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Data Sources are listed for each subsection.

# Introduction

Kenai Peninsula Borough (KPB) staff develops quarterly reports containing economic data from throughout the area for use by businesses, agencies, and other entities to make planning and management decisions.

The publication is divided into eight sections: Kenai Peninsula Borough, Homer, Kenai, Seldovia, Seward, Soldotna, KPB Unincorporated, 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
  
- In Sales and Employment sections, the following industry abbreviations apply:
  - AFF – Agriculture, Forestry and Fisheries (Includes Fish Buyers)
  - Min – Mining (Includes Oil & Gas Extraction and Production)
  - Const – Construction
  - Manu – Manufacturing (Includes Oil & Gas Manufacturing and Fish Processing)
  - TCPU – Travel, Communications, and Public Utilities
  - Whole – Wholesale Trade
  - Retail – Retail Trade
  - FIRE – Finance, Insurance and Real Estate
  - Service – Services
  - Govt – Public Administration, Education and Service
  
- Information sources for each section are listed in the index.
  
- General information applicable to all sections is provided in the Kenai Peninsula Borough section.
  
- Percentages of parts may not total 100%, due to rounding.

Information presented will assist in decision-making by providing economic and demographic information in graphic, table and text form. Local and state government officials; local, state and federal agencies; businesses within the borough and elsewhere; and private citizens use data contained in the publication.

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, KPB Community and Economic Development Division, 262-6355, ext 303, or the data source listed in the index.

Quarterly reports are available electronically on the KPB website located at <http://www.borough.kenai.ak.us>.

**To correct your mailing address** or to be added to or deleted from the mailing list for this report, please email [jcamp@borough.kenai.ak.us](mailto:jcamp@borough.kenai.ak.us) or call 907-262-6355. Be certain to identify yourself and the complete mailing address to be added or deleted. For additions, an email address is appreciated to be used for notification of errors.

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

Alaska Department of Labor and Workforce Development (AK DOL)  
City of Homer  
City of Kenai  
City of Seward  
City of Soldotna  
Kenai Peninsula Borough Finance Department, Sales Tax Division  
University of Alaska Fairbanks Cooperative Extension

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The writer wishes to thank those persons who gave of their time to review this document to find errors and make suggestions that result in a more professional and accurate document. Those individuals include Jack Brown, Business Manager of the KPB Community and Economic Development Division; Betty Glick, KPB Assembly member; Sylvia Vinson, KPB Planning Department and Debbie Holle, KPBSD board member.

## Functions of the CEDD and the EDD

Frequent questions regarding differences between KPB Community Economic Development Division (CEDD) and the Economic Development District (EDD) suggest the need for an explanation. The table below defines the differences.

	<b>CEDD</b>	<b>EDD</b>
<b>Funding</b>	Funded by KPB, federal and state grants	Funded by grants – federal, state, borough
<b>Powers</b>	Non area-wide economic development power, only unincorporated areas	Borough-wide economic development powers
<b>Projects</b>	Works on special projects for the mayor	Assists in KPB long-term economic planning
	Develops, monitors KPB grant funding	Sponsors community economic forums
	Publishes historical/current economic data	Assists in community strategic planning
	Oil and Gas liaison	

## What is a “Moving Average Trendline?”

Charts in the KPB economic reports frequently include “moving average trendlines.” After individuals read the documents, comments make their way back to the office. One comment that has been heard several times addresses these trendlines, noting that they are not labeled correctly. They are. A description of “trendline” is in order.

The purpose of a trendline is to demonstrate the average of data groupings and how that average relates to averages of similar groupings within the chart.

Imagine that a bar chart illustrates twelve quarters of data. The trendline begins at the fourth entry in the series and marks the point representing the average of the first through the fourth numbers in the series, in this case a 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> quarter value, one year. The trendline continues to the right in the chart. As the trendline reaches the next entry in the series, the line will move to the point on the scale representing the average of the second through the fifth entries in the series – still four quarters of data, but this time those values would be the 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> quarter of the first year plus the 1<sup>st</sup> quarter of the second year.

The process continues through the chart. As the line moves through the chart, it drops the entry marking the beginning of the trend point average, adds the entry just ahead of the previous set of four and indicates the average of the new set of four numbers in the series. The resulting “smoothing” effect allows the reader to more easily see change from one year to the next.

# Executive Summary

The KPB economy is relatively stable with third quarter gross sales gaining 2.9% for the quarter increasing from \$595,630,374 during 2002 to \$612,627,686 and gaining \$16,997,312. Taxable sales were down 0.6% to \$241,206,344. Third quarter construction permit values decreased 33.5% from one year ago to \$11,041,635, while permit volume, 100 permits, was down 20.0%. Even with the declines, both value and volume were above those of 2002, which was a very good year in the construction industry.

An increase in labor force is positive when new jobs are available for each person added to the labor force. KPB's labor force increased by 853 persons since third quarter 2002 and jobs increased by 847 positions, a difference of 6. That difference was enough to drop the unemployment rate from 10.8% during September 2002 to 10.5% during September 2003. The increase in available persons marks a 4.3% increase for the year.

Volunteers are organizing for the 2006 Arctic Winter Games to be hosted by the Kenai Peninsula Borough. Commitments for financial and in-kind donations are building in anticipation of the event.

The commercial fishing season was deemed successful with an abundant run of sockeye, although prices were not quite as high as fishers had hoped. The Kenai Wild sockeye salmon branding program experienced a second successful year as supply exceeded demand for the high quality salmon.

The oil & gas industry continued to generate mixed signals in the third quarter. Unocal announced additional lay-offs as a result of shutting in the Baker platform, while other companies such as Marathon Oil have announced tentative plans for increased exploration, production & development spending budgets in 2004. The Kenai Kachemak Pipe Line continues to ramp up natural gas transmission volumes and new natural gas exploration drilling by Pelican Hill was nearing start up on the Westside of Cook Inlet south of Tyonek. The industry's focus continues to be centered on natural gas exploration and reworks of existing fields. The value-added industries that included Agrium and ConocoPhillips are two of the main drivers of the new natural gas exploration as well as the home heating provider Enstar Natural Gas.

# SALES

## Third Quarter Sales

**Gross by Industry.** Third quarter Gross Sales of \$612,627,686 were up 2.9% from one year ago, regaining most of the decline experienced during third quarter 2002 when sales dropped 3.7%. Seven industry sectors experienced expansion during the period as Agriculture, Forestry and Fishing (AFF) sales reached \$13,220,448, gaining 34.4%. Mining sales increased 13.9% to reach \$29,977,437 while Construction sales gained 7.3% to reach \$77,025,700. Manufacturing sales of \$65,725,783 were 15.8% above third quarter 2002 while sale of wholesale goods gained 6.4% totaling \$60,845,574. Retail sales, the largest sector, gained 2.0% and \$3,915,949 to total \$201,343,762. Government sales increased 184.2% but the \$12,192 in sales is inconsequential.

Transportation, Communication and Public Utilities (TCPU) led declining industries with a 15.8% drop to sales of \$43,382,082. Service sales, the second largest sector, declined 3.2% to \$106,101,436 following a strong 2002 gain and remaining the second highest third quarter sales on record. Finance, Insurance and Real Estate (FIRE) sales declined 1.1% to \$14,993,272. (See page 15 for detail.)

**Taxable by Industry.** Third quarter 2003 taxable sales decreased 0.6% to \$241,206,344 from the \$242,758,503 reported during third quarter 2002, as six sectors experienced sales declines and four reported gains. AFF sales marked the greatest percentage gain by industry, increasing 19.4% to \$1,670,924. Sales in wholesale goods reached \$7,166,929 and Retail sales, the largest sector at 56.8% of taxable sales, totaled \$136,938,491, gaining 12.1% and 0.9% respectively. Finally, government sales increased 184.2% to total \$12,192, an inconsequential amount.

Taxable mining sales declined 17.7% to \$1,276,084. Construction sales of \$3,268,742 and manufacturing sales of \$3,229,398 were down 0.4% and 13.1%, respectively. TCPU reported sales of \$19,515,252, a 7.7% decline while FIRE sales dropped to \$6,273,268 and service sales were down to \$61,855,064, down 8.9% and 1.3% respectively. (See page 16 for detail.)

**Gross by Area.** Seldovia sales grew by 66.3% to reach \$2,820,782 for the quarter. Seward sales of \$60,100,806 marked a 6.0% gain while Soldotna sales of \$104,965,875 increased 1.3%. Sales in the unincorporated areas of the borough totaled \$280,867,544, a 7.2% increase over one year ago.

Two areas experienced declines as Homer sales of \$84,860,995 dropped 4.9% when compared to third quarter 2002, while Kenai sales were down 3.9% to \$79,011,684. (See detail on page 17.)

**Taxable by Area.** Third quarter 2003 taxable sales dropped 0.6% from third quarter 2002 as reported sales reached \$241,206,344. Soldotna sales experienced the greatest percentage gain, 7.8%, to reach \$61,947,131. Homer sales increased 2.0%, with sales of \$43,809,249. This is the second time since the Homer annexation that sales from one year ago can be matched on an equal area basis. Sales in the unincorporated areas increased by 0.5% to \$69,020,314 in spite of loss of sales to the city of Homer due to the annexation. Finally, Seward sales increased 0.3% to \$34,450,604.

Seldovia saw taxable sales decline to \$1,135,615, a 5.0% decline when compared to one year ago. Sales in Kenai were affected by the closure of Big K Mart as sales dropped 19.2% to \$30,843,431. (See detail on page 18.)

## **YTD Sales**

**Gross by Industry.** YTD September 30, 2003 gross sales increased 2.0% across the borough over sales during the first nine months of 2002, reaching \$1,447,993,241. The greatest gain, 76.1%, came from government sales, inconsequential at \$33,191. AFF sales increased 31.4% to \$19,285,398 and construction sales gained 10.9% to reach \$182,612,325. Manufacturing sales of \$138,561,970 were 12.9% greater than one year ago. The large retail sector increased sales by 4.3% to reach \$498,494,836, a dollar increase of \$20,723,037, while sales of wholesale goods reached \$147,679,919, a 4.8% gain.

Mining sales were down 18.8% while TCPU sales were down 10.7% with sales of \$73,723,451 and \$120,335,322, respectively. FIRE sales declined 1.1% to \$41,703,747 while sales in the service sector declined 2.2% to \$225,563,082. (See detail on page 19.)

**Taxable by Industry.** The YTD taxable sales increase of 0.7% over the same period one year ago occurred as AFF sales increased 10.8% to reach \$4,010,035 and construction sales gained 5.6% to total \$8,464,135. Other gainers include wholesale goods with sales of \$18,693,024, up 9.7%, and retail sales of \$328,469,989, a 2.4% gain. The 76.1% increase in government sales is inconsequential at \$33,191.

YTD mining sales of \$3,625,161 were down 19.8% compared to YTD 2002. Four industries experienced smaller declines as manufacturing sales were down 6.9% and

TCPU sales were down 4.3% with sales of \$7,275,498 and \$61,428,864, respectively. FIRE sales dropped 5.1% to \$17,407,228 and service sales of \$122,563,264 decreased 0.6%. (See detail on page 20.)

**Gross by Area.** YTD gross sales increased in all but one of the incorporated areas, gaining 2.0% overall. Seldovia's 36.9% increase saw sales increase to \$5,290,980 while Seward's 6.6% gain brought sales to \$127,970,329. Homer sales reached \$210,753,897, a 4.4% gain while Soldotna's sales of \$254,287,949 marked a 3.5% growth. Sales in the unincorporated area was up 0.9% to \$642,254,517. (See detail on page 21.)

Due to the closure of Big KMart, Kenai is experiencing declining sales with gross sales down 1.7% to \$207,435,569.

**Taxable by Area.** YTD taxable sales increased 0.7% across the borough to reach \$571,970,389 with four areas reporting expanding sales and two areas contracting. Homer sales had the greatest percentage increase, 7.7%, reaching \$103,164,613. Seldovia sales increased 0.9% while Soldotna gained 6.5% with sales of \$2,693,126 and \$143,407,229, respectively. Seward's 0.4% increase brought total sales to \$65,802,335.

Kenai's 9.8% decline brought YTD sales to \$91,630,096 while the unincorporated area sale decline of 1.3% brought sales to \$165,272,990. The coming of Home Depot is certain to regain some of the market share for Kenai. (See detail on page 22.)

## **Annual Sales**

**Gross by Industry.** Updated information for 2002 KPB annual gross sales shows sales down 4.6% with sales of \$1,874,689,887 for the year. The loss may be a result of a 19.6% increase from 2000 to 2001. Four sectors marked gains as service sales, the second largest sector, increased 8.0% to \$276,978,391. Wholesale goods increased 6.3% to \$188,431,261 while FIRE sales of \$54,570,945 were up 1.1%. The \$22,579 in government sales marked an 11.1% increase.

Manufacturing sales experienced the greatest percentage loss with sales dropping 30.1% from \$287,725,053 during 2001 to \$201,047,383 during 2002. Mining saw a 10.2% decrease with sales of \$113,415,028. AFF sales were down 4.8% to \$16,728,174 while retail sales declined 1.5% to \$622,368,038. Lastly, TCPU sales dropped 0.6% with sales of \$172,691,179. (See detail on page 23.)



**Taxable by Industry.** Annual taxable sales increased 2.5% from 2001 to 2002 with sales of \$722,519,650. This follows a 5.7% increase from 2000 to 2001. Construction sales rose 6.9% to \$10,717,561, leading the gainers. The 5.5% TCPU gain resulted from sales of \$84,002,336. Retail sales increased 1.7% to \$416,965,400. FIRE and AFF sales gained 2.1% and 1.6% to total \$23,912,903 and \$4,460,924, respectively. Government sales 11.1% gain is inconsequential. (See detail on page 24)

**Gross by Area.** Two KPB areas reported sales increases when comparing 2002 to 2001. Homer sales expanded 14.5%, reaching \$262,310,151 for the year while Soldotna sales increased 5.8% to total \$325,838,133.

Kenai, Seldovia and Seward businesses reported declines for the year. Kenai sales of \$279,219,616 were down 10.1%; Seldovia sales of \$4,821,639 were down 7.7%; and Seward, with \$142,227,431 in sales, declined 4.1%. (See detail on page 25.)

**Taxable by Area.** Homer sales increased as expected due to the annexation with an increase of 12.9% to sales of \$120,736,498. Soldotna sales increased 2.6% with \$176,932,963 in sales while Seward sales increased 1.9% with reported sales of \$75,600,593.

To offset those gains, three areas reported declining sales. Kenai sales were down 0.4% to \$136,541,811 while Seldovia sales of \$3,278,144 were down 1.7%. Sales in the unincorporated areas dropped 0.8% to \$209,429,641. Any gain in Homer sales due to the annexation is offset by a sales decrease in the unincorporated area. (See detail on page 26.)

## **CONSTRUCTION PERMITTING**

### **Third Quarter 2003 Permitting**

For the quarter, 100 construction permits were issued in KPB cities, down 20.0% from third quarter 2002 when 125 permits were issued. Total value of those permits was \$11,041,635, down 33.5% from the same period of 2002.

**By Area, Value.** Kenai permits provided 33.5% of value for the quarter, issuing permit values totaling \$3,700,350. Homer permit values totaled \$3,090,075 which was 28.0% of the borough-wide total. Soldotna's \$2,418,310 in permit values and Seward's \$1,832,900 in value added 21.9% and 16.6% of the total, respectively. (See detail on page 31.)

**By Type, Value.** New Residential permit values totaled \$4,059,163 during third quarter 2003, accounting for 36.8% of total permit value. Commercial alteration/addition permitting added 31.0% of the total with \$3,419,900 in permit values. New commercial permit values of \$2,951,000 added 26.7% of the total. Finally, residential alteration activity produced a total value of \$611,572 or 5.5% of the total. (See detail on page 32)

**By Area, Volume.** Of the 100 construction permits issued during the quarter, Kenai issued 45, or 45.0% of the total. Homer added 21, Soldotna issued 19, and Seward finished the quarter with 15 permits. (See detail on page 33.)

**By Type, Volume.** Of the 100 construction permits issued during first quarter, 34 were issued for residential alteration/addition projects. Twenty-six permits each were issued for new residential and commercial alteration/addition projects. New commercial project activity resulted in 14 permits issued. (See detail on page 34.)

## **YTD Construction**

Year-to-date September 30 permit counts report 262 issued by KPB cities with an assessed value of \$34,467,932. This is down 11.2% in volume from the 295 permits issued by the same date during 2002. Total assessed value is down 16.1% from 2002 as total value year-to-date is \$34,467,932 compared to \$41,090,156 at the same time one year ago.

**By Area, Value.** Homer permits provided 34.8% of value for the first nine months of 2003, issuing permits for projects with assessed values totaling \$11,992,115. Kenai issued permits totaling \$7,986,300, 23.2% of the borough total. Seward's \$7,410,265 in permit values and Soldotna's \$7,079,252 in value added 21.5% and 20.5% of the total value, respectively. (See detail on page 35.)

**By Type, Value.** New residential permitting accounted for 37.0% of value with a total value of \$12,760,997. New commercial projects provided for \$11,988,210 or 34.8% of value while alteration/additions totaled \$7,749,946 or 22.5% of the total. Residential alteration/addition permits provided the balance, \$1,968,779, with 5.7% of the total. (See detail on page 36)

**By Area, Volume.** Two hundred sixty-two construction permits were issued in the KPB during the first nine months of 2003 with Kenai leading the pack, issuing 93 permits, 35.5% of the total. Homer added 69 permits for 26.3% while Soldotna issued 61 for 23.3%. Seward's 39 permits, 14.9%, completes the total. (See detail on page 37.)

**By Type, Volume.** Residential alteration/addition permits provided 31.3% of the total during the first nine months of 2003 as 82 permits were issued. Another 77 permits, 29.4%, were issued for new residential construction. New commercial activity accounted for 32, 12.2%, and commercial alteration/addition activity added 71 permits for 27.1%. (See detail on page 38.)

## **Annual Construction - Year 2002**

**By Area, Value.** Permit values during 2002 totaled \$45,922,776, a 1.9% increase over 2001 that follows a 60.1% increase over 2000. Kenai permitting provided 36.6% of the KPB annual value by issuing permits totaling \$16,799,400, a 23.7% increase over 2001. The \$11,163,894 total permit value issued by Soldotna added 24.3% to the KPB total and marked a 24.7% increase over the previous year. Homer permit values dropped 49.3% for the year, but that drop follows the value spike caused by permitting of the Pioneer Dock upgrade during 2001. The 2002 total was the fourth highest value since 1986. Seward permit values jumped 191.2% to \$7,910,703 and provided 17.2% of the KPB total. (See detail on page 39.)

**By Type, Value.** The \$45,922,776 in permit value issued during 2002 was 1.9% greater than 2001. New commercial activity resulted in permit values of \$21,793,729 and provided 47.5% of the KPB total. New residential permitting added 30.6% of the total value, \$14,050,064. Commercial alteration/addition permits totaled \$7,821,668, 17% of the total. Finally, residential alteration/addition permits added \$2,257,315 for 4.9% of the KPB total. Three of the categories experienced increased values for the year as new commercial permitting exceeded 2001 by 88.4%, residential alteration/addition values increased 13.7% and new residential values added 5.2%. The only decliner was in the commercial alteration/addition category, where values dropped by 56.9%; yet, the 2002 commercial alteration/addition value is the second strongest on record, second only to 2001 when Homer's Pioneer Dock, with a value of \$11,100,000, was permitted. (See detail on page 40.)

**By Area, Volume.** Three hundred forty-three permits were issued for the year, a 14.3% increase over 2001, and the highest volume on record. Of the permits issued, 121 were issued by Kenai, providing 32.7% of the total. Soldotna issued 91 permits and Seward issued 64 permits, 26.5% and 18.7%, respectively. Lastly, Homer issued 67 permits, 18.1% of the total. Seward's volume was 33.3% above one year ago, while Kenai was 39.1% ahead for the period. Both Homer and Soldotna saw decreases in permitting as Homer permit volume was down 6.9%; Soldotna's was down 2.2%. (See detail on page 41.)

**By Type, Volume.** New residential construction permits increased by 40.2% to 102 permits while residential alteration/addition activity increased to 110, a 15.4% increase. The 43 permits for new commercial structures is the highest on record, perhaps a factor of low interest rates but certainly an indication of satisfaction with market conditions in the area. Commercial alteration activity resulted in 88 permits issued for the year. Each category set a new record high with one exception. Commercial alteration permitting was only two less than the 90 issued during 2002. (See detail on page 42.)

## **EMPLOYMENT**

The KPB September 2003 labor force was 22,952 persons, the second highest September on record, second only to 1996 when the labor force totaled 23,228. The labor force totaled 21,705 during January 2003, rose to 25,370 during July and is now experiencing the customary winter decline.

There were 2,403 persons listed as unemployed in the KPB during September. Historically, the highest September unemployment total occurred during 1996 when 2,651 persons were ready and willing to work but were unable to find employment. As with the labor force, the 2003 total is the second highest on record.

KPB's September unemployment rate was the fifth highest September rate on record, reaching 10.5%, just below the 10.8% of September 2002. The lowest 2003 rate to date occurred during May, 9.9%, a typical summer phenomenon.

Twenty thousand five hundred and forty-nine persons were employed in the KPB during September 2003, a decrease of 1,758 from the August total. The average employment from 1993 through 2002 is 20,037 persons, placing 2003 employment 512 positions above the ten-year average. (See detail on pages 43-46.)

## **POPULATION**

Full detail of both 2001 and 2002 population estimates have been received and show the Kenai Peninsula population at 51,187 persons, a 1.9% gain for the year. (See page 47 through 52 for detail.)

# KPB Sales

Sales tax records provide data useful for predicting economic trends and provide a basis for administrative decisions. Data collected are specific to the area collecting and reporting sales but by combining data from reporting communities, KPB trends can be determined. Routinely, three years or twelve quarters of information are revised each quarter. Sales data is provided by the KPB Finance Department, Sales Tax Division.

Homer sales data are significantly affected by the annexation of 4.58 square miles which increased the total area of Homer by over twenty-eight percent. The annexation became effective April 1, 2002, resulting in skewed data showing YTD growth which is somewhat influenced by sales in the annexed region. Any sales gains in the Homer area due to the annexation are directly offset by sales declines in the KPB unincorporated reporting area.

KPB sales data include detail from Homer, Kenai, Seldovia, Seward, Soldotna and “KPB unincorporated” areas. “KPB unincorporated” indicates areas within the KPB but outside the boundaries of the five incorporated cities. It also includes Kachemak City, which does not impose a sales tax. The 2% KPB sales tax is included in the city rates listed below, with revenues dedicated to funding the KPB school district. The balance is the tax imposed by each city with revenues being managed by that city.

The KPB does not provide an incentive for reporting non-taxable sales, resulting in incomplete Gross Sales data.

6.5%	5.5%	5.0%	4.0%	2.0%
Seldovia	Homer	Kenai	Seldovia	KPB Unincorporated
(April - September)		Seward	(October - March)	
		Soldotna		

Gross and Taxable Sales data are received quarterly through Sales Tax Returns from businesses within the KPB. Sales that are exempt from sales tax include:

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

Industry abbreviations used in sales data include the following:

- AFF - Agriculture, Forestry and Fisheries - includes fish buyers;
- Min - Mining - includes Oil & Gas extraction;
- Const - Construction;
- Manu - Manufacturing - includes Oil & Gas Manufacturing and Fish Processing;
- TCPU - Travel, Communications and Public Utilities;
- Whole - Wholesale Trade;
- Retail - Retail Trade;
- FIRE - Finance, Insurance and Real Estate;
- Service - Services;
- Govt - Public Administration, Education and Services.

# KPB Sales - Third Quarter

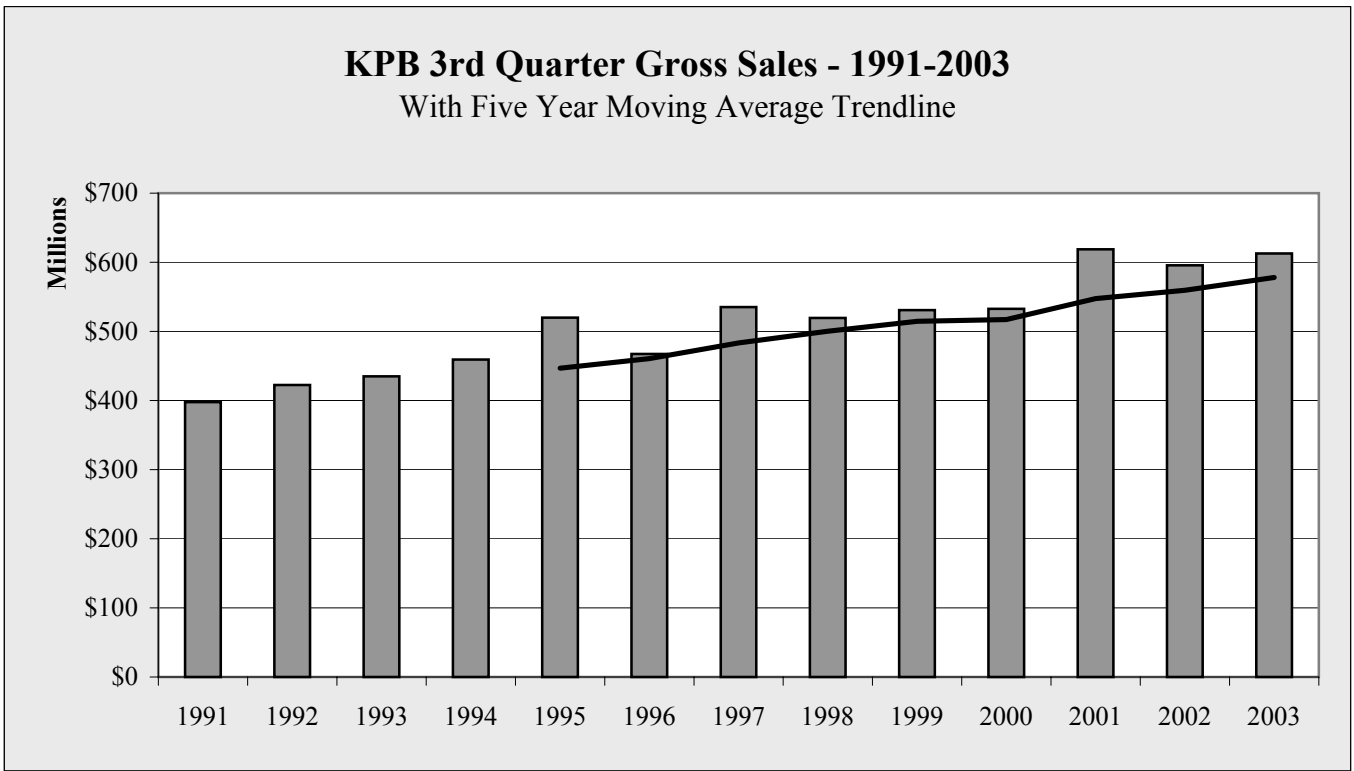


Chart 1.1



Chart 1.2

# KPB Sales - Third Quarter

**KPB 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	30,930,346	20,233,334	25,699,730	16,087,099	11,255,799	9,835,705	13,220,448	34.4%
Min	40,818,844	40,256,046	22,762,273	36,716,025	35,734,043	26,316,221	29,977,437	13.9%
Const	67,420,887	64,524,303	53,692,037	59,695,078	86,723,599	71,766,768	77,025,700	7.3%
Manu	58,203,122	45,399,624	60,059,506	33,825,248	65,102,674	56,768,859	65,725,783	15.8%
TCPU	41,328,768	43,745,681	45,976,697	43,406,226	51,366,016	51,534,884	43,382,082	-15.8%
Whole	48,311,811	45,909,746	48,350,292	56,057,089	56,224,113	57,163,085	60,845,574	6.4%
Retail	159,993,258	164,323,030	171,652,352	180,890,238	194,578,390	197,427,813	201,343,762	2.0%
FIRE	14,262,222	13,737,280	15,295,826	13,527,242	16,332,146	15,156,524	14,993,272	-1.1%
Service	74,011,917	81,307,137	87,382,828	92,517,906	101,338,912	109,656,225	106,101,436	-3.2%
Govt	17,992	11,654	5,353	1,781	7,371	4,290	12,192	184.2%
Total	397,211,078	432,932,104	401,490,353	532,723,932	618,663,063	595,630,374	612,627,686	2.9%
Annual Change		9.0%	-7.3%	32.7%	16.1%	-3.7%	2.9%	

Table 1.1

**KPB 3rd Quarter Gross Sales Ten Year Change by Industry - 1993-2003 - in \$**

	1993	2003	10 Year Change	
			Percentage	Numerical
AFF	50,166,041	13,220,448	-73.6%	-36,945,593
Min	33,872,338	29,977,437	-11.5%	-3,894,901
Const	42,068,812	77,025,700	83.1%	34,956,888
Manu	32,379,203	65,725,783	103.0%	33,346,580
TCPU	66,610,079	43,382,082	-34.9%	-23,227,997
Whole	20,487,617	60,845,574	197.0%	40,357,957
Retail	117,633,268	201,343,762	71.2%	83,710,494
FIRE	15,091,683	14,993,272	-0.7%	-98,411
Service	56,690,925	106,101,436	87.2%	49,410,511
Govt	2,147	12,192	467.9%	10,045
Total	324,878,306	612,627,686	88.6%	287,749,380

Table 1.2

**KPB 3rd Quarter Gross Sales by Industry 2001, 2002, 2003**

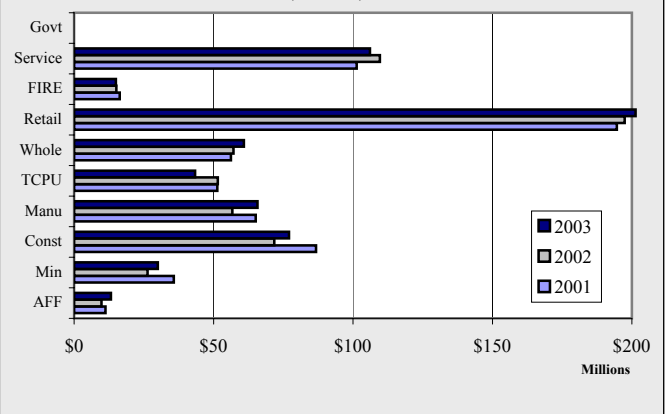


Chart 1.3

**KPB 3rd Quarter Gross Sales One Year Change by Industry - 2002-2003 - in \$**

	2002	2003	1 Year Change	
			Percentage	Numerical
AFF	9,835,705	13,220,448	34.4%	3,384,743
Min	26,316,221	29,977,437	13.9%	3,661,216
Const	71,766,768	77,025,700	7.3%	5,258,932
Manu	56,768,859	65,725,783	15.8%	8,956,924
TCPU	51,534,884	43,382,082	-15.8%	-8,152,802
Whole	57,163,085	60,845,574	6.4%	3,682,489
Retail	197,427,813	201,343,762	2.0%	3,915,949
FIRE	15,156,524	14,993,272	-1.1%	-163,252
Service	109,656,225	106,101,436	-3.2%	-3,554,789
Govt	4,290	12,192	184.2%	7,902
Total	595,630,374	612,627,686	2.9%	16,997,312

Table 1.3

**KPB 3rd Quarter Gross Sales Percent by Industry - 2003**

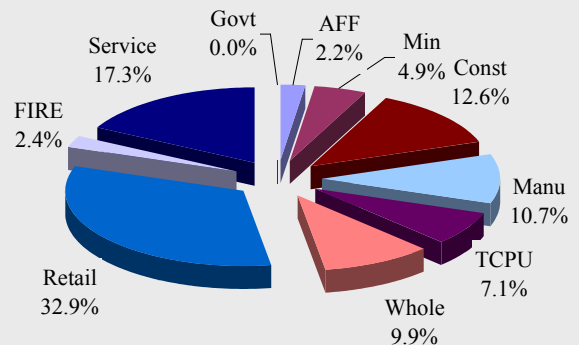


Chart 1.4

# KPB Sales - Third Quarter

**KPB 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	1,116,418	1,074,656	1,200,980	1,387,185	1,439,658	1,400,008	1,670,924	19.4%
Min	1,467,222	1,166,389	1,029,532	1,365,351	1,676,508	1,550,583	1,276,084	-17.7%
Const	2,704,662	3,026,895	2,984,509	2,918,781	3,060,074	3,280,664	3,268,742	-0.4%
Manu	3,457,609	3,479,453	3,249,141	3,521,436	3,503,699	3,717,020	3,229,398	-13.1%
TCPU	17,937,488	18,512,690	19,647,272	20,199,760	20,492,922	21,141,251	19,515,252	-7.7%
Whole	5,701,772	5,080,472	5,397,023	6,370,120	6,388,482	6,393,308	7,166,929	12.1%
Retail	108,717,267	112,072,244	118,892,395	123,657,738	130,654,276	135,726,776	136,938,491	0.9%
FIRE	5,074,741	5,044,396	5,291,396	5,930,702	6,665,819	6,885,915	6,273,268	-8.9%
Service	47,536,921	51,408,188	55,857,912	57,976,148	59,115,877	62,658,688	61,855,064	-1.3%
Govt	17,992	11,654	5,353	1,781	7,371	4,290	12,192	184.2%
Total	193,732,092	200,877,037	213,555,513	223,329,002	233,004,686	242,758,503	241,206,344	-0.6%
Annual Change		3.7%	6.3%	4.6%	4.3%	4.2%	-0.6%	

Table 1.4

**KPB 3rd Quarter Taxable Sales Ten Year Change by Industry - 1993-2003 - in \$**

	1993	2003	10 Year Change	
			Percentage	Numerical
AFF	1,323,212	1,670,924	26.3%	347,712
Min	2,131,678	1,276,084	-40.1%	-855,594
Const	2,191,143	3,268,742	49.2%	1,077,599
Manu	2,370,849	3,229,398	36.2%	858,549
TCPU	15,432,048	19,515,252	26.5%	4,083,204
Whole	5,216,451	7,166,929	37.4%	1,950,478
Retail	89,701,363	136,938,491	52.7%	47,237,128
FIRE	4,886,649	6,273,268	28.4%	1,386,619
Service	37,017,637	61,855,064	67.1%	24,837,427
Govt	2,147	12,192	467.9%	10,045
Total	160,273,177	241,206,344	50.5%	80,933,167

Table 1.5

**KPB 3rd Quarter Taxable Sales by Industry - 2001, 2002, 2003**

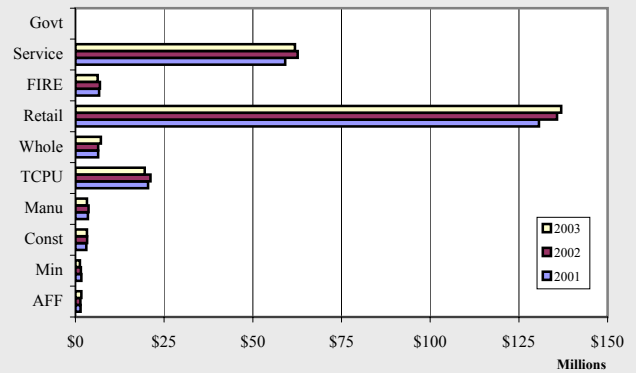


Chart 1.5

**KPB 3rd Quarter Taxable Sales One Year Change by Industry - 2002-2003 - in \$**

	2002	2003	1 Year Change	
			Percentage	Numerical
AFF	1,400,008	1,670,924	19.4%	270,916
Min	1,550,583	1,276,084	-17.7%	-274,499
Const	3,280,664	3,268,742	-0.4%	-11,922
Manu	3,717,020	3,229,398	-13.1%	-487,622
TCPU	21,141,251	19,515,252	-7.7%	-1,625,999
Whole	6,393,308	7,166,929	12.1%	773,621
Retail	135,726,776	136,938,491	0.9%	1,211,715
FIRE	6,885,915	6,273,268	-8.9%	-612,647
Service	62,658,688	61,855,064	-1.3%	-803,624
Govt	4,290	12,192	184.2%	7,902
Total	242,758,503	241,206,344	-0.6%	-1,552,159

Table 1.6

**KPB 3rd Quarter Taxable Sales Percent by Industry - 2003**

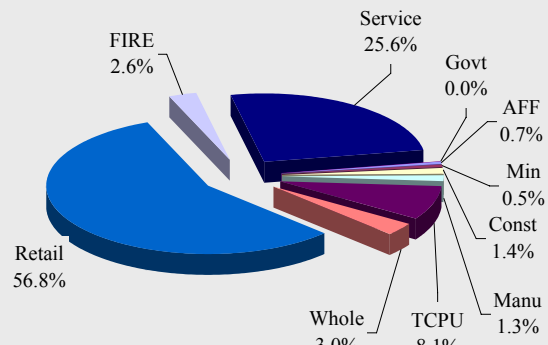


Chart 1.6



# KPB Sales - Third Quarter

**KPB 3rd Quarter Gross Sales by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	62,490,851	70,886,151	66,353,121	69,961,368	77,085,726	89,264,797	84,860,995	-4.9%
Kenai	92,318,998	85,276,693	91,880,728	89,505,566	94,905,591	82,243,702	79,011,684	-3.9%
Seldovia	1,636,472	1,584,201	1,707,186	1,693,636	1,951,404	1,696,698	2,820,782	66.3%
Seward	54,552,242	50,480,063	50,509,645	57,260,079	62,872,442	56,704,699	60,100,806	6.0%
Soldotna	71,982,003	76,091,735	87,704,206	88,906,498	95,670,432	103,607,493	104,965,875	1.3%
KPB Unincorporated	252,318,601	235,128,992	232,722,008	225,396,785	286,177,468	262,112,985	280,867,544	7.2%
Total	535,299,167	519,447,835	530,876,894	532,723,932	618,663,063	595,630,374	612,627,686	2.9%
Annual Change		-3.0%	2.2%	0.3%	16.1%	-3.7%	2.9%	

Table 1.7

**KPB 3rd Quarter Gross Sales Ten Year Change by Area - 1993-2003 - in \$**

	10 Year Change			
	1993	2003	Percentage	Numerical
Homer	50,615,555	84,860,995	67.7%	34,245,440
Kenai	101,659,304	79,011,684	-22.3%	-22,647,620
Seldovia	1,271,248	2,820,782	121.9%	1,549,534
Seward	34,896,156	60,100,806	72.2%	25,204,650
Soldotna	49,778,913	104,965,875	110.9%	55,186,962
KPB Unincorporated	196,780,937	280,867,544	42.7%	84,086,607
Total	435,002,113	612,627,686	40.8%	177,625,573

Table 1.8

**KPB 3rd Quarter Comparative Gross Sales by Area - 2001, 2002, 2003**

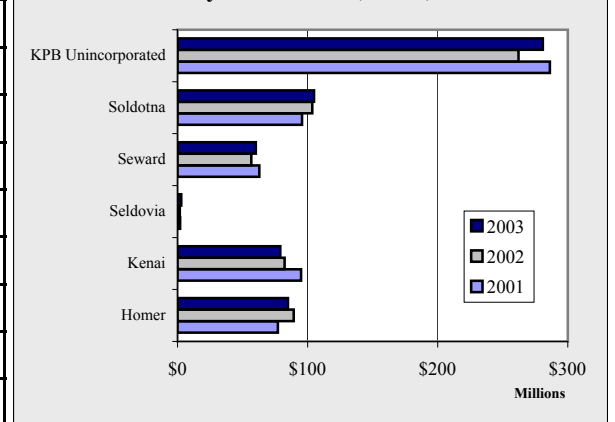


Chart 1.7

**KPB 3rd Quarter Gross Sales One Year Change by Area - 2002-2003 - in \$**

	1 Year Change			
	2002	2003	Percentage	Numerical
Homer	89,264,797	84,860,995	-4.9%	-4,403,802
Kenai	82,243,702	79,011,684	-3.9%	-3,232,018
Seldovia	1,696,698	2,820,782	66.3%	1,124,084
Seward	56,704,699	60,100,806	6.0%	3,396,107
Soldotna	103,607,493	104,965,875	1.3%	1,358,382
KPB Unincorporated	262,112,985	280,867,544	7.2%	18,754,559
Total	595,630,374	612,627,686	2.9%	16,997,312

Table 1.9

**KPB 3rd Quarter Gross Sales Percent by Area - 2003**

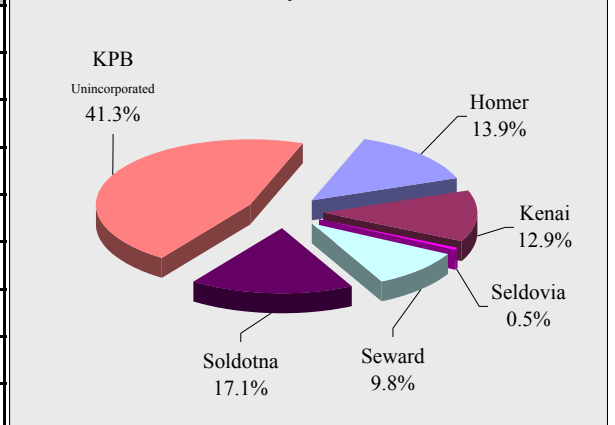


Chart 1.8

# KPB Sales - Third Quarter

**KPB 3rd Quarter Taxable Sales by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	31,654,939	32,103,748	34,247,729	35,632,061	37,256,820	42,946,433	43,809,249	2.0%
Kenai	34,152,494	33,360,588	34,560,194	36,634,363	38,156,905	38,152,082	30,843,431	-19.2%
Seldovia	1,199,774	1,251,027	1,144,627	1,241,108	1,201,375	1,195,187	1,135,615	-5.0%
Seward	26,208,216	29,591,398	31,789,068	32,903,473	33,590,723	34,336,932	34,450,604	0.3%
Soldotna	44,323,596	46,529,812	50,500,561	50,522,683	54,140,873	57,462,756	61,947,131	7.8%
KPB Unincorporated	56,193,073	58,040,464	61,313,334	66,395,314	68,657,990	68,665,113	69,020,314	0.5%
Total	193,732,092	200,877,037	213,555,513	223,329,002	233,004,686	242,758,503	241,206,344	-0.6%
Annual Change		3.7%	6.3%	4.6%	4.3%	4.2%	-0.6%	

Table 1.10

**KPB 3rd Quarter Taxable Sales Ten Year Change by Area - 1993-2003 - in \$**

	1993	2003	10 Year Change	
			Percentage	Numerical
Homer	29,152,888	43,809,249	50.3%	14,656,361
Kenai	35,536,079	30,843,431	-13.2%	-4,692,648
Seldovia	996,227	1,135,615	14.0%	139,388
Seward	19,380,374	34,450,604	77.8%	15,070,230
Soldotna	29,216,512	61,947,131	112.0%	32,730,619
KPB Unincorporated	45,991,097	69,020,314	50.1%	23,029,217
Total	160,273,177	241,206,344	50.5%	80,933,167

Table 1.11

**KPB 3rd Quarter Comparative Taxable Sales by Area - 2001, 2002, 2003**

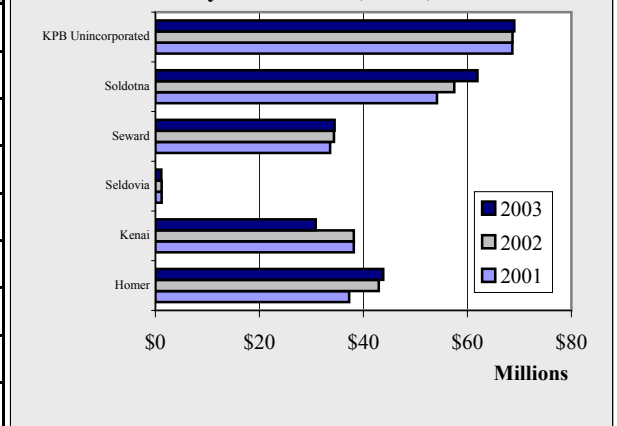


Chart 1.9

**KPB 3rd Quarter Taxable Sales One Year Change by Area - 2002-2003 - in \$**

	2002	2003	1 Year Change	
			Percentage	Numerical
Homer	42,946,433	43,809,249	2.0%	862,816
Kenai	38,152,082	30,843,431	-19.2%	-7,308,651
Seldovia	1,195,187	1,135,615	-5.0%	-59,572
Seward	34,336,932	34,450,604	0.3%	113,672
Soldotna	57,462,756	61,947,131	7.8%	4,484,375
KPB Unincorporated	68,665,113	69,020,314	0.5%	355,201
Total	242,758,503	241,206,344	-0.6%	-1,552,159

Table 1.12

**KPB 3rd Quarter Taxable Sales Percent by Area - 2003**

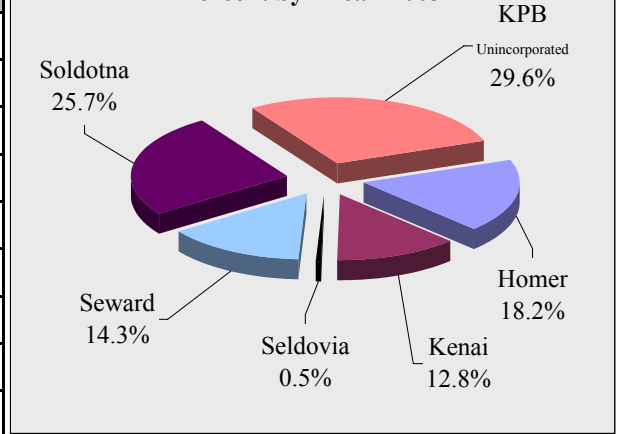


Chart 1.10

# KPB Sales - Year-to-Date 9/30/2003

**KPB YTD Gross Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	44,351,542	26,505,916	29,932,359	23,411,329	15,619,297	14,675,164	19,285,398	31.4%
Min	89,285,519	141,590,983	82,835,844	83,451,127	90,068,349	90,840,113	73,723,451	-18.8%
Const	130,146,001	131,736,746	116,222,435	131,032,597	176,671,960	164,630,398	182,612,325	10.9%
Manu	133,026,001	112,529,404	124,440,056	93,340,549	170,252,210	122,774,068	138,561,970	12.9%
TCPU	112,426,764	120,645,092	125,754,388	117,278,329	130,056,782	134,693,395	120,335,322	-10.7%
Whole	114,902,255	113,804,432	117,814,212	133,619,716	136,493,704	140,969,840	147,679,919	4.8%
Retail	386,588,103	416,625,005	415,531,893	437,257,540	477,077,812	477,771,799	498,494,836	4.3%
FIRE	40,673,076	38,456,308	40,343,965	37,806,511	40,668,861	42,183,069	41,703,747	-1.1%
Service	156,333,199	172,652,399	181,472,372	193,072,803	208,411,109	230,712,226	225,563,082	-2.2%
Govt	39,567	23,947	25,165	15,103	19,116	18,849	33,191	76.1%
Total	1,207,772,027	1,274,570,232	1,234,372,689	1,250,285,604	1,445,339,200	1,419,268,921	1,447,993,241	2.0%
Annual Change		5.5%	-3.2%	1.3%	15.6%	-1.8%	2.0%	

Table 1.13

**KPB YTD Gross Sales Ten Year Change by Industry - 1993-2003 - in \$**

	1993	2003	10 Year Change	
			Percentage	Numerical
AFF	63,784,660	19,285,398	-69.8%	-44,499,262
Min	86,934,827	73,723,451	-15.2%	-13,211,376
Const	88,284,668	182,612,325	106.8%	94,327,657
Manu	94,382,129	138,561,970	46.8%	44,179,841
TCPU	165,830,885	120,335,322	-27.4%	-45,495,563
Whole	50,530,302	147,679,919	192.3%	97,149,617
Retail	282,875,193	498,494,836	76.2%	215,619,643
FIRE	36,313,820	41,703,747	14.8%	5,389,927
Service	120,109,354	225,563,082	87.8%	105,453,728
Govt	6,557	33,191	406.2%	26,634
Total	989,052,395	1,447,993,241	46.4%	458,940,846

Table 1.14

**KPB YTD Gross Sales by Industry 2001, 2002, 2003**

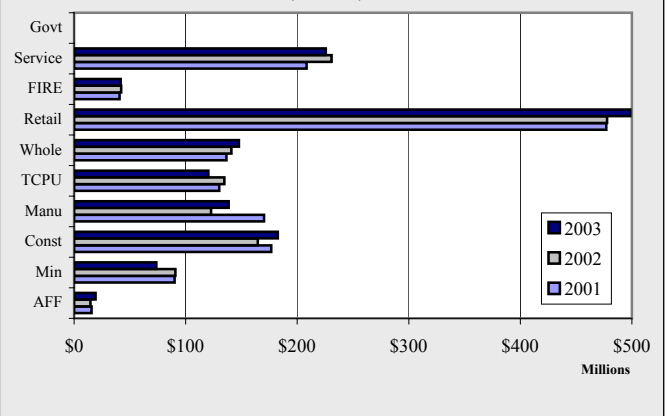


Chart 1.11

**KPB YTD Gross Sales One Year Change by Industry - 2002-2003 - in \$**

	2002	2003	1 Year Change	
			Percentage	Numerical
AFF	14,675,164	19,285,398	31.4%	4,610,234
Min	90,840,113	73,723,451	-18.8%	-17,116,662
Const	164,630,398	182,612,325	10.9%	17,981,927
Manu	122,774,068	138,561,970	12.9%	15,787,902
TCPU	134,693,395	120,335,322	-10.7%	-14,358,073
Whole	140,969,840	147,679,919	4.8%	6,710,079
Retail	477,771,799	498,494,836	4.3%	20,723,037
FIRE	42,183,069	41,703,747	-1.1%	-479,322
Service	230,712,226	225,563,082	-2.2%	-5,149,144
Govt	18,849	33,191	76.1%	14,342
Total	1,419,268,921	1,447,993,241	2.0%	28,724,320

