	36,103,690	44,922,932	45,104,883	150,448,171	5.7%
2005	27,548,402	44,693,963	50,335,929	41,932,810	164,511,104	9.3%
2006	30,439,137	45,946,128	64,626,478	61,830,572	202,842,315	23.3%
2007	34,169,953	50,122,484	54,361,322	48,297,442	186,951,201	-7.8%
2008	36,679,121	54,279,620	61,386,529		152,345,270	
Change	7.3%	8.3%	12.9%			

Table 2.27 * - Effective April 1, 2002, Homer annexed an area that increased its size by 28%.

Homer Construction

Homer 3rd Quarter Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	1,466,300	2,106,275	1,225,600	1,548,500	3,610,700	2,045,100	1,553,200	-24.1%
Residential Alter/Add	217,940	285,000	851,300	374,000	249,057	674,500	193,000	-71.4%
Commercial New	3,912,740	628,800	6,225,000	2,240,000	3,135,000	2,321,600	0	-100.0%
Commercial Alter/Add	180,350	0	1,230,000	120,000	0	46,000	664,000	1343.5%
Total	5,777,330	3,020,075	9,531,900	4,282,500	6,994,757	5,087,200	2,410,200	-52.6%
Annual Change		-47.7%	215.6%	-55.1%	63.3%	-27.3%	-52.6%	

Table 2.28

Homer 3rd Quarter Permit VALUES by Type - 1986-2008

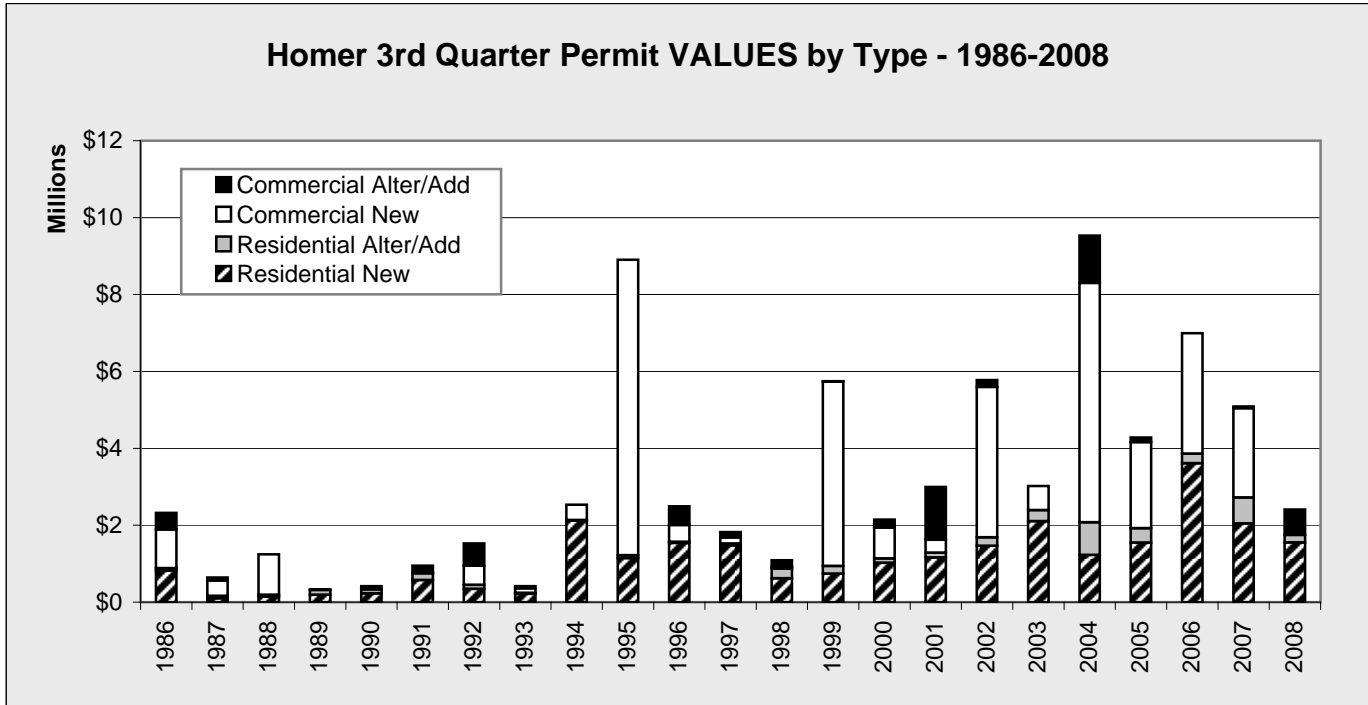


Chart 2.19

Homer 3rd Quarter Permit VALUES Percent by Type - 2008

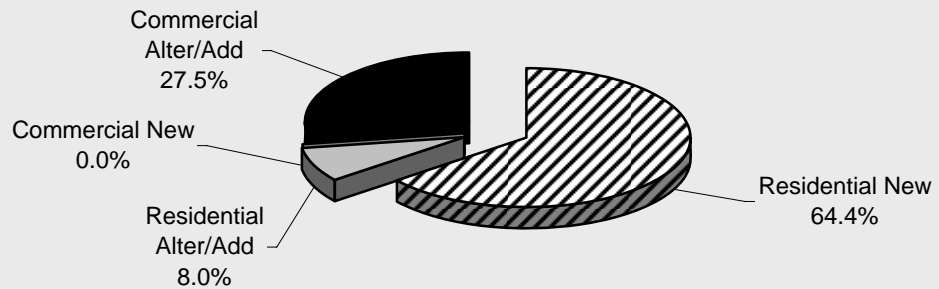


Chart 2.20

Homer Construction

Homer 3rd Quarter Permit VOLUME by Type - 2002-2008

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	10	15	9	13	15	12	4	-66.7%
Residential Alter/Add	8	3	21	9	7	12	7	-41.7%
Commercial New	6	3	8	4	3	3	0	-100.0%
Commercial Alter/Add	3	0	4	1	0	1	2	100.0%
Total	27	21	42	27	25	28	13	-53.6%
Annual Change		-22.2%	100.0%	-35.7%	-7.4%	12.0%	-53.6%	

Table 2.29

Homer 3rd Quarter Permit VOLUME by Type - 1986-2008

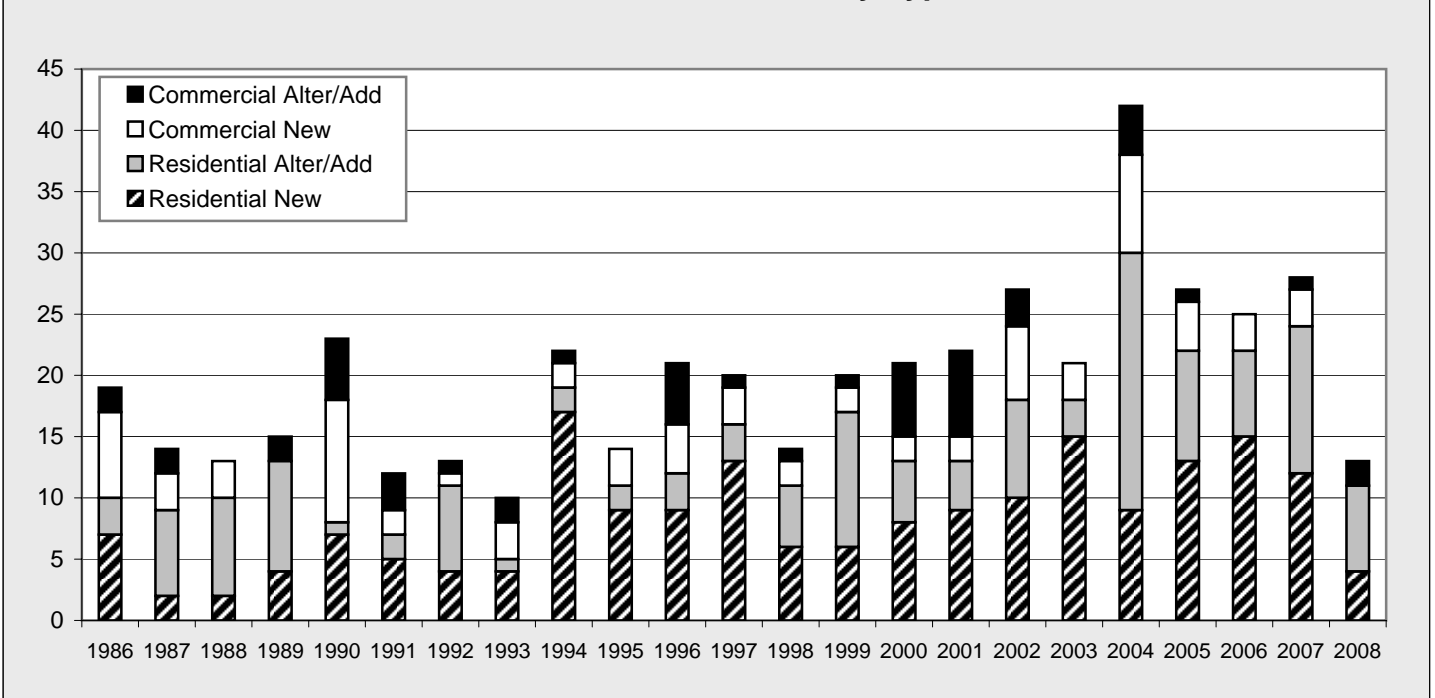


Chart 2.21

**Homer 3rd Quarter Permit VOLUME
Percent by Type - 2008**

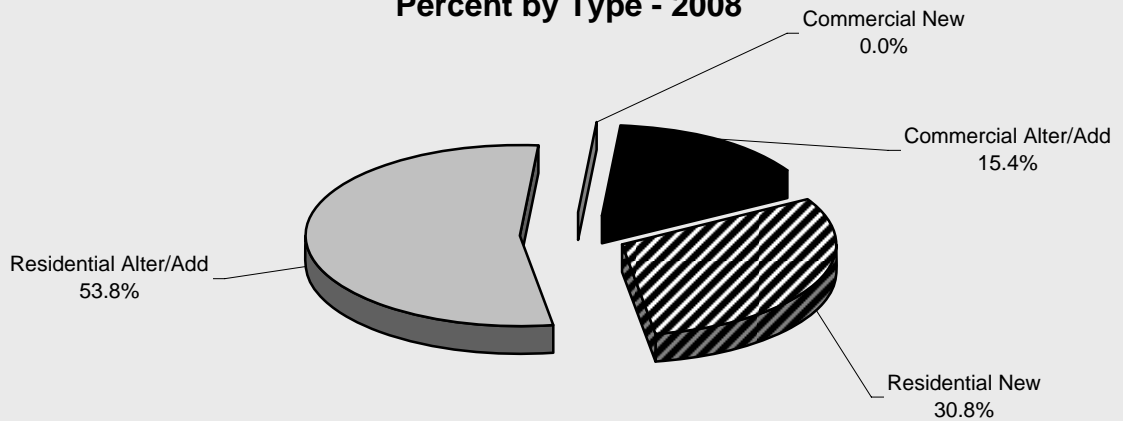


Chart 2.22

Homer Construction

Homer YTD 9/30 Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	3,666,520	6,897,555	6,318,500	6,314,900	9,505,800	6,805,100	9,236,200	35.7%
Residential Alter/Add	432,300	756,600	1,258,550	826,500	536,057	1,156,500	384,000	-66.8%
Commercial New	4,912,740	4,164,520	11,840,518	9,821,000	6,071,000	4,406,601	10,000,000	126.9%
Commercial Alter/Add	222,699	465,240	1,262,063	1,672,000	1,620,000	66,001	664,000	906.0%
Total	9,234,259	12,283,915	20,679,631	18,634,400	17,732,857	12,434,202	20,284,200	63.1%
Annual Change		33.0%	68.3%	-9.9%	-4.8%	-29.9%	63.1%	

Table 2.30

Homer YTD 9/30 Permit VALUES by Type - 1986-2008

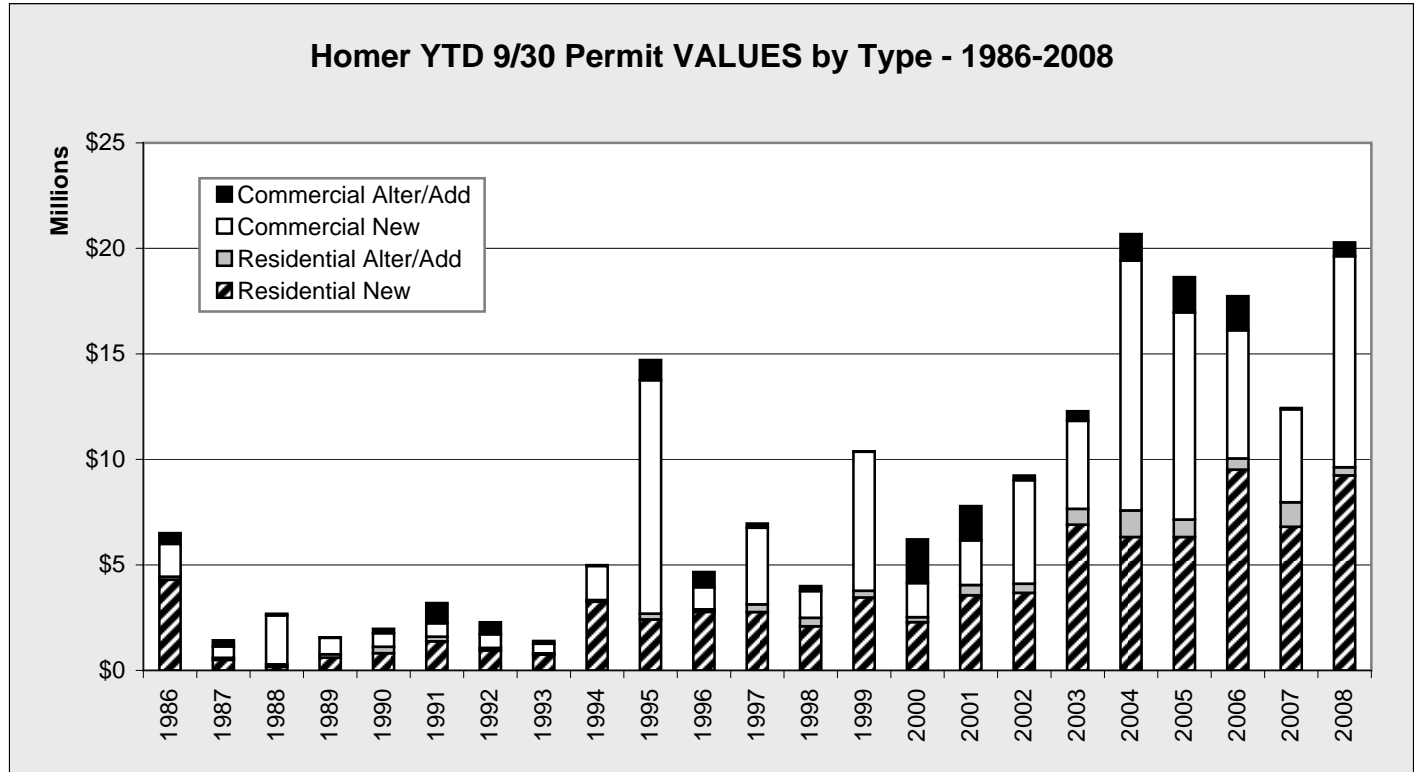


Chart 2.23

**Homer YTD 9/30 Permit VALUES
Percent by Type - 2008**

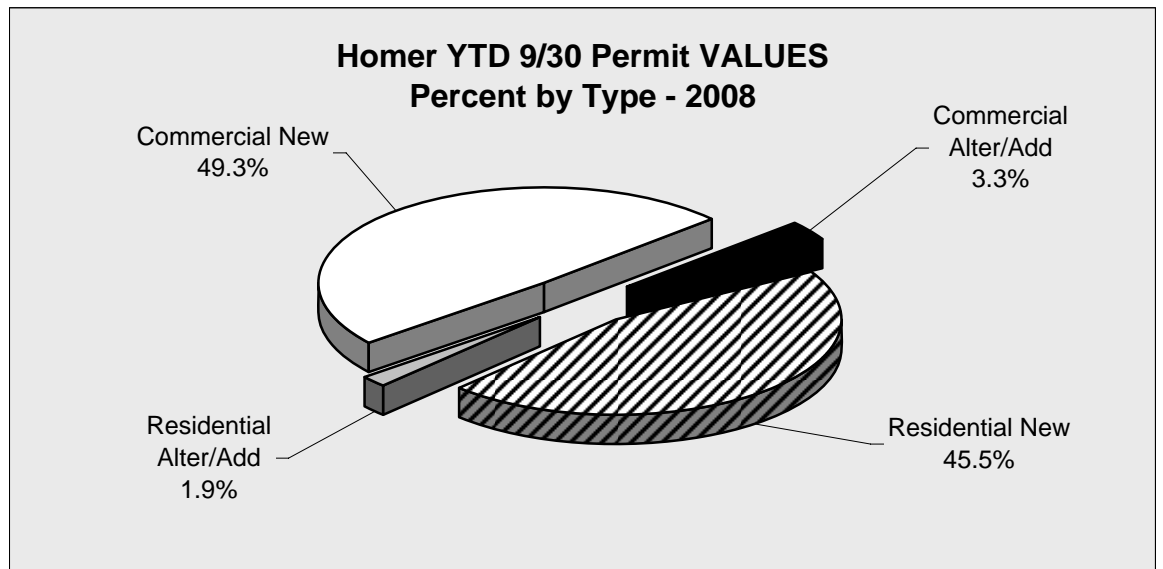


Chart 2.24

Homer Construction

Homer YTD 9/30 Permit VOLUME by Type - 2002-2008

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	27	38	35	45	47	36	32	-11.1%
Residential Alter/Add	14	17	28	23	15	20	14	-30.0%
Commercial New	7	10	15	16	12	13	2	-84.6%
Commercial Alter/Add	6	8	6	8	4	2	2	0.0%
Total	54	73	84	92	78	71	50	-29.6%
Annual Change		35.2%	15.1%	9.5%	-15.2%	-9.0%	-29.6%	

Table 2.31

Homer YTD 9/30 Permit VOLUME by Type - 1986-2008

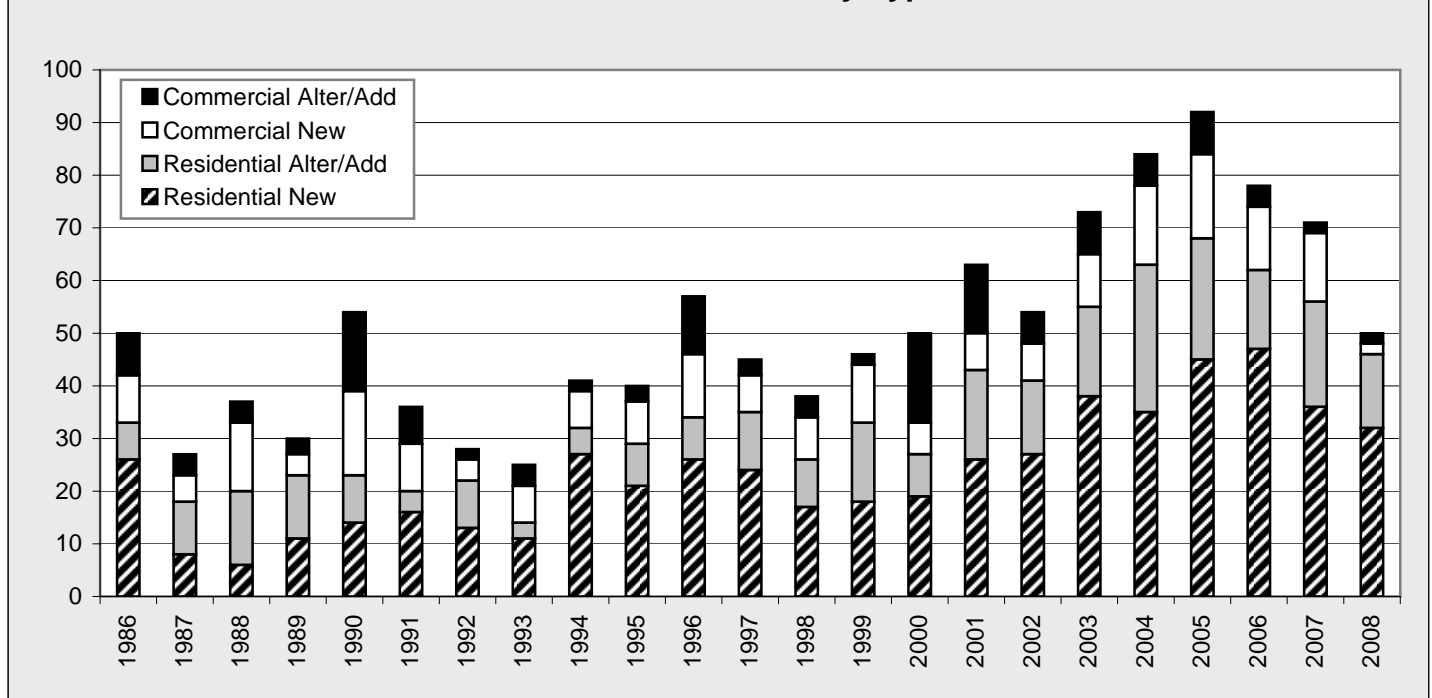


Chart 2.25

**Homer YTD 9/30 Permit VOLUME
Percent by Type - 2008**

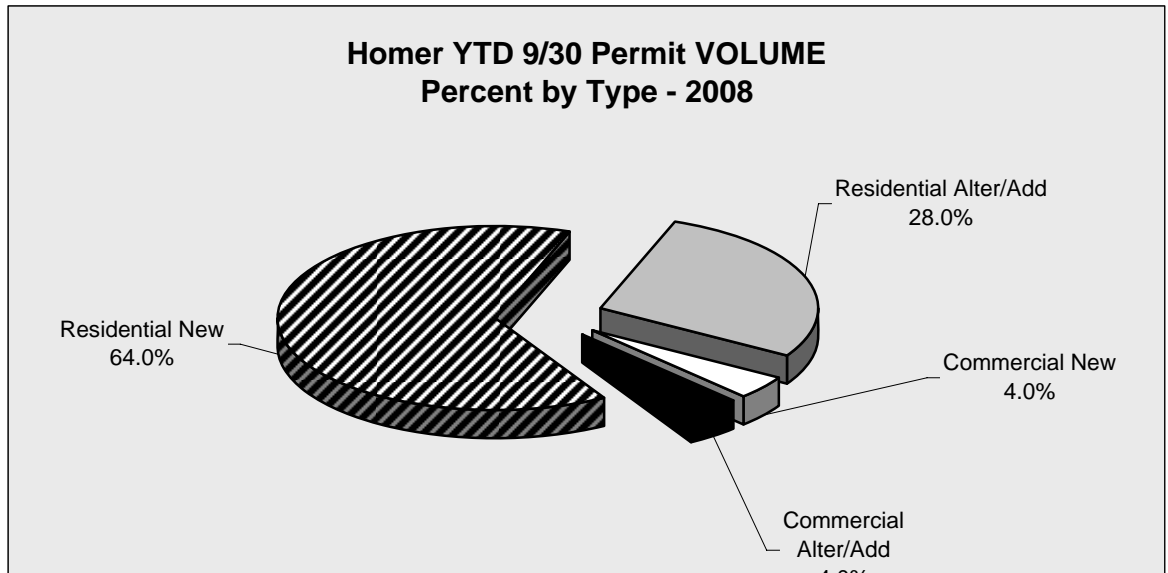


Chart 2.26

Homer Construction

Homer Annual Permit VALUE by Type by Quarter - 2001-2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	300,000	2,093,800	1,161,680	492,300	4,047,780
Residential - Add/Alter	60,000	306,440	122,720	120,000	609,160
Commercial - New	285,000	1,485,800	340,000	300,000	2,410,800
Commercial - Add/Alter	45,000	216,000	1,371,950	11,100,000	12,732,950
TOTAL	690,000	4,102,040	2,996,350	12,012,300	19,800,690
2002					
Residential - New	891,760	1,308,460	1,466,300	560,200	4,226,720
Residential - Add/Alter	8,960	205,400	217,940	104,320	536,620
Commercial - New	0	1,000,000	3,912,740	78,000	4,990,740
Commercial - Add/Alter	28,000	14,349	180,350	72,000	294,699
TOTAL	928,720	2,528,209	5,777,330	814,520	10,048,779
2003					
Residential - New	979,800	3,811,480	2,106,275	1,222,900	8,120,455
Residential - Add/Alter	232,540	239,060	285,000	50,000	806,600
Commercial - New	0	3,535,720	628,800	1,600,000	5,764,520
Commercial - Add/Alter	122,000	343,240	0	170,000	635,240
TOTAL	1,334,340	7,929,500	3,020,075	3,042,900	15,326,815
2004					
Residential - New	2,597,500	2,495,400	1,225,600	377,000	6,695,500
Residential - Add/Alter	201,520	205,730	851,300	437,000	1,695,550
Commercial - New	915,000	4,700,518	6,225,000	2,560,000	14,400,518
Commercial - Add/Alter	0	32,063	1,230,000	17,000	1,279,063
TOTAL	3,714,020	7,433,711	9,531,900	3,391,000	24,070,631
2005					
Residential - New	1,694,400	3,072,000	1,548,500	895,000	7,209,900
Residential - Add/Alter	1,500	451,000	374,000	80,000	906,500
Commercial - New	108,000	7,473,000	2,240,000	1,975,000	11,796,000
Commercial - Add/Alter	1,302,000	250,000	120,000	27,000	1,699,000
TOTAL	3,105,900	11,246,000	4,282,500	2,977,000	21,611,400
2006					
Residential - New	1,645,000	4,250,100	3,610,700	550,000	10,055,800
Residential - Add/Alter	0	287,000	249,057	5,000	541,057
Commercial - New	626,000	2,310,000	3,135,000	2,000,000	8,071,000
Commercial - Add/Alter	1,000,000	620,000	0	0	1,620,000
TOTAL	3,271,000	7,467,100	6,994,757	2,555,000	20,287,857
2007					
Residential - New	55,000	4,705,000	2,045,100	845,000	7,650,100
Residential - Add/Alter	0	482,000	674,500	476,000	1,632,500
Commercial - New	0	2,085,001	2,321,600	301,000	4,707,601
Commercial - Add/Alter	1	20,000	46,000	0	66,001
TOTAL	55,001	7,292,001	5,087,200	1,622,000	14,056,202
2008					Year to Date
Residential - New	1,195,000	6,488,000	1,553,200		9,236,200
Residential - Add/Alter	28,000	163,000	193,000		384,000
Commercial - New	0	10,000,000	0		10,000,000
Commercial - Add/Alter	0	0	664,000		664,000
TOTAL	1,223,000	16,651,000	2,410,200	0	20,284,200

Table 2.32

Homer Construction

Homer Annual Permit VOLUME by Type by Quarter - 2001-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	3	14	9	4	30
Residential - Add/Alter	1	12	4	2	19
Commercial - New	2	3	2	1	8
Commercial - Add/Alter	1	5	7	2	15
TOTAL	7	34	22	9	72
2002					
Residential - New	8	9	10	5	32
Residential - Add/Alter	1	5	8	6	20
Commercial - New	0	1	6	1	8
Commercial - Add/Alter	1	2	3	1	7
TOTAL	10	17	27	13	67
2003					
Residential - New	6	17	15	9	47
Residential - Add/Alter	8	6	3	2	19
Commercial - New	0	7	3	1	11
Commercial - Add/Alter	4	4	0	1	9
TOTAL	18	34	21	13	86
2004					
Residential - New	11	15	9	6	41
Residential - Add/Alter	2	5	21	9	37
Commercial - New	2	5	8	7	22
Commercial - Add/Alter	1	1	4	2	8
TOTAL	16	26	42	24	108
2005					
Residential - New	10	22	13	6	51
Residential - Add/Alter	1	13	9	2	25
Commercial - New	2	10	4	2	18
Commercial - Add/Alter	5	2	1	1	9
TOTAL	18	47	27	11	103
2006					
Residential - New	9	23	15	2	49
Residential - Add/Alter	0	8	7	1	16
Commercial - New	4	5	3	2	14
Commercial - Add/Alter	1	3	0	0	4
TOTAL	14	39	25	5	83
2007					
Residential - New	2	22	12	5	41
Residential - Add/Alter	0	8	12	8	28
Commercial - New	1	9	3	3	16
Commercial - Add/Alter	0	1	1	0	2
TOTAL	3	40	28	16	87
2008					
				Year to Date	
Residential - New	5	23	4		32
Residential - Add/Alter	2	5	7		14
Commercial - New	0	2	0		2
Commercial - Add/Alter	0	0	2		2
TOTAL	7	30	13	0	50

Table 2.33

Kenai Sales

Kenai Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	1,296,639	1,793,964	2,652,861	1,298,983	3,927,205	6,033,005	53.6%	2,105,800
SALES	26,930,286	29,314,014	30,359,014	32,609,317	34,116,919	38,245,974	12.1%	4,129,055
CONST	7,577,535	3,623,799	10,302,296	8,251,063	13,301,420	22,313,930	67.8%	9,012,510
PROP	4,023,681	4,563,103	4,979,319	5,000,463	4,495,397	5,499,257	22.3%	1,003,860
TOUR	5,144,617	6,139,578	6,463,842	7,098,168	6,738,567	6,247,357	-7.3%	-491,210
SERV	5,333,408	5,062,540	5,213,469	5,941,675	7,027,931	6,830,727	-2.8%	-197,204
PROF	3,706,580	4,568,668	3,513,562	4,331,435	3,711,731	3,004,487	-19.1%	-707,244
UTIL	1,833,983	2,148,139	5,072,132	2,448,211	2,891,115	3,053,721	5.6%	162,606
MANU	14,708,989	14,248,935	21,799,320	14,371,206	19,102,878	21,994,553	15.1%	2,891,675
TRAN	738,094	7,364,496	1,409,531	22,978,804	33,364,286	43,707,193	31.0%	10,342,907
WHLS	8,926,206	18,015,484	19,372,077	16,125,342	22,917,023	23,001,404	0.4%	84,381
GOV	930,300	1,017,667	1,203,085	1,083,271	1,401,362	1,472,864	5.1%	71,502
TOTAL	81,150,318	97,860,387	112,340,508	121,537,938	152,995,834	181,404,472	18.6%	28,408,638

Table 3.1

For complete listing of Lines of Business, see page 13

Kenai Third Quarter GROSS Sales History	
2003	81,150,318
2004	97,860,387
2005	112,340,508
2006	121,537,938
2007	152,995,834
2008	181,404,472

Table 3.2

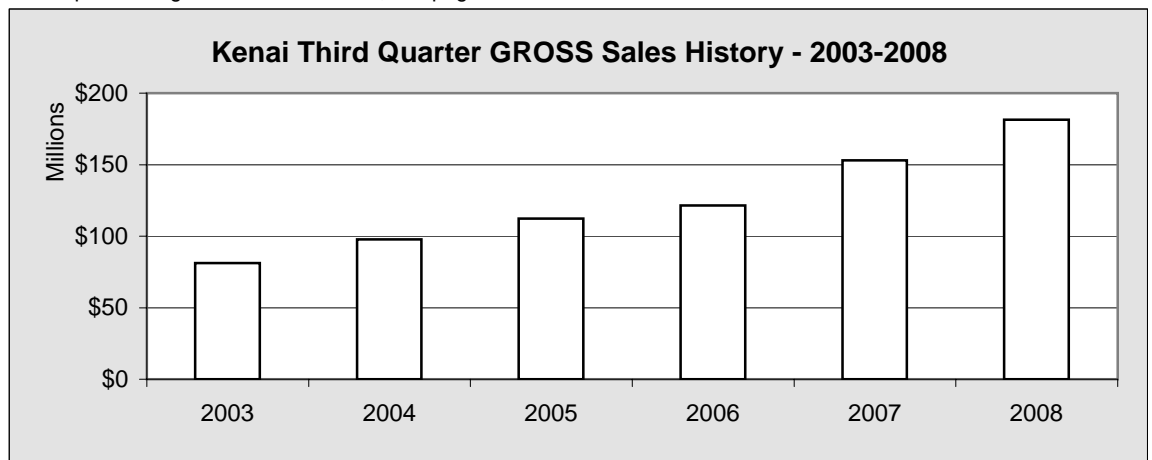
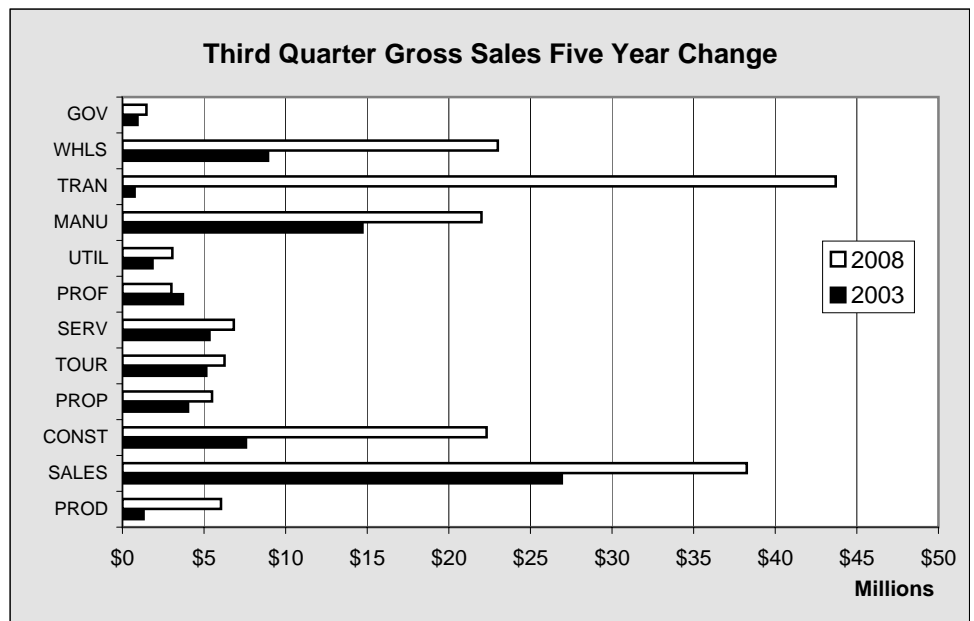


Chart 3.1

Kenai Five Year Change Third Quarter GROSS Sales		
LOB	2003	2008
PROD	1,296,639	6,033,005
SALES	26,930,286	38,245,974
CONST	7,577,535	22,313,930
PROP	4,023,681	5,499,257
TOUR	5,144,617	6,247,357
SERV	5,333,408	6,830,727
PROF	3,706,580	3,004,487
UTIL	1,833,983	3,053,721
MANU	14,708,989	21,994,553
TRAN	738,094	43,707,193
WHLS	8,926,206	23,001,404
GOV	930,300	1,472,864
TOTAL	81,150,318	181,404,472

Table 3.3

Chart 3.2



Kenai Sales

Kenai Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	110,235	103,931	80,325	89,798	114,718	99,041	-13.7%	-15,677
SALES	16,005,469	18,114,539	19,643,949	20,482,972	22,706,524	25,473,228	12.2%	2,766,704
CONST	319,594	299,925	250,678	314,112	342,452	370,129	8.1%	27,677
PROP	2,126,433	2,375,738	2,395,450	2,216,548	2,271,009	3,202,249	41.0%	931,240
TOUR	4,600,632	5,111,387	5,409,590	6,147,138	6,218,636	5,817,115	-6.5%	-401,521
SERV	3,889,710	3,761,821	3,689,703	3,842,802	4,526,112	4,142,525	-8.5%	-383,587
PROF	632,865	670,842	670,059	682,343	603,813	719,757	19.2%	115,944
UTIL	1,019,510	1,085,077	1,184,595	1,304,520	1,498,109	1,591,645	6.2%	93,536
MANU	386,482	569,135	729,282	420,755	540,635	409,588	-24.2%	-131,047
TRAN	45,539	108,332	104,125	221,909	289,404	581,714	101.0%	292,310
WHLS	1,624,598	7,136,507	7,771,491	8,793,332	8,633,646	8,716,428	1.0%	82,782
GOV	590,671	705,484	768,655	700,435	811,324	827,495	2.0%	16,171
TOTAL	31,351,738	40,042,718	42,697,902	45,216,664	48,556,382	51,950,914	7.0%	3,394,532

Table 3.4 For complete listing of Lines of Business, see page 13

Kenai Third Quarter TAXABLE Sales History	
2003	31,351,738
2004	40,042,718
2005	42,697,902
2006	45,216,664
2007	48,556,382
2008	51,950,914

Table 3.5

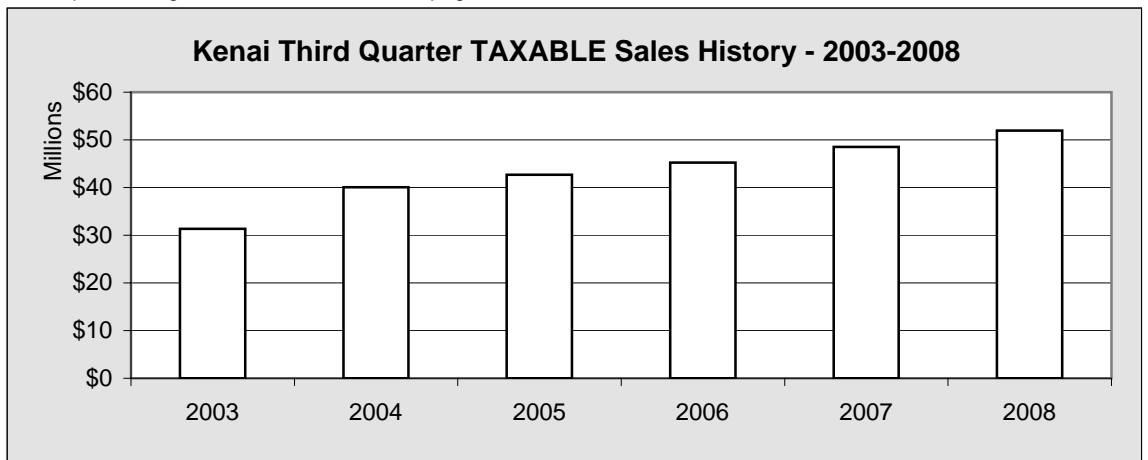


Chart 3.3

Kenai Five Year Change Third Quarter TAXABLE Sales		
LOB	2003	2008
PROD	110,235	99,041
SALES	16,005,469	25,473,228
CONST	319,594	370,129
PROP	2,126,433	3,202,249
TOUR	4,600,632	5,817,115
SERV	3,889,710	4,142,525
PROF	632,865	719,757
UTIL	1,019,510	1,591,645
MANU	386,482	409,588
TRAN	45,539	581,714
WHLS	1,624,598	8,716,428
GOV	590,671	827,495
TOTAL	31,351,738	51,950,914

Table 3.6

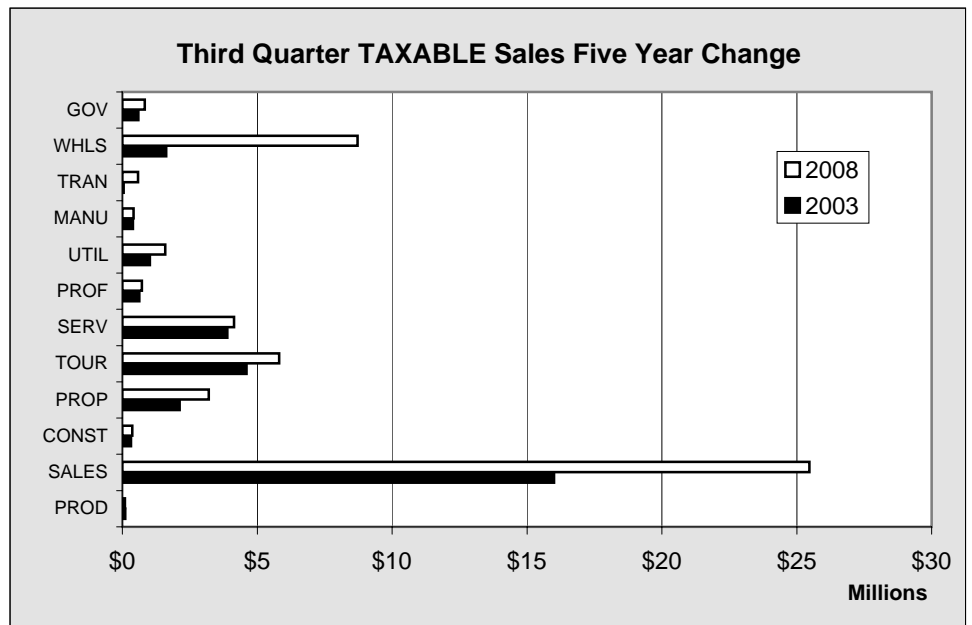


Chart 3.4

Kenai Sales

Kenai YTD Sept. 30 GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	3,506,411	4,225,991	4,750,589	4,124,540	7,145,765	20,069,360	180.9%	12,923,595
SALES	80,773,726	80,454,357	82,421,976	95,289,235	90,708,594	96,535,735	6.4%	5,827,141
CONST	18,310,991	8,761,572	19,266,653	15,435,107	25,234,388	40,266,834	59.6%	15,032,446
PROP	12,403,782	12,055,745	12,297,549	12,964,595	12,366,711	14,127,557	14.2%	1,760,846
TOUR	11,757,484	12,772,800	13,310,722	15,062,225	14,429,785	13,359,162	-7.4%	-1,070,623
SERV	16,263,882	14,990,649	14,892,972	16,013,521	18,925,929	18,564,736	-1.9%	-361,193
PROF	10,797,253	10,834,471	10,830,940	11,874,202	11,182,992	9,752,639	-12.8%	-1,430,353
UTIL	6,697,143	6,904,448	10,993,636	9,274,859	10,736,626	11,025,326	2.7%	288,700
MANU	23,180,904	22,004,459	29,431,121	22,677,485	29,493,549	33,837,687	14.7%	4,344,138
TRAN	3,141,509	16,166,396	39,919,583	48,205,978	88,485,780	114,005,264	28.8%	25,519,484
WHLS	21,437,283	47,916,300	49,874,725	40,559,963	49,732,896	62,701,681	26.1%	12,968,785
GOV	2,123,734	2,223,292	2,534,785	2,608,586	3,191,556	3,211,982	0.6%	20,426
TOTAL	210,394,102	239,310,480	290,525,251	294,090,296	361,634,571	437,457,963	21.0%	75,823,392

Table 3.7

For complete listing of Lines of Business, see page 13

Kenai YTD Sept. 30 GROSS Sales History	
2003	210,394,102
2004	239,310,480
2005	290,525,251
2006	294,090,296
2007	361,634,571
2008	437,457,963

Table 3.8

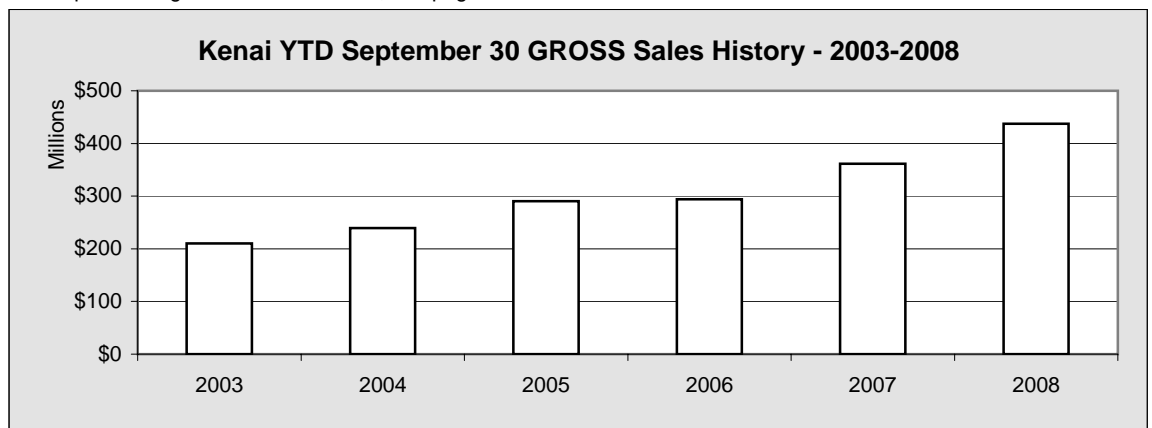


Chart 3.5

Kenai Five Year Change YTD Sept. 30 GROSS Sales		
	2003	2008
PROD	3,506,411	20,069,360
SALES	80,773,726	96,535,735
CONST	18,310,991	40,266,834
PROP	12,403,782	14,127,557
TOUR	11,757,484	13,359,162
SERV	16,263,882	18,564,736
PROF	10,797,253	9,752,639
UTIL	6,697,143	11,025,326
MANU	23,180,904	33,837,687
TRAN	3,141,509	114,005,264
WHLS	21,437,283	62,701,681
GOV	2,123,734	3,211,982
TOTAL	210,394,102	437,457,963

Table 3.9

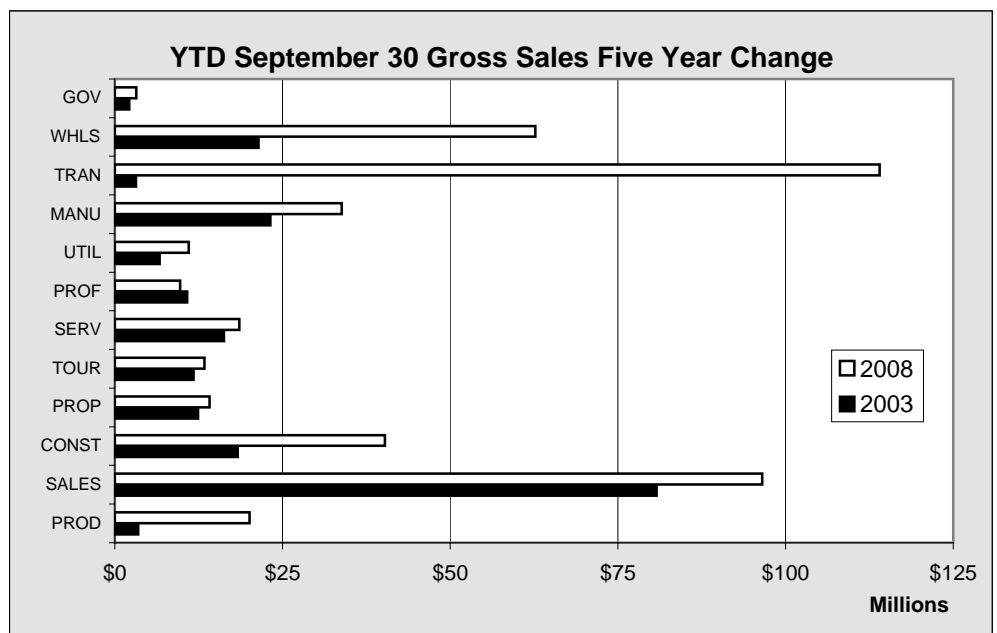


Chart 3.6

Kenai Sales

Kenai YTD September 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	364,434	369,249	328,732	321,317	376,594	363,604	-3.4%	-12,990
SALES	48,797,443	47,736,788	51,181,121	54,620,099	59,185,700	66,156,070	11.8%	6,970,370
CONST	885,551	921,379	791,850	833,805	914,797	954,643	4.4%	39,846
PROP	5,993,465	6,004,337	5,936,168	5,890,454	6,202,820	7,342,525	18.4%	1,139,705
TOUR	10,974,173	11,386,285	11,765,749	13,693,537	13,507,818	12,259,485	-9.2%	-1,248,333
SERV	12,481,995	11,000,623	10,144,861	10,793,126	12,388,985	11,962,483	-3.4%	-426,502
PROF	2,178,952	2,338,645	2,343,466	2,399,450	2,309,491	2,525,309	9.3%	215,818
UTIL	4,080,621	4,240,940	4,690,648	5,456,938	6,413,697	6,404,927	-0.1%	-8,770
MANU	694,782	916,573	1,020,205	729,179	858,878	783,968	-8.7%	-74,910
TRAN	157,839	202,710	192,749	560,190	732,660	1,261,735	72.2%	529,075
WHLS	4,282,641	19,236,851	19,795,207	21,733,777	21,222,657	21,205,207	-0.1%	-17,450
GOV	1,354,872	1,487,617	1,633,280	1,671,936	1,852,920	1,864,715	0.6%	11,795
TOTAL	92,246,768	105,841,997	109,824,036	118,703,808	125,967,017	133,084,671	5.7%	7,117,654

Table 3.10

For complete listing of Lines of Business, see page 13

Kenai YTD Sept 30 TAXABLE Sales History	
2003	92,246,768
2004	105,841,997
2005	109,824,036
2006	118,703,808
2007	125,967,017
2008	133,084,671

Table 3.11

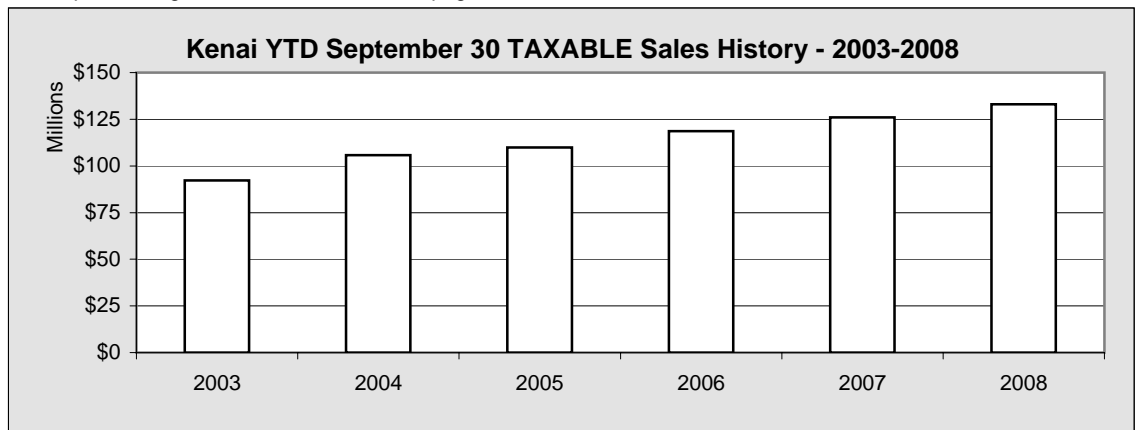


Chart 3.7

Kenai Five Year Change YTD Sept. 30 TAXABLE Sales		
	2003	2008
PROD	364,434	363,604
SALES	48,797,443	66,156,070
CONST	885,551	954,643
PROP	5,993,465	7,342,525
TOUR	10,974,173	12,259,485
SERV	12,481,995	11,962,483
PROF	2,178,952	2,525,309
UTIL	4,080,621	6,404,927
MANU	694,782	783,968
TRAN	157,839	1,261,735
WHLS	4,282,641	21,205,207
GOV	1,354,872	1,864,715
TOTAL	92,246,768	133,084,671

Table 3.12

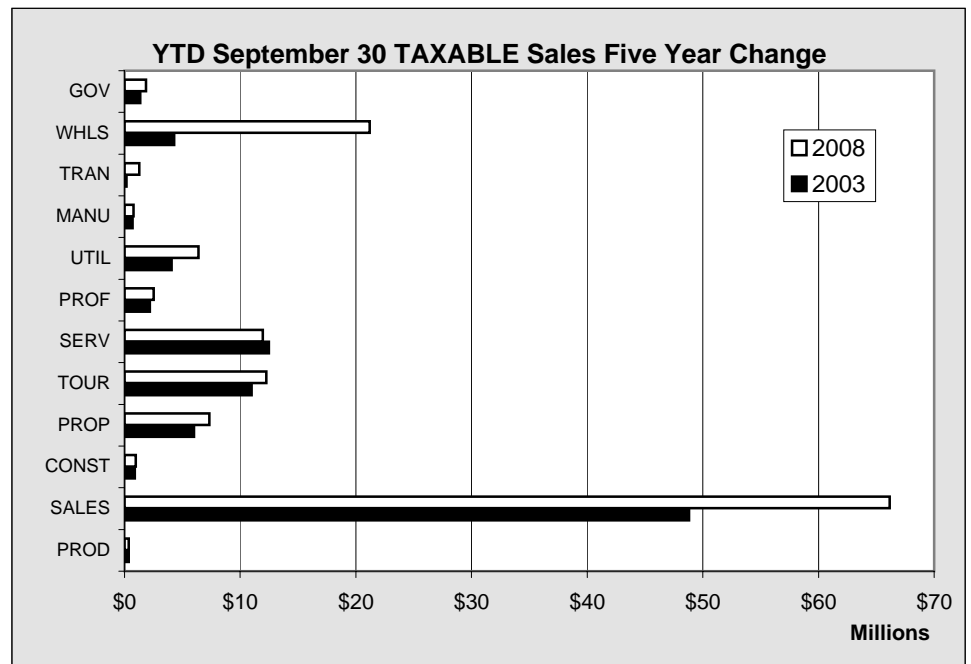


Chart 3.8

Kenai Sales

Kenai Annual GROSS Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	4,593,565	4,726,857	100,022,855	78,876,010	43,287,832	46,716,466	7.9%	3,428,634
SALES	125,204,629	107,530,358	108,645,907	112,006,670	124,143,661	122,592,351	-1.2%	-1,551,310
CONST	19,336,487	30,539,441	13,129,482	25,430,918	40,880,928	34,010,065	-16.8%	-6,870,863
PROP	18,504,966	17,965,712	16,264,986	18,417,832	17,517,133	17,239,040	-1.6%	-278,093
TOUR	16,018,472	14,870,397	15,956,285	16,544,762	18,720,706	18,181,009	-2.9%	-539,697
SERV	20,603,710	20,745,270	19,839,374	19,907,748	22,170,304	25,606,043	15.5%	3,435,739
PROF	14,466,531	13,830,788	13,816,386	14,633,670	15,910,045	15,306,314	-3.8%	-603,731
UTIL	10,943,693	8,965,563	9,370,432	13,871,188	13,006,437	14,199,488	9.2%	1,193,051
MANU	17,770,220	26,455,314	26,232,173	33,428,325	29,206,480	32,688,259	11.9%	3,481,779
TRAN	4,535,857	4,625,552	17,553,410	66,585,592	74,705,995	119,611,694	60.1%	44,905,699
WHLS	24,702,753	29,926,647	63,578,072	62,846,060	53,888,047	70,341,832	30.5%	16,453,785
GOV	2,614,831	2,700,596	2,862,813	3,231,177	3,494,476	4,064,513	16.3%	570,037
TOTAL	279,295,714	282,882,495	407,272,175	465,779,952	456,932,044	520,557,074	13.9%	63,625,030

Table 3.13 For complete listing of Lines of Business, see page 13

Kenai Annual GROSS Sales History	
2002	279,295,714
2003	282,882,495
2004	407,272,175
2005	465,779,952
2006	456,932,044
2007	520,557,074

Table 3.14

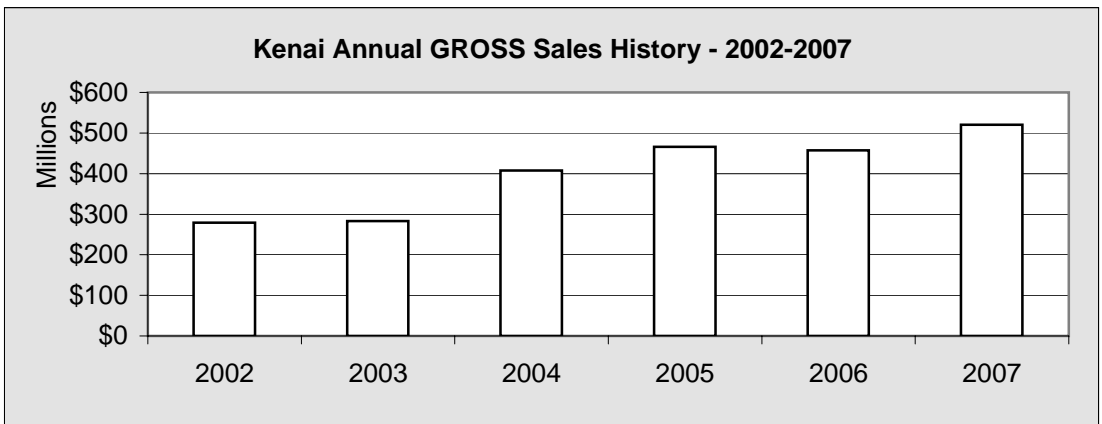


Chart 3.9

Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	4,593,565	46,716,466
SALES	125,204,629	122,592,351
CONST	19,336,487	34,010,065
PROP	18,504,966	17,239,040
TOUR	16,018,472	18,181,009
SERV	20,603,710	25,606,043
PROF	14,466,531	15,306,314
UTIL	10,943,693	14,199,488
MANU	17,770,220	32,688,259
TRAN	4,535,857	119,611,694
WHLS	24,702,753	70,341,832
GOV	2,614,831	4,064,513
TOTAL	279,295,714	520,557,074

Table 3.15

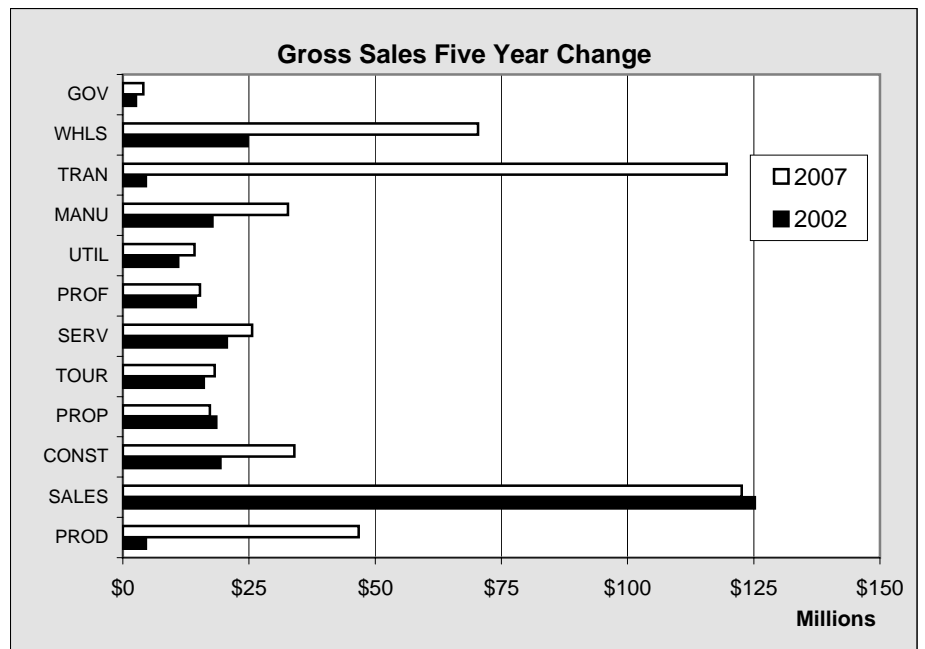


Chart 3.10

Kenai Sales

Kenai Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	470,521	488,890	494,772	467,755	440,218	520,505	18.2%	80,287
SALES	78,400,256	64,294,562	63,884,387	68,365,098	73,008,240	79,962,518	9.5%	6,954,278
CONST	1,140,515	1,233,344	1,200,427	1,119,137	1,188,349	1,265,859	6.5%	77,510
PROP	8,806,617	7,785,110	7,795,314	7,791,256	7,952,111	8,406,083	5.7%	453,972
TOUR	15,030,713	13,961,938	14,416,689	14,833,825	17,163,429	16,851,017	-1.8%	-312,412
SERV	15,938,512	15,981,268	14,364,532	13,480,976	14,538,847	16,493,278	13.4%	1,954,431
PROF	2,717,939	2,773,378	2,995,387	2,941,031	2,979,189	2,909,389	-2.3%	-69,800
UTIL	5,585,796	5,509,627	5,765,278	6,386,909	7,605,058	8,465,960	11.3%	860,902
MANU	844,835	893,384	1,057,618	1,140,898	883,767	1,061,647	20.1%	177,880
TRAN	223,836	318,401	239,198	346,647	670,327	962,740	43.6%	292,413
WHLS	5,645,891	6,336,422	25,239,822	26,564,628	28,050,311	27,805,502	-0.9%	-244,809
GOV	1,872,817	1,738,471	1,920,438	2,097,894	2,160,749	2,372,880	9.8%	212,131
TOTAL	136,678,248	121,314,795	139,373,862	145,536,054	156,640,595	167,077,378	6.7%	10,436,783

Table 3.16

For complete listing of Lines of Business, see page 13

Kenai Annual TAXABLE Sales History	
2002	136,678,248
2003	121,314,795
2004	139,373,862
2005	145,536,054
2006	156,640,595
2007	167,077,378

Table 3.17

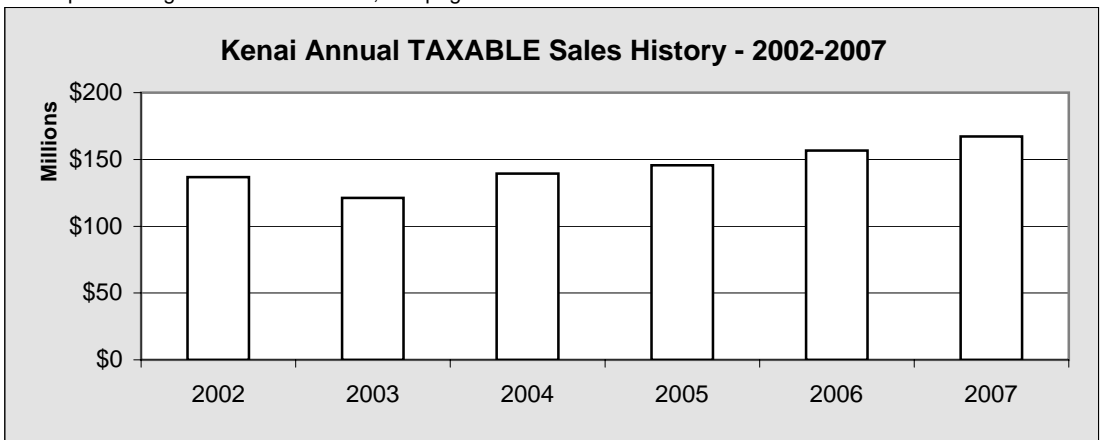


Chart 3.11

Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	470,521	520,505
SALES	78,400,256	79,962,518
CONST	1,140,515	1,265,859
PROP	8,806,617	8,406,083
TOUR	15,030,713	16,851,017
SERV	15,938,512	16,493,278
PROF	2,717,939	2,909,389
UTIL	5,585,796	8,465,960
MANU	844,835	1,061,647
TRAN	223,836	962,740
WHLS	5,645,891	27,805,502
GOV	1,872,817	2,372,880
TOTAL	136,678,248	167,077,378

Table 3.18

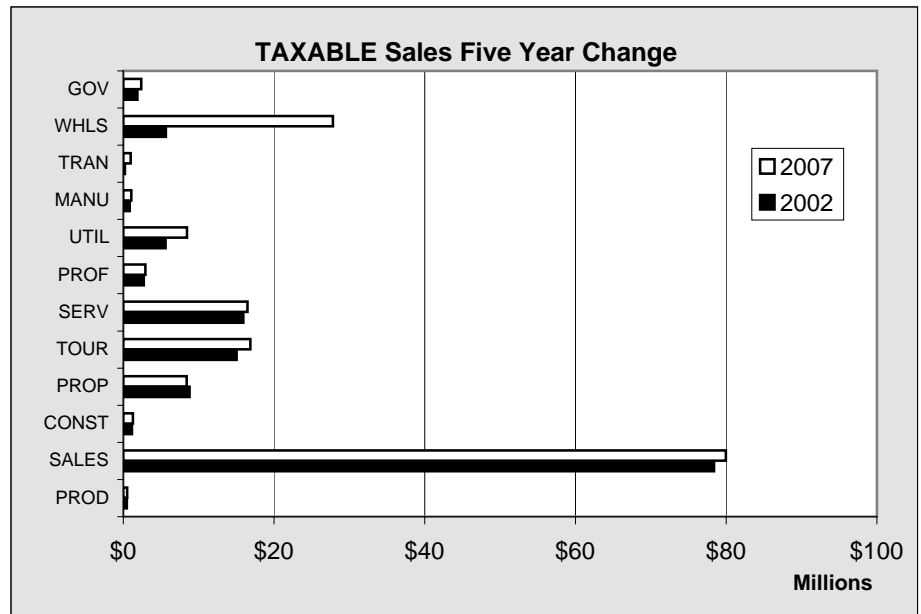


Chart 3.12

Kenai Sales

Kenai GROSS Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	6,141,814	7,894,541	6,033,005		20,069,360
Sales	26,287,846	32,001,915	38,245,974		96,535,735
Construction	3,881,416	14,071,488	22,313,930		40,266,834
Property	4,100,478	4,527,822	5,499,257		14,127,557
Tourism	3,012,236	4,099,569	6,247,357		13,359,162
Services	5,590,238	6,143,771	6,830,727		18,564,736
Professional	3,399,652	3,348,500	3,004,487		9,752,639
Utility	4,534,657	3,436,948	3,053,721		11,025,326
Manufacturing	5,392,390	6,450,744	21,994,553		33,837,687
Transportation & Warehousing	30,629,052	39,669,019	43,707,193		114,005,264
Wholesale	15,591,985	24,108,292	23,001,404		62,701,681
Government	834,505	904,613	1,472,864		3,211,982
TOTAL	109,396,269	146,657,222	181,404,472	0	437,457,963

Table 3.19

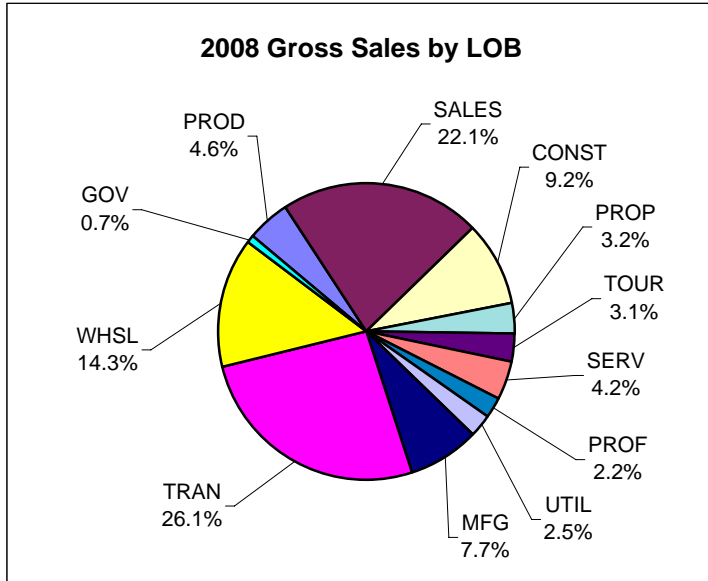


Chart 3.13

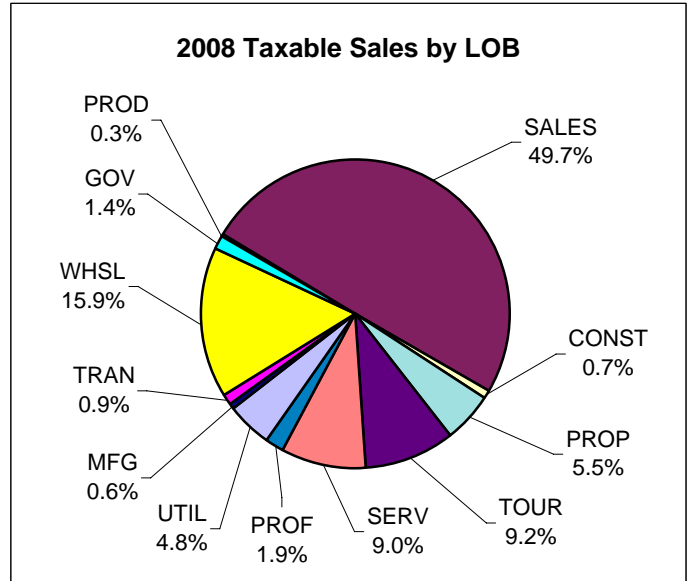


Chart 3.14

Kenai TAXABLE Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	89,323	175,240	99,041		363,604
Sales	18,751,342	21,931,500	25,473,228		66,156,070
Construction	269,117	315,397	370,129		954,643
Property	1,978,695	2,161,581	3,202,249		7,342,525
Tourism	2,599,879	3,842,491	5,817,115		12,259,485
Services	3,771,388	4,048,570	4,142,525		11,962,483
Professional	922,586	882,966	719,757		2,525,309
Utility	2,800,323	2,012,959	1,591,645		6,404,927
Manufacturing	133,048	241,332	409,588		783,968
Transportation & Warehousing	232,760	447,261	581,714		1,261,735
Wholesale	4,238,859	8,249,920	8,716,428		21,205,207
Government	512,784	524,436	827,495		1,864,715
TOTAL	36,300,104	44,833,653	51,950,914	0	133,084,671

Table 3.20

Kenai Sales

Kenai GROSS Sales by Line of Business by Quarter - 2007 - in \$

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	655,921	2,562,639	3,927,205	39,570,701	46,716,466
Sales	25,489,855	31,101,820	34,116,919	31,883,757	122,592,351
Construction	4,581,023	7,351,945	13,301,420	8,775,677	34,010,065
Property	3,741,682	4,129,632	4,495,397	4,872,329	17,239,040
Tourism	3,165,712	4,525,506	6,738,567	3,751,224	18,181,009
Services	5,372,493	6,525,505	7,027,931	6,680,114	25,606,043
Professional	4,072,946	3,398,315	3,711,731	4,123,322	15,306,314
Utility	4,581,786	3,263,725	2,891,115	3,462,862	14,199,488
Manufacturing	4,547,604	5,843,067	19,102,878	3,194,710	32,688,259
Transportation & Warehousing	30,603,635	24,517,859	33,364,286	31,125,914	119,611,694
Wholesale	9,074,444	17,741,429	22,917,023	20,608,936	70,341,832
Government	791,264	998,930	1,401,362	872,957	4,064,513
TOTAL	96,678,365	111,960,372	152,995,834	158,922,503	520,557,074

Table 3.21

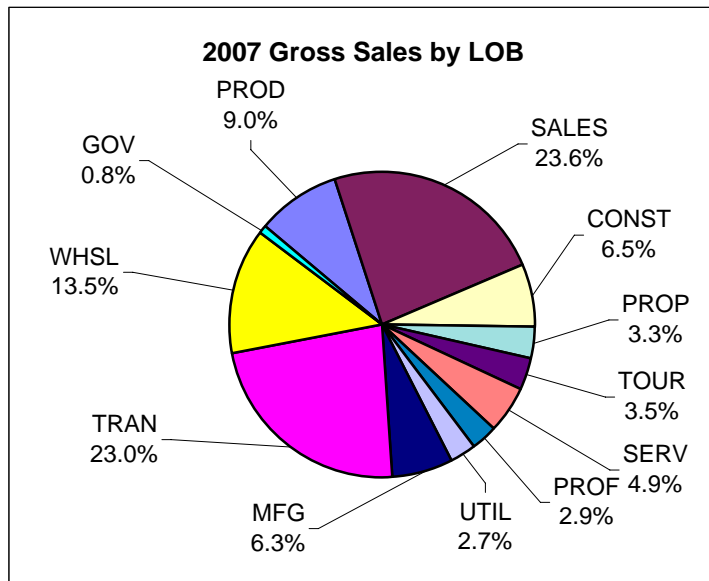


Chart 3.15

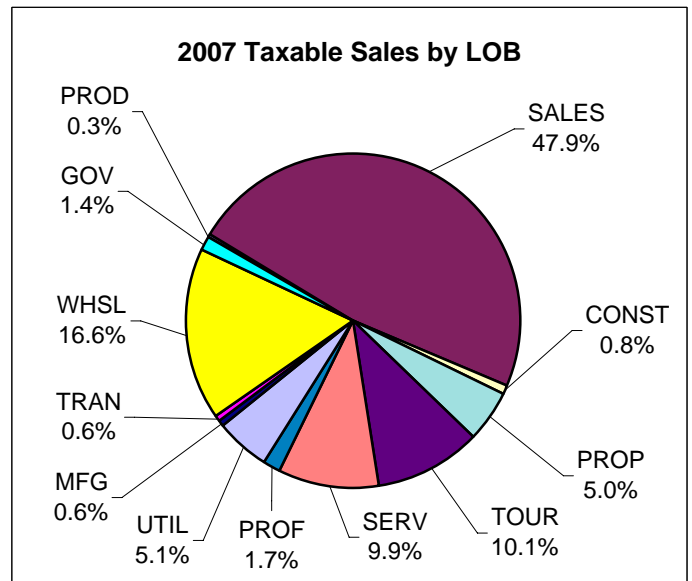


Chart 3.16

Kenai TAXABLE Sales by Line of Business by Quarter - 2007 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	57,569	204,307	114,718	143,911	520,505
Sales	16,487,590	19,991,586	22,706,524	20,776,818	79,962,518
Construction	265,532	306,813	342,452	351,062	1,265,859
Property	1,893,657	2,038,154	2,271,009	2,203,263	8,406,083
Tourism	3,012,613	4,276,569	6,218,636	3,343,199	16,851,017
Services	3,653,567	4,209,306	4,526,112	4,104,293	16,493,278
Professional	903,098	802,580	603,813	599,898	2,909,389
Utility	2,879,713	2,035,875	1,498,109	2,052,263	8,465,960
Manufacturing	121,285	196,958	540,635	202,769	1,061,647
Transportation & Warehousing	121,148	322,108	289,404	230,080	962,740
Wholesale	4,422,724	8,166,287	8,633,646	6,582,845	27,805,502
Government	495,297	546,299	811,324	519,960	2,372,880
TOTAL	34,313,793	43,096,842	48,556,382	41,110,361	167,077,378

Table 3.22

Kenai Sales

Kenai GROSS Sales by Line of Business by Quarter - 2006 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,097,363	1,728,194	1,298,983	39,163,292	43,287,832
Sales	25,915,409	36,764,509	32,609,317	28,854,426	124,143,661
Construction	1,688,153	5,495,891	8,251,063	25,445,821	40,880,928
Property	3,574,662	4,389,470	5,000,463	4,552,538	17,517,133
Tourism	3,223,682	4,740,375	7,098,168	3,658,481	18,720,706
Services	4,889,784	5,182,062	5,941,675	6,156,783	22,170,304
Professional	3,827,587	3,715,180	4,331,435	4,035,843	15,910,045
Utility	3,940,507	2,886,141	2,448,211	3,731,578	13,006,437
Manufacturing	2,523,764	5,782,515	14,371,206	6,528,995	29,206,480
Transportation & Warehousing	2,693,130	22,534,044	22,978,804	26,500,017	74,705,995
Wholesale	9,169,811	15,264,810	16,125,342	13,328,084	53,888,047
Government	729,788	795,527	1,083,271	885,890	3,494,476
TOTAL	63,273,640	109,278,718	121,537,938	162,841,748	456,932,044

Table 3.23

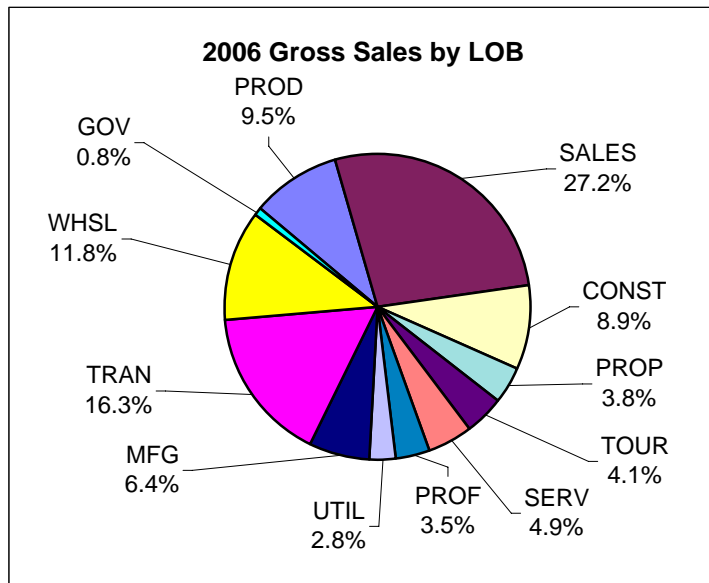


Chart 3.17

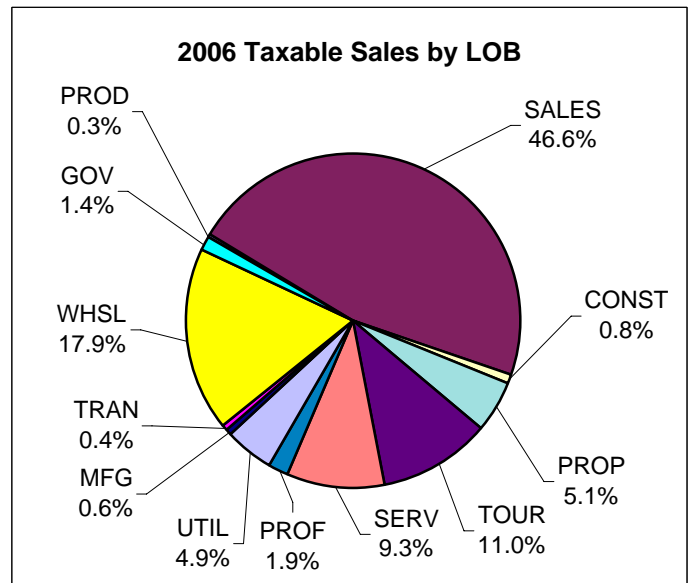


Chart 3.18

Kenai TAXABLE Sales by Line of Business by Quarter - 2006 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	58,754	172,765	89,798	118,901	440,218
Sales	15,154,575	18,982,552	20,482,972	18,388,141	73,008,240
Construction	236,295	283,398	314,112	354,544	1,188,349
Property	1,740,100	1,933,806	2,216,548	2,061,657	7,952,111
Tourism	3,041,808	4,504,591	6,147,138	3,469,892	17,163,429
Services	3,431,536	3,518,788	3,842,802	3,745,721	14,538,847
Professional	872,885	844,222	682,343	579,739	2,979,189
Utility	2,403,379	1,749,039	1,304,520	2,148,120	7,605,058
Manufacturing	111,997	196,427	420,755	154,588	883,767
Transportation & Warehousing	134,030	204,251	221,909	110,137	670,327
Wholesale	4,737,150	8,203,295	8,793,332	6,316,534	28,050,311
Government	467,706	503,795	700,435	488,813	2,160,749
TOTAL	32,390,215	41,096,929	45,216,664	37,936,787	156,640,595

Table 3.24

Kenai Sales

Kenai Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	37,009,577	56,481,828	101,659,304	57,899,152	253,049,861	
1994	57,188,988	59,340,975	76,208,889	56,477,738	249,216,590	-1.5%
1995	47,030,982	63,194,041	103,898,722	53,973,962	268,097,707	7.6%
1996	44,272,558	59,006,953	89,244,719	56,206,797	248,731,027	-7.2%
1997	46,734,219	69,543,282	92,318,998	69,499,878	278,096,377	11.8%
1998	57,398,212	69,795,945	85,276,693	67,609,090	280,079,940	0.7%
1999	49,309,897	61,605,164	91,880,728	67,950,329	270,746,118	-3.3%
2000	55,609,576	66,148,908	89,482,163	72,403,855	283,644,502	4.8%
2001	62,412,055	76,653,184	94,911,501	76,422,702	310,399,442	9.4%
2002	60,485,836	67,818,581	82,467,626	68,523,671	279,295,714	-10.0%
2003	62,037,733	67,206,051	81,150,318	72,488,393	282,882,495	1.3%
2004	61,072,504	80,377,589	97,860,387	167,961,695	407,272,175	44.0%
2005	75,641,521	102,543,222	112,340,508	175,254,701	465,779,952	14.4%
2006	63,273,640	109,278,718	121,537,938	162,841,748	456,932,044	-1.9%
2007	96,678,365	111,960,372	152,995,834	158,922,503	520,557,074	13.9%
2008	109,396,269	146,657,222	181,404,472		437,457,963	
Change	13.2%	31.0%	18.6%			

Table 3.25

Kenai Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	20,523,132	25,371,453	35,536,079	32,086,350	113,517,014	
1994	24,600,688	28,256,972	32,750,392	28,793,983	114,402,035	0.8%
1995	22,811,754	28,333,677	32,455,065	28,991,139	112,591,635	-1.6%
1996	23,821,757	29,825,649	33,254,658	29,649,466	116,551,530	3.5%
1997	23,734,621	30,223,772	34,152,494	30,465,867	118,576,754	1.7%
1998	24,686,791	30,026,162	33,360,588	31,957,166	120,030,707	1.2%
1999	25,183,897	30,905,185	34,560,194	33,717,815	124,367,091	3.6%
2000	25,521,513	31,538,250	36,610,960	34,057,441	127,728,164	2.7%
2001	27,883,010	34,967,917	38,162,815	36,003,199	137,016,941	7.3%
2002	28,916,700	34,624,807	38,168,856	34,967,885	136,678,248	-0.2%
2003	31,093,476	29,801,554	31,351,738	29,068,027	121,314,795	-11.2%
2004	29,545,991	36,253,288	40,042,718	33,531,865	139,373,862	14.9%
2005	29,608,133	37,518,001	42,697,902	35,712,018	145,536,054	4.4%
2006	32,390,215	41,096,929	45,216,664	37,936,787	156,640,595	7.6%
2007	34,313,793	43,096,842	48,556,382	41,110,361	167,077,378	6.7%
2008	36,300,104	44,833,653	51,950,914		133,084,671	
Change	5.8%	4.0%	7.0%			

Table 3.26

Kenai Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	16,486,445	31,110,375	66,123,225	25,812,802	139,532,847	
1994	32,588,300	31,084,003	43,458,497	27,683,755	134,814,555	-3.4%
1995	24,219,228	34,860,364	71,443,657	24,982,823	155,506,072	15.3%
1996	20,450,801	29,181,304	55,990,061	26,557,331	132,179,497	-15.0%
1997	22,999,598	39,319,510	58,166,504	39,034,011	159,519,623	20.7%
1998	32,711,421	39,769,783	51,916,105	35,651,924	160,049,233	0.3%
1999	24,126,000	30,699,979	57,320,534	34,232,514	146,379,027	-8.5%
2000	30,088,063	34,610,658	52,871,203	38,346,414	155,916,338	6.5%
2001	34,529,045	41,685,267	56,748,686	40,419,503	173,382,501	11.2%
2002	31,569,136	33,193,774	44,298,770	33,555,786	142,617,466	-17.7%
2003	30,944,257	37,404,497	49,798,580	43,420,366	161,567,700	13.3%
2004	31,526,513	44,124,301	57,817,669	134,429,830	267,898,313	65.8%
2005	46,033,388	65,025,221	69,642,606	139,542,683	320,243,898	19.5%
2006	30,883,425	68,181,789	76,321,274	124,904,961	300,291,449	-6.2%
2007	62,364,572	68,863,530	104,439,452	117,812,142	353,479,696	17.7%
2008	73,096,165	101,823,569	129,453,558		304,373,292	
Change	17.2%	47.9%	24.0%			

Table 3.27

Kenai Construction

Kenai 3rd Quarter Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	2,899,000	560,000	1,197,500	1,544,000	2,324,500	1,247,000	1,898,500	52.2%
Residential Alter/Add	302,400	168,850	308,950	306,600	262,154	617,700	265,100	-57.1%
Commercial New	212,000	51,000	250,000	1,000,000	175,000	6,475,000	22,265,000	243.9%
Commercial Alter/Add	3,400,600	2,920,500	235,300	1,184,500	1,606,000	6,681,000	547,700	-91.8%
Total	6,814,000	3,700,350	1,991,750	4,035,100	4,367,654	15,020,700	24,976,300	66.3%
Annual Change		-45.7%	-46.2%	102.6%	8.2%	243.9%	66.3%	

Table 3.28

Kenai 3rd Quarter Permit VALUES by Type - 1986-2008

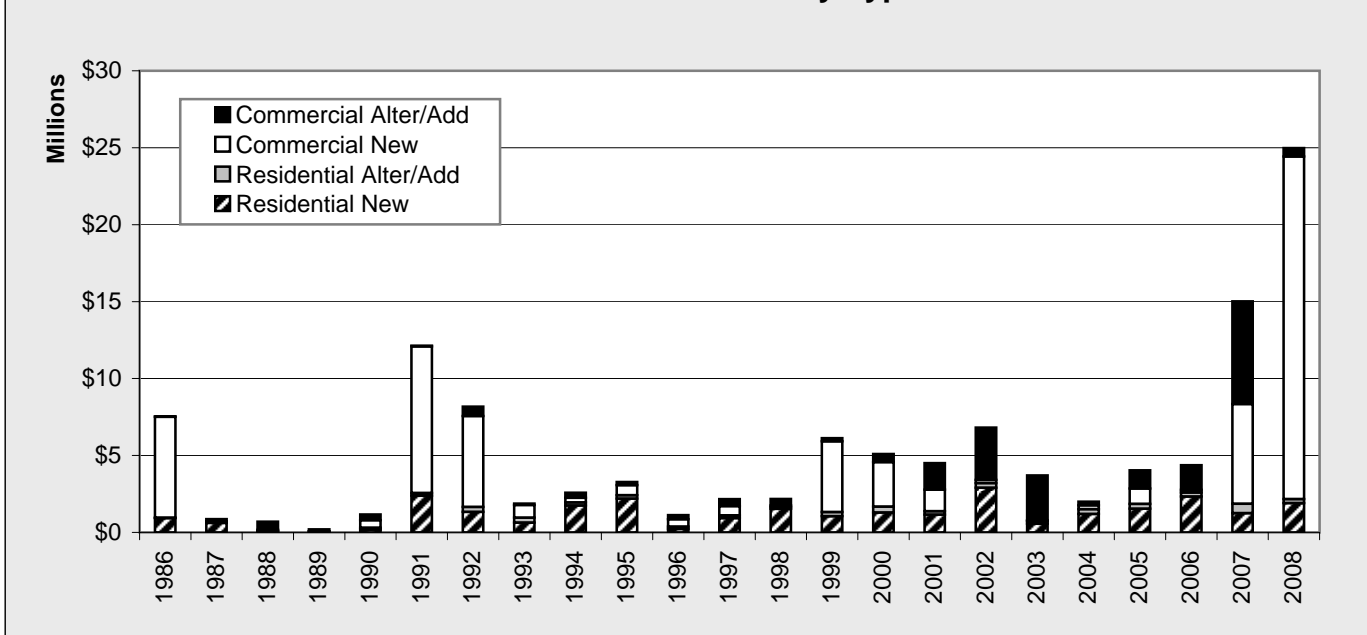


Chart 3.19

**Kenai 3rd Quarter Permit VALUES
Percent by Type - 2008**

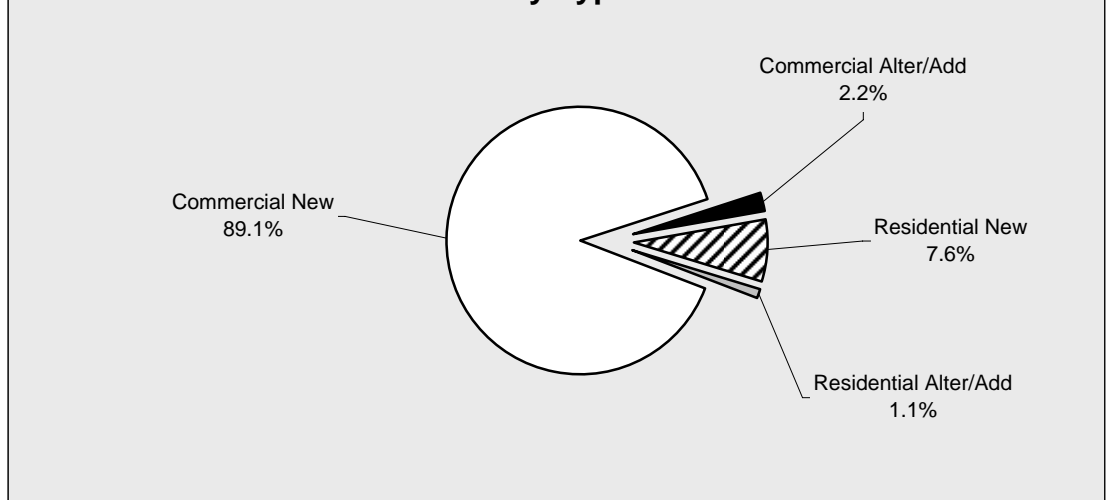


Chart 3.20

Kenai Construction

Kenai 3rd Quarter Permit VOLUME by Type - 2002-2008								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	19	3	8	8	14	12	11	-8.3%
Residential Alter/Add	26	22	12	14	16	24	20	-16.7%
Commercial New	2	2	1	1	1	4	3	-25.0%
Commercial Alter/Add	12	18	10	10	12	4	8	100.0%
Total	59	45	31	33	43	44	42	-4.5%
Annual Change		-23.7%	-31.1%	6.5%	30.3%	2.3%	-4.5%	

Table 3.29

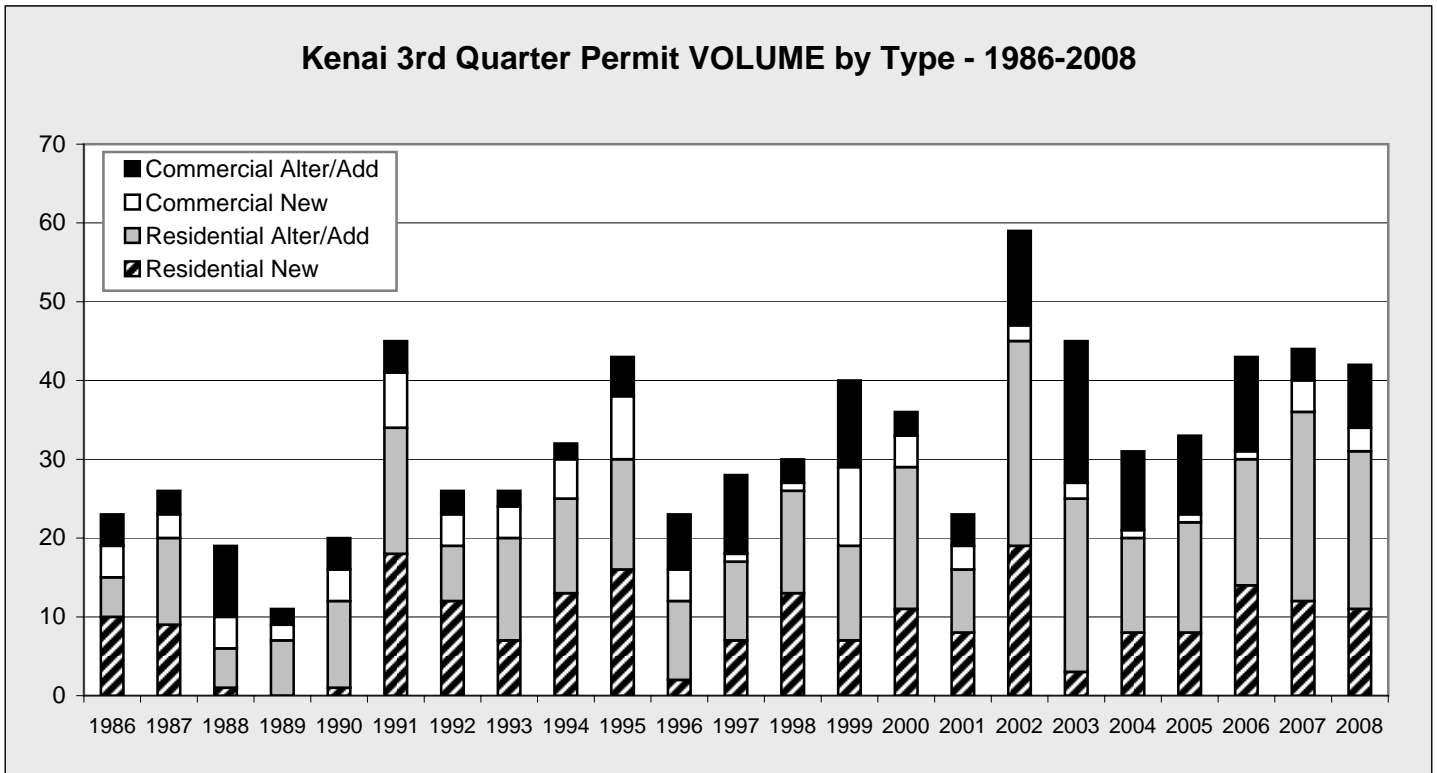


Chart 3.21

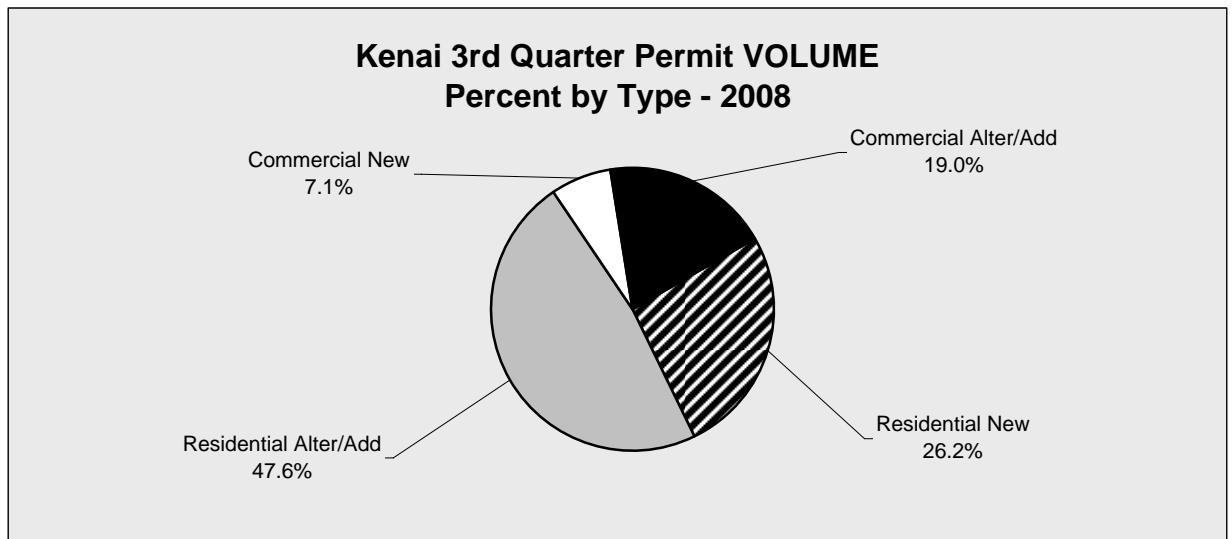


Chart 3.22

Kenai Construction

Kenai YTD 9/30 Permit VALUES by Type - 2002-2008 - in \$								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	5,540,000	2,503,000	2,576,500	3,427,500	6,085,500	5,708,500	4,330,500	-24.1%
Residential Alter/Add	653,500	699,050	373,150	572,400	601,854	1,468,600	639,400	-56.5%
Commercial New	5,271,200	51,000	331,000	1,045,000	235,000	7,364,000	37,011,100	402.6%
Commercial Alter/Add	3,806,900	4,733,250	920,500	1,973,000	2,365,900	7,417,200	3,039,500	-59.0%
Total	15,271,600	7,986,300	4,201,150	7,017,900	9,288,254	21,958,300	45,020,500	105.0%
Annual Change		-47.7%	-47.4%	67.0%	32.4%	136.4%	105.0%	

Table 3.30

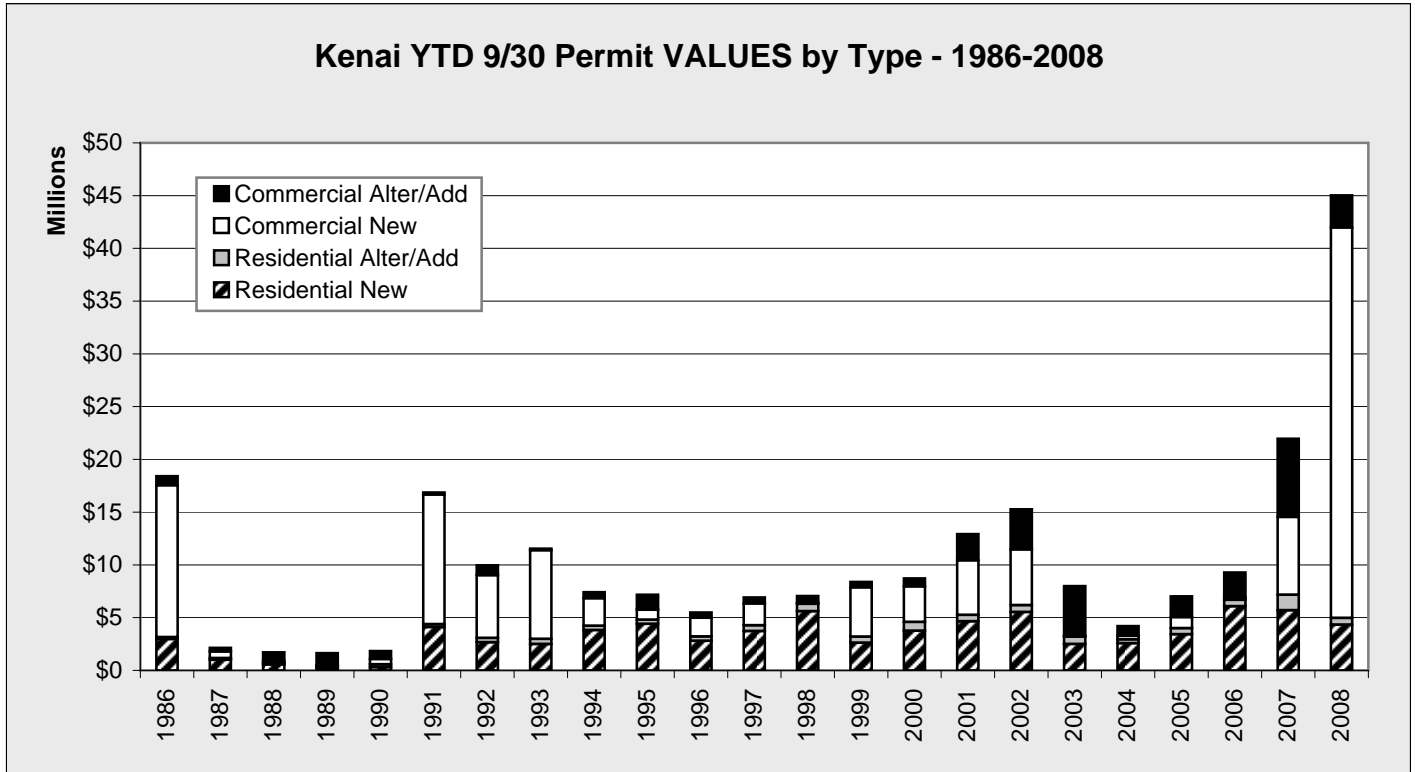


Chart 3.23

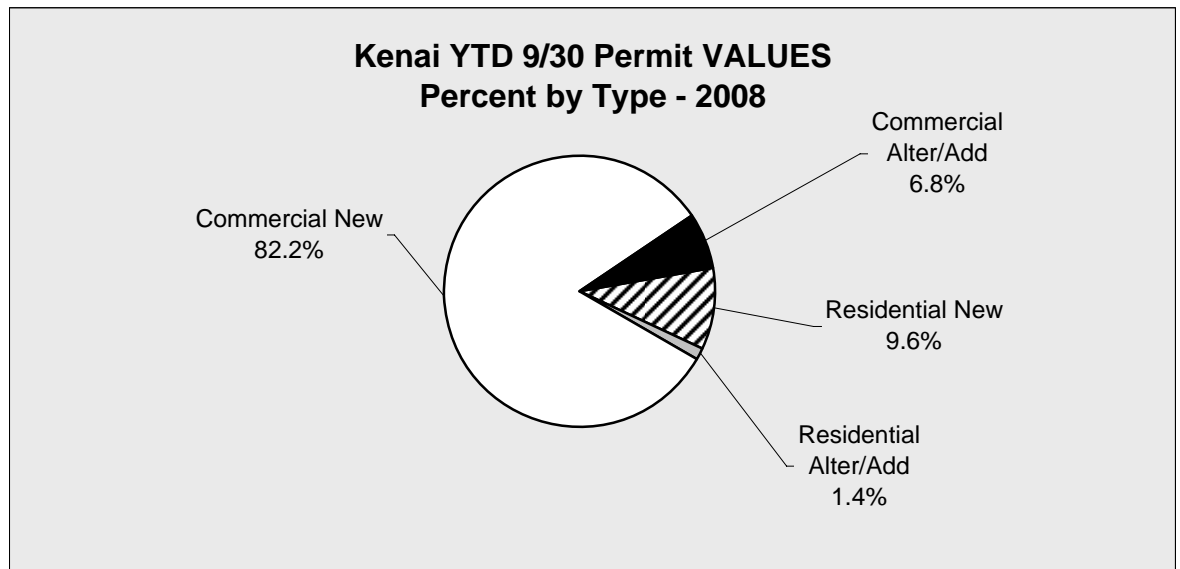


Chart 3.24

Kenai Construction

Kenai YTD 9/30 Permit VOLUME by Type - 2002-2008

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	39	16	16	19	32	33	21	-36.4%
Residential Alter/Add	41	39	21	32	35	44	40	-9.1%
Commercial New	6	2	3	3	2	6	6	0.0%
Commercial Alter/Add	15	36	25	22	30	15	32	113.3%
Total	101	93	65	76	99	98	99	1.0%
Annual Change		-7.9%	-30.1%	16.9%	30.3%	-1.0%	1.0%	