Table 1.15

**KPB YTD Gross Sales Percent by Industry - 2003**

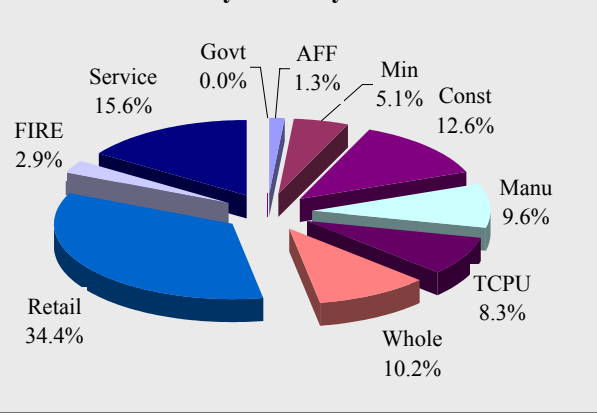


Chart 1.12

# KPB Sales - Year-to-Date 9/30/2003

## KPB YTD Taxable Sales by Industry - 1997-2003 - in \$

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	2,696,501	2,703,362	2,819,203	3,290,269	3,568,750	3,620,048	4,010,035	10.8%
Min	3,583,435	4,159,321	2,730,828	3,353,218	4,253,804	4,517,435	3,625,161	-19.8%
Const	6,547,762	7,214,943	7,357,411	7,289,460	7,465,498	8,012,204	8,464,135	5.6%
Manu	7,473,273	7,737,893	7,336,740	7,806,312	7,886,389	7,816,529	7,275,498	-6.9%
TCPU	52,213,457	54,202,371	57,677,741	58,618,848	58,963,873	64,219,990	61,428,864	-4.3%
Whole	15,398,049	13,930,745	14,143,083	16,340,671	16,973,820	17,035,417	18,693,024	9.7%
Retail	257,887,356	268,152,307	279,095,724	290,881,907	312,239,783	320,871,275	328,469,989	2.4%
FIRE	14,099,561	14,112,221	14,585,260	15,363,284	17,579,978	18,351,289	17,407,228	-5.1%
Service	96,162,748	102,743,707	109,801,892	114,938,189	118,225,988	123,340,283	122,563,264	-0.6%
Govt	39,567	23,947	25,165	15,103	19,116	18,849	33,191	76.1%
Total	456,101,709	474,980,817	495,573,047	517,897,261	547,176,999	567,803,319	571,970,389	0.7%
Annual Change		4.1%	4.3%	4.5%	5.7%	3.8%	0.7%	

Table 1.16

## KPB YTD Taxable Sales Ten Year Change by Industry - 1993-2003 - in \$

	1993	2003	10 Year Change	
			Percentage	Numerical
AFF	3,052,808	4,010,035	31.4%	957,227
Min	5,490,393	3,625,161	-34.0%	-1,865,232
Const	5,563,482	8,464,135	52.1%	2,900,653
Manu	5,642,631	7,275,498	28.9%	1,632,867
TCPU	44,569,366	61,428,864	37.8%	16,859,498
Whole	13,224,828	18,693,024	41.3%	5,468,196
Retail	212,394,014	328,469,989	54.7%	116,075,975
FIRE	13,143,623	17,407,228	32.4%	4,263,605
Service	75,502,520	122,563,264	62.3%	47,060,744
Govt	6,101	33,191	444.0%	27,090
Total	378,589,766	571,970,389	51.1%	193,380,623

Table 1.17

## KPB YTD Taxable Sales by Industry 2001, 2002, 2003

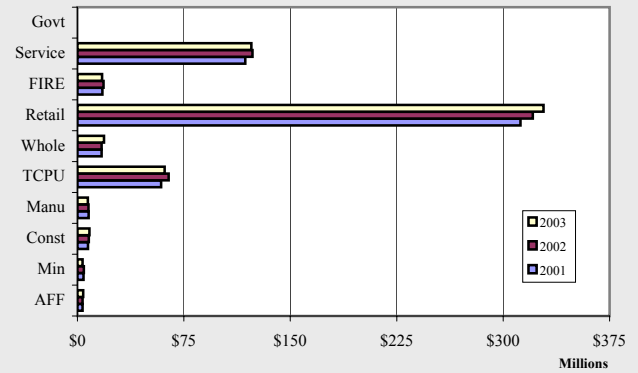


Chart 1.13

## KPB YTD Taxable Sales One Year Change by Industry - 2002-2003 - in \$

	2002	2003	1 Year Change	
			Percentage	Numerical
AFF	3,620,048	4,010,035	10.8%	389,987
Min	4,517,435	3,625,161	-19.8%	-892,274
Const	8,012,204	8,464,135	5.6%	451,931
Manu	7,816,529	7,275,498	-6.9%	-541,031
TCPU	64,219,990	61,428,864	-4.3%	-2,791,126
Whole	17,035,417	18,693,024	9.7%	1,657,607
Retail	320,871,275	328,469,989	2.4%	7,598,714
FIRE	18,351,289	17,407,228	-5.1%	-944,061
Service	123,340,283	122,563,264	-0.6%	-777,019
Govt	18,849	33,191	76.1%	14,342
Total	567,803,319	571,970,389	0.7%	4,167,070

Table 1.18

## KPB YTD Taxable Sales Percent by Industry - 2003

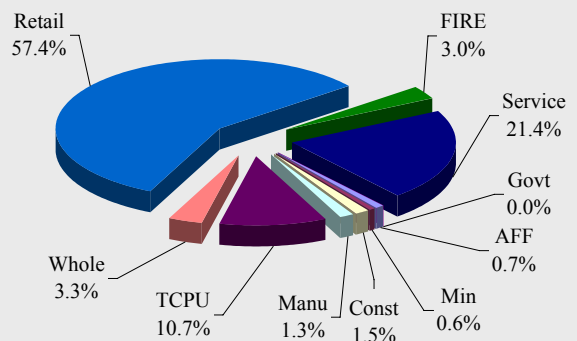


Chart 1.14

# KPB Sales - Year-to-Date 9/30/2003

**KPB YTD Gross Sales by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	157,489,502	165,643,000	159,777,957	167,649,667	174,652,190	201,906,763	210,753,897	4.4%
Kenai	208,596,499	212,470,850	202,795,789	211,273,705	234,011,332	211,040,483	207,435,569	-1.7%
Seldovia	3,893,982	3,851,038	4,003,432	4,371,228	4,313,831	3,865,138	5,290,980	36.9%
Seward	117,299,742	108,479,253	109,907,857	114,361,913	127,855,662	120,039,806	127,970,329	6.6%
Soldotna	171,166,590	184,197,513	207,009,128	216,623,609	230,270,720	245,685,550	254,287,949	3.5%
KPB Unincorporated	549,325,712	599,928,578	550,878,526	536,005,482	674,235,465	636,731,181	642,254,517	0.9%
Total	1,207,772,027	1,274,570,232	1,234,372,689	1,250,285,604	1,445,339,200	1,419,268,921	1,447,993,241	2.0%
Annual Change		5.5%	-3.2%	1.3%	15.6%	-1.8%	2.0%	

Table 1.19

**KPB YTD Gross Sales Ten Year Change by Area - 1993-2003 - in \$**

	10 Year Change			
	1993	2003	Percentage	Numerical
Homer	118,739,945	210,753,897	77.5%	92,013,952
Kenai	195,150,709	207,435,569	6.3%	12,284,860
Seldovia	3,304,356	5,290,980	60.1%	1,986,624
Seward	75,937,129	127,970,329	68.5%	52,033,200
Soldotna	123,024,857	254,287,949	106.7%	131,263,092
KPB Unincorporated	472,895,399	642,254,517	35.8%	169,359,118
Total	989,052,395	1,447,993,241	46.4%	458,940,846

Table 1.20

**KPB YTD Comparative Gross Sales by Area - 2001, 2002, 2003**

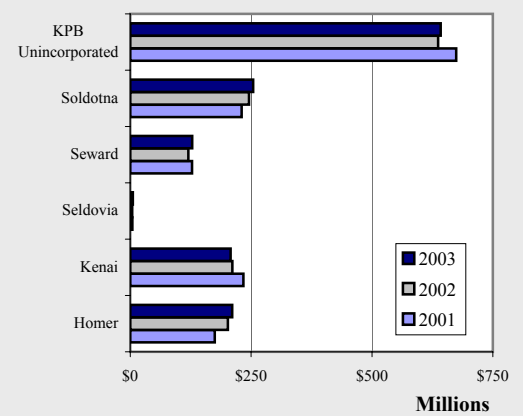


Chart 1.15

**KPB YTD Gross Sales One Year Change by Area - 2002-2003 - in \$**

	1 Year Change			
	2002	2003	Percentage	Numerical
Homer	201,906,763	210,753,897	4.4%	8,847,134
Kenai	211,040,483	207,435,569	-1.7%	-3,604,914
Seldovia	3,865,138	5,290,980	36.9%	1,425,842
Seward	120,039,806	127,970,329	6.6%	7,930,523
Soldotna	245,685,550	254,287,949	3.5%	8,602,399
KPB Unincorporated	636,731,181	642,254,517	0.9%	5,523,336
Total	1,419,268,921	1,447,993,241	2.0%	28,724,320

Table 1.21

**KPB YTD Gross Sales Percent by Area - 2003**

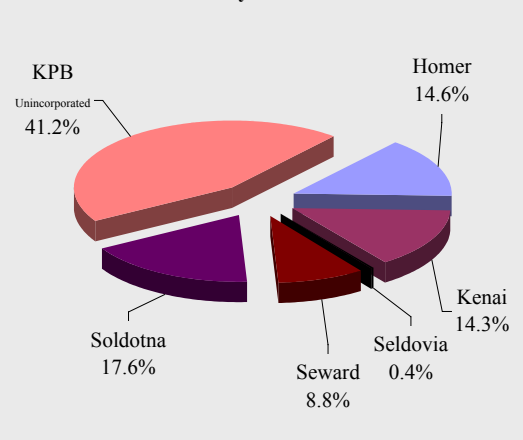


Chart 1.16

# KPB Sales - Year-to-Date 9/30/2003

**KPB YTD Taxable Sales by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	73,828,982	74,888,425	77,824,755	81,709,643	85,134,550	95,748,928	103,164,613	7.7%
Kenai	88,110,887	88,073,541	90,649,276	93,703,781	101,048,859	101,601,923	91,630,096	-9.8%
Seldovia	2,750,177	2,781,636	2,630,027	2,828,456	2,731,274	2,669,771	2,693,126	0.9%
Seward	51,973,648	57,505,665	60,914,932	63,438,731	64,217,150	65,565,195	65,802,335	0.4%
Soldotna	104,530,267	110,955,552	117,145,729	118,953,719	129,526,594	134,690,573	143,407,229	6.5%
KPB Unincorporated	134,907,748	140,775,998	146,408,328	157,262,931	164,518,572	167,526,929	165,272,990	-1.3%
Total	456,101,709	474,980,817	495,573,047	517,897,261	547,176,999	567,803,319	571,970,389	0.7%
Annual Change		4.1%	4.3%	4.5%	5.7%	3.8%	0.7%	

Table 1.22

**KPB YTD Taxable Sales Ten Year Change by Area - 1993-2003 - in \$**

	10 Year Change			
	1993	2003	Percentage	Numerical
Homer	66,201,814	103,164,613	55.8%	36,962,799
Kenai	81,430,664	91,630,096	12.5%	10,199,432
Seldovia	2,318,184	2,693,126	16.2%	374,942
Seward	40,536,889	65,802,335	62.3%	25,265,446
Soldotna	74,272,016	143,407,229	93.1%	69,135,213
KPB Unincorporated	113,830,199	165,272,990	45.2%	51,442,791
Total	378,589,766	571,970,389	51.1%	193,380,623

Table 1.23

**KPB YTD Comparative Taxable Sales by Area - 2001, 2002, 2003**

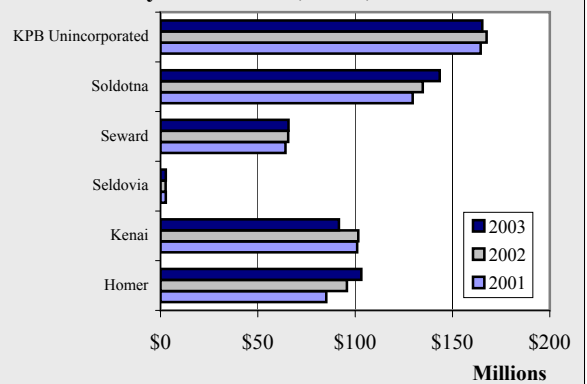


Chart 1.17

**KPB YTD Taxable Sales One Year Change by Area - 2002-2003 - in \$**

	1 Year Change			
	2002	2003	Percentage	Numerical
Homer	95,748,928	103,164,613	7.7%	7,415,685
Kenai	101,601,923	91,630,096	-9.8%	-9,971,827
Seldovia	2,669,771	2,693,126	0.9%	23,355
Seward	65,565,195	65,802,335	0.4%	237,140
Soldotna	134,690,573	143,407,229	6.5%	8,716,656
KPB Unincorporated	167,526,929	165,272,990	-1.3%	-2,253,939
Total	567,803,319	571,970,389	0.7%	4,167,070

Table 1.24

**KPB YTD Taxable Sales Percent by Area - 2003**

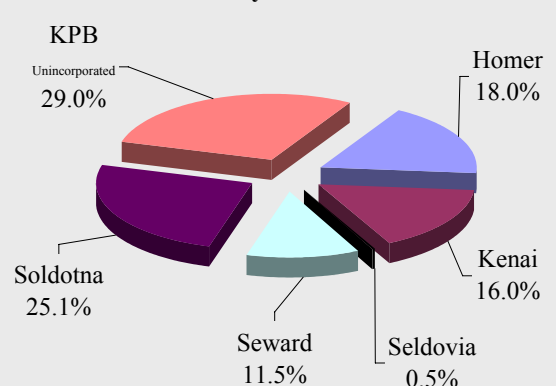


Chart 1.18

# KPB Sales - Annual

**KPB Annual Gross Sales by Industry - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	51,516,796	49,840,002	30,373,442	32,347,943	24,816,872	17,562,823	16,728,174	-4.8%
Min	79,752,542	135,624,731	190,689,442	115,241,075	121,868,065	126,250,792	113,415,028	-10.2%
Const	161,890,587	185,590,382	187,102,648	166,008,223	184,652,836	240,345,945	228,436,909	-5.0%
Manu	162,686,787	169,016,381	147,360,433	165,066,528	117,856,947	287,725,053	201,047,383	-30.1%
TCPU	141,719,843	148,097,013	159,766,641	169,321,042	156,520,941	173,650,049	172,691,179	-0.6%
Whole	127,577,106	151,043,115	149,117,372	155,121,630	171,204,023	177,341,808	188,431,261	6.3%
Retail	474,015,670	504,943,192	547,202,550	545,752,691	579,248,488	631,956,403	622,368,038	-1.5%
FIRE	53,774,754	52,727,075	50,782,517	51,186,806	50,296,176	53,974,881	54,570,945	1.1%
Service	182,999,789	196,620,112	211,144,805	220,251,298	236,647,645	256,467,494	276,978,391	8.0%
Govt	33,095	45,245	26,751	28,814	17,350	20,316	22,579	11.1%
Total	1,435,966,969	1,593,547,248	1,673,566,601	1,620,326,050	1,643,129,343	1,965,295,564	1,874,689,887	-4.6%
Annual Change		11.0%	5.0%	-3.2%	1.4%	19.6%	-4.6%	

Table 1.25

**KPB Annual Gross Sales Ten Year Change by Industry - 1992-2002 - in \$**

	10 Year Change			
	1992	2002	Percentage	Numerical
AFF	55,728,564	16,728,174	-70.0%	-39,000,390
Min	115,206,945	113,415,028	-1.6%	-1,791,917
Const	114,921,008	228,436,909	98.8%	113,515,901
Manu	144,357,796	201,047,383	39.3%	56,689,587
TCPU	207,788,226	172,691,179	-16.9%	-35,097,047
Whole	63,221,310	188,431,261	198.1%	125,209,951
Retail	351,819,532	622,368,038	76.9%	270,548,506
FIRE	43,187,990	54,570,945	26.4%	11,382,955
Service	146,154,720	276,978,391	89.5%	130,823,671
Govt	27,194	22,579	-17.0%	-4,615
Total	1,242,413,285	1,874,689,887	50.9%	632,276,602

Table 1.26

**KPB Annual Gross Sales One Year Change by Industry - 2001-2002 - in \$**

	1 Year Change			
	2001	2002	Percentage	Numerical
AFF	17,562,823	16,728,174	-4.8%	-834,649
Min	126,250,792	113,415,028	-10.2%	-12,835,764
Const	240,345,945	228,436,909	-5.0%	-11,909,036
Manu	287,725,053	201,047,383	-30.1%	-86,677,670
TCPU	173,650,049	172,691,179	-0.6%	-958,870
Whole	177,341,808	188,431,261	6.3%	11,089,453
Retail	631,956,403	622,368,038	-1.5%	-9,588,365
FIRE	53,974,881	54,570,945	1.1%	596,064
Service	256,467,494	276,978,391	8.0%	20,510,897
Govt	20,316	22,579	11.1%	2,263
Total	1,965,295,564	1,874,689,887	-4.6%	-90,605,677

Table 1.27

**KPB Annual Comparative Gross Sales by Industry - 2000, 2001, 2002**

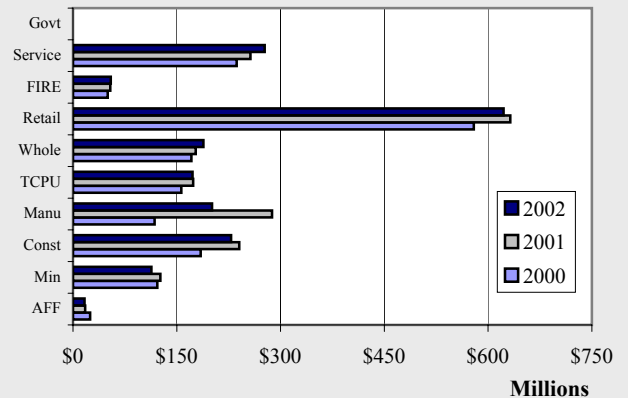


Chart 1.19

**KPB Annual Gross Sales Percent by Industry - 2002**

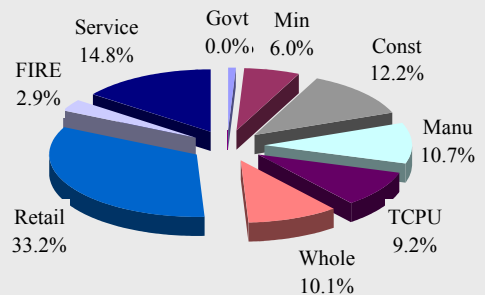


Chart 1.20

# KPB Sales - Annual

**KPB Annual Taxable Sales by Industry - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	2,998,809	3,354,906	3,458,989	3,539,802	4,148,862	4,390,790	4,460,924	1.6%
Min	4,211,192	5,109,284	5,202,698	3,828,650	4,613,878	5,863,223	5,841,185	-0.4%
Const	8,384,667	8,746,301	9,821,330	9,921,434	9,688,792	10,030,349	10,717,561	6.9%
Manu	8,679,682	9,258,454	9,578,020	9,251,298	9,792,611	9,654,663	9,616,559	-0.4%
TCPU	66,613,587	69,494,931	72,108,745	79,282,344	77,614,059	79,645,825	84,002,336	5.5%
Whole	20,433,614	20,313,425	18,357,305	19,290,256	21,538,270	22,621,212	22,036,703	-2.6%
Retail	326,078,769	339,027,380	353,131,302	367,123,730	382,578,826	410,070,746	416,965,400	1.7%
FIRE	18,688,995	18,489,067	18,576,711	18,862,816	20,648,101	23,430,772	23,912,903	2.1%
Service	108,747,631	116,685,824	122,225,757	129,434,976	136,236,408	139,391,133	144,943,500	4.0%
Govt	33,095	45,238	26,744	28,814	17,350	20,316	22,579	11.1%
Total	564,870,041	590,524,810	612,487,601	640,564,120	666,877,157	705,119,029	722,519,650	2.5%
Annual Change		4.5%	3.7%	4.6%	4.1%	5.7%	2.5%	

Table 1.28

**KPB Annual Taxable Sales Ten Year Change by Industry - 1992-2002 - in \$**

	10 Year Change			
	1992	2002	Percentage	Numerical
AFF	3,780,787	4,460,924	18.0%	680,137
Min	7,177,124	5,841,185	-18.6%	-1,335,939
Const	6,562,828	10,717,561	63.3%	4,154,733
Manu	7,028,676	9,616,559	36.8%	2,587,883
TCPU	57,526,325	84,002,336	46.0%	26,476,011
Whole	15,815,793	22,036,703	39.3%	6,220,910
Retail	264,542,402	416,965,400	57.6%	152,422,998
FIRE	16,096,437	23,912,903	48.6%	7,816,466
Service	84,425,583	144,943,500	71.7%	60,517,917
Govt	13,103	22,579	72.3%	9,476
Total	462,969,058	722,519,650	56.1%	259,550,592

Table 1.29

**KPB Annual Comparative Taxable Sales by Industry - 2000, 2001, 2002**

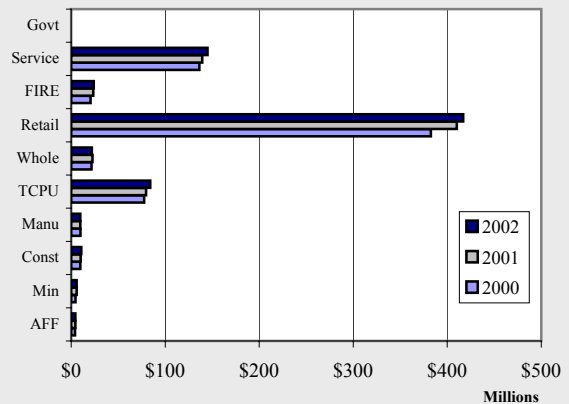


Chart 1.21

**KPB Annual Taxable Sales One Year Change by Industry - 2001-2002 - in \$**

	1 Year Change			
	2001	2002	Percentage	Numerical
AFF	4,390,790	4,460,924	1.6%	70,134
Min	5,863,223	5,841,185	-0.4%	-22,038
Const	10,030,349	10,717,561	6.9%	687,212
Manu	9,654,663	9,616,559	-0.4%	-38,104
TCPU	79,645,825	84,002,336	5.5%	4,356,511
Whole	22,621,212	22,036,703	-2.6%	-584,509
Retail	410,070,746	416,965,400	1.7%	6,894,654
FIRE	23,430,772	23,912,903	2.1%	482,131
Service	139,391,133	144,943,500	4.0%	5,552,367
Govt	20,316	22,579	11.1%	2,263
Total	705,119,029	722,519,650	2.5%	17,400,621

Table 1.30

**KPB Annual Taxable Sales Percent by Industry - 2002**

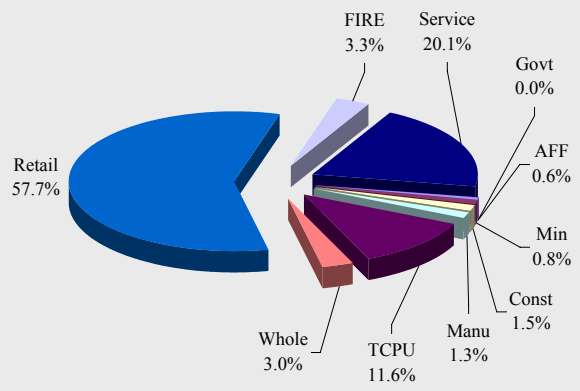


Chart 1.22



# KPB Sales - Annual

**KPB Annual Gross Sales by Area - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
Homer	199,130,858	203,199,870	212,442,617	203,842,475	215,872,824	229,189,172	262,310,151	14.5%
Kenai	248,731,027	278,096,377	280,079,940	270,746,118	283,682,464	310,427,875	279,219,616	-10.1%
Seldovia	5,729,992	4,773,255	4,723,739	4,844,770	5,267,325	5,226,307	4,821,639	-7.7%
Seward	133,848,642	145,547,675	132,506,248	130,155,521	142,152,279	148,359,336	142,227,431	-4.1%
Soldotna	218,250,448	232,583,888	250,793,664	277,588,737	288,011,508	307,872,208	325,838,133	5.8%
KPB Unincorporated	630,276,002	729,346,183	793,020,393	733,148,429	708,142,943	964,220,666	860,272,917	-10.8%
Total	1,435,966,969	1,593,547,248	1,673,566,601	1,620,326,050	1,643,129,343	1,965,295,564	1,874,689,887	-4.6%
Annual Change		11.0%	5.0%	-3.2%	1.4%	19.6%	-4.6%	

Table 1.31

**KPB Annual Gross Sales Ten Year Change by Area - 1992-2002 - in \$**

	1992	2002	10 Year Change	
			Percentage	Numerical
Homer	140,295,545	262,310,151	87.0%	122,014,606
Kenai	216,048,309	279,219,616	29.2%	63,171,307
Seldovia	5,233,059	4,821,639	-7.9%	-411,420
Seward	87,987,282	142,227,431	61.6%	54,240,149
Soldotna	164,956,587	325,838,133	97.5%	160,881,546
KPB Unincorporated	627,892,503	860,272,917	37.0%	232,380,414
Total	1,242,413,285	1,874,689,887	50.9%	632,276,602

Table 1.32

**KPB Annual Comparative Gross Sales by Area - 2000, 2001, 2002**

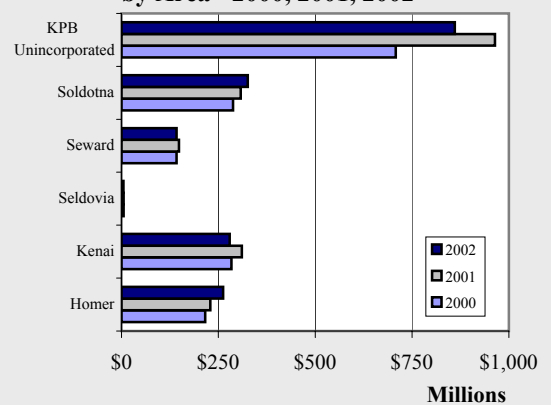


Chart 1.23

**KPB Annual Gross Sales One Year Change by Area - 2001-2002 - in \$**

	2001	2002	1 Year Change	
			Percentage	Numerical
Homer	229,189,172	262,310,151	14.5%	33,120,979
Kenai	310,427,875	279,219,616	-10.1%	-31,208,259
Seldovia	5,226,307	4,821,639	-7.7%	-404,668
Seward	148,359,336	142,227,431	-4.1%	-6,131,905
Soldotna	307,872,208	325,838,133	5.8%	17,965,925
KPB Unincorporated	964,220,666	860,272,917	-10.8%	-103,947,749
Total	1,965,295,564	1,874,689,887	-4.6%	-90,605,677

Table 1.33

**KPB Annual Gross Sales Percentage by Area - 2002**

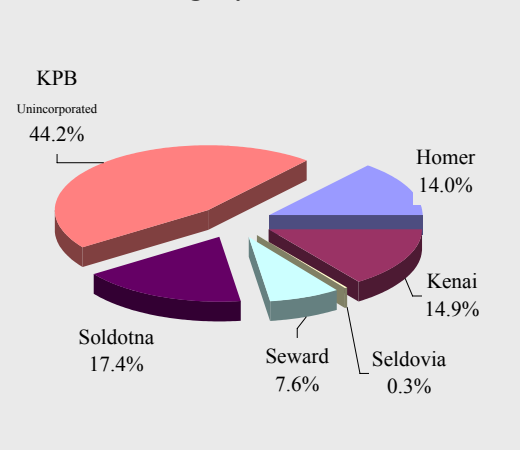


Chart 1.24

# KPB Sales - Annual

**KPB Annual Taxable Sales by Area - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
Homer	89,927,398	93,325,925	94,441,342	98,148,738	103,093,816	106,907,740	120,736,498	12.9%
Kenai	116,551,530	118,576,754	120,030,707	124,367,091	127,766,126	137,046,049	136,541,841	-0.4%
Seldovia	3,430,309	3,336,023	3,398,293	3,229,249	3,418,123	3,336,115	3,278,114	-1.7%
Seward	57,196,941	62,516,024	67,278,264	71,472,199	73,983,426	74,224,971	75,600,593	1.9%
Soldotna	133,325,182	140,336,676	147,789,661	155,952,764	159,435,128	172,391,935	176,932,963	2.6%
KPB Unincorporated	164,438,681	172,433,408	179,549,334	187,394,079	199,180,538	211,212,219	209,429,641	-0.8%
Total	564,870,041	590,524,810	612,487,601	640,564,120	666,877,157	705,119,029	722,519,650	2.5%
Annual Change		4.5%	3.7%	4.6%	4.1%	5.7%	2.5%	

Table 1.34

**KPB Annual Taxable Sales Ten Year Change by Area - 1992-2002 - in \$**

	1992	2002	10 Year Change	
			Percentage	Numerical
Homer	78,393,452	120,736,498	54.0%	42,343,046
Kenai	97,116,702	136,541,841	40.6%	39,425,139
Seldovia	2,922,385	3,278,114	12.2%	355,729
Seward	45,219,606	75,600,593	67.2%	30,380,987
Soldotna	99,094,387	176,932,963	78.5%	77,838,576
KPB Unincorporated	140,222,526	209,429,641	49.4%	69,207,115
Total	462,969,058	722,519,650	56.1%	259,550,592

Table 1.35

**KPB Annual Comparative Taxable Sales by Area - 2000, 2001, 2002**

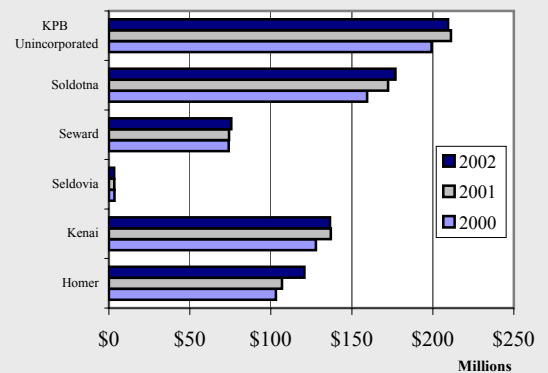


Chart 1.25

**KPB Annual Taxable Sales One Year Change by Area - 2001-2002 - in \$**

	2001	2002	1 Year Change	
			Percentage	Numerical
Homer	106,907,740	120,736,498	12.9%	13,828,758
Kenai	137,046,049	136,541,841	-0.4%	-504,208
Seldovia	3,336,115	3,278,114	-1.7%	-58,001
Seward	74,224,971	75,600,593	1.9%	1,375,622
Soldotna	172,391,935	176,932,963	2.6%	4,541,028
KPB Unincorporated	211,212,219	209,429,641	-0.8%	-1,782,578
Total	705,119,029	722,519,650	2.5%	17,400,621

Table 1.36

**KPB Annual Taxable Sales Percent by Area - 2002**

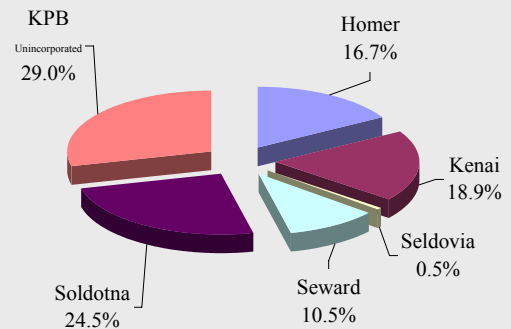


Chart 1.26

# KPB Sales - Annual

<b>KPB Annual Gross Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	2,004,509	5,319,721	16,087,099	1,405,543	24,816,872
Min	19,991,372	26,743,730	36,716,025	38,416,938	121,868,065
Const	28,304,081	43,033,438	59,695,078	53,620,239	184,652,836
Manu	25,533,587	33,981,714	33,825,248	24,516,398	117,856,947
TCPU	35,920,980	37,951,123	43,406,226	39,242,612	156,520,941
Whole	33,151,974	44,410,653	56,057,089	37,584,307	171,204,023
Retail	106,463,695	149,903,607	180,890,238	141,990,948	579,248,488
FIRE	10,941,945	13,337,324	13,527,242	12,489,665	50,296,176
Service	33,826,502	66,728,395	92,517,906	43,574,842	236,647,645
Govt	7,487	5,835	1,781	2,247	17,350
Total	296,146,132	421,415,540	532,723,932	392,843,739	1,643,129,343
<b>2001</b>					
AFF	1,560,106	2,803,392	11,255,799	1,943,526	17,562,823
Min	28,223,945	26,110,361	35,734,043	36,182,443	126,250,792
Const	39,029,718	50,918,643	86,723,599	63,673,985	240,345,945
Manu	48,476,583	56,672,953	65,102,674	117,472,843	287,725,053
TCPU	38,491,001	40,199,765	51,366,016	43,593,267	173,650,049
Whole	36,058,292	44,211,299	56,224,113	40,848,104	177,341,808
Retail	116,185,722	166,313,700	194,578,390	154,878,591	631,956,403
FIRE	10,869,478	13,467,237	16,332,146	13,306,020	53,974,881
Service	36,433,030	70,639,167	101,338,912	48,056,385	256,467,494
Govt	6,507	5,238	7,371	1,200	20,316
Total	355,334,382	471,341,755	618,663,063	519,956,364	1,965,295,564
<b>2002</b>					
AFF	2,004,841	2,834,618	9,835,705	2,053,010	16,728,174
Min	34,662,385	29,861,507	26,316,221	22,574,915	113,415,028
Const	43,103,210	49,760,420	71,766,768	63,806,511	228,436,909
Manu	21,341,761	44,663,448	56,768,859	78,273,315	201,047,383
TCPU	40,751,736	42,406,775	51,534,884	37,997,784	172,691,179
Whole	37,219,113	46,587,642	57,163,085	47,461,421	188,431,261
Retail	115,696,238	164,647,748	197,427,813	144,596,239	622,368,038
FIRE	12,343,043	14,683,502	15,156,524	12,387,876	54,570,945
Service	43,408,627	77,647,374	109,656,225	46,266,165	276,978,391
Govt	6,700	7,859	4,290	3,730	22,579
Total	350,537,654	473,100,893	595,630,374	455,420,966	1,874,689,887
<b>2003</b>					
					<b>Year to Date</b>
AFF	2,019,939	4,045,011	13,220,448		19,285,398
Min	18,903,836	24,842,178	29,977,437		73,723,451
Const	42,957,101	62,629,524	77,025,700		182,612,325
Manu	38,576,448	34,259,739	65,725,783		138,561,970
TCPU	38,213,604	38,739,636	43,382,082		120,335,322
Whole	35,987,015	50,847,330	60,845,574		147,679,919
Retail	122,672,986	174,478,088	201,343,762		498,494,836
FIRE	11,600,804	15,109,671	14,993,272		41,703,747
Service	41,712,564	77,749,082	106,101,436		225,563,082
Govt	12,319	8,680	12,192		33,191
Total	352,656,616	482,708,939	612,627,686		1,447,993,241

Table 1.37

# KPB Sales - Annual

<b>KPB Annual Taxable Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	643,969	1,259,115	1,387,185	858,593	4,148,862
Min	901,499	1,086,368	1,365,351	1,260,660	4,613,878
Const	1,885,673	2,485,006	2,918,781	2,399,332	9,688,792
Manu	1,474,956	2,809,920	3,521,436	1,986,299	9,792,611
TCPU	19,228,011	19,191,077	20,199,760	18,995,211	77,614,059
Whole	4,418,572	5,551,979	6,370,120	5,197,599	21,538,270
Retail	67,808,636	99,415,533	123,657,738	91,696,919	382,578,826
FIRE	4,331,604	5,100,978	5,930,702	5,284,817	20,648,101
Service	17,432,373	39,529,668	57,976,148	21,298,219	136,236,408
Govt	7,487	5,835	1,781	2,247	17,350
Total	118,132,780	176,435,479	223,329,002	148,979,896	666,877,157
<b>2001</b>					
AFF	727,231	1,401,861	1,439,658	822,040	4,390,790
Min	1,227,851	1,349,445	1,676,508	1,609,419	5,863,223
Const	1,873,290	2,532,134	3,060,074	2,564,851	10,030,349
Manu	1,497,558	2,885,132	3,503,699	1,768,274	9,654,663
TCPU	19,353,846	19,117,105	20,492,922	20,681,952	79,645,825
Whole	4,683,264	5,902,074	6,388,482	5,647,392	22,621,212
Retail	73,405,352	108,180,155	130,654,276	97,830,963	410,070,746
FIRE	4,973,974	5,940,185	6,665,819	5,850,794	23,430,772
Service	18,046,764	41,063,347	59,115,877	21,165,145	139,391,133
Govt	6,507	5,238	7,371	1,200	20,316
Total	125,795,637	188,376,676	233,004,686	157,942,030	705,119,029
<b>2002</b>					
AFF	796,380	1,423,660	1,400,008	840,876	4,460,924
Min	1,482,601	1,484,251	1,550,583	1,323,750	5,841,185
Const	2,045,526	2,686,014	3,280,664	2,705,357	10,717,561
Manu	1,307,744	2,791,765	3,717,020	1,800,030	9,616,559
TCPU	21,590,258	21,488,481	21,141,251	19,782,346	84,002,336
Whole	4,875,664	5,766,445	6,393,308	5,001,286	22,036,703
Retail	75,908,251	109,236,248	135,726,776	96,094,125	416,965,400
FIRE	5,427,641	6,037,733	6,885,915	5,561,614	23,912,903
Service	19,093,312	41,588,283	62,658,688	21,603,217	144,943,500
Govt	6,700	7,859	4,290	3,730	22,579
Total	132,534,077	192,510,739	242,758,503	154,716,331	722,519,650
<b>2003</b>					
					<b>Year to Date</b>
AFF	763,045	1,576,066	1,670,924		4,010,035
Min	1,201,667	1,147,410	1,276,084		3,625,161
Const	2,061,203	3,134,190	3,268,742		8,464,135
Manu	1,438,887	2,607,213	3,229,398		7,275,498
TCPU	21,639,381	20,274,231	19,515,252		61,428,864
Whole	5,116,364	6,409,731	7,166,929		18,693,024
Retail	79,626,768	111,904,730	136,938,491		328,469,989
FIRE	5,244,553	5,889,407	6,273,268		17,407,228
Service	18,981,599	41,726,601	61,855,064		122,563,264
Govt	12,319	8,680	12,192		33,191
Total	136,085,786	194,678,259	241,206,344		571,970,389

Table 1.38

# KPB Sales - Annual

<b>KPB Annual Gross Sales by Area by Quarter - 1998-2003 - in \$</b>					
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
<b>1998</b>					
Homer	41,054,484	53,702,365	70,886,151	46,799,617	212,442,617
Kenai	57,398,212	69,795,945	85,276,693	67,609,090	280,079,940
Seldovia	935,674	1,331,163	1,584,201	872,701	4,723,739
Seward	22,948,971	35,050,219	50,480,063	24,026,995	132,506,248
Soldotna	46,245,330	61,860,448	76,091,735	66,596,151	250,793,664
KPB Unincorporated	153,607,622	211,191,964	235,128,992	193,091,815	793,020,393
Total	322,190,293	432,932,104	519,447,835	398,996,369	1,673,566,601
<b>1999</b>					
Homer	39,553,648	53,871,188	66,353,121	44,064,518	203,842,475
Kenai	49,309,897	61,605,164	91,880,728	67,950,329	270,746,118
Seldovia	908,058	1,388,188	1,707,186	841,338	4,844,770
Seward	23,356,887	36,041,325	50,509,645	20,247,664	130,155,521
Soldotna	51,429,980	67,874,942	87,704,206	70,579,609	277,588,737
KPB Unincorporated	137,446,972	180,709,546	232,722,008	182,269,903	733,148,429
Total	302,005,442	401,490,353	530,876,894	385,953,361	1,620,326,050
<b>2000</b>					
Homer	38,449,017	59,239,282	69,961,368	48,223,157	215,872,824
Kenai	55,609,576	66,158,563	89,505,566	72,408,759	283,682,464
Seldovia	1,150,692	1,526,900	1,693,636	896,097	5,267,325
Seward	19,087,797	38,014,037	57,260,079	27,790,366	142,152,279
Soldotna	55,201,896	72,515,215	88,906,498	71,387,899	288,011,508
KPB Unincorporated	126,647,154	183,961,543	225,396,785	172,137,461	708,142,943
Total	296,146,132	421,415,540	532,723,932	392,843,739	1,643,129,343
<b>2001</b>					
Homer	40,839,088	56,727,376	77,085,726	54,536,982	229,189,172
Kenai	62,411,794	76,693,947	94,905,591	76,416,543	310,427,875
Seldovia	898,811	1,463,616	1,951,404	912,476	5,226,307
Seward	20,531,272	44,451,948	62,872,442	20,503,674	148,359,336
Soldotna	60,179,954	74,420,334	95,670,432	77,601,488	307,872,208
KPB Unincorporated	170,473,463	217,584,534	286,177,468	289,985,201	964,220,666
Total	355,334,382	471,341,755	618,663,063	519,956,364	1,965,295,564
<b>2002</b>					
Homer	44,164,866	68,477,100	89,264,797	60,403,388	262,310,151
Kenai	60,832,655	67,964,126	82,243,702	68,179,133	279,219,616
Seldovia	1,012,135	1,156,305	1,696,698	956,501	4,821,639
Seward	22,954,321	40,380,786	56,704,699	22,187,625	142,227,431
Soldotna	62,330,711	79,747,346	103,607,493	80,152,583	325,838,133
KPB Unincorporated	159,242,966	215,375,230	262,112,985	223,541,736	860,272,917
Total	350,537,654	473,100,893	595,630,374	455,420,966	1,874,689,887
<b>2003</b>					
Homer	50,818,431	75,074,471	84,860,995		210,753,897
Kenai	62,008,488	66,415,397	79,011,684		207,435,569
Seldovia	846,737	1,623,461	2,820,782		5,290,980
Seward	20,924,792	46,944,731	60,100,806		127,970,329
Soldotna	64,207,449	85,114,625	104,965,875		254,287,949
KPB Unincorporated	153,850,719	207,536,254	280,867,544		642,254,517
Total	352,656,616	482,708,939	612,627,686		1,447,993,241
					<b>Year to Date</b>

Table 1.39

# KPB Sales - Annual

<b>KPB Annual Taxable Sales by Area by Quarter - 1998-2003 - in \$</b>					
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total
<b>1998</b>					
Homer	16,418,580	26,366,097	32,103,748	19,552,917	94,441,342
Kenai	24,686,791	30,026,162	33,360,588	31,957,166	120,030,707
Seldovia	529,660	1,000,949	1,251,027	616,657	3,398,293
Seward	8,541,911	19,372,356	29,591,398	9,772,599	67,278,264
Soldotna	27,184,841	37,240,899	46,529,812	36,834,109	147,789,661
KPB Unincorporated	33,492,756	49,242,778	58,040,464	38,773,336	179,549,334
Total	110,854,539	163,249,241	200,877,037	137,506,784	612,487,601
<b>1999</b>					
Homer	16,638,467	26,938,559	34,247,729	20,323,983	98,148,738
Kenai	25,183,897	30,905,185	34,560,194	33,717,815	124,367,091
Seldovia	569,438	915,962	1,144,627	599,222	3,229,249
Seward	9,218,678	19,907,186	31,789,068	10,557,267	71,472,199
Soldotna	28,439,928	38,205,240	50,500,561	38,807,035	155,952,764
KPB Unincorporated	34,348,468	50,746,526	61,313,334	40,985,751	187,394,079
Total	114,398,876	167,618,658	213,555,513	144,991,073	640,564,120
<b>2000</b>					
Homer	17,324,860	28,752,722	35,632,061	21,384,173	103,093,816
Kenai	25,521,513	31,547,905	36,634,363	34,062,345	127,766,126
Seldovia	569,093	1,018,255	1,241,108	589,667	3,418,123
Seward	9,374,360	21,160,898	32,903,473	10,544,695	73,983,426
Soldotna	29,664,420	38,766,616	50,522,683	40,481,409	159,435,128
KPB Unincorporated	35,678,534	55,189,083	66,395,314	41,917,607	199,180,538
Total	118,132,780	176,435,479	223,329,002	148,979,896	666,877,157
<b>2001</b>					
Homer	17,762,264	30,115,466	37,256,820	21,773,190	106,907,740
Kenai	27,883,274	35,008,680	38,156,905	35,997,190	137,046,049
Seldovia	583,555	946,344	1,201,375	604,841	3,336,115
Seward	9,073,493	21,552,934	33,590,723	10,007,821	74,224,971
Soldotna	32,483,639	42,902,082	54,140,873	42,865,341	172,391,935
KPB Unincorporated	38,009,412	57,851,170	68,657,990	46,693,647	211,212,219
Total	125,795,637	188,376,676	233,004,686	157,942,030	705,119,029
<b>2002</b>					
Homer	18,651,412	34,151,083	42,946,433	24,987,570	120,736,498
Kenai	28,836,165	34,613,676	38,152,082	34,939,918	136,541,841
Seldovia	574,047	900,537	1,195,187	608,343	3,278,114
Seward	9,051,352	22,176,911	34,336,932	10,035,398	75,600,593
Soldotna	33,734,694	43,493,123	57,462,756	42,242,390	176,932,963
KPB Unincorporated	41,686,407	57,175,409	68,665,113	41,902,712	209,429,641
Total	132,534,077	192,510,739	242,758,503	154,716,331	722,519,650
<b>2003</b>					
Homer	22,437,049	36,918,315	43,809,249		103,164,613
Kenai	31,070,481	29,716,184	30,843,431		91,630,096
Seldovia	599,511	958,000	1,135,615		2,693,126
Seward	9,290,723	22,061,008	34,450,604		65,802,335
Soldotna	34,457,389	47,002,709	61,947,131		143,407,229
KPB Unincorporated	38,230,633	58,022,043	69,020,314		165,272,990
Total	136,085,786	194,678,259	241,206,344		571,970,389
					<b>Year to Date</b>

Table 1.40

# KPB Construction - Third Quarter

**KPB 3rd Quarter Permit Values by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	1,821,265	1,090,219	5,745,000	2,146,970	2,996,350	5,777,330	3,090,075	-46.5%
Kenai	2,162,500	2,174,900	6,122,650	5,094,000	4,506,200	6,814,000	3,700,350	-45.7%
Seward	842,900	4,786,186	1,615,749	711,465	642,042	1,307,576	1,832,900	40.2%
Soldotna	1,546,251	5,139,163	4,126,579	1,676,910	2,509,916	2,697,346	2,418,310	-10.3%
Total	6,372,916	13,190,468	17,609,978	9,629,345	10,654,508	16,596,252	11,041,635	-33.5%
Annual Change		107.0%	33.5%	-45.3%	10.6%	55.8%	-33.5%	