Table 3.31

Kenai YTD 9/30 Permit VOLUME by Type - 1986-2008

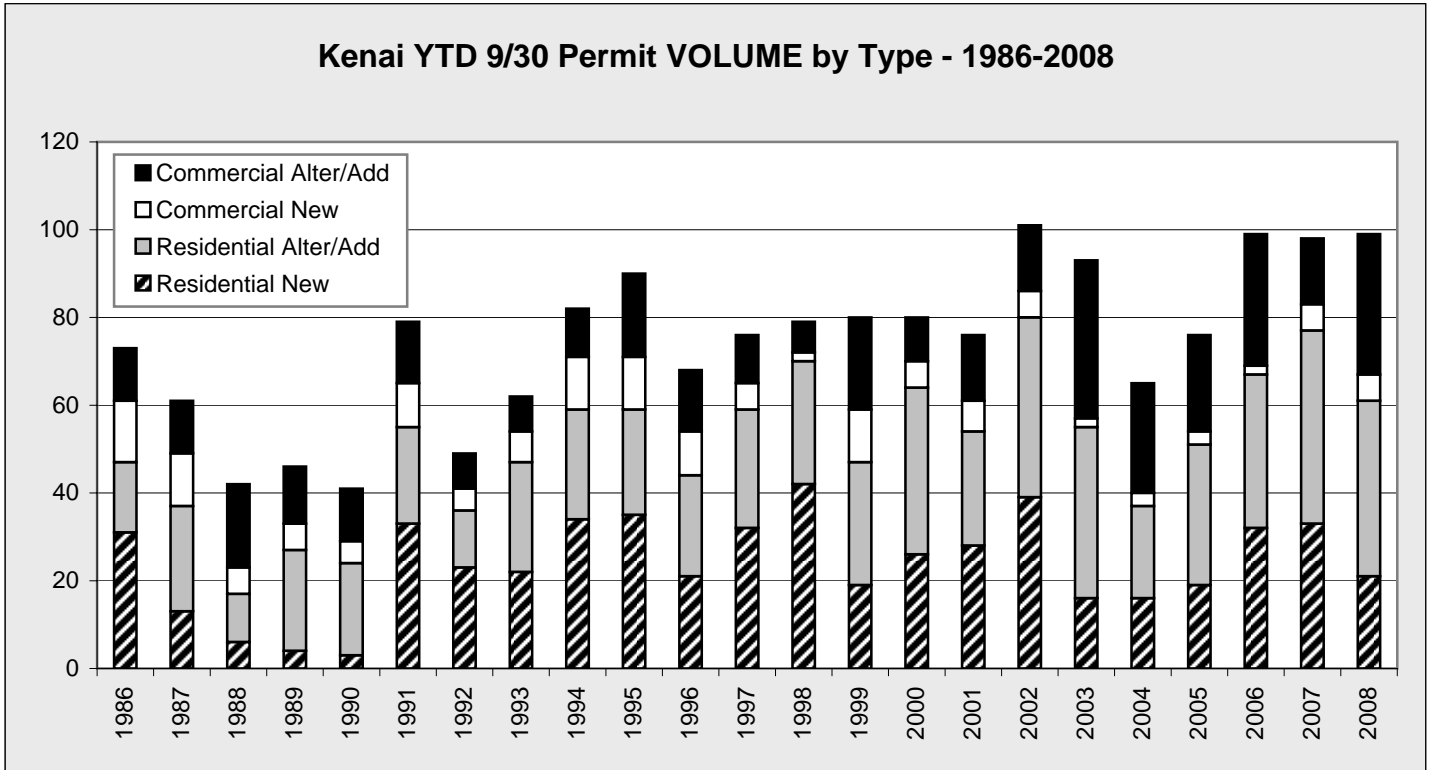


Chart 3.25

**Kenai YTD 9/30 Permit VOLUME
Percent by Type - 2008**

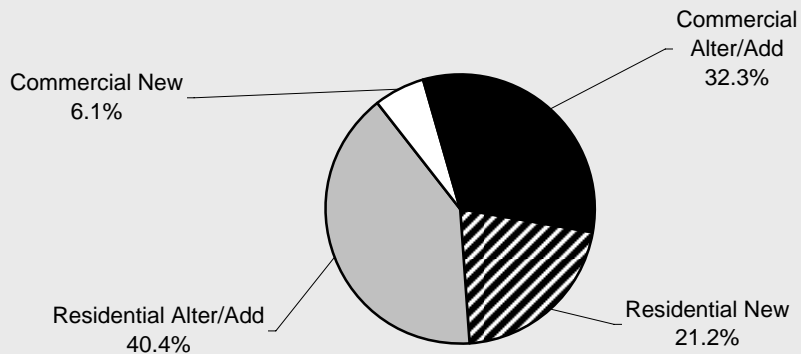


Chart 3.26

Kenai Construction

Kenai Annual Permit VALUE by Type by Quarter - 2001-2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	623,000	2,886,000	1,152,000	324,000	4,985,000
Residential - Add/Alter	161,500	228,300	217,500	67,800	675,100
Commercial - New	15,000	3,744,000	1,406,700	214,000	5,379,700
Commercial - Add/Alter	20,000	739,600	1,730,000	49,500	2,539,100
TOTAL	819,500	7,597,900	4,506,200	655,300	13,578,900
2002					
Residential - New	279,000	2,362,000	2,899,000	377,000	5,917,000
Residential - Add/Alter	28,000	323,100	302,400	70,000	723,500
Commercial - New	3,579,200	1,480,000	212,000	990,000	6,261,200
Commercial - Add/Alter	2,000	404,300	3,400,600	90,800	3,897,700
TOTAL	3,888,200	4,569,400	6,814,000	1,527,800	16,799,400
2003					
Residential - New	0	1,943,000	560,000	779,000	3,282,000
Residential - Add/Alter	15,000	515,200	168,850	183,000	882,050
Commercial - New	0	0	51,000	253,000	304,000
Commercial - Add/Alter	1,542,600	270,150	2,920,500	1,240,500	5,973,750
TOTAL	1,557,600	2,728,350	3,700,350	2,455,500	10,441,800
2004					
Residential - New	300,000	1,079,000	1,197,500	482,000	3,058,500
Residential - Add/Alter	12,000	52,200	308,950	27,000	400,150
Commercial - New	0	81,000	250,000	0	331,000
Commercial - Add/Alter	0	685,200	235,300	76,400	996,900
TOTAL	312,000	1,897,400	1,991,750	585,400	4,786,550
2005					
Residential - New	0	1,883,500	1,544,000	946,000	4,373,500
Residential - Add/Alter	134,500	131,300	306,600	78,500	650,900
Commercial - New	0	45,000	1,000,000	128,000	1,173,000
Commercial - Add/Alter	291,000	497,500	1,184,500	67,500	2,040,500
TOTAL	425,500	2,557,300	4,035,100	1,220,000	8,237,900
2006					
Residential - New	378,000	3,383,000	2,324,500	1,334,000	7,419,500
Residential - Add/Alter	34,000	305,700	262,154	26,700	628,554
Commercial - New	0	60,000	175,000	375,000	610,000
Commercial - Add/Alter	351,500	408,400	1,606,000	52,200	2,418,100
TOTAL	763,500	4,157,100	4,367,654	1,787,900	11,076,154
2007					
Residential - New	527,000	3,934,500	1,247,000	0	5,708,500
Residential - Add/Alter	144,000	706,900	617,700	32,700	1,501,300
Commercial - New	0	889,000	6,475,000	0	7,364,000
Commercial - Add/Alter	98,500	637,700	6,681,000	407,000	7,824,200
TOTAL	769,500	6,168,100	15,020,700	439,700	22,398,000
2008					Year to Date
Residential - New	0	2,432,000	1,898,500		4,330,500
Residential - Add/Alter	65,000	309,300	265,100		639,400
Commercial - New	0	14,746,100	22,265,000		37,011,100
Commercial - Add/Alter	998,300	1,493,500	547,700		3,039,500
TOTAL	1,063,300	18,980,900	24,976,300		45,020,500

Table 3.32

Kenai Construction

Kenai Annual Permit VOLUME by Type by Quarter - 2001-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	4	16	8	2	30
Residential - Add/Alter	5	13	8	5	31
Commercial - New	1	3	3	1	8
Commercial - Add/Alter	1	10	4	3	18
TOTAL	11	42	23	11	87
2002					
Residential - New	2	18	19	3	42
Residential - Add/Alter	1	14	26	4	45
Commercial - New	1	3	2	3	9
Commercial - Add/Alter	1	2	12	10	25
TOTAL	5	37	59	20	121
2003					
Residential - New	0	13	3	6	22
Residential - Add/Alter	1	16	22	5	44
Commercial - New	0	0	2	2	4
Commercial - Add/Alter	7	11	18	8	44
TOTAL	8	40	45	21	114
2004					
Residential - New	3	5	8	4	20
Residential - Add/Alter	1	8	12	4	25
Commercial - New	0	2	1	0	3
Commercial - Add/Alter	0	15	10	6	31
TOTAL	4	30	31	14	79
2005					
Residential - New	0	11	8	5	24
Residential - Add/Alter	7	11	14	4	36
Commercial - New	0	2	1	1	4
Commercial - Add/Alter	3	9	10	4	26
TOTAL	10	33	33	14	90
2006					
Residential - New	2	16	14	5	37
Residential - Add/Alter	3	16	16	4	39
Commercial - New	0	1	1	1	3
Commercial - Add/Alter	9	9	12	4	34
TOTAL	14	42	43	14	113
2007					
Residential - New	4	17	12	0	33
Residential - Add/Alter	5	15	24	7	51
Commercial - New	0	2	4	0	6
Commercial - Add/Alter	2	9	4	7	22
TOTAL	11	43	44	14	112
2008					
					Year to Date
Residential - New	0	10	11		21
Residential - Add/Alter	3	17	20		40
Commercial - New	0	3	3		6
Commercial - Add/Alter	9	15	8		32
TOTAL	12	45	42	0	99

Table 3.33

Seldovia Sales

Seldovia Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	0	5,674	NA	5,674
SALES	320,481	337,916	287,687	283,577	348,040	336,552	-3.3%	-11,488
CONST	1,258,905	360,293	468,702	599,939	164,195	335,473	104.3%	171,278
PROP	97,832	14,114	237,332	260,066	11,291	106,948	847.2%	95,657
TOUR	526,536	478,860	568,529	637,719	593,591	598,889	0.9%	5,298
SERV	57,653	108,026	82,154	127,272	225,604	146,126	-35.2%	-79,478
PROF	99,710	9,597	20,059	18,226	100,724	19,951	-80.2%	-80,773
UTIL	83,105	86,100	93,978	95,245	117,755	113,991	-3.2%	-3,764
MANU	4,229	11,801	16,674	642	6,288	6,749	7.3%	461
TRAN	212	0	266	933	848	6,295	642.3%	5,447
WHLS	309,959	329,987	421,628	414,788	478,446	559,050	16.8%	80,604
GOV	75,163	72,373	78,326	91,181	83,982	91,471	8.9%	7,489
TOTAL	2,833,785	1,809,067	2,275,335	2,529,588	2,130,764	2,327,169	9.2%	196,405

Table 4.1 For complete listing of Lines of Business, see page 13

Seldovia Third Quarter GROSS Sales History	
2003	2,833,785
2004	1,809,067
2005	2,275,335
2006	2,529,588
2007	2,130,764
2008	2,327,169

Table 4.2

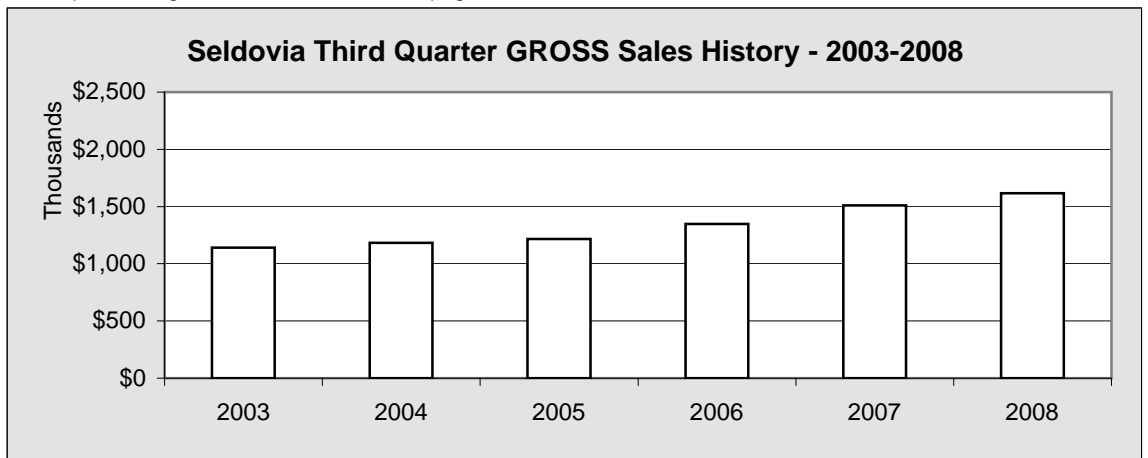


Chart 4.1

Seldovia Five Year Change Third GROSS Sales		
LOB	2003	2008
PROD	0	5,674
SALES	320,481	336,552
CONST	1,258,905	335,473
PROP	97,832	106,948
TOUR	526,536	598,889
SERV	57,653	146,126
PROF	99,710	19,951
UTIL	83,105	113,991
MANU	4,229	6,749
TRAN	212	6,295
WHLS	309,959	559,050
GOV	75,163	91,471
TOTAL	2,833,785	2,327,169

Table 4.3

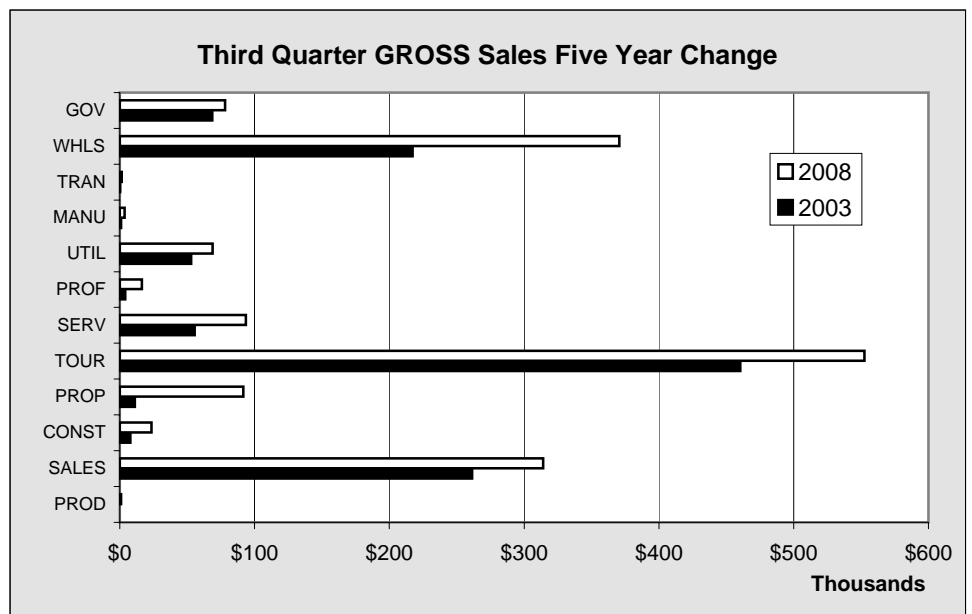


Chart 4.2

Seldovia Sales

Seldovia Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	0	1,000	NA	1,000
SALES	261,400	303,942	260,491	258,004	316,004	314,025	-0.6%	-1,979
CONST	7,900	6,920	8,366	12,958	8,383	23,549	180.9%	15,166
PROP	11,050	10,256	16,671	9,015	7,991	91,543	1045.6%	83,552
TOUR	460,480	399,603	467,232	545,954	543,693	552,441	1.6%	8,748
SERV	55,669	65,624	55,884	89,664	176,697	93,446	-47.1%	-83,251
PROF	3,958	6,268	7,751	11,142	16,957	16,475	-2.8%	-482
UTIL	52,905	56,801	59,200	60,727	72,197	68,854	-4.6%	-3,343
MANU	1,000	4,232	2,880	390	1,673	3,667	119.2%	1,994
TRAN	212	0	266	933	357	1,415	296.4%	1,058
WHLS	217,176	269,523	272,186	290,112	300,152	370,750	23.5%	70,598
GOV	68,569	58,969	64,749	69,165	64,772	78,158	20.7%	13,386
TOTAL	1,140,319	1,182,138	1,215,676	1,348,064	1,508,876	1,615,323	7.1%	106,447

Table 4.4 For complete listing of Lines of Business, see page 13

Seldovia Third Quarter TAXABLE Sales History	
2003	1,140,319
2004	1,182,138
2005	1,215,676
2006	1,348,064
2007	1,508,876
2008	1,615,323

Table 4.5

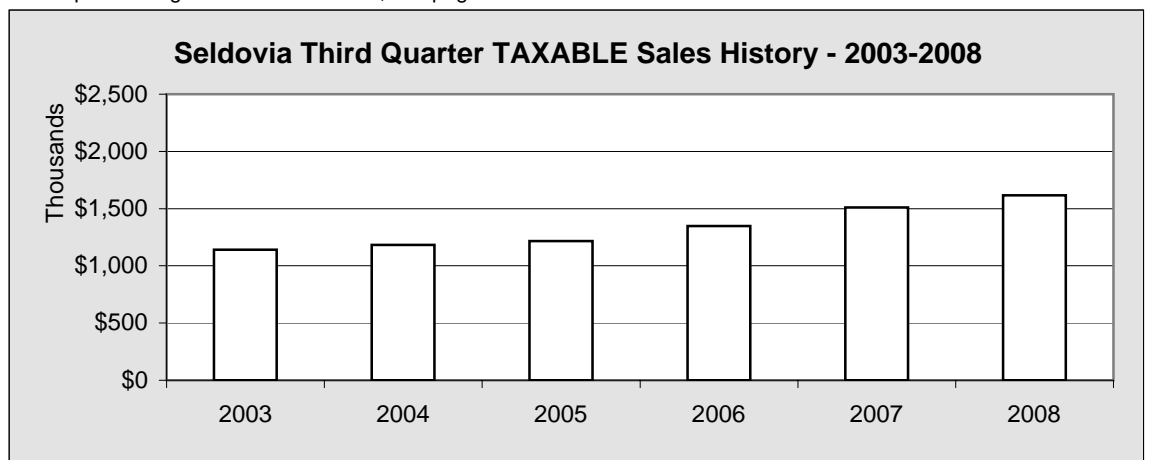


Chart 4.3

Seldovia Five Year Change Third Quarter TAXABLE Sales		
LOB	2003	2008
PROD	0	1,000
SALES	261,400	314,025
CONST	7,900	23,549
PROP	11,050	91,543
TOUR	460,480	552,441
SERV	55,669	93,446
PROF	3,958	16,475
UTIL	52,905	68,854
MANU	1,000	3,667
TRAN	212	1,415
WHLS	217,176	370,750
GOV	68,569	78,158
TOTAL	1,140,319	1,615,323

Table 4.6

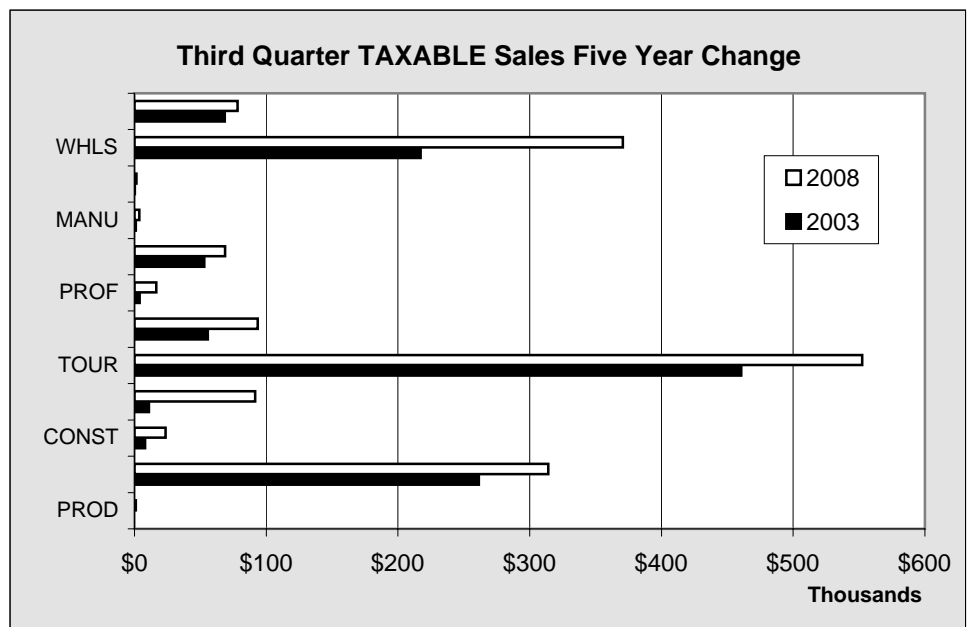


Chart 4.4

Seldovia Sales

Seldovia YTD Sept. 30 GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	17	5,674	33276.5%	5,657
SALES	785,268	801,180	691,822	677,481	792,444	766,270	-3.3%	-26,174
CONST	1,502,545	1,725,480	1,351,896	873,827	1,110,435	941,440	-15.2%	-168,995
PROP	356,986	34,503	672,196	1,252,855	48,861	181,332	271.1%	132,471
TOUR	985,263	882,659	1,011,229	1,150,820	1,370,971	1,744,207	27.2%	373,236
SERV	192,793	265,591	250,887	308,734	520,048	405,263	-22.1%	-114,785
PROF	121,812	27,458	28,272	40,783	291,121	76,591	-73.7%	-214,530
UTIL	269,058	249,519	278,790	312,996	344,951	356,561	3.4%	11,610
MANU	7,933	21,175	23,392	12,259	8,574	13,993	63.2%	5,419
TRAN	1,824	0	1,584	63,578	11,410	7,924	-30.6%	-3,486
WHLS	879,293	949,184	1,121,284	1,209,259	1,357,433	1,611,328	18.7%	253,895
GOV	207,470	229,035	226,252	314,927	287,816	338,933	17.8%	51,117
TOTAL	5,310,245	5,185,784	5,657,604	6,217,519	6,144,081	6,449,516	5.0%	305,435

Table 4.7

For complete listing of Lines of Business, see page 13

Seldovia YTD Sept. 30 GROSS Sales History	
2003	5,310,245
2004	5,185,784
2005	5,657,604
2006	6,217,519
2007	6,144,081
2008	6,449,516

Table 4.8

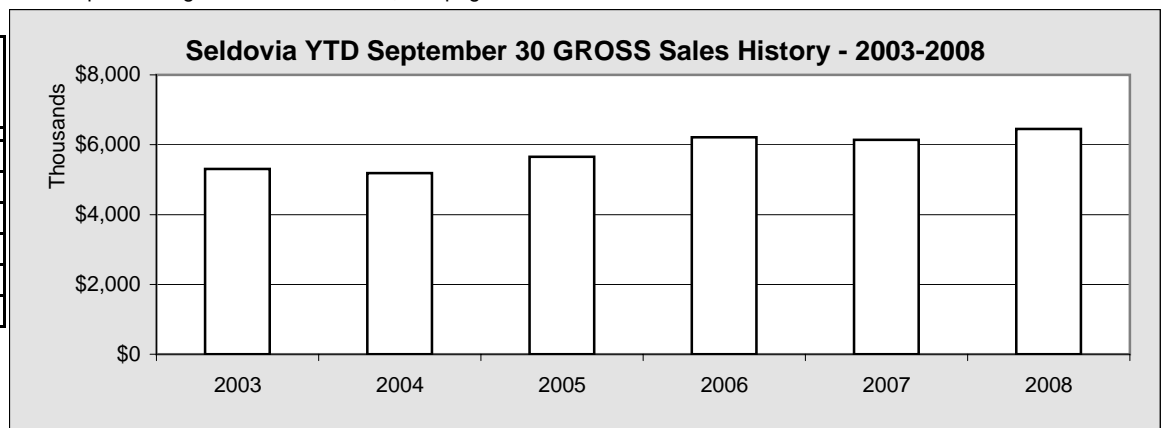


Chart 4.5

Seldovia Five Year Change YTD Sept. 30 GROSS Sales		
	2003	2008
PROD	0	5,674
SALES	785,268	766,270
CONST	1,502,545	941,440
PROP	356,986	181,332
TOUR	985,263	1,744,207
SERV	192,793	405,263
PROF	121,812	76,591
UTIL	269,058	356,561
MANU	7,933	13,993
TRAN	1,824	7,924
WHLS	879,293	1,611,328
GOV	207,470	338,933
TOTAL	5,310,245	6,449,516

Table 4.9

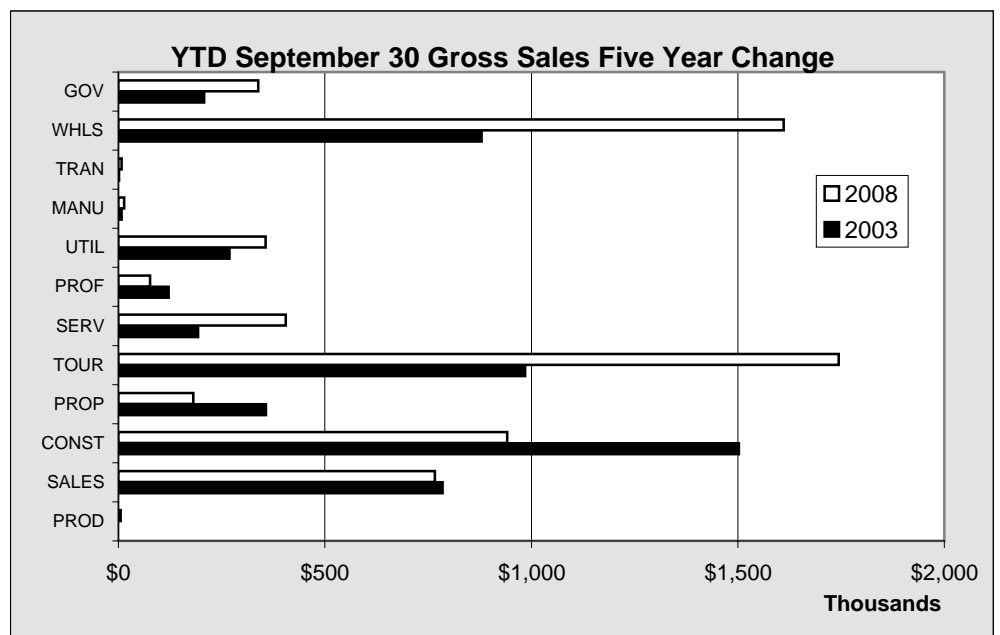


Chart 4.6

Seldovia Sales

Seldovia YTD Sept. 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	16	1,000	6150.0%	984
SALES	658,321	698,346	615,114	598,781	716,570	690,391	-3.7%	-26,179
CONST	19,977	19,854	20,636	27,801	22,893	43,746	91.1%	20,853
PROP	28,552	25,830	34,250	30,698	24,189	128,860	432.7%	104,671
TOUR	875,145	748,535	834,649	920,401	1,066,589	1,638,869	53.7%	572,280
SERV	161,544	176,106	165,258	205,013	376,006	230,038	-38.8%	-145,968
PROF	14,977	16,345	15,064	28,922	36,823	30,278	-17.8%	-6,545
UTIL	156,909	151,404	163,381	181,819	201,584	199,698	-0.9%	-1,886
MANU	2,027	6,557	8,686	3,230	2,792	5,495	96.8%	2,703
TRAN	837	0	1,086	1,723	1,061	1,415	33.4%	354
WHLS	600,959	672,639	682,115	741,771	808,429	929,447	15.0%	121,018
GOV	183,007	172,837	180,595	219,098	228,561	244,140	6.8%	15,579
TOTAL	2,702,255	2,688,453	2,720,834	2,959,257	3,485,513	4,143,377	18.9%	657,864

Table 4.10

For complete listing of Lines of Business, see page 13

Seldovia YTD Sept 30 TAXABLE Sales History	
2003	2,702,255
2004	2,688,453
2005	2,720,834
2006	2,959,257
2007	3,485,513
2008	4,143,377

Table 4.11

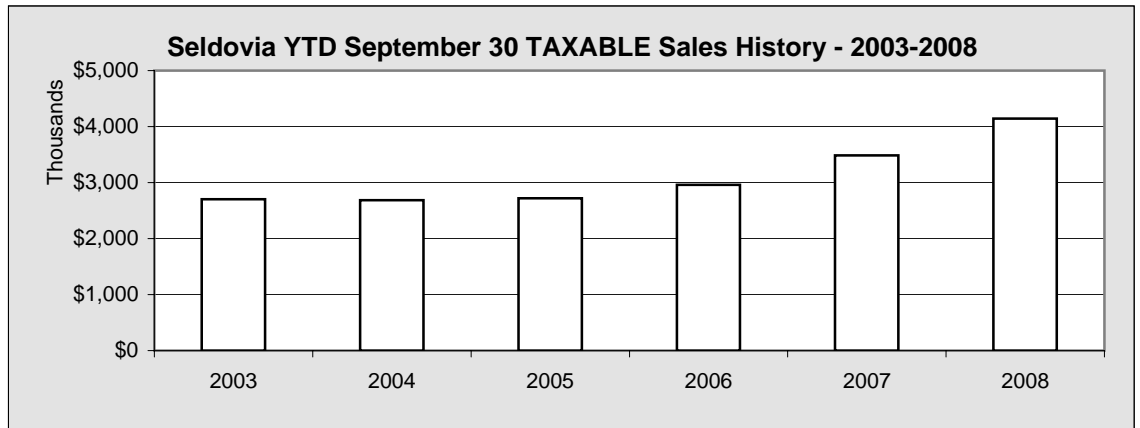


Chart 4.7

Seldovia Five Year Change YTD Sept. 30 TAXABLE Sales		
	2003	2008
PROD	0	1,000
SALES	658,321	690,391
CONST	19,977	43,746
PROP	28,552	128,860
TOUR	875,145	1,638,869
SERV	161,544	230,038
PROF	14,977	30,278
UTIL	156,909	199,698
MANU	2,027	5,495
TRAN	837	1,415
WHLS	600,959	929,447
GOV	183,007	244,140
TOTAL	2,702,255	4,143,377

Table 4.12

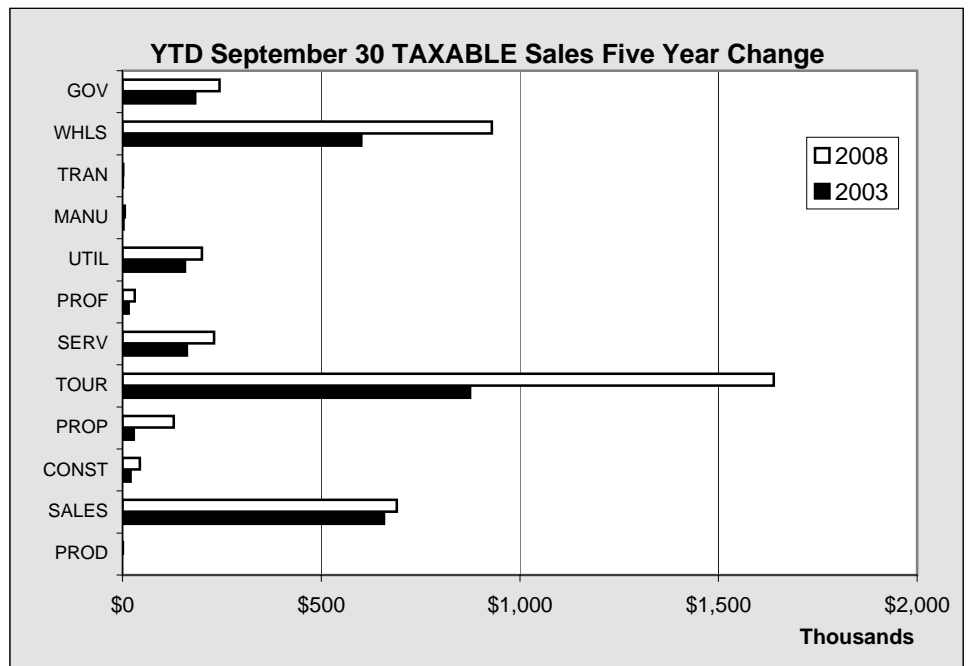


Chart 4.8

Seldovia Sales

Seldovia Annual GROSS Sales by Line of Business - 2002-2007 - in \$

LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	0	17	NA	17
SALES	976,457	991,702	996,391	864,093	847,735	992,497	17.1%	144,762
CONST	264,558	2,241,387	2,431,728	1,482,392	1,030,138	2,962,633	187.6%	1,932,495
PROP	466,665	621,229	1,463,127	807,564	1,316,210	107,804	-91.8%	-1,208,406
TOUR	956,898	1,087,650	1,040,760	1,125,917	1,289,981	1,548,344	20.0%	258,363
SERV	228,297	298,639	344,487	349,754	406,193	671,442	65.3%	265,249
PROF	102,710	202,623	92,455	41,328	156,476	435,582	178.4%	279,106
UTIL	370,397	356,192	329,763	371,471	434,916	458,186	5.4%	23,270
MANU	11,737	8,028	23,842	24,294	12,259	11,163	-8.9%	-1,096
TRAN	137,025	1,824	0	7,314	69,793	19,151	-72.6%	-50,642
WHLS	1,047,098	1,174,485	1,306,023	1,486,381	1,598,598	1,921,275	20.2%	322,677
GOV	256,035	275,795	301,255	310,771	402,424	367,721	-8.6%	-34,703
TOTAL	4,817,877	7,259,554	8,329,831	6,871,279	7,564,723	9,495,815	25.5%	1,931,092

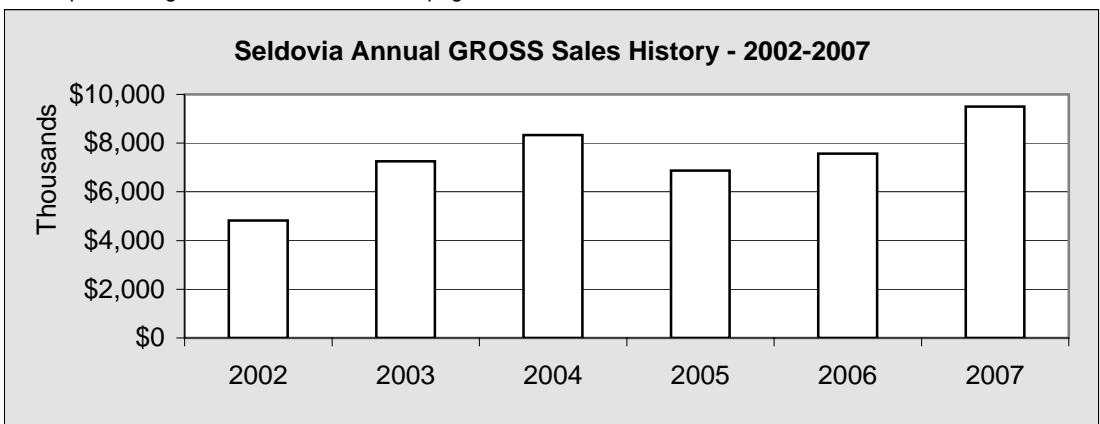
Table 4.13

For complete listing of Lines of Business, see page 13

Seldovia Annual GROSS Sales History	
2002	4,817,877
2003	7,259,554
2004	8,329,831
2005	6,871,279
2006	7,564,723
2007	9,495,815

Table 4.14

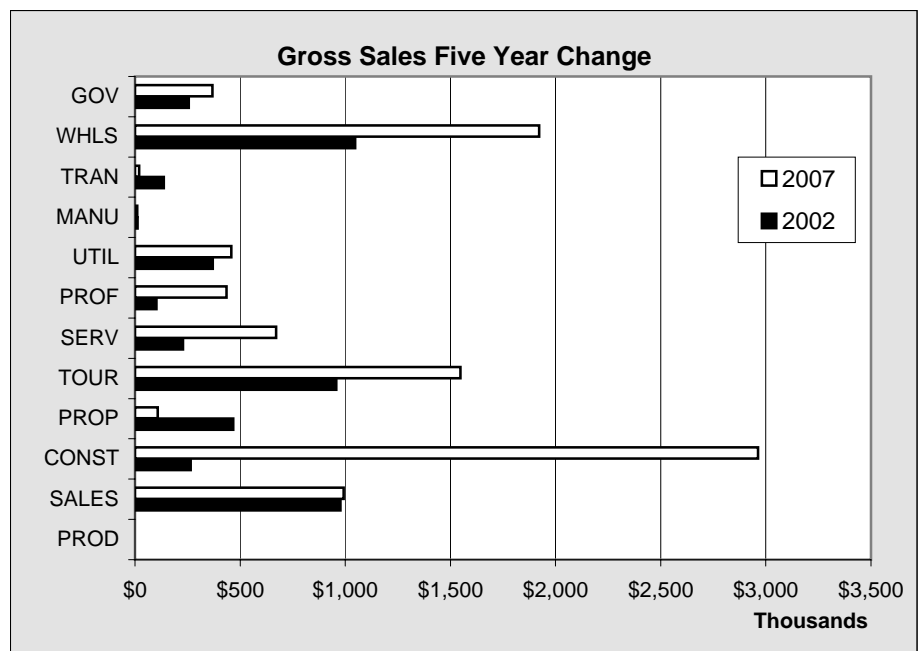
Chart 4.9



Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	0	17
SALES	976,457	992,497
CONST	264,558	2,962,633
PROP	466,665	107,804
TOUR	956,898	1,548,344
SERV	228,297	671,442
PROF	102,710	435,582
UTIL	370,397	458,186
MANU	11,737	11,163
TRAN	137,025	19,151
WHLS	1,047,098	1,921,275
GOV	256,035	367,721
TOTAL	4,817,877	9,495,815

Table 4.15

Chart 4.10



Seldovia Sales

Seldovia Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	0	0	0	0	0	16	NA	16
SALES	857,465	835,001	861,880	765,273	749,570	896,419	19.6%	146,849
CONST	23,653	29,348	26,204	29,768	34,880	40,834	17.1%	5,954
PROP	33,106	39,505	50,572	46,686	68,365	43,656	-36.1%	-24,709
TOUR	900,476	970,892	895,481	936,237	1,030,719	1,225,230	18.9%	194,511
SERV	220,943	258,334	231,604	239,501	278,269	459,578	65.2%	181,309
PROF	21,471	17,327	23,318	23,723	49,089	45,011	-8.3%	-4,078
UTIL	212,258	205,561	195,100	217,984	252,209	265,598	5.3%	13,389
MANU	4,445	2,027	8,636	8,788	3,230	3,849	19.2%	619
TRAN	70,826	837	0	1,216	1,962	1,061	-45.9%	-901
WHLS	706,740	766,780	856,967	880,245	930,613	1,055,721	13.4%	125,108
GOV	221,006	251,332	236,550	231,559	272,173	280,755	3.2%	8,582
TOTAL	3,272,389	3,376,944	3,386,312	3,380,980	3,671,079	4,317,728	17.6%	646,649

Table 4.16

For complete listing of Lines of Business, see page 13

Seldovia Annual TAXABLE Sales History	
2002	3,272,389
2003	3,376,944
2004	3,386,312
2005	3,380,980
2006	3,671,079
2007	4,317,728

Table 4.17

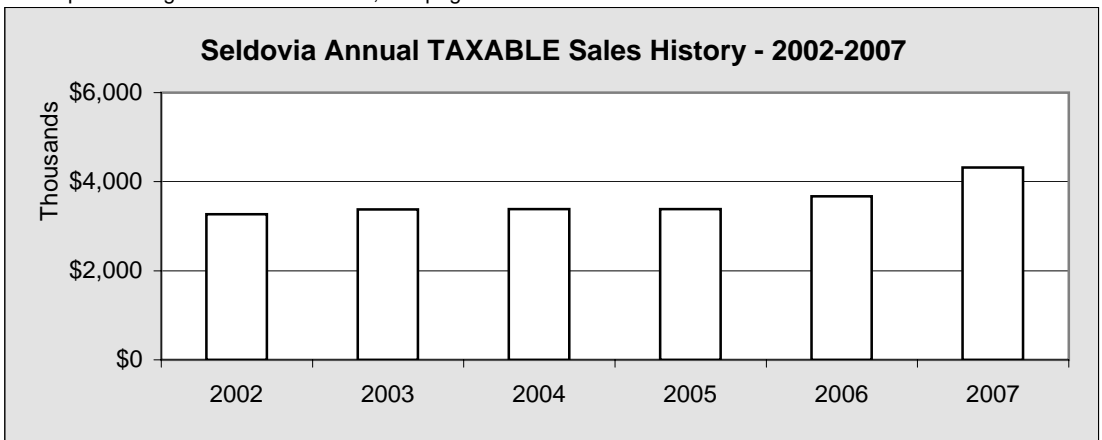


Chart 4.11

Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	0	16
SALES	857,465	896,419
CONST	23,653	40,834
PROP	33,106	43,656
TOUR	900,476	1,225,230
SERV	220,943	459,578
PROF	21,471	45,011
UTIL	212,258	265,598
MANU	4,445	3,849
TRAN	70,826	1,061
WHLS	706,740	1,055,721
GOV	221,006	280,755
TOTAL	3,272,389	4,317,728

Table 4.18

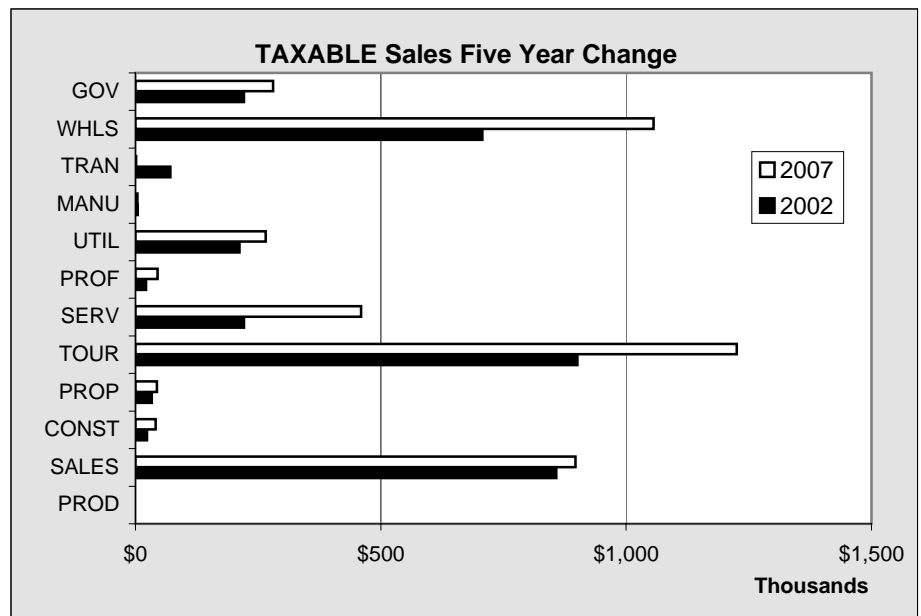


Chart 4.12

Seldovia Sales

Seldovia GROSS Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	5,674		5,674
Sales	168,045	261,673	336,552		766,270
Construction	192,856	413,111	335,473		941,440
Property	19,417	54,967	106,948		181,332
Tourism	212,167	933,151	598,889		1,744,207
Services	124,695	134,442	146,126		405,263
Professional	46,535	10,105	19,951		76,591
Utility	122,500	120,070	113,991		356,561
Manufacturing	5,008	2,236	6,749		13,993
Transportation & Warehousing	0	1,629	6,295		7,924
Wholesale	485,090	567,188	559,050		1,611,328
Government	139,938	107,524	91,471		338,933
TOTAL	1,516,251	2,606,096	2,327,169	0	6,449,516

Table 4.19

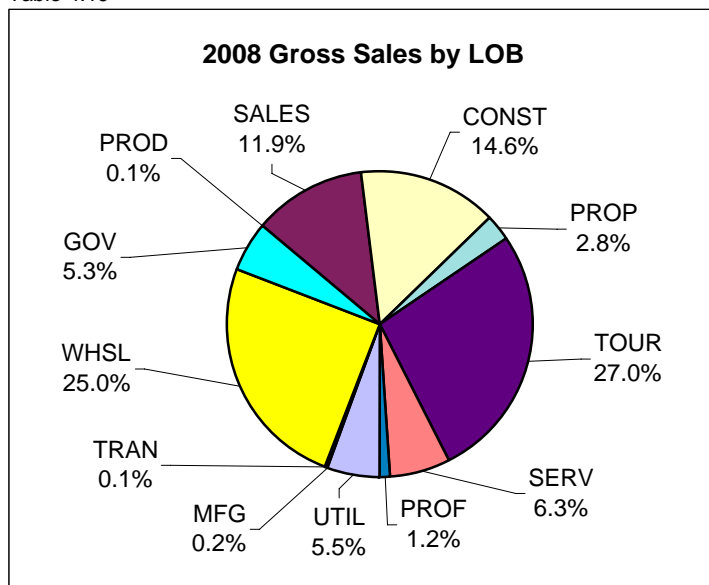


Chart 4.13

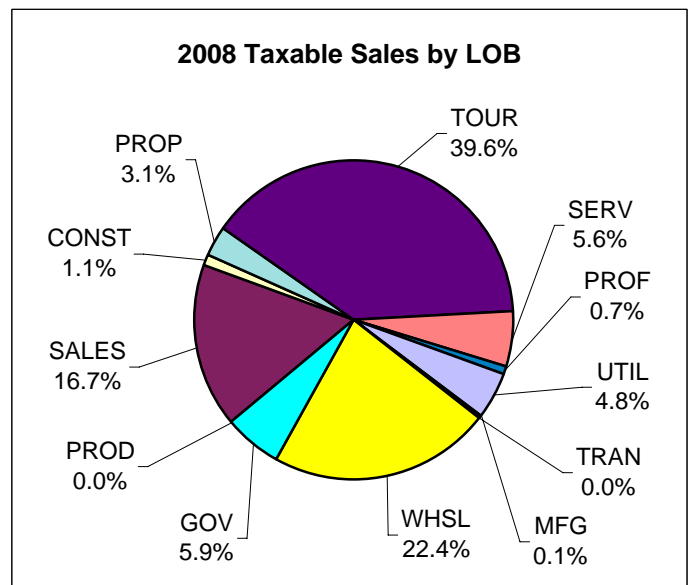


Chart 4.14

Seldovia TAXABLE Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	1,000		1,000
Sales	147,222	229,144	314,025		690,391
Construction	4,582	15,615	23,549		43,746
Property	8,824	28,493	91,543		128,860
Tourism	200,318	886,110	552,441		1,638,869
Services	63,560	73,032	93,446		230,038
Professional	5,034	8,769	16,475		30,278
Utility	66,209	64,635	68,854		199,698
Manufacturing	500	1,328	3,667		5,495
Transportation & Warehousing	0	0	1,415		1,415
Wholesale	247,597	311,100	370,750		929,447
Government	106,386	59,596	78,158		244,140
TOTAL	850,232	1,677,822	1,615,323	0	4,143,377

Table 4.20

Seldovia Sales

Seldovia GROSS Sales by Line of Business by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	16	1	0	0	17
Sales	167,414	276,990	348,040	200,053	992,497
Construction	129,681	816,559	164,195	1,852,198	2,962,633
Property	24,310	13,260	11,291	58,943	107,804
Tourism	330,041	447,339	593,591	177,373	1,548,344
Services	90,386	204,058	225,604	151,394	671,442
Professional	51,036	139,361	100,724	144,461	435,582
Utility	125,641	101,555	117,755	113,235	458,186
Manufacturing	684	1,602	6,288	2,589	11,163
Transportation & Warehousing	237	10,325	848	7,741	19,151
Wholesale	415,748	463,239	478,446	563,842	1,921,275
Government	127,330	76,504	83,982	79,905	367,721
TOTAL	1,462,524	2,550,793	2,130,764	3,351,734	9,495,815

Table 4.21

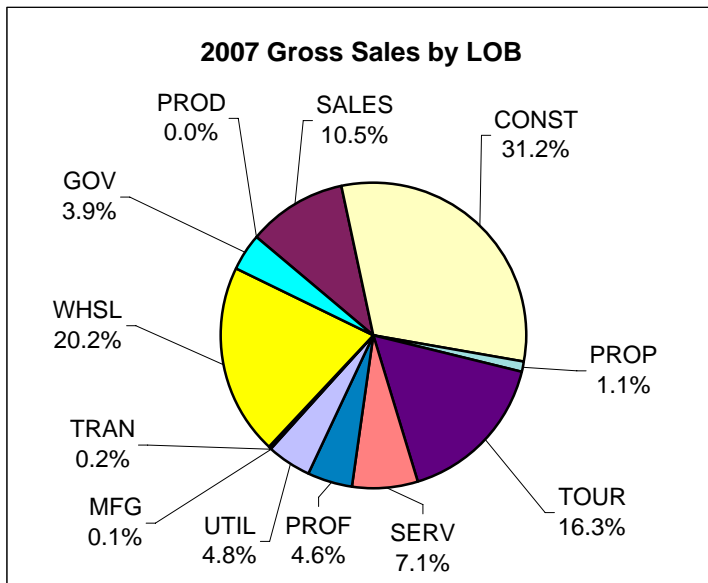


Chart 4.15

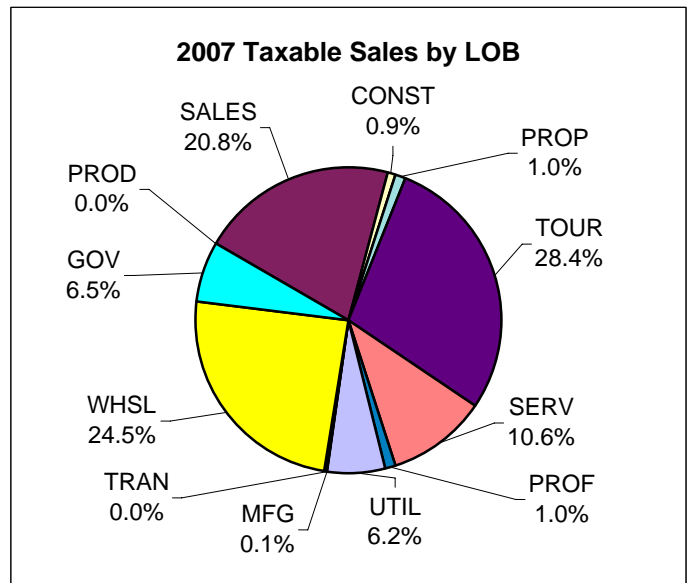


Chart 4.16

Seldovia TAXABLE Sales by Line of Business by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	16	0	0	0	16
Sales	147,999	252,567	316,004	179,849	896,419
Construction	7,431	7,079	8,383	17,941	40,834
Property	9,367	6,831	7,991	19,467	43,656
Tourism	120,309	402,587	543,693	158,641	1,225,230
Services	64,111	135,198	176,697	83,572	459,578
Professional	7,782	12,084	16,957	8,188	45,011
Utility	70,415	58,972	72,197	64,014	265,598
Manufacturing	619	500	1,673	1,057	3,849
Transportation & Warehousing	237	467	357	0	1,061
Wholesale	221,229	287,048	300,152	247,292	1,055,721
Government	106,286	57,503	64,772	52,194	280,755
TOTAL	755,801	1,220,836	1,508,876	832,215	4,317,728

Table 4.22

Seldovia Sales

Seldovia GROSS Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	0	0	0
Sales	144,744	249,160	283,577	170,254	847,735
Construction	109,756	164,132	599,939	156,311	1,030,138
Property	419,507	573,282	260,066	63,355	1,316,210
Tourism	99,240	413,861	637,719	139,161	1,289,981
Services	77,270	104,192	127,272	97,459	406,193
Professional	7,933	14,624	18,226	115,693	156,476
Utility	119,187	98,564	95,245	121,920	434,916
Manufacturing	9,590	2,027	642	0	12,259
Transportation & Warehousing	36,307	26,338	933	6,215	69,793
Wholesale	375,650	418,821	414,788	389,339	1,598,598
Government	117,936	105,810	91,181	87,497	402,424
TOTAL	1,517,120	2,170,811	2,529,588	1,347,204	7,564,723