Table 1.41

**KPB 3rd Quarter Permit Values by Area - 1997-2003**

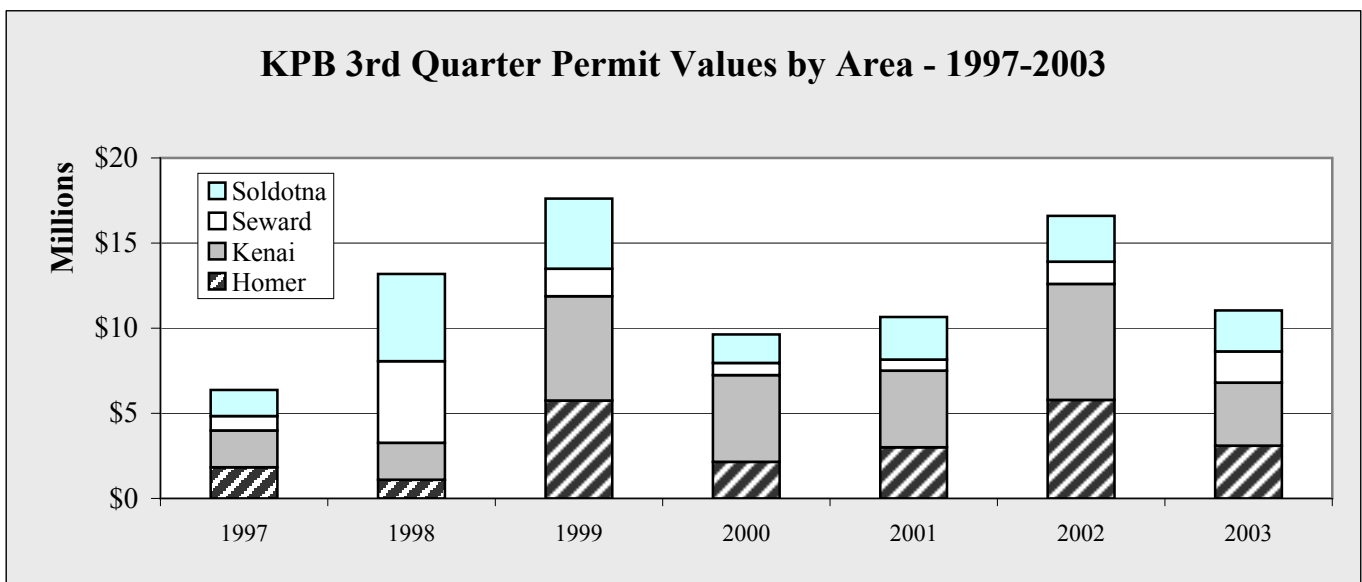


Chart 1.27

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

**KPB 3rd Quarter Permit Values Percent by Area - 2003**

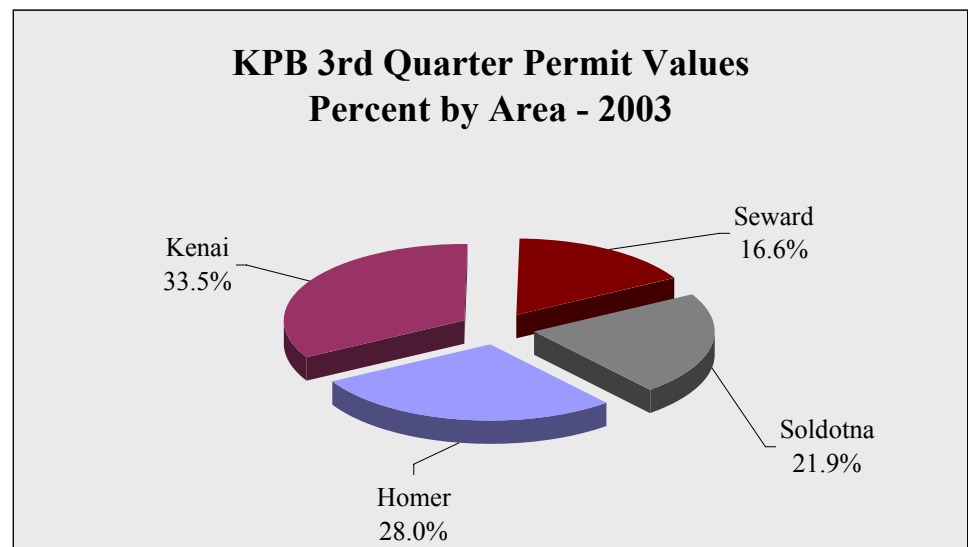


Chart 1.28

# KPB Construction - Third Quarter

**KPB 3rd Quarter Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	3,005,151	3,623,500	3,667,300	3,118,930	3,974,532	5,259,502	4,059,163	-22.8%
Residential Alter/Add	446,865	539,500	679,767	636,625	526,382	865,361	611,572	-29.3%
Commercial New	2,062,000	7,440,732	12,796,341	4,966,665	2,707,972	5,955,418	2,951,000	-50.4%
Commercial Alter/Add	858,900	1,586,736	466,570	907,125	3,445,622	4,515,971	3,419,900	-24.3%
Total	6,372,916	13,190,468	17,609,978	9,629,345	10,654,508	16,596,252	11,041,635	-33.5%
Annual Change		107.0%	33.5%	-45.3%	10.6%	55.8%	-33.5%	

Table 1.42

**KPB 3rd Quarter Permit Values by Type - 1997-2003**

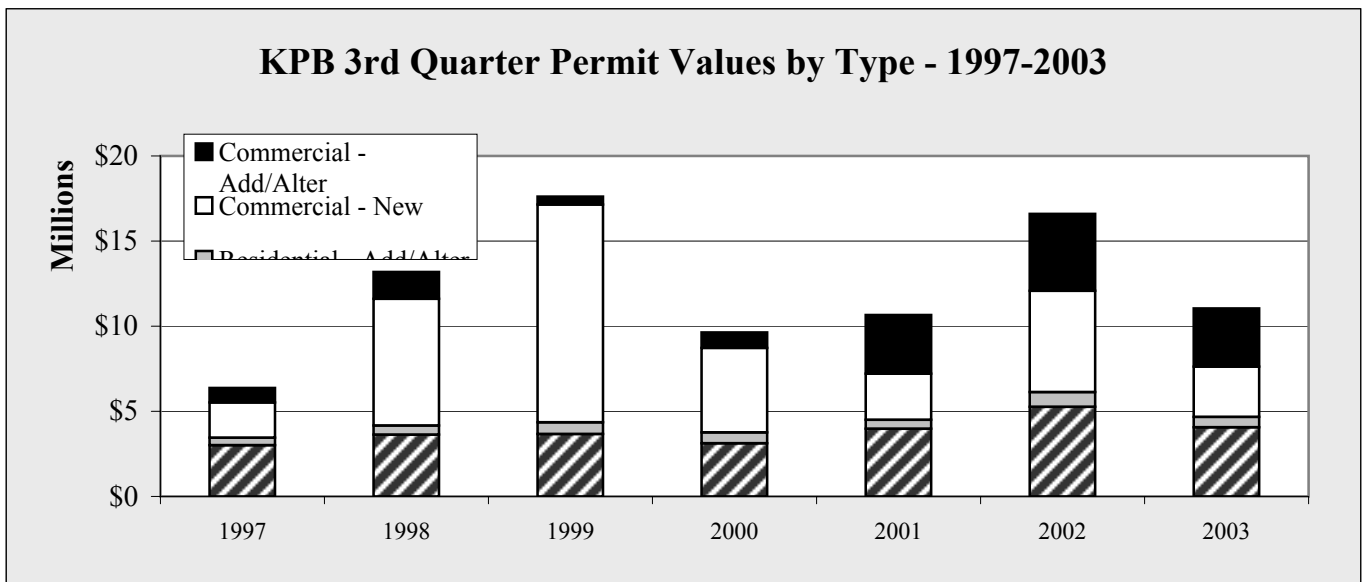


Chart 1.29

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

**KPB 3rd Quarter Permit Values Percent by Type - 2003**

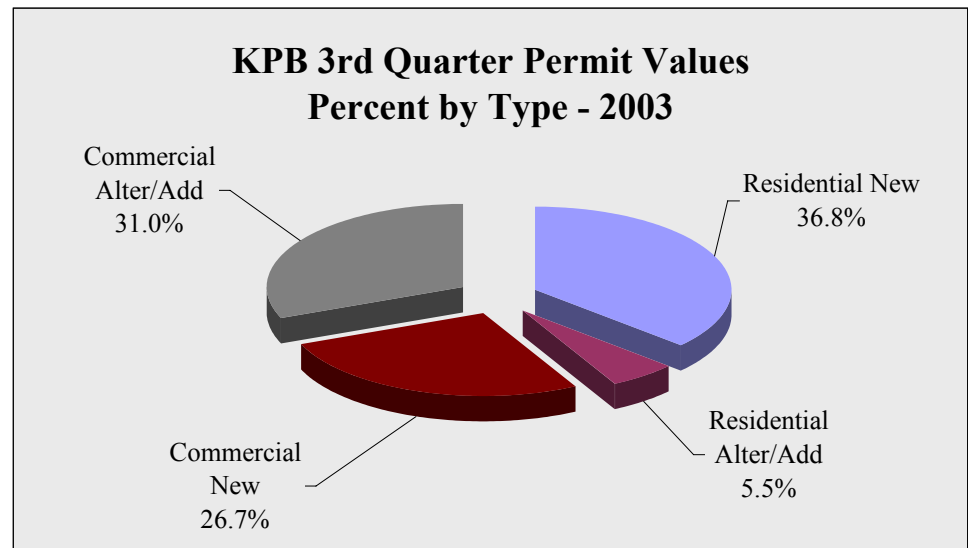


Chart 1.30



# KPB Construction - Third Quarter

**KPB 3rd Quarter Permit Volume by Area - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	20	14	20	21	22	27	21	-22.2%
Kenai	28	30	40	36	23	59	45	-23.7%
Seward	16	13	23	17	14	14	15	7.1%
Soldotna	16	28	23	26	35	25	19	-24.0%
Total	80	85	106	100	94	125	100	-20.0%
Annual Change		6.3%	24.7%	-5.7%	-6.0%	33.0%	-20.0%	

Table 1.43

**KPB 3rd Quarter Permit Volume by Area - 1997-2003**

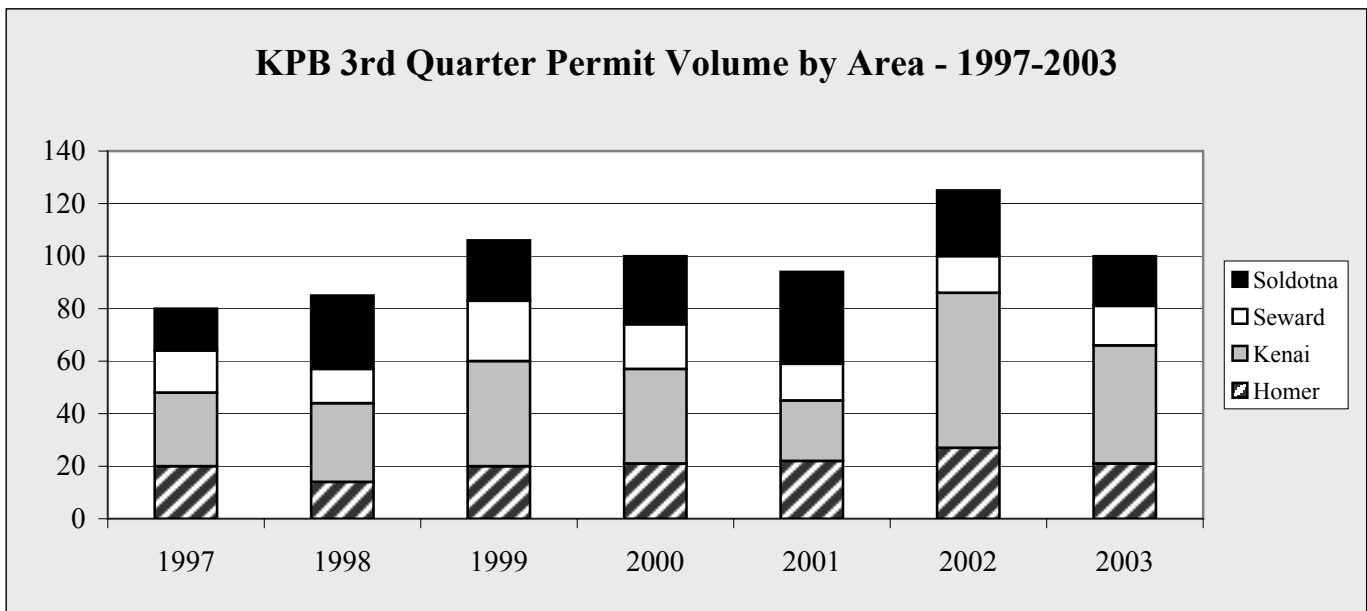


Chart 1.31

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

**KPB 3rd Quarter Permit Volume Percent by Area - 2003**

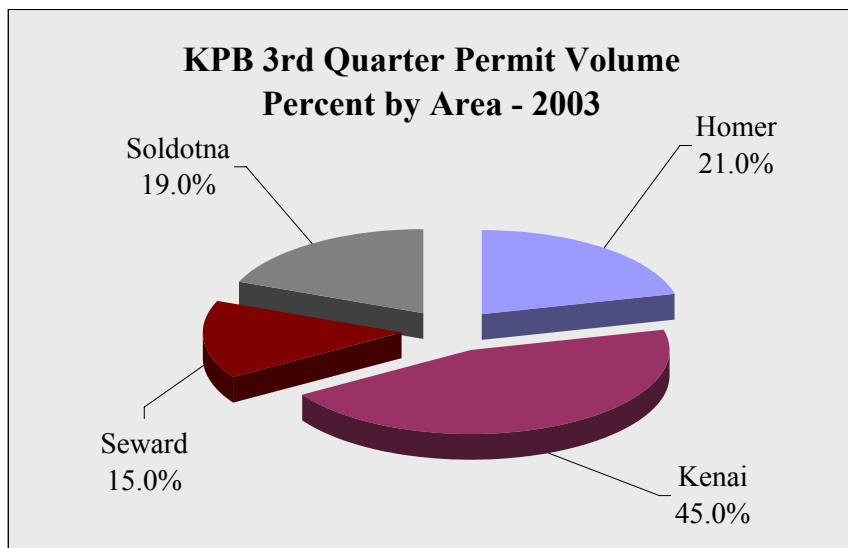


Chart 1.32

# KPB Construction - Third Quarter

**KPB 3rd Quarter Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	25	28	24	26	28	36	26	-27.8%
Residential Alter/Add	27	28	32	37	27	47	34	-27.7%
Commercial New	14	17	23	16	15	14	14	0.0%
Commercial Alter/Add	14	12	27	21	24	28	26	-7.1%
Total	80	85	106	100	94	125	100	-20.0%
Annual Change		6.3%	24.7%	-5.7%	-6.0%	33.0%	-20.0%	

Table 1.44

**KPB 3rd Quarter Permit Volume by Type - 1997-2003**

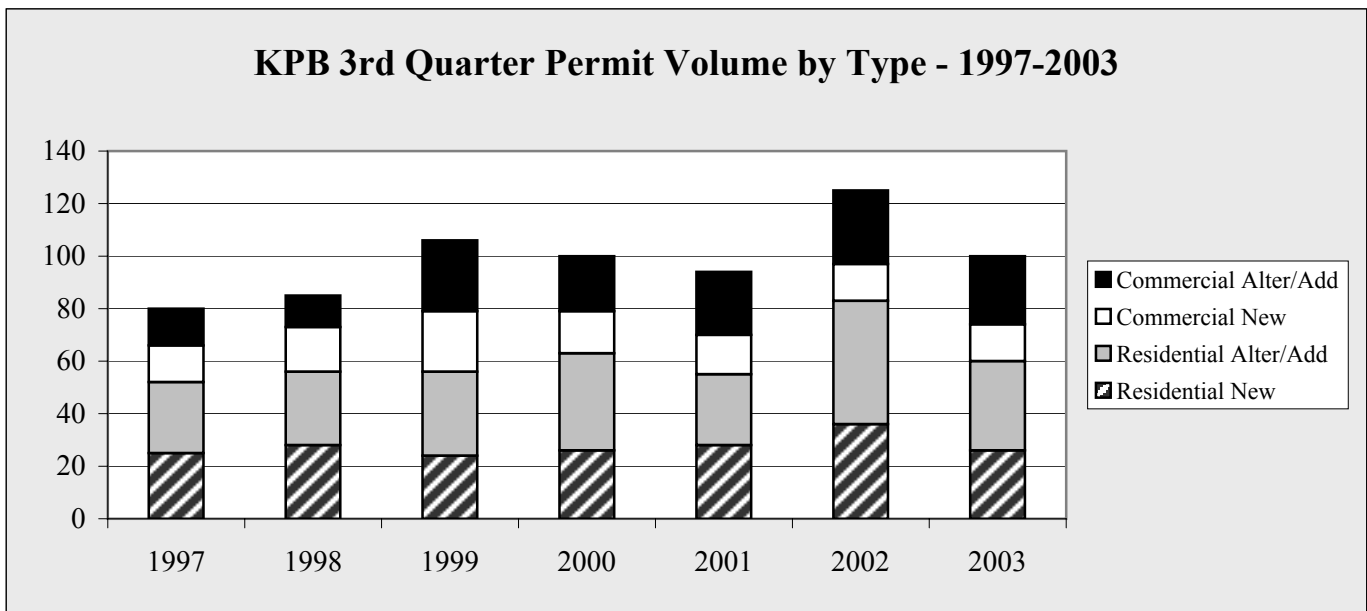


Chart 1.33

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

**KPB 3rd Quarter Permit Volume Percent by Type - 2003**

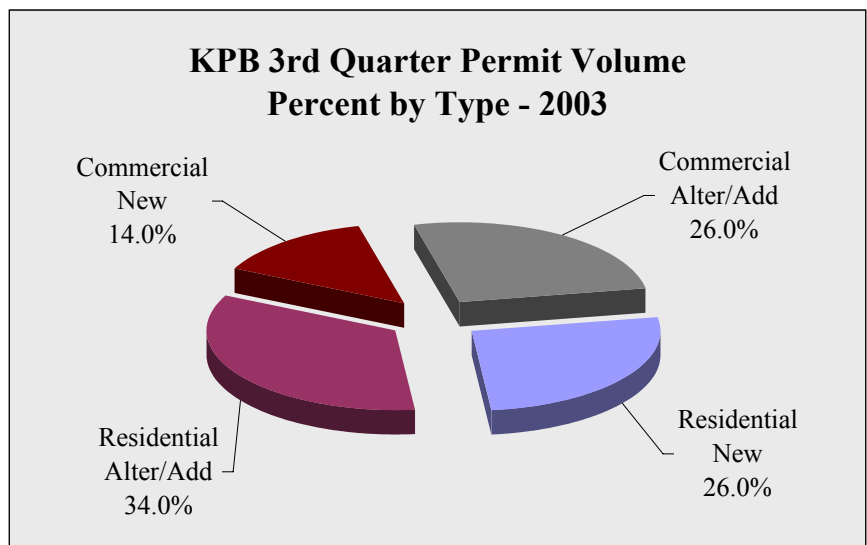


Chart 1.34

# KPB Construction - Year-To-Date 9/30/2003

**KPB YTD Permit Values by Area - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	6,959,265	3,994,125	10,379,000	6,210,990	7,788,390	9,234,259	11,992,115	29.9%
Kenai	6,914,800	7,046,900	8,384,750	8,719,900	12,923,600	15,271,600	7,986,300	-47.7%
Seward	8,099,428	6,448,261	3,738,413	2,832,165	1,724,981	5,677,903	7,410,265	30.5%
Soldotna	4,118,856	8,862,657	8,995,327	6,764,468	8,792,324	10,906,394	7,079,252	-35.1%
Total	26,092,349	26,351,943	31,497,490	24,527,523	31,229,295	41,090,156	34,467,932	-16.1%
Annual Change		1.0%	19.5%	-22.1%	27.3%	31.6%	-16.1%	

Table 1.45

**KPB YTD Permit Values by Area - 1997-2003**

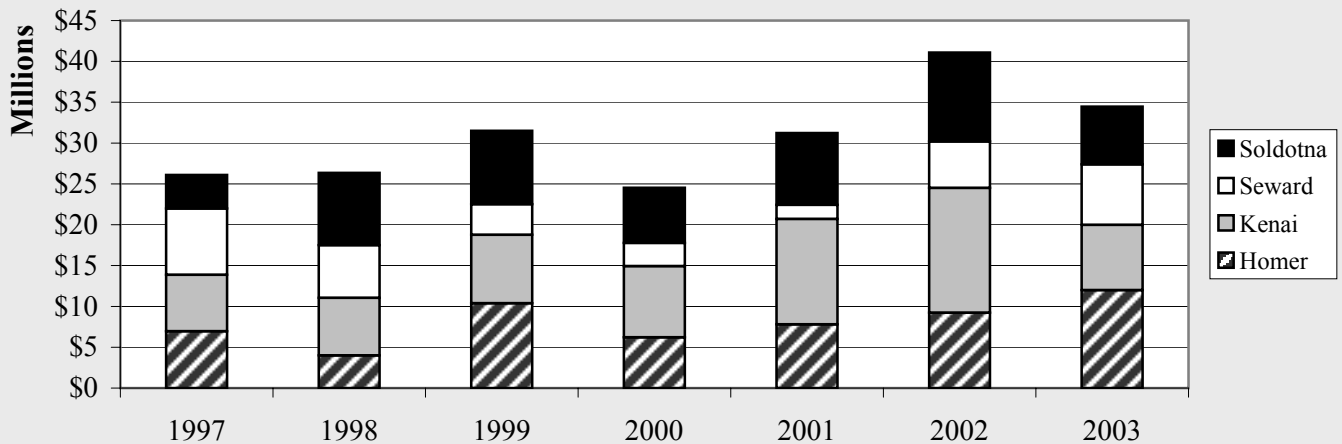
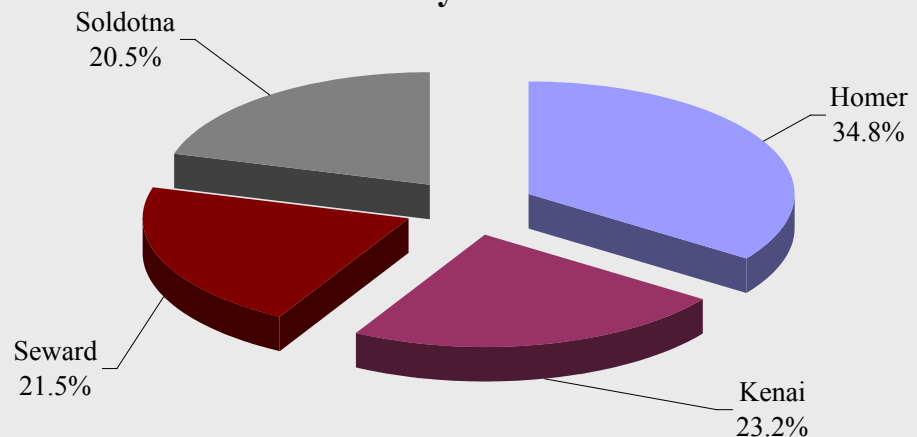


Chart 1.35

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

Chart 1.36

**KPB YTD Permit Values  
Percent by Area - 2003**



# KPB Construction - Year-To-Date 9/30/2003

KPB YTD Permit Values by Type - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	9,943,106	11,023,500	9,989,974	8,867,390	12,240,333	12,936,864	12,760,997	-1.4%
Residential Alter/Add	1,411,557	1,512,943	1,512,428	1,495,399	1,642,021	2,051,695	1,968,779	-4.0%
Commercial New	13,517,300	11,626,922	17,635,659	9,200,060	11,051,350	18,625,729	11,988,210	-35.6%
Commercial Alter/Add	1,220,386	2,188,578	2,359,429	4,964,674	6,295,591	7,475,868	7,749,946	3.7%
Total	26,092,349	26,351,943	31,497,490	24,527,523	31,229,295	41,090,156	34,467,932	-16.1%
Annual Change		1.0%	19.5%	-22.1%	27.3%	31.6%	-16.1%	

Table 1.46

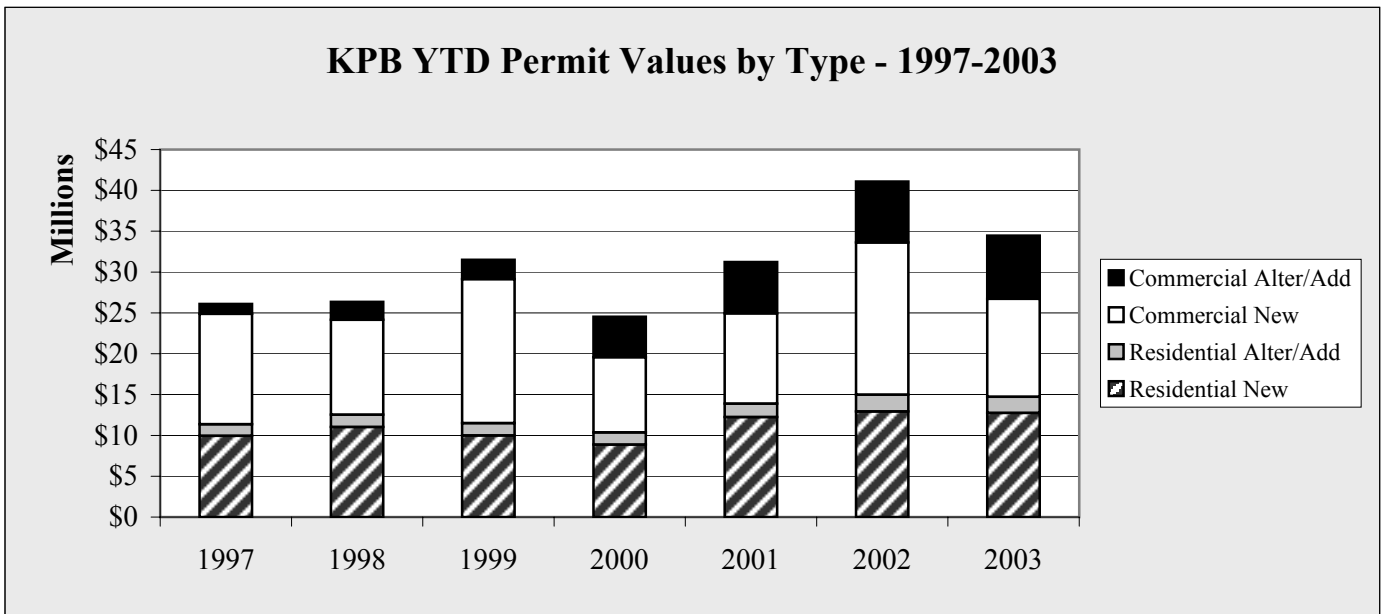
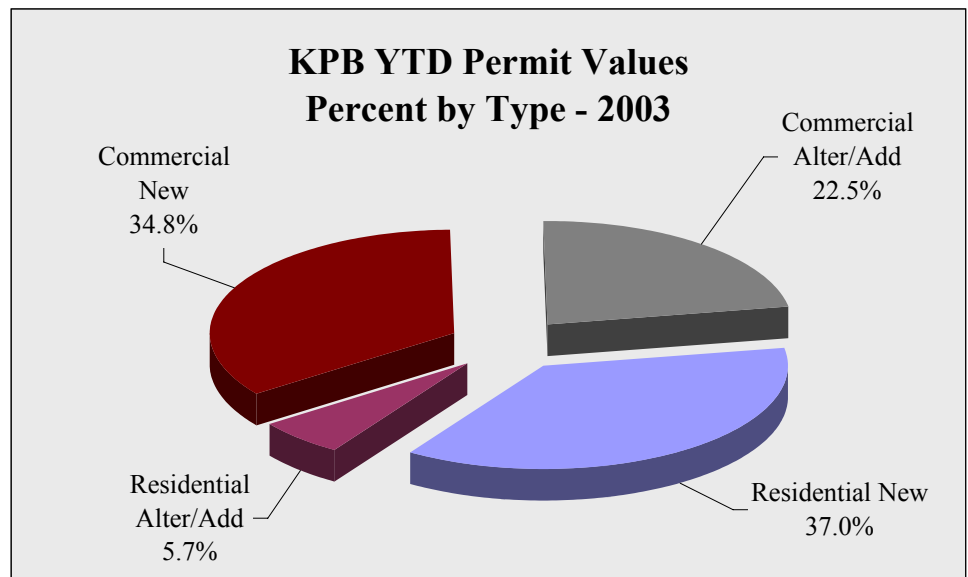


Chart 1.37

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

Chart 1.38



# KPB Construction - Year-To-Date 9/30/2003

KPB YTD Permit Volume by Area - 1997-2003								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Homer	45	38	46	50	63	54	69	27.8%
Kenai	76	79	80	80	76	101	93	-7.9%
Seward	47	42	46	42	39	53	39	-26.4%
Soldotna	43	63	68	68	82	87	61	-29.9%
Total	211	222	240	240	260	295	262	-11.2%
Annual Change		5.2%	8.1%	0.0%	8.3%	13.5%	-11.2%	

Table 1.47

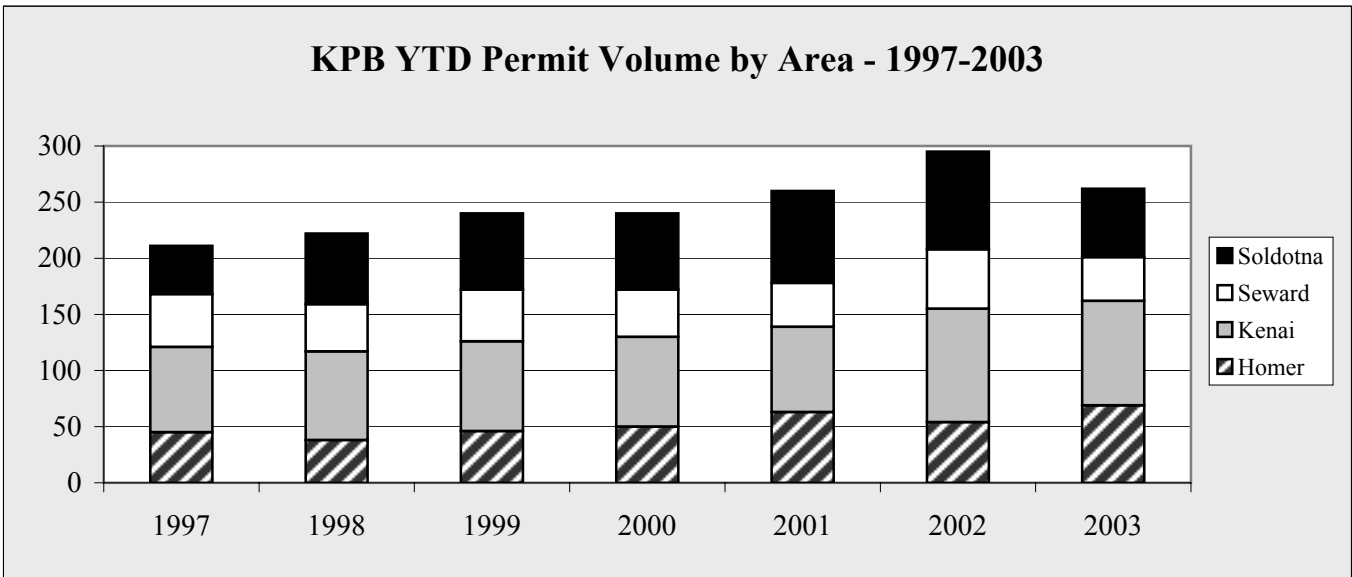


Chart 1.39

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

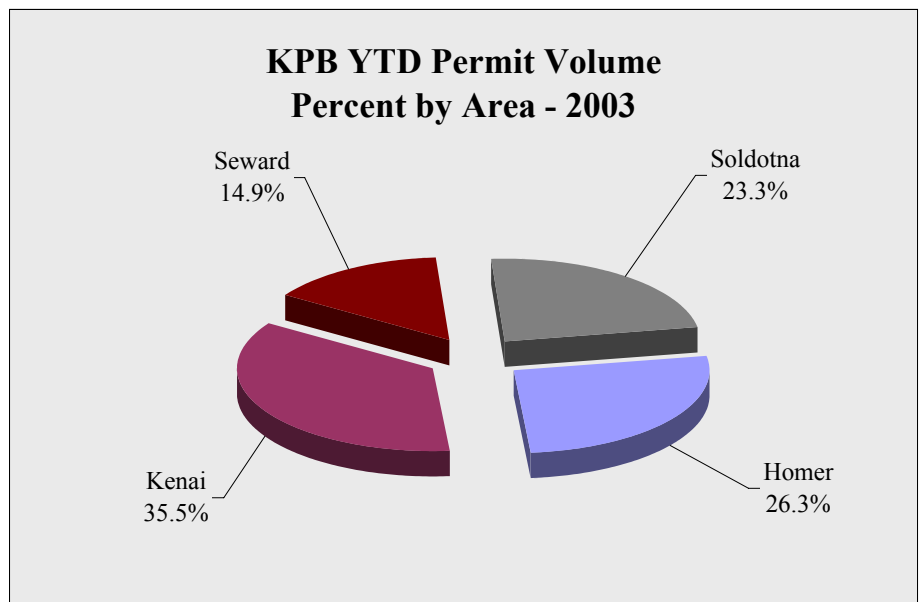


Chart 1.40

# KPB Construction - Year-To-Date 9/30/2003

**KPB YTD Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	82	82	63	64	79	93	77	-17.2%
Residential Alter/Add	69	61	72	77	78	94	82	-12.8%
Commercial New	33	42	43	33	30	36	32	-11.1%
Commercial Alter/Add	27	37	62	66	73	72	71	-1.4%
Total	211	222	240	240	260	295	262	-11.2%
Annual Change		5.2%	8.1%	0.0%	8.3%	13.5%	-11.2%	

Table 1.48

**KPB YTD Permit Volume by Type - 1997-2003**

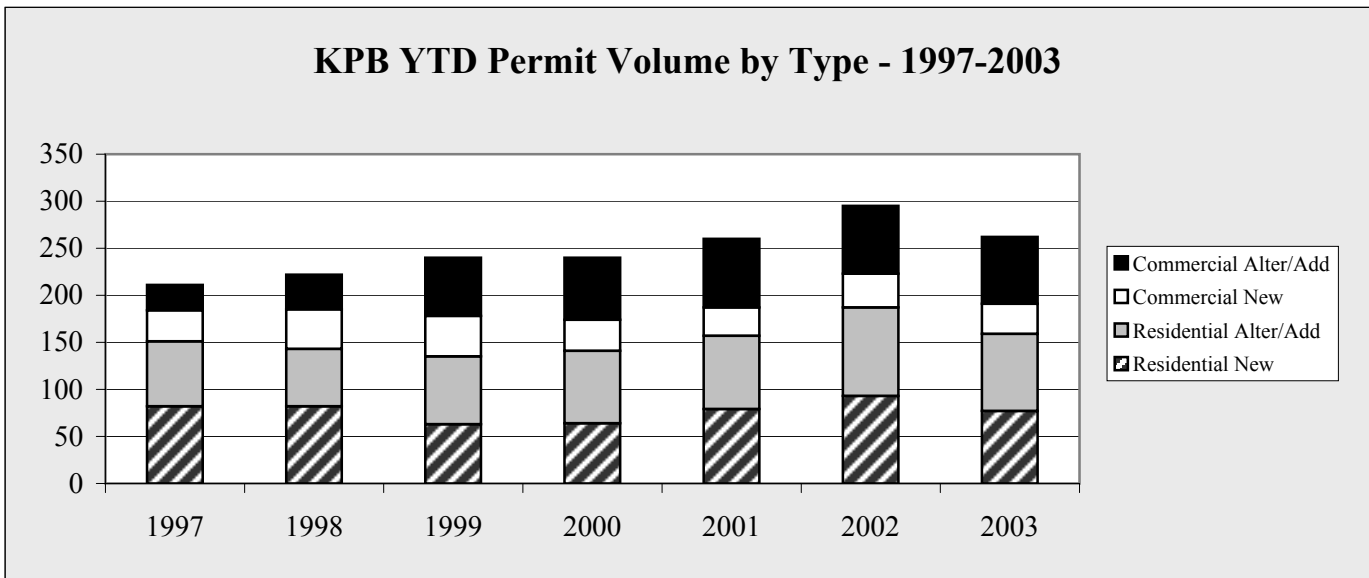
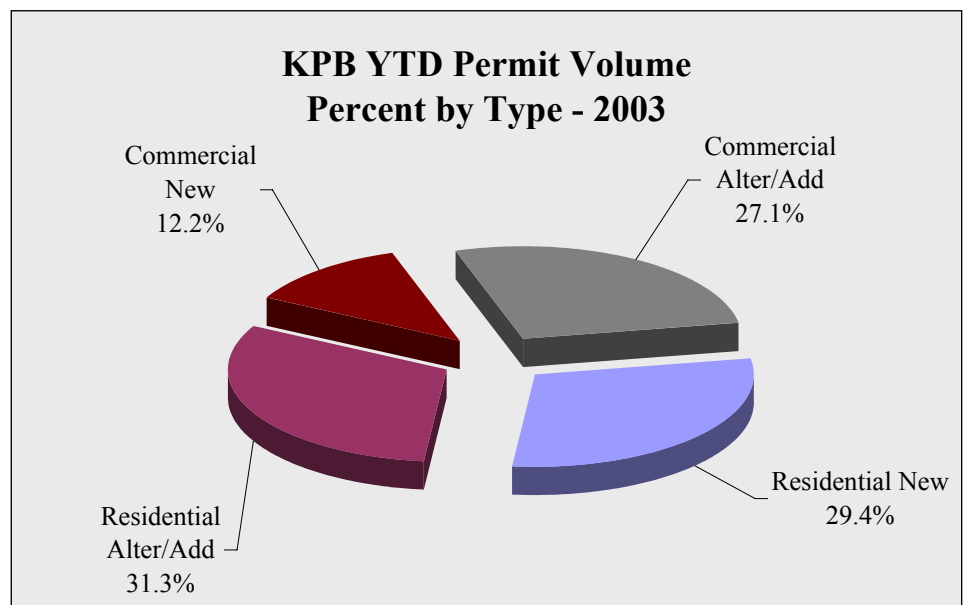


Chart 1.41

Homer annexed an area that increased its total area by over twenty-eight percent effective April 1, 2002. Sales trends are affected by the annexation, increasing sales in the Homer area but decreasing sales in unincorporated areas by an equal amount.

Chart 1.42



# KPB Construction - Annual

KPB Annual Permit Values by Area by Quarter - 1996-2003 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Homer	264,000	1,906,400	2,491,000	1,141,400	5,802,800
Kenai	1,791,825	2,580,100	1,124,700	487,800	5,984,425
Seward	2,135,000	2,248,300	2,637,000	247,100	7,267,400
Soldotna	1,067,300	3,338,300	2,201,320	0	6,606,920
TOTAL	5,258,125	10,073,100	8,454,020	1,876,300	25,661,545
<b>1997</b>					
Homer	2,630,000	2,508,000	1,821,265	730,000	7,689,265
Kenai	476,900	4,275,400	2,162,500	7,138,750	14,053,550
Seward	4,762,300	2,494,228	842,900	1,161,719	9,261,147
Soldotna	301,000	2,271,605	1,546,251	1,560,450	5,679,306
TOTAL	8,170,200	11,549,233	6,372,916	10,590,919	36,683,268
<b>1998</b>					
Homer	629,970	2,273,936	1,090,219	2,205,750	6,199,875
Kenai	470,500	4,401,500	2,174,900	595,300	7,642,200
Seward	703,075	959,000	4,786,186	299,600	6,747,861
Soldotna	230,094	3,493,400	5,139,163	759,160	9,621,817
TOTAL	2,033,639	11,127,836	13,190,468	3,859,810	30,211,753
<b>1999</b>					
Homer	1,943,000	2,691,000	5,745,000	561,000	10,940,000
Kenai	239,500	2,022,600	6,122,650	1,057,000	9,441,750
Seward	1,040,550	1,082,114	1,615,749	503,000	4,241,413
Soldotna	83,696	4,785,052	4,126,579	509,793	9,505,120
TOTAL	3,306,746	10,580,766	17,609,978	2,630,793	34,128,283
<b>2000</b>					
Homer	1,798,100	2,265,920	2,146,970	917,982	7,128,972
Kenai	462,900	3,163,000	5,094,000	678,200	9,398,100
Seward	355,300	1,765,400	711,465	619,400	3,451,565
Soldotna	1,078,202	4,009,356	1,676,910	1,402,952	8,167,420
TOTAL	3,694,502	11,203,676	9,629,345	3,618,534	28,146,057
<b>2001</b>					
Homer	690,000	4,102,040	2,996,350	12,012,300	19,800,690
Kenai	819,500	7,597,900	4,506,200	655,300	13,578,900
Seward	416,700	666,239	642,042	992,000	2,716,981
Soldotna	3,051,218	3,231,190	2,509,916	162,648	8,954,972
TOTAL	4,977,418	15,597,369	10,654,508	13,822,248	45,051,543
<b>2002</b>					
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
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	6,503,950	17,989,954	16,596,252	4,832,620	45,922,776
<b>2003</b>					
					<b>Year to Date</b>
Homer	972,540	7,929,500	3,090,075		11,992,115
Kenai	1,557,600	2,728,350	3,700,350		7,986,300
Seward	1,905,355	3,672,010	1,832,900		7,410,265
Soldotna	427,018	4,233,924	2,418,310		7,079,252
TOTAL	4,862,513	18,563,784	11,041,635		34,467,932

Table 1.49

# KPB Construction - Annual

KPB Annual Permit Values by Type by Quarter - 1996-2003 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	901,600	5,307,100	4,130,320	893,900	11,232,920
Residential - Add/Alter	118,500	342,700	379,500	73,400	914,100
Commercial - New	4,037,325	4,013,500	3,099,500	650,000	11,800,325
Commercial - Add/Alter	200,700	409,800	844,700	259,000	1,714,200
<b>TOTAL</b>	<b>5,258,125</b>	<b>10,073,100</b>	<b>8,454,020</b>	<b>1,876,300</b>	<b>25,661,545</b>
<b>1997</b>					
Residential - New	1,066,900	5,871,055	3,005,151	1,918,300	11,861,406
Residential - Add/Alter	115,000	849,692	446,865	306,500	1,718,057
Commercial - New	6,853,000	4,602,300	2,062,000	6,504,650	20,021,950
Commercial - Add/Alter	135,300	226,186	858,900	1,861,469	3,081,855
<b>TOTAL</b>	<b>8,170,200</b>	<b>11,549,233</b>	<b>6,372,916</b>	<b>10,590,919</b>	<b>36,683,268</b>
<b>1998</b>					
Residential - New	1,032,500	6,367,500	3,623,500	1,352,750	12,376,250
Residential - Add/Alter	93,543	879,900	539,500	234,960	1,747,903
Commercial - New	585,754	3,600,436	7,440,732	1,868,000	13,494,922
Commercial - Add/Alter	321,842	280,000	1,586,736	404,100	2,592,678
<b>TOTAL</b>	<b>2,033,639</b>	<b>11,127,836</b>	<b>13,190,468</b>	<b>3,859,810</b>	<b>30,211,753</b>
<b>1999</b>					
Residential - New	1,673,000	4,649,674	3,667,300	1,245,888	11,235,862
Residential - Add/Alter	181,200	651,461	679,767	286,400	1,798,828
Commercial - New	284,500	4,554,818	12,796,341	962,905	18,598,564
Commercial - Add/Alter	1,168,046	724,813	466,570	135,600	2,495,029
<b>TOTAL</b>	<b>3,306,746</b>	<b>10,580,766</b>	<b>17,609,978</b>	<b>2,630,793</b>	<b>34,128,283</b>
<b>2000</b>					
Residential - New	1,224,529	4,523,931	3,118,930	972,668	9,840,058
Residential - Add/Alter	12,500	846,274	636,625	434,300	1,929,699
Commercial - New	669,273	3,564,122	4,966,665	1,462,484	10,662,544
Commercial - Add/Alter	1,788,200	2,269,349	907,125	749,082	5,713,756
<b>TOTAL</b>	<b>3,694,502</b>	<b>11,203,676</b>	<b>9,629,345</b>	<b>3,618,534</b>	<b>28,146,057</b>
<b>2001</b>					
Residential - New	923,000	7,342,801	3,974,532	1,116,300	13,356,633
Residential - Add/Alter	356,860	758,779	526,382	343,948	1,985,969
Commercial - New	2,958,578	5,384,800	2,707,972	514,000	11,565,350
Commercial - Add/Alter	738,980	2,110,989	3,445,622	11,848,000	18,143,591
<b>TOTAL</b>	<b>4,977,418</b>	<b>15,597,369</b>	<b>10,654,508</b>	<b>13,822,248</b>	<b>45,051,543</b>
<b>2002</b>					
Residential - New	1,531,609	6,145,753	5,259,502	1,113,200	14,050,064
Residential - Add/Alter	149,391	1,036,943	865,361	205,620	2,257,315
Commercial - New	4,294,006	8,376,305	5,955,418	3,168,000	21,793,729
Commercial - Add/Alter	528,944	2,430,953	4,515,971	345,800	7,821,668
<b>TOTAL</b>	<b>6,503,950</b>	<b>17,989,954</b>	<b>16,596,252</b>	<b>4,832,620</b>	<b>45,922,776</b>
<b>2003</b>					
					<b>Year to Date</b>
Residential - New	833,000	7,868,834	4,059,163		12,760,997
Residential - Add/Alter	372,867	984,340	611,572		1,968,779
Commercial - New	72,000	8,965,210	2,951,000		11,988,210
Commercial - Add/Alter	3,584,646	745,400	3,419,900		7,749,946
<b>TOTAL</b>	<b>4,862,513</b>	<b>18,563,784</b>	<b>11,041,635</b>		<b>34,467,932</b>

Table 1.50



# KPB Construction - Annual

<b>KPB Annual Permit Volume by Area by Quarter - 1996-2003</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Homer	8	28	21	8	65
Kenai	9	36	23	10	78
Seward	3	13	20	11	47
Soldotna	8	28	25	0	61
TOTAL	28	105	89	29	251
<b>1997</b>					
Homer	6	19	20	10	55
Kenai	6	42	28	13	89
Seward	8	23	16	13	60
Soldotna	6	21	16	15	58
TOTAL	26	105	80	51	262
<b>1998</b>					
Homer	6	18	14	10	48
Kenai	10	39	30	18	97
Seward	9	20	13	7	49
Soldotna	8	27	28	14	77
TOTAL	33	104	85	49	271
<b>1999</b>					
Homer	5	21	20	6	52
Kenai	7	33	40	22	102
Seward	5	18	23	10	56
Soldotna	10	35	23	9	77
TOTAL	27	107	106	47	287
<b>2000</b>					
Homer	9	20	21	8	58
Kenai	8	36	36	13	93
Seward	5	20	17	9	51
Soldotna	8	34	26	20	88
TOTAL	30	110	100	50	290
<b>2001</b>					
Homer	7	34	22	9	72
Kenai	11	42	23	11	87
Seward	11	14	14	9	48
Soldotna	10	37	35	11	93
TOTAL	39	127	94	40	300
<b>2002</b>					
Homer	10	17	27	13	67
Kenai	5	37	59	20	121
Seward	10	29	14	11	64
Soldotna	11	51	25	4	91
TOTAL	36	134	125	48	343
<b>2003</b>					
	<b>Year to Date</b>				
Homer	15	33	21		69
Kenai	8	40	45		93
Seward	11	13	15		39
Soldotna	6	36	19		61
TOTAL	40	122	100		262

Table 1.51

# KPB Construction - Annual

<b>KPB Annual Permit Volume by Type by Quarter - 1996-2003</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	8	54	32	6	100
Residential - Add/Alter	7	21	27	12	67
Commercial - New	6	17	13	3	39
Commercial - Add/Alter	7	13	17	8	45
<b>TOTAL</b>	<b>28</b>	<b>105</b>	<b>89</b>	<b>29</b>	<b>251</b>
<b>1997</b>					
Residential - New	8	49	25	14	96
Residential - Add/Alter	4	38	27	14	83
Commercial - New	6	13	14	11	44
Commercial - Add/Alter	8	5	14	12	39
<b>TOTAL</b>	<b>26</b>	<b>105</b>	<b>80</b>	<b>51</b>	<b>262</b>
<b>1998</b>					
Residential - New	9	45	28	10	92
Residential - Add/Alter	9	24	28	17	78
Commercial - New	6	19	17	6	48
Commercial - Add/Alter	9	16	12	16	53
<b>TOTAL</b>	<b>33</b>	<b>104</b>	<b>85</b>	<b>49</b>	<b>271</b>
<b>1999</b>					
Residential - New	3	36	24	13	76
Residential - Add/Alter	8	32	32	17	89
Commercial - New	3	17	23	9	52
Commercial - Add/Alter	13	22	27	8	70
<b>TOTAL</b>	<b>27</b>	<b>107</b>	<b>106</b>	<b>47</b>	<b>287</b>
<b>2000</b>					
Residential - New	8	30	26	9	73
Residential - Add/Alter	3	37	37	14	91
Commercial - New	4	13	16	12	45
Commercial - Add/Alter	15	30	21	15	81
<b>TOTAL</b>	<b>30</b>	<b>110</b>	<b>100</b>	<b>50</b>	<b>290</b>
<b>2001</b>					
Residential - New	7	44	28	8	87
Residential - Add/Alter	13	38	27	13	91
Commercial - New	6	9	15	2	32
Commercial - Add/Alter	13	36	24	17	90
<b>TOTAL</b>	<b>39</b>	<b>127</b>	<b>94</b>	<b>40</b>	<b>300</b>
<b>2002</b>					
Residential - New	12	45	36	9	102
Residential - Add/Alter	7	40	47	16	110
Commercial - New	5	17	14	7	43
Commercial - Add/Alter	12	32	28	16	88
<b>TOTAL</b>	<b>36</b>	<b>134</b>	<b>125</b>	<b>48</b>	<b>343</b>
<b>2003</b>					
	<b>Year to Date</b>				
Residential - New	5	46	26		77
Residential - Add/Alter	15	33	34		82
Commercial - New	1	17	14		32
Commercial - Add/Alter	19	26	26		71
<b>TOTAL</b>	<b>40</b>	<b>122</b>	<b>100</b>		<b>262</b>

Table 1.52

# KPB Employment

Employment data are acquired from the Alaska Department of Labor and Workforce Development (AK DOLWD) as reported by administrative personnel of each business. When administrative headquarters of a business is located in a specific area, all employees of that business are reported as being employed in that area, resulting in skewed employment data.