Table 4.23

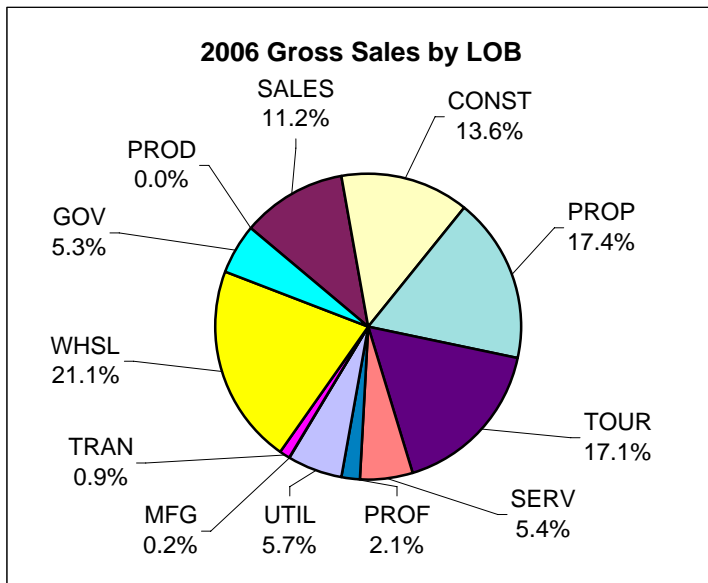


Chart 4.17

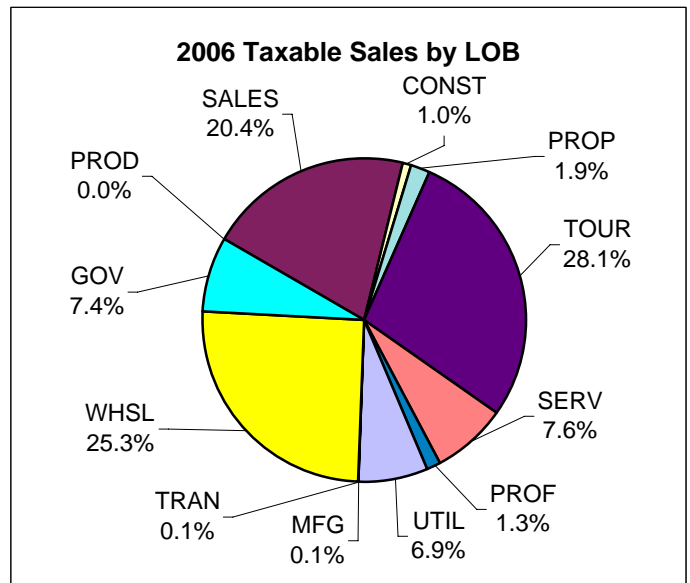


Chart 4.18

Seldovia TAXABLE Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	0	0	0
Sales	124,028	216,749	258,004	150,789	749,570
Construction	6,985	7,858	12,958	7,079	34,880
Property	12,331	9,352	9,015	37,667	68,365
Tourism	87,219	287,228	545,954	110,318	1,030,719
Services	56,012	59,337	89,664	73,256	278,269
Professional	5,173	12,607	11,142	20,167	49,089
Utility	66,166	54,926	60,727	70,390	252,209
Manufacturing	2,813	27	390	0	3,230
Transportation & Warehousing	296	494	933	239	1,962
Wholesale	188,181	263,478	290,112	188,842	930,613
Government	87,490	62,443	69,165	53,075	272,173
TOTAL	636,694	974,499	1,348,064	711,822	3,671,079

Table 4.24

Seldovia Sales

Seldovia Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	794,194	1,238,914	1,271,248	947,585	4,251,941	
1994	821,959	1,395,585	1,707,670	1,350,093	5,275,307	24.1%
1995	962,895	1,802,578	1,869,108	1,203,280	5,837,861	10.7%
1996	864,931	1,406,053	2,438,766	1,020,242	5,729,992	-1.8%
1997	895,150	1,362,360	1,636,472	879,273	4,773,255	-16.7%
1998	935,674	1,331,163	1,584,201	872,701	4,723,739	-1.0%
1999	908,058	1,388,188	1,707,186	841,338	4,844,770	2.6%
2000	1,150,692	1,526,900	1,693,636	896,097	5,267,325	8.7%
2001	898,811	1,473,305	1,957,554	919,801	5,249,471	-0.3%
2002	1,011,712	1,155,055	1,694,174	956,936	4,817,877	-8.2%
2003	847,005	1,629,455	2,833,785	1,949,309	7,259,554	50.7%
2004	1,405,047	1,971,670	1,809,067	3,144,047	8,329,831	14.7%
2005	1,261,735	2,120,534	2,275,335	1,213,675	6,871,279	-17.5%
2006	1,517,120	2,170,811	2,529,588	1,347,204	7,564,723	10.1%
2007	1,462,524	2,550,793	2,130,764	3,351,734	9,495,815	25.5%
2008	1,516,251	2,606,096	2,327,169		6,449,516	
Change	3.7%	2.2%	9.2%			

Table 4.25

Seldovia Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	506,995	814,962	996,227	593,416	2,911,600	
1994	551,011	868,198	1,061,682	636,294	3,117,185	7.1%
1995	602,805	981,822	1,306,693	685,628	3,576,948	14.7%
1996	578,650	996,975	1,184,616	670,068	3,430,309	-4.1%
1997	549,337	1,001,066	1,199,774	585,846	3,336,023	-2.7%
1998	529,660	1,000,949	1,251,027	616,657	3,398,293	1.9%
1999	569,438	915,962	1,144,627	599,222	3,229,249	-5.0%
2000	569,093	1,018,255	1,241,108	589,667	3,418,123	5.8%
2001	583,555	956,033	1,207,525	612,166	3,359,279	-1.7%
2002	573,624	898,830	1,191,989	607,946	3,272,389	-2.6%
2003	598,970	962,966	1,140,319	674,689	3,376,944	3.2%
2004	566,726	939,589	1,182,138	697,859	3,386,312	0.3%
2005	573,017	932,141	1,215,676	660,146	3,380,980	-0.2%
2006	636,694	974,499	1,348,064	711,822	3,671,079	8.6%
2007	755,801	1,220,836	1,508,876	832,215	4,317,728	17.6%
2008	850,232	1,677,822	1,615,323		4,143,377	
Change	12.5%	37.4%	7.1%			

Table 4.26

Seldovia Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	287,199	423,952	275,021	354,169	1,340,341	
1994	270,948	527,387	645,988	713,799	2,158,122	61.0%
1995	360,090	820,756	562,415	517,652	2,260,913	4.8%
1996	286,281	409,078	1,254,150	350,174	2,299,683	1.7%
1997	345,813	361,294	436,698	293,427	1,437,232	-37.5%
1998	406,014	330,214	333,174	256,044	1,325,446	-7.8%
1999	338,620	472,226	562,559	242,116	1,615,521	21.9%
2000	581,599	508,645	452,528	306,430	1,849,202	14.5%
2001	315,256	517,272	750,029	307,635	1,890,192	2.2%
2002	438,088	256,225	502,185	348,990	1,545,488	-18.2%
2003	248,035	666,489	1,693,466	1,274,620	3,882,610	151.2%
2004	838,321	1,032,081	626,929	2,446,188	4,943,519	27.3%
2005	688,718	1,188,393	1,059,659	553,529	3,490,299	-29.4%
2006	880,426	1,196,312	1,181,524	635,382	3,893,644	11.6%
2007	706,723	1,329,957	621,888	2,519,519	5,178,087	33.0%
2008	666,019	928,274	711,846		2,306,139	
Change	-5.8%	-30.2%	14.5%			

Table 4.27

Seldovia Construction

Seldovia 3rd Quarter Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	308,000	150,000	0	0	0	25,000	No	NA
Residential Alter/Add	10,500	0	0	30,000	0	15,800	Reports	NA
Commercial New	0	1,685,000	0	0	0	0	Received	NA
Commercial Alter/Add	0	0	0	500	0	20,000		NA
Total	318,500	1,835,000	0	30,500	0	60,800		NA
Annual Change		476.1%	-100.0%	NA	-100.0%	NA		

Table 4.28

Seldovia 3rd Quarter Permit VALUES by Type - 1986-2008

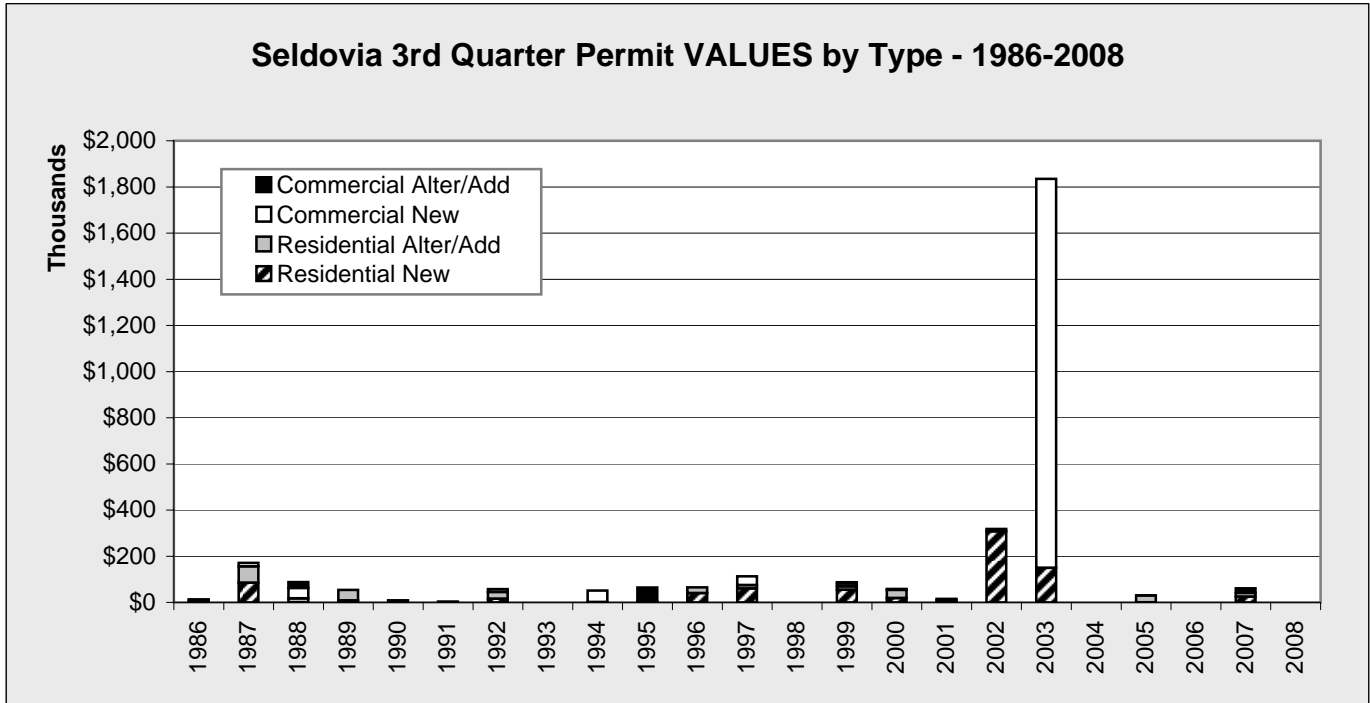


Chart 4.19

No Report Received

Seldovia Construction

Seldovia 3rd Quarter Permit VOLUME by Type - 2002-2008								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	2	1	0	0	0	1	No	NA
Residential Alter/Add	2	0	0	1	0	4	Reports	NA
Commercial New	0	3	0	0	0	0	Received	NA
Commercial Alter/Add	0	1	0	1	0	2		NA
Total	4	5	0	2	0	7		NA
Annual Change		25.0%	-100.0%	NA	-100.0%	NA		

Table 4.29

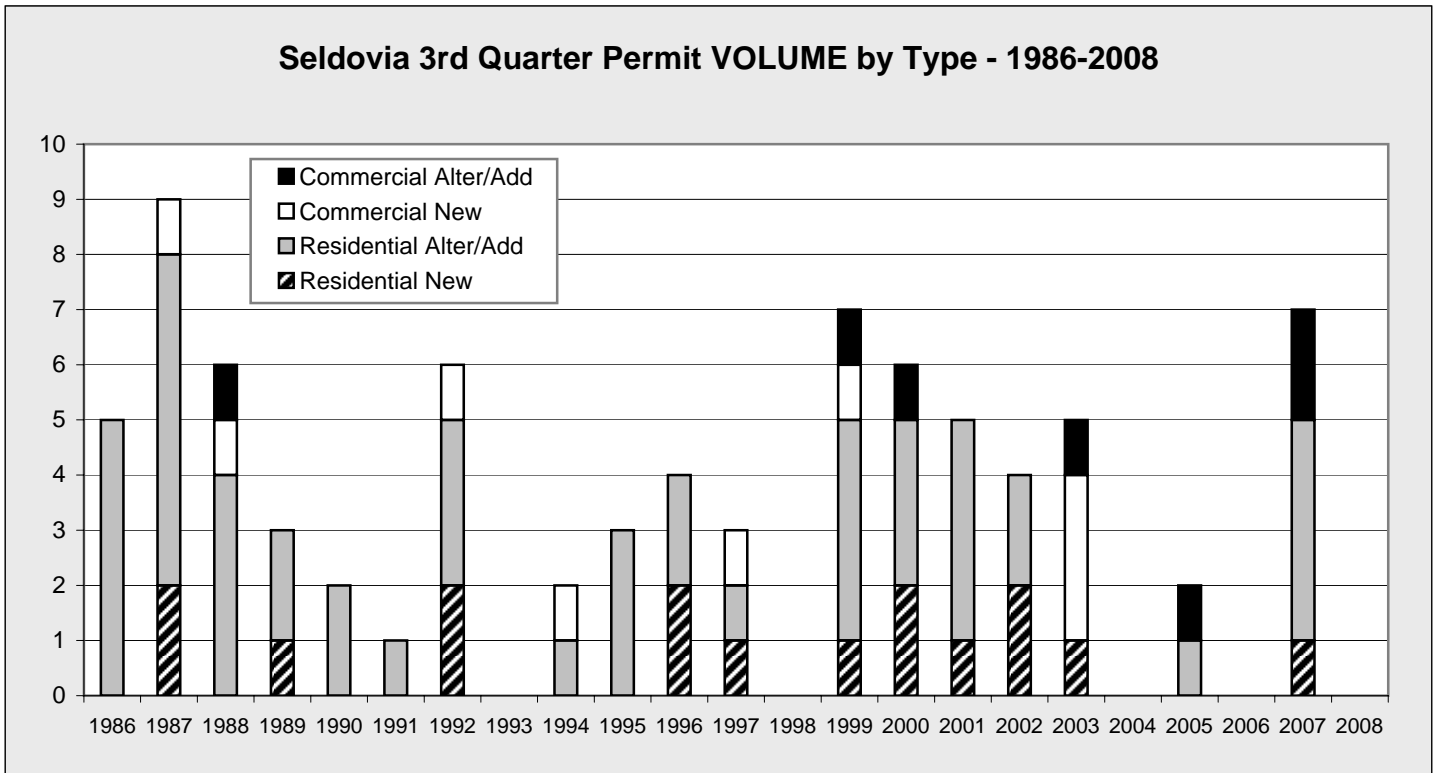


Chart 4.20

No Report Received

Seldovia Construction

Seldovia YTD 9/30 Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	308,000	150,000	170,000	300,000	85,000	252,000	No	NA
Residential Alter/Add	28,500	31,000	6,200	49,000	32,000	60,800	Reports	NA
Commercial New	0	1,685,000	0	8,000	0	2,000	Received	NA
Commercial Alter/Add	0	0	0	154,500	0	28,000		NA
Total	336,500	1,866,000	176,200	511,500	117,000	342,800		
Annual Change		454.5%	-90.6%	NA	-77.1%	193.0%		

Table 4.30

Seldovia YTD 9/30 Permit VALUES by Type - 1986-2008

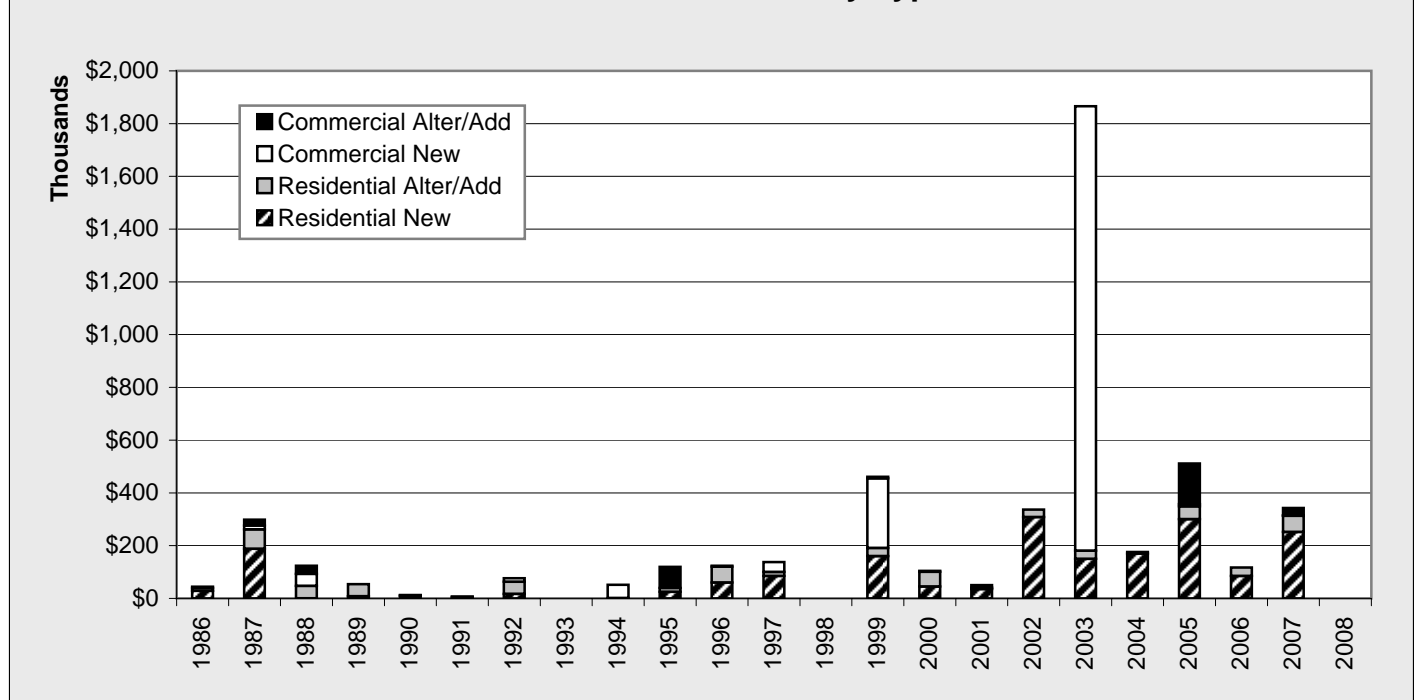


Chart 4.21

No Reports Received

Seldovia Construction

Seldovia YTD 9/30 Permit VOLUME by Type - 2002-2008

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	2	1	2	2	3	4	No	NA
Residential Alter/Add	5	3	2	3	3	9	Reports	NA
Commercial New	0	3	0	1	0	1	Received	NA
Commercial Alter/Add	0	1	0	3	1	3		NA
Total	7	8	4	9	7	17		NA
Annual Change		14.3%	-50.0%	125.0%	-22.2%	142.9%		

Table 4.31

Seldovia YTD 9/30 Permit VOLUME by Type - 1986-2008

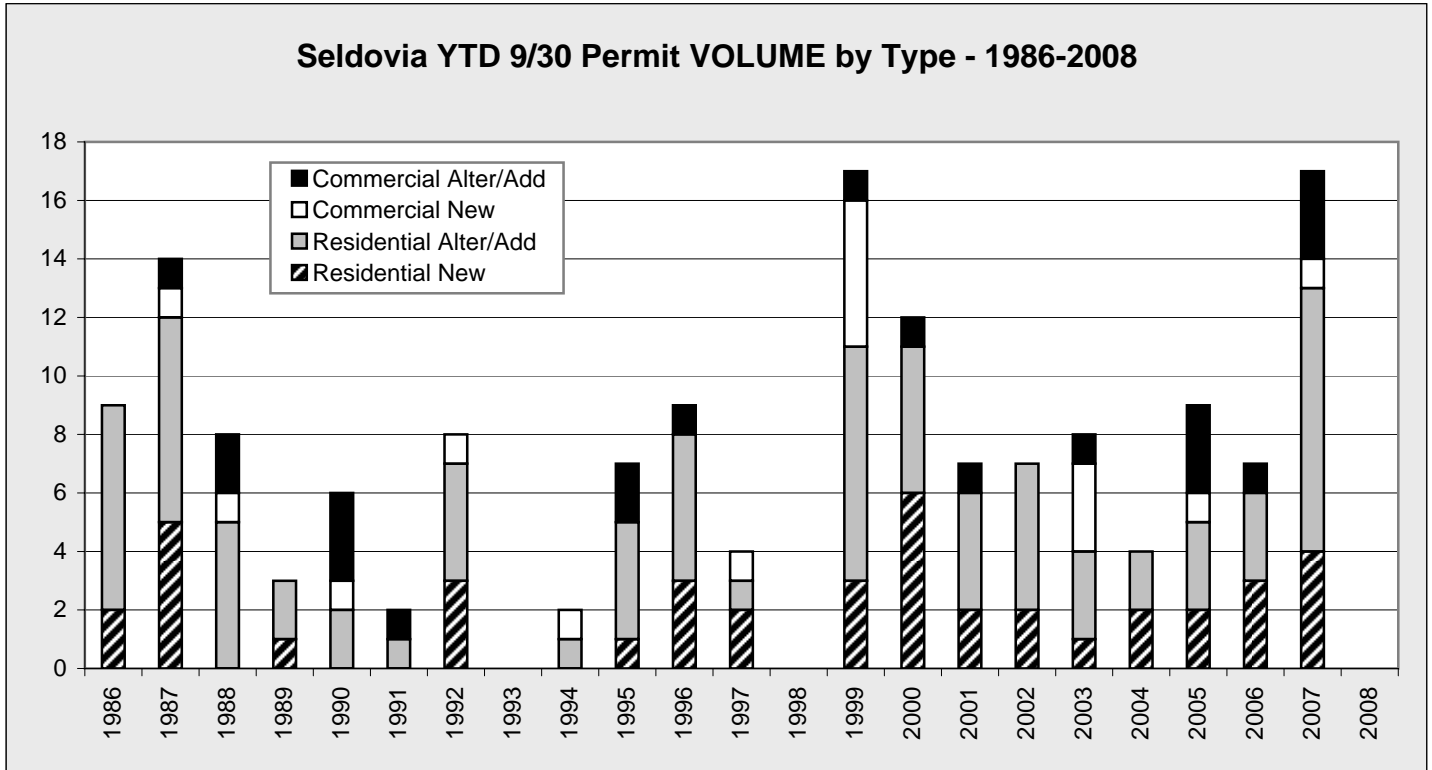


Chart 4.22

No Reports Received

Seldovia Construction

Seldovia Annual Permit VALUE by Type by Quarter - 2001-2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	25,000	10,000	0	35,000
Residential - Add/Alter	0	0	5,525	5,000	10,525
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	10,000	0	0	10,000	20,000
TOTAL	10,000	25,000	15,525	15,000	65,525
2002					
Residential - New	0	0	308,000	0	308,000
Residential - Add/Alter	10,000	8,000	10,500	20,000	48,500
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
TOTAL	10,000	8,000	318,500	20,000	356,500
2003					
Residential - New	0	0	150,000	26,000	176,000
Residential - Add/Alter	31,000	0	0	3,000	34,000
Commercial - New	0	0	1,685,000	7,500	1,692,500
Commercial - Add/Alter	0	0	0	0	0
TOTAL	31,000	0	1,835,000	36,500	1,902,500
2004					
Residential - New	20,000	150,000	0	0	170,000
Residential - Add/Alter	0	6,200	0	0	6,200
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
TOTAL	20,000	156,200	0	0	176,200
2005					
Residential - New	0	300,000	0	0	300,000
Residential - Add/Alter	15,000	4,000	30,000	0	49,000
Commercial - New	0	8,000	0	0	8,000
Commercial - Add/Alter	0	154,000	500	500	155,000
TOTAL	15,000	466,000	30,500	500	512,000
2006					
Residential - New	30,000	55,000	0	0	85,000
Residential - Add/Alter	0	32,000	0	0	32,000
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	18,000	18,000
TOTAL	30,000	87,000	0	18,000	135,000
2007					
Residential - New	0	227,000	25,000	0	252,000
Residential - Add/Alter	15,000	30,000	15,800	1,000	61,800
Commercial - New	0	2,000	0	0	2,000
Commercial - Add/Alter	0	8,000	20,000	0	28,000
TOTAL	15,000	267,000	60,800	1,000	343,800
2008					Year to Date
Residential - New	No Reports Received				0
Residential - Add/Alter					0
Commercial - New					0
Commercial - Add/Alter					0
TOTAL	0	0	0		0

Table 4.32

Seldovia Construction

Seldovia Annual Permit VOLUME by Type by Quarter - 2001-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	1	1	0	2
Residential - Add/Alter	0	0	4	1	5
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	1	0	0	1	2
TOTAL	1	1	5	2	9
2002					
Residential - New	0	0	2	0	2
Residential - Add/Alter	1	2	2	1	6
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
TOTAL	1	2	4	1	8
2003					
Residential - New	0	0	1	2	3
Residential - Add/Alter	3	0	0	1	4
Commercial - New	0	0	3	1	4
Commercial - Add/Alter	0	0	1	0	1
TOTAL	3	0	5	4	12
2004					
Residential - New	1	1	0	0	2
Residential - Add/Alter	0	2	0	0	2
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
TOTAL	1	3	0	0	4
2005					
Residential - New	0	2	0	0	2
Residential - Add/Alter	1	1	1	0	3
Commercial - New	0	1	0	0	1
Commercial - Add/Alter	0	2	1	1	4
TOTAL	1	6	2	1	10
2006					
Residential - New	1	2	0	0	3
Residential - Add/Alter	0	3	0	0	3
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	1	0	1	2
TOTAL	1	6	0	1	8
2007					
Residential - New	0	3	1	0	4
Residential - Add/Alter	1	4	4	1	10
Commercial - New	0	1	0	0	1
Commercial - Add/Alter	0	1	2	0	3
TOTAL	1	9	7	1	18
2008					Year to Date
Residential - New	No Reports Received				0
Residential - Add/Alter					0
Commercial - New					0
Commercial - Add/Alter					0
TOTAL	0	0	0	0	0

Table 4.33

Seward Sales

Seward Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$

LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	67,648	89,202	127,576	0	53,103	4,552	-91.4%	-48,551
SALES	13,282,302	14,020,001	17,264,022	17,874,031	20,330,405	20,298,581	-0.2%	-31,824
CONST	9,498,993	5,903,740	7,186,727	9,617,755	3,244,299	7,901,741	143.6%	4,657,442
PROP	2,723,283	3,174,488	2,124,984	2,256,711	2,749,943	2,459,845	-10.5%	-290,098
TOUR	19,250,113	21,586,701	22,962,338	23,853,680	25,976,639	25,595,267	-1.5%	-381,372
SERV	2,527,081	2,638,097	2,560,847	2,767,202	3,718,389	3,180,281	-14.5%	-538,108
PROF	936,456	656,913	779,351	1,155,139	976,489	1,579,943	61.8%	603,454
UTIL	717,645	428	936,281	1,230,113	1,070,111	1,361,353	27.2%	291,242
MANU	3,739,897	5,097,525	5,474,419	4,230,878	7,200,311	8,053,510	11.8%	853,199
TRAN	2,970,677	2,223,849	1,805,991	2,286,927	2,540,974	3,259,292	28.3%	718,318
WHLS	4,542,588	6,778,221	7,173,079	8,673,074	8,872,729	12,019,680	35.5%	3,146,951
GOV	1,451,502	1,560,394	1,614,203	1,647,369	1,649,505	1,891,905	14.7%	242,400
TOTAL	61,708,185	63,729,559	70,009,818	75,592,879	78,382,897	87,605,950	11.8%	9,223,053

Table 5.1

For complete listing of Lines of Business, see page 13

Seward Third Quarter GROSS Sales History	
2003	61,708,185
2004	63,729,559
2005	70,009,818
2006	75,592,879
2007	78,382,897
2008	87,605,950

Table 5.2

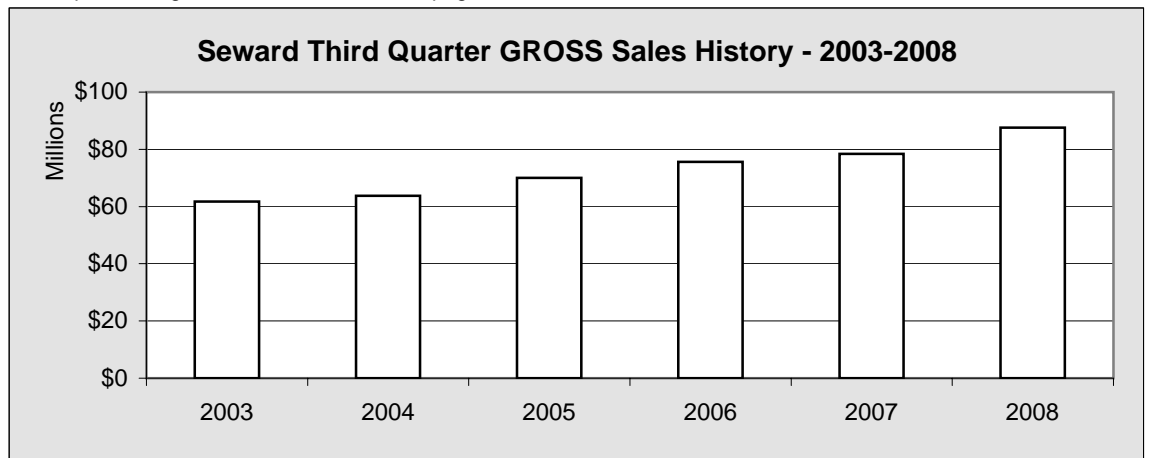


Chart 5.1

Seward Five Year Change Third Quarter GROSS Sales		
	2003	2008
PROD	67,648	4,552
SALES	13,282,302	20,298,581
CONST	9,498,993	7,901,741
PROP	2,723,283	2,459,845
TOUR	19,250,113	25,595,267
SERV	2,527,081	3,180,281
PROF	936,456	1,579,943
UTIL	717,645	1,361,353
MANU	3,739,897	8,053,510
TRAN	2,970,677	3,259,292
WHLS	4,542,588	12,019,680
GOV	1,451,502	1,891,905
TOTAL	61,708,185	87,605,950

Table 5.3

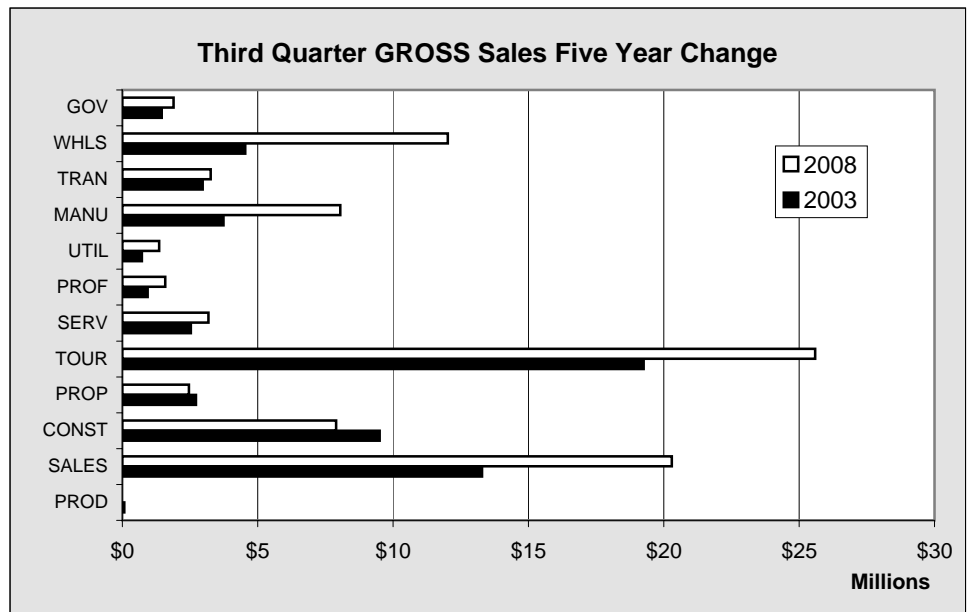


Chart 5.2

Seward Sales

Seward Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	2,255	0	0	0	0	2,552	NA	2,552
SALES	11,070,969	12,021,016	14,253,101	14,941,849	17,213,707	17,701,833	2.8%	488,126
CONST	185,810	168,604	171,289	165,744	145,599	142,026	-2.5%	-3,573
PROP	948,194	714,446	728,387	749,305	880,500	1,048,650	19.1%	168,150
TOUR	17,197,704	18,102,972	19,556,019	20,474,137	23,833,459	23,653,475	-0.8%	-179,984
SERV	1,199,774	1,442,256	1,404,760	1,459,773	1,863,010	1,628,816	-12.6%	-234,194
PROF	235,815	225,624	206,226	210,277	237,879	119,064	-49.9%	-118,815
UTIL	500	428	2,228	250	2,280	1,619	-29.0%	-661
MANU	453,387	522,767	442,949	484,057	496,203	447,941	-9.7%	-48,262
TRAN	278,268	96,692	129,248	103,575	75,344	90,574	20.2%	15,230
WHLS	1,678,668	2,037,070	2,434,834	2,201,861	2,264,390	2,391,481	5.6%	127,091
GOV	1,451,502	1,560,394	1,614,203	1,647,369	1,649,505	1,891,905	14.7%	242,400
TOTAL	34,702,846	36,892,269	40,943,244	42,438,197	48,661,876	49,119,936	0.9%	458,060

Table 5.4 For complete listing of Lines of Business, see page 13

Seward Third Quarter TAXABLE Sales History	
2003	34,702,846
2004	36,892,269
2005	40,943,244
2006	42,438,197
2007	48,661,876
2008	49,119,936

Table 5.5

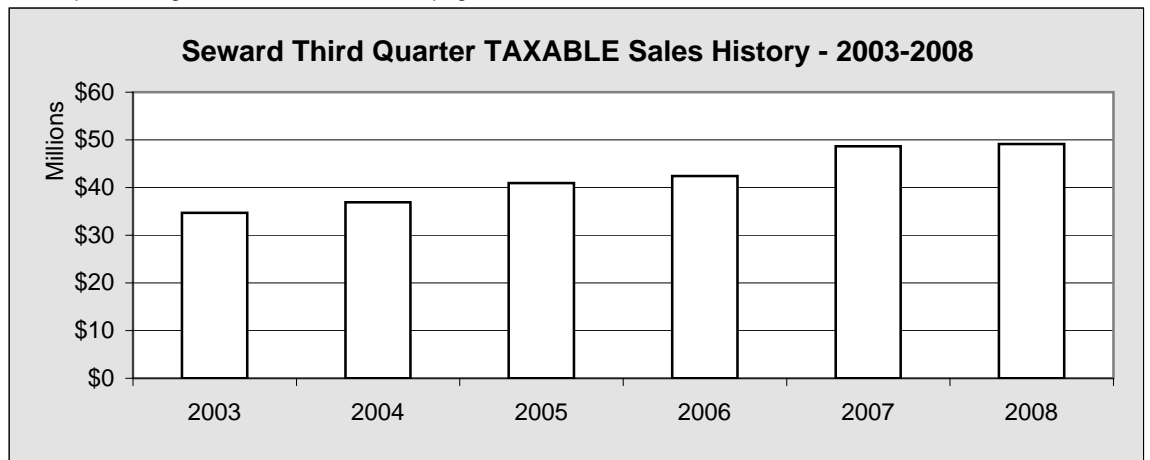


Chart 5.3

Seward Five Year Change Third Quarter TAXABLE Sales		
LOB	2003	2008
PROD	2,255	2,552
SALES	11,070,969	17,701,833
CONST	185,810	142,026
PROP	948,194	1,048,650
TOUR	17,197,704	23,653,475
SERV	1,199,774	1,628,816
PROF	235,815	119,064
UTIL	500	1,619
MANU	453,387	447,941
TRAN	278,268	90,574
WHLS	1,678,668	2,391,481
GOV	1,451,502	1,891,905
TOTAL	34,702,846	49,119,936

Table 5.6

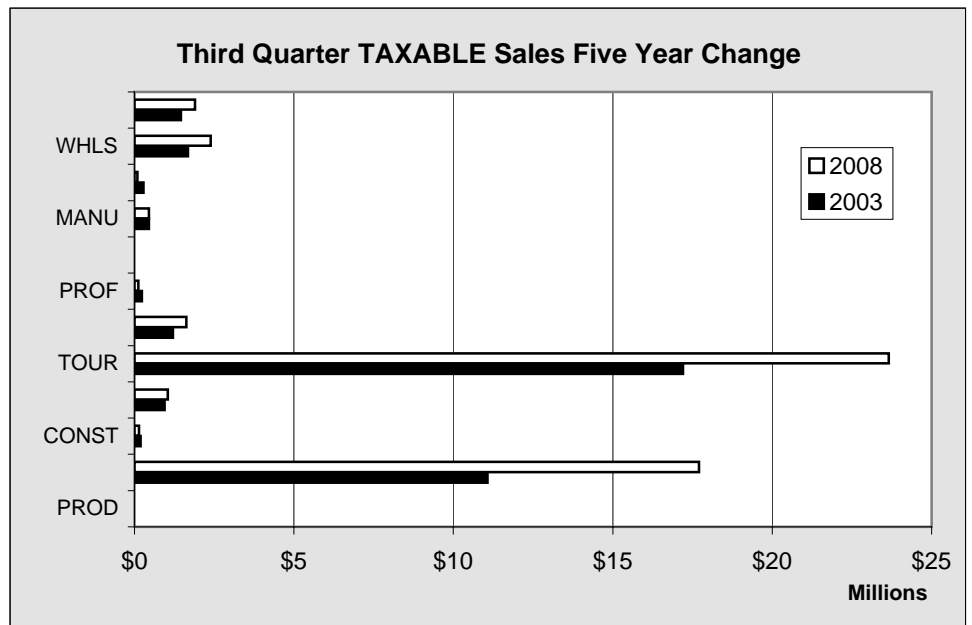


Chart 5.4

Seward Sales

Seward YTD Sept 30 GROSS Sales by Line of Business - 2003-2008 - in \$

LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	185,276	192,987	227,768	1,024	305,361	109,977	-64.0%	-195,384
SALES	28,351,255	30,493,676	35,259,103	36,831,137	41,582,490	42,234,444	1.6%	651,954
CONST	22,551,144	13,692,545	31,771,074	18,920,281	13,591,783	18,000,807	32.4%	4,409,024
PROP	6,741,171	6,567,792	5,669,465	6,187,589	5,857,133	5,846,319	-0.2%	-10,814
TOUR	30,901,915	34,041,248	36,380,271	37,275,442	40,916,533	40,591,251	-0.8%	-325,282
SERV	7,531,232	7,410,079	6,549,105	6,792,475	9,426,295	8,097,391	-14.1%	-1,328,904
PROF	2,496,032	1,474,622	1,976,663	2,996,776	2,303,552	3,886,000	68.7%	1,582,448
UTIL	1,896,173	1,369,933	2,492,253	2,945,972	3,357,788	3,527,918	5.1%	170,130
MANU	10,230,811	9,118,614	10,447,924	8,673,404	15,033,984	15,711,366	4.5%	677,382
TRAN	4,662,265	4,048,940	4,021,604	3,815,418	4,167,936	5,188,575	24.5%	1,020,639
WHLS	10,188,722	15,200,397	15,846,679	19,554,094	19,450,578	25,973,208	33.5%	6,522,630
GOV	3,891,526	4,043,287	4,249,403	4,393,188	4,606,454	4,686,395	1.7%	79,941
TOTAL	129,627,522	127,654,120	154,891,312	148,386,800	160,599,887	173,853,651	8.3%	13,253,764

Table 5.7

For complete listing of Lines of Business, see page 13

Seward YTD Sept. 30 GROSS Sales History

2003	129,627,522
2004	127,654,120
2005	154,891,312
2006	148,386,800
2007	160,599,887
2008	173,853,651

Table 5.8

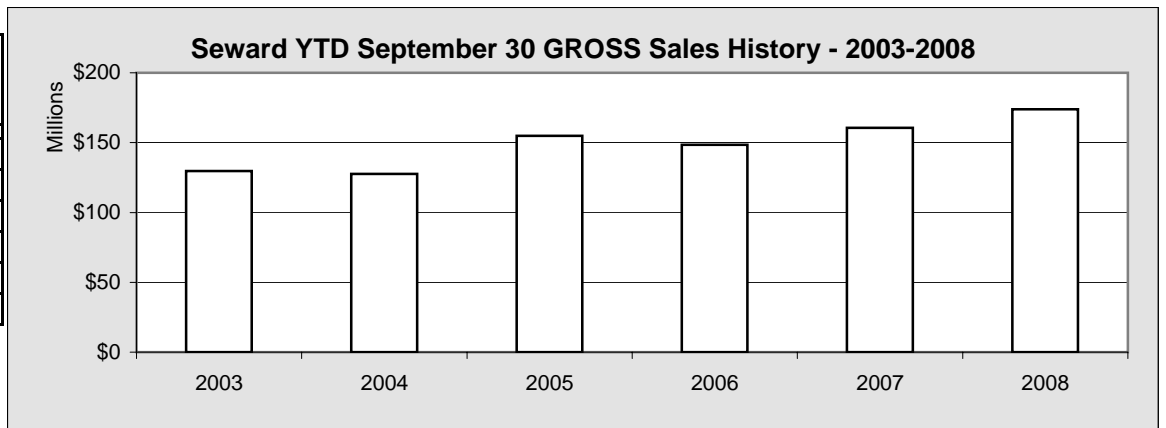


Chart 5.5

Seward Five Year Change YTD Sept. 30 GROSS Sales

	2003	2008
PROD	185,276	109,977
SALES	28,351,255	42,234,444
CONST	22,551,144	18,000,807
PROP	6,741,171	5,846,319
TOUR	30,901,915	40,591,251
SERV	7,531,232	8,097,391
PROF	2,496,032	3,886,000
UTIL	1,896,173	3,527,918
MANU	10,230,811	15,711,366
TRAN	4,662,265	5,188,575
WHLS	10,188,722	25,973,208
GOV	3,891,526	4,686,395
TOTAL	129,627,522	173,853,651

Table 5.9

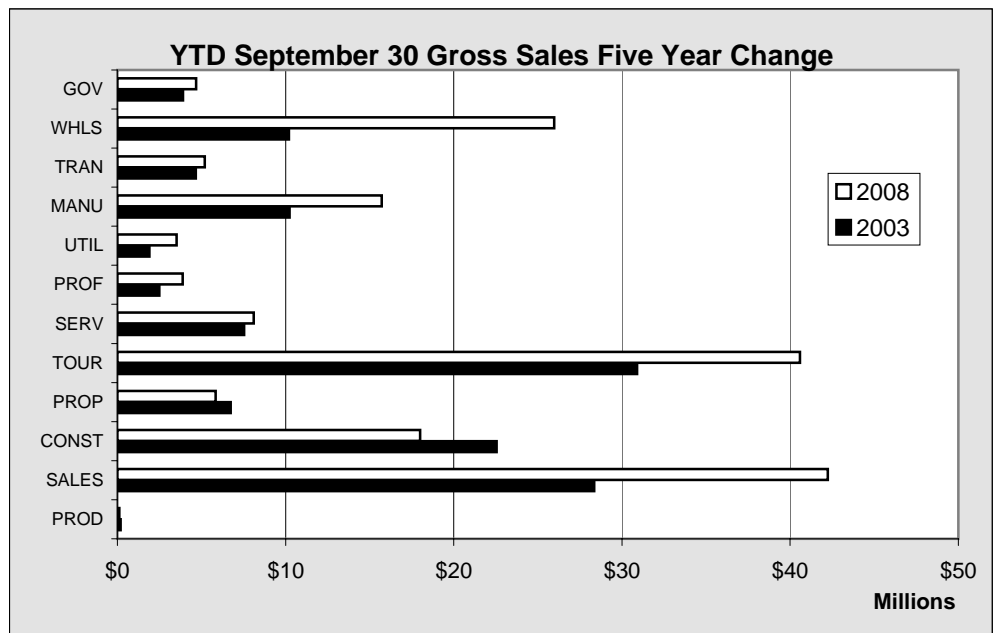


Chart 5.6

Seward Sales

Seward YTD Sept. 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	4,127	0	0	1,024	500	2,665	433.0%	2,165
SALES	23,195,355	24,860,836	28,880,728	30,559,513	34,322,580	35,712,913	4.1%	1,390,333
CONST	499,773	520,239	523,802	513,325	461,068	442,863	-3.9%	-18,205
PROP	2,027,485	1,633,789	1,696,998	1,611,352	1,937,741	2,191,393	13.1%	253,652
TOUR	27,770,802	29,095,723	31,157,834	32,348,032	37,551,713	37,092,760	-1.2%	-458,953
SERV	3,280,495	3,660,456	3,511,722	3,702,112	4,474,694	4,176,678	-6.7%	-298,016
PROF	594,888	486,338	484,259	505,542	524,165	450,983	-14.0%	-73,182
UTIL	4,782	845	3,979	5,438	7,344	3,945	-46.3%	-3,399
MANU	844,235	924,743	879,830	892,359	918,067	876,332	-4.5%	-41,735
TRAN	427,979	192,495	274,254	230,686	149,637	168,344	12.5%	18,707
WHLS	3,523,324	3,960,185	4,684,419	4,442,503	4,618,273	4,910,271	6.3%	291,998
GOV	3,886,186	4,043,287	4,249,403	4,393,188	4,606,454	4,686,395	1.7%	79,941
TOTAL	66,059,431	69,378,936	76,347,228	79,205,074	89,572,236	90,715,542	1.3%	1,143,306

Table 5.10

For complete listing of Lines of Business, see page 13

Seward YTD Sept 30 TAXABLE Sales History	
2003	66,059,431
2004	69,378,936
2005	76,347,228
2006	79,205,074
2007	89,572,236
2008	90,715,542

Table 5.11

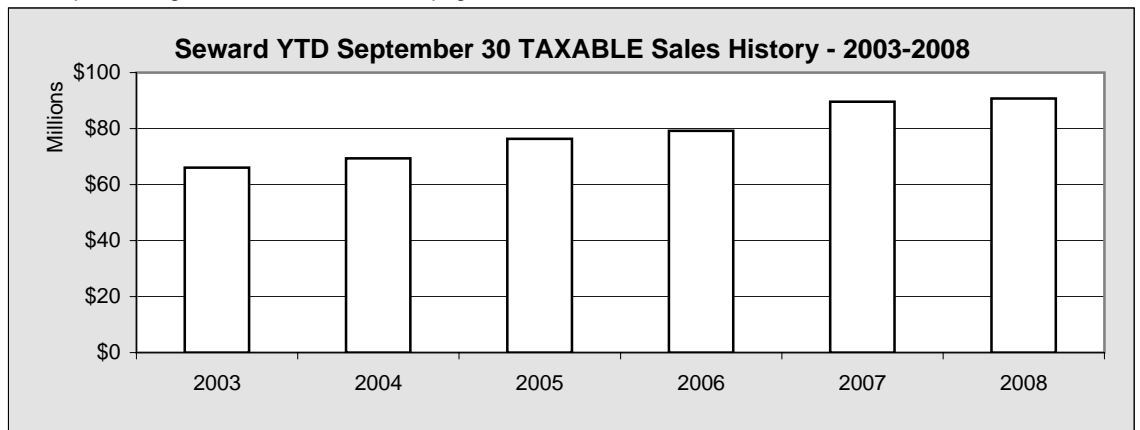


Chart 5.7

Seward Five Year Change YTD Sept. 30 TAXABLE Sales		
	2003	2008
PROD	4,127	2,665
SALES	23,195,355	35,712,913
CONST	499,773	442,863
PROP	2,027,485	2,191,393
TOUR	27,770,802	37,092,760
SERV	3,280,495	4,176,678
PROF	594,888	450,983
UTIL	4,782	3,945
MANU	844,235	876,332
TRAN	427,979	168,344
WHLS	3,523,324	4,910,271
GOV	3,886,186	4,686,395
TOTAL	66,059,431	90,715,542

Table 5.12

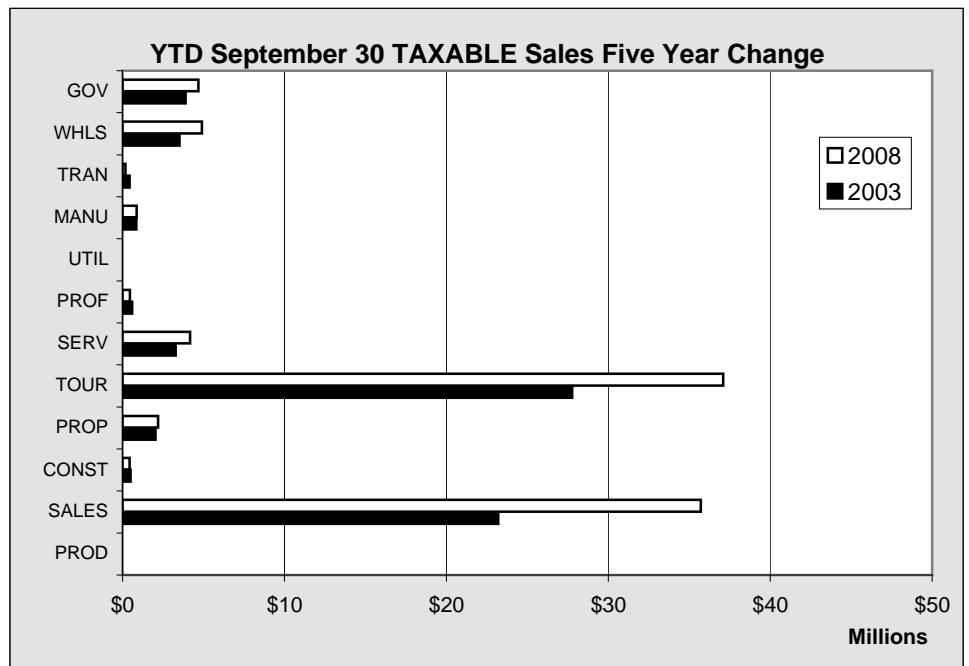


Chart 5.8

Seward Sales

Seward Annual GROSS Sales by Line of Business - 2002-2007 - in \$

LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	377,537	208,545	228,403	227,768	49,738	327,692	558.8%	277,954
SALES	34,598,474	34,477,861	36,812,924	42,226,370	44,401,192	49,619,690	11.8%	5,218,498
CONST	10,345,114	28,119,593	30,132,289	39,812,044	39,567,262	20,691,970	-47.7%	-18,875,292
PROP	9,506,666	9,327,416	8,402,843	8,536,636	8,267,710	7,768,667	-6.0%	-499,043
TOUR	34,071,554	32,620,200	36,285,102	38,643,753	39,474,443	43,173,582	9.4%	3,699,139
SERV	11,038,752	9,172,023	9,192,098	8,372,277	8,780,572	11,559,121	31.6%	2,778,549
PROF	2,671,268	3,099,221	3,533,910	3,890,494	4,824,944	4,041,647	-16.2%	-783,297
UTIL	2,715,383	2,572,129	2,072,046	3,313,549	4,001,907	4,411,620	10.2%	409,713
MANU	12,437,596	13,462,919	10,505,152	13,089,654	10,825,783	17,919,182	65.5%	7,093,399
TRAN	6,099,389	5,143,592	4,648,661	4,645,626	4,346,626	4,975,690	14.5%	629,064
WHLS	13,294,278	13,481,435	18,672,628	20,448,645	27,657,738	24,220,285	-12.4%	-3,437,453
GOV	5,213,615	5,277,002	5,530,886	5,898,177	6,159,339	6,539,108	6.2%	379,769
TOTAL	142,369,626	156,961,936	166,016,942	189,104,993	198,357,254	195,248,254	-1.6%	-3,109,000

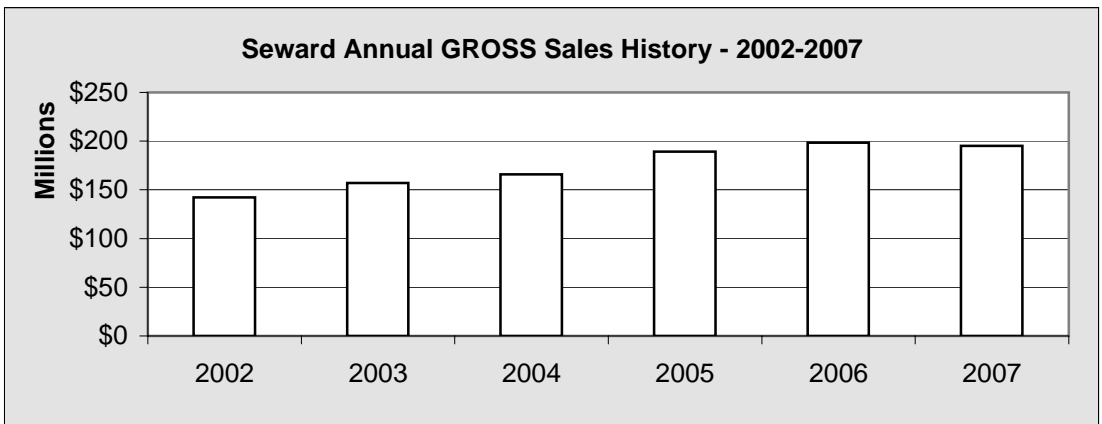
Table 5.13

For complete listing of Lines of Business, see page 13

Seward Annual GROSS Sales History	
2002	142,369,626
2003	156,961,936
2004	166,016,942
2005	189,104,993
2006	198,357,254
2007	195,248,254

Table 5.14

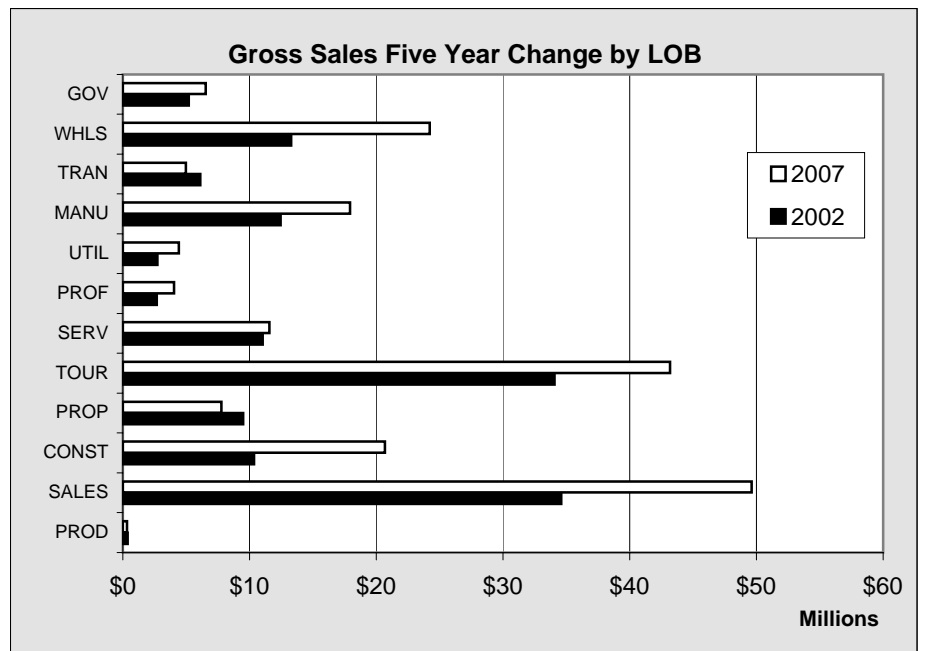
Chart 5.9



Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	377,537	327,692
SALES	34,598,474	49,619,690
CONST	10,345,114	20,691,970
PROP	9,506,666	7,768,667
TOUR	34,071,554	43,173,582
SERV	11,038,752	11,559,121
PROF	2,671,268	4,041,647
UTIL	2,715,383	4,411,620
MANU	12,437,596	17,919,182
TRAN	6,099,389	4,975,690
WHLS	13,294,278	24,220,285
GOV	5,213,615	6,539,108
TOTAL	142,369,626	195,248,254

Table 5.15

Chart 5.10



Seward Sales

Seward Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	96	4,245	0	0	1,024	500	-51.2%	-524
SALES	27,580,806	28,162,331	29,812,800	34,557,054	36,549,236	40,808,140	11.7%	4,258,904
CONST	572,000	680,387	693,308	685,553	697,846	621,401	-11.0%	-76,445
PROP	2,637,472	2,439,791	2,051,162	2,096,060	2,078,655	2,421,977	16.5%	343,322
TOUR	28,981,919	29,288,845	30,595,843	32,615,913	33,711,217	38,893,264	15.4%	5,182,047
SERV	4,073,562	4,245,332	4,602,447	4,560,643	4,840,133	5,674,179	17.2%	834,046
PROF	877,826	700,567	600,900	585,649	618,847	666,073	7.6%	47,226
UTIL	4,831	5,583	1,261	3,979	8,183	8,595	5.0%	412
MANU	958,488	965,413	1,043,346	954,243	979,243	1,046,510	6.9%	67,267
TRAN	921,677	449,829	218,804	398,174	265,138	182,812	-31.1%	-82,326
WHLS	3,768,430	4,134,748	4,680,451	5,457,638	5,253,373	5,465,167	4.0%	211,794
GOV	5,213,615	5,271,662	5,466,886	5,834,097	6,087,059	6,467,108	6.2%	380,049
TOTAL	75,590,722	76,348,733	79,767,208	87,749,003	91,089,954	102,255,726	12.3%	11,165,772

Table 5.16

For complete listing of Lines of Business, see page 13

Seward Annual TAXABLE Sales History	
2002	75,590,722
2003	76,348,733
2004	79,767,208
2005	87,749,003
2006	91,089,954
2007	102,255,726

Table 5.17

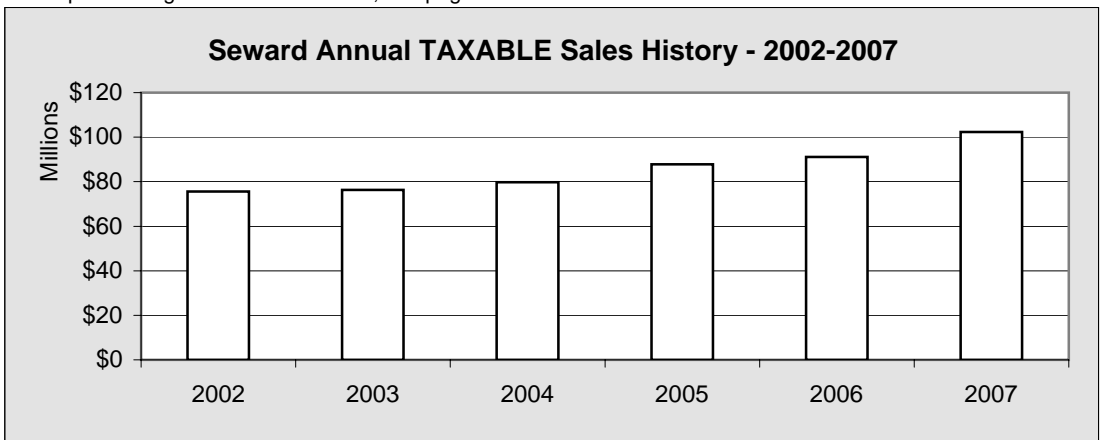


Chart 5.11

Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	96	500
SALES	27,580,806	40,808,140
CONST	572,000	621,401
PROP	2,637,472	2,421,977
TOUR	28,981,919	38,893,264
SERV	4,073,562	5,674,179
PROF	877,826	666,073
UTIL	4,831	8,595
MANU	958,488	1,046,510
TRAN	921,677	182,812
WHLS	3,768,430	5,465,167
GOV	5,213,615	6,467,108
TOTAL	75,590,722	102,255,726

Table 5.18

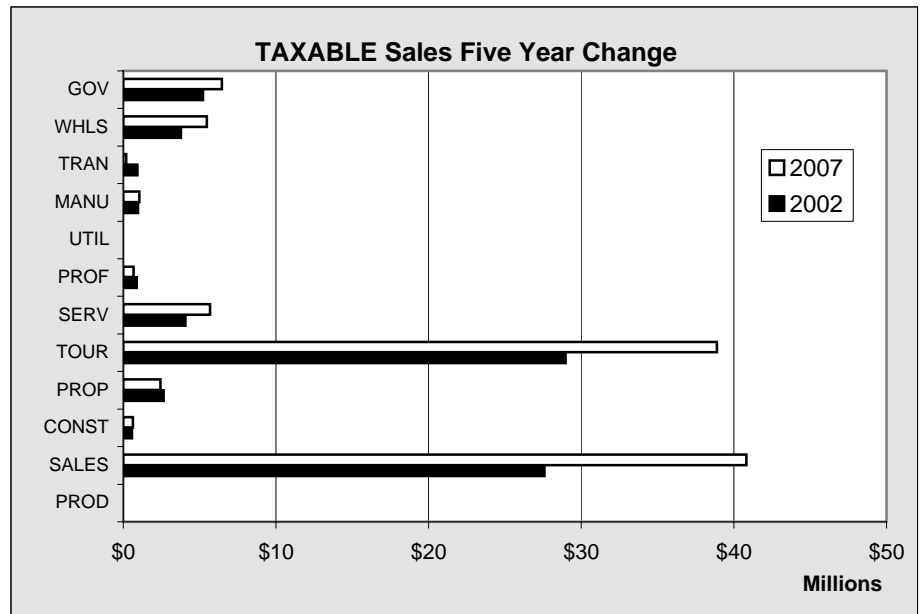


Chart 5.12

Seward Sales

Seward GROSS Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	37,527	67,898	4,552		109,977
Sales	7,699,098	14,236,765	20,298,581		42,234,444
Construction	3,193,803	6,905,263	7,901,741		18,000,807
Property	1,377,617	2,008,857	2,459,845		5,846,319
Tourism	1,701,050	13,294,934	25,595,267		40,591,251
Services	1,973,772	2,943,338	3,180,281		8,097,391
Professional	1,131,779	1,174,278	1,579,943		3,886,000
Utility	1,081,208	1,085,357	1,361,353		3,527,918
Manufacturing	2,309,720	5,348,136	8,053,510		15,711,366
Transportation & Warehousing	409,250	1,520,033	3,259,292		5,188,575
Wholesale	4,356,490	9,597,038	12,019,680		25,973,208
Government	1,221,955	1,572,535	1,891,905		4,686,395
TOTAL	26,493,269	59,754,432	87,605,950	0	173,853,651

Table 5.19

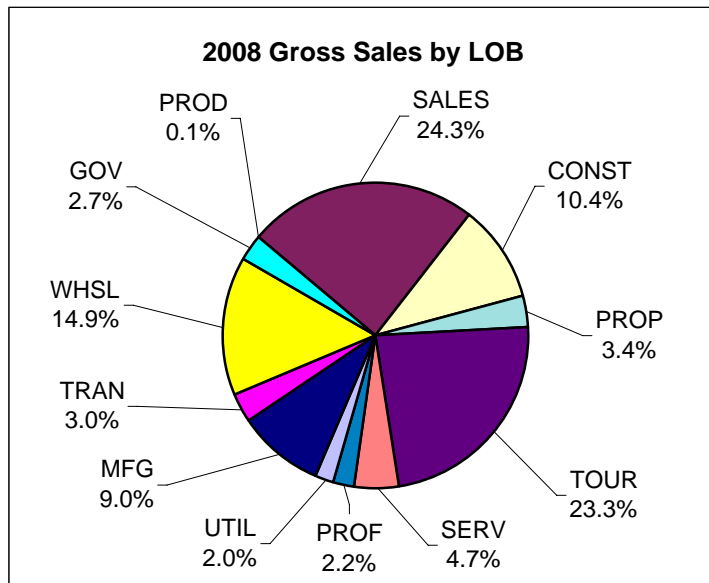


Chart 5.13

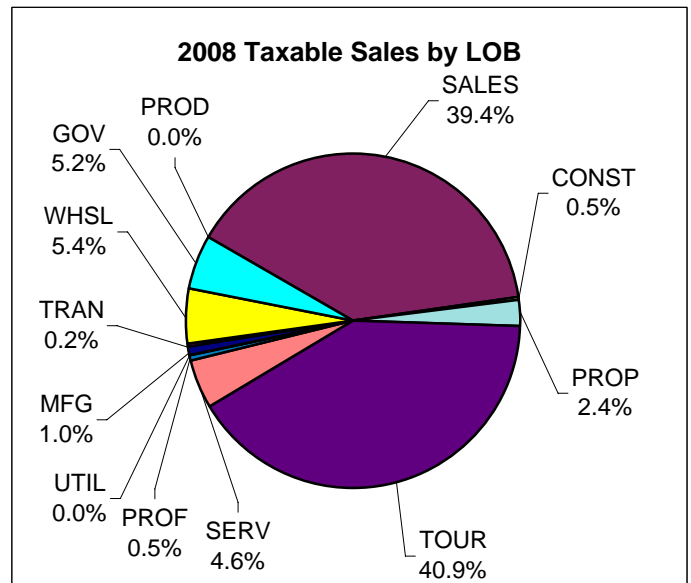


Chart 5.14

Seward TAXABLE Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	113	0	2,552		2,665
Sales	5,925,775	12,085,305	17,701,833		35,712,913
Construction	135,194	165,643	142,026		442,863
Property	415,247	727,496	1,048,650		2,191,393
Tourism	1,336,363	12,102,922	23,653,475		37,092,760
Services	1,097,247	1,450,615	1,628,816		4,176,678
Professional	129,860	202,059	119,064		450,983
Utility	1,237	1,089	1,619		3,945
Manufacturing	75,080	353,311	447,941		876,332
Transportation & Warehousing	16,873	60,897	90,574		168,344
Wholesale	1,027,859	1,490,931	2,391,481		4,910,271
Government	1,221,955	1,572,535	1,891,905		4,686,395
TOTAL	11,382,803	30,212,803	49,119,936	0	90,715,542

Table 5.20

Seward Sales

Seward GROSS Sales by Line of Business by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	45,858	206,400	53,103	22,331	327,692
Sales	7,377,317	13,874,768	20,330,405	8,037,200	49,619,690
Construction	3,870,279	6,477,205	3,244,299	7,100,187	20,691,970
Property	1,291,937	1,815,253	2,749,943	1,911,534	7,768,667
Tourism	1,599,015	13,340,879	25,976,639	2,257,049	43,173,582
Services	2,086,432	3,621,474	3,718,389	2,132,826	11,559,121
Professional	574,529	752,534	976,489	1,738,095	4,041,647
Utility	1,163,003	1,124,674	1,070,111	1,053,832	4,411,620
Manufacturing	1,677,929	6,155,744	7,200,311	2,885,198	17,919,182
Transportation & Warehousing	239,160	1,387,802	2,540,974	807,754	4,975,690
Wholesale	4,279,210	6,298,639	8,872,729	4,769,707	24,220,285
Government	1,403,466	1,553,483	1,649,505	1,932,654	6,539,108
TOTAL	25,608,135	56,608,855	78,382,897	34,648,367	195,248,254

Table 5.21

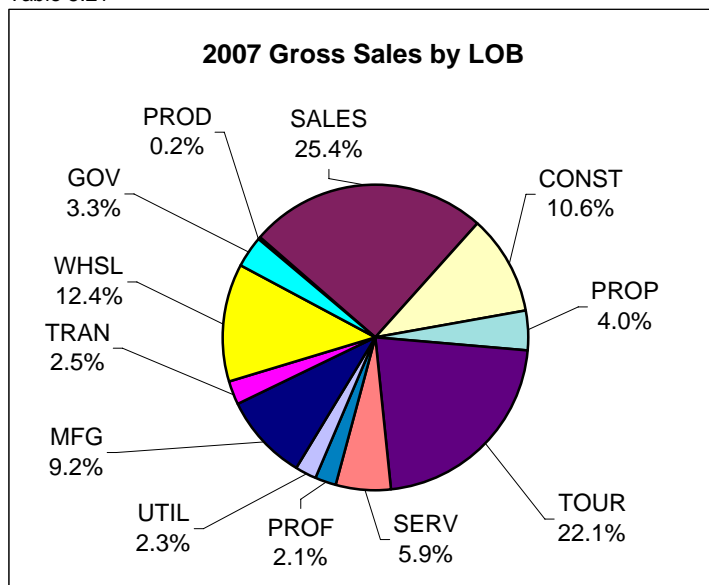


Chart 5.15

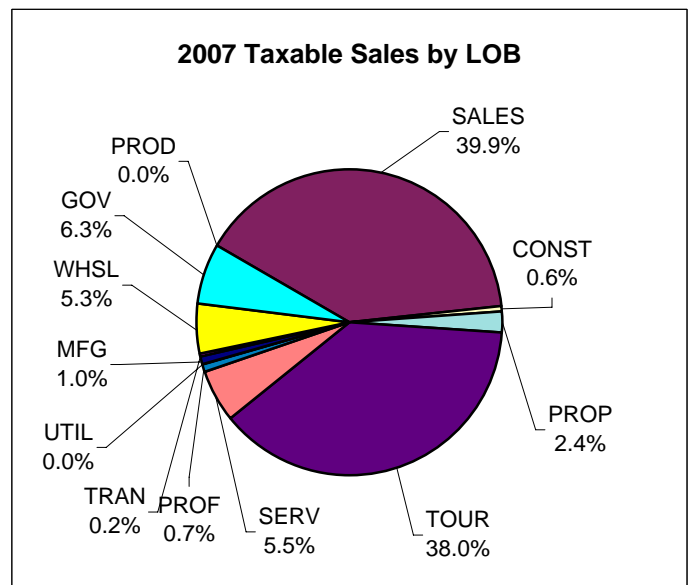


Chart 5.16

Seward TAXABLE Sales by Line of Business by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	500	0	0	500
Sales	5,459,433	11,649,440	17,213,707	6,485,560	40,808,140
Construction	136,277	179,192	145,599	160,333	621,401
Property	378,350	678,891	880,500	484,236	2,421,977
Tourism	1,376,173	12,342,081	23,833,459	1,341,551	38,893,264
Services	964,608	1,647,076	1,863,010	1,199,485	5,674,179
Professional	92,122	194,164	237,879	141,908	666,073
Utility	2,628	2,436	2,280	1,251	8,595
Manufacturing	82,345	339,519	496,203	128,443	1,046,510
Transportation & Warehousing	20,125	54,168	75,344	33,175	182,812
Wholesale	954,371	1,399,512	2,264,390	846,894	5,465,167
Government	1,403,466	1,553,483	1,649,505	1,860,654	6,467,108
TOTAL	10,869,898	30,040,462	48,661,876	12,683,490	102,255,726

Table 5.22

Seward Sales

Seward GROSS Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	78	946	0	48,714	49,738
Sales	6,534,504	12,422,602	17,874,031	7,570,055	44,401,192
Construction	1,811,963	7,490,563	9,617,755	20,646,981	39,567,262
Property	1,749,426	2,181,452	2,256,711	2,080,121	8,267,710
Tourism	1,509,869	11,911,893	23,853,680	2,199,001	39,474,443
Services	1,644,851	2,380,422	2,767,202	1,988,097	8,780,572
Professional	924,106	917,531	1,155,139	1,828,168	4,824,944
Utility	751,746	964,113	1,230,113	1,055,935	4,001,907
Manufacturing	1,139,374	3,303,152	4,230,878	2,152,379	10,825,783
Transportation & Warehousing	342,636	1,185,855	2,286,927	531,208	4,346,626
Wholesale	3,994,826	6,886,194	8,673,074	8,103,644	27,657,738
Government	1,297,827	1,447,992	1,647,369	1,766,151	6,159,339
TOTAL	21,701,206	51,092,715	75,592,879	49,970,454	198,357,254

Table 5.23

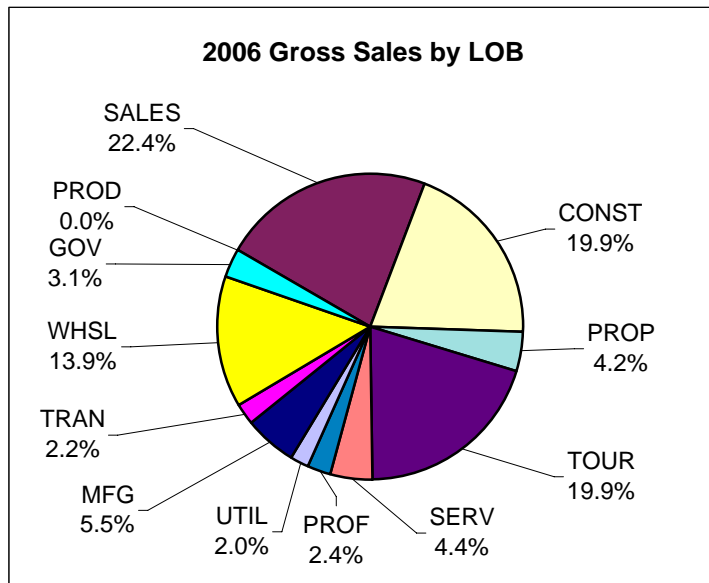


Chart 5.17

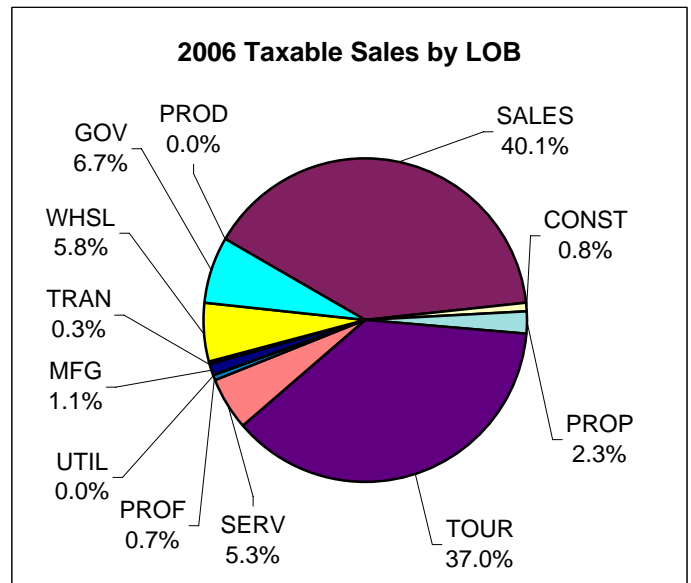


Chart 5.18

Seward TAXABLE Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	78	946	0	0	1,024
Sales	5,117,824	10,499,840	14,941,849	5,989,723	36,549,236
Construction	147,435	200,146	165,744	184,521	697,846
Property	346,100	515,947	749,305	467,303	2,078,655
Tourism	1,321,074	10,552,821	20,474,137	1,363,185	33,711,217
Services	907,338	1,335,001	1,459,773	1,138,021	4,840,133
Professional	84,016	211,249	210,277	113,305	618,847
Utility	1,775	3,413	250	2,745	8,183
Manufacturing	83,187	325,115	484,057	86,884	979,243
Transportation & Warehousing	9,797	117,314	103,575	34,452	265,138
Wholesale	854,211	1,386,431	2,201,861	810,870	5,253,373
Government	1,297,827	1,447,992	1,647,369	1,693,871	6,087,059
TOTAL	10,170,662	26,596,215	42,438,197	11,884,880	91,089,954

Table 5.24

Seward Sales

Seward Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	14,382,571	26,658,402	34,896,156	16,618,793	92,555,922	
1994	16,634,219	28,820,027	35,815,554	18,605,214	99,875,014	7.9%
1995	17,305,724	31,743,226	49,705,098	28,713,985	127,468,033	27.6%
1996	22,782,553	35,228,909	48,116,743	27,720,437	133,848,642	5.0%
1997	23,787,658	38,959,842	54,552,242	28,247,933	145,547,675	8.7%
1998	22,948,971	35,050,219	50,480,063	24,026,995	132,506,248	-9.0%
1999	23,356,887	36,041,325	50,509,645	20,247,664	130,155,521	-1.8%
2000	19,087,797	38,017,519	57,262,889	27,790,366	142,158,571	9.2%
2001	20,537,710	44,452,278	62,874,759	20,503,354	148,368,101	4.4%
2002	22,954,013	40,385,376	56,721,649	22,308,588	142,369,626	-4.0%
2003	20,935,184	46,984,153	61,708,185	27,334,414	156,961,936	10.2%
2004	21,175,289	42,749,272	63,729,559	38,362,822	166,016,942	5.8%
2005	26,472,186	58,409,308	70,009,818	34,213,681	189,104,993	13.9%
2006	21,701,206	51,092,715	75,592,879	49,970,454	198,357,254	4.9%
2007	25,608,135	56,608,855	78,382,897	34,648,367	195,248,254	-1.6%
2008	26,493,269	59,754,432	87,605,950		173,853,651	
Change	3.5%	5.6%	11.8%			

Table 5.25

Seward Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	7,026,014	14,130,501	19,380,374	8,095,448	48,632,337	
1994	7,525,434	15,434,817	21,557,820	8,741,106	53,259,177	9.5%
1995	7,674,012	16,721,903	22,899,202	8,461,870	55,756,987	4.7%
1996	8,027,358	16,410,250	24,077,648	8,681,685	57,196,941	2.6%
1997	8,770,990	16,994,442	26,208,216	10,542,376	62,516,024	9.3%
1998	8,541,911	19,372,356	29,591,398	9,772,599	67,278,264	7.6%
1999	9,218,678	19,907,186	31,789,068	10,557,267	71,472,199	6.2%
2000	9,374,360	21,161,398	32,904,973	10,544,695	73,985,426	3.5%
2001	9,073,993	21,553,264	33,591,833	10,007,501	74,226,591	0.3%
2002	9,051,044	22,176,474	34,338,060	10,025,144	75,590,722	1.8%
2003	9,284,504	22,072,081	34,702,846	10,289,302	76,348,733	1.0%
2004	9,494,764	22,991,903	36,892,269	10,388,272	79,767,208	4.5%
2005	10,094,338	25,309,646	40,943,244	11,401,775	87,749,003	10.0%
2006	10,170,662	26,596,215	42,438,197	11,884,880	91,089,954	3.8%
2007	10,869,898	30,040,462	48,661,876	12,683,490	102,255,726	12.3%
2008	11,382,803	30,212,803	49,119,936		90,715,542	
Change	4.7%	0.6%	0.9%			

Table 5.26

Seward Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	7,356,557	12,527,901	15,515,782	8,523,345	43,923,585	
1994	9,108,785	13,385,210	14,257,734	9,864,108	46,615,837	6.1%
1995	9,631,712	15,021,323	26,805,896	20,252,115	71,711,046	53.8%
1996	14,755,195	18,818,659	24,039,095	19,038,752	76,651,701	6.9%
1997	15,016,668	21,965,400	28,344,026	17,705,557	83,031,651	8.3%
1998	14,407,060	15,677,863	20,888,665	14,254,396	65,227,984	-21.4%
1999	14,138,209	16,134,139	18,720,577	9,690,397	58,683,322	-10.0%
2000	9,713,437	16,856,121	24,357,916	17,245,671	68,173,145	16.2%
2001	11,463,717	22,899,014	29,282,926	10,495,853	74,141,510	8.8%
2002	13,902,969	18,208,902	22,383,589	12,283,444	66,778,904	-9.9%
2003	11,650,680	24,912,072	27,005,339	17,045,112	80,613,203	20.7%
2004	11,680,525	19,757,369	26,837,290	27,974,550	86,249,734	7.0%
2005	16,377,848	33,099,662	29,066,574	22,811,906	101,355,990	17.5%
2006	11,530,544	24,496,500	33,154,682	38,085,574	107,267,300	5.8%
2007	14,738,237	26,568,393	29,721,021	21,964,877	92,992,528	-13.3%
2008	15,110,466	29,541,629	38,486,014		83,138,109	
Change	2.5%	11.2%	29.5%			

Table 5.27

Seward Construction

Seward 3rd Quarter Permit VALUES by Type - 2002-2008 - in \$								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	205,000	744,500	1,257,000	455,000	703,000	170,000	0	-100.0%
Residential Alter/Add	27,555	87,000	299,500	6,761	7,192	46,400	9,500	-79.5%
Commercial New	750,000	900,000	518,800	88,400	19,700,000	7,500	200,000	2566.7%
Commercial Alter/Add	325,021	101,400	191,000	275,285	375,868	41,000	7,000	-82.9%
Total	1,307,576	1,832,900	2,266,300	825,446	20,786,060	264,900	216,500	-18.3%
Annual Change		40.2%	23.6%	-63.6%	2418.2%	-98.7%	-18.3%	

Table 5.28

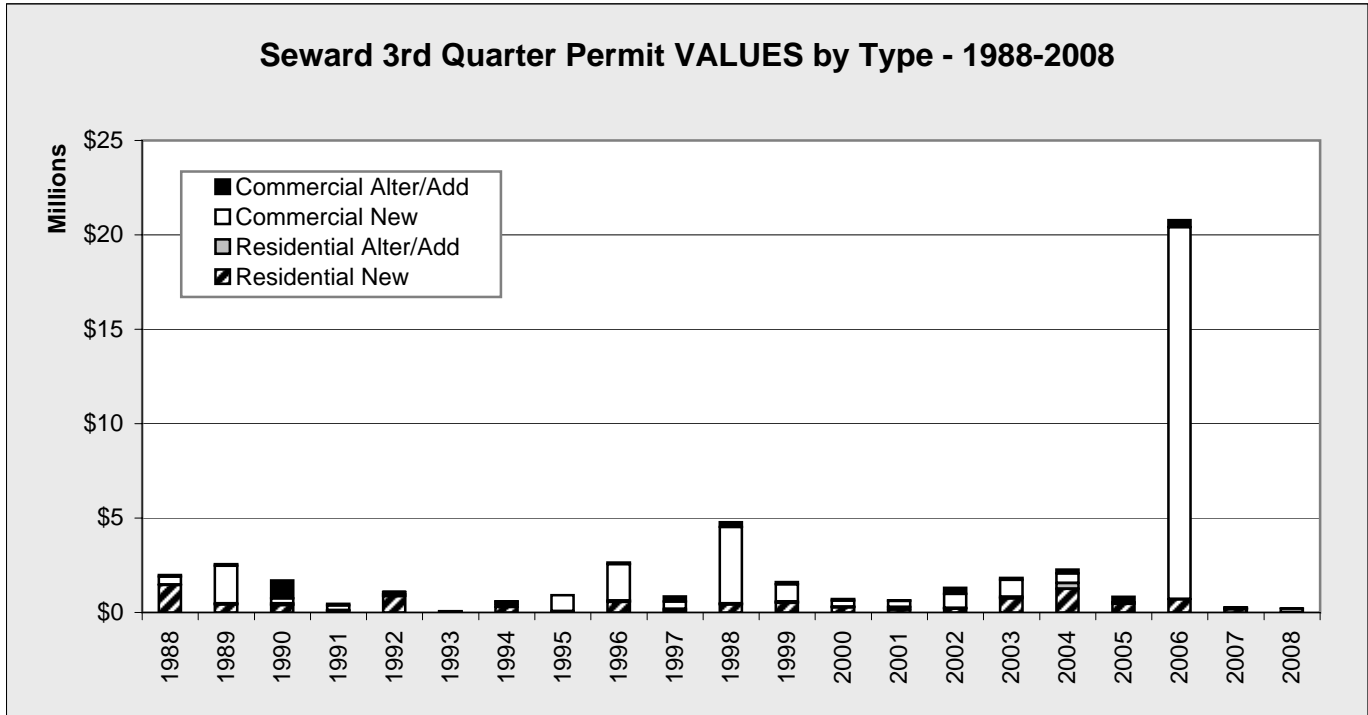


Chart 5.19

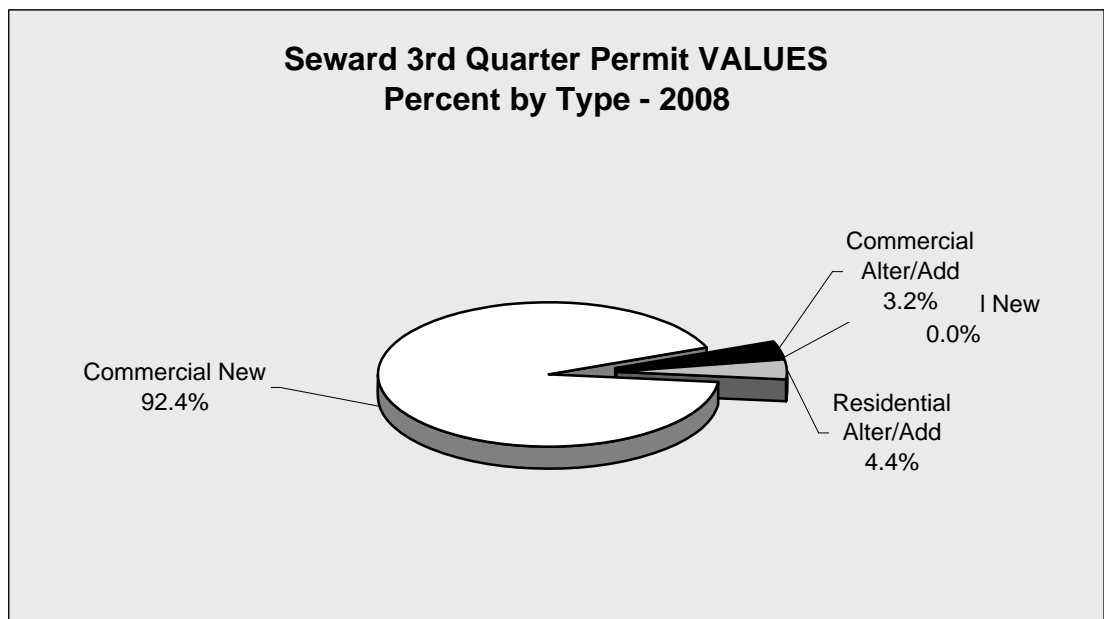


Chart 5.20

Seward Construction

Seward 3rd Quarter Permit VOLUME by Type - 2002-2008								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	2	5	8	3	5	1	0	-100.0%
Residential Alter/Add	3	5	5	5	4	6	2	-66.7%
Commercial New	1	1	2	2	2	1	1	0.0%
Commercial Alter/Add	8	4	4	6	8	2	1	-50.0%
Total	14	15	19	16	19	10	4	-60.0%
Annual Change		7.1%	26.7%	-15.8%	18.8%	-47.4%	-60.0%	

Table 5.29

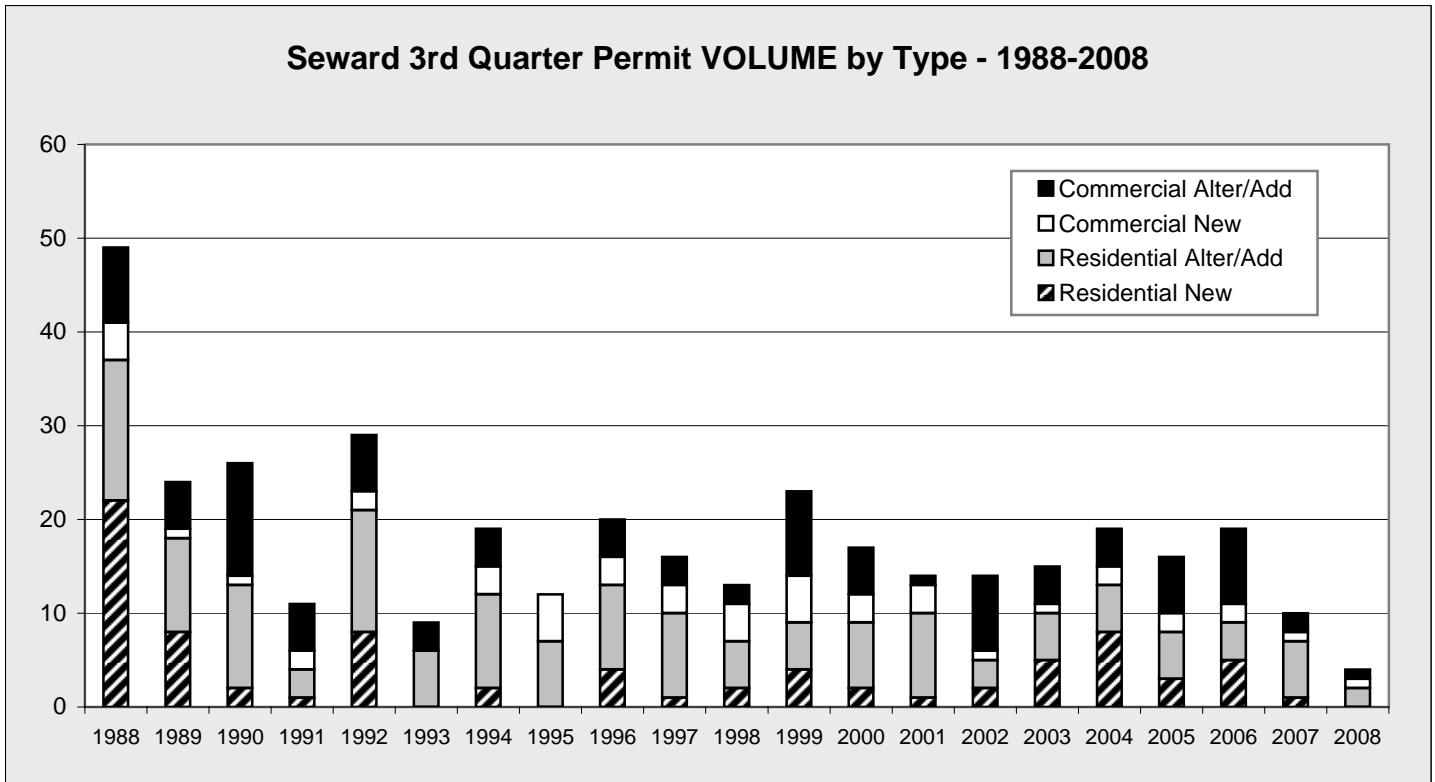


Chart 5.21

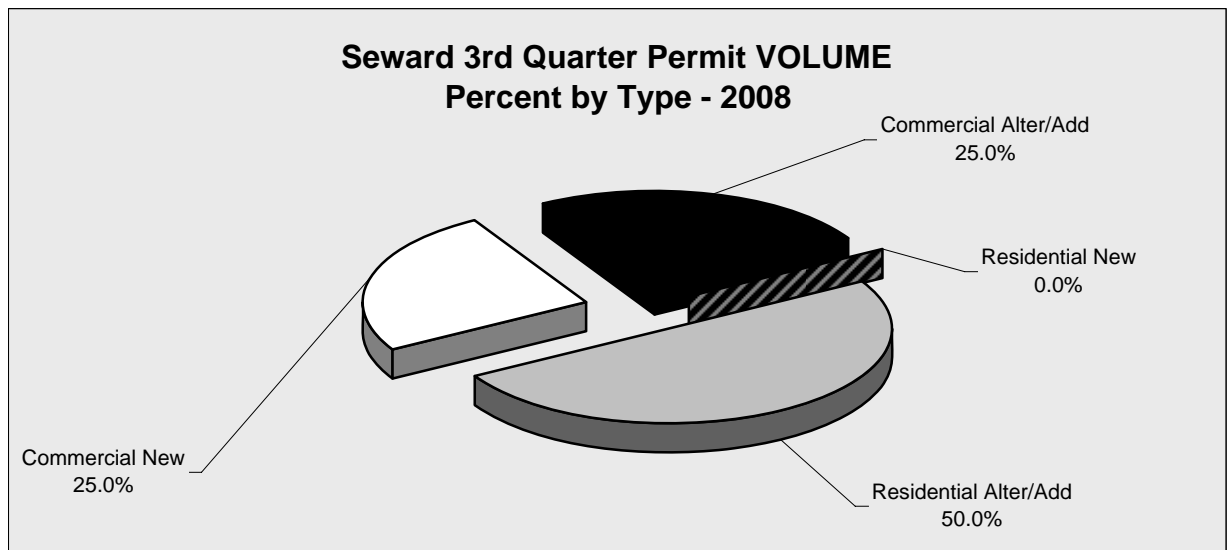


Chart 5.22

Seward Construction

Seward YTD 9/30 Permit VALUES by Type - 2002-2008 - in \$								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	725,000	1,077,500	2,130,000	1,766,000	1,118,000	252,354	1,700,000	573.7%
Residential Alter/Add	222,208	244,500	492,400	94,281	73,392	59,400	183,879	209.6%
Commercial New	4,044,730	4,285,000	13,018,800	365,720	20,500,000	216,013	200,000	-7.4%
Commercial Alter/Add	685,965	1,803,265	1,810,600	530,285	1,901,557	2,428,658	386,500	-84.1%
Total	5,677,903	7,410,265	17,451,800	2,756,286	23,592,949	2,956,425	2,470,379	-16.4%
Annual Change		30.5%	135.5%	-84.2%	756.0%	-87.5%	-16.4%	

Table 5.30

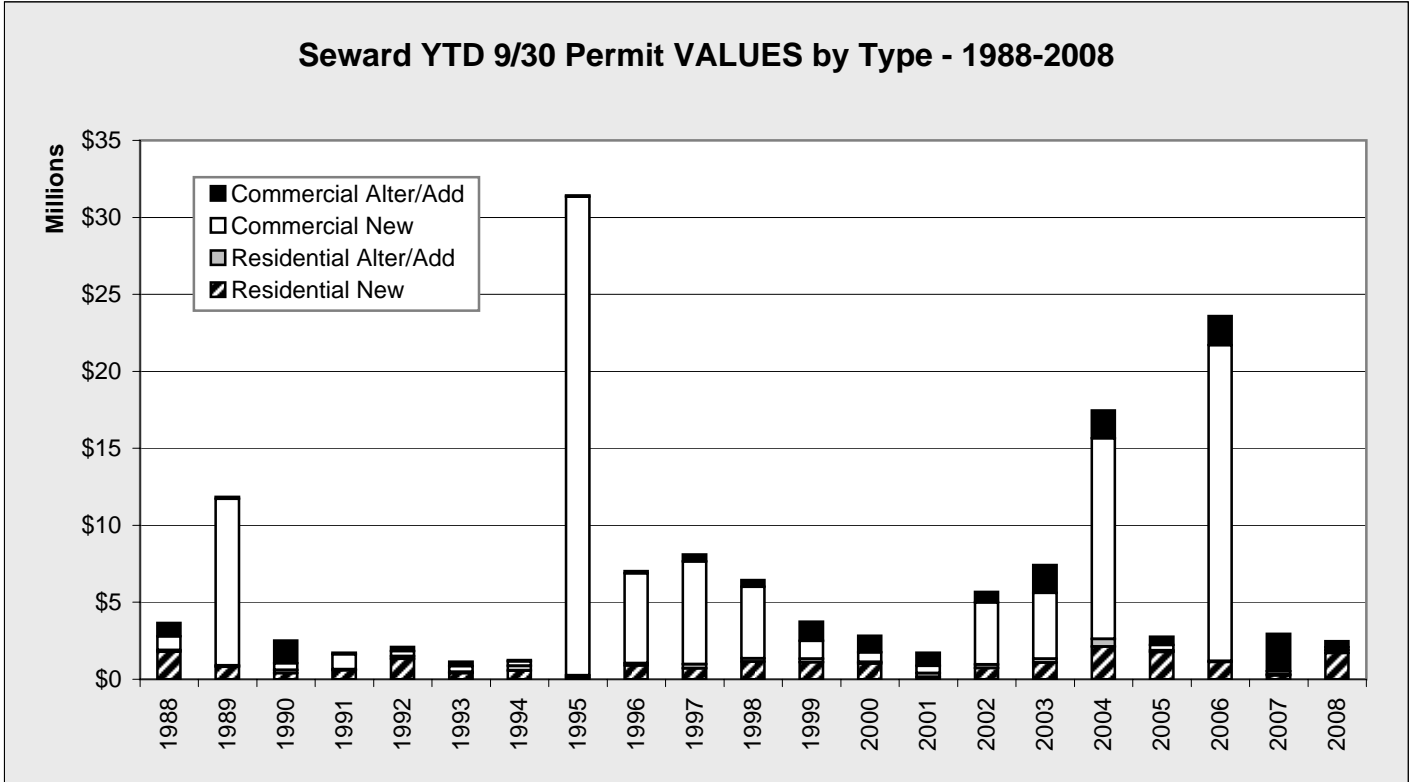


Chart 5.23

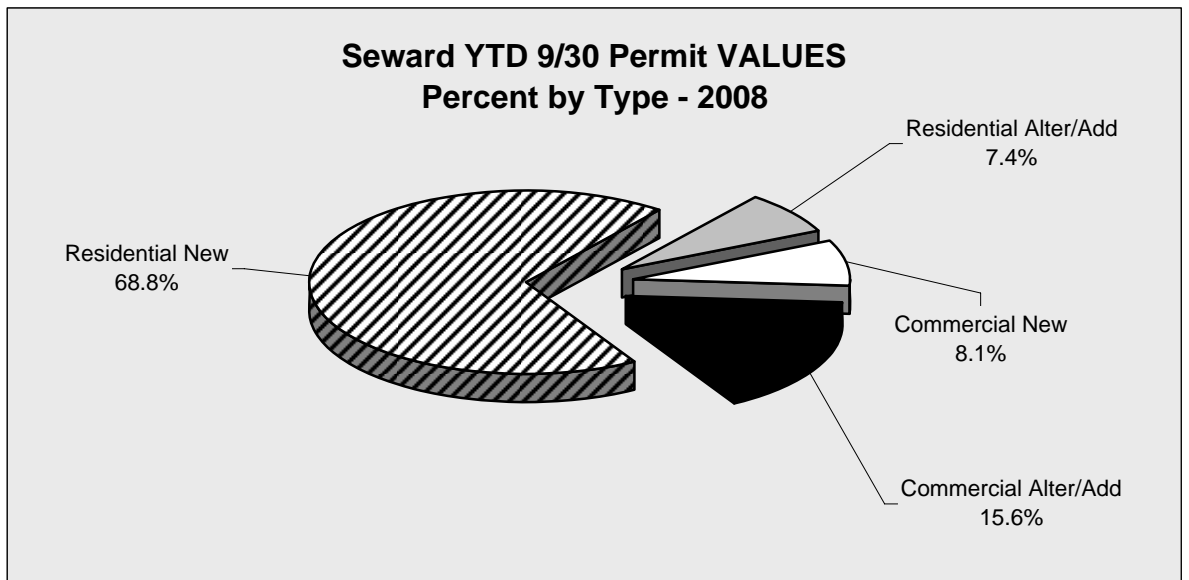


Chart 5.24

Seward Construction

Seward YTD 9/30 Permit VOLUME by Type - 2002-2008								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	4	8	12	10	8	2	3	50.0%
Residential Alter/Add	21	10	14	16	12	8	10	25.0%
Commercial New	5	6	4	9	13	2	1	-50.0%
Commercial Alter/Add	23	15	17	12	16	16	7	-56.3%
Total	53	39	47	47	49	28	21	-25.0%
Annual Change		-26.4%	20.5%	0.0%	4.3%	-42.9%	-25.0%	