Government employees include federal, state, borough and local government as well as public school and state university employees. Employees of both Central Peninsula General Hospital in Soldotna and South Peninsula General Hospital in Homer are included in government data because they are managed by the KPB.

The AK DOLWD updates employment data regularly as information trickles in and adjustments are made. Data varies in quarterly reports as corrected reports are received or delinquent reports are filed and included in totals. Self-employed workers, fishers, domestics and unpaid family workers are excluded from these figures due to exemption from certain reporting requirements.

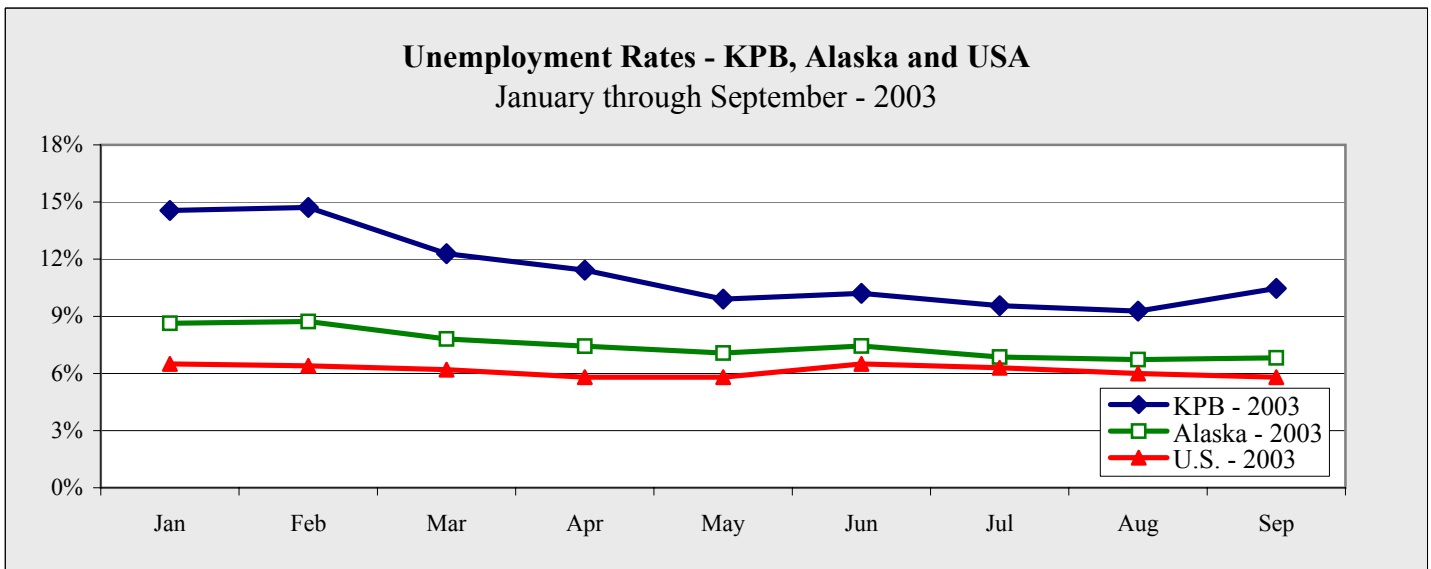


Chart 1.43

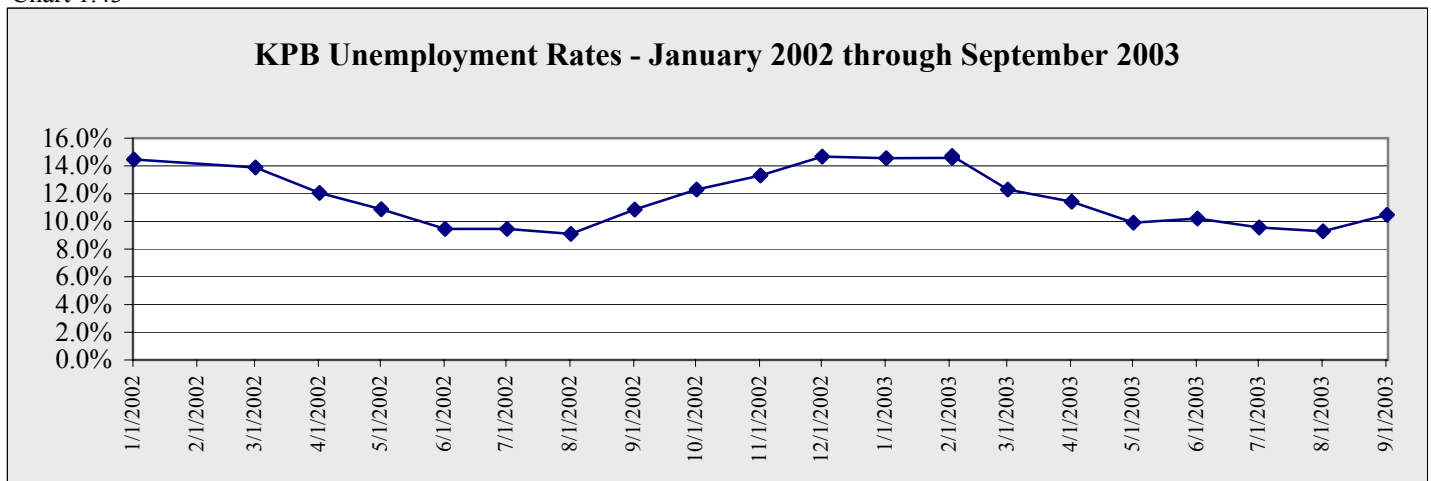


Chart 1.44

# KPB Employment

## KPB Labor Force by Month - 2000-2003

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	21,124	21,702	21,320	21,161	21,850	23,135	24,265	23,419	21,584	21,019	20,260	19,987	21,736
2001	20,652	21,047	20,856	20,741	21,536	22,920	24,826	23,766	22,082	21,091	20,377	20,221	21,676
2002	20,596	20,969	21,108	21,305	21,893	22,863	24,201	23,601	22,099	21,261	20,554	20,446	21,741
2003	21,705	22,195	21,828	22,180	22,689	24,270	25,370	24,588	22,952				

Table 1.53

## KPB Comparative Labor Force by Month - 2001, 2002, 2003

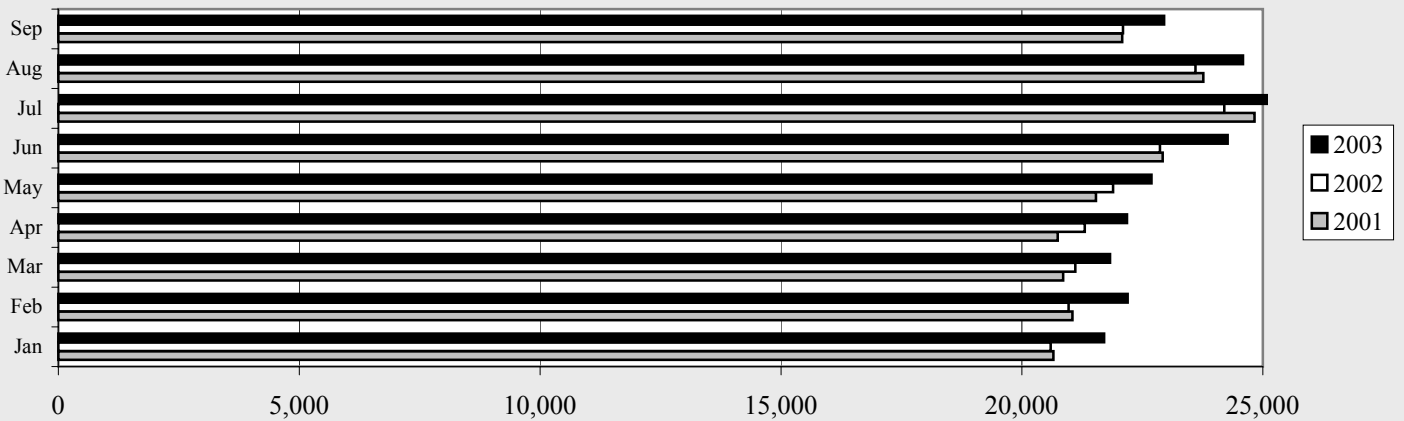


Chart 1.45

## KPB Unemployment by Month - 2000-2003

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	3,249	3,270	2,843	2,424	1,970	1,643	1,709	1,634	1,458	1,911	2,053	2,254	2,202
2001	2,810	2,862	2,526	2,157	1,829	1,726	1,746	1,570	1,714	1,950	2,066	2,316	2,106
2002	2,978	3,057	2,932	2,568	2,380	2,162	2,288	2,148	2,397	2,614	2,735	3,001	2,605
2003	3,160	3,266	2,683	2,533	2,246	2,477	2,426	2,281	2,403				

Table 1.54

## KPB Comparative Unemployment by Month - 2001, 2002, 2003

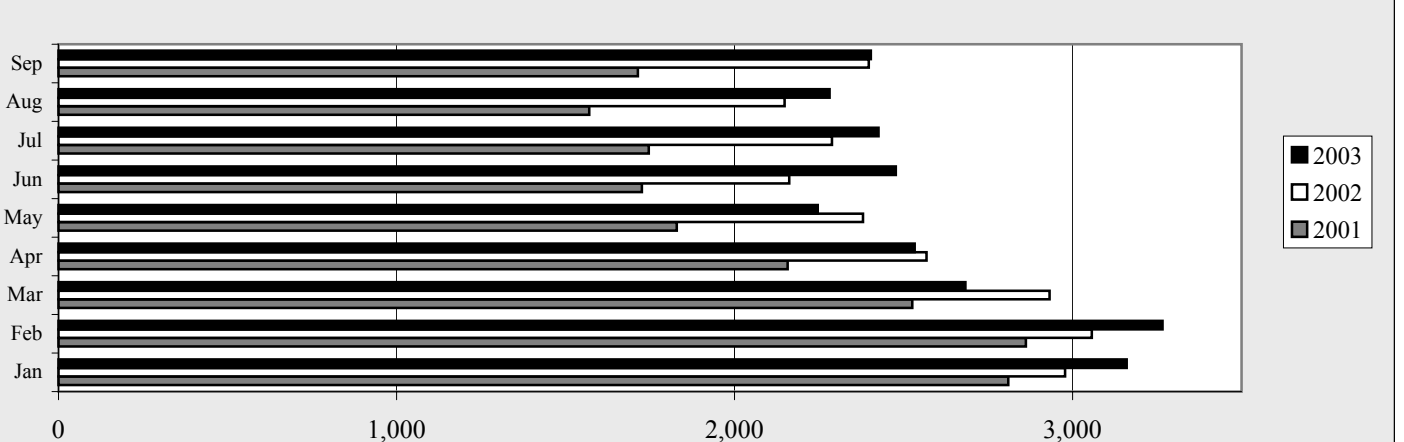


Chart 1.46

# KPB Employment

**Unemployment Rates by Month - 2000-2003**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	15.4%	15.1%	13.3%	11.5%	9.0%	7.1%	7.0%	7.0%	6.8%	9.1%	10.1%	11.3%	10.1%
2001	13.6%	13.6%	12.1%	10.4%	8.5%	7.5%	7.0%	6.6%	7.8%	9.2%	10.1%	11.5%	9.7%
2002	14.5%	14.6%	13.9%	12.1%	10.9%	9.5%	9.5%	9.1%	10.8%	12.3%	13.3%	14.7%	12.0%
2003	14.6%	14.7%	12.3%	11.4%	9.9%	10.2%	9.6%	9.3%	10.5%				

Table 1.55

**KPB Comparative Unemployment Rates - 2001, 2002, 2003**

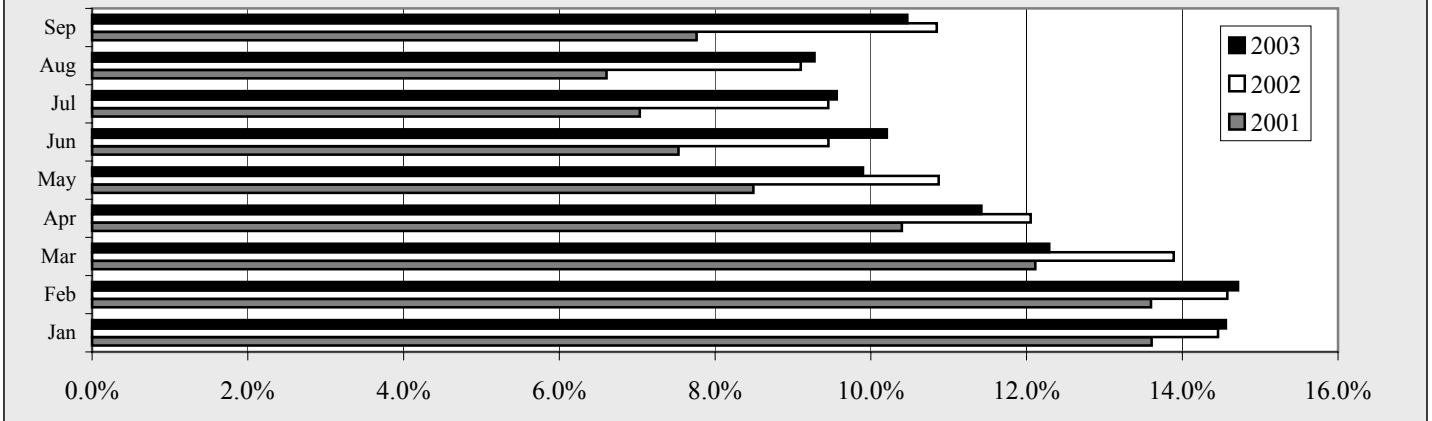


Chart 1.47

**Employment by Month - 2000-2003**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2000	17,875	18,432	18,477	18,737	19,880	21,492	22,589	21,785	20,126	19,108	18,207	17,733	19,537
2001	17,842	18,440	18,598	18,923	19,850	21,194	23,080	22,196	20,437	19,466	18,437	17,905	19,697
2002	17,618	17,912	18,176	18,737	19,513	20,701	21,913	21,453	19,702	18,647	17,819	17,445	19,136
2003	18,545	18,929	19,145	19,647	20,443	21,793	22,944	22,307	20,549				

Table 1.56

**KPB Comparative Employment by Month - 2001, 2002, 2003**

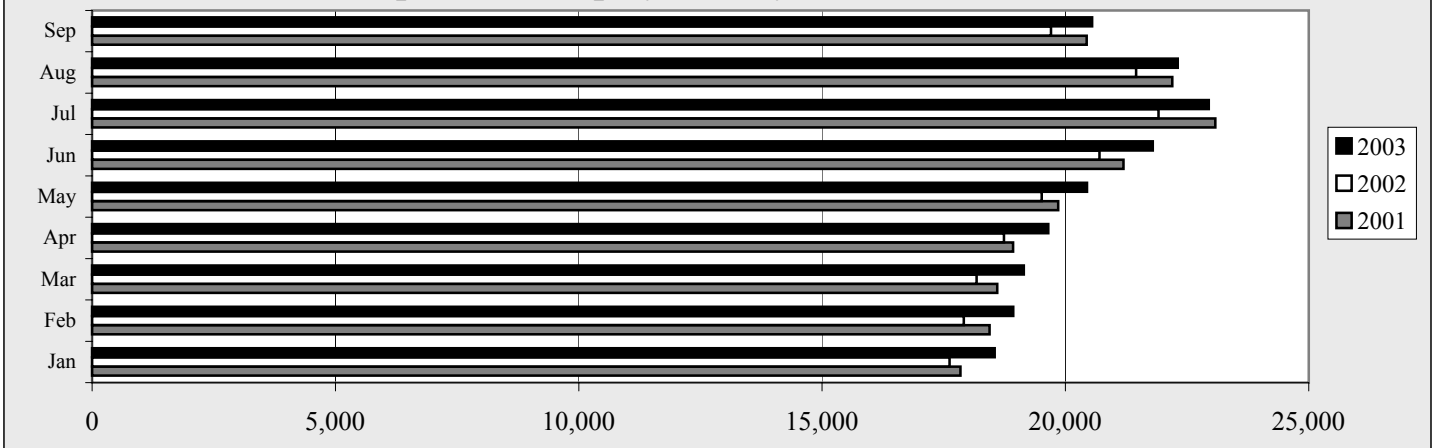


Chart 1.48

# KPB Employment



Chart 1.49

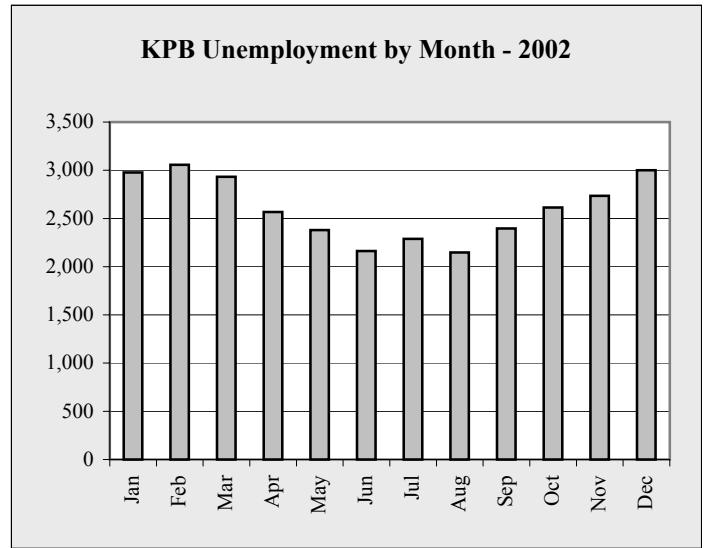


Chart 1.50

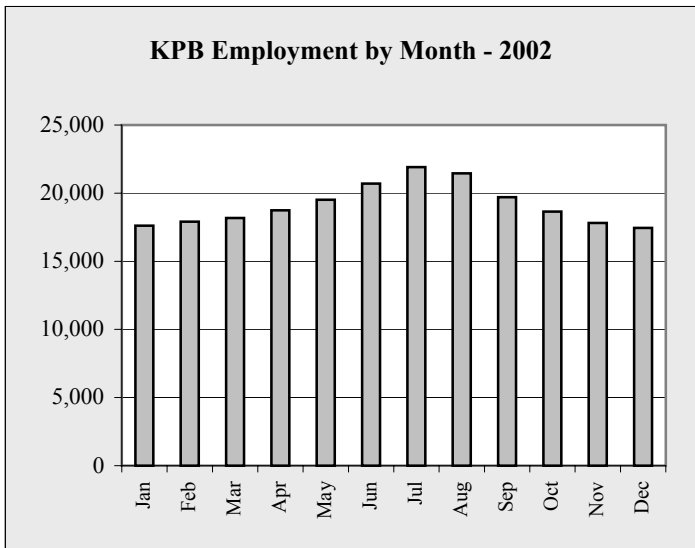


Chart 1.51

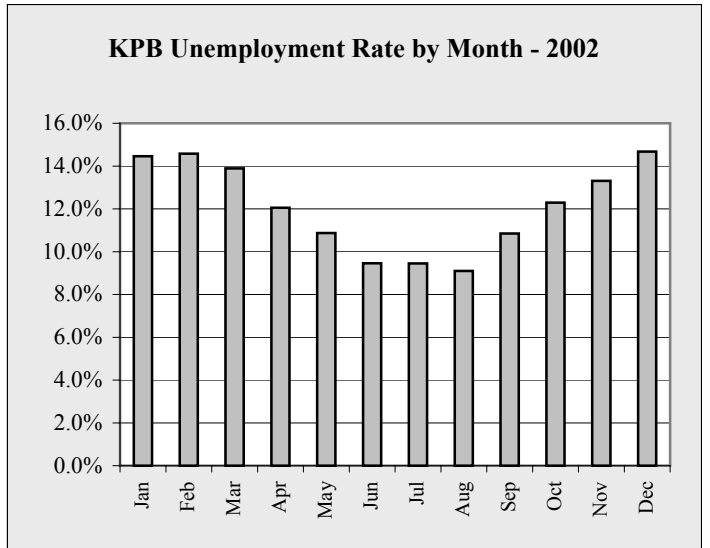


Chart 1.52

Seasonality of the KPB economy is made clear by the charts above. The labor force, which includes all those individuals willing and able to work whether or not they are working, generally marks an increase each summer as college students come home for the summer and other college students appear seeking summer employment and adventure. As fishing, tourism and construction activity increase during summer months, seasonal job opportunities follow. Even with an increased labor force, the increase in available jobs in KPB will generally result in decreased unemployment and the subsequent unemployment rates.

# KPB Population

KPB Community	KPB Region	1990 Census	June 1 Estimate (Subject to Annual Revision)									2000 Census	June 1 Estimate (Subject to Annual Revision)		Annual Change
			1991	1992	1993	1994	1995	1996	1997	1998	1999		2001	2002	
Anchor Point	S	866	905	986	1,045	1,062	1,090	1,106	1,131	1,207	1,227	1,845	1,844	1,842	
Bear Creek	E	580	617	614	610	629	620	620	623	636	650	1,748	1,852	1,858	0.3%
Beluga	W	New 2000										32	24	25	4.2%
Clam Gulch	C	79	76	79	82	94	93	95	99	110	113	173	166	177	6.6%
Cohoe	C	508	530	540	546	560	573	580	590	601	602	1,168	1,167	1,223	4.8%
Cooper Landing	E	243	248	251	252	263	278	271	266	287	285	369	394	375	-4.8%
Crown Point	E	62	63	70	78	82	88	90	90	100	91	75	91	90	-1.1%
Diamond Ridge	S	New 2000										1,802	1,822	1,130	-38.0%
Fox River	S	382	386	391	399	408	412	405	431	435	439	616	604	577	-4.5%
Fritz Creek	S	1,426	1,348	1,456	1,491	1,595	1,744	1,879	1,979	1,981	2,097	1,603	1,682	1,757	4.5%
Funny River	C	New 2000										636	631	698	10.6%
Halibut Cove	S	78	80	75	78	79	75	71	78	72	71	35	29	26	-10.3%
Happy Valley	S	309	324	341	355	370	379	384	386	402	401	489	495	497	0.4%
Homer	S	3,660	3,700	3,788	3,850	3,940	3,965	4,008	4,068	4,128	4,154	3,946	3,891	4,721	21.3%
Hope	E	161	159	168	157	167	167	158	149	136	130	137	146	155	6.2%
Jakolof Bay	S	28	25	26	32	25	32	28	35	51	40	Discontinued			NA
Kachemak	S	365	368	373	381	390	394	394	394	416	419	431	414	419	1.2%
Kalifornsky	C	285	297	303	306	314	321	325	331	337	338	5,846	6,043	6,243	3.3%
Kasilof	C	383	406	438	446	467	494	518	531	545	548	471	462	508	10.0%
Kenai	C	6,327	6,528	6,708	6,741	6,871	6,917	6,918	6,927	6,960	7,005	6,942	6,925	7,166	3.5%
Lowell Point	E	New 2000										92	83	82	-1.2%
Miller Landing	S	New 2000										74	69	0	-100.0%
Moose Pass	E	81	83	92	103	108	115	118	118	130	118	206	205	216	5.4%
Nanwalek	S	158	159	162	166	158	160	168	177	179	170	177	185	221	19.5%
Nikiski	C	2,743	2,830	2,909	2,923	2,979	2,998	2,998	3,004	3,018	3,038	4,327	4,390	4,409	0.4%
Nikolaevsk	S	371	478	488	492	567	492	552	470	471	488	345	333	314	-5.7%
Ninilchik	S	456	483	498	507	561	590	637	646	665	687	772	765	779	1.8%
Port Graham	S	166	168	170	174	166	169	177	185	188	178	171	179	176	-1.7%
Primrose	E	63	63	62	63	62	62	62	62	62	62	93	118	112	-5.1%
Ridgeway	C	2,018	2,105	2,145	2,167	2,222	2,560	2,297	2,334	2,375	2,382	1,932	1,972	1,943	-1.5%
Salamatof	C	999	1,031	970	1,011	1,026	1,075	1,007	1,130	1,123	1,122	954	883	940	6.5%
Seldovia City	S	459	299	293	286	279	278	276	279	281	284	286	304	308	1.3%
Seldovia Village	S		434	426	416	406	404	402	405	409	413	144	134	148	10.4%
Seward	E	2,699	2,856	2,878	2,886	2,965	2,917	2,891	2,996	3,028	3,010	2,830	2,768	2,794	0.9%
Soldotna	C	3,482	3,632	3,698	3,739	3,835	3,921	3,973	4,039	4,127	4,140	3,759	3,818	3,944	3.3%
Sterling	C	3,802	3,941	4,507	4,408	4,629	4,934	5,383	5,677	5,878	6,138	4,705	4,853	4,905	1.1%
Sunrise	E	New 2000										18	16	13	-18.8%
Tyonek	W	154	150	152	149	146	150	148	150	153	160	193	165	185	12.1%
Remainder Kenai/Cook Inlet census sub area	C	6,751	7,128	7,230	7,319	7,440	7,050	7,333	7,489	7,603	7,502		240	198	-17.5%
Remainder Seward census sub area	E	658	531	465	442	473	667	658	705	719	734		23	13	-43.5%
Remainder of KPB												249			NA
Kenai Peninsula Borough		40,802	42,431	43,752	44,100	45,338	46,184	46,930	47,974	48,813	49,236	49,691	50,185	51,187	2.0%

\* - Homer annexation included all of Miller Landing CDP and part of Diamond Ridge CDP. Annexation was effective April 2002.

Table 1.57

# KPB Population

**KPB Population Census Data - 1940-2000**

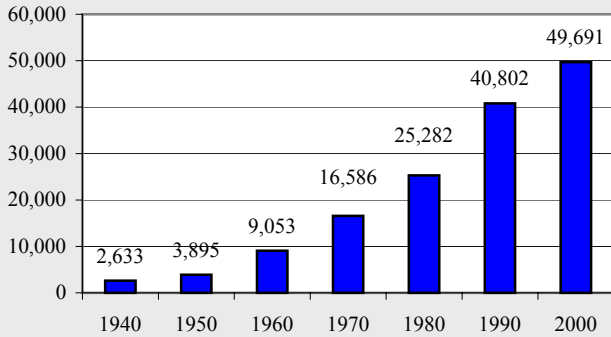


Chart 1.53

**KPB Population Growth by Region**

249 Persons Living Outside CDP's Excluded

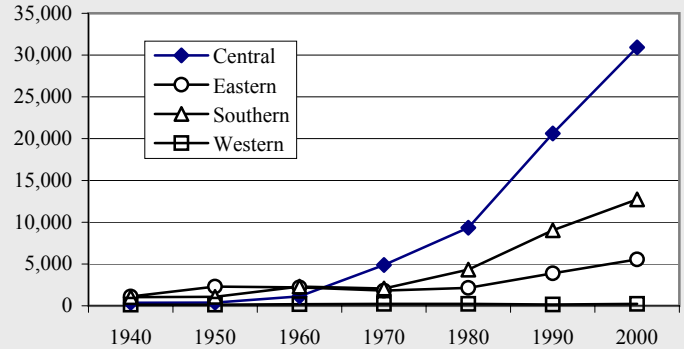


Chart 1.54

**KPB Population by Region - Census 2000**

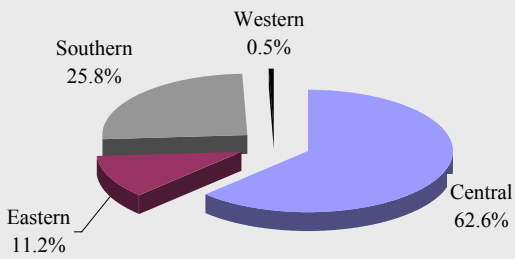


Chart 1.55

**KPB Population by Racial Group**

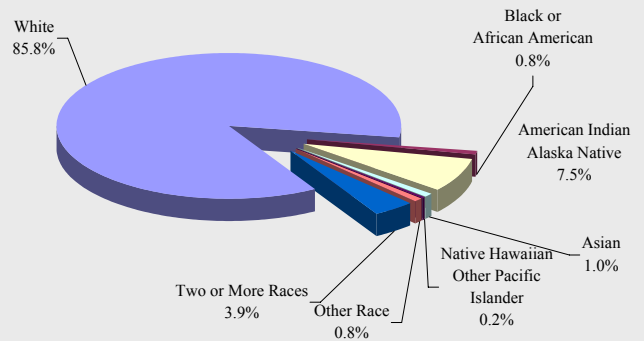


Chart 1.56

**KPB Population Estimates - 1975-2002**

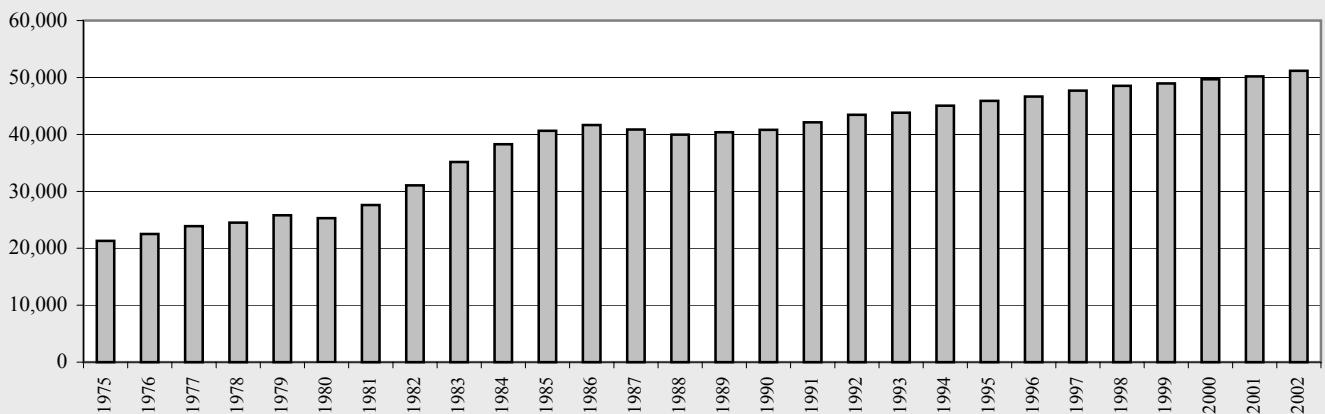


Chart 1.57



# KPB Population

KPB Community	KPB Region	Census							10 Year Change
		1940	1950	1960	1970	1980	1990	2000	
Anchor Point	S	20	65	171	102	226	866	1,845	113.0%
Grouse Creek	E	New					580	1,748	201.4%
Beluga	W	New						32	NA
Clam Gulch	C	0	0	0	47	50	79	173	119.0%
Cohoe	C	0	0	122	0	0	508	1,168	129.9%
Cooper Landing	S	0	60	130	31	116	243	369	51.9%
Crown Point	E	0	0	0	0	0	62	75	21.0%
Diamond Ridge	S	New						1,802	NA
Fox River	S	0	0	0	0	0	382	616	61.3%
Fritz Creek	S	0	0	0	27	404	1,426	1,603	12.4%
Funny River	C	New						636	NA
Halibut Cove	S	0	0	25	44	47	78	35	-55.1%
Happy Valley	S	0	0	0	0	0	309	489	58.3%
Homer	S	325	307	1,247	1,803	2,209	3,660	3,946	7.8%
Hope	E	71	63	44	51	103	161	137	-14.9%
Jakolof Bay	S	0	0	0	0	36	28	Discontinue	NA
Kachemak	S	0	0	0	76	301	365	431	18.1%
Kalifornsky	C	0	0	0	0	92	285	5,846	1951.2%
Kasilof	C	62	62	89	71	201	383	471	23.0%
Kenai	C	303	321	778	3,533	4,324	6,327	6,942	9.7%
Lowell Point	E	New						92	NA
Miller Landing	S	New						74	NA
Moose Pass	E	84	70	136	53	76	81	206	154.3%
Nanwalek	S	48	75	78	58	124	158	177	12.0%
Nikiski	C		0	0	0	1,109	2,743	4,327	57.7%
Nikolaevsk	S	0	0	0	0	0	371	345	-7.0%
Ninilchik	S	132	97	169	134	341	456	772	69.3%
Port Graham	S	93	92	139	107	161	166	171	3.0%
Primrose	E	0	0	0	0	0	63	93	47.6%
Ridgeway	C	0	0	0	0	0	2,018	1,932	-4.3%
Salamatof	C	0	0	0	0	334	999	954	-4.5%
Seldovia Village	S	410	437	460	437	479	459	144	-68.6%
Seldovia City	S	0	0	0	0	0	316	286	-9.5%
Seward	E	949	2,114	1,891	1,587	1,843	2,699	2,830	4.9%
Soldotna	C	0	0	32	1,202	2,320	3,482	3,759	8.0%
Sterling	C	0	0	115	30	919	3,802	4,705	23.8%
Sunrise	C	New						18	NA
Tyonek	W	136	132	187	232	239	154	193	25.3%
Remainder of Census area	E			2,956	2,337	9,228	7,409	249	-96.6%
Kenai Peninsula Borough		4,573	5,845	10,729	13,932	27,262	42,792	51,691	20.8%

Table 1.58

# KPB Population

CDP	Total Population	Race							
		One Race							Two or More Races
		One Race	White	Black African American	American Indian Alaska Native	Asian	Native Hawaiian Other Pacific Islander	Other	
<b>Kenai Peninsula Borough</b>	<b>49,691</b>	<b>47,764</b>	<b>42,841</b>	<b>229</b>	<b>3,713</b>	<b>480</b>	<b>86</b>	<b>415</b>	<b>1,927</b>
Anchor Point	1,845	1,775	1,694	2	62	6	0	11	70
Bear Creek	1,748	1,650	1,404	5	203	18	2	18	98
Beluga	32	32	24	0	8	0	0	0	0
Clam Gulch	175	169	160	0	5	2	0	0	6
Cohoe	1,166	1,123	1,053	3	53	7	2	7	43
Cooper Landing	369	357	338	1	11	6	0	1	12
Crown Point	75	71	66	0	3	1	0	1	4
Diamond Ridge	1,802	1,746	1,663	2	57	8	0	16	56
Fox River	616	615	614	0	0	0	0	1	1
Fritz Creek	1,603	1,554	1,490	3	38	9	0	14	49
Funny River	636	623	596	0	11	7	0	9	13
Halibut Cove	35	34	34	0	0	0	0	0	1
Happy Valley	489	470	432	0	30	2	2	4	19
Homer city	3,946	3,822	3,573	13	167	36	4	29	124
Hope	137	132	126	1	3	2	0	0	5
Kachemak City	431	407	377	0	25	4	0	1	24
Kalifornsky	5,846	5,609	5,247	14	269	39	5	35	237
Kasilof	471	455	435	3	15	1	0	1	16
Kenai city	6,942	6,595	5,745	34	607	115	16	78	347
Lowell Point	92	92	85	1	4	2	0	0	0
Miller Landing	74	74	70	0	0	4	0	0	0
Moose Pass	206	195	180	3	12	0	0	0	11
Nanwalek	177	170	12	0	158	0	0	0	7
Nikiski	4,327	4,192	3,771	5	327	31	22	36	135
Nikolaevsk	345	300	282	0	6	1	4	7	45
Ninilchik	772	748	635	0	108	4	0	1	24
Port Graham	171	165	19	0	145	0	0	1	6
Primrose	93	90	85	0	3	1	1	0	3
Ridgeway	1,932	1,833	1,696	7	83	15	2	30	99
Salamatof	954	922	685	32	190	5	1	9	32
Seldovia city	286	267	210	3	50	2	1	1	19
Seldovia Village	144	138	81	0	53	1	0	3	6
Seward city	2,830	2,664	2,041	69	472	52	5	25	166
Soldotna city	3,759	3,635	3,310	11	187	65	14	48	124
Sterling	4,705	4,589	4,361	17	153	25	5	28	116
Sunrise	18	16	16	0	0	0	0	0	2
Tyonek	193	193	9	0	184	0	0	0	0
Remainder of KPB	249	242	222	0	11	9	0	0	7

Table 1.59



Hispanic or Latino (of any race)
<b>1,087</b>
32
33
0
0
20
4
2
38
1
36
3
0
14
95
3
7
115
1
265
2
0
1
2
57
1
5
6
0
49
32
6
1
68
121
57
0
5
5

# KPB Population

Area	April 1, 2000	April 1, 1990	June 1 Estimate (Subject to Annual Revision)	Percent Change	State Rank Based on Numeric Change	State Rank Based on Percent Change
Alabama	4,447,100	4,040,587	406,513	10.1	25	25
Alaska	626,932	550,043	76,889	14.0	43	17
Arizona	5,130,632	3,665,228	1,465,404	40.0	5	2
Arkansas	2,673,400	2,350,725	322,675	13.7	29	19
California	33,871,648	29,760,021	4,111,627	13.8	1	18
Colorado	4,301,261	3,294,394	1,006,867	30.6	8	3
Connecticut	3,405,565	3,287,116	118,449	3.6	39	47
Delaware	783,600	666,168	117,432	17.6	40	13
District of Columbia	572,059	606,900	-34,841	-5.7	(NA)	(NA)
Florida	15,982,378	12,937,926	3,044,452	23.5	3	7
Georgia	8,186,453	6,478,216	1,708,237	26.4	4	6
Hawaii	1,211,537	1,108,229	103,308	9.3	41	31
Idaho	1,293,953	1,006,749	287,204	28.5	32	5
Illinois	12,419,293	11,430,602	988,691	8.6	9	34
Indiana	6,080,485	5,544,159	536,326	9.7	18	27
Iowa	2,926,324	2,776,755	149,569	5.4	36	43
Kansas	2,688,418	2,477,574	210,844	8.5	35	35
Kentucky	4,041,769	3,685,296	356,473	9.7	27	28
Louisiana	4,468,976	4,219,973	249,003	5.9	34	40
Maine	1,274,923	1,227,928	46,995	3.8	45	46
Maryland	5,296,486	4,781,468	515,018	10.8	20	23
Massachusetts	6,349,097	6,016,425	332,672	5.5	28	41
Michigan	9,938,444	9,295,297	643,147	6.9	15	39
Minnesota	4,919,479	4,375,099	544,380	12.4	17	21
Mississippi	2,844,658	2,573,216	271,442	10.5	33	24
Missouri	5,595,211	5,117,073	478,138	9.3	23	30
Montana	902,195	799,065	103,130	12.9	42	20
Nebraska	1,711,263	1,578,385	132,878	8.4	37	37
Nevada	1,998,257	1,201,833	796,424	66.3	13	1
New Hampshire	1,235,786	1,109,252	126,534	11.4	38	22
New Jersey	8,414,350	7,730,188	684,162	8.9	14	33
New Mexico	1,819,046	1,515,069	303,977	20.1	31	12
New York	18,976,457	17,990,455	986,002	5.5	10	42
North Carolina	8,049,313	6,628,637	1,420,676	21.4	6	9
North Dakota	642,200	638,800	3,400	0.5	50	50
Ohio	11,353,140	10,847,115	506,025	4.7	22	44
Oklahoma	3,450,654	3,145,585	305,069	9.7	30	26
Oregon	3,421,399	2,842,321	579,078	20.4	16	11
Pennsylvania	12,281,054	11,881,643	399,411	3.4	26	48
Rhode Island	1,048,319	1,003,464	44,855	4.5	47	45
South Carolina	4,012,012	3,486,703	525,309	15.1	19	15
South Dakota	754,844	696,004	58,840	8.5	44	36
Tennessee	5,689,283	4,877,185	812,098	16.7	12	14
Texas	20,851,820	16,986,510	3,865,310	22.8	2	8
Utah	2,233,169	1,722,850	510,319	29.6	21	4
Vermont	608,827	562,758	46,069	8.2	46	38
Virginia	7,078,515	6,187,358	891,157	14.4	11	16
Washington	5,894,121	4,866,692	1,027,429	21.1	7	10
West Virginia	1,808,344	1,793,477	14,867	0.8	49	49
Wisconsin	5,363,675	4,891,769	471,906	9.6	24	29
Wyoming	493,782	453,588	40,194	8.9	48	32
<b>Total Resident Population<sup>1</sup></b>	<b>281,421,906</b>	<b>248,709,873</b>	<b>32,712,033</b>	<b>13.2</b>	<b>(NA)</b>	<b>(NA)</b>

Table 1.60

# Homer Sales - Third Quarter

Homer 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	305,965	492,748	271,045	617,216	369,625	358,911	484,052	34.9%
Min	550	0	13,400	23,747	4,209	3,383	448	-86.8%
Const	10,033,640	16,130,230	7,328,638	13,266,938	13,713,481	15,972,357	11,464,216	-28.2%
Manu	3,942,293	4,629,816	6,232,592	1,509,013	1,967,400	2,153,455	1,777,344	-17.5%
TCPU	8,393,718	9,469,610	9,083,098	9,917,768	12,778,704	11,520,684	11,286,727	-2.0%
Whole	4,510,243	4,543,606	5,492,391	5,615,352	6,265,398	6,615,779	6,652,957	0.6%
Retail	20,751,686	20,515,617	21,600,116	22,985,235	24,133,133	28,823,891	30,586,660	6.1%
FIRE	2,486,405	2,524,759	1,926,974	1,955,965	2,273,892	2,690,846	2,467,122	-8.3%
Service	12,066,351	12,579,765	14,404,867	14,070,134	15,579,884	21,125,491	20,141,469	-4.7%
Total	62,490,851	70,886,151	66,353,121	69,961,368	77,085,726	89,264,797	84,860,995	-4.9%
Annual Change		13.4%	-6.4%	5.4%	10.2%	15.8%	-4.9%	

Table 2.1

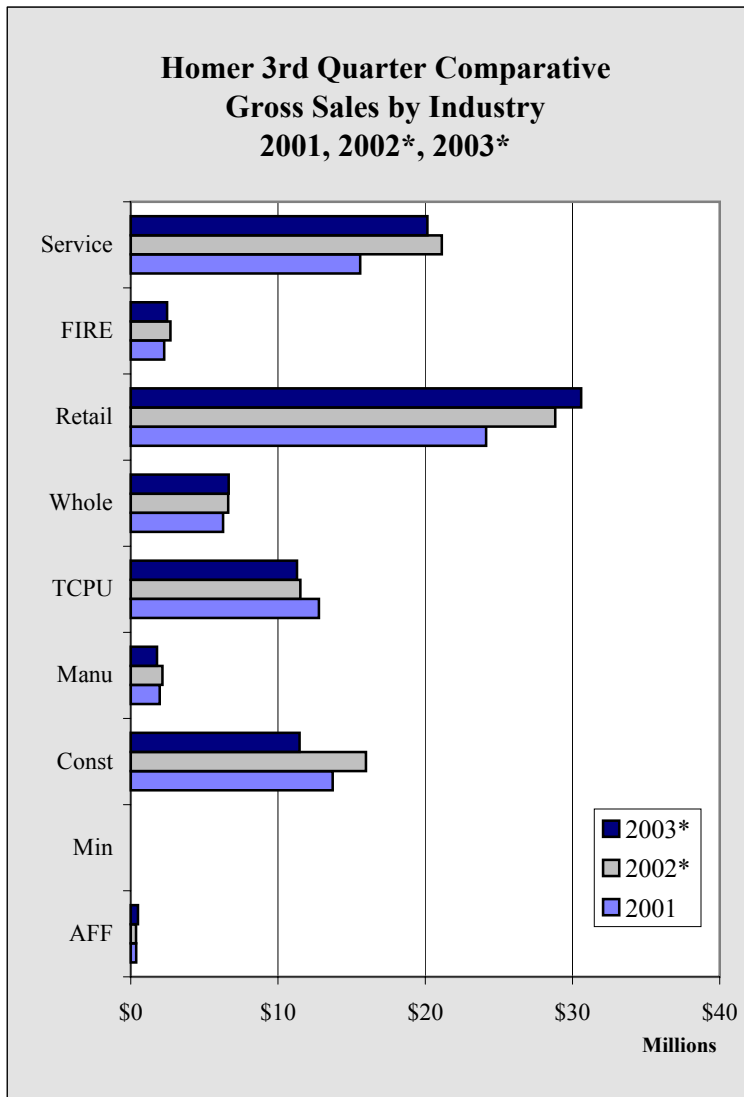


Chart 2.1

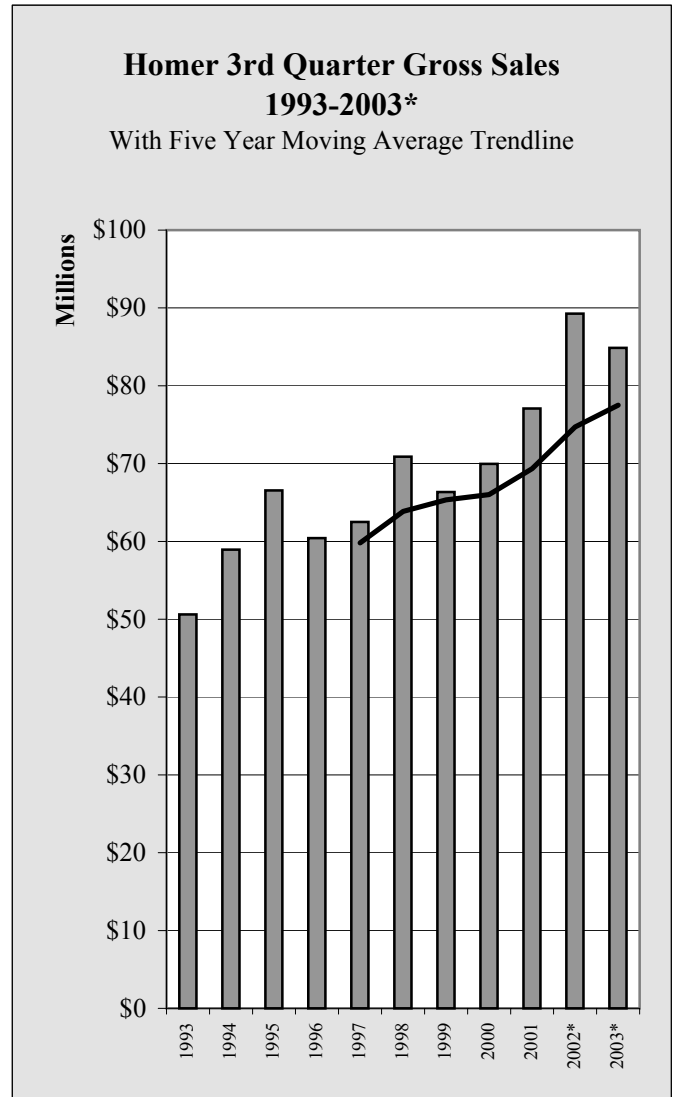


Chart 2.2

\* 2002 and 2003 data includes additional business activity due to the Homer annexation, effective 4/1/2002

# Homer Sales - Third Quarter

Homer 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	153,223	192,701	146,340	149,462	177,823	195,905	248,813	27.0%
Min	500	0	0	500	2,175	0	0	NA
Const	241,523	264,104	223,001	239,938	280,862	324,412	317,375	-2.2%
Manu	618,075	629,601	619,889	588,489	525,720	597,126	580,313	-2.8%
TCPU	2,590,990	2,827,790	2,999,198	3,098,352	3,245,406	3,748,232	3,727,053	-0.6%
Whole	2,501,186	2,287,530	2,550,653	2,812,209	2,893,258	2,943,642	3,392,660	15.3%
Retail	15,725,935	15,769,364	16,429,320	17,376,176	18,262,539	21,216,828	22,062,718	4.0%
FIRE	793,658	793,724	848,368	918,668	1,004,143	1,161,201	1,150,011	-1.0%
Service	9,029,849	9,338,934	10,430,960	10,448,267	10,864,894	12,759,087	12,330,306	-3.4%
Total	31,654,939	32,103,748	34,247,729	35,632,061	37,256,820	42,946,433	43,809,249	2.0%
Annual Change		1.4%	6.7%	4.0%	4.6%	15.3%	2.0%	