Table 5.31

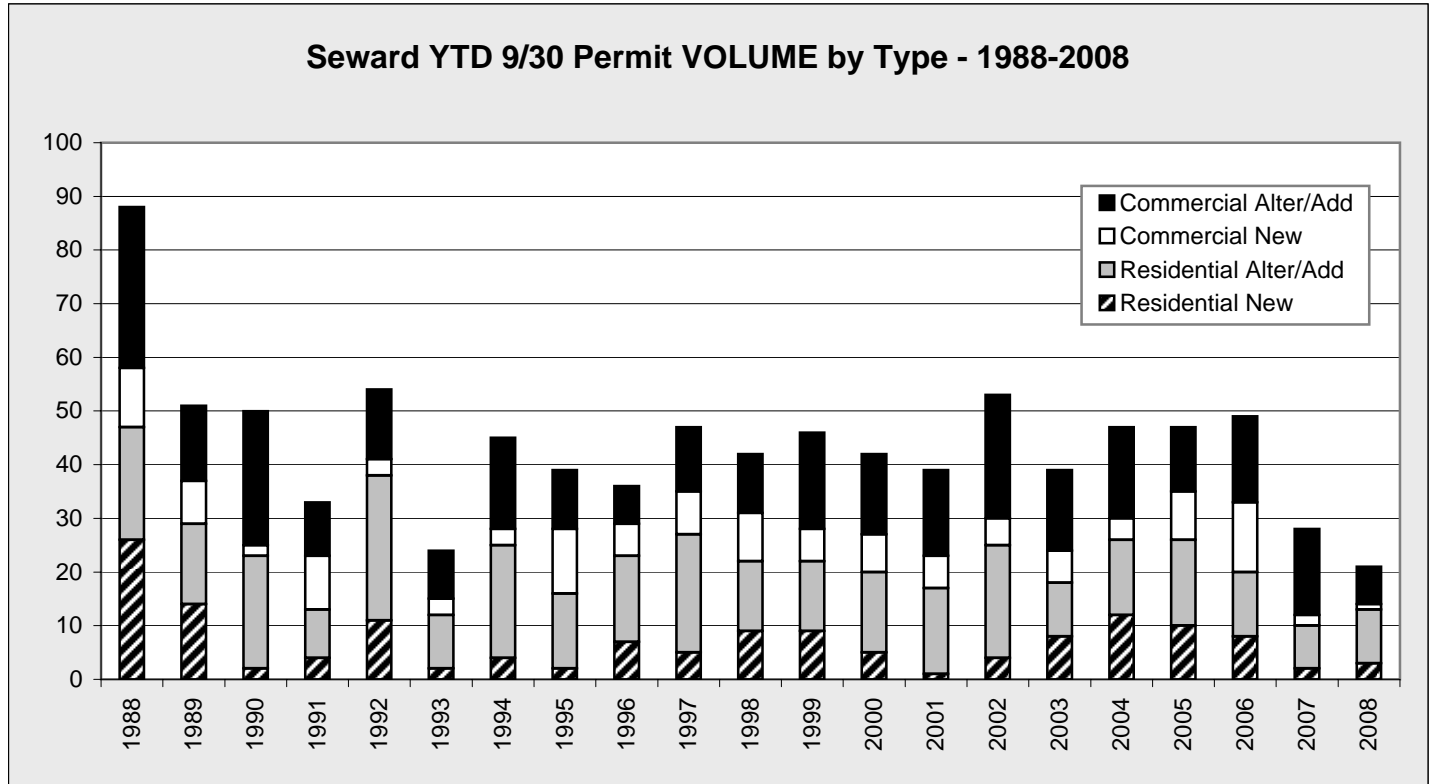


Chart 5.25

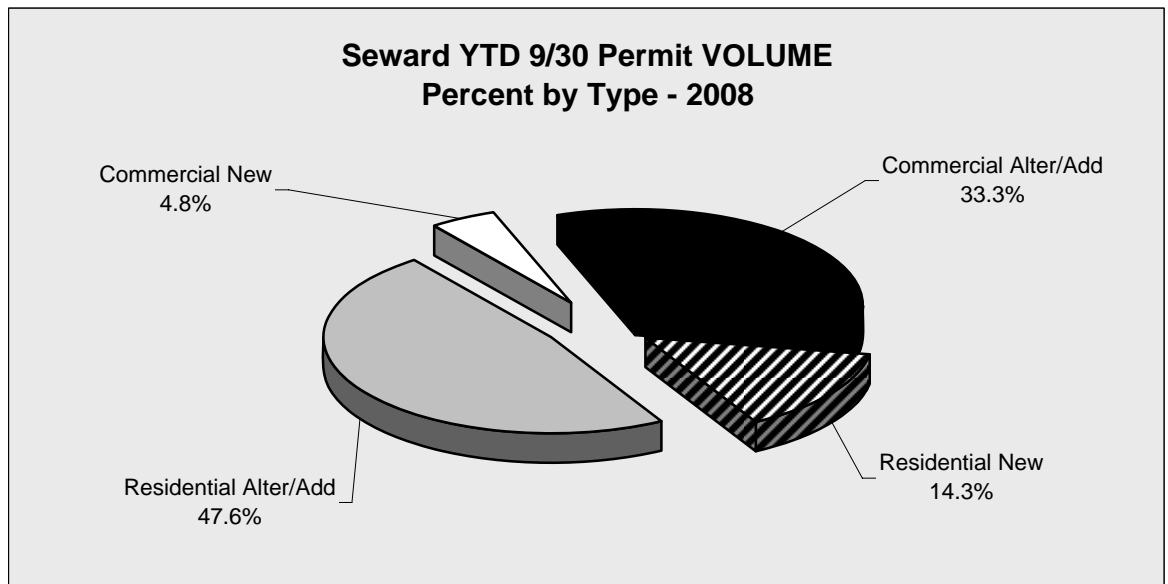


Chart 5.26

Seward Construction

Seward Annual Permit VALUE by Type by Quarter - 2001-2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	0	150,000	300,000	450,000
Residential - Add/Alter	30,200	73,000	136,014	105,000	344,214
Commercial - New	0	155,000	331,028	0	486,028
Commercial - Add/Alter	386,500	438,239	25,000	587,000	1,436,739
TOTAL	416,700	666,239	642,042	992,000	2,716,981
2002					
Residential - New	120,000	400,000	205,000	0	725,000
Residential - Add/Alter	25,496	169,157	27,555	19,800	242,008
Commercial - New	0	3,294,730	750,000	2,100,000	6,144,730
Commercial - Add/Alter	335,944	25,000	325,021	113,000	798,965
TOTAL	481,440	3,888,887	1,307,576	2,232,800	7,910,703
2003					
Residential - New	118,000	215,000	744,500	0	1,077,500
Residential - Add/Alter	57,500	100,000	87,000	50,000	294,500
Commercial - New	72,000	3,313,000	900,000	5,000	4,290,000
Commercial - Add/Alter	1,657,855	44,010	101,400	517,500	2,320,765
TOTAL	1,905,355	3,672,010	1,832,900	572,500	7,982,765
2004					
Residential - New	0	873,000	1,257,000	0	2,130,000
Residential - Add/Alter	48,000	144,900	299,500	8,000	500,400
Commercial - New	7,500,000	5,000,000	518,800	0	13,018,800
Commercial - Add/Alter	193,600	1,426,000	191,000	251,350	2,061,950
TOTAL	7,741,600	7,443,900	2,266,300	259,350	17,711,150
2005					
Residential - New	923,000	388,000	455,000	1,500	1,767,500
Residential - Add/Alter	3,300	84,220	6,761	40,457	134,738
Commercial - New	6,000	271,320	88,400	60,000	425,720
Commercial - Add/Alter	240,000	15,000	275,285	4,900	535,185
TOTAL	1,172,300	758,540	825,446	106,857	2,863,143
2006					
Residential - New	0	415,000	703,000	0	1,118,000
Residential - Add/Alter	1,000	65,200	7,192	13,000	86,392
Commercial - New	0	800,000	19,700,000	1,896,300	22,396,300
Commercial - Add/Alter	621,217	904,472	375,868	35,000	1,936,557
TOTAL	622,217	2,184,672	20,786,060	1,944,300	25,537,249
2007					
Residential - New	0	82,354	170,000	0	252,354
Residential - Add/Alter	0	13,000	46,400	118,000	177,400
Commercial - New	208,513	0	7,500	18,000,000	18,216,013
Commercial - Add/Alter	594,725	1,792,933	41,000	21,500	2,450,158
TOTAL	803,238	1,888,287	264,900	18,139,500	21,095,925
2008					
					Year to Date
Residential - New	0	1,700,000	0		1,700,000
Residential - Add/Alter	45,415	128,964	9,500		183,879
Commercial - New	0	0	200,000		200,000
Commercial - Add/Alter	364,000	15,500	7,000		386,500
TOTAL	409,415	1,844,464	216,500		2,470,379

Table 5.32

Seward Construction

Seward Annual Permit VOLUME by Type by Quarter - 2001-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	0	1	2	3
Residential - Add/Alter	4	3	9	2	18
Commercial - New	0	3	3	0	6
Commercial - Add/Alter	7	8	1	5	21
TOTAL	11	14	14	9	48
2002					
Residential - New	1	1	2	0	4
Residential - Add/Alter	3	15	3	4	25
Commercial - New	0	4	1	3	8
Commercial - Add/Alter	6	9	8	4	27
TOTAL	10	29	14	11	64
2003					
Residential - New	1	2	5	0	8
Residential - Add/Alter	2	3	5	1	11
Commercial - New	1	4	1	1	7
Commercial - Add/Alter	7	4	4	9	24
TOTAL	11	13	15	11	50
2004					
Residential - New	0	4	8	0	12
Residential - Add/Alter	2	7	5	1	15
Commercial - New	1	1	2	0	4
Commercial - Add/Alter	4	9	4	6	23
TOTAL	7	21	19	7	54
2005					
Residential - New	4	3	3	1	11
Residential - Add/Alter	2	9	5	3	19
Commercial - New	2	5	2	1	10
Commercial - Add/Alter	4	2	6	2	14
TOTAL	12	19	16	7	54
2006					
Residential - New	0	3	5	0	8
Residential - Add/Alter	1	7	4	1	13
Commercial - New	0	11	2	4	17
Commercial - Add/Alter	6	2	8	1	17
TOTAL	7	23	19	6	55
2007					
Residential - New	0	1	1	0	2
Residential - Add/Alter	0	2	6	4	12
Commercial - New	1	0	1	1	3
Commercial - Add/Alter	6	8	2	4	20
TOTAL	7	11	10	9	37
2008					
					Year to Date
Residential - New	0	3	0		3
Residential - Add/Alter	1	7	2		10
Commercial - New	0	0	1		1
Commercial - Add/Alter	4	2	1		7
TOTAL	5	12	4	0	21

Table 5.33

Soldotna Sales

Soldotna Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	109,121	133,136	197,904	29,583	156,935	86,128	-45.1%	-70,807
SALES	63,778,775	67,868,880	71,979,572	75,149,572	80,221,447	92,593,444	15.4%	12,371,997
CONST	5,949,625	8,900,905	8,669,201	9,164,421	8,626,546	11,271,578	30.7%	2,645,032
PROP	4,031,007	3,894,502	4,337,017	4,931,224	5,160,934	5,136,253	-0.5%	-24,681
TOUR	8,497,397	9,378,080	10,198,704	11,777,125	10,438,337	9,616,242	-7.9%	-822,095
SERV	4,995,161	5,293,734	5,136,820	6,586,677	9,298,461	7,427,273	-20.1%	-1,871,188
PROF	3,058,920	2,100,154	2,504,323	2,517,005	2,788,887	3,620,880	29.8%	831,993
UTIL	1,346,336	2,348,242	1,740,395	1,852,957	2,280,478	2,321,965	1.8%	41,487
MANU	4,132,029	3,033,290	3,752,235	4,186,336	4,466,226	2,694,747	-39.7%	-1,771,479
TRAN	257,595	923,145	1,618,136	1,168,980	2,504,599	4,389,892	75.3%	1,885,293
WHLS	9,867,013	3,052,855	3,493,121	3,466,478	3,985,512	4,204,743	5.5%	219,231
GOV	245,335	269,714	312,441	337,436	271,583	337,345	24.2%	65,762
TOTAL	106,268,314	107,196,637	113,939,869	121,167,794	130,199,945	143,700,490	10.4%	13,500,545

Table 6.1 For complete listing of Lines of Business, see page 13

Soldotna Third Quarter GROSS Sales History	
2003	106,268,314
2004	107,196,637
2005	113,939,869
2006	121,167,794
2007	130,199,945
2008	143,700,490

Table 6.2

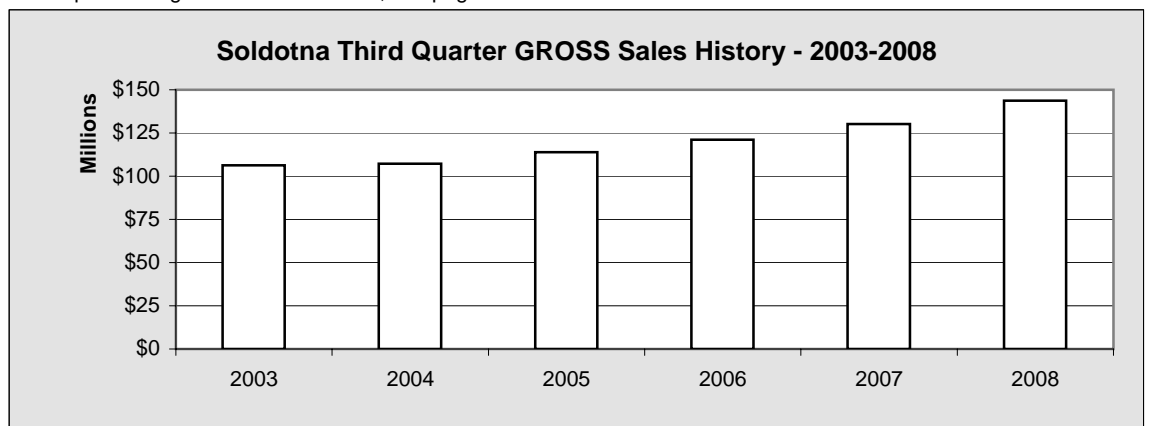


Chart 6.1

Soldotna Five Year Change Third Quarter GROSS Sales		
LOB	2003	2008
PROD	109,121	86,128
SALES	63,778,775	92,593,444
CONST	5,949,625	11,271,578
PROP	4,031,007	5,136,253
TOUR	8,497,397	9,616,242
SERV	4,995,161	7,427,273
PROF	3,058,920	3,620,880
UTIL	1,346,336	2,321,965
MANU	4,132,029	2,694,747
TRAN	257,595	4,389,892
WHLS	9,867,013	4,204,743
GOV	245,335	337,345
TOTAL	106,268,314	143,700,490

Table 6.3

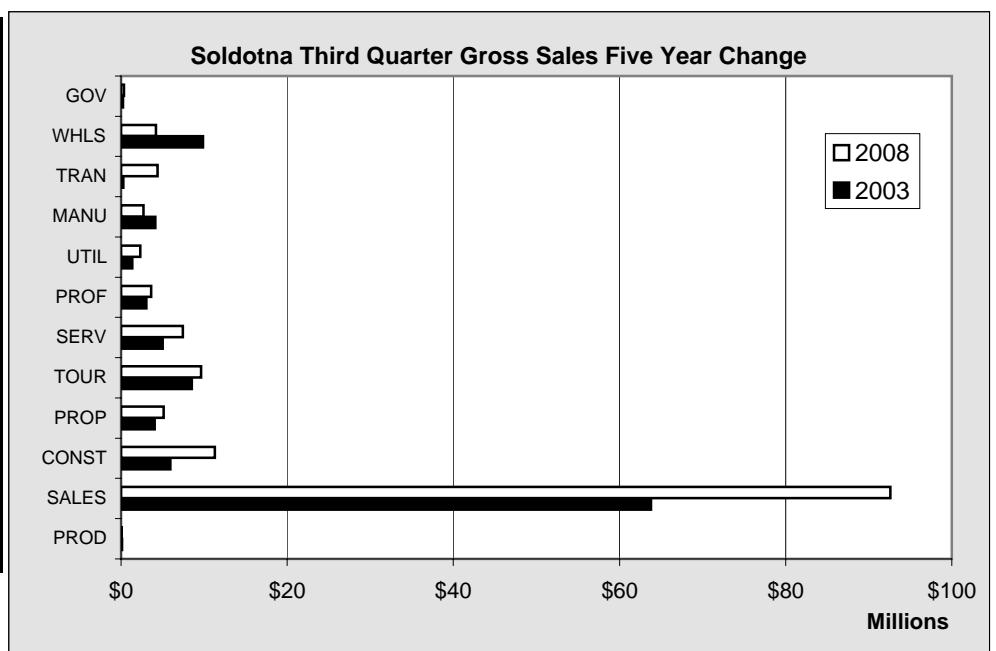


Chart 6.2

Soldotna Sales

Soldotna Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	22,839	3,287	15,368	12,868	18,088	20,390	12.7%	2,302
SALES	45,651,830	48,546,353	51,478,775	55,303,929	59,266,959	69,599,645	17.4%	10,332,686
CONST	317,326	287,907	254,859	228,897	264,300	253,217	-4.2%	-11,083
PROP	1,731,112	1,918,991	1,796,469	1,912,983	2,114,620	2,246,921	6.3%	132,301
TOUR	7,533,959	8,117,136	8,863,670	9,232,083	9,078,308	8,586,460	-5.4%	-491,848
SERV	4,081,555	3,956,266	3,982,657	4,694,850	4,842,380	5,185,321	7.1%	342,941
PROF	817,640	823,143	881,284	888,103	985,810	1,132,312	14.9%	146,502
UTIL	704,087	787,350	858,071	933,992	1,080,514	1,065,014	-1.4%	-15,500
MANU	940,466	1,039,427	1,003,233	1,520,449	1,679,741	1,017,216	-39.4%	-662,525
TRAN	56,874	19,397	32,541	27,940	17,353	16,018	-7.7%	-1,335
WHLS	531,415	480,667	520,225	514,660	517,761	568,388	9.8%	50,627
GOV	190,168	201,563	265,224	286,966	227,333	258,870	13.9%	31,537
TOTAL	62,579,271	66,181,487	69,952,376	75,557,720	80,093,167	89,949,772	12.3%	9,856,605

Table 6.4

For complete listing of Lines of Business, see page 13

Soldotna Third Quarter TAXABLE Sales History	
2003	62,579,271
2004	66,181,487
2005	69,952,376
2006	75,557,720
2007	80,093,167
2008	89,949,772

Table 6.5

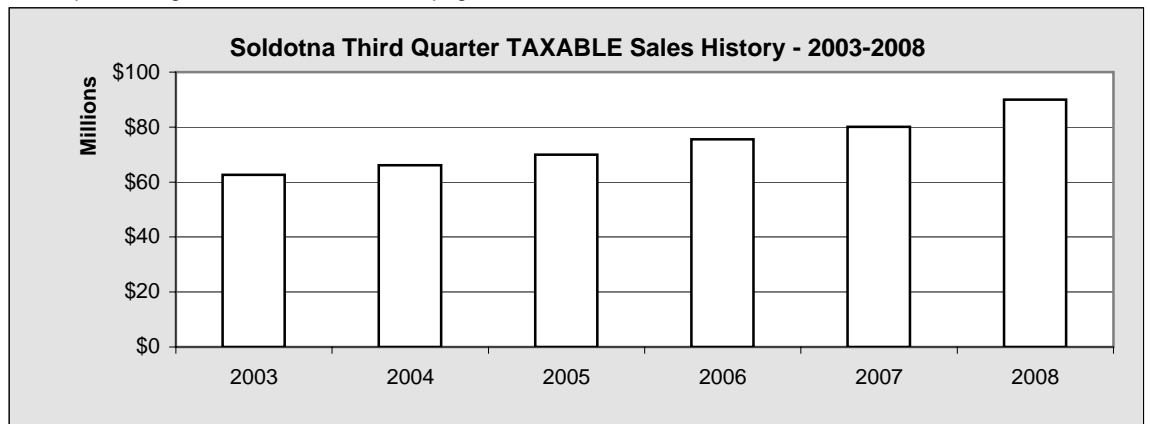


Chart 6.3

Soldotna Five Year Change Third Quarter TAXABLE Sales		
LOB	2003	2008
PROD	22,839	20,390
SALES	45,651,830	69,599,645
CONST	317,326	253,217
PROP	1,731,112	2,246,921
TOUR	7,533,959	8,586,460
SERV	4,081,555	5,185,321
PROF	817,640	1,132,312
UTIL	704,087	1,065,014
MANU	940,466	1,017,216
TRAN	56,874	16,018
WHLS	531,415	568,388
GOV	190,168	258,870
TOTAL	62,579,271	89,949,772

Table 6.6

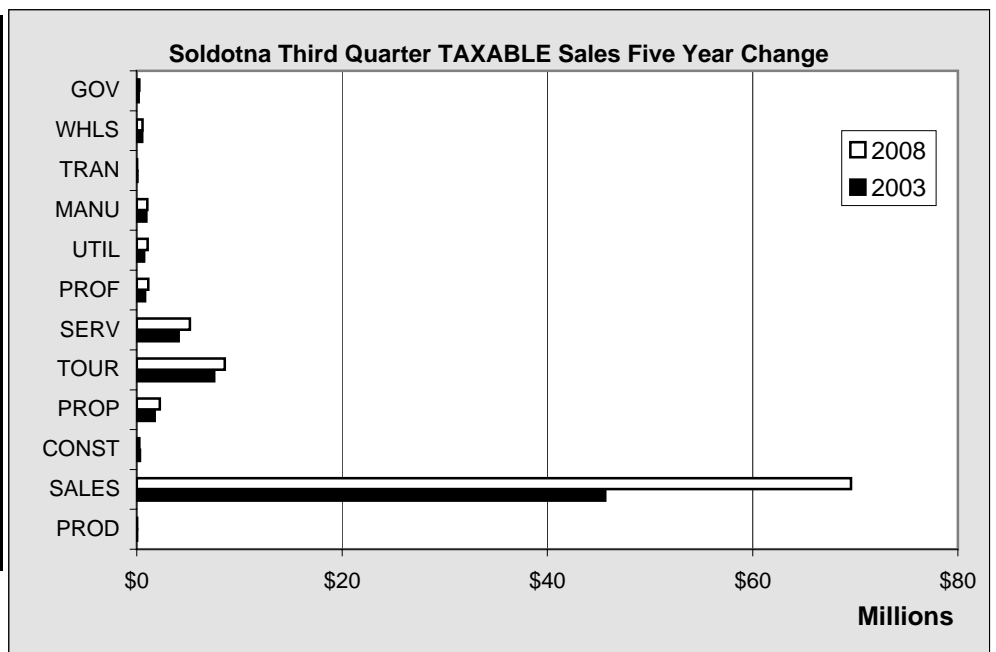


Chart 6.4

Soldotna Sales

Soldotna YTD September 30 GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	325,604	341,108	422,637	67,753	865,909	224,613	-74.1%	-641,296
SALES	151,785,495	160,240,401	169,479,596	173,878,549	186,122,875	217,520,412	16.9%	31,397,537
CONST	13,164,839	16,791,109	17,219,692	27,302,088	24,650,683	24,093,970	-2.3%	-556,713
PROP	10,859,599	11,369,763	11,862,048	13,123,930	13,642,827	15,066,744	10.4%	1,423,917
TOUR	18,180,997	19,807,181	21,002,642	24,284,045	21,977,712	19,773,132	-10.0%	-2,204,580
SERV	13,576,063	14,990,183	14,512,083	17,405,601	23,868,633	23,035,690	-3.5%	-832,943
PROF	7,858,945	6,437,509	7,023,029	8,433,567	8,886,817	10,080,567	13.4%	1,193,750
UTIL	5,028,763	5,816,415	6,151,402	6,984,199	8,278,814	8,767,696	5.9%	488,882
MANU	8,336,402	5,318,683	7,079,872	8,116,019	9,274,900	6,585,567	-29.0%	-2,689,333
TRAN	490,064	2,247,906	3,641,706	3,223,327	4,210,268	9,023,872	114.3%	4,813,604
WHLS	25,493,250	22,329,924	8,364,601	8,962,213	9,764,446	10,274,779	5.2%	510,333
GOV	650,861	746,252	769,284	856,468	881,692	917,085	4.0%	35,393
TOTAL	255,750,882	266,436,434	267,528,592	292,637,759	312,425,576	345,364,127	10.5%	32,938,551

Table 6.7

For complete listing of Lines of Business, see page 13

Soldotna YTD Sept 30 GROSS Sales History	
2003	255,750,882
2004	266,436,434
2005	267,528,592
2006	292,637,759
2007	312,425,576
2008	345,364,127

Table 6.8

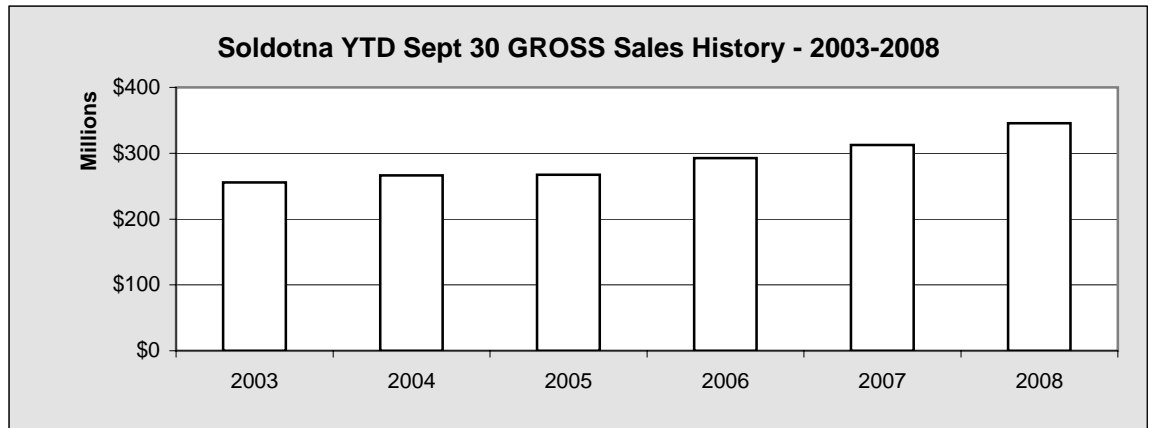


Chart 6.5

Soldotna Five Year Change YTD Sept 30 GROSS Sales		
	2003	2008
PROD	325,604	224,613
SALES	151,785,495	217,520,412
CONST	13,164,839	24,093,970
PROP	10,859,599	15,066,744
TOUR	18,180,997	19,773,132
SERV	13,576,063	23,035,690
PROF	7,858,945	10,080,567
UTIL	5,028,763	8,767,696
MANU	8,336,402	6,585,567
TRAN	490,064	9,023,872
WHLS	25,493,250	10,274,779
GOV	650,861	917,085
TOTAL	255,750,882	345,364,127

Table 6.9

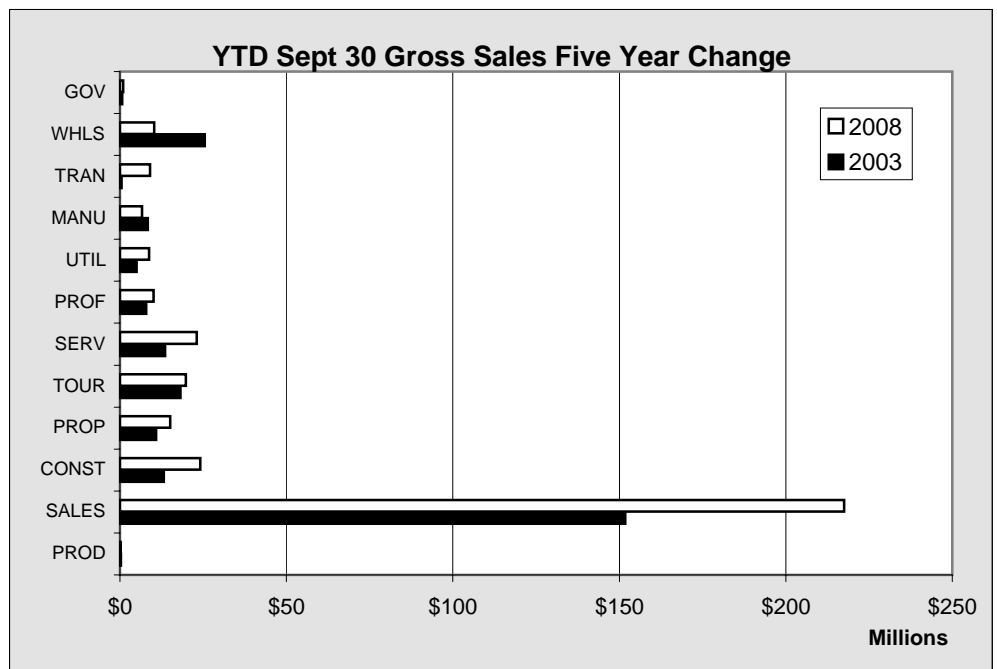


Chart 6.6

Soldotna Sales

Soldotna YTD Sept 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	43,855	14,446	23,922	28,881	37,417	39,036	4.3%	1,619
SALES	101,899,909	108,472,849	115,796,222	122,616,182	133,157,641	149,623,153	12.4%	16,465,512
CONST	847,065	797,717	758,078	691,786	704,132	681,615	-3.2%	-22,517
PROP	4,764,654	4,897,851	4,872,693	5,054,383	5,534,258	6,508,625	17.6%	974,367
TOUR	16,441,650	17,586,781	18,729,313	20,323,784	19,642,395	17,852,022	-9.1%	-1,790,373
SERV	11,186,971	11,642,140	11,145,670	12,666,365	13,774,497	14,352,405	4.2%	577,908
PROF	2,692,201	2,760,110	2,695,807	3,007,068	3,143,327	3,502,761	11.4%	359,434
UTIL	2,708,376	2,836,156	3,179,326	3,664,985	4,252,130	4,193,321	-1.4%	-58,809
MANU	1,295,034	1,399,868	1,341,651	2,762,775	2,860,403	1,476,731	-48.4%	-1,383,672
TRAN	154,156	50,756	79,365	78,297	71,026	54,638	-23.1%	-16,388
WHLS	1,485,078	1,499,501	1,529,151	1,485,876	1,456,492	1,640,224	12.6%	183,732
GOV	550,483	620,397	663,860	733,075	748,205	743,637	-0.6%	-4,568
TOTAL	144,069,432	152,578,572	160,815,058	173,113,457	185,381,923	200,668,168	8.2%	15,286,245

Table 6.10

For complete listing of Lines of Business, see page 13

Soldotna YTD Sept 30 TAXABLE Sales History	
2003	144,069,432
2004	152,578,572
2005	160,815,058
2006	173,113,457
2007	185,381,923
2008	200,668,168

Table 6.11

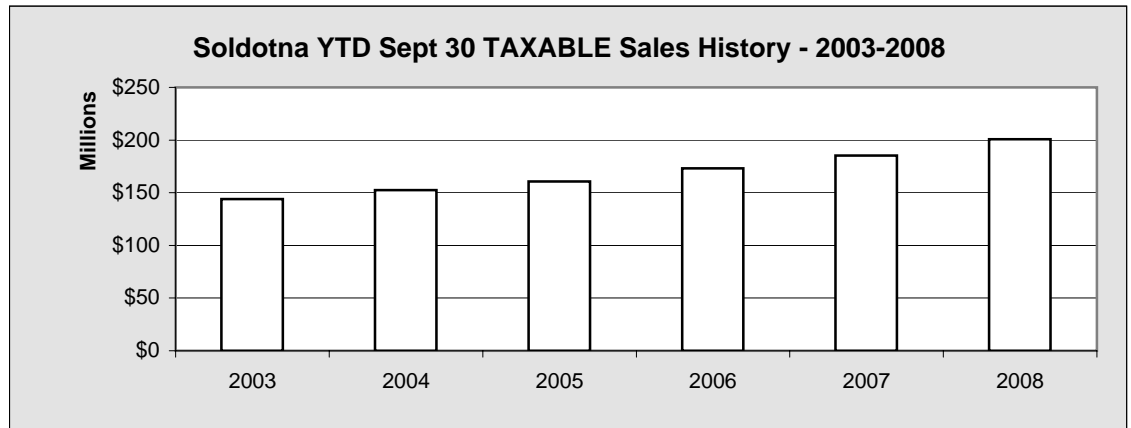


Chart 6.7

Soldotna Five Year Change YTD Sept 30 TAXABLE Sales		
	2003	2008
PROD	43,855	39,036
SALES	101,899,909	149,623,153
CONST	847,065	681,615
PROP	4,764,654	6,508,625
TOUR	16,441,650	17,852,022
SERV	11,186,971	14,352,405
PROF	2,692,201	3,502,761
UTIL	2,708,376	4,193,321
MANU	1,295,034	1,476,731
TRAN	154,156	54,638
WHLS	1,485,078	1,640,224
GOV	550,483	743,637
TOTAL	144,069,432	200,668,168

Table 6.12

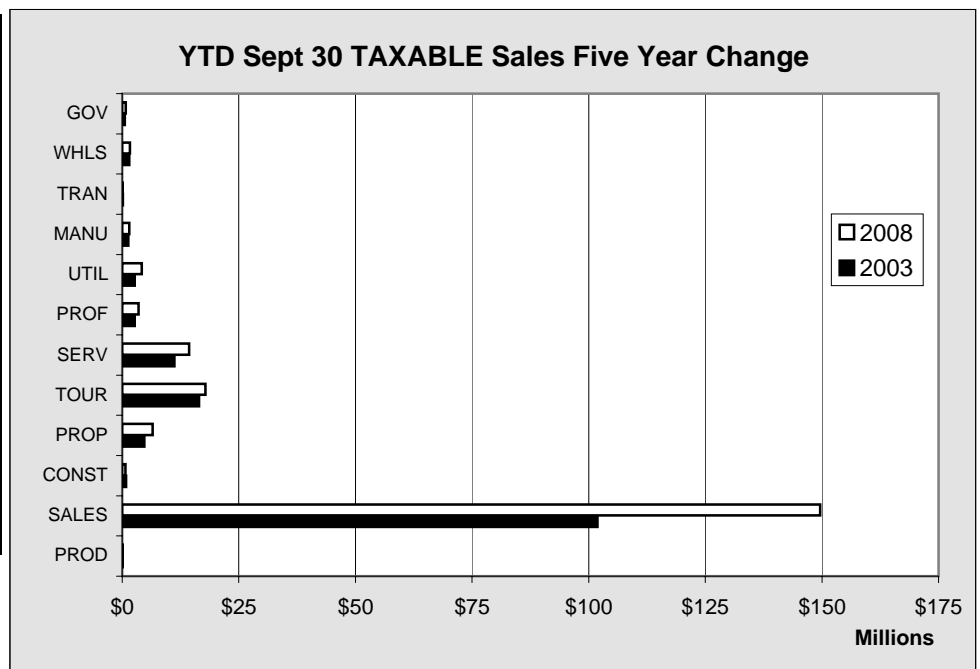


Chart 6.8

Soldotna Sales

Soldotna Annual GROSS Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	480,362	425,497	501,400	438,718	213,456	920,490	331.2%	707,034
SALES	185,992,217	201,426,315	212,835,934	219,656,619	230,020,343	247,381,780	7.5%	17,361,437
CONST	21,251,922	18,592,599	25,977,708	60,647,837	73,482,023	43,636,826	-40.6%	-29,845,197
PROP	14,063,839	15,014,093	15,977,058	15,638,823	18,401,722	18,875,240	2.6%	473,518
TOUR	22,295,870	22,794,234	24,557,709	26,157,699	29,550,690	26,893,691	-9.0%	-2,656,999
SERV	16,559,336	18,034,222	19,883,143	19,472,878	23,474,072	32,332,839	37.7%	8,858,767
PROF	8,912,354	10,359,952	13,652,017	14,717,603	16,102,094	15,707,527	-2.5%	-394,567
UTIL	7,794,137	6,868,788	7,753,204	8,447,844	10,027,542	11,047,821	10.2%	1,020,279
MANU	8,820,408	10,450,535	7,146,598	10,076,540	10,866,104	11,886,354	9.4%	1,020,250
TRAN	1,150,881	533,819	3,017,321	4,736,701	4,140,863	5,695,881	37.6%	1,555,018
WHLS	37,746,058	32,548,455	28,991,155	15,036,051	15,456,999	13,769,409	-10.9%	-1,687,590
GOV	833,236	857,491	965,632	1,006,150	1,119,273	1,147,529	2.5%	28,256
TOTAL	325,900,620	337,906,000	361,258,879	396,033,463	432,855,181	429,295,387	-0.8%	-3,559,794

Table 6.13

For complete listing of Lines of Business, see page 13

Soldotna Annual GROSS Sales History	
2002	325,900,620
2003	337,906,000
2004	361,258,879
2005	396,033,463
2006	432,855,181
2007	429,295,387

Table 6.14

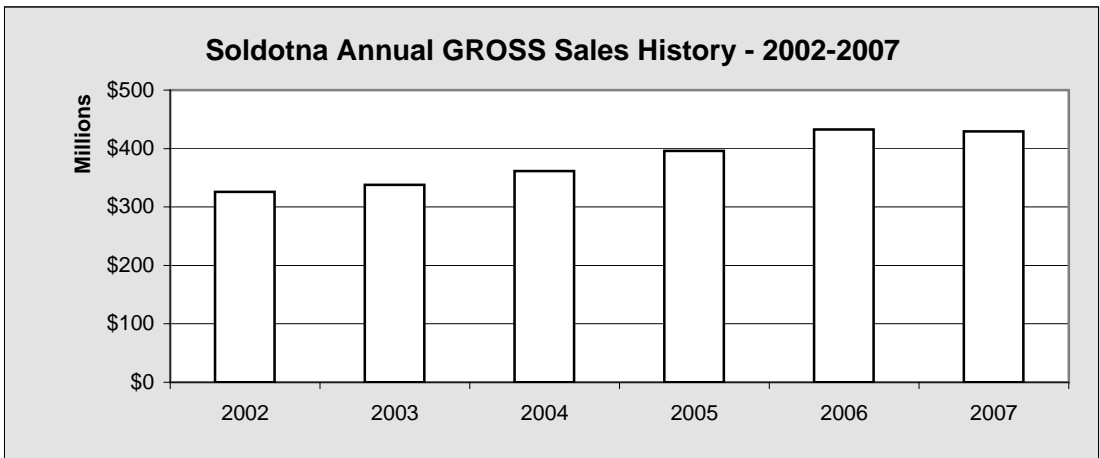


Chart 6.9

Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	480,362	920,490
SALES	185,992,217	247,381,780
CONST	21,251,922	43,636,826
PROP	14,063,839	18,875,240
TOUR	22,295,870	26,893,691
SERV	16,559,336	32,332,839
PROF	8,912,354	15,707,527
UTIL	7,794,137	11,047,821
MANU	8,820,408	11,886,354
TRAN	1,150,881	5,695,881
WHLS	37,746,058	13,769,409
GOV	833,236	1,147,529
TOTAL	325,900,620	429,295,387

Table 6.15

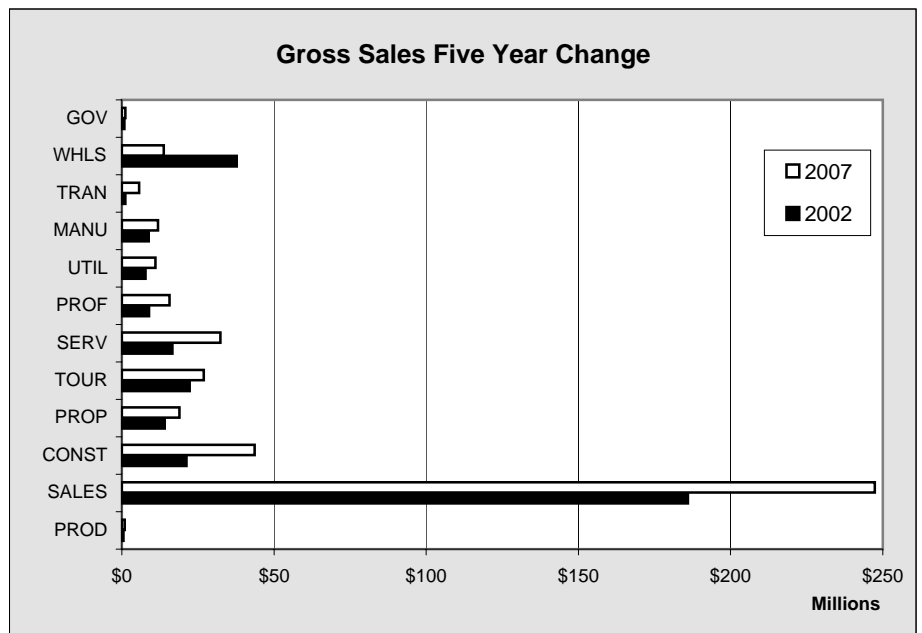


Chart 6.10

Soldotna Sales

Soldotna Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	46,934	53,445	24,403	29,575	34,327	43,133	25.7%	8,806
SALES	123,163,669	135,997,009	143,250,121	152,149,810	162,055,202	175,657,256	8.4%	13,602,054
CONST	1,045,440	1,123,434	1,054,535	1,002,298	938,809	985,188	4.9%	46,379
PROP	7,006,887	6,185,537	6,514,440	6,550,696	6,773,017	7,883,298	16.4%	1,110,281
TOUR	20,513,491	20,772,105	21,979,858	23,398,168	25,066,602	24,042,079	-4.1%	-1,024,523
SERV	13,673,762	14,748,659	15,247,043	14,851,729	17,033,588	18,556,536	8.9%	1,522,948
PROF	3,471,413	3,476,743	3,490,328	3,402,537	3,826,740	4,054,167	5.9%	227,427
UTIL	3,635,766	3,712,214	3,898,545	4,410,657	5,169,826	5,662,440	9.5%	492,614
MANU	1,407,679	1,421,516	1,511,891	2,165,467	3,405,902	3,114,350	-8.6%	-291,552
TRAN	375,866	170,122	66,563	114,607	104,245	196,204	88.2%	91,959
WHLS	1,923,639	2,235,271	2,209,742	2,263,975	2,178,318	2,332,434	7.1%	154,116
GOV	714,846	731,717	812,079	870,925	958,451	968,136	1.0%	9,685
TOTAL	176,979,392	190,627,772	200,059,548	211,210,444	227,545,027	243,495,221	7.0%	15,950,194

Table 6.16

For complete listing of Lines of Business, see page 13

Soldotna Annual TAXABLE Sales History	
2002	176,979,392
2003	190,627,772
2004	200,059,548
2005	211,210,444
2006	227,545,027
2007	243,495,221

Table 6.17

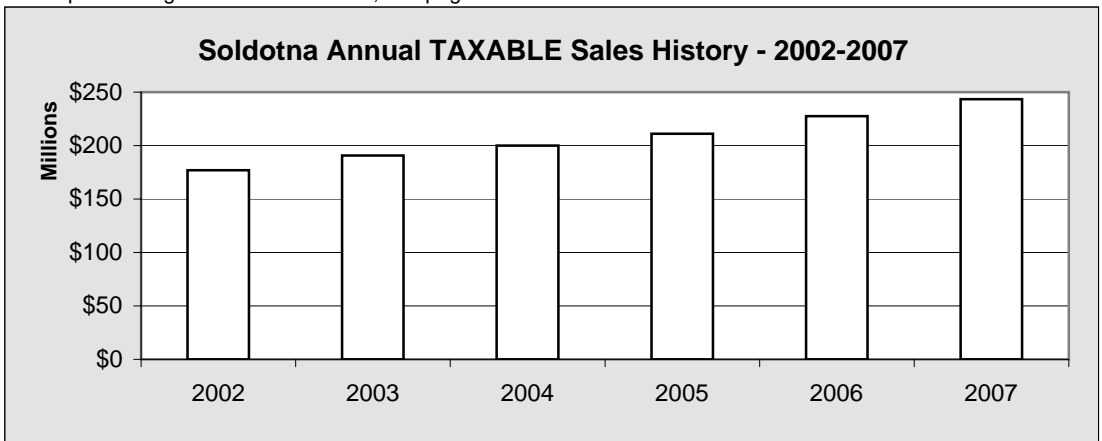
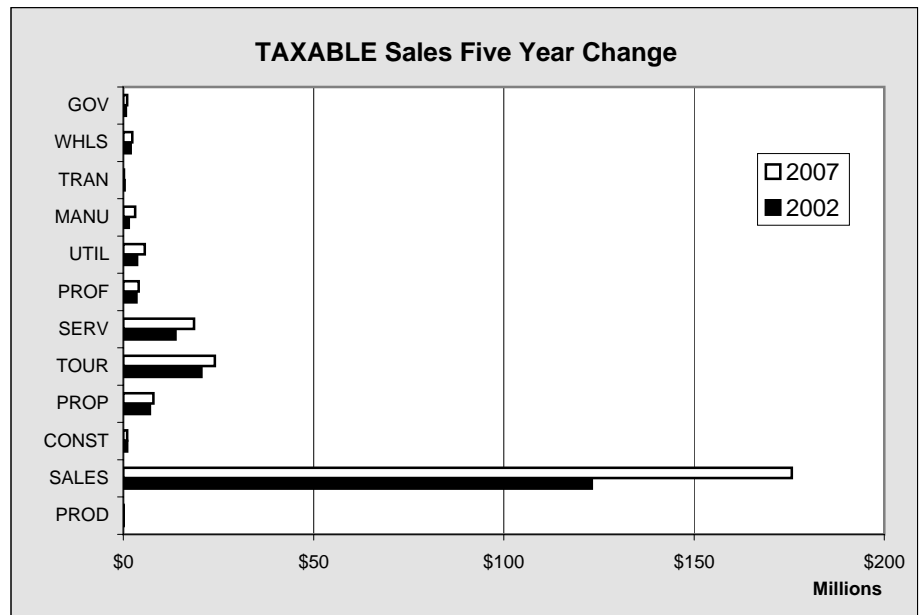


Chart 6.11

Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	46,934	43,133
SALES	123,163,669	175,657,256
CONST	1,045,440	985,188
PROP	7,006,887	7,883,298
TOUR	20,513,491	24,042,079
SERV	13,673,762	18,556,536
PROF	3,471,413	4,054,167
UTIL	3,635,766	5,662,440
MANU	1,407,679	3,114,350
TRAN	375,866	196,204
WHLS	1,923,639	2,332,434
GOV	714,846	968,136
TOTAL	176,979,392	243,495,221

Table 6.18

Chart 6.12



Soldotna Sales

Soldotna GROSS Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	74,398	64,087	86,128	0	224,613
Sales	54,608,695	70,318,273	92,593,444	0	217,520,412
Construction	7,346,187	5,476,205	11,271,578	0	24,093,970
Property	4,263,738	5,666,753	5,136,253	0	15,066,744
Tourism	4,053,363	6,103,527	9,616,242	0	19,773,132
Services	6,810,332	8,798,085	7,427,273	0	23,035,690
Professional	3,094,065	3,365,622	3,620,880	0	10,080,567
Utility	3,763,996	2,681,735	2,321,965	0	8,767,696
Manufacturing	1,537,364	2,353,456	2,694,747	0	6,585,567
Transporation & Warehousing	1,062,540	3,571,440	4,389,892	0	9,023,872
Wholesale	2,649,179	3,420,857	4,204,743	0	10,274,779
Government	274,352	305,388	337,345	0	917,085
TOTAL	89,538,209	112,125,428	143,700,490	0	345,364,127

Table 6.19

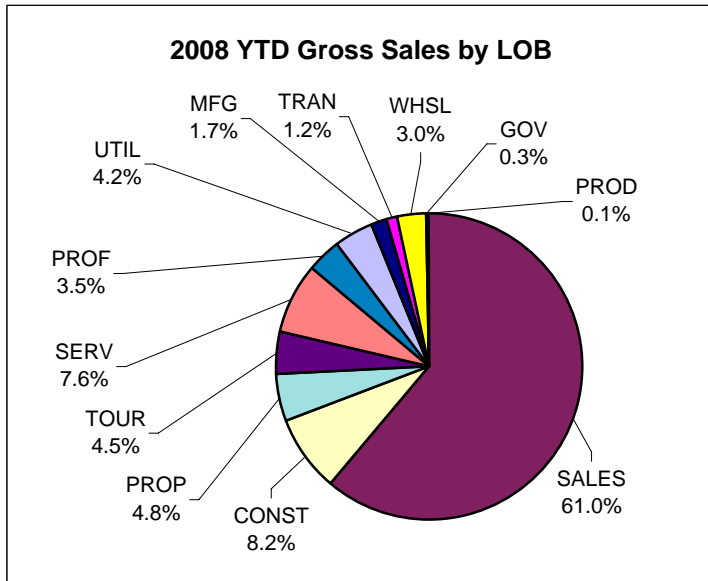


Chart 6.13

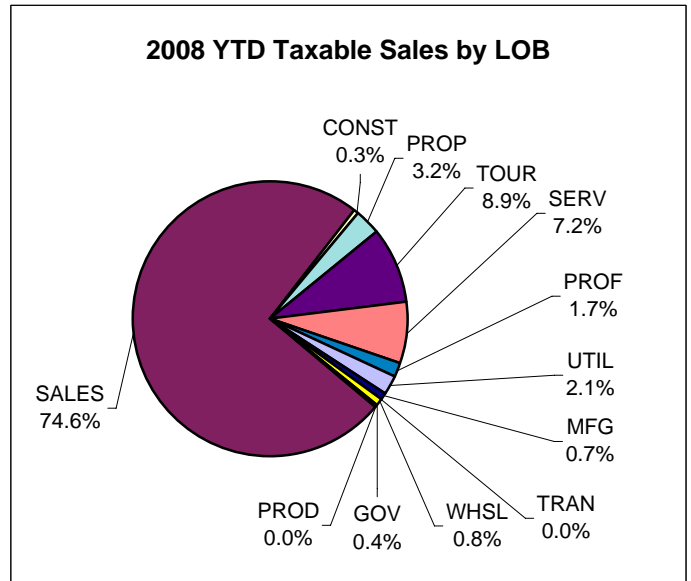


Chart 6.14

Soldotna TAXABLE Sales by Line of Business by Quarter - 2008 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	3,369	15,277	20,390	0	39,036
Sales	33,944,527	46,078,981	69,599,645	0	149,623,153
Construction	184,451	243,947	253,217	0	681,615
Property	1,743,622	2,518,082	2,246,921	0	6,508,625
Tourism	3,731,548	5,534,014	8,586,460	0	17,852,022
Services	4,245,158	4,921,926	5,185,321	0	14,352,405
Professional	1,120,472	1,249,977	1,132,312	0	3,502,761
Utility	1,784,468	1,343,839	1,065,014	0	4,193,321
Manufacturing	123,233	336,282	1,017,216	0	1,476,731
Transporation & Warehousing	18,548	20,072	16,018	0	54,638
Wholesale	532,503	539,333	568,388	0	1,640,224
Government	228,831	255,936	258,870	0	743,637
TOTAL	47,660,730	63,057,666	89,949,772	0	200,668,168

Table 6.20

Soldotna Sales

Soldotna GROSS Sales by Line of Business by Quarter - 2007 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	214,787	494,187	156,935	54,581	920,490
Sales	45,880,130	60,021,298	80,221,447	61,258,905	247,381,780
Construction	7,265,067	8,759,070	8,626,546	18,986,143	43,636,826
Property	4,023,745	4,458,148	5,160,934	5,232,413	18,875,240
Tourism	4,657,506	6,881,869	10,438,337	4,915,979	26,893,691
Services	5,783,762	8,786,410	9,298,461	8,464,206	32,332,839
Professional	2,766,453	3,331,477	2,788,887	6,820,710	15,707,527
Utility	3,646,985	2,351,351	2,280,478	2,769,007	11,047,821
Manufacturing	1,813,100	2,995,574	4,466,226	2,611,454	11,886,354
Transporation & Warehousing	654,875	1,050,794	2,504,599	1,485,613	5,695,881
Wholesale	2,283,909	3,495,025	3,985,512	4,004,963	13,769,409
Government	269,132	340,977	271,583	265,837	1,147,529
TOTAL	79,259,451	102,966,180	130,199,945	116,869,811	429,295,387

Table 6.21

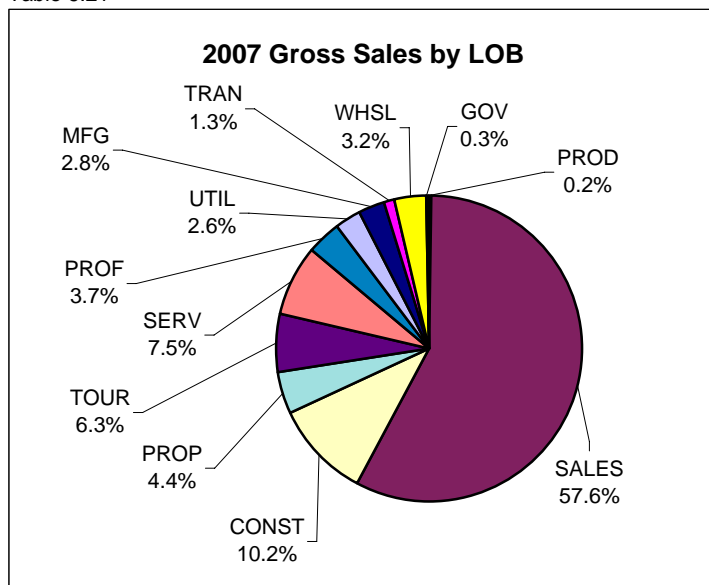


Chart 6.15

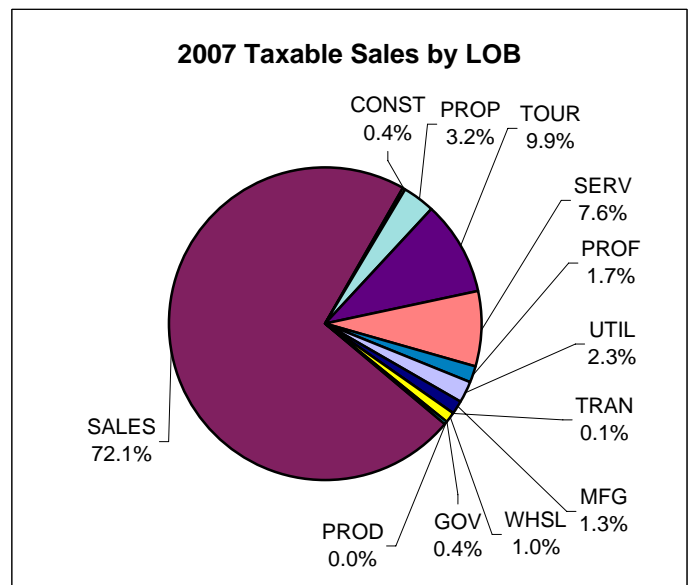


Chart 6.16

Soldotna TAXABLE Sales by Line of Business by Quarter - 2007 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,838	17,491	18,088	5,716	43,133
Sales	31,845,883	42,044,799	59,266,959	42,499,615	175,657,256
Construction	198,072	241,760	264,300	281,056	985,188
Property	1,546,136	1,873,502	2,114,620	2,349,040	7,883,298
Tourism	4,316,624	6,247,463	9,078,308	4,399,684	24,042,079
Services	3,905,341	5,026,776	4,842,380	4,782,039	18,556,536
Professional	1,011,182	1,146,335	985,810	910,840	4,054,167
Utility	1,906,959	1,264,657	1,080,514	1,410,310	5,662,440
Manufacturing	423,409	757,253	1,679,741	253,947	3,114,350
Transporation & Warehousing	21,317	32,356	17,353	125,178	196,204
Wholesale	478,776	459,955	517,761	875,942	2,332,434
Government	226,083	294,789	227,333	219,931	968,136
TOTAL	45,881,620	59,407,136	80,093,167	58,113,298	243,495,221