Table 2.2

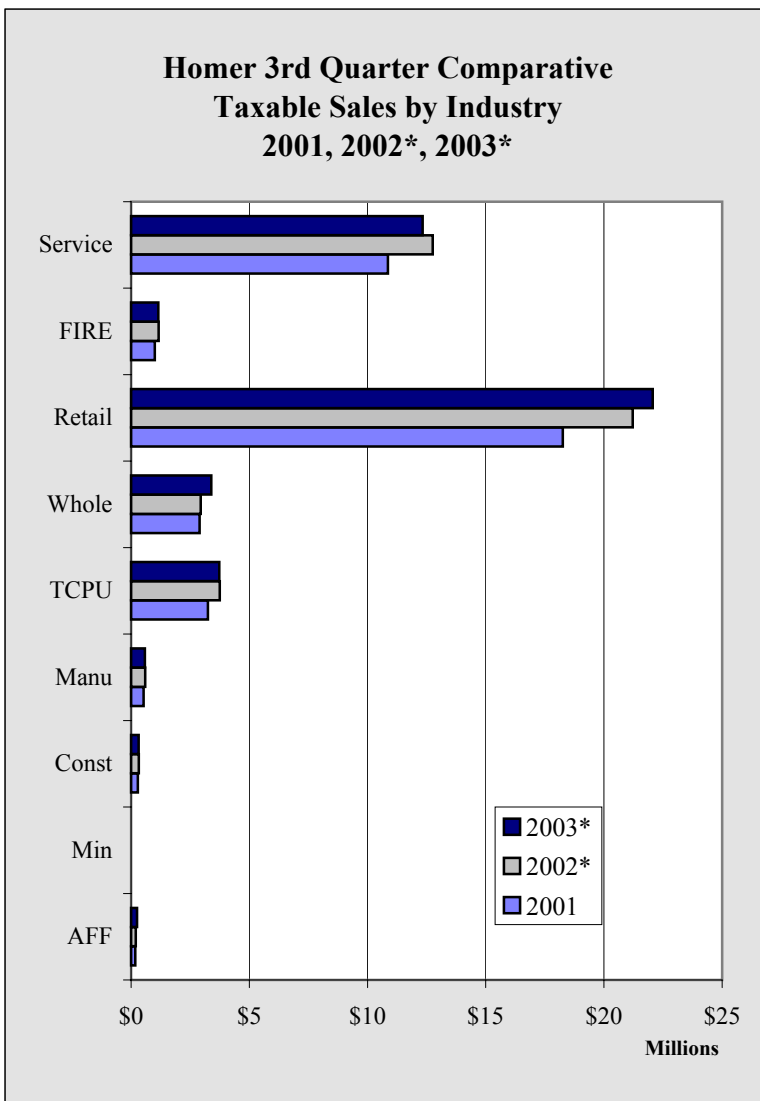


Chart 2.3

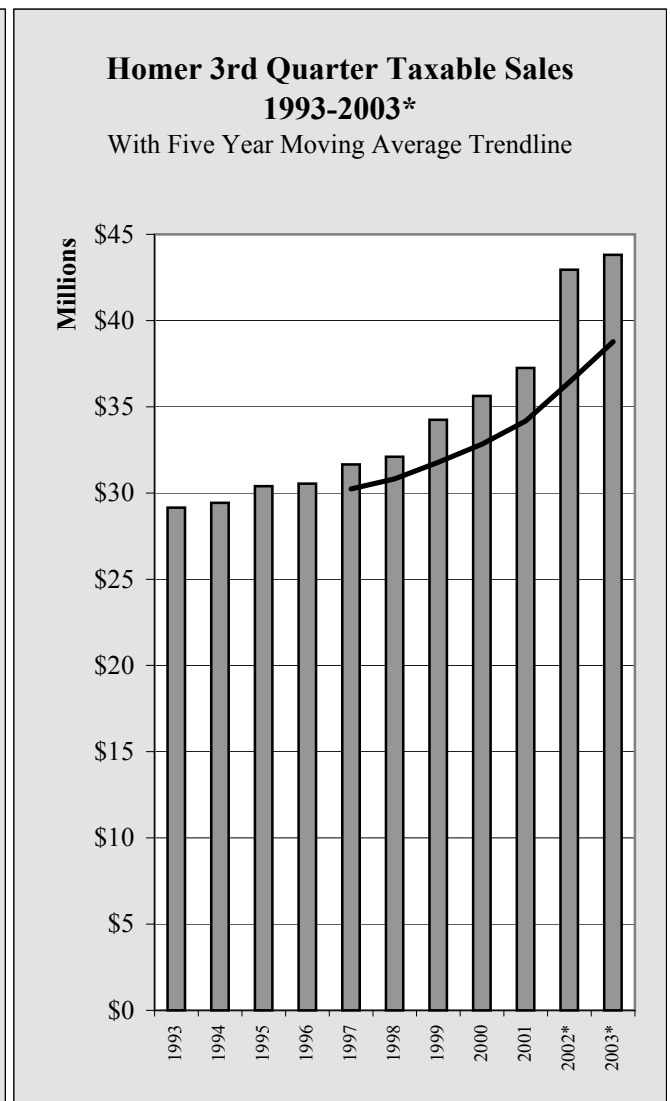


Chart 2.4

\* 2002 and 2003 data includes additional business activity due to the Homer annexation, effective 4/1/2002

# Homer Sales - Year-to-Date 9/30/2003

**Homer YTD Gross Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	583,699	946,246	662,392	1,407,492	751,448	744,012	1,153,531	55.0%
Min	599	0	13,595	23,747	15,190	8,582	448	-94.8%
Const	20,006,152	29,666,658	19,217,701	32,370,872	28,564,046	31,841,012	31,946,002	0.3%
Manu	15,618,220	14,725,520	14,480,398	5,201,883	4,747,986	5,197,710	4,994,915	-3.9%
TCPU	23,780,166	26,168,657	25,636,218	26,264,813	30,098,528	32,283,460	30,509,247	-5.5%
Whole	14,423,667	11,361,597	14,235,936	13,252,502	14,992,060	15,365,255	16,831,368	9.5%
Retail	50,242,821	50,011,580	51,215,265	55,066,385	58,009,021	67,378,399	75,184,544	11.6%
FIRE	7,637,642	6,657,677	5,801,863	5,085,630	5,653,330	6,255,190	6,983,867	11.6%
Service	25,196,536	26,105,065	28,514,589	28,976,343	31,820,581	42,833,143	43,149,975	0.7%
Total	157,489,502	165,643,000	159,777,957	167,649,667	174,652,190	201,906,763	210,753,897	4.4%
Annual Change		5.2%	-3.5%	4.9%	4.2%	15.6%	4.4%	

Table 2.3

**Homer YTD Comparative  
Gross Sales by Industry  
2001, 2002\*, 2003\***

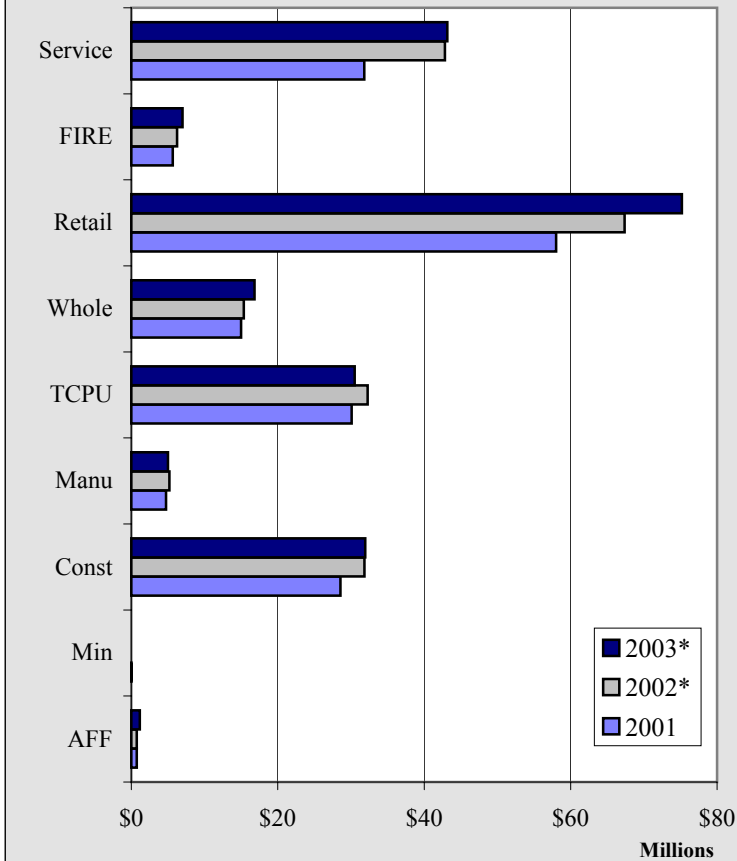


Chart 2.5

\* 2002 and 2003 data includes additional business activity due to the Homer annexation, effective 4/1/2002

**Homer YTD Gross Sales  
1993-2003\***

With Five Year Moving Average Trendline

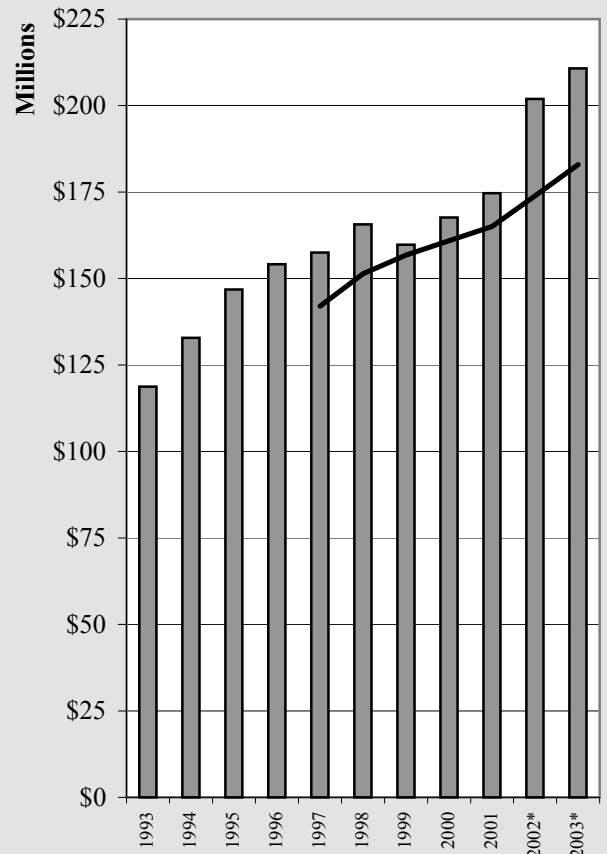


Chart 2.6

# Homer Sales - Year-to-Date 9/30/2003

Homer YTD Taxable Sales by Industry - 1997-2003* - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	359,103	466,276	345,718	392,441	432,147	480,160	596,586	24.2%
Min	539	0	195	500	5,364	2,665	0	-100.0%
Const	620,492	603,273	648,667	678,257	677,038	829,040	862,871	4.1%
Manu	1,680,577	1,595,717	1,594,218	1,545,881	1,379,972	1,417,473	1,390,305	-1.9%
TCPU	6,922,808	7,409,738	7,872,654	7,888,296	7,956,118	8,842,788	9,813,972	11.0%
Whole	6,311,180	5,845,621	6,197,645	6,896,899	7,138,315	7,147,496	8,409,428	17.7%
Retail	37,602,944	38,150,638	39,060,200	41,455,869	43,655,197	49,452,712	53,789,537	8.8%
FIRE	2,158,217	2,146,315	2,261,268	2,405,275	2,614,370	2,927,906	3,098,812	5.8%
Service	18,173,122	18,670,847	19,844,190	20,446,225	21,276,029	24,648,688	25,203,102	2.2%
Total	73,828,982	74,888,425	77,824,755	81,709,643	85,134,550	95,748,928	103,164,613	7.7%
Annual Change		1.4%	3.9%	5.0%	4.2%	12.5%	7.7%	

Table 2.4

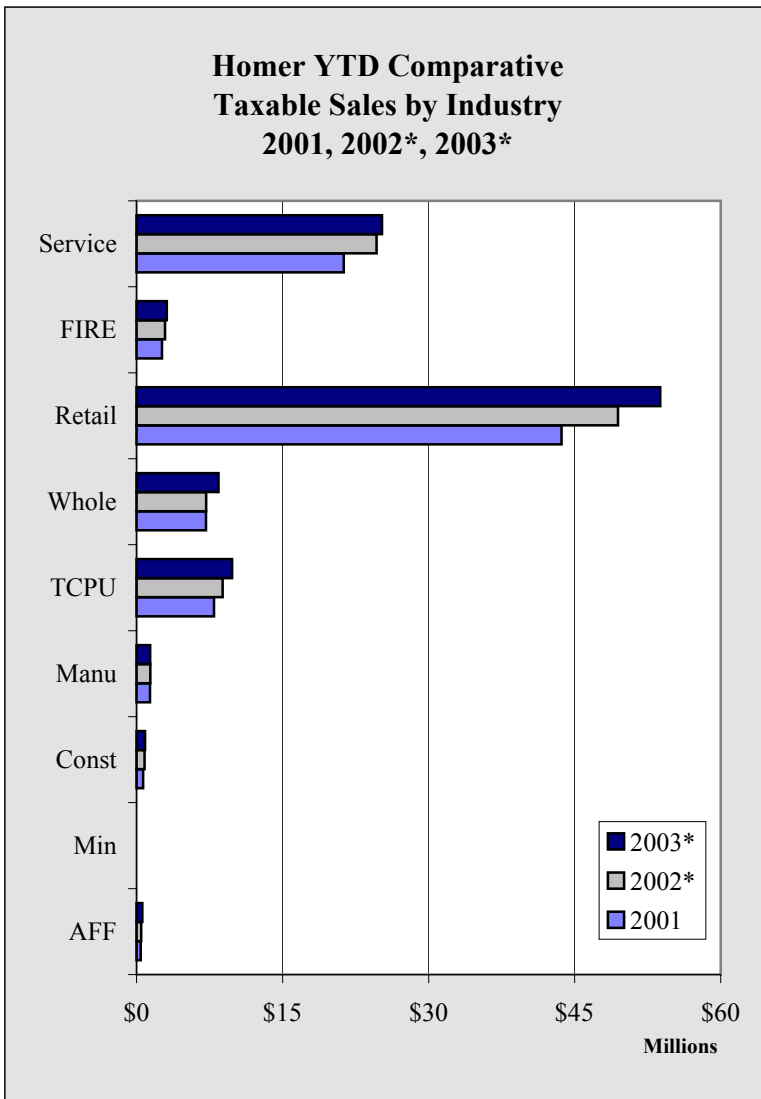


Chart 2.7

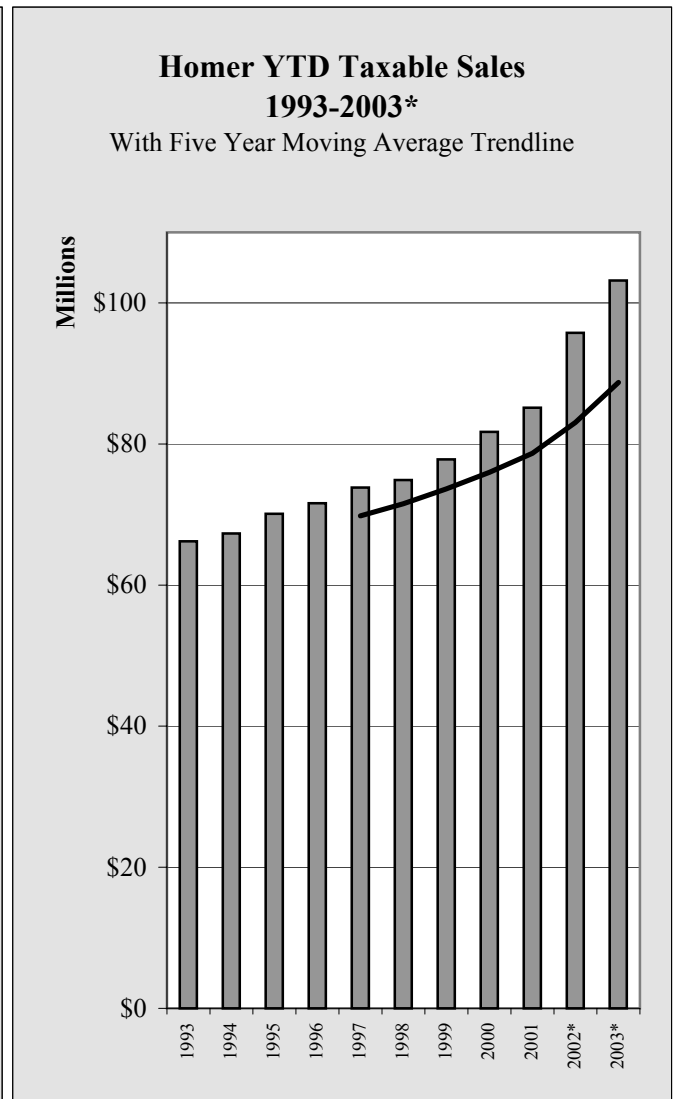


Chart 2.8

\* 2002 and 2003 data includes additional business activity due to the Homer annexation, effective 4/1/2002



# Homer Sales - Annual

**Homer Annual Gross Sales by Industry - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002*	Annual Change
AFF	648,498	771,781	1,231,758	1,132,289	1,763,891	931,926	1,013,352	8.7%
Min	503	740	130	13,595	24,864	15,819	8,582	-45.7%
Const	24,867,758	29,257,764	37,787,332	27,642,104	42,378,954	40,149,696	45,827,738	14.1%
Manu	27,089,375	19,780,094	19,649,701	16,450,883	6,761,789	6,482,895	6,590,594	1.7%
TCPU	29,453,594	31,416,297	34,491,856	33,675,536	34,493,682	40,575,604	42,124,061	3.8%
Whole	14,192,040	17,366,525	14,672,913	17,513,809	17,031,089	18,650,302	19,987,845	7.2%
Retail	64,127,192	64,382,878	64,712,270	66,221,369	71,433,779	75,734,333	87,760,215	15.9%
FIRE	8,922,853	9,273,104	8,574,588	7,448,936	6,670,978	7,528,186	8,429,094	12.0%
Service	29,829,045	30,950,687	31,322,069	33,743,954	35,313,798	39,120,411	50,568,670	29.3%
Total	199,130,858	203,199,870	212,442,617	203,842,475	215,872,824	229,189,172	262,310,151	14.5%
Annual Change		2.0%	4.5%	-4.0%	5.9%	6.2%	14.5%	

Table 2.5

**Homer Annual Comparative  
Gross Sales by Industry  
2000, 2001, 2002\***

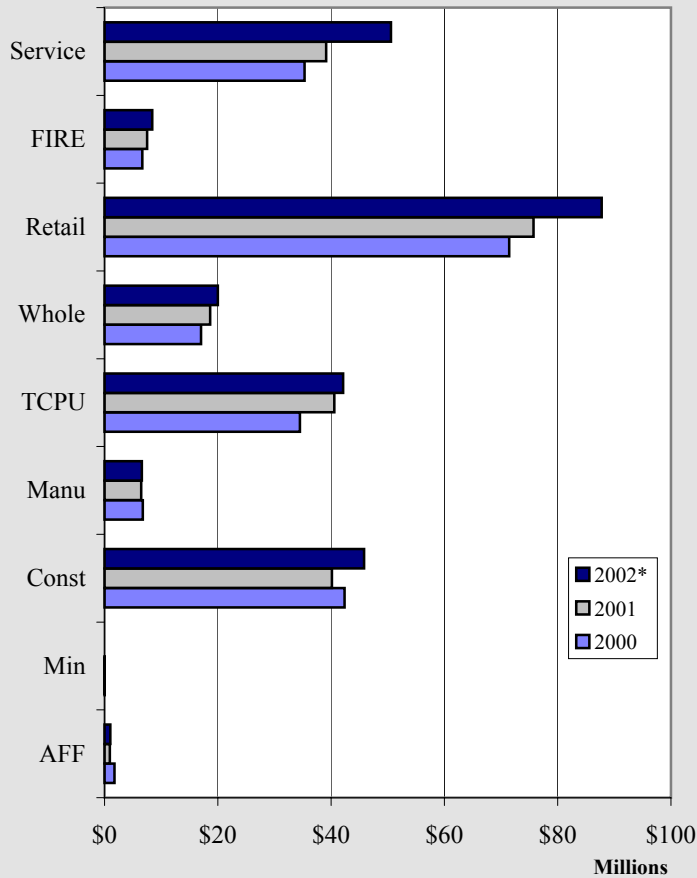


Chart 2.9

\* 2002 data includes additional business activity due to the Homer annexation, effective 4/1/2002

**Homer Annual Gross Sales  
1992-2002\***

With Five Year Moving Average Trendline

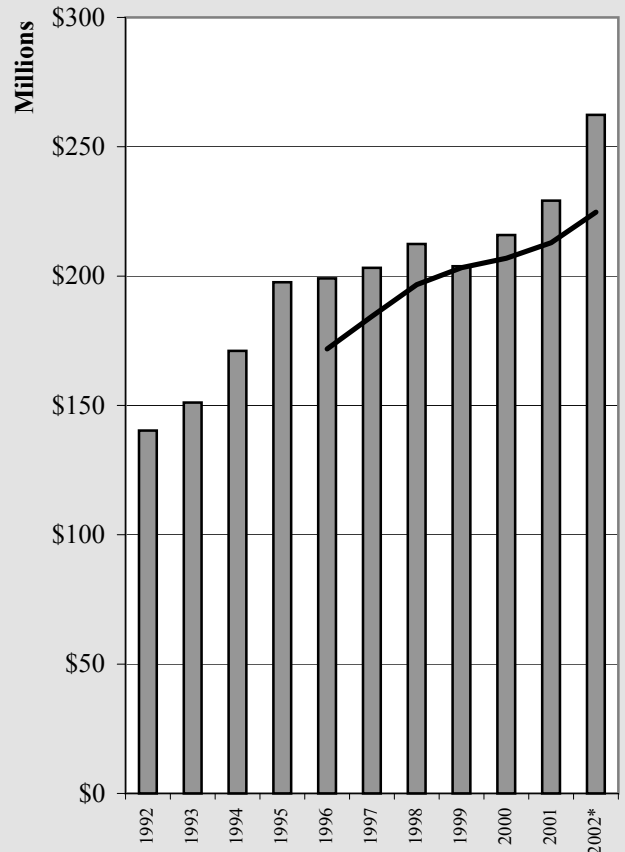


Chart 2.10

# Homer Sales - Annual

Homer Annual Taxable Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002*	Annual Change
AFF	431,945	471,851	626,058	461,892	519,595	577,360	641,294	11.1%
Min	0	680	130	195	1,104	5,993	2,665	-55.5%
Const	721,726	803,401	820,655	891,101	891,188	940,211	1,125,715	19.7%
Manu	2,080,273	2,098,328	2,087,103	2,084,079	2,045,894	1,769,534	1,822,345	3.0%
TCPU	8,802,466	8,994,116	9,578,082	10,137,988	10,110,454	10,200,922	11,684,396	14.5%
Whole	7,674,959	7,891,673	7,485,103	8,034,552	8,658,775	8,987,771	8,932,852	-0.6%
Retail	47,014,880	48,308,049	48,994,370	50,357,048	53,181,192	55,979,936	63,590,707	13.6%
FIRE	3,013,701	2,810,086	2,814,367	2,949,461	3,139,293	3,449,722	3,872,685	12.3%
Service	20,187,448	21,947,741	22,035,474	23,232,422	24,546,321	24,996,291	29,063,839	16.3%
Total	89,927,398	93,325,925	94,441,342	98,148,738	103,093,816	106,907,740	120,736,498	12.9%
Annual Change		3.8%	1.2%	3.9%	5.0%	3.7%	12.9%	

Table 2.6

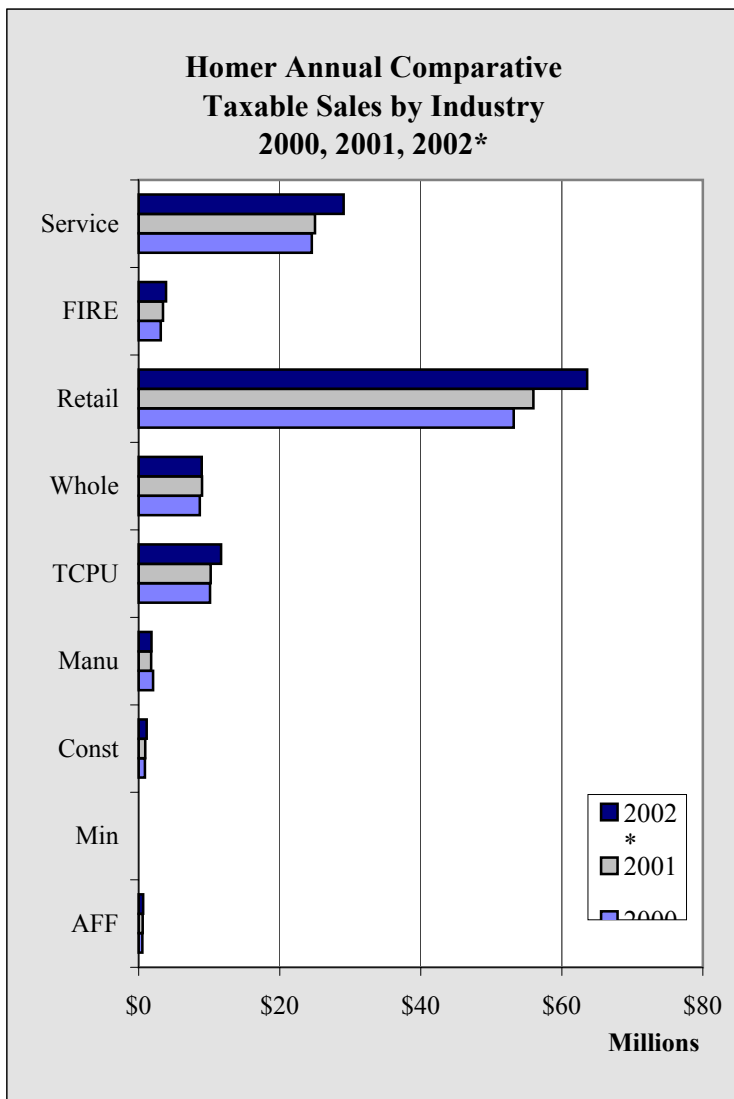


Chart 2.11

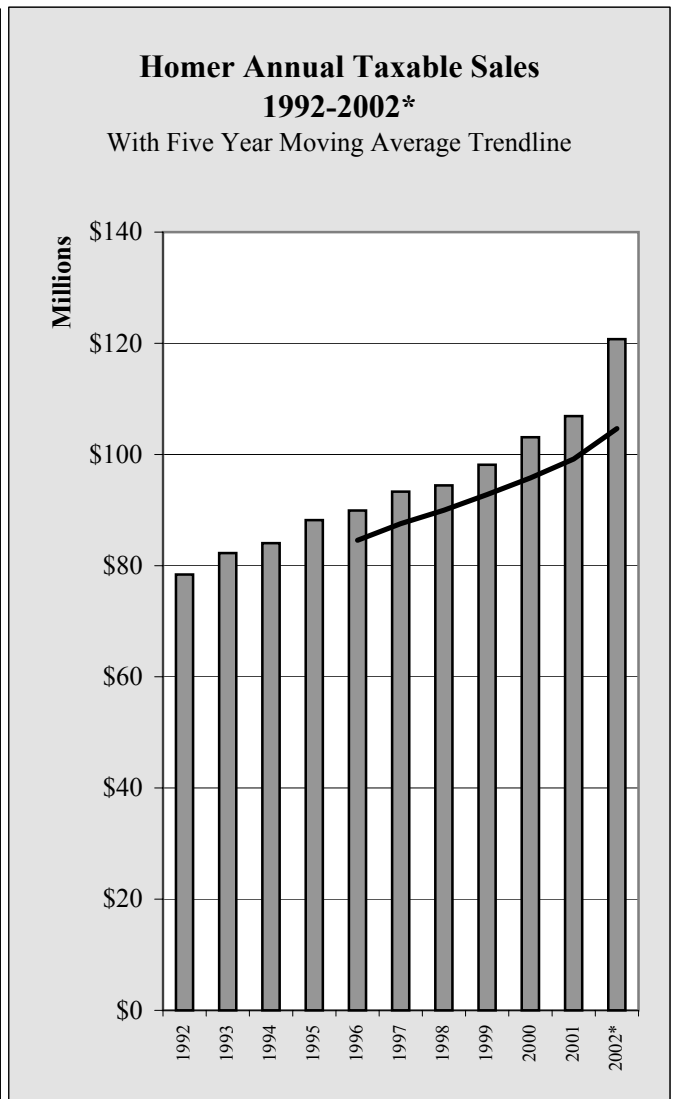


Chart 2.12

\* 2002 data includes additional business activity due to the Homer annexation, effective 4/1/2002

# Homer Sales by Quarter

<b>Homer Gross Sales by Industry by Quarter - 1999-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1999</b>					
AFF	94,065	297,282	271,045	469,897	1,132,289
Min	195	0	13,400	0	13,595
Const	6,011,769	5,877,294	7,328,638	8,424,403	27,642,104
Manu	3,510,592	4,737,214	6,232,592	1,970,485	16,450,883
TCPU	8,313,407	8,239,713	9,083,098	8,039,318	33,675,536
Whole	4,137,168	4,606,377	5,492,391	3,277,873	17,513,809
Retail	11,284,262	18,330,887	21,600,116	15,006,104	66,221,369
FIRE	1,957,019	1,917,870	1,926,974	1,647,073	7,448,936
Service	4,245,171	9,864,551	14,404,867	5,229,365	33,743,954
Total	39,553,648	53,871,188	66,353,121	44,064,518	203,842,475
<b>2000</b>					
AFF	174,500	615,776	617,216	356,399	1,763,891
Min	0	0	23,747	1,117	24,864
Const	7,295,167	11,808,767	13,266,938	10,008,082	42,378,954
Manu	1,753,833	1,939,037	1,509,013	1,559,906	6,761,789
TCPU	7,762,978	8,584,067	9,917,768	8,228,869	34,493,682
Whole	3,181,020	4,456,130	5,615,352	3,778,587	17,031,089
Retail	12,201,980	19,879,170	22,985,235	16,367,394	71,433,779
FIRE	1,447,561	1,682,104	1,955,965	1,585,348	6,670,978
Service	4,631,978	10,274,231	14,070,134	6,337,455	35,313,798
Total	38,449,017	59,239,282	69,961,368	48,223,157	215,872,824
<b>2001</b>					
AFF	160,466	221,357	369,625	180,478	931,926
Min	9,137	1,844	4,209	629	15,819
Const	8,123,440	6,727,125	13,713,481	11,585,650	40,149,696
Manu	1,325,393	1,455,193	1,967,400	1,734,909	6,482,895
TCPU	8,393,207	8,926,617	12,778,704	10,477,076	40,575,604
Whole	3,510,617	5,216,045	6,265,398	3,658,242	18,650,302
Retail	12,916,061	20,959,827	24,133,133	17,725,312	75,734,333
FIRE	1,401,527	1,977,911	2,273,892	1,874,856	7,528,186
Service	4,999,240	11,241,457	15,579,884	7,299,830	39,120,411
Total	40,839,088	56,727,376	77,085,726	54,536,982	229,189,172
<b>2002</b>					
AFF	134,712	250,389	358,911	269,340	1,013,352
Min	1,363	3,836	3,383	0	8,582
Const	8,430,924	7,437,731	15,972,357	13,986,726	45,827,738
Manu	1,253,834	1,790,421	2,153,455	1,392,884	6,590,594
TCPU	9,784,195	10,978,581	11,520,684	9,840,601	42,124,061
Whole	3,370,560	5,378,916	6,615,779	4,622,590	19,987,845
Retail	13,664,594	24,889,914	28,823,891	20,381,816	87,760,215
FIRE	1,523,140	2,041,204	2,690,846	2,173,904	8,429,094
Service	6,001,544	15,706,108	21,125,491	7,735,527	50,568,670
Total	44,164,866	68,477,100	89,264,797	60,403,388	262,310,151
<b>2003</b>					
AFF	249,333	420,146	484,052		1,153,531
Min	0	0	448		448
Const	9,425,163	11,056,623	11,464,216		31,946,002
Manu	1,317,636	1,899,935	1,777,344		4,994,915
TCPU	9,454,072	9,768,448	11,286,727		30,509,247
Whole	4,059,277	6,119,134	6,652,957		16,831,368
Retail	17,080,468	27,517,416	30,586,660		75,184,544
FIRE	1,979,740	2,537,005	2,467,122		6,983,867
Service	7,252,742	15,755,764	20,141,469		43,149,975
Total	50,818,431	75,074,471	84,860,995		210,753,897

Table 2.7

# Homer Sales by Quarter

<b>Homer Taxable Sales by Industry by Quarter - 1999-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1999</b>					
AFF	79,865	119,513	146,340	116,174	461,892
Min	195	0	0	0	195
Const	182,033	243,633	223,001	242,434	891,101
Manu	345,033	629,296	619,889	489,861	2,084,079
TCPU	2,300,797	2,572,659	2,999,198	2,265,334	10,137,988
Whole	1,510,910	2,136,082	2,550,653	1,836,907	8,034,552
Retail	8,815,674	13,815,206	16,429,320	11,296,848	50,357,048
FIRE	661,240	751,660	848,368	688,193	2,949,461
Service	2,742,720	6,670,510	10,430,960	3,388,232	23,232,422
Total	16,638,467	26,938,559	34,247,729	20,323,983	98,148,738
<b>2000</b>					
AFF	108,581	134,398	149,462	127,154	519,595
Min	0	0	500	604	1,104
Const	214,922	223,397	239,938	212,931	891,188
Manu	352,233	605,159	588,489	500,013	2,045,894
TCPU	2,182,015	2,607,929	3,098,352	2,222,158	10,110,454
Whole	1,653,115	2,431,575	2,812,209	1,761,876	8,658,775
Retail	9,184,421	14,895,272	17,376,176	11,725,323	53,181,192
FIRE	675,571	811,036	918,668	734,018	3,139,293
Service	2,954,002	7,043,956	10,448,267	4,100,096	24,546,321
Total	17,324,860	28,752,722	35,632,061	21,384,173	103,093,816
<b>2001</b>					
AFF	108,289	146,035	177,823	145,213	577,360
Min	1,640	1,549	2,175	629	5,993
Const	178,792	217,384	280,862	263,173	940,211
Manu	325,875	528,377	525,720	389,562	1,769,534
TCPU	2,129,650	2,581,062	3,245,406	2,244,804	10,200,922
Whole	1,698,448	2,546,609	2,893,258	1,849,456	8,987,771
Retail	9,542,806	15,849,852	18,262,539	12,324,739	55,979,936
FIRE	689,408	920,819	1,004,143	835,352	3,449,722
Service	3,087,356	7,323,779	10,864,894	3,720,262	24,996,291
Total	17,762,264	30,115,466	37,256,820	21,773,190	106,907,740
<b>2002</b>					
AFF	117,273	166,982	195,905	161,134	641,294
Min	710	1,955	0	0	2,665
Const	237,634	266,994	324,412	296,675	1,125,715
Manu	263,252	557,095	597,126	404,872	1,822,345
TCPU	2,225,029	2,869,527	3,748,232	2,841,608	11,684,396
Whole	1,671,591	2,532,263	2,943,642	1,785,356	8,932,852
Retail	10,048,811	18,187,073	21,216,828	14,137,995	63,590,707
FIRE	765,168	1,001,537	1,161,201	944,779	3,872,685
Service	3,321,944	8,567,657	12,759,087	4,415,151	29,063,839
Total	18,651,412	34,151,083	42,946,433	24,987,570	120,736,498
<b>2003</b>					
AFF	135,734	212,039	248,813		596,586
Min	0	0	0		0
Const	238,346	307,150	317,375		862,871
Manu	277,526	532,466	580,313		1,390,305
TCPU	2,884,030	3,202,889	3,727,053		9,813,972
Whole	2,025,504	2,991,264	3,392,660		8,409,428
Retail	11,985,243	19,741,576	22,062,718		53,789,537
FIRE	893,846	1,054,955	1,150,011		3,098,812
Service	3,996,820	8,875,976	12,330,306		25,203,102
Total	22,437,049	36,918,315	43,809,249		103,164,613
					<b>Year to Date</b>

Table 2.8

# Homer Construction - Third Quarter

**Homer 3rd Quarter Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	1,478,900	620,000	740,000	1,025,000	1,161,680	1,466,300	2,106,275	43.6%
Residential Alter/Add	44,365	254,200	199,000	109,560	122,720	217,940	285,000	30.8%
Commercial New	159,000	41,019	4,800,000	805,000	340,000	3,912,740	628,800	-83.9%
Commercial Alter/Add	139,000	175,000	6,000	207,410	1,371,950	180,350	70,000	-61.2%
Total	1,821,265	1,090,219	5,745,000	2,146,970	2,996,350	5,777,330	3,090,075	-46.5%
Annual Change		-40.1%	427.0%	-62.6%	39.6%	92.8%	-46.5%	

Table 2.9

**Homer 3rd Quarter Permit Values by Type - 1997-2003**

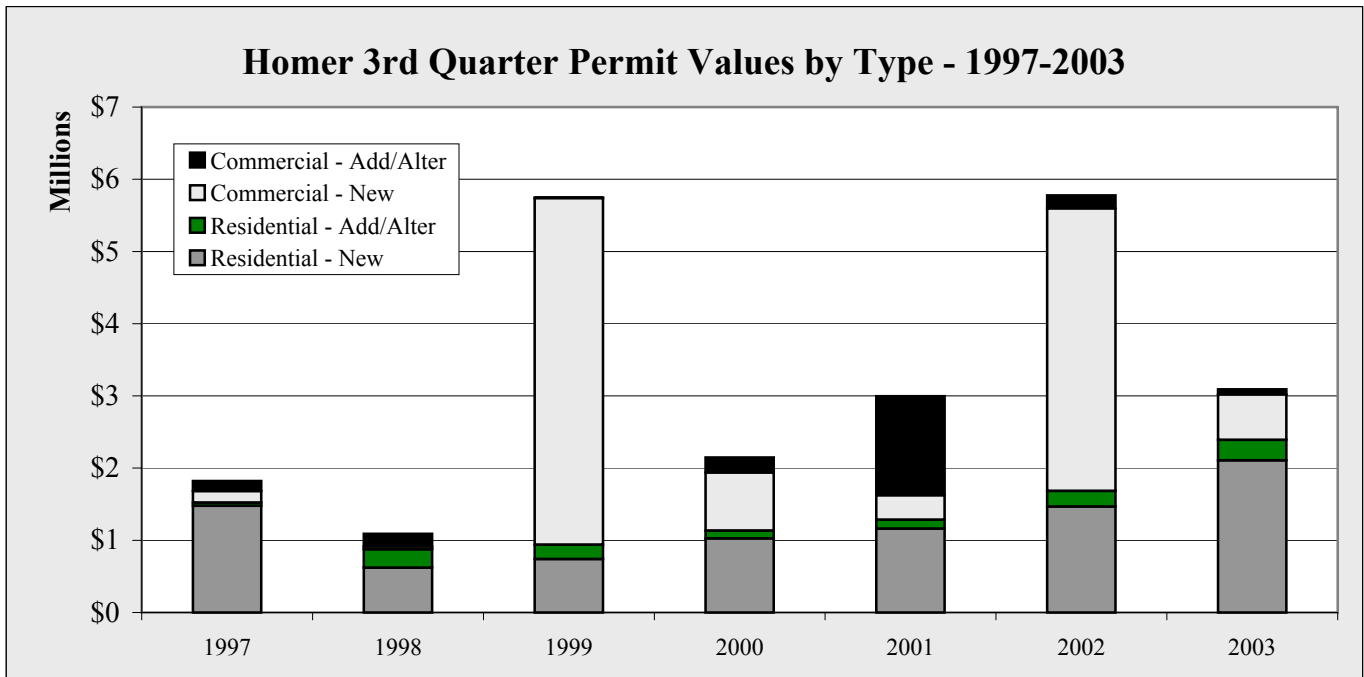


Chart 2.13

Homer construction data has not been significantly affected by the annexation effective April 2002.

**Homer 3rd Quarter Permit Values  
Percent by Type - 2003**

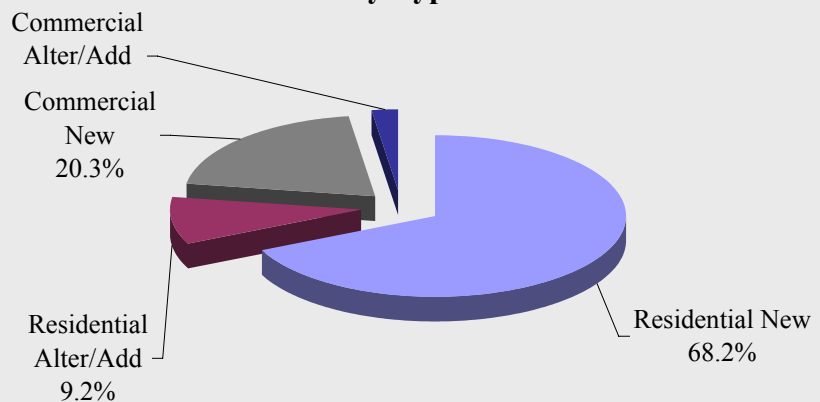


Chart 2.14

# Homer Construction - Third Quarter

**Homer 3rd Quarter Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	13	6	6	8	9	10	14	40.0%
Residential Alter/Add	3	5	11	5	4	8	3	-62.5%
Commercial New	3	2	2	2	2	6	3	-50.0%
Commercial Alter/Add	1	1	1	6	7	3	1	-66.7%
Total	20	14	20	21	22	27	21	-22.2%
Annual Change		-30.0%	42.9%	5.0%	4.8%	22.7%	-22.2%	

Table 2.10

**Homer 3rd Quarter Permit Volume by Type - 1997-2003**

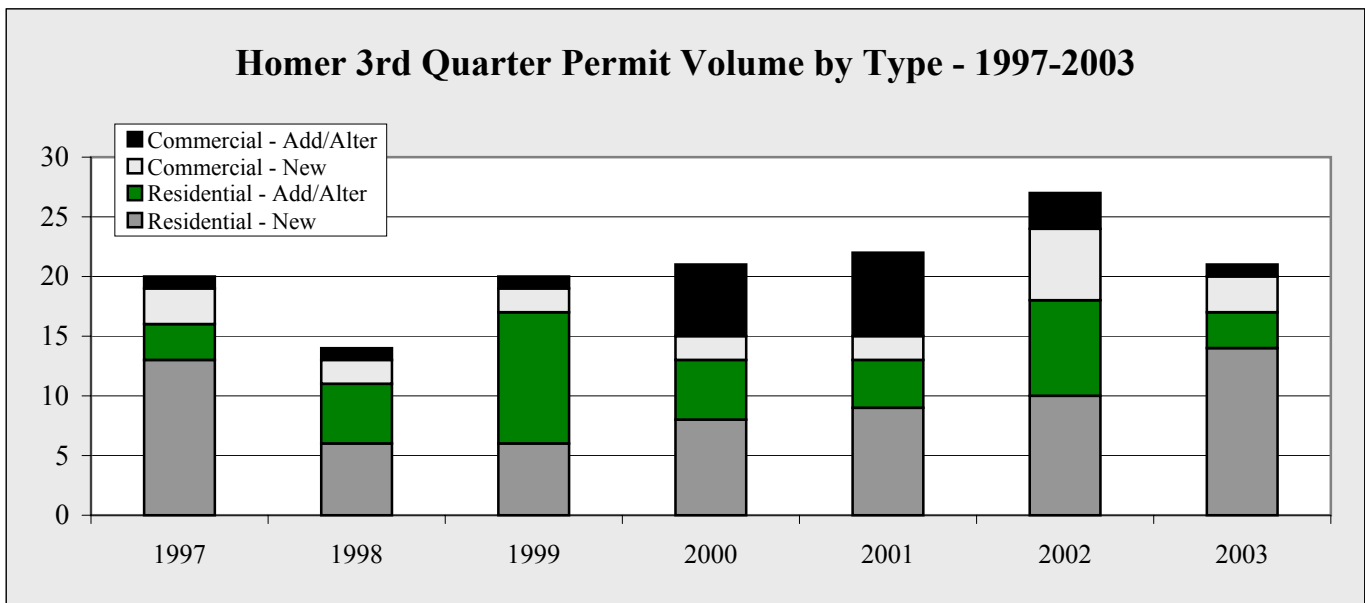


Chart 2.15

Homer construction data has not been significantly affected by the annexation effective April 2002.

**Homer 3rd Quarter Permit Volume Percent by Type - 2003**

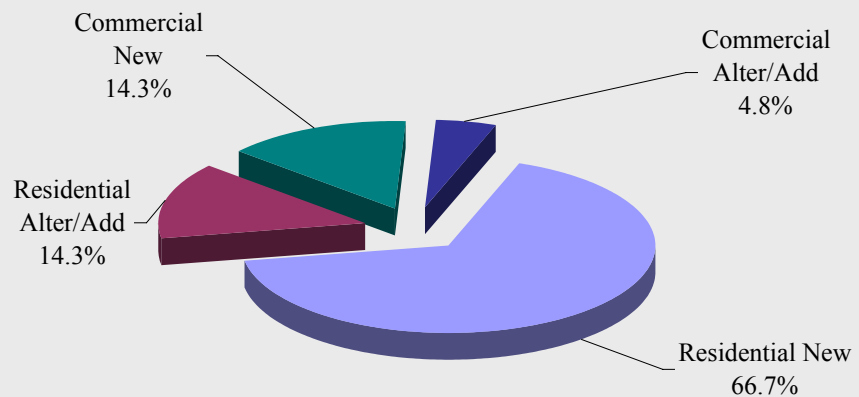


Chart 2.16

# Homer Construction - Year To Date 9/30/2003

**Homer YTD Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	2,756,400	2,089,000	3,451,000	2,285,040	3,555,480	3,666,520	6,632,755	80.9%
Residential Alter/Add	368,865	394,600	317,000	230,060	489,160	432,300	766,600	77.3%
Commercial New	3,630,000	1,269,025	6,590,000	1,615,480	2,110,800	4,912,740	4,164,520	-15.2%
Commercial Alter/Add	204,000	241,500	21,000	2,080,410	1,632,950	222,699	428,240	92.3%
Total	6,959,265	3,994,125	10,379,000	6,210,990	7,788,390	9,234,259	11,992,115	29.9%
Annual Change		-42.6%	159.9%	-40.2%	25.4%	18.6%	29.9%	

Table 2.11

**Homer YTD Permit Values by Type - 1997-2003**

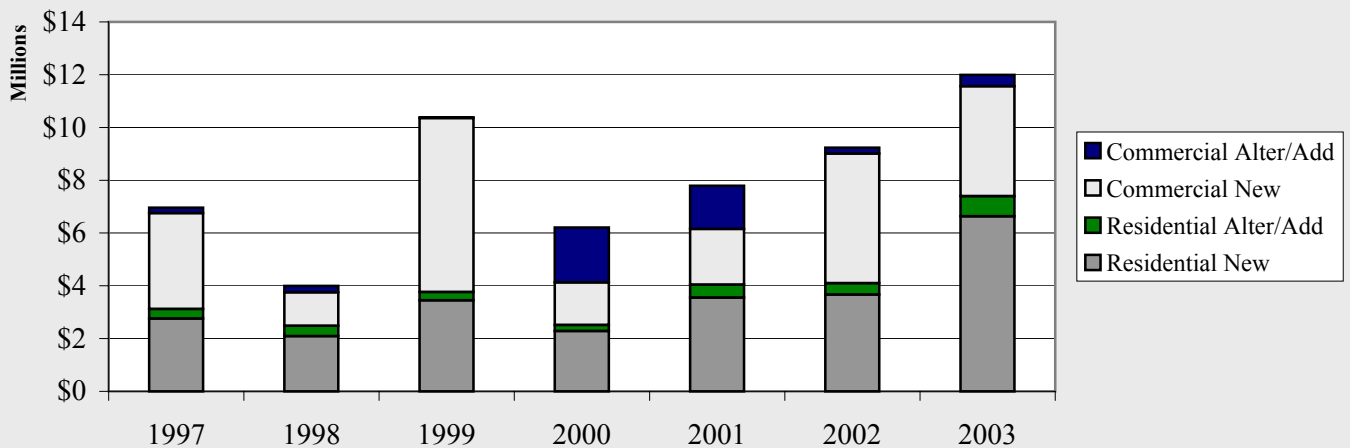


Chart 2.17

Homer construction data has not been significantly affected by the annexation effective April 2002.

**Homer YTD Permit Values Percent by Type - 2003**

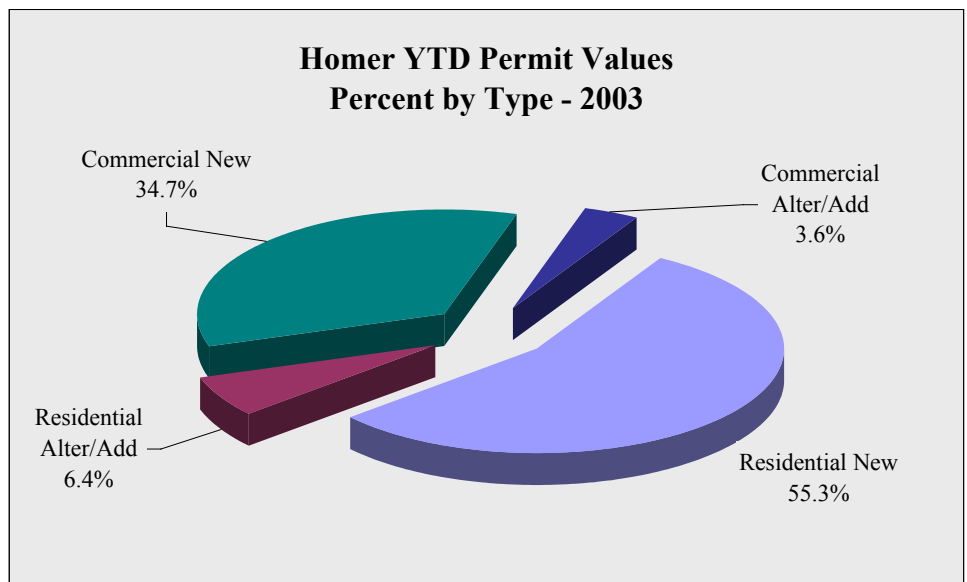


Chart 2.18

# Homer Construction - Year To Date 9/30/2003

**Homer YTD Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	24	17	18	19	26	27	34	25.9%
Residential Alter/Add	11	9	15	8	17	14	18	28.6%
Commercial New	7	8	11	6	7	7	10	42.9%
Commercial Alter/Add	3	4	2	17	13	6	7	16.7%
<b>Total</b>	<b>45</b>	<b>38</b>	<b>46</b>	<b>50</b>	<b>63</b>	<b>54</b>	<b>69</b>	<b>27.8%</b>
Annual Change		-15.6%	21.1%	8.7%	26.0%	-14.3%	27.8%	

Table 2.12

**Homer YTD Permit Volume by Type - 1997-2003**

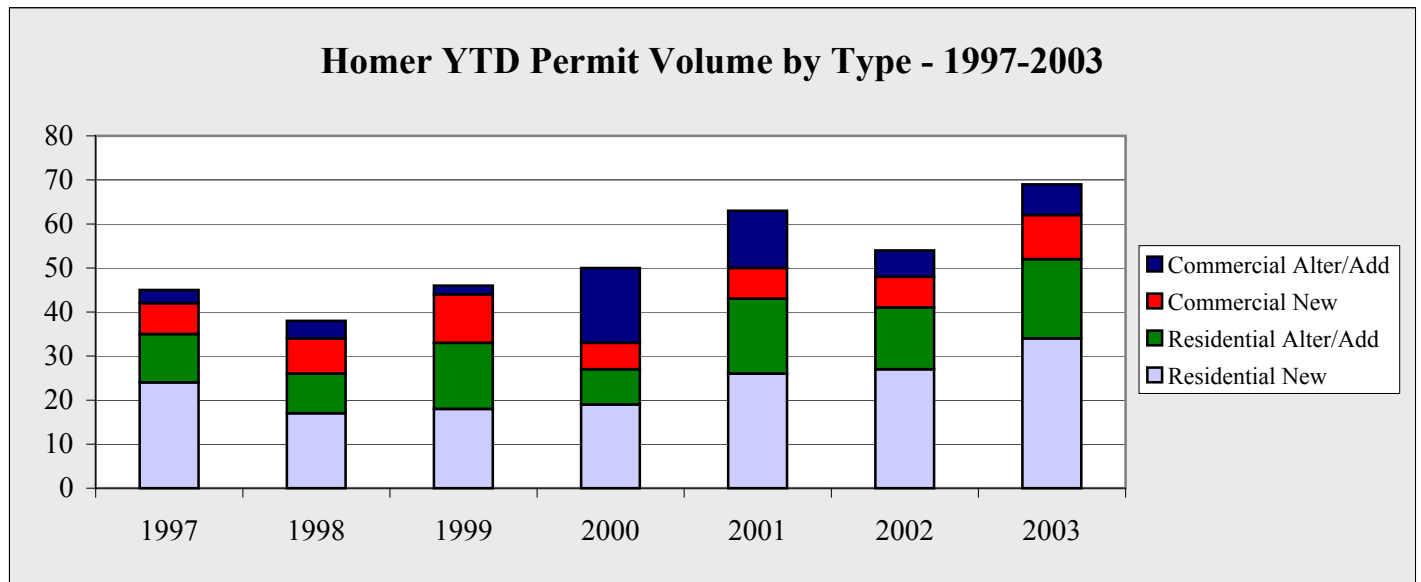


Chart 2.19

Homer construction data has not been significantly affected by the annexation effective April 2002.

**Homer YTD Permit Volume Percent by Type - 2003**

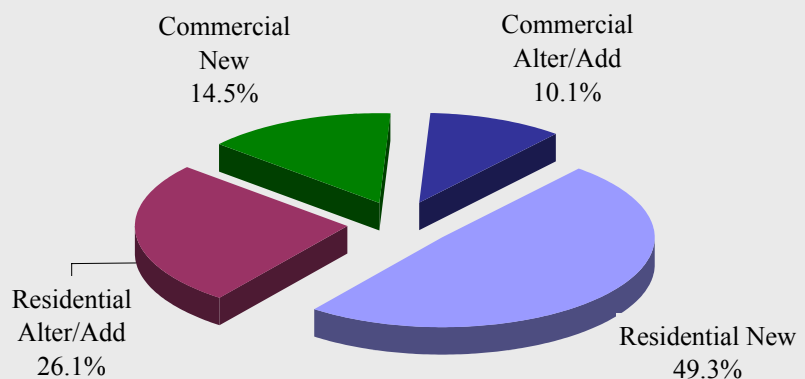


Chart 2.20



# Homer Construction - Annual

Homer Annual Permit Values by Type by Quarter - 1996-2003 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	205,000	1,023,400	1,540,000	470,400	3,238,800
Residential - Add/Alter	27,000	64,000	30,000	12,000	133,000
Commercial - New	12,000	594,000	437,500	650,000	1,693,500
Commercial - Add/Alter	20,000	225,000	483,500	9,000	737,500
<b>TOTAL</b>	<b>264,000</b>	<b>1,906,400</b>	<b>2,491,000</b>	<b>1,141,400</b>	<b>5,802,800</b>
<b>1997</b>					
Residential - New	435,000	842,500	1,478,900	480,000	3,236,400
Residential - Add/Alter	0	324,500	44,365	150,000	518,865
Commercial - New	2,150,000	1,321,000	159,000	0	3,630,000
Commercial - Add/Alter	45,000	20,000	139,000	100,000	304,000
<b>TOTAL</b>	<b>2,630,000</b>	<b>2,508,000</b>	<b>1,821,265</b>	<b>730,000</b>	<b>7,689,265</b>
<b>1998</b>					
Residential - New	594,000	875,000	620,000	761,750	2,850,750
Residential - Add/Alter	0	140,400	254,200	145,000	539,600
Commercial - New	35,970	1,192,036	41,019	1,259,000	2,528,025
Commercial - Add/Alter	0	66,500	175,000	40,000	281,500
<b>TOTAL</b>	<b>629,970</b>	<b>2,273,936</b>	<b>1,090,219</b>	<b>2,205,750</b>	<b>6,199,875</b>
<b>1999</b>					
Residential - New	1,673,000	1,038,000	740,000	195,000	3,646,000
Residential - Add/Alter	0	118,000	199,000	50,000	367,000
Commercial - New	270,000	1,520,000	4,800,000	316,000	6,906,000
Commercial - Add/Alter	0	15,000	6,000	0	21,000
<b>TOTAL</b>	<b>1,943,000</b>	<b>2,691,000</b>	<b>5,745,000</b>	<b>561,000</b>	<b>10,940,000</b>
<b>2000</b>					
Residential - New	392,600	867,440	1,025,000	326,000	2,611,040
Residential - Add/Alter	5,500	115,000	109,560	0	230,060
Commercial - New	85,000	725,480	805,000	48,000	1,663,480
Commercial - Add/Alter	1,315,000	558,000	207,410	543,982	2,624,392
<b>TOTAL</b>	<b>1,798,100</b>	<b>2,265,920</b>	<b>2,146,970</b>	<b>917,982</b>	<b>7,128,972</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>690,000</b>	<b>4,102,040</b>	<b>2,996,350</b>	<b>12,012,300</b>	<b>19,800,690</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>928,720</b>	<b>2,528,209</b>	<b>5,777,330</b>	<b>814,520</b>	<b>10,048,779</b>
<b>2003</b>					
Residential - New	715,000	3,811,480	2,106,275		6,632,755
Residential - Add/Alter	242,540	239,060	285,000		766,600
Commercial - New	0	3,535,720	628,800		4,164,520
Commercial - Add/Alter	15,000	343,240	70,000		428,240
<b>TOTAL</b>	<b>972,540</b>	<b>7,929,500</b>	<b>3,090,075</b>		<b>11,992,115</b>
					<b>Year to Date</b>

Table 2.13

# Homer Construction - Annual

Homer Annual Permit Volume by Type by Quarter - 1996-2003					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	3	14	9	3	29
Residential - Add/Alter	2	3	3	1	9
Commercial - New	1	7	4	3	15
Commercial - Add/Alter	2	4	5	1	12
TOTAL	8	28	21	8	65
<b>1997</b>					
Residential - New	3	8	13	4	28
Residential - Add/Alter	0	8	3	4	15
Commercial - New	2	2	3	1	8
Commercial - Add/Alter	1	1	1	1	4
TOTAL	6	19	20	10	55
<b>1998</b>					
Residential - New	5	6	6	6	23
Residential - Add/Alter	0	4	5	2	11
Commercial - New	1	5	2	1	9
Commercial - Add/Alter	0	3	1	1	5
TOTAL	6	18	14	10	48
<b>1999</b>					
Residential - New	3	9	6	3	21
Residential - Add/Alter	0	4	11	2	17
Commercial - New	2	7	2	1	12
Commercial - Add/Alter	0	1	1	0	2
TOTAL	5	21	20	6	52
<b>2000</b>					
Residential - New	4	7	8	4	23
Residential - Add/Alter	1	2	5	0	8
Commercial - New	1	3	2	2	8
Commercial - Add/Alter	3	8	6	2	19
TOTAL	9	20	21	8	58
<b>2001</b>					
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
<b>2002</b>					
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
<b>2003</b>					
	<b>Year to Date</b>				
Residential - New	4	16	14		34
Residential - Add/Alter	9	6	3		18
Commercial - New	0	7	3		10
Commercial - Add/Alter	2	4	1		7
TOTAL	15	33	21		69

Table 2.14

# Homer Cost of Food

Cost of food data is collected by the University of Alaska, Fairbanks Cooperative Extension. Each quarter the Cooperative Extension surveys up to three grocers in communities throughout the state to determine the cost of food for one week. Specific guidelines are presented to the surveyors regarding item size and sale price for 104 items.

<b>HOMER</b>					
	Sep-00	Sep-01	Sep-02	Sep-03	Annual Change
Sales Tax (in percent)	5.5	5.5	5.5	5.5	
Percent of Food Unavailable	0.0	1.0	0.0	0.0	
Child 1 year	19.86	20.53	20.56	20.31	-1.2%
Child 2 years	0.00	20.53	20.56	20.31	-1.2%
Children 3-5 years	21.91	22.58	22.56	22.12	-2.0%
Children 6-8 years	29.07	30.03	30.16	29.60	-1.9%
Children 9-11 years	32.96	34.01	34.22	33.42	-2.3%
Males 12-14 years	37.37	38.51	38.66	37.73	-2.4%
Males 15-19 years	38.49	39.74	39.87	38.88	-2.5%
Males 20-50 years	38.29	39.53	39.78	38.79	-2.5%
Males 51 years & over	36.44	37.48	37.87	36.98	-2.4%
Females 12-19 years	32.14	33.19	33.19	32.56	-1.9%
Females 20-50 years	33.48	34.41	34.71	33.82	-2.6%
Females 51 years and over	32.45	33.49	33.71	32.84	-2.6%
Family of 2 (20-50 years)	78.93	81.34	81.94	79.88	-2.5%
Family of 2 (51 & older)	75.76	78.06	78.72	76.81	-2.4%
Family of 4 children 1-5 years	113.53	117.05	117.61	114.84	-2.4%
Family of 4 children 6-11 years	133.80	137.98	138.87	135.62	-2.3%
Electricity, 1000 kWh	114.28	122.62	126.75	114.34	-9.8%
Heating oil, 55 gal	89.10	75.35	67.10	82.50	23.0%
Gas-55 gal unleaded auto	99.50	96.80	93.75	108.30	15.5%
Lumber, 2X4X8'	2.84	3.15	3.03	3.14	3.6%
Propane, 100 LB refill	36.38	40.04	38.71	44.89	16.0%

Table 2.15

# Homer Cost of Food

## Homer Cost of Food for One Week September 2000 - September 2003

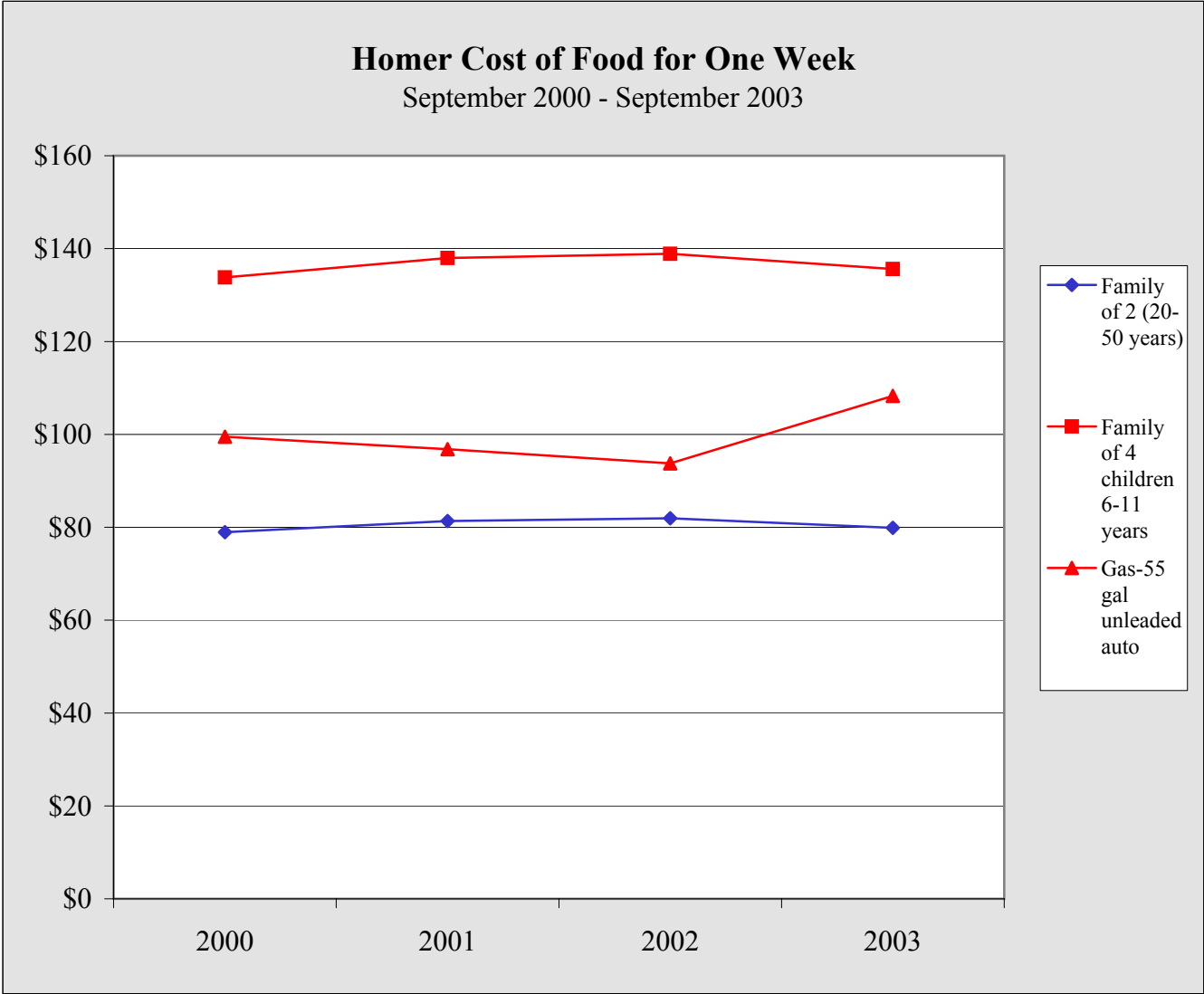


Chart 2.21

# Kenai Sales - Third Quarter

Kenai 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	24,780,288	16,439,033	23,922,889	13,179,133	9,057,642	7,279,641	10,272,676	41.1%
Min	6,578	136,596	411,595	1,302,321	812,418	805,341	1,354,815	68.2%
Const	7,963,570	7,425,970	6,518,785	6,193,969	10,088,639	4,727,476	6,090,368	28.8%
Manu	3,386,544	2,126,634	2,379,731	2,879,442	3,375,577	3,464,827	5,450,994	57.3%
TCPU	5,178,513	5,390,668	5,969,048	5,804,846	5,989,335	8,173,152	4,985,497	-39.0%
Whole	3,419,312	3,203,750	3,209,594	5,711,625	5,527,452	5,427,655	5,661,953	4.3%
Retail	36,059,955	37,369,046	36,653,136	41,423,675	45,417,546	36,633,609	29,761,223	-18.8%
FIRE	2,686,347	2,733,254	2,501,470	3,148,300	3,566,974	3,326,099	3,620,266	8.8%
Service	8,837,822	10,449,983	10,314,360	9,862,255	11,068,795	12,405,902	11,813,892	-4.8%
Total	92,318,998	85,276,693	91,880,728	89,505,566	94,905,591	82,243,702	79,011,684	-3.9%
Annual Change		-7.6%	7.7%	-2.6%	6.0%	-13.3%	-3.9%	

Table 3.1

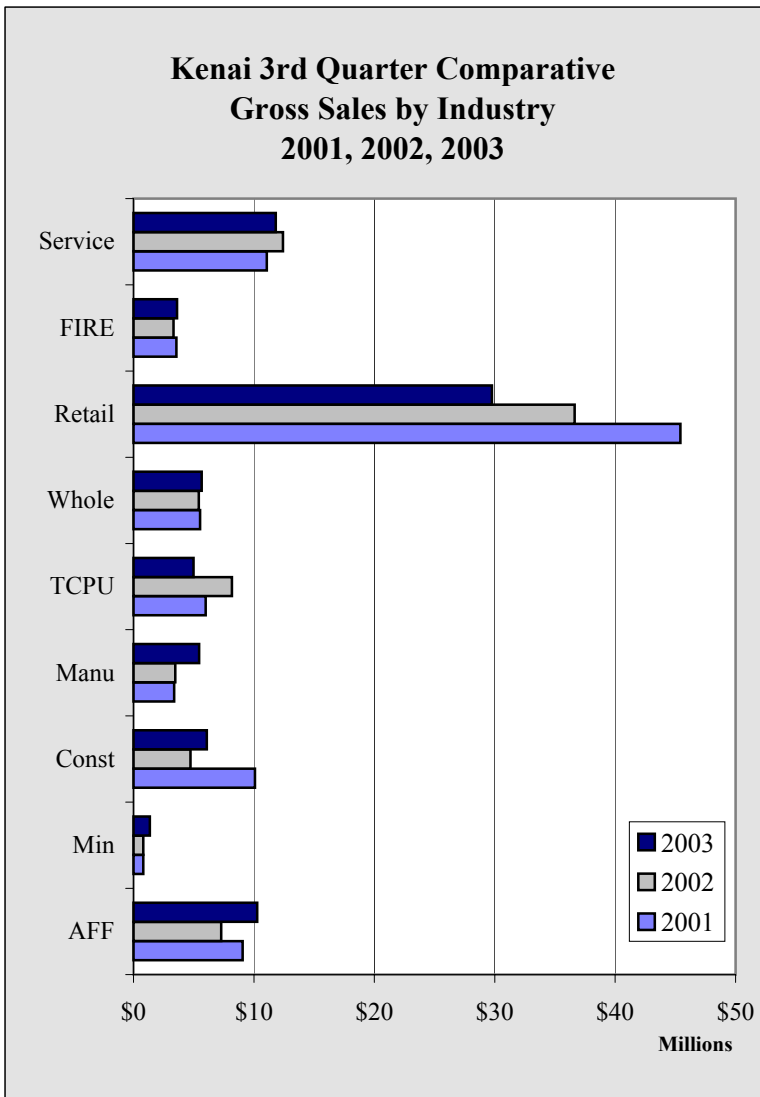


Chart 3.1

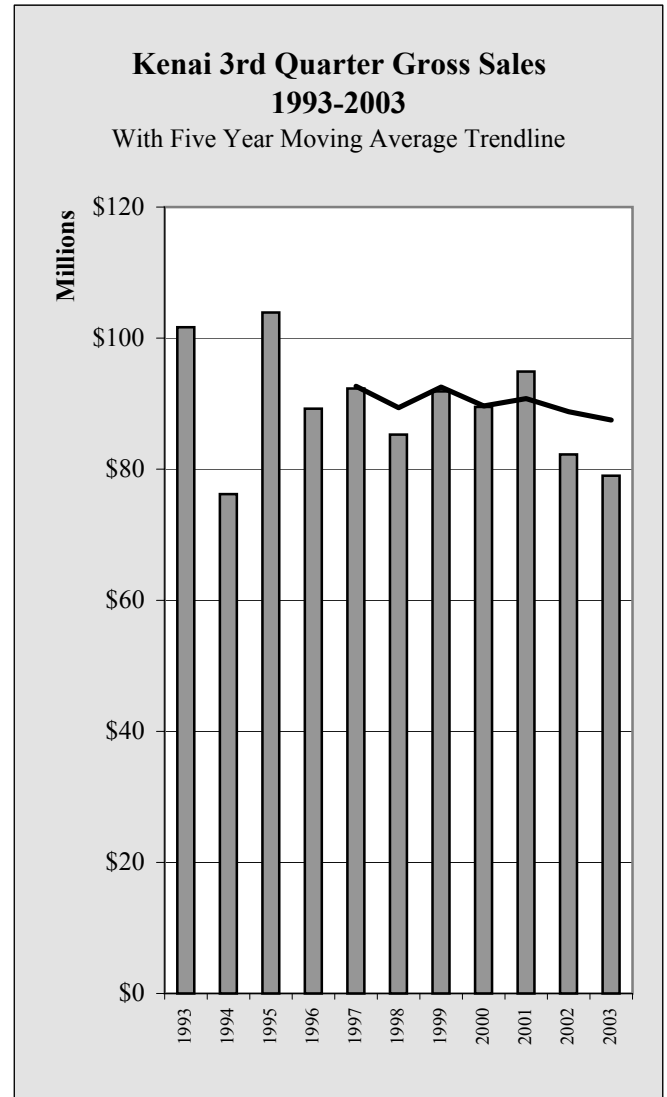


Chart 3.2

# Kenai Sales - Third Quarter

Kenai 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	249,741	163,158	217,204	222,890	204,015	200,238	237,344	18.5%
Min	4,908	7,524	42,013	57,756	49,930	52,898	51,716	-2.2%
Const	356,619	337,421	323,353	304,909	311,229	291,112	304,125	4.5%
Manu	850,144	764,516	710,517	783,705	701,303	754,966	806,515	6.8%
TCPU	3,011,132	3,055,584	3,145,749	3,217,058	3,293,173	4,318,082	3,374,377	-21.9%
Whole	266,783	226,368	237,318	278,837	210,989	154,608	185,111	19.7%
Retail	22,735,095	22,376,291	22,965,735	24,482,448	25,824,258	24,636,752	18,921,182	-23.2%
FIRE	1,260,835	1,254,449	1,208,457	1,552,654	1,791,530	1,680,629	1,295,137	-22.9%
Service	5,417,168	5,173,518	5,709,728	5,734,106	5,769,265	6,062,797	5,667,924	-6.5%
Total	34,152,494	33,360,588	34,560,194	36,634,363	38,156,905	38,152,082	30,843,431	-19.2%
Annual Change		-2.3%	3.6%	6.0%	4.2%	0.0%	-19.2%	

Table 3.2

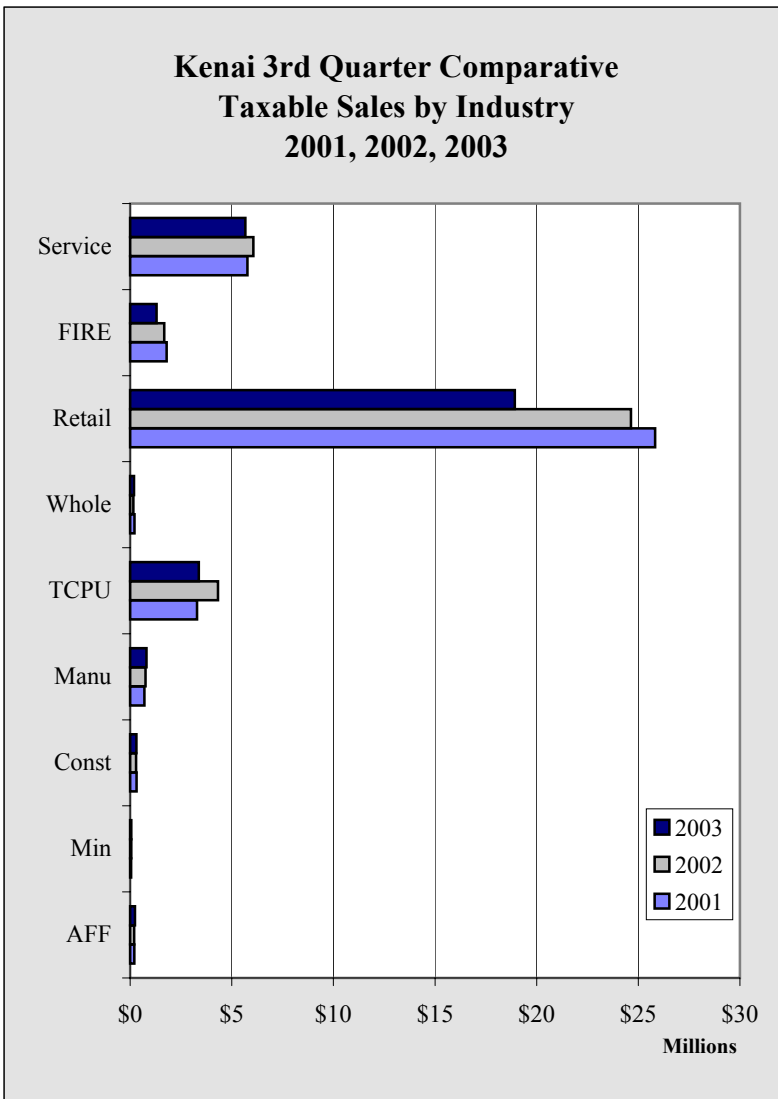


Chart 3.3

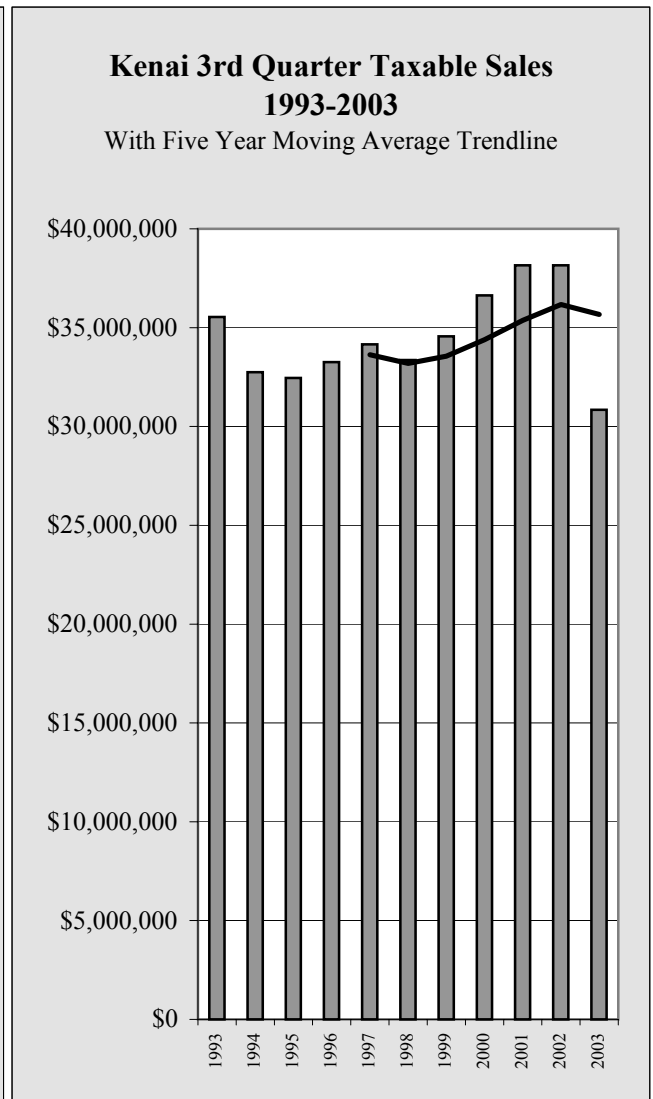


Chart 3.4

# Kenai Sales - Year-to-Date 9/30/2003

Kenai YTD Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	35,311,047	19,442,311	25,822,535	17,610,231	10,478,583	9,260,820	12,114,060	30.8%
Min	11,026	187,375	513,485	4,149,598	1,986,662	3,536,466	3,170,173	-10.4%
Const	12,147,889	15,720,118	13,028,856	12,395,146	17,292,874	12,691,863	15,925,421	25.5%
Manu	11,223,356	5,700,045	5,801,011	7,638,667	9,751,988	8,728,167	12,658,293	45.0%
TCPU	15,808,785	17,124,585	18,374,488	18,085,451	18,030,327	20,839,219	18,807,951	-9.7%
Whole	8,761,477	7,811,950	7,746,072	12,802,411	15,839,454	13,518,796	13,767,221	1.8%
Retail	93,052,342	111,370,482	98,766,272	104,558,067	122,347,862	100,225,661	88,718,967	-11.5%
FIRE	7,887,385	7,729,026	7,877,299	8,579,709	10,043,017	10,405,209	9,765,394	-6.1%
Service	24,389,345	27,383,106	24,865,428	25,454,169	28,239,352	31,834,282	32,508,089	2.1%
Total	208,596,499	212,470,850	202,795,789	211,273,705	234,011,332	211,040,483	207,435,569	-1.7%
Annual Change		1.9%	-4.6%	4.2%	10.8%	-9.8%	-1.7%	

Table 3.3

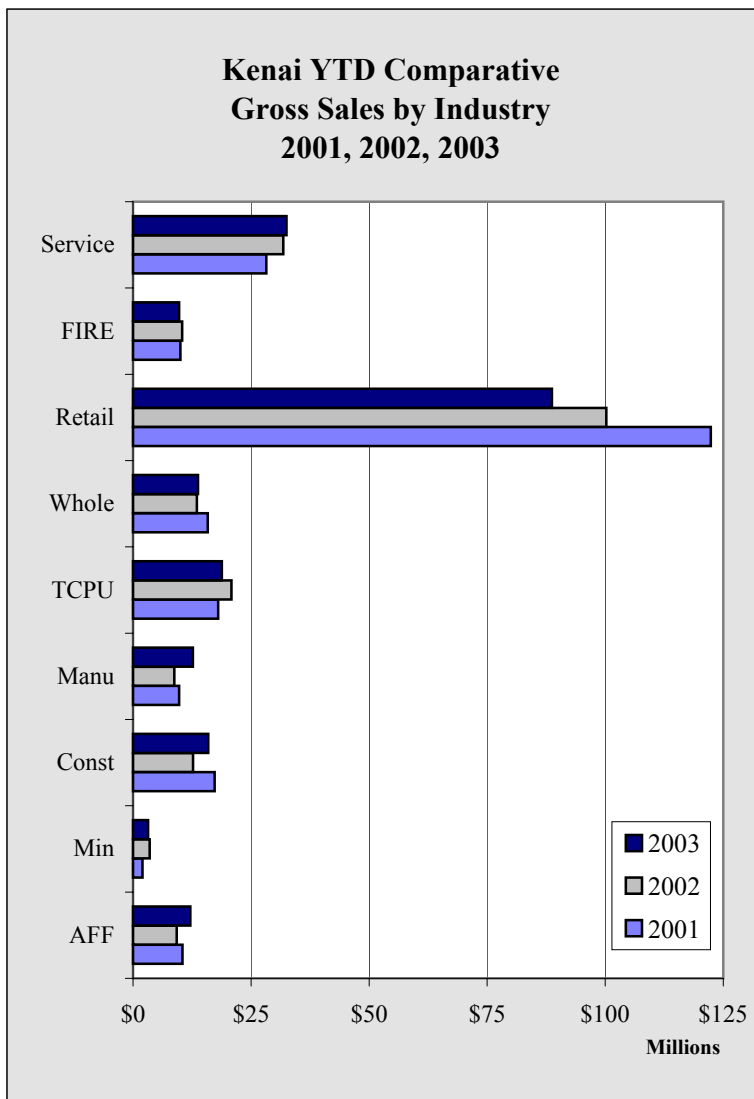


Chart 3.5

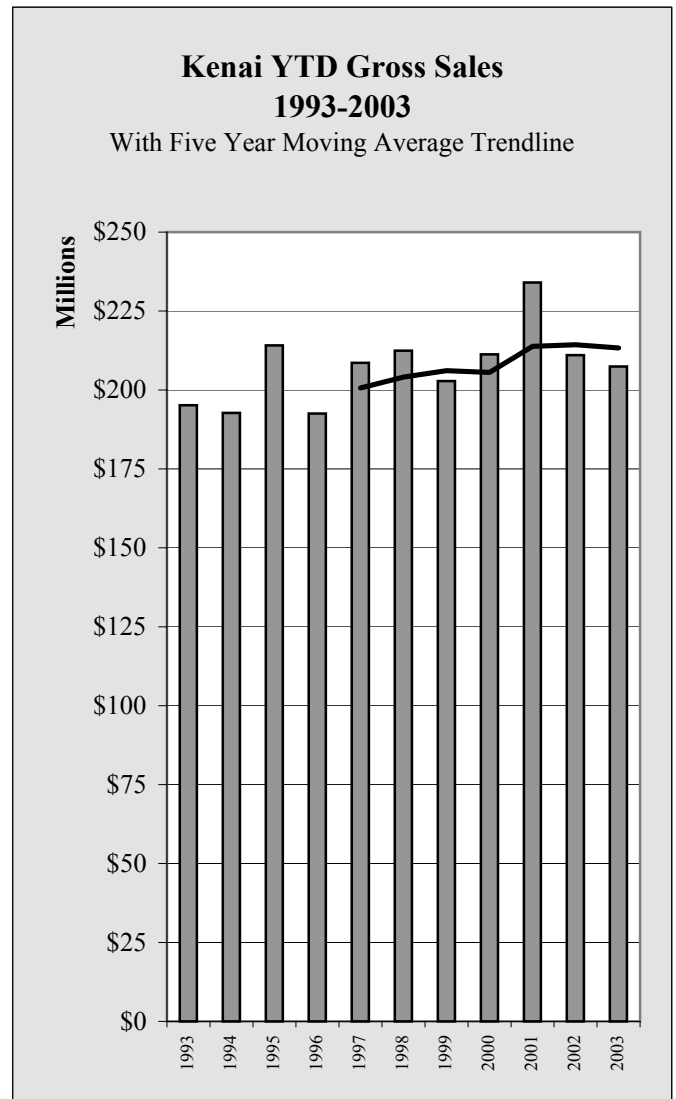


Chart 3.6

# Kenai Sales - Year-to-Date 9/30/2003

Kenai YTD Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	435,875	355,385	421,773	429,603	405,346	419,403	460,021	9.7%
Min	6,027	40,758	55,961	120,841	181,310	161,747	132,558	-18.0%
Const	826,325	872,067	857,434	798,302	816,098	812,586	839,287	3.3%
Manu	1,854,275	1,746,184	1,642,697	1,898,006	1,824,085	1,727,201	1,935,142	12.0%
TCPU	9,635,802	9,571,788	9,953,537	10,387,771	9,954,136	11,966,241	12,370,100	3.4%
Whole	713,813	659,195	612,131	705,762	670,567	450,358	462,404	2.7%
Retail	57,551,451	58,199,738	59,532,622	61,386,533	67,633,763	66,050,870	57,209,311	-13.4%
FIRE	3,712,572	3,705,032	3,677,428	4,102,400	4,989,242	4,994,893	4,180,690	-16.3%
Service	13,370,900	12,921,542	13,895,350	13,874,307	14,573,099	15,018,624	14,040,583	-6.5%
Total	88,110,887	88,073,541	90,649,276	93,703,781	101,048,859	101,601,923	91,630,096	-9.8%
Annual Change		0.0%	2.9%	3.4%	7.8%	0.5%	-9.8%	

Table 3.4

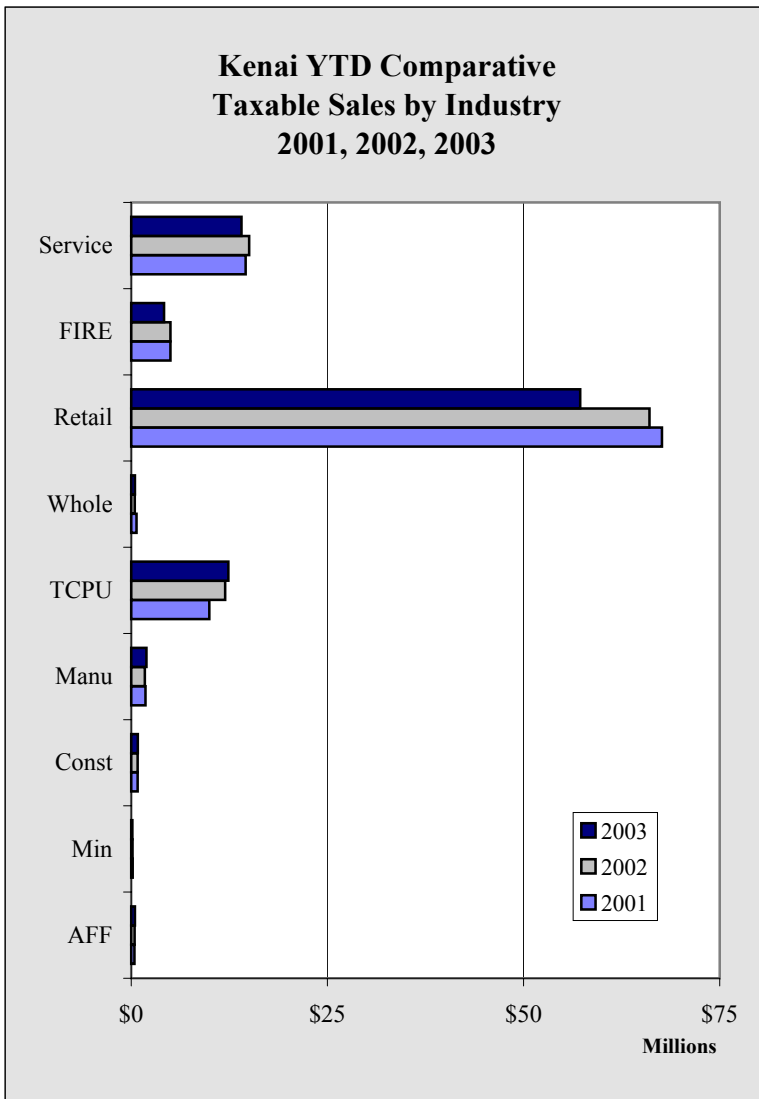


Chart 3.7

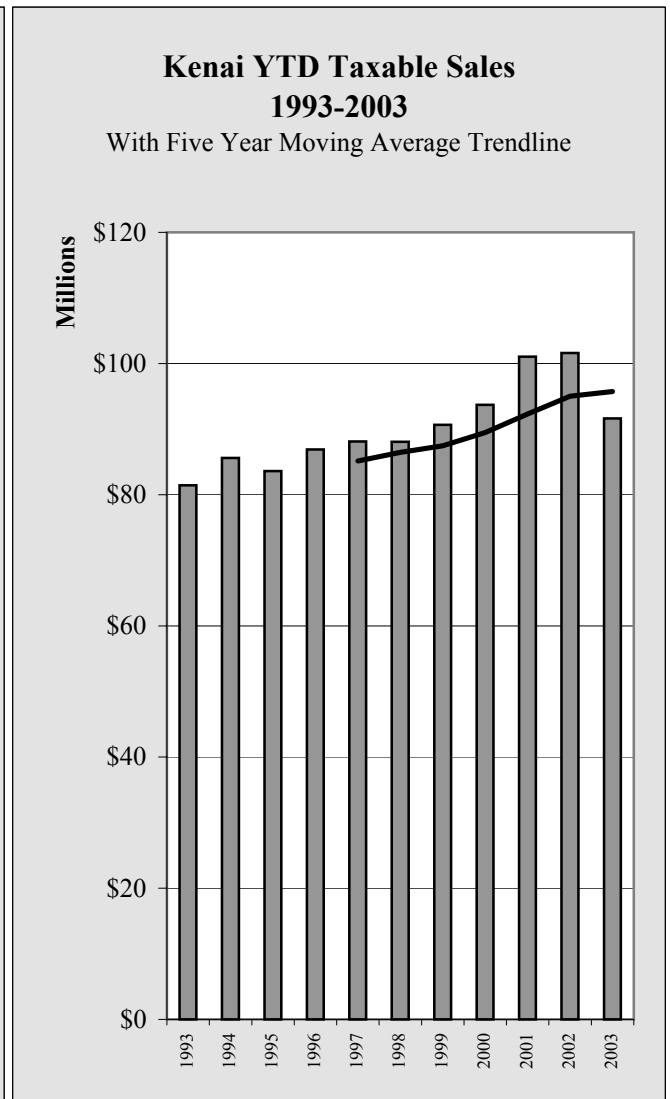


Chart 3.8



# Kenai Sales - Annual

Kenai Annual Gross Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	40,683,719	39,508,868	21,856,770	27,031,481	17,757,626	11,304,090	9,488,174	-16.1%
Min	84,169	87,898	208,531	1,424,691	5,507,130	2,507,234	3,916,074	56.2%
Const	14,625,083	18,090,949	21,481,466	20,692,714	17,177,398	24,150,985	17,843,311	-26.1%
Manu	5,299,878	20,729,358	7,526,545	7,854,159	10,445,806	12,646,047	12,496,147	-1.2%
TCPU	19,449,167	21,416,815	23,017,785	26,815,943	24,138,835	24,453,626	27,985,659	14.4%
Whole	12,136,084	11,356,889	10,194,981	10,520,958	17,930,014	20,095,496	17,602,908	-12.4%
Retail	113,664,716	122,652,552	149,397,570	133,272,201	145,279,024	163,946,203	134,854,978	-17.7%
FIRE	10,933,116	10,215,283	10,300,066	10,463,600	11,935,000	13,853,920	13,363,431	-3.5%
Service	31,854,969	34,033,796	36,094,281	32,669,956	33,511,343	37,469,061	41,668,934	11.2%
Total	248,731,027	278,096,377	280,079,940	270,746,118	283,682,464	310,427,875	279,219,616	-10.1%
Annual Change		11.8%	0.7%	-3.3%	4.8%	9.4%	-10.1%	

Table 3.5

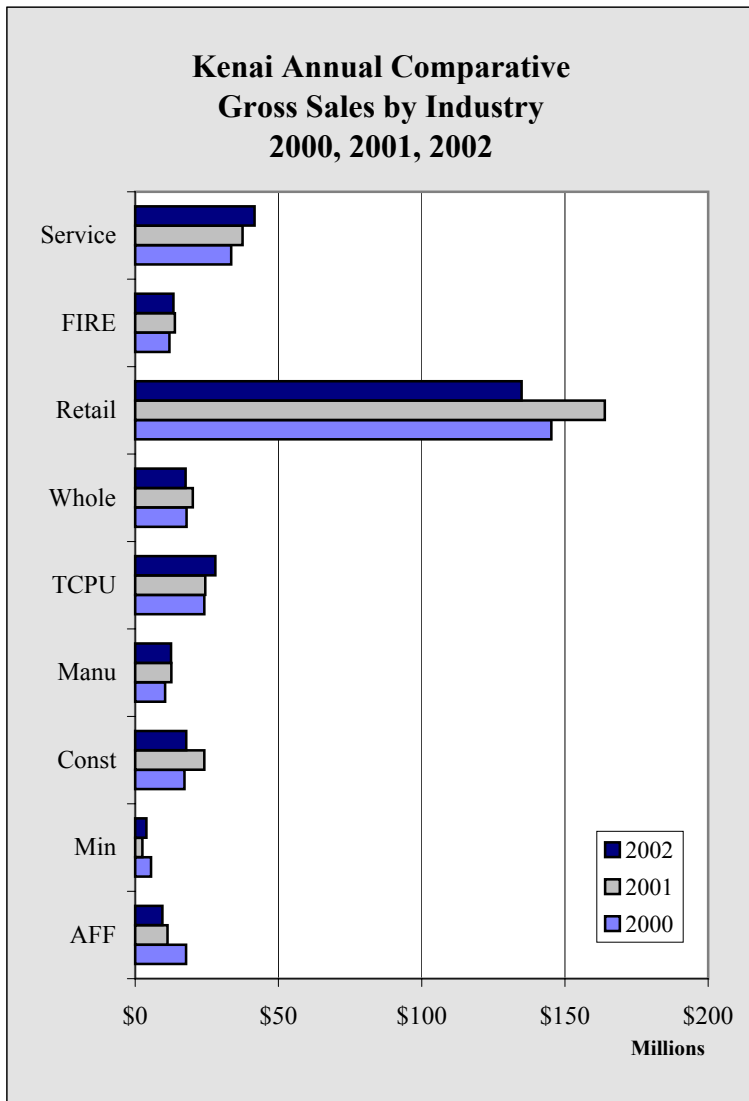


Chart 3.9

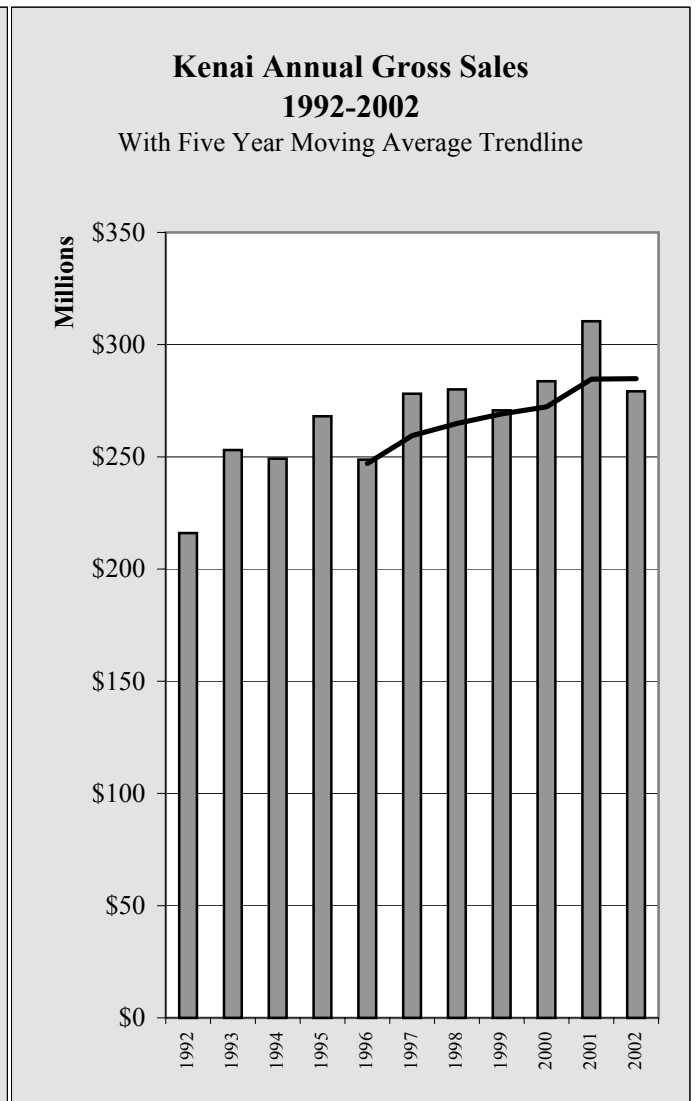


Chart 3.10

# Kenai Sales - Annual

Kenai Annual Taxable Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	439,595	516,660	448,689	513,026	518,603	505,615	505,614	0.0%
Min	12,610	10,263	49,522	96,651	166,846	223,196	213,971	-4.1%
Const	1,018,611	1,135,092	1,200,303	1,180,607	1,085,964	1,170,924	1,106,401	-5.5%
Manu	2,119,485	2,273,850	2,140,912	2,085,657	2,450,721	2,238,645	2,218,515	-0.9%
TCPU	11,825,400	12,833,057	12,899,378	15,330,911	13,658,686	13,452,134	16,291,564	21.1%
Whole	991,669	956,665	877,088	829,682	926,985	842,961	586,374	-30.4%
Retail	77,946,322	78,793,974	80,814,442	81,828,974	85,319,754	93,140,878	90,028,471	-3.3%
FIRE	5,021,294	4,895,151	4,918,254	4,824,067	5,718,387	6,757,340	6,513,591	-3.6%
Service	17,176,418	17,158,080	16,680,181	17,677,101	17,919,892	18,713,143	19,077,340	1.9%
Total	116,551,530	118,576,754	120,030,707	124,367,091	127,766,126	137,046,049	136,541,841	-0.4%
Annual Change		1.7%	1.2%	3.6%	2.7%	7.3%	-0.4%	