Table 6.22

Soldotna Sales

Soldotna GROSS Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	9,508	28,662	29,583	145,703	213,456
Sales	42,375,450	56,353,527	75,149,572	56,141,794	230,020,343
Construction	6,085,166	12,052,501	9,164,421	46,179,935	73,482,023
Property	3,784,079	4,408,627	4,931,224	5,277,792	18,401,722
Tourism	4,610,986	7,895,934	11,777,125	5,266,645	29,550,690
Services	4,688,676	6,130,248	6,586,677	6,068,471	23,474,072
Professional	3,267,962	2,648,600	2,517,005	7,668,527	16,102,094
Utility	3,012,535	2,118,707	1,852,957	3,043,343	10,027,542
Manufacturing	1,452,464	2,477,219	4,186,336	2,750,085	10,866,104
Transporation & Warehousing	774,795	1,279,552	1,168,980	917,536	4,140,863
Wholesale	2,145,245	3,350,490	3,466,478	6,494,786	15,456,999
Government	250,285	268,747	337,436	262,805	1,119,273
TOTAL	72,457,151	99,012,814	121,167,794	140,217,422	432,855,181

Table 6.23

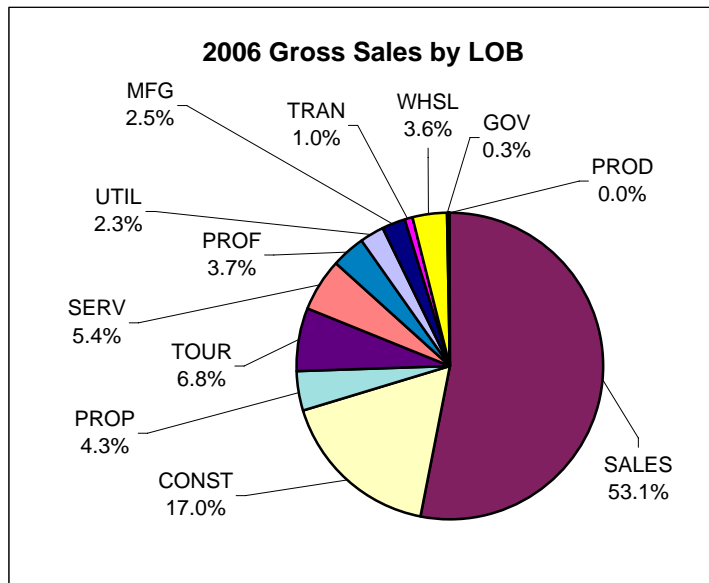


Chart 6.17

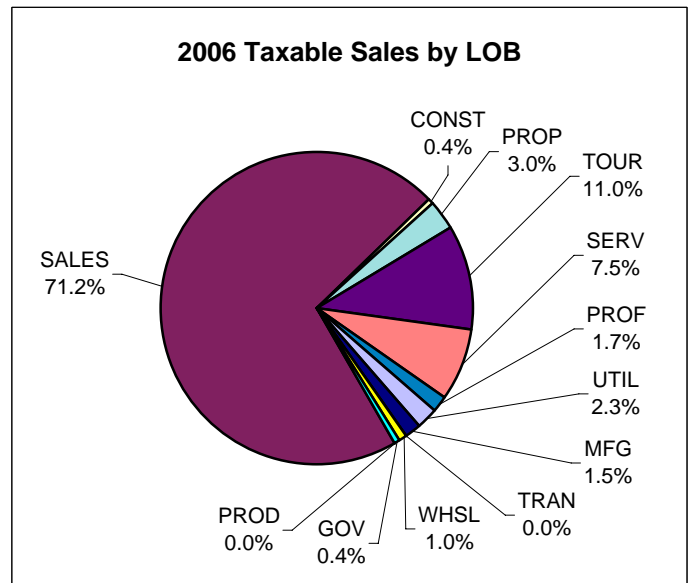


Chart 6.18

Soldotna TAXABLE Sales by Line of Business by Quarter - 2006 - in \$					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,990	14,023	12,868	5,446	34,327
Sales	28,494,919	38,817,334	55,303,929	39,439,020	162,055,202
Construction	209,813	253,076	228,897	247,023	938,809
Property	1,538,644	1,602,756	1,912,983	1,718,634	6,773,017
Tourism	4,303,975	6,787,726	9,232,083	4,742,818	25,066,602
Services	3,696,176	4,275,339	4,694,850	4,367,223	17,033,588
Professional	1,006,222	1,112,743	888,103	819,672	3,826,740
Utility	1,621,254	1,109,739	933,992	1,504,841	5,169,826
Manufacturing	527,827	714,499	1,520,449	643,127	3,405,902
Transporation & Warehousing	29,206	21,151	27,940	25,948	104,245
Wholesale	472,520	498,696	514,660	692,442	2,178,318
Government	215,019	231,090	286,966	225,376	958,451
TOTAL	42,117,565	55,438,172	75,557,720	54,431,570	227,545,027

Table 6.24

Soldotna Sales

Soldotna Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	30,712,947	42,532,997	49,778,913	42,515,059	165,539,916	
1994	34,749,855	49,616,019	58,879,212	51,364,458	194,609,544	17.6%
1995	40,627,047	53,363,505	64,724,383	54,078,654	212,793,589	9.3%
1996	44,155,649	54,086,799	66,745,597	53,262,403	218,250,448	2.6%
1997	43,136,587	56,048,000	71,982,003	61,417,298	232,583,888	6.6%
1998	46,245,330	61,860,448	76,091,735	66,596,151	250,793,664	7.8%
1999	51,429,980	67,874,942	87,704,206	70,579,609	277,588,737	10.7%
2000	55,201,896	72,515,215	89,530,301	72,007,899	289,255,311	4.2%
2001	60,802,277	75,042,511	95,670,432	77,603,011	309,118,231	6.9%
2002	62,331,750	79,762,672	103,625,416	80,180,782	325,900,620	5.4%
2003	64,254,952	85,227,616	106,268,314	82,155,118	337,906,000	3.7%
2004	69,929,668	89,310,129	107,196,637	94,822,445	361,258,879	6.9%
2005	65,958,153	87,630,570	113,939,869	128,504,871	396,033,463	9.6%
2006	72,457,151	99,012,814	121,167,794	140,217,422	432,855,181	9.3%
2007	79,259,451	102,966,180	130,199,945	116,869,811	429,295,387	-0.8%
2008	89,538,209	112,125,428	143,700,490		345,364,127	
Change	13.0%	8.9%	10.4%			

Table 6.25

Soldotna Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	19,138,120	25,917,384	29,216,512	24,082,915	98,354,931	
1994	19,531,203	31,266,887	38,337,634	30,566,757	119,702,481	21.7%
1995	23,569,520	32,168,958	41,181,901	32,148,717	129,069,096	7.8%
1996	26,114,766	32,996,657	41,676,112	32,537,647	133,325,182	3.3%
1997	26,296,124	33,910,547	44,323,596	35,806,409	140,336,676	5.3%
1998	27,184,841	37,240,899	46,529,812	36,834,109	147,789,661	5.3%
1999	28,439,928	38,205,240	50,500,561	38,807,035	155,952,764	5.5%
2000	29,664,420	38,766,616	50,523,183	40,481,909	159,436,128	2.2%
2001	32,492,377	42,914,074	54,143,248	42,868,739	172,418,438	8.1%
2002	33,736,608	43,504,958	57,489,123	42,248,703	176,979,392	2.6%
2003	34,464,122	47,026,039	62,579,271	46,558,340	190,627,772	7.7%
2004	37,385,342	49,011,743	66,181,487	47,480,976	200,059,548	4.9%
2005	38,716,680	52,146,002	69,952,376	50,395,386	211,210,444	5.6%
2006	42,117,565	55,438,172	75,557,720	54,431,570	227,545,027	7.7%
2007	45,881,620	59,407,136	80,093,167	58,113,298	243,495,221	7.0%
2008	47,660,730	63,057,666	89,949,772		200,668,168	
Change	3.9%	6.1%	12.3%			

Table 6.26

Soldotna Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	11,574,827	16,615,613	20,562,401	18,432,144	67,184,985	
1994	15,218,652	18,349,132	20,541,578	20,797,701	74,907,063	11.5%
1995	17,057,527	21,194,547	23,542,482	21,929,937	83,724,493	11.8%
1996	18,040,883	21,090,142	25,069,485	20,724,756	84,925,266	1.4%
1997	16,840,463	22,137,453	27,658,407	25,610,889	92,247,212	8.6%
1998	19,060,489	24,619,549	29,561,923	29,762,042	103,004,003	11.7%
1999	22,990,052	29,669,702	37,203,645	31,772,574	121,635,973	18.1%
2000	25,537,476	33,748,599	39,007,118	31,525,990	129,819,183	6.7%
2001	28,309,900	32,128,437	41,527,184	34,734,272	136,699,793	5.3%
2002	28,595,142	36,257,714	46,136,293	37,932,079	148,921,228	8.9%
2003	29,790,830	38,201,577	43,689,043	35,596,778	147,278,228	-1.1%
2004	32,544,326	40,298,386	41,015,150	47,341,469	161,199,331	9.5%
2005	27,241,473	35,484,568	43,987,493	78,109,485	184,823,019	14.7%
2006	30,339,586	43,574,642	45,610,074	85,785,852	205,310,154	11.1%
2007	33,377,831	43,559,044	50,106,778	58,756,513	185,800,166	-9.5%
2008	41,877,479	49,067,762	53,750,718		144,695,959	
Change	25.5%	12.6%	7.3%			

Table 6.27

Soldotna Construction

Soldotna 3rd Quarter Permit VALUES by Type - 2002-2008 - in \$

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	689,202	648,388	1,270,100	1,295,670	5,106,077	2,042,153	597,140	-70.8%
Residential Alter/Add	317,466	70,722	145,721	88,410	368,788	110,638	426,638	285.6%
Commercial New	1,080,678	1,371,200	21,996,101	1,520,000	7,646,794	546,300	10,645,283	1848.6%
Commercial Alter/Add	610,000	328,000	368,193	181,650	92,090	66,811	41,600	-37.7%
Total	2,697,346	2,418,310	23,780,115	3,085,730	13,213,749	2,765,902	11,710,661	323.4%
Annual Change		-10.3%	883.3%	-87.0%	328.2%	-79.1%	323.4%	

Table 6.28

Soldotna 3rd Quarter Permit VALUES by Type - 1986-2008

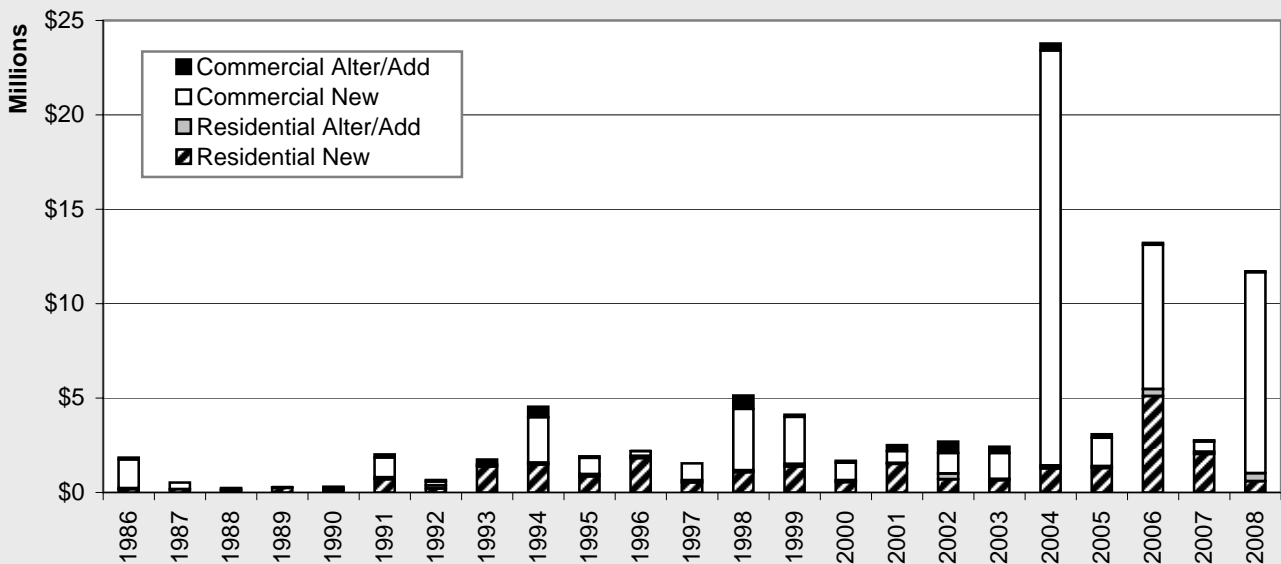


Chart 6.19

Soldotna 3rd Quarter Permit VALUES Percent by Type - 2008

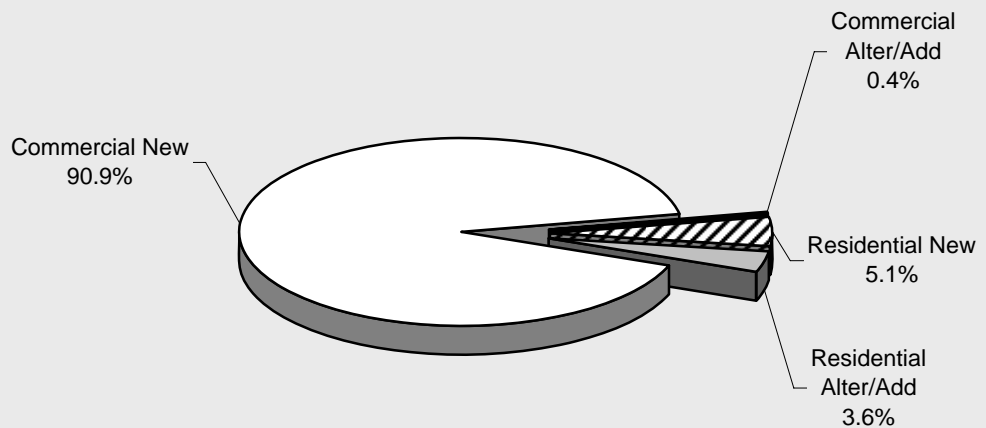


Chart 6.20

Soldotna Construction

Soldotna 3rd Quarter Permit VOLUME by Type - 2002-2008								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	5	4	7	7	14	10	2	-80.0%
Residential Alter/Add	10	4	6	7	5	5	15	200.0%
Commercial New	5	8	4	2	3	2	6	200.0%
Commercial Alter/Add	5	3	7	4	5	5	5	0.0%
Total	25	19	24	20	27	22	28	27.3%
Annual Change		-24.0%	26.3%	-16.7%	35.0%	-18.5%	27.3%	

Table 6.29

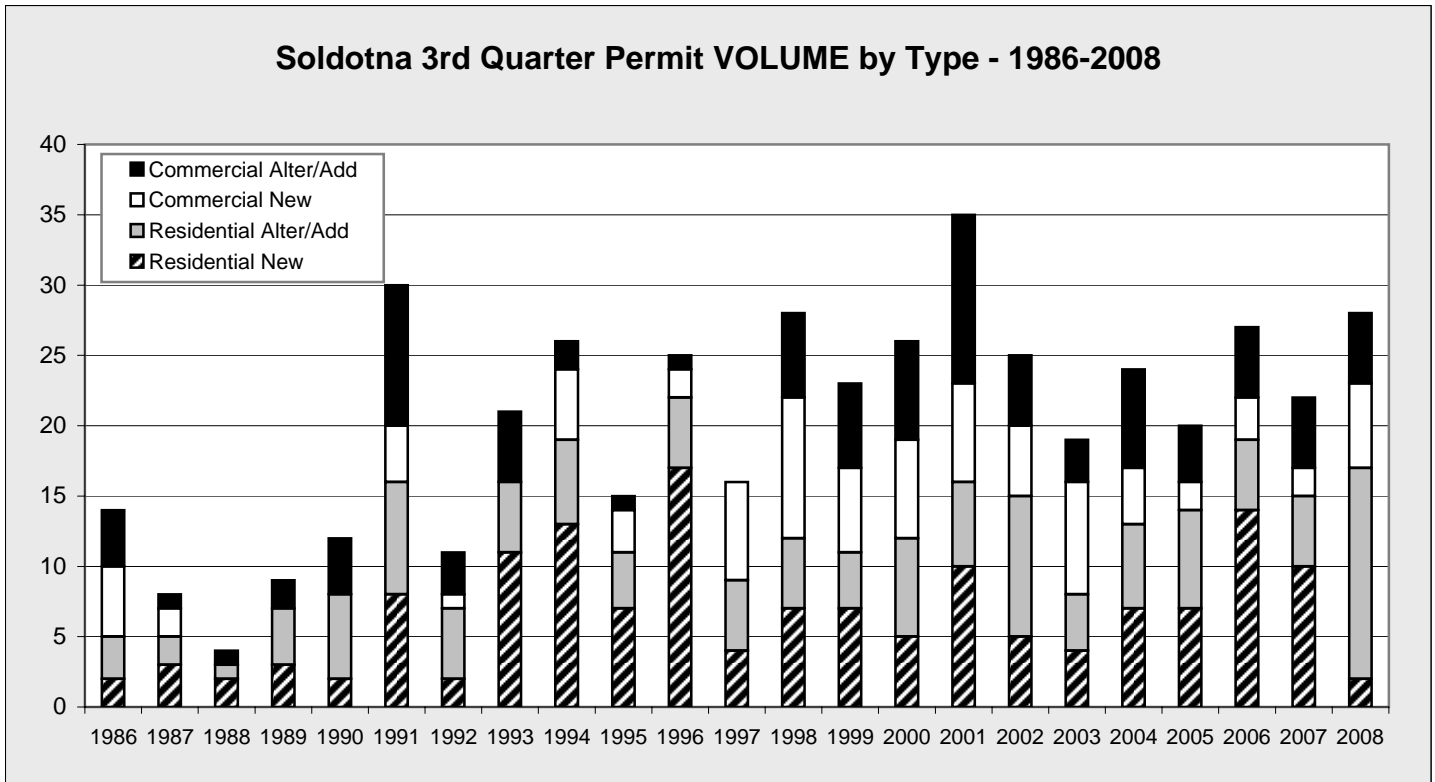


Chart 6.21

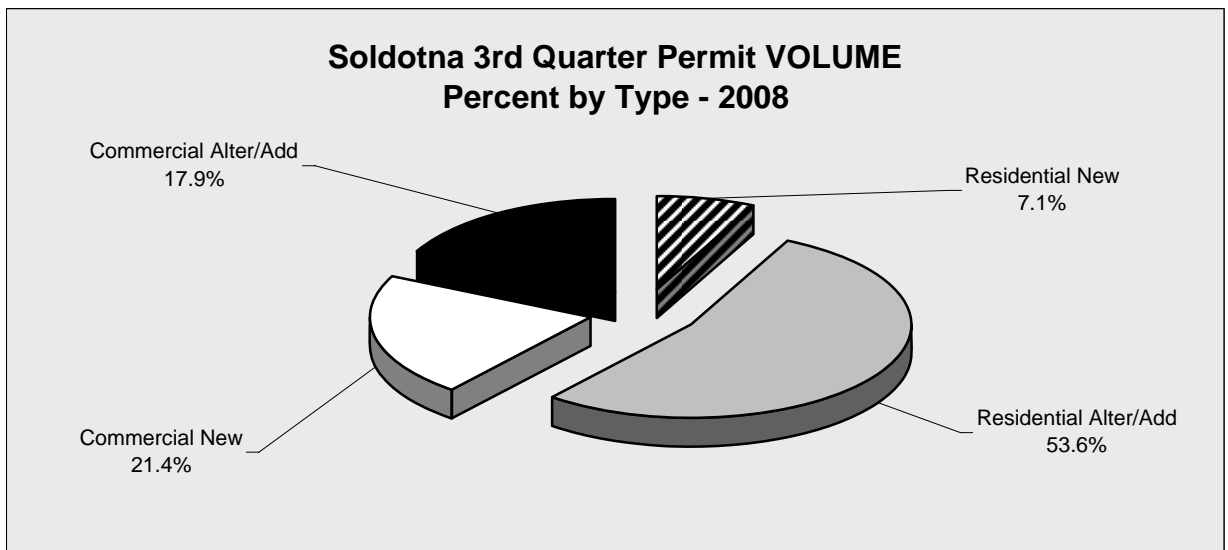


Chart 6.22

Soldotna Construction

Soldotna YTD 9/30 Permit VALUES by Type - 2002-2008 - in \$								
	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	3,005,344	2,547,742	3,586,484	3,933,625	7,426,607	8,661,413	4,317,763	-50.1%
Residential Alter/Add	743,687	258,629	220,530	491,990	519,518	484,775	654,809	35.1%
Commercial New	4,397,059	3,487,690	27,827,424	5,814,828	12,924,852	2,007,442	12,942,920	544.7%
Commercial Alter/Add	2,760,304	785,191	958,573	1,099,077	1,690,541	317,248	1,313,543	314.0%
Total	10,906,394	7,079,252	32,593,011	11,339,520	22,561,518	11,470,878	19,229,035	67.6%
Annual Change		-35.1%	360.4%	-65.2%	99.0%	-49.2%	67.6%	

Table 6.30

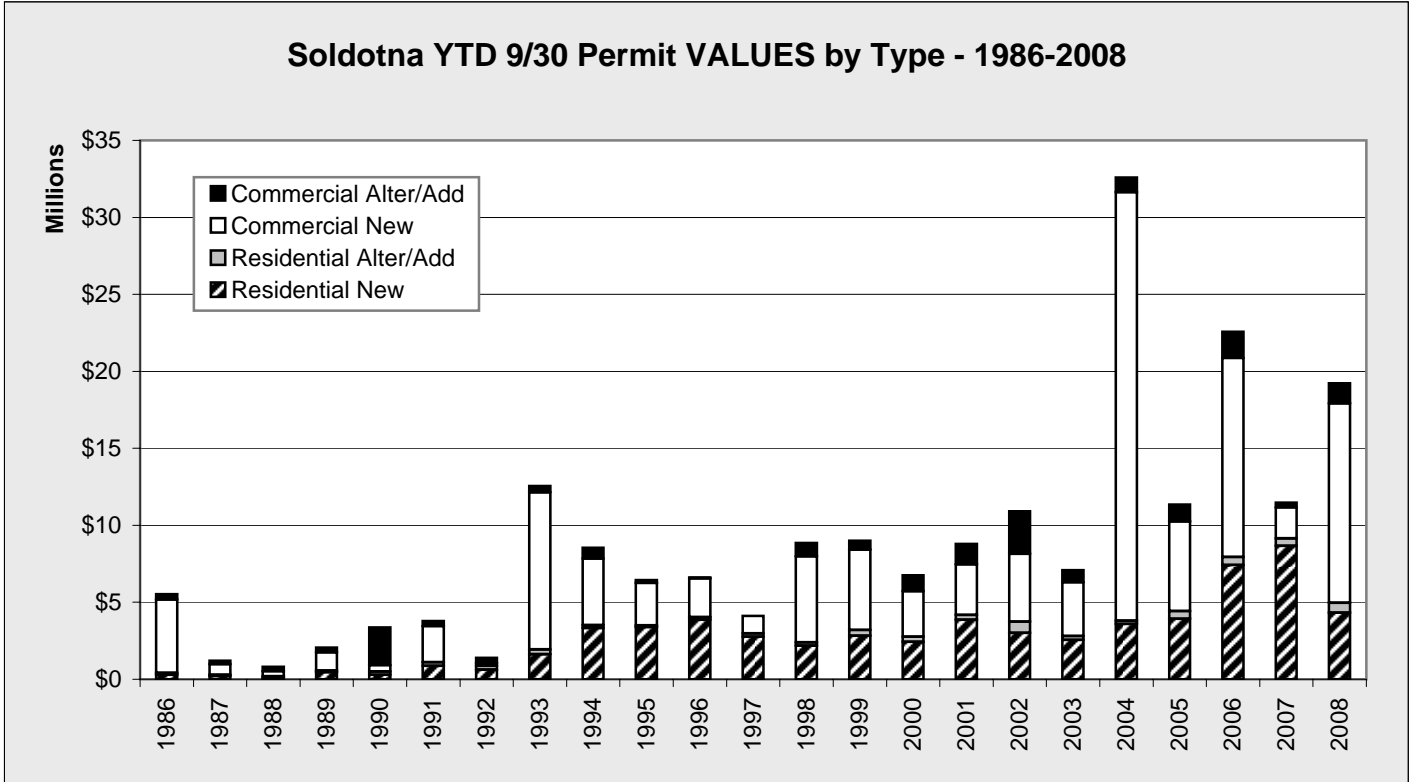


Chart 6.23

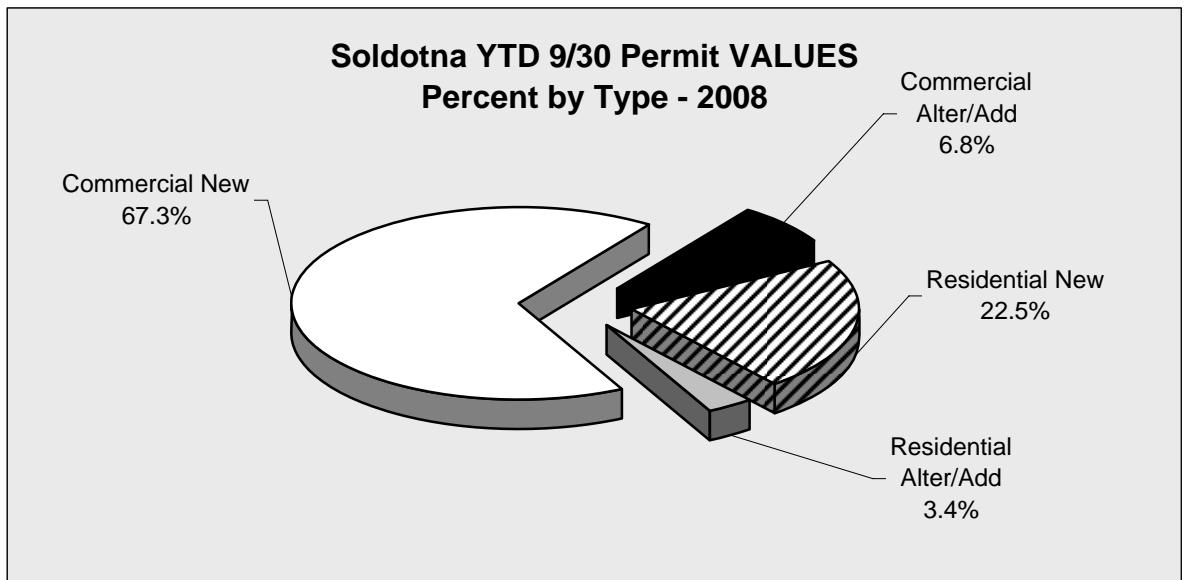


Chart 6.24

Soldotna Construction

Soldotna YTD 9/30 Permit VOLUME by Type - 2002-2008

	2002	2003	2004	2005	2006	2007	2008	Annual Change
Residential New	23	19	18	22	28	28	24	-14.3%
Residential Alter/Add	18	15	14	22	12	12	25	108.3%
Commercial New	18	14	11	13	9	7	14	100.0%
Commercial Alter/Add	28	13	16	19	8	17	23	35.3%
Total	87	61	59	76	57	64	86	34.4%
Annual Change		-29.9%	-3.3%	28.8%	-25.0%	12.3%	34.4%	

Table 6.31

Soldotna YTD 9/30 Permit VOLUME by Type - 1986-2008

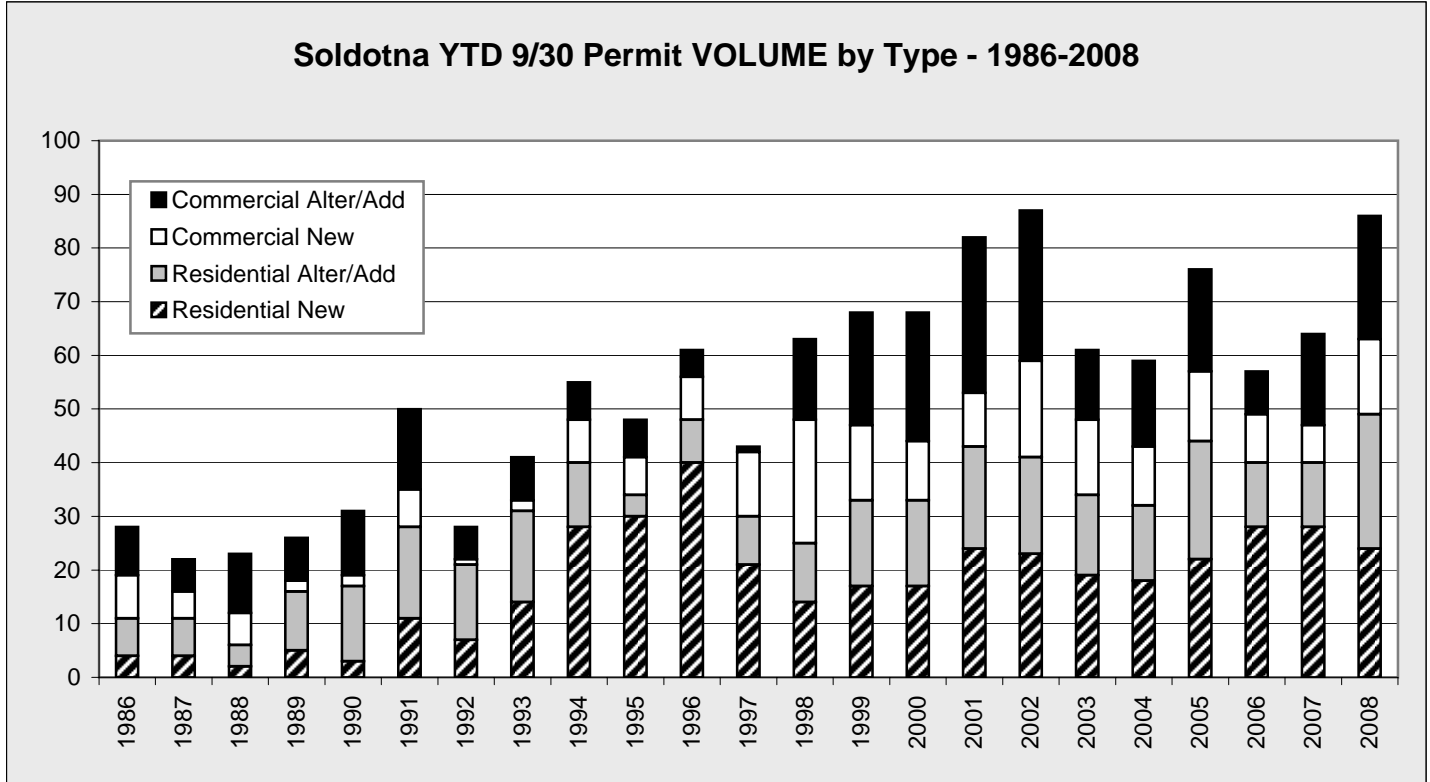


Chart 6.25

**Soldotna YTD 9/30 Permit VOLUME
Percent by Type - 2008**

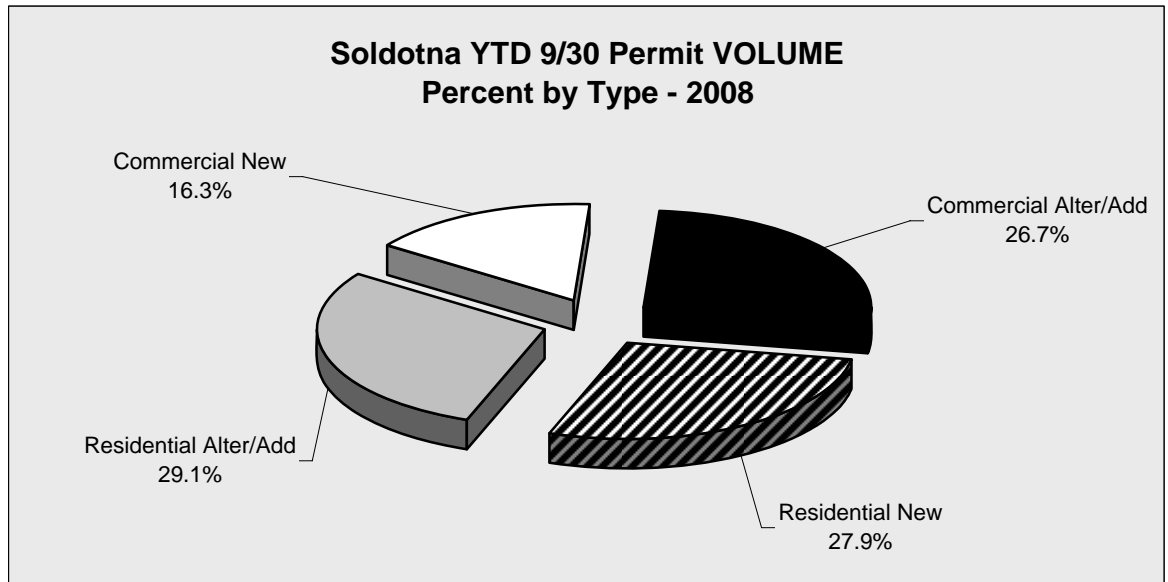


Chart 6.26

Soldotna Construction

Soldotna Annual Permit VALUE by Type by Quarter - 2001-2008 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	2,363,001	1,510,852	0	3,873,853
Residential - Add/Alter	105,160	151,039	50,148	51,148	357,495
Commercial - New	2,658,578	0	630,244	0	3,288,822
Commercial - Add/Alter	287,480	717,150	318,672	111,500	1,434,802
TOTAL	3,051,218	3,231,190	2,509,916	162,648	8,954,972
2002					
Residential - New	240,849	2,075,293	689,202	176,000	3,181,344
Residential - Add/Alter	86,935	339,286	317,466	11,500	755,187
Commercial - New	714,806	2,601,575	1,080,678	0	4,397,059
Commercial - Add/Alter	163,000	1,987,304	610,000	70,000	2,830,304
TOTAL	1,205,590	7,003,458	2,697,346	257,500	11,163,894
2003					
Residential - New	0	1,899,354	648,388	526,191	3,073,933
Residential - Add/Alter	57,827	130,080	70,722	5,000	263,629
Commercial - New	0	2,116,490	1,371,200	281,491	3,769,181
Commercial - Add/Alter	369,191	88,000	328,000	60,363	845,554
TOTAL	427,018	4,233,924	2,418,310	873,045	7,952,297
2004					
Residential - New	539,297	1,777,087	1,270,100	294,860	3,881,344
Residential - Add/Alter	0	74,809	145,721	57,454	277,984
Commercial - New	4,465,026	1,366,297	21,996,101	501,601	28,329,025
Commercial - Add/Alter	60,000	530,380	368,193	3,850,000	4,808,573
TOTAL	5,064,323	3,748,573	23,780,115	4,703,915	37,296,926
2005					
Residential - New	720,956	1,916,999	1,295,670	165,123	4,098,748
Residential - Add/Alter	261,630	141,950	88,410	2,000	493,990
Commercial - New	195,000	4,099,828	1,520,000	0	5,814,828
Commercial - Add/Alter	243,969	673,458	181,650	2,717	1,101,794
TOTAL	1,421,555	6,832,235	3,085,730	169,840	11,509,360
2006					
Residential - New	204,031	2,116,499	5,106,077	172,833	7,599,440
Residential - Add/Alter	10,000	140,730	368,788	262,659	782,177
Commercial - New	312,410	4,965,648	7,646,794	0	12,924,852
Commercial - Add/Alter	1,590,000	8,451	92,090	197,390	1,887,931
TOTAL	2,116,441	7,231,328	13,213,749	632,882	23,194,400
2007					
Residential - New	535,722	6,083,538	2,042,153	88,000	8,749,413
Residential - Add/Alter	149,549	224,588	110,638	248,665	733,440
Commercial - New	0	1,461,142	546,300	1,654,112	3,661,554
Commercial - Add/Alter	142,500	107,937	66,811	301,268	618,516
TOTAL	827,771	7,877,205	2,765,902	2,292,045	13,762,923
2008					
					Year to Date
Residential - New	447,277	3,273,346	597,140		4,317,763
Residential - Add/Alter	54,296	173,875	426,638		654,809
Commercial - New	1,464,737	832,900	10,645,283		12,942,920
Commercial - Add/Alter	339,943	932,000	41,600		1,313,543
TOTAL	2,306,253	5,212,121	11,710,661		19,229,035

Table 6.32

Soldotna Construction

Soldotna Annual Permit VOLUME by Type by Quarter - 2001-2008					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2001					
Residential - New	0	14	10	0	24
Residential - Add/Alter	3	10	6	4	23
Commercial - New	3	0	7	0	10
Commercial - Add/Alter	4	13	12	7	36
TOTAL	10	37	35	11	93
2002					
Residential - New	1	17	5	1	24
Residential - Add/Alter	2	6	10	2	20
Commercial - New	4	9	5	0	18
Commercial - Add/Alter	4	19	5	1	29
TOTAL	11	51	25	4	91
2003					
Residential - New	0	15	4	5	24
Residential - Add/Alter	3	8	4	1	16
Commercial - New	0	6	8	2	16
Commercial - Add/Alter	3	7	3	5	18
TOTAL	6	36	19	13	74
2004					
Residential - New	2	9	7	1	19
Residential - Add/Alter	0	8	6	3	17
Commercial - New	4	3	4	2	13
Commercial - Add/Alter	3	6	7	2	18
TOTAL	9	26	24	8	67
2005					
Residential - New	4	11	7	1	23
Residential - Add/Alter	3	12	7	1	23
Commercial - New	2	9	2	0	13
Commercial - Add/Alter	7	8	4	3	22
TOTAL	16	40	20	5	81
2006					
Residential - New	1	13	14	1	29
Residential - Add/Alter	1	6	5	3	15
Commercial - New	1	5	3	0	9
Commercial - Add/Alter	2	1	5	3	11
TOTAL	5	25	27	7	64
2007					
Residential - New	2	16	10	2	30
Residential - Add/Alter	2	5	5	6	18
Commercial - New	0	5	2	4	11
Commercial - Add/Alter	5	7	5	4	21
TOTAL	9	33	22	16	80
2008					
					Year to Date
Residential - New	3	19	2		24
Residential - Add/Alter	3	7	15		25
Commercial - New	5	3	6		14
Commercial - Add/Alter	10	8	5		23
TOTAL	21	37	28	0	86

Table 6.33

Other KPB Sales

Other Third Quarter GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	40,791,651	34,017,427	38,372,278	60,652,271	38,946,321	45,772,123	17.5%	6,825,802
SALES	52,160,826	45,735,321	45,524,754	48,093,824	49,938,317	55,290,419	10.7%	5,352,102
CONST	41,459,965	34,527,063	36,517,779	46,760,343	54,728,513	49,151,959	-10.2%	-5,576,554
PROP	7,937,659	6,888,120	7,899,638	8,956,250	9,742,445	13,046,150	33.9%	3,303,705
TOUR	31,993,455	38,050,701	39,927,400	43,086,571	45,401,959	42,133,302	-7.2%	-3,268,657
SERV	12,258,544	15,764,816	17,414,831	19,221,244	24,170,931	31,179,963	29.0%	7,009,032
PROF	4,319,039	4,432,750	4,399,999	5,516,835	6,515,407	7,425,186	14.0%	909,779
UTIL	7,084,070	8,492,514	9,761,658	10,142,989	12,726,668	12,365,934	-2.8%	-360,734
MANU	43,119,181	83,095,221	83,182,248	43,841,736	51,910,751	68,426,577	31.8%	16,515,826
TRAN	7,002,019	10,249,991	11,008,863	11,866,058	8,671,902	10,435,883	20.3%	1,763,981
WHLS	35,879,779	46,662,100	33,900,728	38,053,327	35,865,559	48,422,043	35.0%	12,556,484
GOV	0	6,304	111,945	32,688	12,940	145,292	1022.8%	132,352
TOTAL	284,006,188	327,922,328	328,022,121	336,224,136	338,631,713	383,794,831	13.3%	45,163,118

Table 7.1

For complete listing of Lines of Business, see page 13

Other Third Quarter GROSS Sales History	
2003	284,006,188
2004	327,922,328
2005	328,022,121
2006	336,224,136
2007	338,631,713
2008	383,794,831

Table 7.2

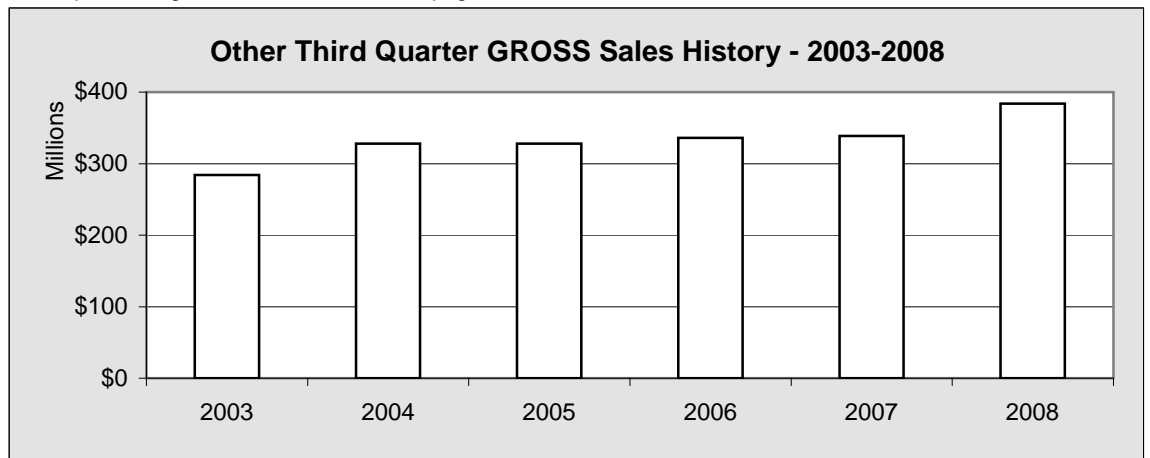


Chart 7.1

Other Five Year Change Third Quarter GROSS Sales		
	2003	2008
PROD	40,791,651	45,772,123
SALES	52,160,826	55,290,419
CONST	41,459,965	49,151,959
PROP	7,937,659	13,046,150
TOUR	31,993,455	42,133,302
SERV	12,258,544	31,179,963
PROF	4,319,039	7,425,186
UTIL	7,084,070	12,365,934
MANU	43,119,181	68,426,577
TRAN	7,002,019	10,435,883
WHLS	35,879,779	48,422,043
GOV	0	145,292
TOTAL	284,006,188	383,794,831

Table 7.3

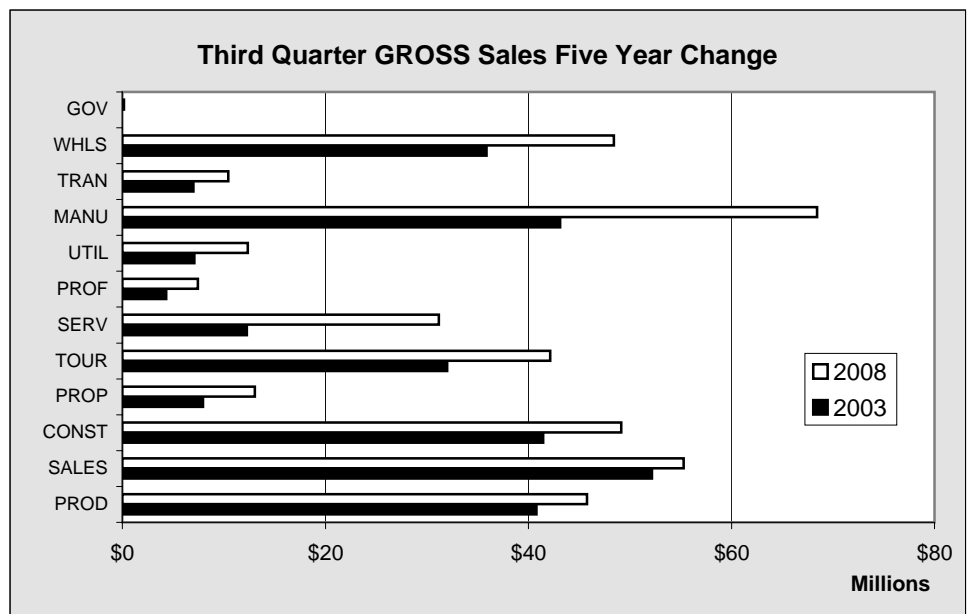


Chart 7.2

Other KPB Sales

Other Third Quarter TAXABLE Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	1,282,333	1,717,041	1,050,831	1,182,198	1,387,047	1,572,189	13.3%	185,142
SALES	22,495,880	21,804,201	22,164,773	24,274,092	26,073,089	28,721,628	10.2%	2,648,539
CONST	2,306,023	2,203,356	2,092,385	2,286,957	2,577,681	2,668,028	3.5%	90,347
PROP	2,825,930	2,743,120	3,051,016	3,597,201	4,175,095	6,491,465	55.5%	2,316,370
TOUR	22,680,082	26,401,706	27,688,538	29,965,900	38,176,410	35,487,950	-7.0%	-2,688,460
SERV	7,182,062	8,343,158	9,261,072	10,173,561	11,153,940	11,283,623	1.2%	129,683
PROF	1,008,554	1,085,423	1,109,725	1,210,376	1,483,310	1,461,576	-1.5%	-21,734
UTIL	4,342,635	4,829,167	5,383,105	5,860,772	6,796,828	7,281,816	7.1%	484,988
MANU	1,025,204	1,064,239	1,428,730	1,374,752	1,463,674	1,603,492	9.6%	139,818
TRAN	706,501	238,232	294,187	323,315	324,649	317,375	-2.2%	-7,274
WHLS	4,138,346	5,257,410	5,992,066	7,075,889	6,876,790	8,500,458	23.6%	1,623,668
GOV	0	6,304	14,841	3,024	4,600	16,273	253.8%	11,673
TOTAL	69,993,550	75,693,357	79,531,269	87,328,037	100,493,113	105,405,873	4.9%	4,912,760

Table 7.4

For complete listing of Lines of Business, see page 13

TAXABLE Sales History	
2003	69,993,550
2004	75,693,357
2005	79,531,269
2006	87,328,037
2007	100,493,113
2008	105,405,873

Table 7.5

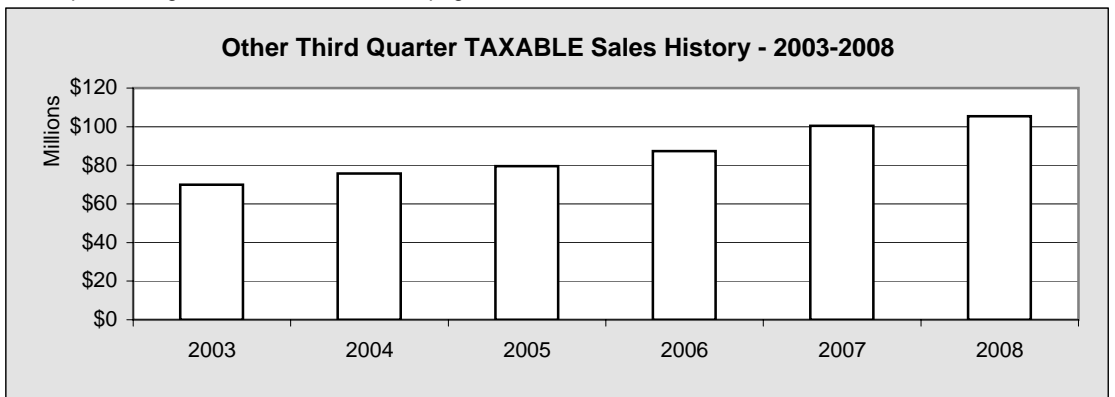


Chart 7.3

Other Five Year Change Third Quarter TAXABLE Sales		
	2003	2008
PROD	1,282,333	1,572,189
SALES	22,495,880	28,721,628
CONST	2,306,023	2,668,028
PROP	2,825,930	6,491,465
TOUR	22,680,082	35,487,950
SERV	7,182,062	11,283,623
PROF	1,008,554	1,461,576
UTIL	4,342,635	7,281,816
MANU	1,025,204	1,603,492
TRAN	706,501	317,375
WHLS	4,138,346	8,500,458
GOV	0	16,273
TOTAL	69,993,550	105,405,873

Table 7.6

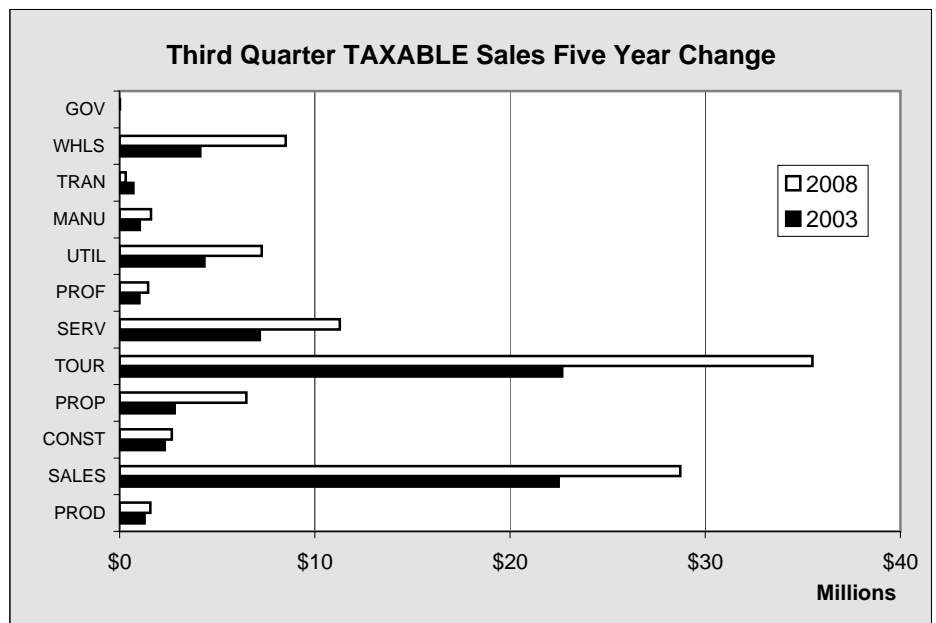


Chart 7.4

Other KPB Sales

Other YTD Sept 30 GROSS Sales by Line of Business - 2003-2008 - in \$								
LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	118,929,117	96,638,145	107,408,911	142,745,630	96,689,763	100,986,102	4.4%	4,296,339
SALES	150,798,957	109,622,461	114,673,132	119,736,835	128,014,755	136,523,889	6.6%	8,509,134
CONST	94,421,992	68,645,940	82,136,791	91,918,572	117,086,872	106,278,485	-9.2%	-10,808,387
PROP	18,063,762	17,468,675	19,038,653	21,932,734	23,931,498	28,344,081	18.4%	4,412,583
TOUR	54,411,769	61,504,496	64,761,119	68,907,562	72,896,333	69,447,152	-4.7%	-3,449,181
SERV	33,210,264	38,600,098	45,709,076	50,924,003	62,839,139	81,941,462	30.4%	19,102,323
PROF	12,014,046	12,377,887	11,876,772	14,494,635	16,783,915	20,021,569	19.3%	3,237,654
UTIL	24,811,831	26,646,493	31,344,804	35,125,587	41,860,686	40,938,664	-2.2%	-922,022
MANU	60,807,853	105,742,510	156,213,816	99,580,251	118,208,418	161,098,696	36.3%	42,890,278
TRAN	12,440,590	27,453,972	27,181,551	29,150,192	20,028,215	23,651,847	18.1%	3,623,632
WHLS	66,990,084	111,163,012	95,450,349	95,734,660	90,416,058	121,861,724	34.8%	31,445,666
GOV	0	12,669	338,560	180,126	45,831	465,589	915.9%	419,758
TOTAL	646,900,265	675,876,358	756,133,534	770,430,787	788,801,483	891,559,260	13.0%	102,757,777