Table 3.6

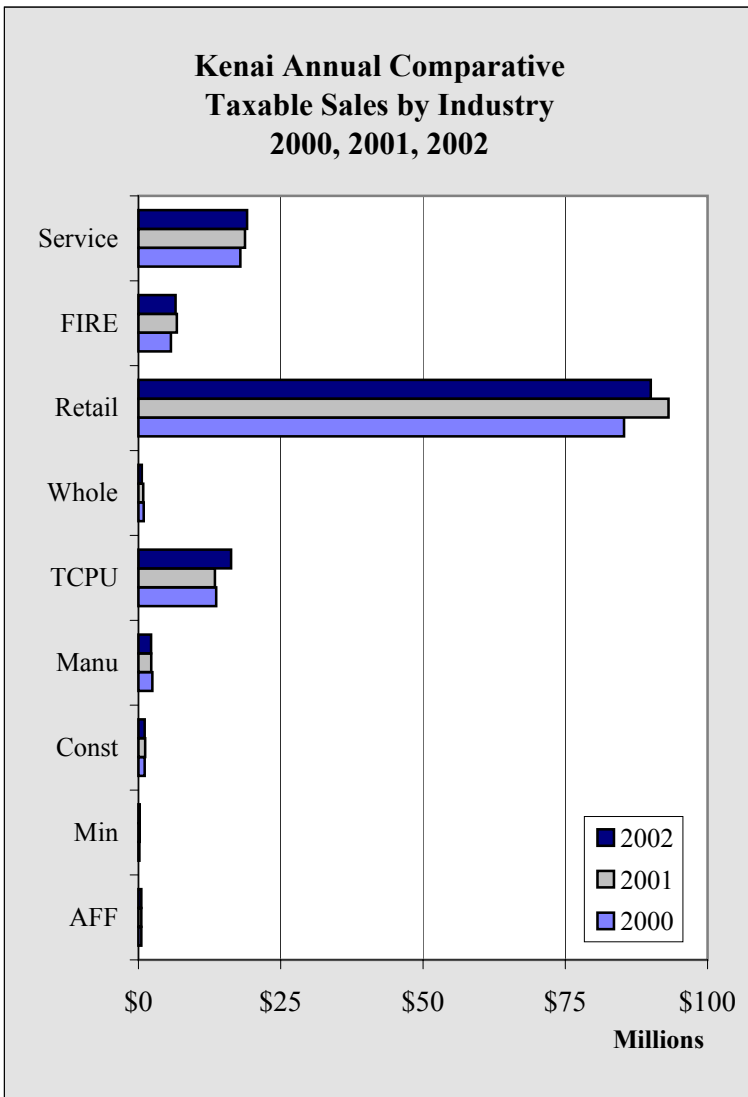


Chart 3.11

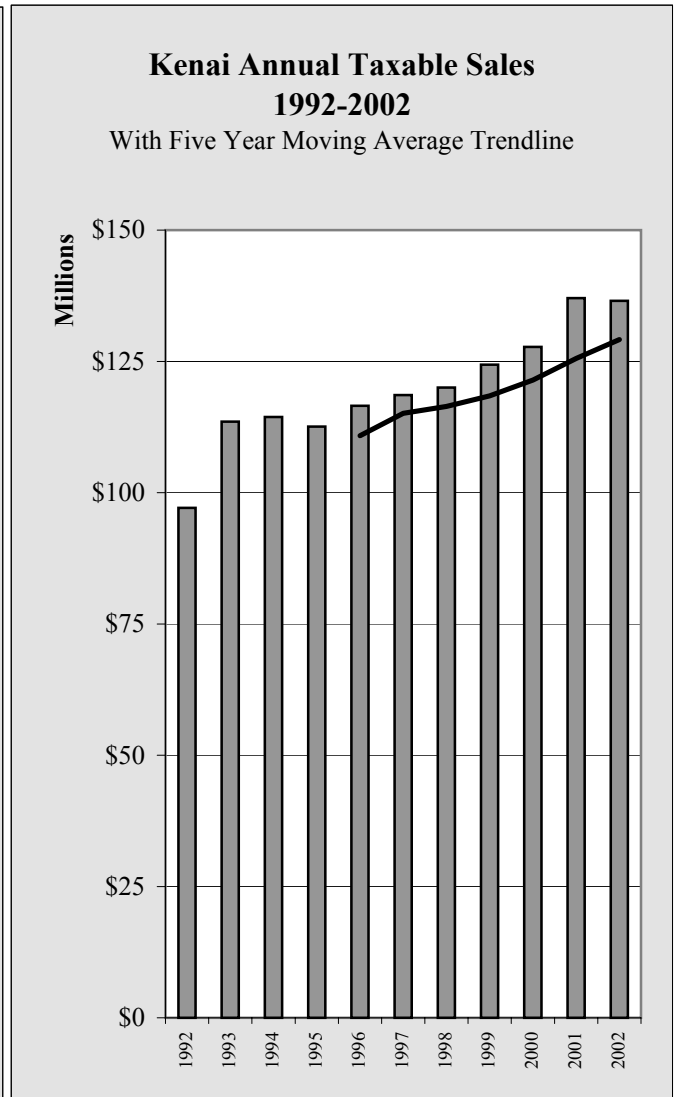


Chart 3.12

# Kenai Sales by Quarter

<b>Kenai Gross Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	1,289,933	3,141,165	13,179,133	147,395	17,757,626
Min	1,537,438	1,309,839	1,302,321	1,357,532	5,507,130
Const	3,678,541	2,522,636	6,193,969	4,782,252	17,177,398
Manu	2,268,724	2,490,501	2,879,442	2,807,139	10,445,806
TCPU	6,345,750	5,934,855	5,804,846	6,053,384	24,138,835
Whole	2,720,788	4,369,998	5,711,625	5,127,603	17,930,014
Retail	27,948,170	35,186,222	41,423,675	40,720,957	145,279,024
FIRE	2,518,820	2,912,589	3,148,300	3,355,291	11,935,000
Service	7,301,212	8,290,702	9,862,255	8,057,174	33,511,343
Govt	200	56	0	32	288
Total	55,609,576	66,158,563	89,505,566	72,408,759	283,682,464
<b>2001</b>					
AFF	633,357	787,584	9,057,642	825,507	11,304,090
Min	852,594	321,650	812,418	520,572	2,507,234
Const	1,914,204	5,290,031	10,088,639	6,858,111	24,150,985
Manu	2,808,918	3,567,493	3,375,577	2,894,059	12,646,047
TCPU	6,131,071	5,909,921	5,989,335	6,423,299	24,453,626
Whole	5,014,808	5,297,194	5,527,452	4,256,042	20,095,496
Retail	34,123,679	42,806,637	45,417,546	41,598,341	163,946,203
FIRE	2,962,348	3,513,695	3,566,974	3,810,903	13,853,920
Service	7,970,815	9,199,742	11,068,795	9,229,709	37,469,061
Govt	0	0	1,213	0	1,213
Total	62,411,794	76,693,947	94,905,591	76,416,543	310,427,875
<b>2002</b>					
AFF	1,170,314	810,865	7,279,641	227,354	9,488,174
Min	2,214,717	516,408	805,341	379,608	3,916,074
Const	3,744,640	4,219,747	4,727,476	5,151,448	17,843,311
Manu	2,256,153	3,007,187	3,464,827	3,767,980	12,496,147
TCPU	6,458,790	6,207,277	8,173,152	7,146,440	27,985,659
Whole	3,387,411	4,703,730	5,427,655	4,084,112	17,602,908
Retail	28,730,105	34,861,947	36,633,609	34,629,317	134,854,978
FIRE	3,439,155	3,639,955	3,326,099	2,958,222	13,363,431
Service	9,431,370	9,997,010	12,405,902	9,834,652	41,668,934
Govt	0	0	0	0	0
Total	60,832,655	67,964,126	82,243,702	68,179,133	279,219,616
<b>2003</b>					
AFF	1,002,650	838,734	10,272,676		12,114,060
Min	942,570	872,788	1,354,815		3,170,173
Const	4,108,571	5,726,482	6,090,368		15,925,421
Manu	2,997,006	4,210,293	5,450,994		12,658,293
TCPU	7,737,717	6,084,737	4,985,497		18,807,951
Whole	3,240,706	4,864,562	5,661,953		13,767,221
Retail	30,065,995	28,891,749	29,761,223		88,718,967
FIRE	2,982,150	3,162,978	3,620,266		9,765,394
Service	8,931,123	11,763,074	11,813,892		32,508,089
Govt	0	0	0		0
Total	62,008,488	66,415,397	79,011,684		207,435,569
					<b>Year to Date</b>

Table 3.7

# Kenai Sales by Quarter

<b>Kenai Taxable Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	79,672	127,041	222,890	89,000	518,603
Min	30,513	32,572	57,756	46,005	166,846
Const	234,824	258,569	304,909	287,662	1,085,964
Manu	436,177	678,124	783,705	552,715	2,450,721
TCPU	3,683,388	3,487,325	3,217,058	3,270,915	13,658,686
Whole	181,183	245,742	278,837	221,223	926,985
Retail	16,164,330	20,739,755	24,482,448	23,933,221	85,319,754
FIRE	1,230,731	1,319,015	1,552,654	1,615,987	5,718,387
Service	3,480,495	4,659,706	5,734,106	4,045,585	17,919,892
Govt	200	56	0	32	288
<b>Total</b>	<b>25,521,513</b>	<b>31,547,905</b>	<b>36,634,363</b>	<b>34,062,345</b>	<b>127,766,126</b>
<b>2001</b>					
AFF	88,262	113,069	204,015	100,269	505,615
Min	58,812	72,568	49,930	41,886	223,196
Const	237,187	267,682	311,229	354,826	1,170,924
Manu	437,740	685,042	701,303	414,560	2,238,645
TCPU	3,434,535	3,226,428	3,293,173	3,497,998	13,452,134
Whole	202,995	256,583	210,989	172,394	842,961
Retail	18,114,311	23,695,194	25,824,258	25,507,115	93,140,878
FIRE	1,527,679	1,670,033	1,791,530	1,768,098	6,757,340
Service	3,781,753	5,022,081	5,769,265	4,140,044	18,713,143
Govt	0	0	1,213	0	1,213
<b>Total</b>	<b>27,883,274</b>	<b>35,008,680</b>	<b>38,156,905</b>	<b>35,997,190</b>	<b>137,046,049</b>
<b>2002</b>					
AFF	90,609	128,556	200,238	86,211	505,614
Min	51,370	57,479	52,898	52,224	213,971
Const	248,073	273,401	291,112	293,815	1,106,401
Manu	349,360	622,875	754,966	491,314	2,218,515
TCPU	3,810,507	3,837,652	4,318,082	4,325,323	16,291,564
Whole	126,946	168,804	154,608	136,016	586,374
Retail	18,571,525	22,842,593	24,636,752	23,977,601	90,028,471
FIRE	1,645,401	1,668,863	1,680,629	1,518,698	6,513,591
Service	3,942,374	5,013,453	6,062,797	4,058,716	19,077,340
Govt	0	0	0	0	0
<b>Total</b>	<b>28,836,165</b>	<b>34,613,676</b>	<b>38,152,082</b>	<b>34,939,918</b>	<b>136,541,841</b>
<b>2003</b>					
					<b>Year to Date</b>
AFF	87,894	134,783	237,344		460,021
Min	34,119	46,723	51,716		132,558
Const	241,193	293,969	304,125		839,287
Manu	441,292	687,335	806,515		1,935,142
TCPU	4,947,402	4,048,321	3,374,377		12,370,100
Whole	117,358	159,935	185,111		462,404
Retail	20,056,840	18,231,289	18,921,182		57,209,311
FIRE	1,442,512	1,443,041	1,295,137		4,180,690
Service	3,701,871	4,670,788	5,667,924		14,040,583
Govt	0	0	0		0
<b>Total</b>	<b>31,070,481</b>	<b>29,716,184</b>	<b>30,843,431</b>		<b>91,630,096</b>

Table 3.8

# Kenai Construction - Third Quarter

Kenai 3rd Quarter Permit Values by Type - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential - New	923,000	1,524,500	1,049,000	1,287,000	1,152,000	2,899,000	560,000	-80.7%
Residential - Add/Alter	181,000	122,900	267,000	387,000	217,500	302,400	168,850	-44.2%
Commercial - New	605,000	95,000	4,597,250	2,896,000	1,406,700	212,000	51,000	-75.9%
Commercial - Add/Alter	453,500	432,500	209,400	524,000	1,730,000	3,400,600	2,920,500	-14.1%
TOTAL	2,162,500	2,174,900	6,122,650	5,094,000	4,506,200	6,814,000	3,700,350	-45.7%
Annual Change		0.6%	181.5%	-16.8%	-11.5%	51.2%	-45.7%	

Table 3.9

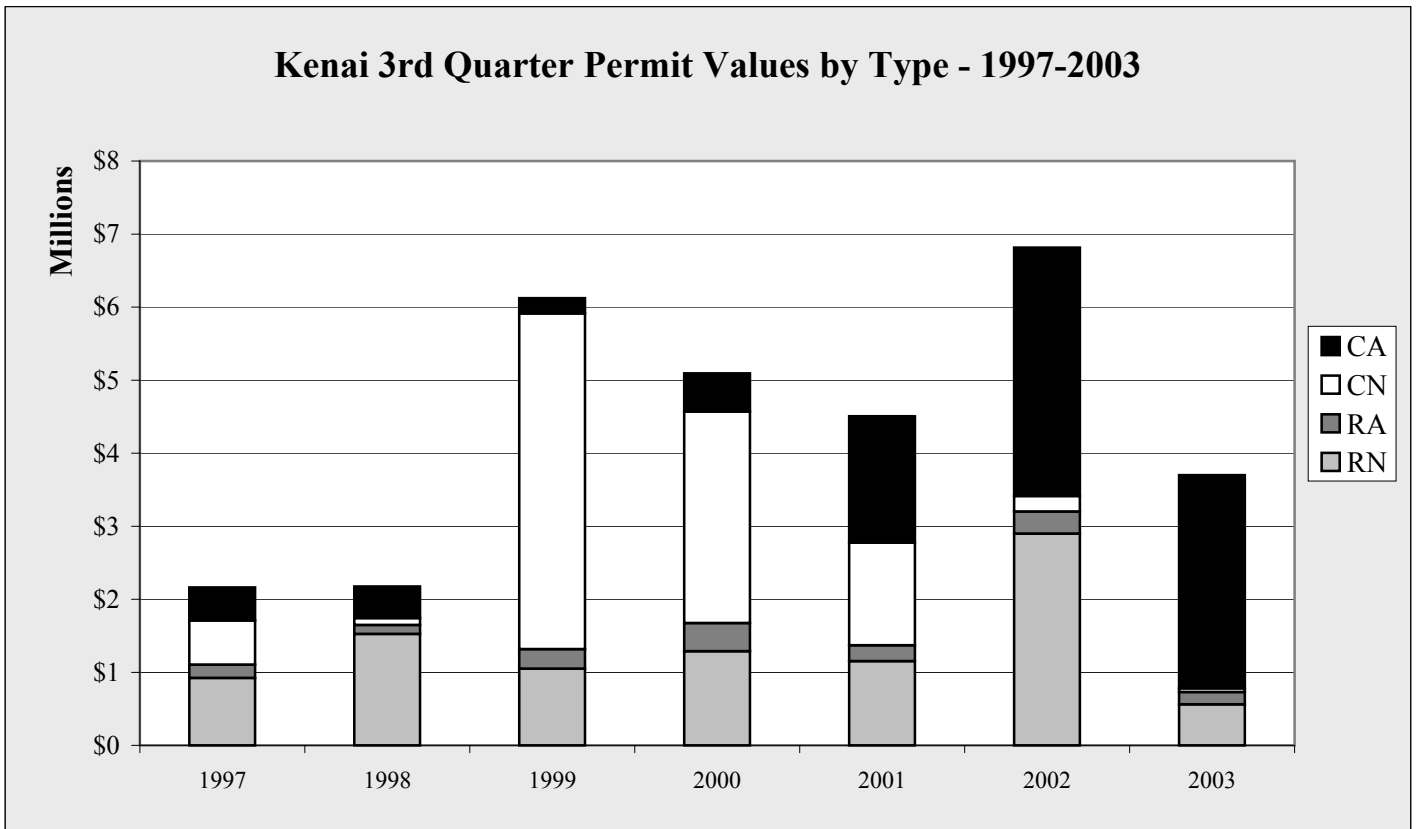


Chart 3.13

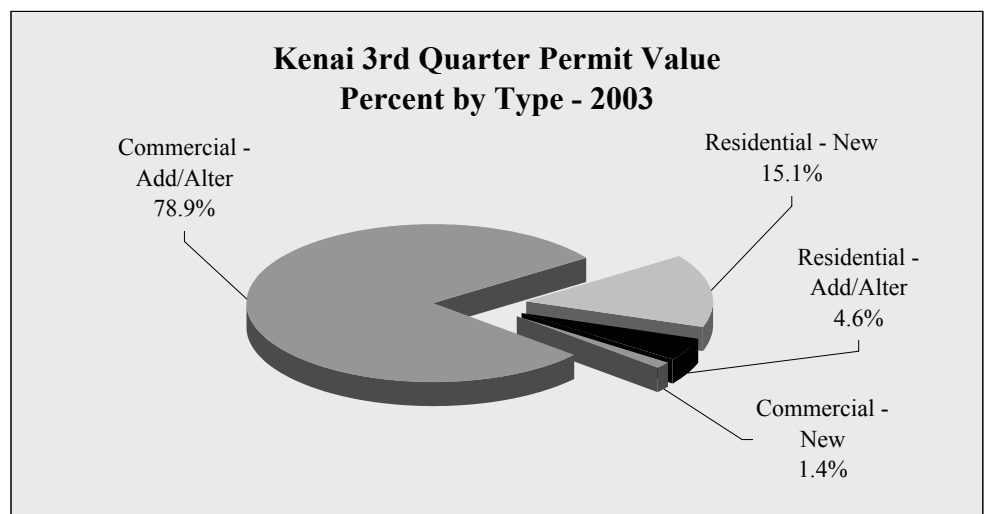


Chart 3.14

# Kenai Construction - Third Quarter

**Kenai 3rd Quarter Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential - New	7	13	7	11	8	19	3	-84.2%
Residential - Add/Alter	10	13	12	18	8	26	22	-15.4%
Commercial - New	1	1	10	4	3	2	2	0.0%
Commercial - Add/Alter	10	3	11	3	4	12	18	50.0%
<b>TOTAL</b>	<b>28</b>	<b>30</b>	<b>40</b>	<b>36</b>	<b>23</b>	<b>59</b>	<b>45</b>	<b>-23.7%</b>
Annual Change		7.1%	33.3%	-10.0%	-36.1%	156.5%	-23.7%	

Table 3.10

**Kenai 3rd Quarter Permit Volume by Type - 1997-2003**

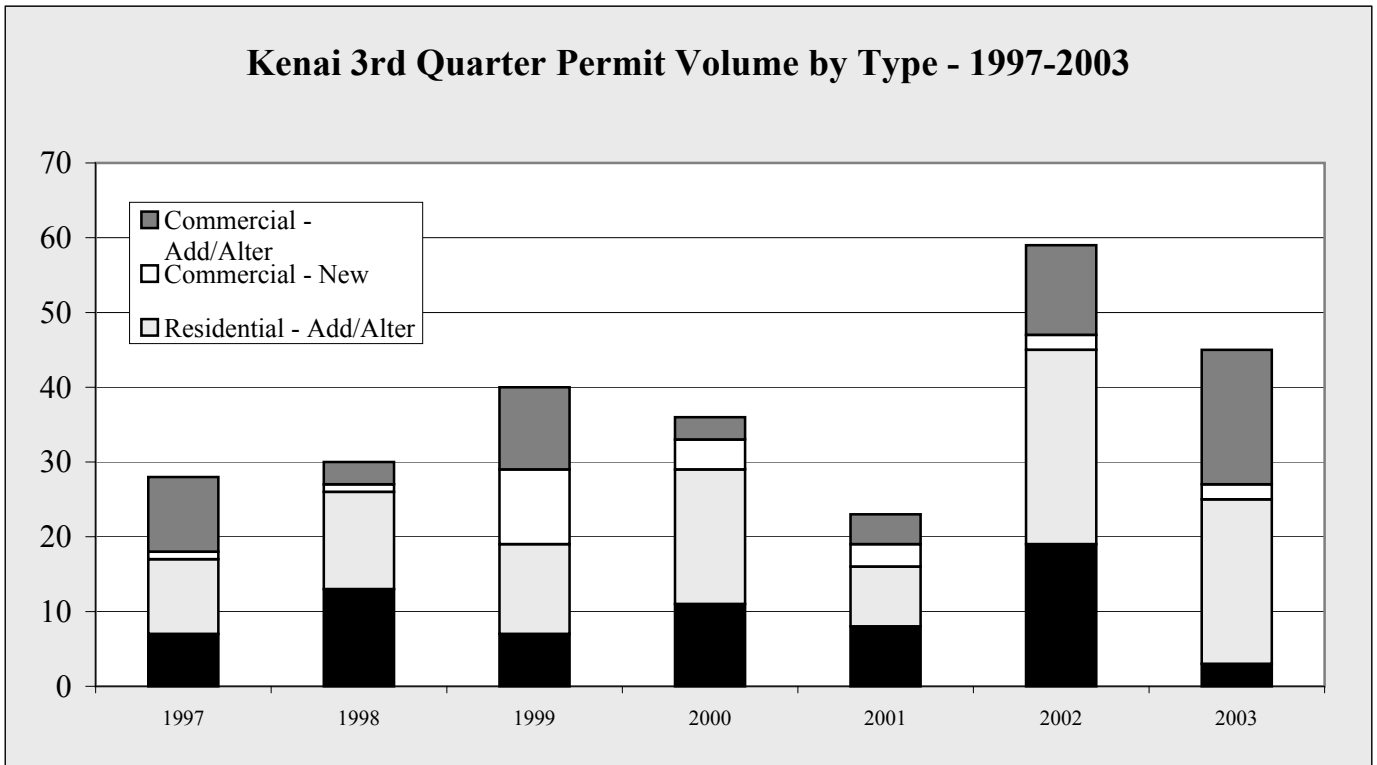
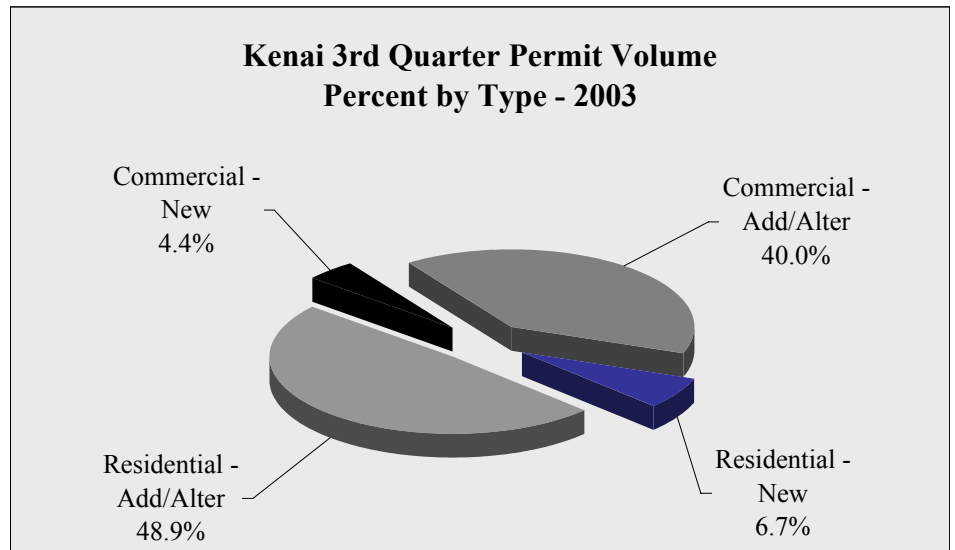


Chart 3.15

**Kenai 3rd Quarter Permit Volume Percent by Type - 2003**



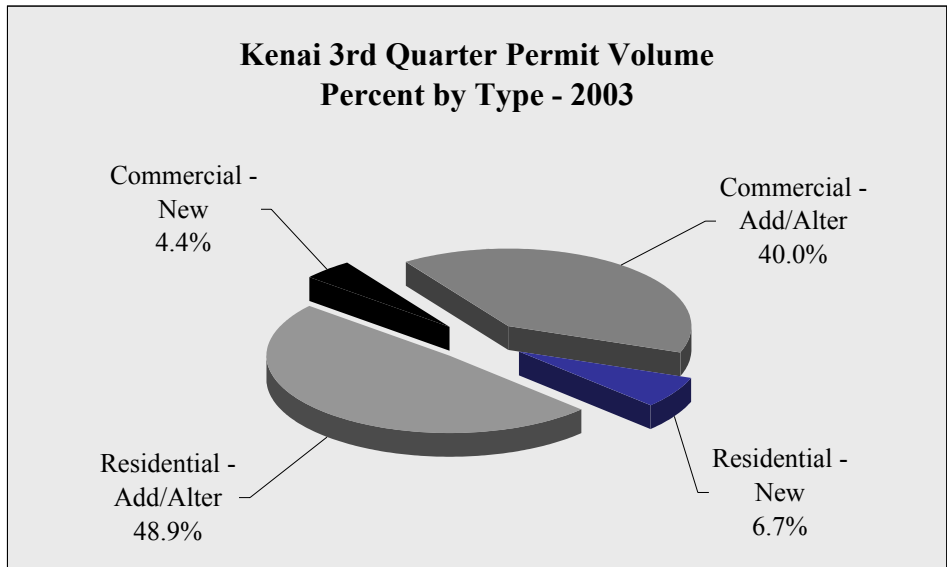


Chart 3.16

# Kenai Construction - Year-to-Date 9/30/2003

Kenai YTD Permit Values by Type - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential - New	3,723,500	5,617,500	2,622,000	3,121,000	4,661,000	5,540,000	2,503,000	-54.8%
Residential - Add/Alter	555,800	686,900	576,600	833,000	607,300	653,500	699,050	7.0%
Commercial - New	2,067,000	102,000	4,672,750	4,006,000	5,165,700	5,271,200	51,000	-99.0%
Commercial - Add/Alter	568,500	640,500	513,400	759,900	2,489,600	3,806,900	4,733,250	24.3%
TOTAL	6,914,800	7,046,900	8,384,750	8,719,900	12,923,600	15,271,600	7,986,300	-47.7%
Annual Change		1.9%	19.0%	4.0%	48.2%	18.2%	-47.7%	

Table 3.11

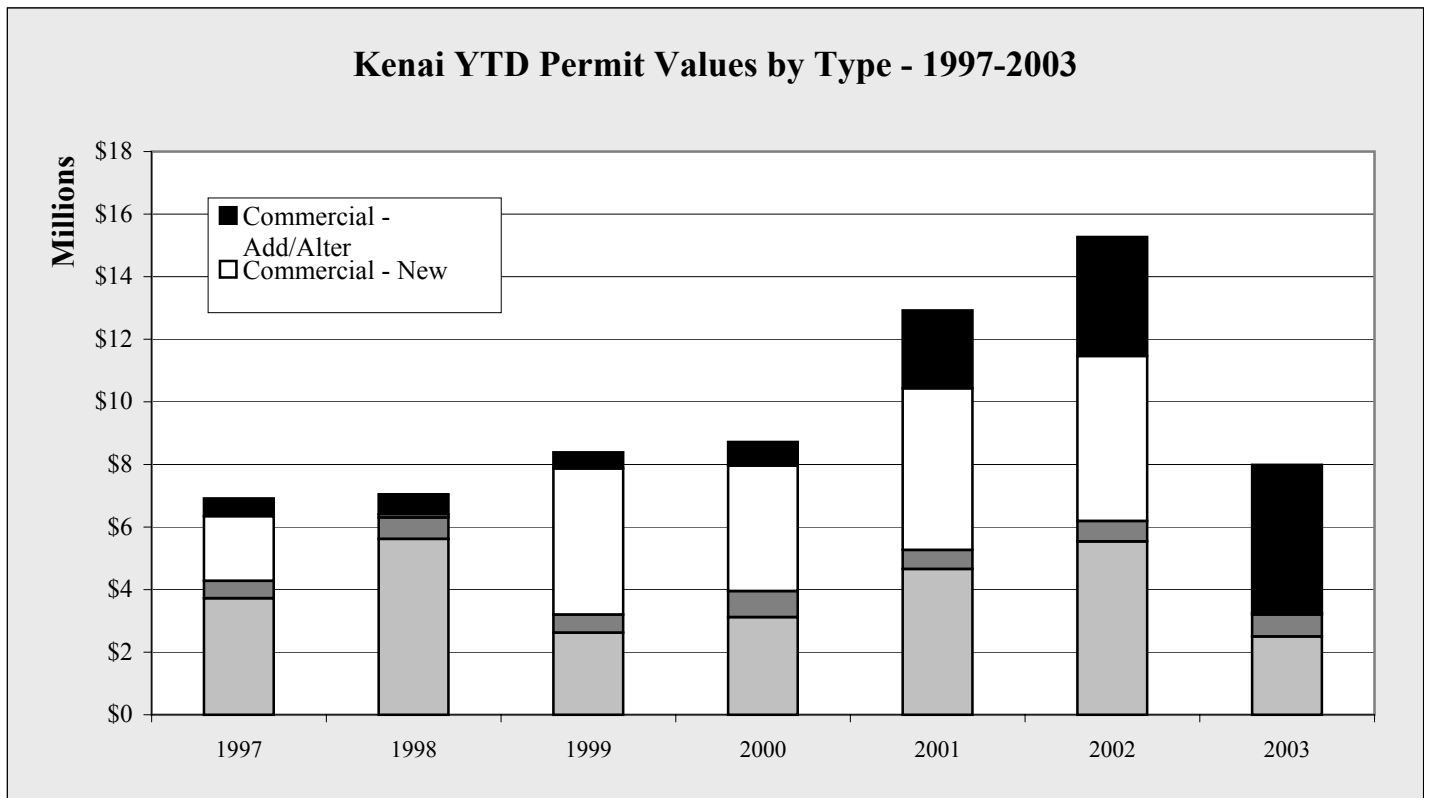
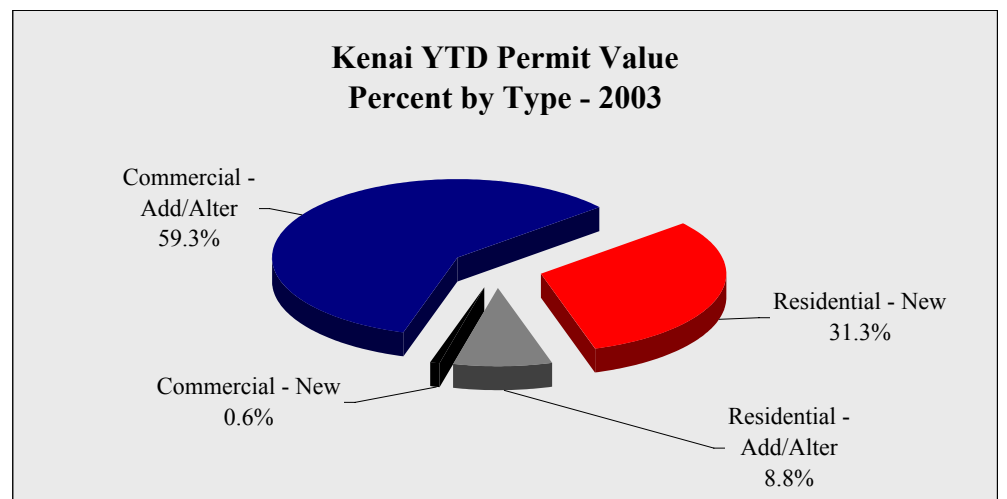


Chart 3.17





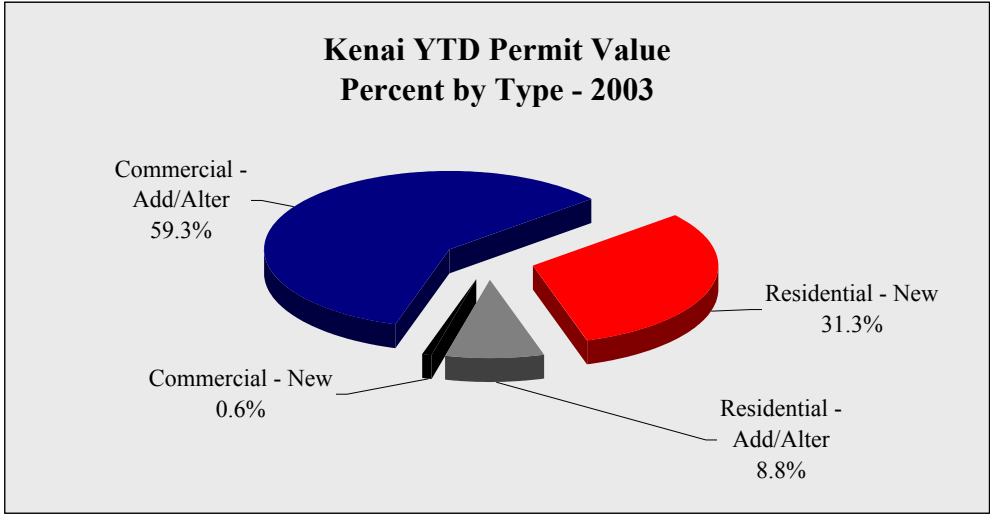


Chart 3.18

# Kenai Construction - Year-to-Date 9/30/2

Kenai YTD Permit Volume by Type - 1997-2003							
	1997	1998	1999	2000	2001	2002	2003
Residential - New	32	42	19	23	28	39	16
Residential - Add/Alter	27	28	28	38	26	41	39
Commercial - New	6	2	12	9	7	6	2
Commercial - Add/Alter	11	7	21	10	15	15	36
TOTAL	76	79	80	80	76	101	93
Annual Change		3.9%	1.3%	0.0%	-5.0%	32.9%	-7.9%

Table 3.12

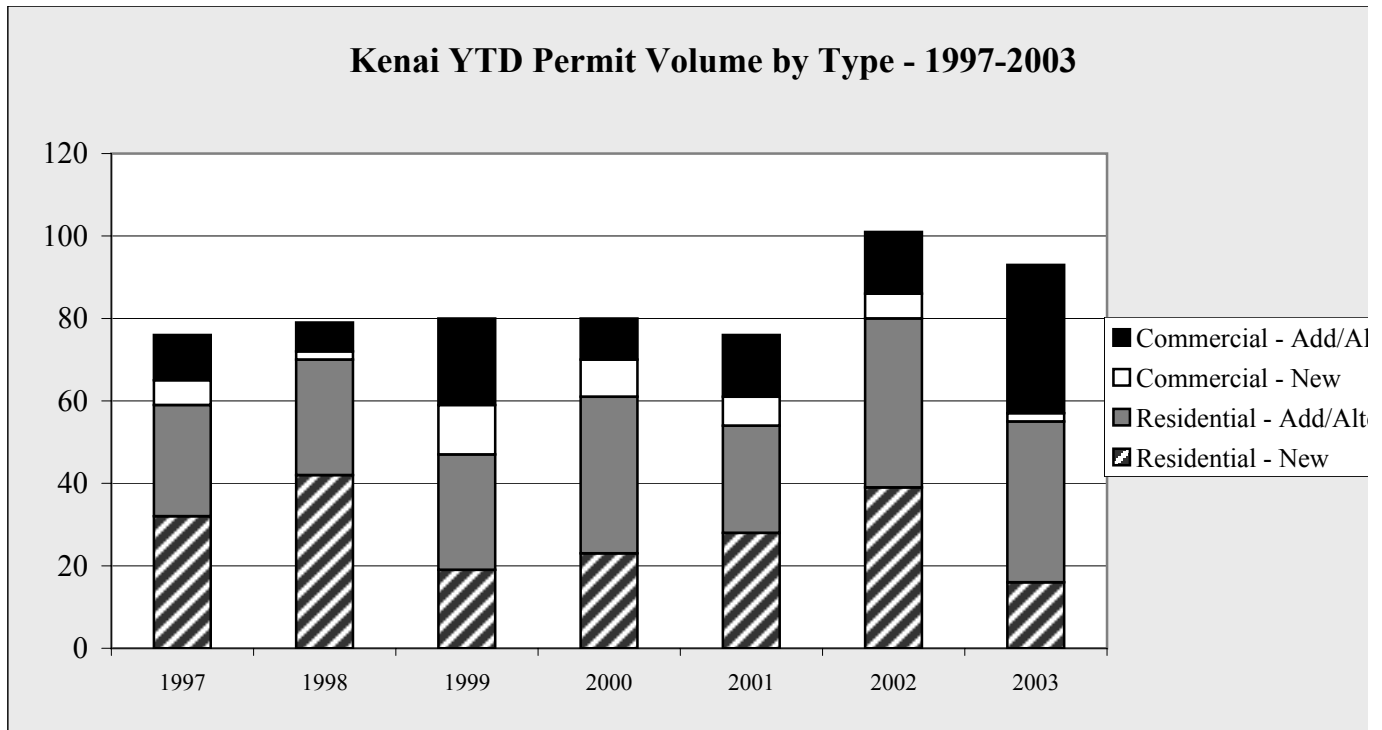
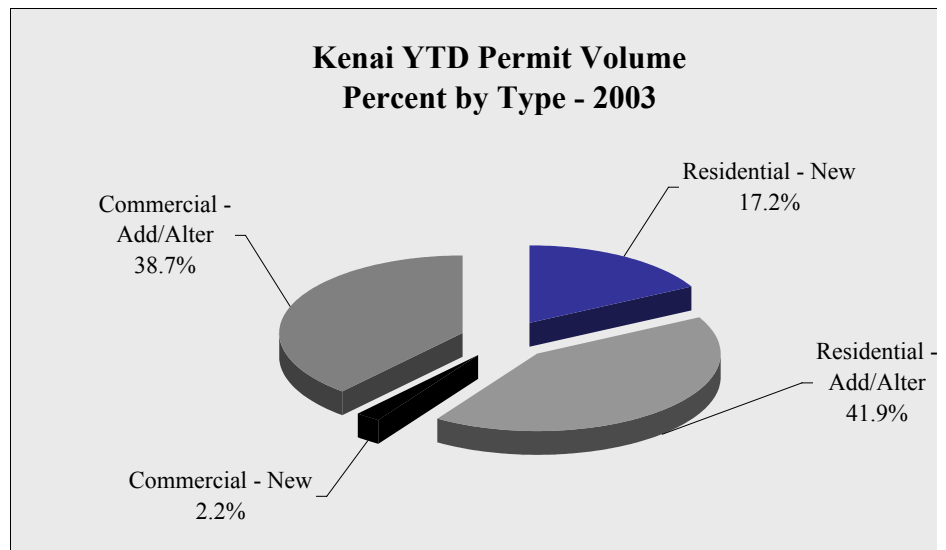


Chart 3.19



**Kenai YTD Permit Volume  
Percent by Type - 2003**

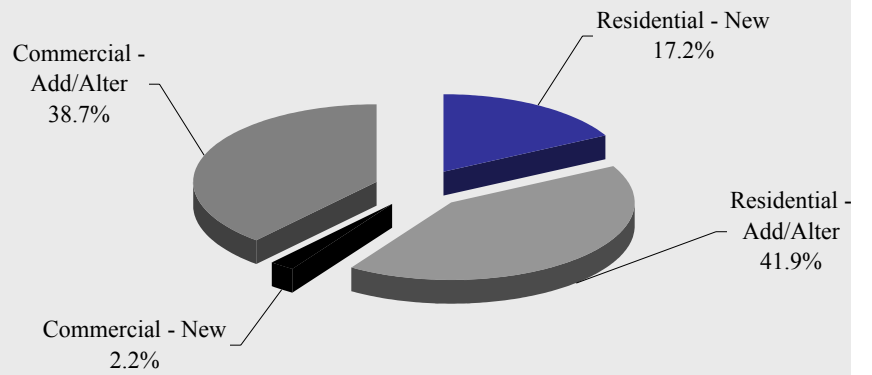
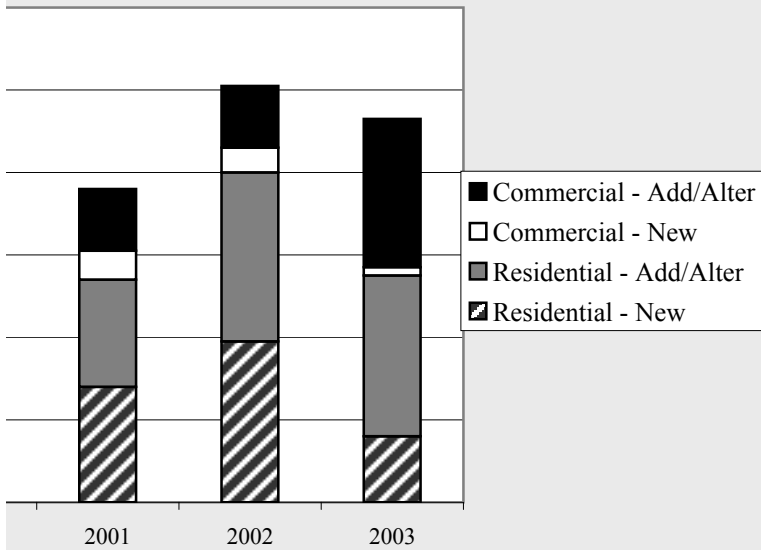


Chart 3.20

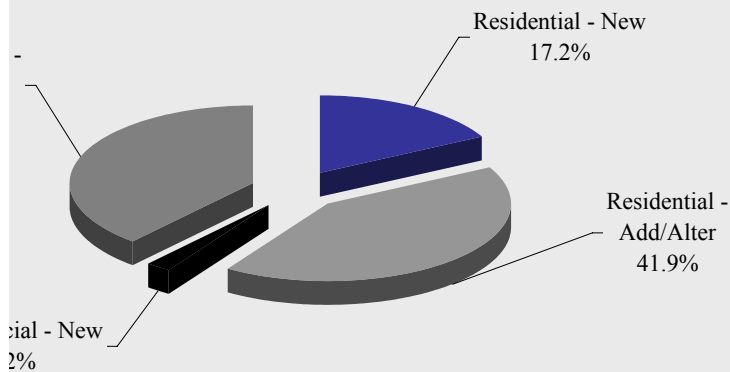
**003**

Annual Change
-59.0%
-4.9%
-66.7%
140.0%
-7.9%

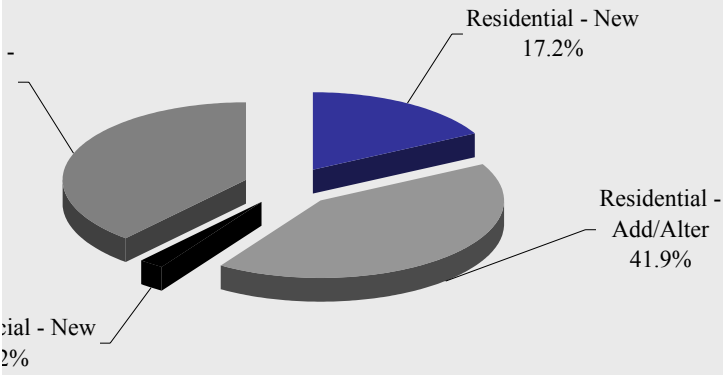
**Volume by Type - 1997-2003**



**Kenai YTD Permit Volume  
Percent by Type - 2003**



**Kenai YTD Permit Volume  
Percent by Type - 2003**



# Kenai Construction - Annual

<b>Kenai Annual Permit Values by Type by Quarter - 1996-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	488,000	2,109,600	214,000	423,500	3,235,100
Residential - Add/Alter	18,500	224,400	165,000	47,300	455,200
Commercial - New	1,125,325	164,500	474,000	0	1,763,825
Commercial - Add/Alter	160,000	81,600	271,700	17,000	530,300
<b>TOTAL</b>	<b>1,791,825</b>	<b>2,580,100</b>	<b>1,124,700</b>	<b>487,800</b>	<b>5,984,425</b>
<b>1997</b>					
Residential - New	431,900	2,368,600	923,000	705,000	4,428,500
Residential - Add/Alter	45,000	329,800	181,000	69,200	625,000
Commercial - New	0	1,462,000	605,000	6,332,000	8,399,000
Commercial - Add/Alter	0	115,000	453,500	32,550	601,050
<b>TOTAL</b>	<b>476,900</b>	<b>4,275,400</b>	<b>2,162,500</b>	<b>7,138,750</b>	<b>14,053,550</b>
<b>1998</b>					
Residential - New	208,500	3,884,500	1,524,500	416,000	6,033,500
Residential - Add/Alter	68,500	495,500	122,900	43,800	730,700
Commercial - New	7,000	0	95,000	49,000	151,000
Commercial - Add/Alter	186,500	21,500	432,500	86,500	727,000
<b>TOTAL</b>	<b>470,500</b>	<b>4,401,500</b>	<b>2,174,900</b>	<b>595,300</b>	<b>7,642,200</b>
<b>1999</b>					
Residential - New	0	1,573,000	1,049,000	702,000	3,324,000
Residential - Add/Alter	122,000	187,600	267,000	221,400	798,000
Commercial - New	14,500	61,000	4,597,250	125,000	4,797,750
Commercial - Add/Alter	103,000	201,000	209,400	8,600	522,000
<b>TOTAL</b>	<b>239,500</b>	<b>2,022,600</b>	<b>6,122,650</b>	<b>1,057,000</b>	<b>9,441,750</b>
<b>2000</b>					
Residential - New	228,000	1,606,000	1,287,000	376,000	3,497,000
Residential - Add/Alter	7,000	439,000	387,000	55,400	888,400
Commercial - New	65,000	1,045,000	2,896,000	244,000	4,250,000
Commercial - Add/Alter	162,900	73,000	524,000	2,800	762,700
<b>TOTAL</b>	<b>462,900</b>	<b>3,163,000</b>	<b>5,094,000</b>	<b>678,200</b>	<b>9,398,100</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>819,500</b>	<b>7,597,900</b>	<b>4,506,200</b>	<b>655,300</b>	<b>13,578,900</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>3,888,200</b>	<b>4,569,400</b>	<b>6,814,000</b>	<b>1,527,800</b>	<b>16,799,400</b>
<b>2003</b>					
	<b>Year to Date</b>				
Residential - New	0	1,943,000	560,000		2,503,000
Residential - Add/Alter	15,000	515,200	168,850		699,050
Commercial - New	0	0	51,000		51,000
Commercial - Add/Alter	1,542,600	270,150	2,920,500		4,733,250
<b>TOTAL</b>	<b>1,557,600</b>	<b>2,728,350</b>	<b>3,700,350</b>		<b>7,986,300</b>

Table 3.13

# Kenai Construction

<b>Kenai Annual Permit Volume by Type by Quarter - 1996-2003</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	2	17	2	3	24
Residential - Add/Alter	2	11	10	5	28
Commercial - New	3	3	4	0	10
Commercial - Add/Alter	2	5	7	2	16
<b>TOTAL</b>	<b>9</b>	<b>36</b>	<b>23</b>	<b>10</b>	<b>78</b>
<b>1997</b>					
Residential - New	4	21	7	4	36
Residential - Add/Alter	2	15	10	5	32
Commercial - New	0	5	1	1	7
Commercial - Add/Alter	0	1	10	3	14
<b>TOTAL</b>	<b>6</b>	<b>42</b>	<b>28</b>	<b>13</b>	<b>89</b>
<b>1998</b>					
Residential - New	2	27	13	3	45
Residential - Add/Alter	5	10	13	5	33
Commercial - New	1	0	1	2	4
Commercial - Add/Alter	2	2	3	8	15
<b>TOTAL</b>	<b>10</b>	<b>39</b>	<b>30</b>	<b>18</b>	<b>97</b>
<b>1999</b>					
Residential - New	0	12	7	7	26
Residential - Add/Alter	3	13	12	13	41
Commercial - New	1	1	10	1	13
Commercial - Add/Alter	3	7	11	1	22
<b>TOTAL</b>	<b>7</b>	<b>33</b>	<b>40</b>	<b>22</b>	<b>102</b>
<b>2000</b>					
Residential - New	1	11	11	3	26
Residential - Add/Alter	2	18	18	7	45
Commercial - New	1	4	4	2	11
Commercial - Add/Alter	4	3	3	1	11
<b>TOTAL</b>	<b>8</b>	<b>36</b>	<b>36</b>	<b>13</b>	<b>93</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>11</b>	<b>42</b>	<b>23</b>	<b>11</b>	<b>87</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>5</b>	<b>37</b>	<b>59</b>	<b>20</b>	<b>121</b>
<b>2003</b>					<b>Year to Date</b>
Residential - New	0	13	3		16
Residential Add/Alter	1	16	22		39
Commercial - New	0	0	2		2
Commercial - Add/Alter	7	11	18		36
<b>TOTAL</b>	<b>8</b>	<b>40</b>	<b>45</b>		<b>93</b>



Table 3.14

# Kenai Cost of Food

Cost of food data is collected by the University of Alaska, Fairbanks Cooperative Extension. Each quarter the Cooperative Extension surveys up to three grocers in communities throughout the state to determine the cost of food for one week. Specific guidelines are presented to the surveyors regarding item size and sale price for 104 items. It has been determined that separation of Kenai and Soldotna data would be meaningless therefore data presented relates to both communities.