Table 7.7

For complete listing of Lines of Business, see page 13

Other YTD Sept. 30 GROSS Sales History	
2003	646,900,265
2004	675,876,358
2005	756,133,534
2006	770,430,787
2007	788,801,483
2008	891,559,260

Table 7.8

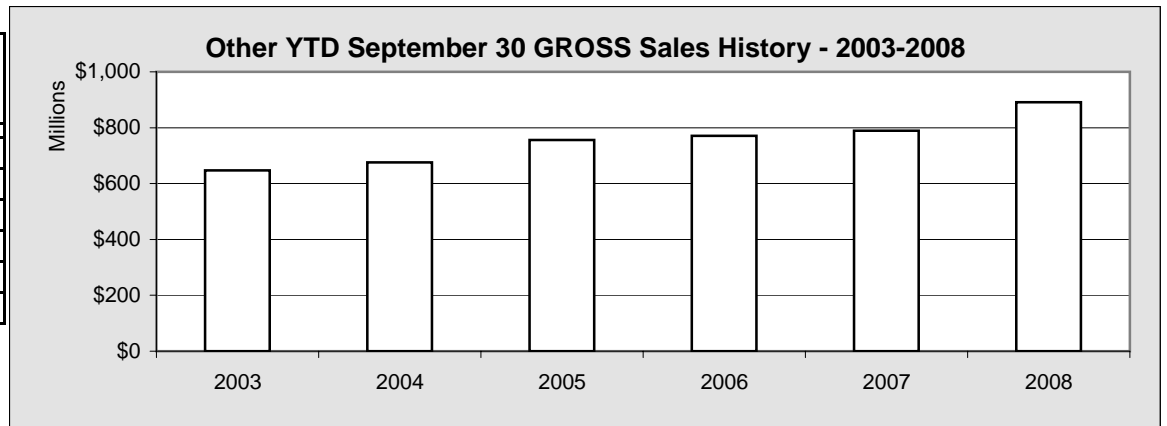


Chart 7.5

Other Five Year Change YTD Sept. 30 GROSS Sales		
	2003	2008
PROD	118,929,117	100,986,102
SALES	150,798,957	136,523,889
CONST	94,421,992	106,278,485
PROP	18,063,762	28,344,081
TOUR	54,411,769	69,447,152
SERV	33,210,264	81,941,462
PROF	12,014,046	20,021,569
UTIL	24,811,831	40,938,664
MANU	60,807,853	161,098,696
TRAN	12,440,590	23,651,847
WHLS	66,990,084	121,861,724
GOV	0	465,589
TOTAL	646,900,265	891,559,260

Table 7.9

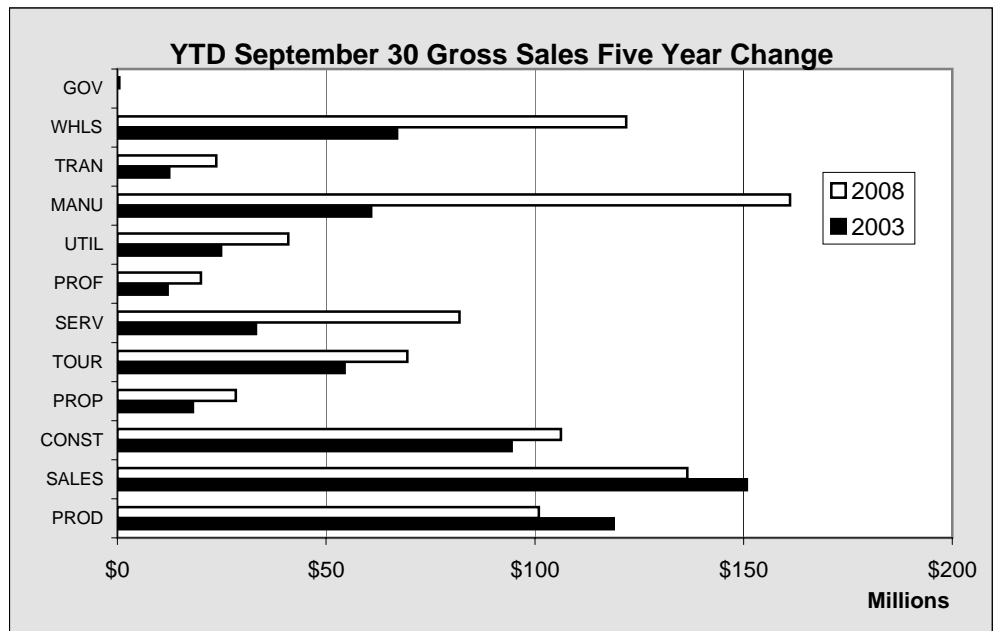


Chart 7.6

Other KPB Sales

Other YTD Sept. 30 TAXABLE Sales by Line of Business - 2003-2008 - in \$

LOB	2003	2004	2005	2006	2007	2008	Annual Percent Change	Annual Amount Change
PROD	4,023,149	4,137,018	3,484,553	3,563,467	3,982,223	4,424,158	11.1%	441,935
SALES	56,145,652	53,497,320	53,318,267	58,535,149	62,057,303	67,827,115	9.3%	5,769,812
CONST	5,700,110	5,447,212	5,099,205	5,442,577	5,982,111	6,385,365	6.7%	403,254
PROP	7,121,791	7,046,688	7,550,113	8,500,394	9,637,294	13,879,102	44.0%	4,241,808
TOUR	40,235,189	45,085,917	47,449,952	50,340,539	61,556,211	59,839,787	-2.8%	-1,716,424
SERV	19,433,766	21,330,863	25,040,583	26,627,484	28,890,470	31,390,221	8.7%	2,499,751
PROF	3,121,007	3,160,652	3,242,449	3,575,791	4,008,145	3,820,398	-4.7%	-187,747
UTIL	16,258,317	16,572,089	19,019,930	22,190,662	25,715,953	26,216,444	1.9%	500,491
MANU	2,120,035	2,078,646	2,688,919	2,623,533	2,906,552	3,216,483	10.7%	309,931
TRAN	1,347,178	571,695	696,243	809,917	686,539	755,733	10.1%	69,194
WHLS	11,175,523	14,349,812	16,385,340	19,460,802	20,263,338	23,930,084	18.1%	3,666,746
GOV	0	12,604	40,606	7,803	21,018	40,090	90.7%	19,072
TOTAL	166,681,717	173,290,516	184,016,160	201,678,118	225,707,157	241,724,980	7.1%	16,017,823

Table 7.10

For complete listing of Lines of Business, see page 13

Other YTD Sept 30 TAXABLE Sales History	
2003	166,681,717
2004	173,290,516
2005	184,016,160
2006	201,678,118
2007	225,707,157
2008	241,724,980

Table 7.11

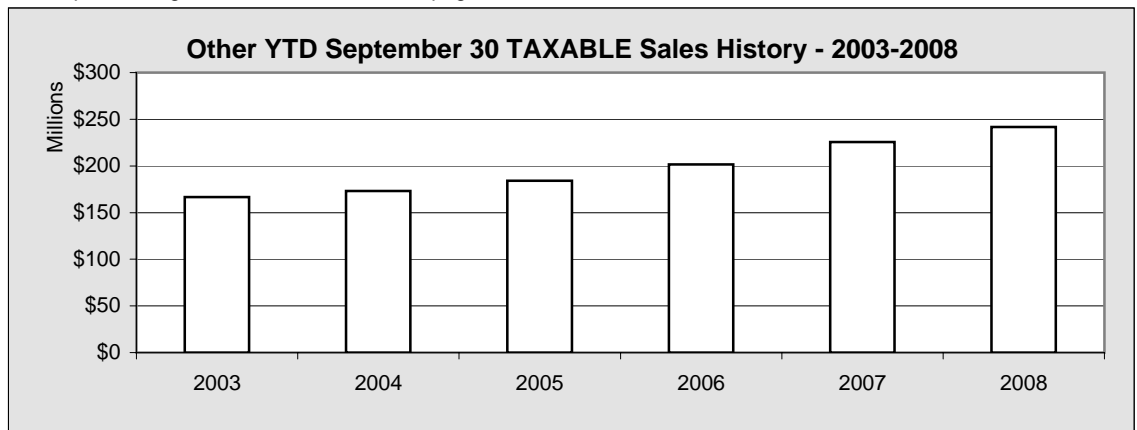


Chart 7.7

Other Five Year Change YTD Sept. 30 TAXABLE Sales		
	2003	2008
PROD	4,023,149	4,424,158
SALES	56,145,652	67,827,115
CONST	5,700,110	6,385,365
PROP	7,121,791	13,879,102
TOUR	40,235,189	59,839,787
SERV	19,433,766	31,390,221
PROF	3,121,007	3,820,398
UTIL	16,258,317	26,216,444
MANU	2,120,035	3,216,483
TRAN	1,347,178	755,733
WHLS	11,175,523	23,930,084
GOV	0	40,090
TOTAL	166,681,717	241,724,980

Table 7.12

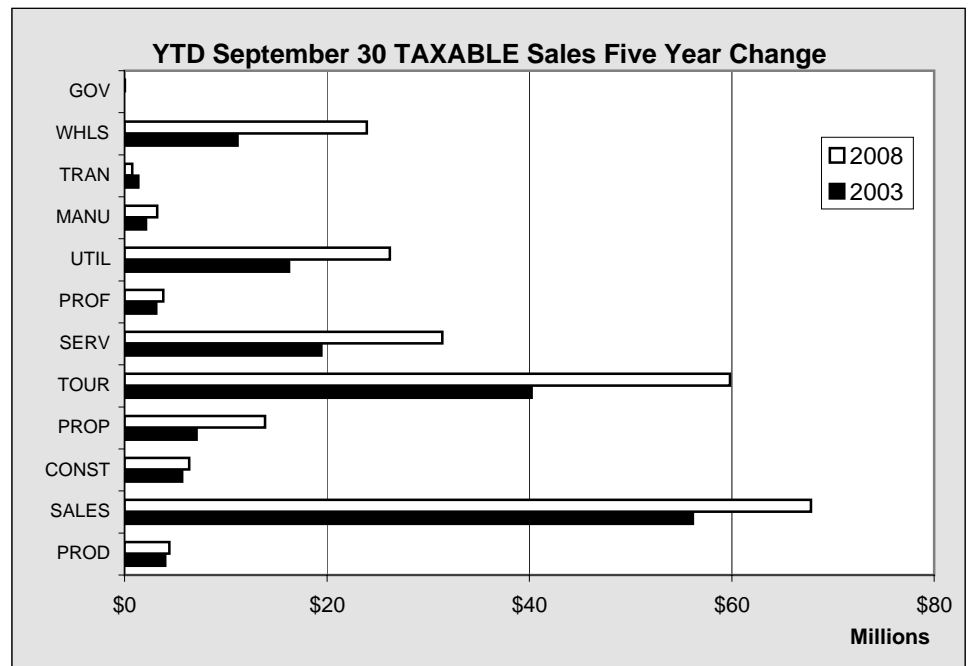


Chart 7.8

Other KPB Sales

Other Annual GROSS Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	167,836,878	174,128,291	147,140,780	153,182,362	175,123,026	148,522,424	-15.2%	-26,600,602
SALES	203,365,612	182,478,029	143,382,467	149,803,836	156,580,806	167,378,000	6.9%	10,797,194
CONST	119,165,383	123,133,969	121,240,100	126,832,067	154,241,220	166,892,716	8.2%	12,651,496
PROP	21,789,939	24,513,440	24,867,031	26,574,731	29,109,553	34,135,293	17.3%	5,025,740
TOUR	57,594,734	58,915,736	66,630,028	69,825,987	74,506,229	78,138,957	4.9%	3,632,728
SERV	51,074,471	44,239,266	63,181,724	63,766,927	70,084,535	85,631,832	22.2%	15,547,297
PROF	14,684,211	15,800,255	17,160,184	17,007,030	21,149,978	23,394,233	10.6%	2,244,255
UTIL	38,753,031	33,607,375	36,341,683	43,002,998	49,256,836	55,585,131	12.8%	6,328,295
MANU	95,640,494	85,828,471	131,419,015	187,397,786	121,518,657	126,541,825	4.1%	5,023,168
TRAN	24,917,869	16,628,065	35,308,579	36,122,095	37,924,615	26,049,567	-31.3%	-11,875,048
WHLS	67,944,472	102,174,522	315,068,865	330,371,937	359,368,992	385,468,249	7.3%	26,099,257
GOV	362,327	831,604	1,063,212	820,042	512,629	139,082	-72.9%	-373,547
TOTAL	863,129,421	862,279,023	1,102,803,668	1,204,707,798	1,249,377,076	1,297,877,309	3.9%	48,500,233

Table 7.13

For complete listing of Lines of Business, see page 13

Other Annual GROSS Sales History	
2002	863,129,421
2003	862,279,023
2004	1,102,803,668
2005	1,204,707,798
2006	1,249,377,076
2007	1,297,877,309

Table 7.14

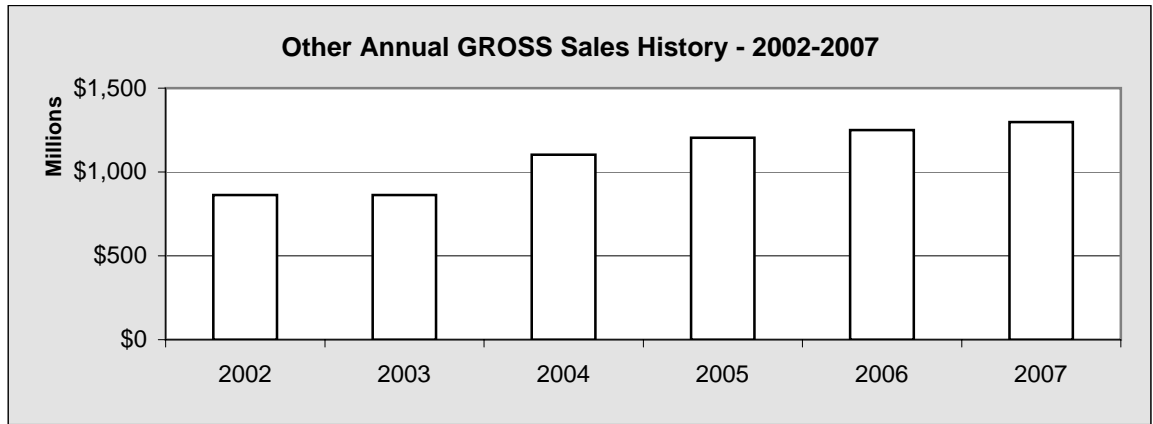


Chart 7.9

Five Year Change Annual GROSS Sales		
LOB	2002	2007
PROD	167,836,878	148,522,424
SALES	203,365,612	167,378,000
CONST	119,165,383	166,892,716
PROP	21,789,939	34,135,293
TOUR	57,594,734	78,138,957
SERV	51,074,471	85,631,832
PROF	14,684,211	23,394,233
UTIL	38,753,031	55,585,131
MANU	95,640,494	126,541,825
TRAN	24,917,869	26,049,567
WHLS	67,944,472	385,468,249
GOV	362,327	139,082
TOTAL	863,129,421	1,297,877,309

Table 7.15

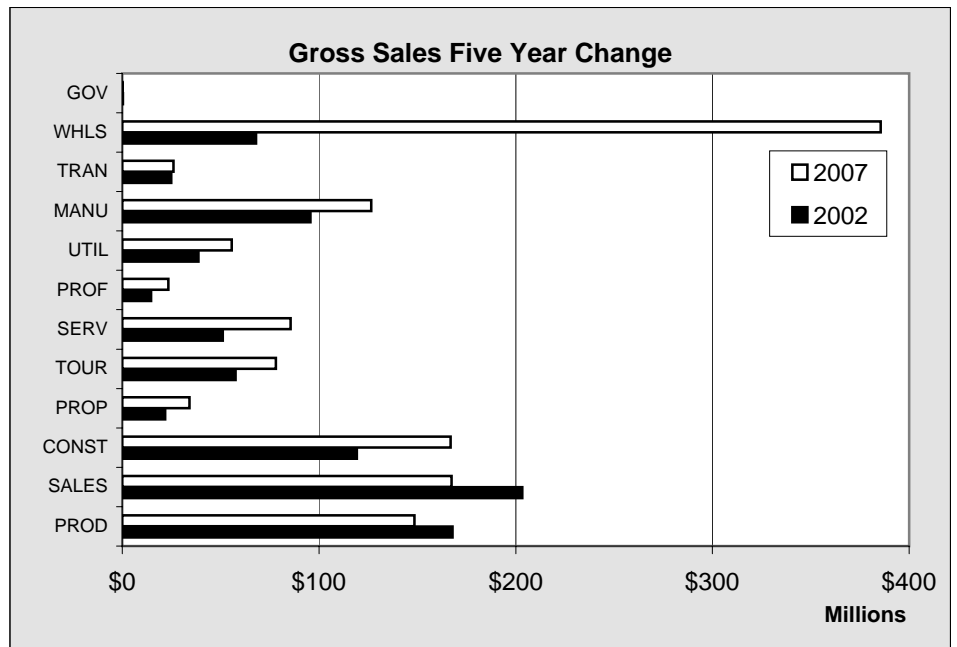


Chart 7.10

Other KPB Sales

Other Annual TAXABLE Sales by Line of Business - 2002-2007 - in \$								
LOB	2002	2003	2004	2005	2006	2007	Annual Percent Change	Annual Amount Change
PROD	5,747,978	5,001,743	5,331,875	4,502,307	4,628,764	5,244,276	13.3%	615,512
SALES	70,087,974	72,262,286	68,560,411	69,150,050	75,416,814	80,153,012	6.3%	4,736,198
CONST	7,477,704	7,519,106	7,202,164	6,783,831	7,378,366	8,168,541	10.7%	790,175
PROP	8,651,465	9,255,353	9,258,388	9,946,694	11,156,925	12,437,648	11.5%	1,280,723
TOUR	43,160,388	44,178,366	49,103,371	51,654,969	54,875,324	66,029,697	20.3%	11,154,373
SERV	29,970,794	25,818,425	29,196,442	33,248,516	35,106,663	38,617,863	10.0%	3,511,200
PROF	4,226,537	4,040,814	4,117,450	4,310,281	4,691,507	5,288,589	12.7%	597,082
UTIL	22,103,843	22,028,897	22,822,064	26,157,508	31,333,082	34,536,924	10.2%	3,203,842
MANU	2,876,103	2,583,840	2,625,421	3,277,627	3,224,883	3,693,017	14.5%	468,134
TRAN	2,153,420	1,520,266	750,682	930,506	1,034,665	936,846	-9.5%	-97,819
WHLS	14,275,026	15,475,129	19,787,056	22,775,440	26,747,293	28,410,764	6.2%	1,663,471
GOV	18,050	39,501	30,667	50,936	15,303	26,808	75.2%	11,505
TOTAL	210,749,282	209,723,726	218,785,991	232,788,665	255,609,589	283,543,985	10.9%	27,934,396

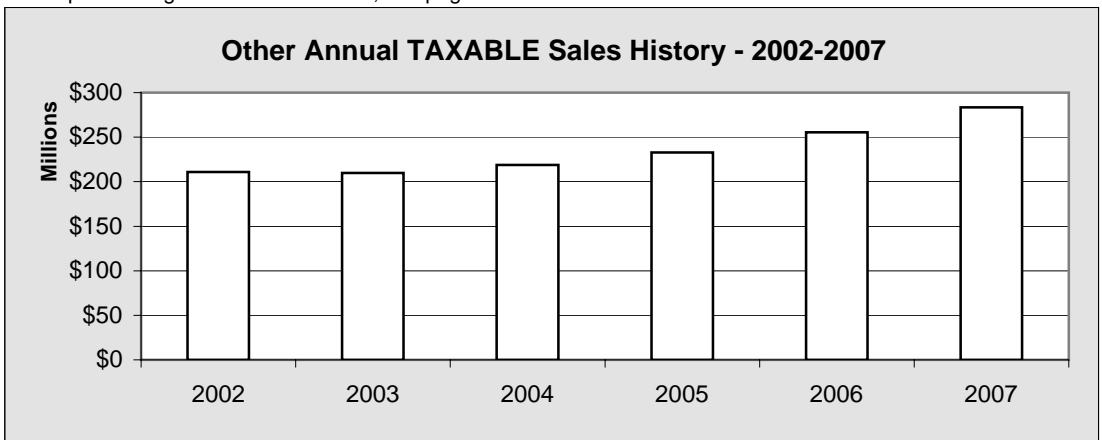
Table 7.16

For complete listing of Lines of Business, see page 13

Other Annual TAXABLE Sales History	
2002	210,749,282
2003	209,723,726
2004	218,785,991
2005	232,788,665
2006	255,609,589
2007	283,543,985

Table 7.17

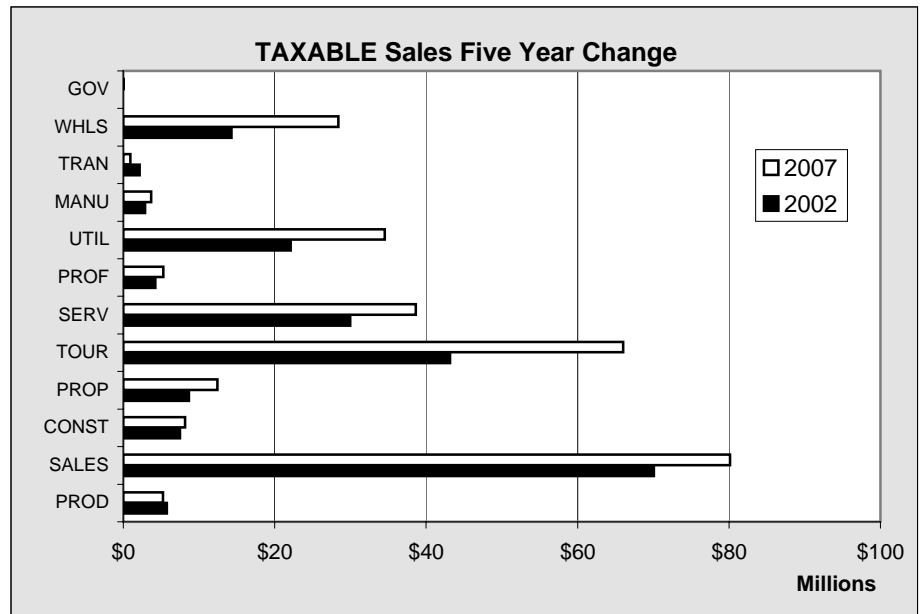
Chart 7.11



Five Year Change Annual TAXABLE Sales		
LOB	2002	2007
PROD	5,747,978	5,244,276
SALES	70,087,974	80,153,012
CONST	7,477,704	8,168,541
PROP	8,651,465	12,437,648
TOUR	43,160,388	66,029,697
SERV	29,970,794	38,617,863
PROF	4,226,537	5,288,589
UTIL	22,103,843	34,536,924
MANU	2,876,103	3,693,017
TRAN	2,153,420	936,846
WHLS	14,275,026	28,410,764
GOV	18,050	26,808
TOTAL	210,749,282	283,543,985

Table 7.18

Chart 7.12



Other KPB Sales

Other GROSS Sales by Line of Business by Quarter - 2008 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	22,133,605	33,080,374	45,772,123		100,986,102
Sales	31,493,467	49,740,003	55,290,419		136,523,889
Construction	25,289,333	31,837,193	49,151,959		106,278,485
Property	5,654,374	9,643,557	13,046,150		28,344,081
Tourism	4,044,172	23,269,678	42,133,302		69,447,152
Services	22,428,407	28,333,092	31,179,963		81,941,462
Professional	5,006,905	7,589,478	7,425,186		20,021,569
Utility	15,739,528	12,833,202	12,365,934		40,938,664
Manufacturing	28,028,395	64,643,724	68,426,577		161,098,696
Transportation & Warehousing	5,093,222	8,122,742	10,435,883		23,651,847
Wholesale	32,500,366	40,939,315	48,422,043		121,861,724
Government	303,976	16,321	145,292		465,589
TOTAL	197,715,750	310,048,679	383,794,831	0	891,559,260

Table 7.19

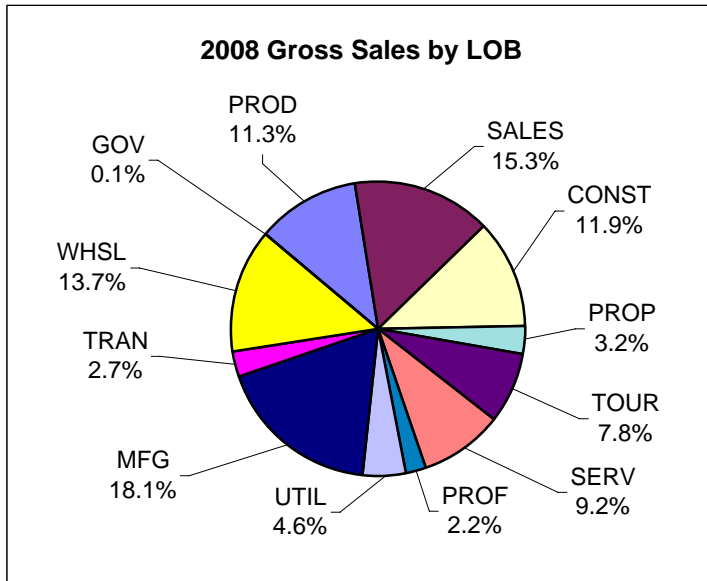


Chart 7.13

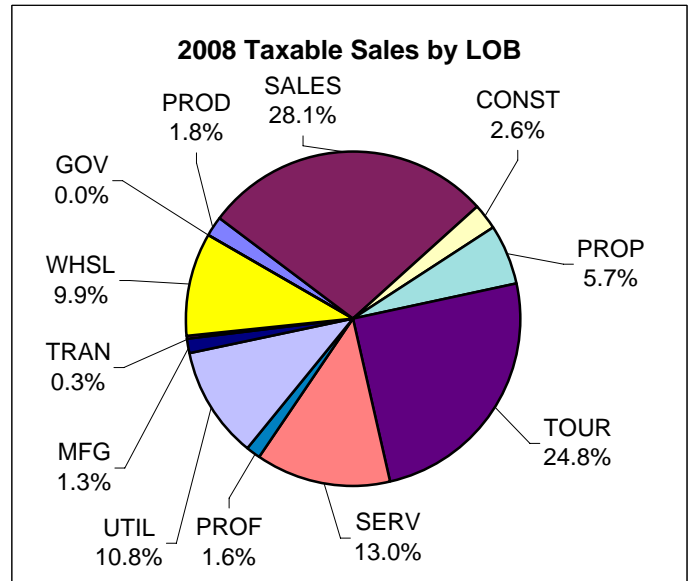


Chart 7.14

Other TAXABLE Sales by Line of Business by Quarter - 2008 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	912,669	1,939,300	1,572,189		4,424,158
Sales	14,892,000	24,213,487	28,721,628		67,827,115
Construction	1,595,934	2,121,403	2,668,028		6,385,365
Property	2,593,061	4,794,576	6,491,465		13,879,102
Tourism	3,720,693	20,631,144	35,487,950		59,839,787
Services	9,565,522	10,541,076	11,283,623		31,390,221
Professional	1,042,854	1,315,968	1,461,576		3,820,398
Utility	10,713,306	8,221,322	7,281,816		26,216,444
Manufacturing	525,765	1,087,226	1,603,492		3,216,483
Transportation & Warehousing	172,168	266,190	317,375		755,733
Wholesale	7,751,412	7,678,214	8,500,458		23,930,084
Government	15,266	8,551	16,273		40,090
TOTAL	53,500,650	82,818,457	105,405,873	0	241,724,980

Table 7.20

Other KPB Sales

Other GROSS Sales by Line of Business by Quarter - 2007 - in \$

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	24,020,876	33,722,566	38,946,321	51,832,661	148,522,424
Sales	31,083,771	46,992,667	49,938,317	39,363,245	167,378,000
Construction	24,864,188	37,494,171	54,728,513	49,805,844	166,892,716
Property	6,007,706	8,181,347	9,742,445	10,203,795	34,135,293
Tourism	5,503,621	21,990,753	45,401,959	5,242,624	78,138,957
Services	17,088,497	21,579,711	24,170,931	22,792,693	85,631,832
Professional	4,900,707	5,367,801	6,515,407	6,610,318	23,394,233
Utility	16,970,630	12,163,388	12,726,668	13,724,445	55,585,131
Manufacturing	36,584,755	29,712,912	51,910,751	8,333,407	126,541,825
Transportation & Warehousing	4,658,253	6,698,060	8,671,902	6,021,352	26,049,567
Wholesale	25,345,813	29,204,686	35,865,559	295,052,191	385,468,249
Government	25,127	7,764	12,940	93,251	139,082
TOTAL	197,053,944	253,115,826	338,631,713	509,075,826	1,297,877,309

Table 7.21

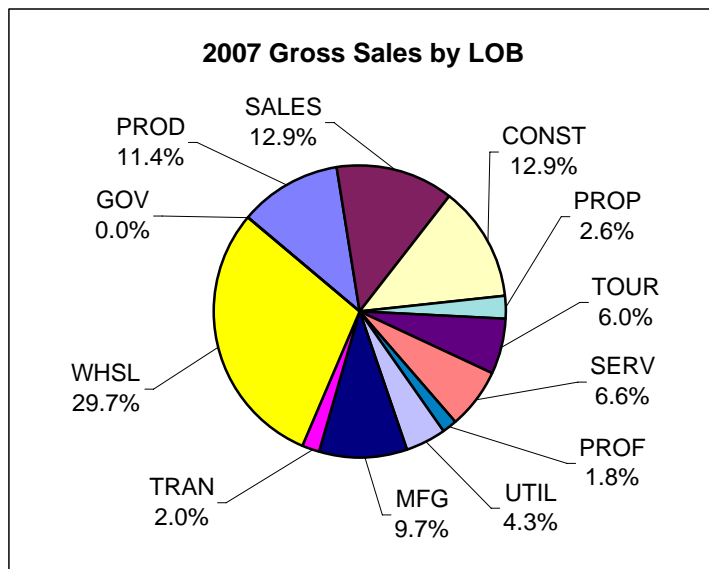


Chart 7.15

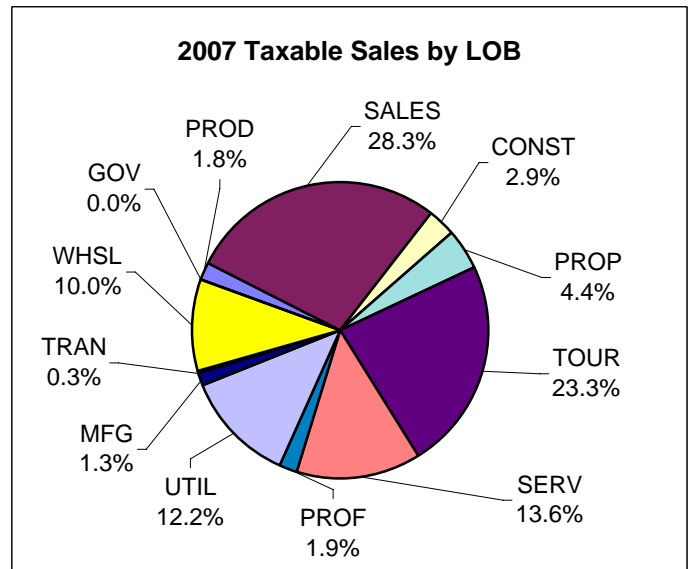


Chart 7.16

Other TAXABLE Sales by Line of Business by Quarter - 2007 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	831,139	1,764,037	1,387,047	1,262,053	5,244,276
Sales	13,703,348	22,280,866	26,073,089	18,095,709	80,153,012
Construction	1,380,642	2,023,788	2,577,681	2,186,430	8,168,541
Property	2,260,308	3,201,891	4,175,095	2,800,354	12,437,648
Tourism	3,937,072	19,442,729	38,176,410	4,473,486	66,029,697
Services	7,772,896	9,963,634	11,153,940	9,727,393	38,617,863
Professional	1,163,097	1,361,738	1,483,310	1,280,444	5,288,589
Utility	11,366,562	7,552,563	6,796,828	8,820,971	34,536,924
Manufacturing	405,938	1,036,940	1,463,674	786,465	3,693,017
Transportation & Warehousing	155,418	206,472	324,649	250,307	936,846
Wholesale	7,055,149	6,331,399	6,876,790	8,147,426	28,410,764
Government	12,918	3,500	4,600	5,790	26,808
TOTAL	50,044,487	75,169,557	100,493,113	57,836,828	283,543,985

Table 7.22

Other KPB Sales

Other GROSS Sales by Line of Business by Quarter - 2006 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	40,136,212	41,957,147	60,652,271	32,377,396	175,123,026
Sales	26,508,008	45,135,003	48,093,824	36,843,971	156,580,806
Construction	17,817,358	27,340,871	46,760,343	62,322,648	154,241,220
Property	5,259,580	7,716,904	8,956,250	7,176,819	29,109,553
Tourism	4,306,310	21,514,681	43,086,571	5,598,667	74,506,229
Services	14,306,132	17,396,627	19,221,244	19,160,532	70,084,535
Professional	4,316,631	4,661,169	5,516,835	6,655,343	21,149,978
Utility	14,204,879	10,777,719	10,142,989	14,131,249	49,256,836
Manufacturing	14,106,987	41,631,528	43,841,736	21,938,406	121,518,657
Transporation & Warehousing	6,124,411	11,159,723	11,866,058	8,774,423	37,924,615
Wholesale	25,363,123	32,318,210	38,053,327	263,634,332	359,368,992
Government	116,915	30,523	32,688	332,503	512,629
TOTAL	172,566,546	261,640,105	336,224,136	478,946,289	1,249,377,076

Table 7.23

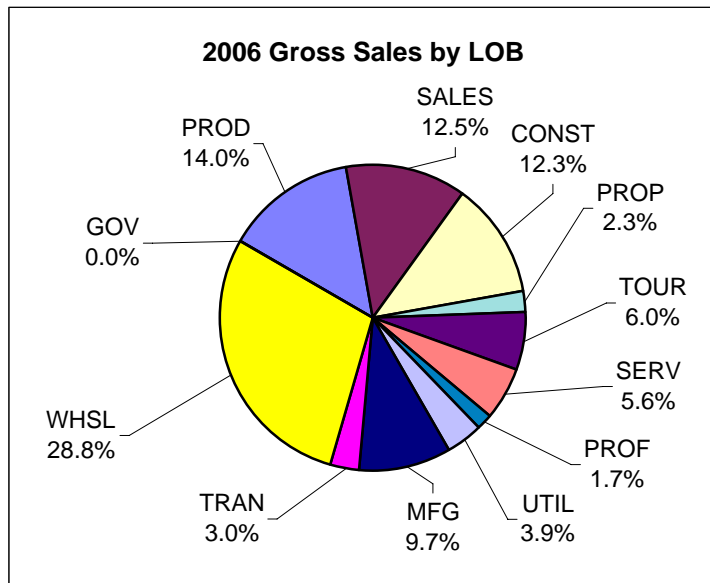


Chart 7.17

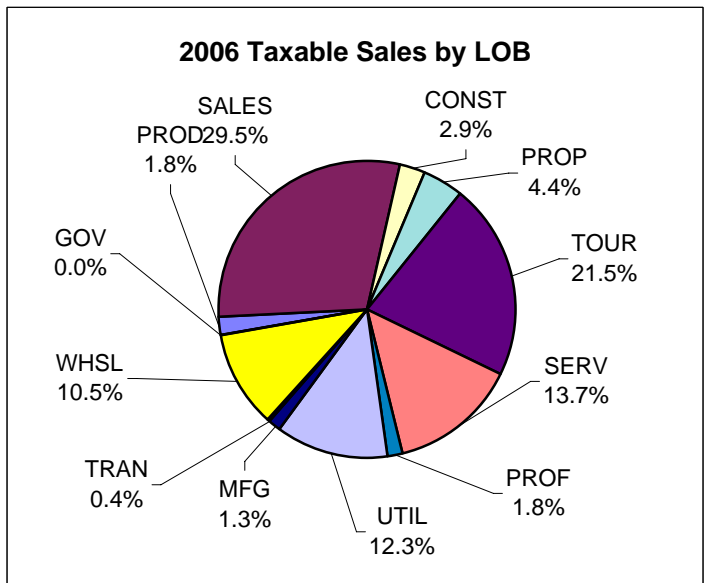


Chart 7.18

Other TAXABLE Sales by Line of Business by Quarter - 2006 - in \$

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	802,513	1,578,756	1,182,198	1,065,297	4,628,764
Sales	13,259,849	21,001,208	24,274,092	16,881,665	75,416,814
Construction	1,206,598	1,949,022	2,286,957	1,935,789	7,378,366
Property	2,075,950	2,827,243	3,597,201	2,656,531	11,156,925
Tourism	3,860,547	16,514,092	29,965,900	4,534,785	54,875,324
Services	7,282,634	9,171,289	10,173,561	8,479,179	35,106,663
Professional	1,111,083	1,254,332	1,210,376	1,115,716	4,691,507
Utility	9,589,952	6,739,938	5,860,772	9,142,420	31,333,082
Manufacturing	383,815	864,966	1,374,752	601,350	3,224,883
Transporation & Warehousing	167,308	319,294	323,315	224,748	1,034,665
Wholesale	6,219,778	6,165,135	7,075,889	7,286,491	26,747,293
Government	1,500	3,279	3,024	7,500	15,303
TOTAL	45,961,527	68,388,554	87,328,037	53,931,471	255,609,589

Table 7.24

Other KPB Sales

Other Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	121,510,145	154,604,317	196,780,937	151,589,385	624,484,784	
1994	108,045,292	168,026,112	227,742,774	160,338,704	664,152,882	6.4%
1995	129,319,512	176,944,646	233,045,872	155,296,678	694,606,708	4.6%
1996	118,798,405	164,583,791	200,339,231	146,554,575	630,276,002	-9.3%
1997	121,205,814	175,801,297	252,318,601	180,020,471	729,346,183	15.7%
1998	153,607,622	211,191,964	235,128,992	193,091,815	793,020,393	8.7%
1999	137,446,972	180,709,546	232,722,008	182,269,903	733,148,429	-7.5%
2000	126,664,981	183,977,517	225,474,396	172,187,791	708,304,685	-3.4%
2001	170,550,210	217,647,967	286,402,452	290,090,088	964,690,717	36.2%
2002	159,548,666	216,025,032	262,921,008	224,634,715	863,129,421	-10.5%
2003	154,468,221	208,425,856	284,006,188	215,378,758	862,279,023	-0.1%
2004	159,173,241	188,780,789	327,922,328	426,927,310	1,102,803,668	27.9%
2005	184,979,440	243,131,973	328,022,121	448,574,264	1,204,707,798	9.2%
2006	172,566,546	261,640,105	336,224,136	478,946,289	1,249,377,076	3.7%
2007	197,053,944	253,115,826	338,631,713	509,075,826	1,297,877,309	3.9%
2008	197,715,750	310,048,679	383,794,831		891,559,260	
Change	0.3%	22.5%	13.3%			

Table 7.25

Other Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	27,948,955	39,890,147	45,991,097	32,780,220	146,610,419	
1994	28,736,078	41,443,906	48,711,068	33,683,616	152,574,668	4.1%
1995	29,644,424	44,648,194	52,795,407	35,781,690	162,869,715	6.7%
1996	30,783,420	44,988,294	53,390,165	35,276,802	164,438,681	1.0%
1997	31,351,194	47,363,481	56,193,073	37,525,660	172,433,408	4.9%
1998	33,492,756	49,242,778	58,040,464	38,773,336	179,549,334	4.1%
1999	34,348,468	50,746,526	61,313,334	40,985,751	187,394,079	4.4%
2000	35,696,361	55,205,057	66,472,925	41,967,937	199,342,280	6.4%
2001	38,055,259	57,871,082	68,871,018	46,773,634	211,570,993	6.1%
2002	41,860,984	57,515,479	69,125,012	42,247,807	210,749,282	-0.4%
2003	38,386,873	58,301,294	69,993,550	43,042,009	209,723,726	-0.5%
2004	39,079,687	58,517,472	75,693,357	45,495,475	218,785,991	4.3%
2005	41,198,163	63,286,728	79,531,269	48,772,505	232,788,665	6.4%
2006	45,961,527	68,388,554	87,328,037	53,931,471	255,609,589	9.8%
2007	50,044,487	75,169,557	100,493,113	57,836,828	283,543,985	10.9%
2008	53,500,650	82,818,457	105,405,873		241,724,980	
Change						

Table 7.26

Other Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1993	93,561,190	114,714,170	150,789,840	118,809,165	477,874,365	
1994	79,309,214	126,582,206	179,031,706	126,655,088	511,578,214	7.1%
1995	99,675,088	132,296,452	180,250,465	119,514,988	531,736,993	3.9%
1996	88,014,985	119,595,497	146,949,066	111,277,773	465,837,321	-12.4%
1997	89,854,620	128,437,816	196,125,528	142,494,811	556,912,775	19.6%
1998	120,114,866	161,949,186	177,088,528	154,318,479	613,471,059	10.2%
1999	103,098,504	129,963,020	171,408,674	141,284,152	545,754,350	-11.0%
2000	90,968,620	128,772,460	159,001,471	130,219,854	508,962,405	-6.7%
2001	132,494,951	159,776,885	217,531,434	243,316,454	753,119,724	48.0%
2002	117,687,682	158,509,553	193,795,996	182,386,908	652,380,139	-13.4%
2003	116,081,348	150,124,562	214,012,638	172,336,749	652,555,297	0.0%
2004	120,093,554	130,263,317	252,228,971	381,431,835	884,017,677	35.5%
2005	143,781,277	179,845,245	248,490,852	399,801,759	971,919,133	9.9%
2006	126,605,019	193,251,551	248,896,099	425,014,818	993,767,487	2.2%
2007	147,009,457	177,946,269	238,138,600	451,238,998	1,014,333,324	2.1%
2008	144,215,100	227,230,222	278,388,958		649,834,280	
Change	-1.9%	27.7%	16.9%			

Table 7.27

Local Officials Directory

Kenai Peninsula Borough officials of the various governing bodies are listed on the following pages.

Officials listed are those who held office at the time of printing the report. Annual elections for public officials are held each October. For information regarding current public officials, check the appropriate website.

Kenai Peninsula Borough – <http://www.borough.kenai.ak.us/>

Kenai Peninsula Borough School District – <http://www.kpbsd.k12.ak.us/>

City of Homer – <http://www.ci.homer.ak.us/>

City of Kenai – <http://www.ci.kenai.ak.us/>

City of Seldovia – <http://www.cityofseldovia.com/>

City of Seward – <http://www.cityofseward.net/>

City of Soldotna – <http://www.ci.soldotna.ak.us/>

Local Officials Directory

Kenai Peninsula Borough Mayors

Kenai Peninsula Borough

Mayor David R. Carey 144 North Binkley
Soldotna, AK 99669
907-262-4441

City of Homer

Mayor Jim Hornady 491 East Pioneer Ave.
Homer, AK 99603
907-235-8121

City of Kachemak

Mayor Philemon Morris PO Box 958
Homer, AK 99603
907-235-8897

City of Kenai

Mayor Pat Porter 210 Fidalgo Street, Suite 200
Kenai, AK 99611
907-283-7535

City of Seldovia

Mayor Dick Wyland Drawer B
Seldovia, AK 99663
907-234-7643

City of Seward

Mayor Clark Corbridge PO Box 167
Seward, AK 99664
907-224-4046

City of Soldotna

Mayor Peter Miccichi 177 North Birch
Soldotna, AK 99669
907-262-9107

Table 8.1

Local Officials Directory

Kenai Peninsula Borough Mayor & Assembly				
144 N. Binkley Soldotna, Alaska 99669 Phone 907-714-2160 Assembly/Clerk Fax: 907-714-2388 Assembly e-mail: assemblyclerk@borough.kenai.ak.us				
Office / District	Name / Address	Phone / Fax / E-Mail	Term Expires	Previously Elected
Borough Mayor	David R. Carey 144 N. Binkley St. Soldotna, AK 99669	714-2150 W dcarey@borough.kenai.ak.us	2011	
Assembly 1 Kalifornsky	Gary Knopp 50465 Patrick Drive Kenai, AK 99611	283-9494 H 283-9800 F pa12gary@hotmail.com	2009	2006
Assembly 2 Kenai	Hal Smalley 105 Linwood Lane Kenai, AK 99611	283-7469 H hvsmalley@yahoo.com	2011	
Assembly 3 Nikiski	Gary Superman P.O. Box 8425 Nikiski, AK 99635	776-8448 H 776-8098 F 252-5264 W gsuperman@gci.net	2010	1989, 2001, 2004
Assembly 4 Soldotna	Pete Sprague - Vice President 188 Farnsworth Blvd. Soldotna, AK 99669	262-4073 H 262-8615 F psprague@acsalaska.net	2010	1998, 2001, 2002, 2004
Assembly 5 Sterling / Funny River	Charles "Charlie" Peirce 144 N. Binkley Street Soldotna AK 99669	260-6647 cpierce@gci.net	2011	
Assembly 6 East Peninsula	Ron Long P.O. Box 2464 Seward, AK 99664	224-7068 H 224-5707 F rlms@ptialaska.net	2009	2000, 2003, 2006
Assembly 7 Central	Paul Fischer P.O. Box 889 Kasilof, AK 99610	262-9269 H 262-4902 F akjfischer@hotmail.com	2010	1998, 2001, 2002, 2004, 2007
Assembly 8 Homer	Bill Smith P.O. Box 150 Homer, AK 99603	235-8932 H bsmith@xyz.net	2011	2006, 2008
Assembly 9 South Peninsula	Milli Martin - President P.O. Box 2652 Homer, AK 99603	235-6652 H 235-6652 F millimom@xyz.net	2009	2000, 2002, 2003, 2006
Borough Clerk	Johni Blankenship 144 N. Binkley St. Soldotna, AK 99669	714-2160 262-8615 Fax assemblyclerk@borough.kenai.ak.us		

Table 8.2

Local Officials Directory

KENAI PENINSULA BOROUGH		
PLANNING COMMISSION MEMBERS		
Member	Contact Information	Term Expires
CHAIRMAN Philip Bryson P.O. Box 1041 Kenai, Alaska 99611-1041	283-4672 work 283-4428 home	Kenai City Term Expires July 31, 2010
VICE CHAIRMAN Blair Martin P.O. Box 1776 Soldotna, Alaska 99669-1776	283-5227 - home	Kalifornsky Beach Term Expires July 31, 2009
JoAnne Collins P.O. Box 341 Anchor Point, Alaska 99556-0962	235-8071 home	Anchor Point/Ninilchik Term Expires July 31, 2010
Linda Murphy P.O. Box 4124 Soldotna, Alaska 99669	262-1686 - home	Soldotna City Term Expires July 31, 2011
Dr. Rick Foster P.O. Box 3328 Homer, AK 99603-3328	235-9100 - home	Homer City Term Expires July 31, 2010
Mari Anne Gross 57485 Clover Avenue Homer, Alaska 99603	235-7330 - home	Southwest Borough Term Expires July 31, 2011
Sue McClure P.O. Box 3686 Seward, Alaska 99664-3686	907-224-6784 - home	Seward City Term Expires July 31, 2011
Harry Lockwood 37085 Rafie Court Soldotna, Alaska 99669		Ridgeway Term Expires July 31, 2010
James Isham P.O. Box 51 Soldotna, Alaska 99669-0051	262-9200 - home	Sterling Term Expires July 31, 2009
Brent Johnson 20773 Porcupine Lane Clam Gulch, Alaska 99568-9713	262-4763 - home	Kasilof/Clam Gulch Term Expires July 31, 2009
Paulette Bokenko-Carluccio P.O. Box 116 Seldovia, Alaska 99663-0278	37227575 - home	Seldovia City Term Expires July 31, 2009
Todd Petersen P.O. Box 651 Seward, Alaska 99664-0651	288-5050 - home 224-3350 - work 224-2388 - work fax	East Peninsula Term Expires July 31, 2010
Jason Tauriainen P.O. Box 7373 Nikiski, Alaska 99635-7373	776-3988 - home	Northwest Borough Term Expires July 31, 2011

Email address for the Planning Commission: planning@borough.kenai.ak.us

Fax Number for the Planning Commission: 907-262-8618

Table 8.3

Local Officials Directory

Kenai Peninsula Borough School District			
148 North Binkley Street Soldotna, AK 99669 907-262-5846			
<u>Board of Education</u>			
Sammie Crawford - President District 1	36615 Chinulna Drive Kenai, AK 99611	904-283-9271	Term Expires 2010
Sunni Hilts - Vice President District 9	P.O. Box 144 Seldovia, AK 99663	907-234-7692	Term Expires 2010
Lynn Hohl - Treasurer District 6	P.O. Box 333 Seward, AK 99664	907-224-7300	Term Expires 2010
Gregory Gabriel, Jr. District 2	P.O. Box 3392 Soldotna, AK 99669	907-394-4604	Term Expires 2009
Joe Arness District 3	P.O. Box 1470 Kenai AK 99611	907-776-8089	Term Expires 2011
Penny Vadla District 4	399 W. Riverview Avenue Soldotna, AK 99669	907-262-7249	Term Expires 2011
Marty Anderson District 5	P.O. Box 1388 Sterling, AK 99672	907-260-7500	Term Expires 2009
Bill Holt District 7	P.O. Box 794 Kasilof AK 99610	907-283-7260	Term Expires 2011
Elizabeth Downing District 8	1247 Bay Avenue Homer, AK 99603	907-235-8555	Term Expires 2009
Student Representative Theresa Ramponi	Skyview High School 46188 Sterling Highway Soldotna, AK 99669		Term Expires 9/2009

Table 8.4

<u>Administration</u>
Dr. Donna Peterson, Superintendent of Schools Steve Atwater, Assistant Superintendent Dave Jones, Assistant Superintendent Melody Douglas, Chief Financial Officer

Table 8.5

Local Officials Directory

Kenai Peninsula Borough Department Directors	
Switchboard	(907) 262-4441 or (800) 478-4441
Assessing	Shane Horan
Capital Projects	Kevin Lyon
Clerk	Johni Blankenship
Finance	Craig Chapman
Legal	Colette Thompson
Maintenance	Dave Tressler
Resource Planning	Max Best
Road Maintenance	Jim Conner
Solid Waste	Jack Maryott

Table 8.6

Kenai Peninsula Borough Economic Development Agencies
<p>Kenai Peninsula Economic Development District - EDD 14790 Kenai Spur Highway, Ste. 106A Kenai, AK 99611 907-283-3335</p>
<p>Kenai Peninsula Tourism Marketing Council - KPTMC 35477 Kenai Spur Highway, Ste. 205 Soldotna AK 99669 907-262-5229</p>
<p>Kenai Peninsula Resource Conservation and Development, Inc. Trading Bay Plaza, Suite 150 PO Box 800, Kenai, AK 99611 907-283-7493</p>

Table 8.7

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