<b>KENAI/SOLDOTNA</b>								
	Sep-97	Sep-98	Sep-99	Sep-00	Sep-01	Sep-02	Sep-03	Annual Change
Sales Tax (in percent)	5.0	5.0	5.0	5.0	5.0	5.0	5.0	
Percent of Food Unavailable	0.0	0.0	0.0	1.0	1.0	1.0	0.0	
Child, 1 year	15.60	15.51	16.43	16.63	17.79	17.63	18.33	4.0%
Child, 2 years	0.00	0.00	0.00	0.00	17.79	17.63	18.33	4.0%
Children 3-5 years of age	17.10	17.02	17.98	18.34	19.56	19.36	19.97	3.2%
Children 6-8 years of age	22.69	22.64	23.91	24.34	26.02	25.87	26.71	3.2%
Children 9-11 years of age	25.79	25.65	27.09	27.60	29.47	29.35	30.16	2.8%
Males 12-14 years of age	29.16	29.01	30.62	31.28	33.37	33.16	34.05	2.7%
Males 15-19 years of age	30.06	29.85	31.48	32.22	34.43	34.20	35.09	2.6%
Males 20-50 years of age	29.84	29.76	31.31	32.05	34.25	34.12	35.01	2.6%
Males 51 and older	28.52	28.42	29.76	30.51	32.47	32.48	33.37	2.7%
Females 12-19 years of age	25.11	24.98	26.32	26.91	28.75	28.47	29.38	3.2%
Females 20-50 years of age	26.21	26.07	27.27	28.02	29.82	29.77	30.52	2.5%
Females 51 and older	25.39	25.24	26.58	27.17	29.02	28.91	29.64	2.5%
Family of 2, 20-50 years of age	61.66	61.45	64.42	66.08	70.48	70.29	72.09	2.6%
Family of 2, 51 years and older	59.30	59.02	62.01	63.42	67.64	67.52	69.31	2.7%
Family of 4, children 1-5 years	88.74	88.37	92.98	95.04	101.42	100.89	103.64	2.7%
Family of 4, children 6-11 years	104.52	104.13	109.58	112.01	119.55	119.12	122.39	2.7%
Electricity, 1000 kWh	111.00	120.65	119.34	113.23	122.05	126.15	113.80	-9.8%
Gasoline, auto, 55 gal	76.95	76.18	78.65	93.78	93.78	87.45	103.68	18.6%
Lumber, 2X4X8'	3.76	3.29	3.50	3.26	3.50	3.31	3.42	3.3%
Propane, 100 lb. refill	39.48	38.68	34.93	41.77	0.00	43.42	48.14	10.9%
Sewer & Water, monthly	41.29	41.29	NA	NA	NA	NA	NA	NA

Table 3.15

# Kenai Cost of Food

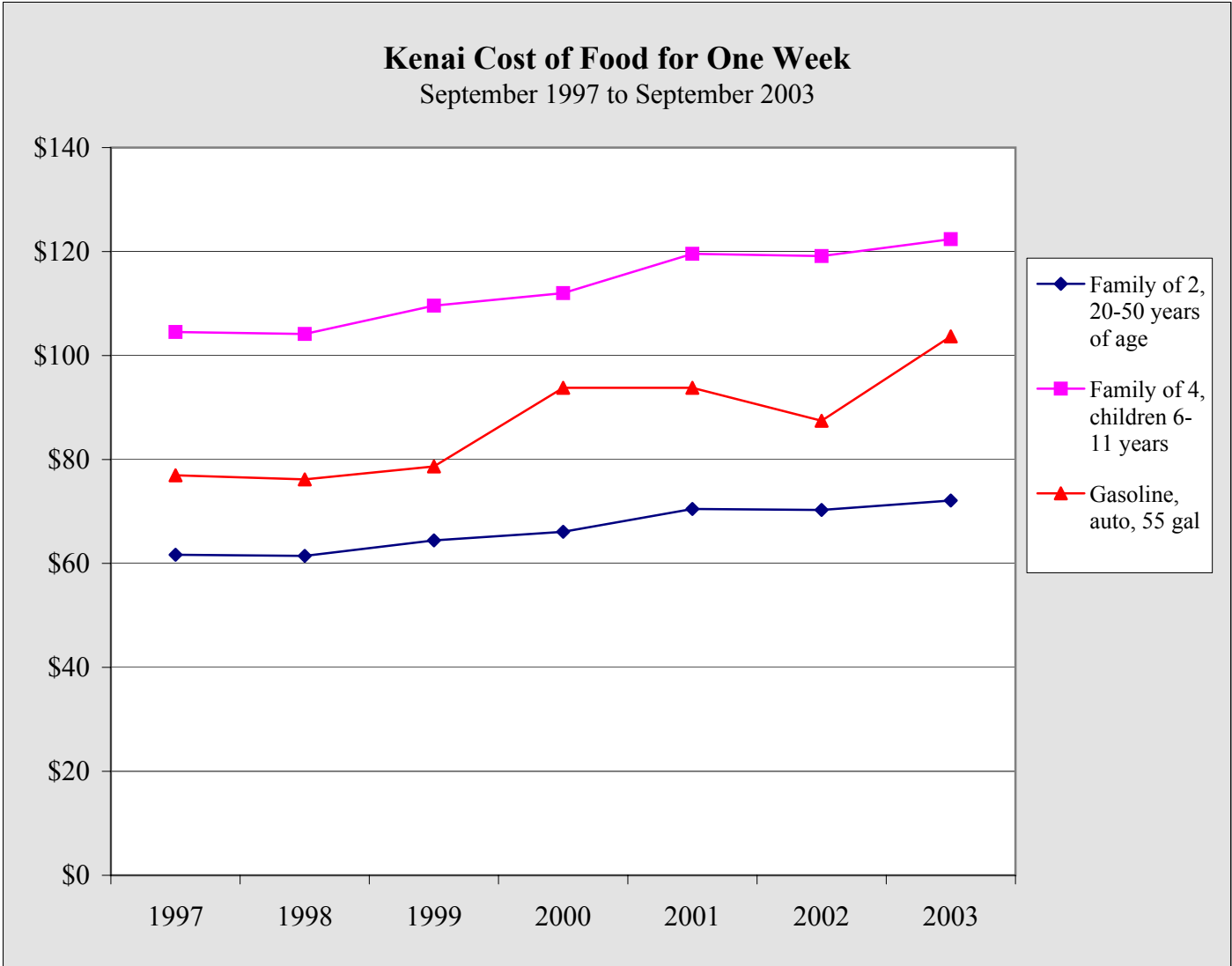


Chart 3.21

# Seldovia Sales - Third Quarter

Seldovia 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	0	0	479	0	80	0	0	NA
Min	0	0	0	0	0	0	0	NA
Const	115,470	48,533	101,982	165,256	65,667	84,321	1,256,705	1390.4%
Manu	6,937	20,522	127,613	1,710	22,581	2,556	4,608	80.3%
TCPU	182,482	235,148	167,976	169,243	167,386	137,154	137,236	0.1%
Whole	255,154	215,942	110,895	23,370	12,723	22,402	71,441	218.9%
Retail	613,728	609,899	807,058	888,589	828,070	824,582	770,344	-6.6%
FIRE	82,061	28,346	24,267	8,573	458,280	220,225	91,073	-58.6%
Service	380,640	425,811	366,916	436,895	396,617	405,458	489,375	20.7%
Total	1,636,472	1,584,201	1,707,186	1,693,636	1,951,404	1,696,698	2,820,782	66.3%
Annual Change		-3.2%	7.8%	-0.8%	15.2%	-13.1%	66.3%	

Table 4.1

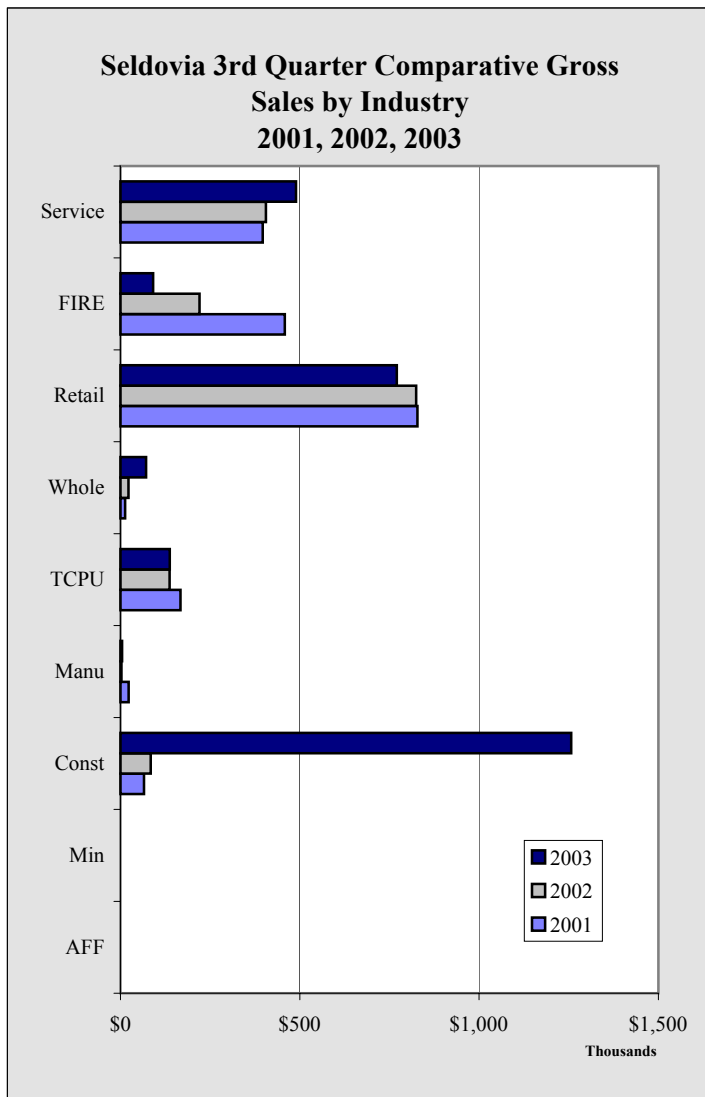


Chart 4.1

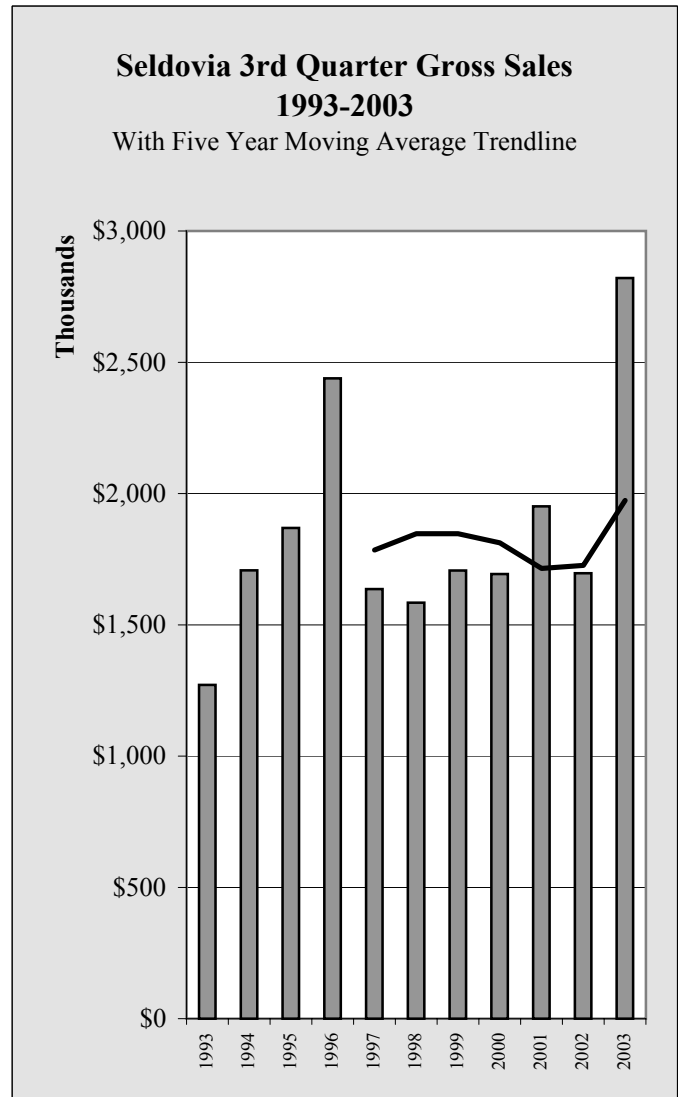


Chart 4.2

# Seldovia Sales - Third Quarter

Seldovia 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	0	0	479	0	0	0	0	NA
Min	0	0	0	0	0	0	0	NA
Const	6,204	9,980	11,774	9,699	9,793	5,551	6,900	24.3%
Manu	4,523	3,533	2,534	508	2,047	655	2,096	220.0%
TCPU	108,716	121,514	124,855	120,362	105,304	106,236	107,036	0.8%
Whole	167,877	151,001	2,468	403	1,416	651	640	-1.7%
Retail	582,212	576,343	660,500	758,922	744,668	754,759	696,014	-7.8%
FIRE	22,776	21,776	19,232	4,157	10,190	7,535	7,783	3.3%
Service	307,466	366,880	322,785	347,057	327,957	319,800	315,146	-1.5%
Total	1,199,774	1,251,027	1,144,627	1,241,108	1,201,375	1,195,187	1,135,615	-5.0%
Annual Change		4.3%	-8.5%	8.4%	-3.2%	-0.5%	-5.0%	

Table 4.2

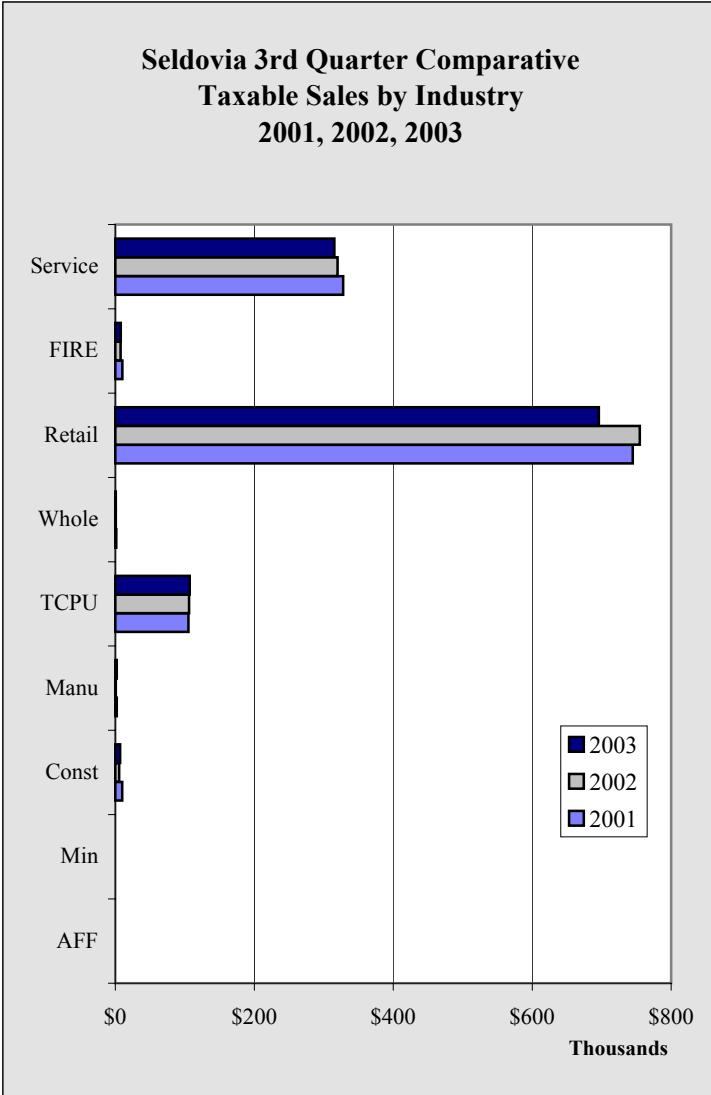


Chart 4.3

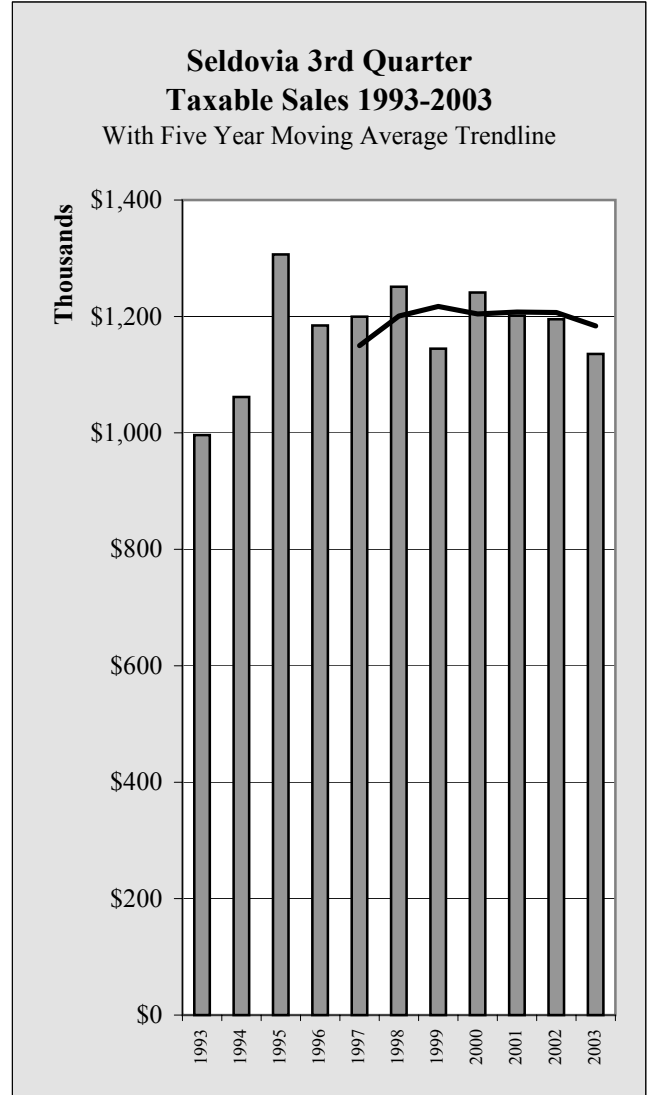


Chart 4.4

# Seldovia Sales - Year-to-Date 9/30/2003

Seldovia YTD Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	2,554	3,422	3,084	2,797	3,787	6,306	5,737	-9.0%
Min	0	0	0	0	0	0	0	NA
Const	219,005	256,972	147,557	460,964	382,718	193,822	1,498,427	673.1%
Manu	13,737	44,713	139,507	12,083	40,000	10,171	31,779	212.4%
TCPU	492,178	555,011	539,074	491,672	468,039	436,778	420,565	-3.7%
Whole	752,635	694,648	448,070	62,787	51,899	33,202	98,119	195.5%
Retail	1,378,785	1,366,524	1,846,820	2,448,774	2,130,744	1,999,819	2,017,326	0.9%
FIRE	256,842	99,380	95,336	47,386	499,110	387,627	340,351	-12.2%
Service	778,246	830,368	783,984	844,765	737,534	797,413	878,676	10.2%
Total	3,893,982	3,851,038	4,003,432	4,371,228	4,313,831	3,865,138	5,290,980	36.9%
Annual Change		-1.1%	4.0%	9.2%	-1.3%	-10.4%	36.9%	

Table 4.3

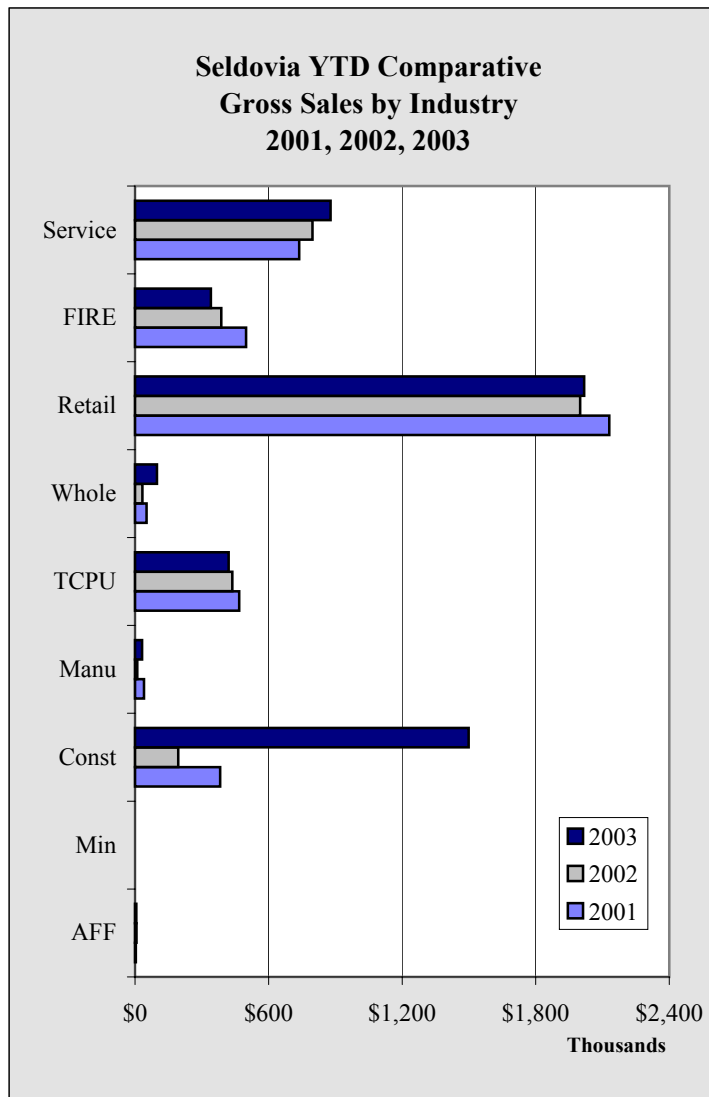


Chart 4.5

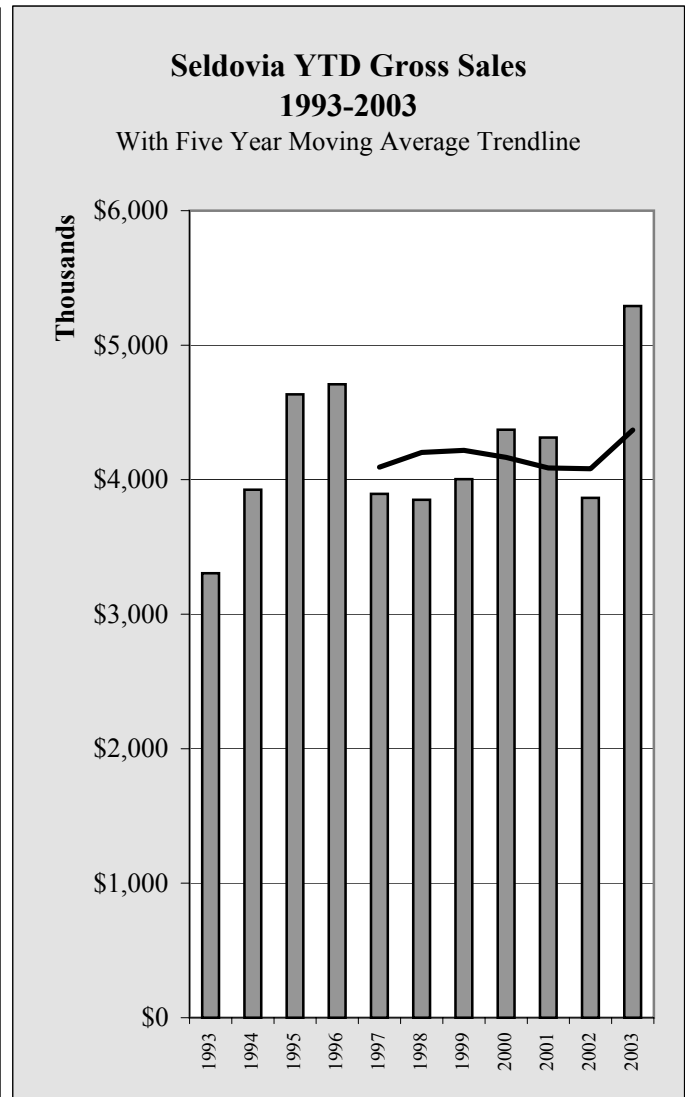


Chart 4.6

# Seldovia Sales - Year-to-Date 9/30/2003

Seldovia YTD Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	2,554	3,422	3,084	2,771	3,616	3,551	2,970	-16.4%
Min	0	0	0	0	0	0	0	NA
Const	21,721	20,718	25,699	30,742	26,886	21,661	17,977	-17.0%
Manu	7,886	8,992	6,090	3,084	4,344	3,655	4,213	15.3%
TCPU	318,176	332,699	356,934	349,297	317,317	316,556	307,429	-2.9%
Whole	435,108	398,216	103,017	3,633	2,971	945	1,111	17.6%
Retail	1,307,783	1,278,360	1,479,499	1,760,300	1,784,174	1,712,524	1,725,062	0.7%
FIRE	55,727	62,963	54,364	21,746	24,013	20,857	21,813	4.6%
Service	601,222	676,266	601,340	656,883	567,953	590,022	612,551	3.8%
Total	2,750,177	2,781,636	2,630,027	2,828,456	2,731,274	2,669,771	2,693,126	0.9%
Annual Change		1.1%	-5.5%	7.5%	-3.4%	-2.3%	0.9%	

Table 4.4

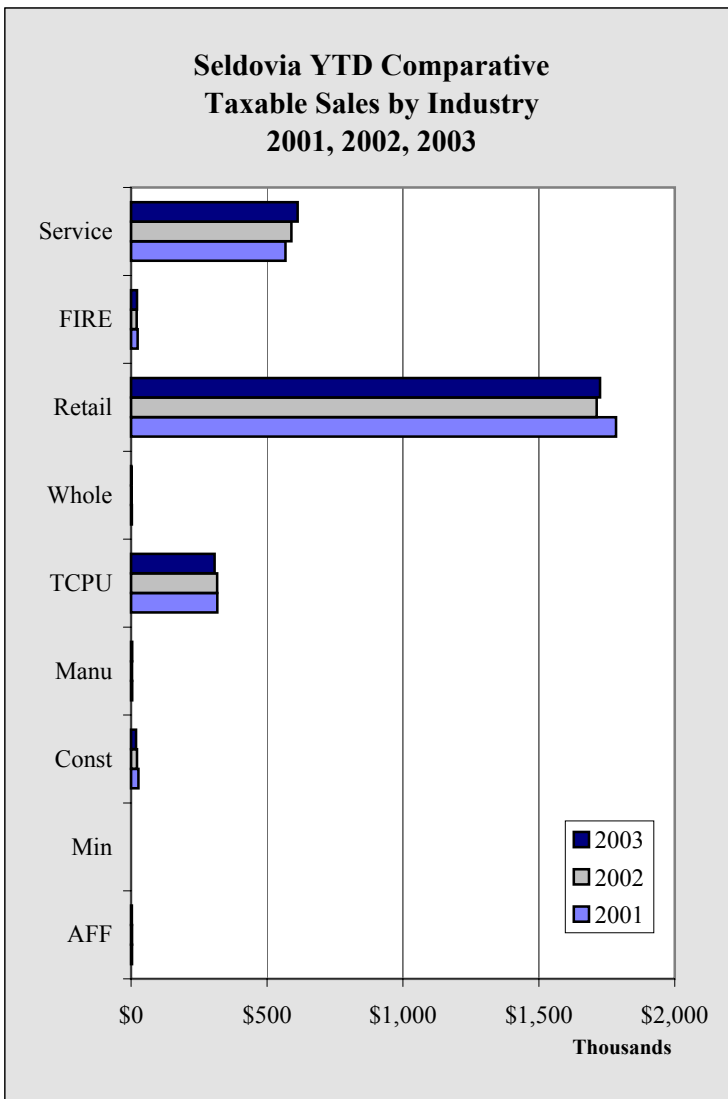


Chart 4.7

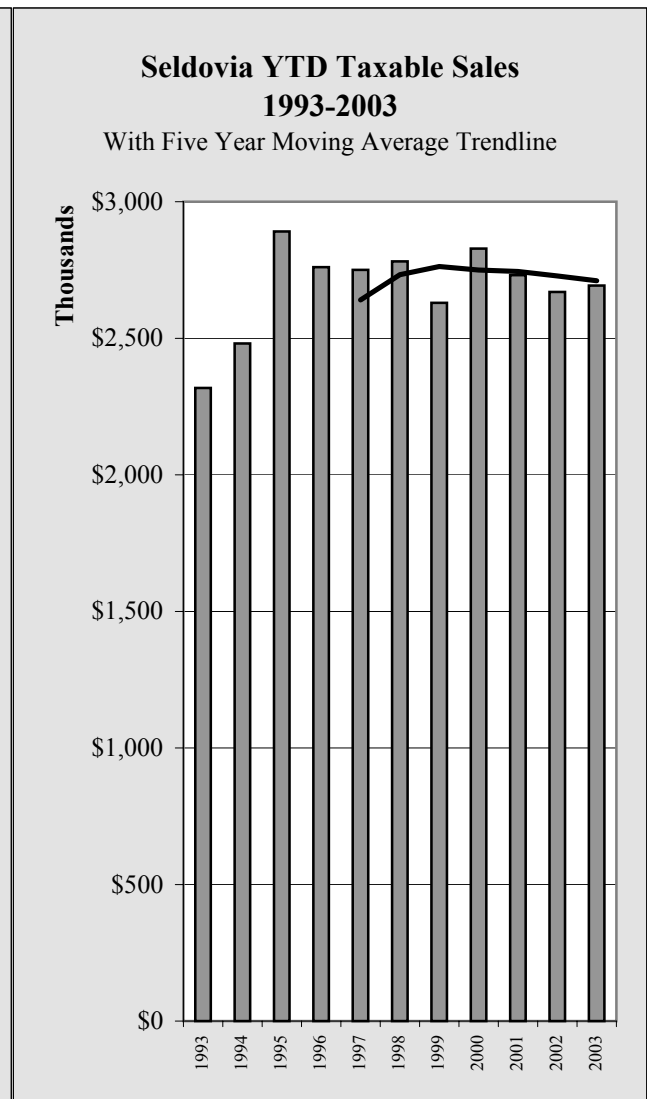


Chart 4.8

# Seldovia Sales - Annual

Seldovia Annual Gross Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	2,111	2,554	3,422	3,084	2,797	3,787	6,306	66.5%
Min	0	0	0	0	0	0	0	NA
Const	1,069,780	302,722	302,999	200,475	567,881	427,249	233,790	-45.3%
Manu	24,712	16,468	53,202	142,303	22,483	40,983	41,694	1.7%
TCPU	697,721	652,000	724,009	702,895	642,067	615,305	589,101	-4.3%
Whole	1,202,620	938,201	886,557	466,249	74,511	58,140	40,755	-29.9%
Retail	1,763,364	1,682,862	1,698,659	2,359,533	2,969,768	2,686,700	2,525,108	-6.0%
FIRE	135,082	311,648	134,421	111,959	62,750	509,244	443,797	-12.9%
Service	834,602	866,800	920,470	858,272	925,068	884,899	941,088	6.3%
Total	5,729,992	4,773,255	4,723,739	4,844,770	5,267,325	5,226,307	4,821,639	-7.7%
Annual Change		-16.7%	-1.0%	2.6%	8.7%	-0.8%	-7.7%	

Table 4.5

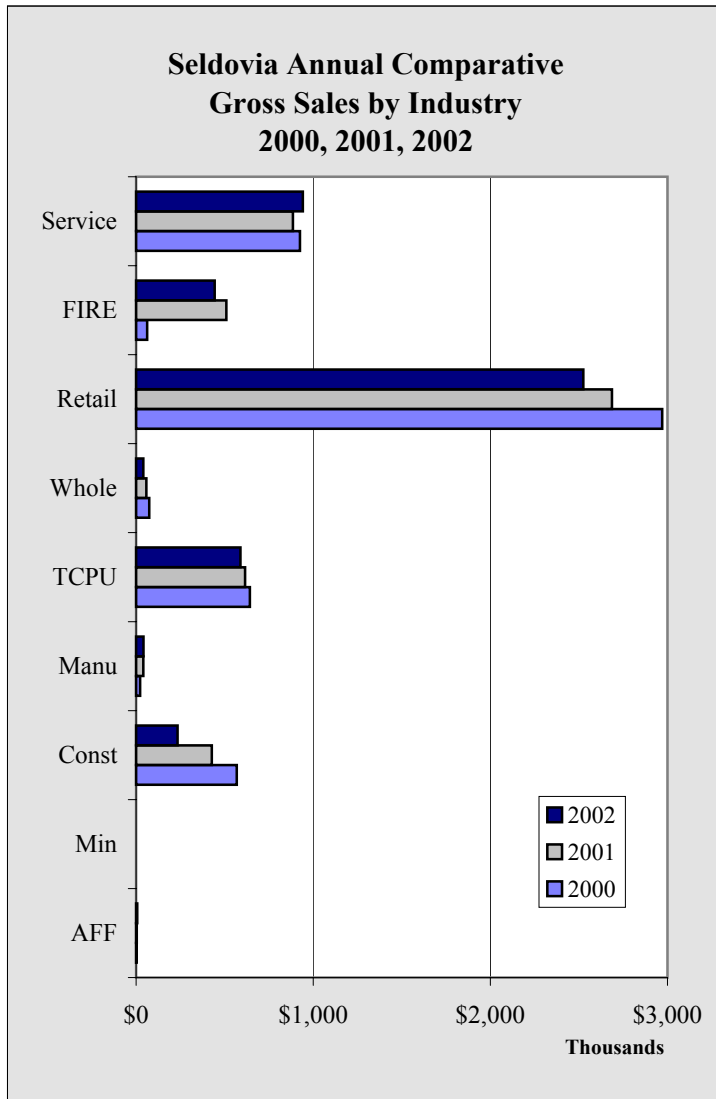


Chart 4.9

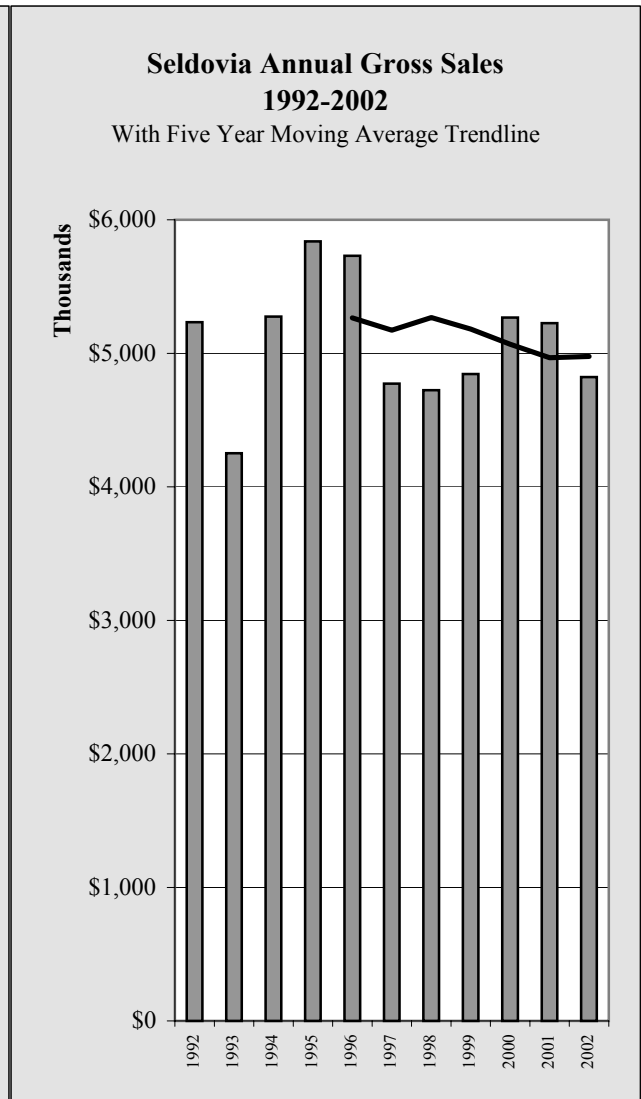


Chart 4.10



# Seldovia Sales - Annual

Seldovia Annual Taxable Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	2,111	2,554	3,422	3,084	2,771	3,616	3,551	-1.8%
Min	0	0	0	0	0	0	0	NA
Const	29,676	30,281	32,244	37,757	41,098	34,175	22,683	-33.6%
Manu	16,341	9,151	16,711	7,035	4,892	4,818	6,509	35.1%
TCPU	481,950	421,749	438,292	473,005	455,499	410,584	427,667	4.2%
Whole	555,960	541,607	510,369	106,422	4,692	4,069	945	-76.8%
Retail	1,646,801	1,593,073	1,577,816	1,877,036	2,165,560	2,202,868	2,118,927	-3.8%
FIRE	101,102	73,103	83,118	65,347	28,771	31,657	24,937	-21.2%
Service	596,368	664,505	736,321	659,563	714,840	644,328	672,895	4.4%
Total	3,430,309	3,336,023	3,398,293	3,229,249	3,418,123	3,336,115	3,278,114	-1.7%
Annual Change		-2.7%	1.9%	-5.0%	5.8%	-2.4%	-1.7%	

Table 4.6

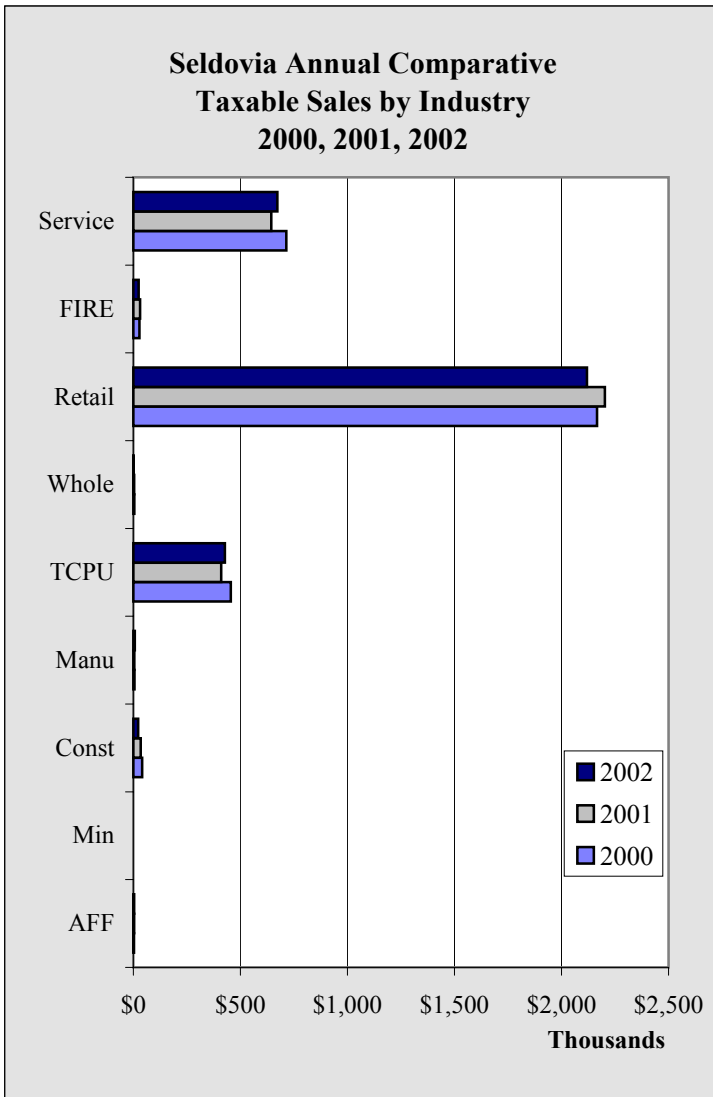


Chart 4.11

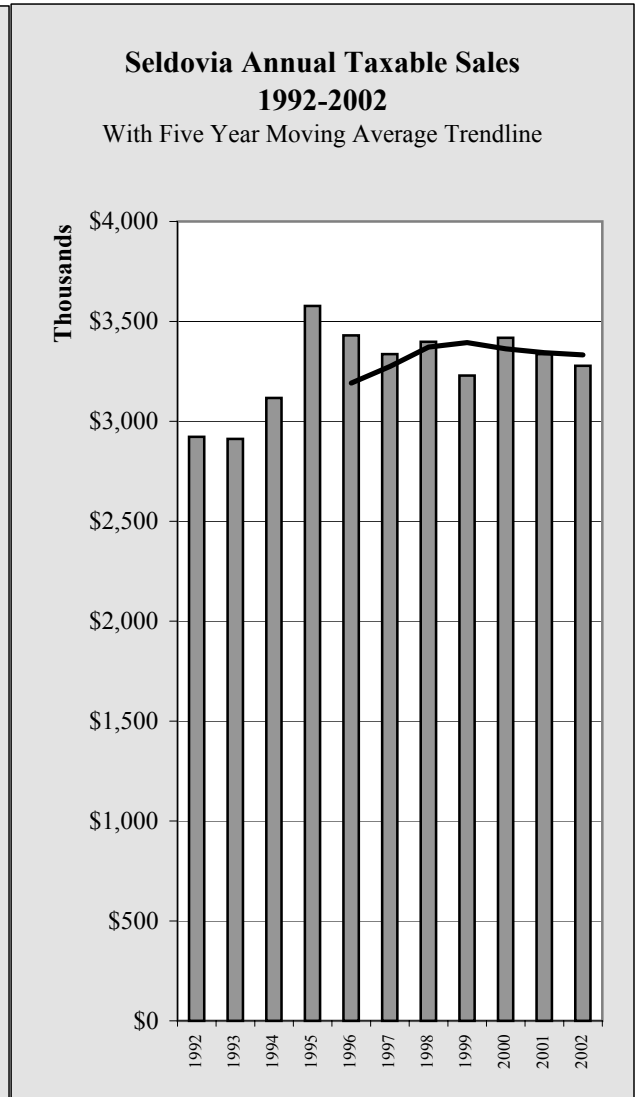


Chart 4.12

# Seldovia Sales by Quarter

Seldovia Gross Sales by Industry by Quarter - 1999-2003 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1999</b>					
AFF	0	2,605	479	0	3,084
Min	0	0	0	0	0
Const	12,261	33,314	101,982	52,918	200,475
Manu	3,227	8,667	127,613	2,796	142,303
TCPU	188,073	183,025	167,976	163,821	702,895
Whole	254,537	82,638	110,895	18,179	466,249
Retail	312,303	727,459	807,058	512,713	2,359,533
FIRE	38,117	32,952	24,267	16,623	111,959
Service	99,540	317,528	366,916	74,288	858,272
Total	908,058	1,388,188	1,707,186	841,338	4,844,770
<b>2000</b>					
AFF	0	2,797	0	0	2,797
Min	0	0	0	0	0
Const	46,844	248,864	165,256	106,917	567,881
Manu	3,729	6,644	1,710	10,400	22,483
TCPU	159,367	163,062	169,243	150,395	642,067
Whole	16,761	22,656	23,370	11,724	74,511
Retail	807,661	752,524	888,589	520,994	2,969,768
FIRE	14,063	24,750	8,573	15,364	62,750
Service	102,267	305,603	436,895	80,303	925,068
Total	1,150,692	1,526,900	1,693,636	896,097	5,267,325
<b>2001</b>					
AFF	0	3,707	80	0	3,787
Min	0	0	0	0	0
Const	30,023	287,028	65,667	44,531	427,249
Manu	2,989	14,430	22,581	983	40,983
TCPU	162,024	138,629	167,386	147,266	615,305
Whole	25,686	13,490	12,723	6,241	58,140
Retail	553,396	749,278	828,070	555,956	2,686,700
FIRE	23,824	17,006	458,280	10,134	509,244
Service	100,869	240,048	396,617	147,365	884,899
Total	898,811	1,463,616	1,951,404	912,476	5,226,307
<b>2002</b>					
AFF	0	6,306	0	0	6,306
Min	0	0	0	0	0
Const	66,782	42,719	84,321	39,968	233,790
Manu	1,704	5,911	2,556	31,523	41,694
TCPU	163,245	136,379	137,154	152,323	589,101
Whole	3,760	7,040	22,402	7,553	40,755
Retail	485,479	689,758	824,582	525,289	2,525,108
FIRE	158,668	8,734	220,225	56,170	443,797
Service	132,497	259,458	405,458	143,675	941,088
Total	1,012,135	1,156,305	1,696,698	956,501	4,821,639
<b>2003</b>					
					<b>Year to Date</b>
AFF	0	5,737	0		5,737
Min	0	0	0		0
Const	27,947	213,775	1,256,705		1,498,427
Manu	1,845	25,326	4,608		31,779
TCPU	147,749	135,580	137,236		420,565
Whole	9,201	17,477	71,441		98,119
Retail	543,511	703,471	770,344		2,017,326
FIRE	7,090	242,188	91,073		340,351
Service	109,394	279,907	489,375		878,676
Total	846,737	1,623,461	2,820,782		5,290,980

Table 4.7

# Seldovia Sales by Quarter

<b>Seldovia Taxable Sales by Industry by Quarter - 1999-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1999</b>					
AFF	0	2,605	479	0	3,084
Min	0	0	0	0	0
Const	4,361	9,564	11,774	12,058	37,757
Manu	1,078	2,478	2,534	945	7,035
TCPU	113,032	119,047	124,855	116,071	473,005
Whole	97,835	2,714	2,468	3,405	106,422
Retail	275,795	543,204	660,500	397,537	1,877,036
FIRE	18,037	17,095	19,232	10,983	65,347
Service	59,300	219,255	322,785	58,223	659,563
Total	569,438	915,962	1,144,627	599,222	3,229,249
<b>2000</b>					
AFF	0	2,771	0	0	2,771
Min	0	0	0	0	0
Const	9,989	11,054	9,699	10,356	41,098
Manu	1,709	867	508	1,808	4,892
TCPU	110,305	118,630	120,362	106,202	455,499
Whole	1,003	2,227	403	1,059	4,692
Retail	369,861	631,517	758,922	405,260	2,165,560
FIRE	8,593	8,996	4,157	7,025	28,771
Service	67,633	242,193	347,057	57,957	714,840
Total	569,093	1,018,255	1,241,108	589,667	3,418,123
<b>2001</b>					
AFF	0	3,616	0	0	3,616
Min	0	0	0	0	0
Const	7,595	9,498	9,793	7,289	34,175
Manu	1,054	1,243	2,047	474	4,818
TCPU	117,188	94,825	105,304	93,267	410,584
Whole	250	1,305	1,416	1,098	4,069
Retail	392,049	647,457	744,668	418,694	2,202,868
FIRE	6,389	7,434	10,190	7,644	31,657
Service	59,030	180,966	327,957	76,375	644,328
Total	583,555	946,344	1,201,375	604,841	3,336,115
<b>2002</b>					
AFF	0	3,551	0	0	3,551
Min	0	0	0	0	0
Const	6,980	9,130	5,551	1,022	22,683
Manu	1,194	1,806	655	2,854	6,509
TCPU	115,021	95,299	106,236	111,111	427,667
Whole	159	135	651	0	945
Retail	367,416	590,349	754,759	406,403	2,118,927
FIRE	7,178	6,144	7,535	4,080	24,937
Service	76,099	194,123	319,800	82,873	672,895
Total	574,047	900,537	1,195,187	608,343	3,278,114
<b>2003</b>					
					<b>Year to Date</b>
AFF	0	2,970	0		2,970
Min	0	0	0		0
Const	1,131	9,946	6,900		17,977
Manu	368	1,749	2,096		4,213
TCPU	103,692	96,701	107,036		307,429
Whole	150	321	640		1,111
Retail	415,056	613,992	696,014		1,725,062
FIRE	4,600	9,430	7,783		21,813
Service	74,514	222,891	315,146		612,551
Total	599,511	958,000	1,135,615		2,693,126

Table 4.8

# Seward Sales - Third Quarter

Seward 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	199,787	121,700	128,618	333,788	181,243	99,235	233,032	134.8%
Min	61,608	82,393	93,274	117,514	129,526	133,354	49,094	NA
Const	12,402,466	4,373,537	2,774,781	3,770,097	7,349,494	2,214,673	7,261,746	227.9%
Manu	1,262,534	937,605	1,283,794	4,015,318	4,172,900	3,854,201	2,428,360	-37.0%
TCPU	4,976,249	4,977,332	4,506,935	5,766,771	4,716,280	5,192,638	5,192,952	0.0%
Whole	4,215,921	2,602,464	530,048	672,834	818,037	758,091	890,459	17.5%
Retail	14,815,768	18,076,304	19,646,603	20,890,224	20,217,668	21,040,050	23,458,607	11.5%
FIRE	1,556,084	2,116,795	3,276,936	2,015,451	2,602,544	2,473,329	1,095,777	-55.7%
Service	15,061,825	17,191,933	18,268,656	19,678,082	22,684,750	20,939,128	19,490,779	-6.9%
Total	54,552,242	50,480,063	50,509,645	57,260,079	62,872,442	56,704,699	60,100,806	6.0%
Annual Change		-7.5%	0.1%	13.4%	9.8%	-9.8%	6.0%	

Table 5.1

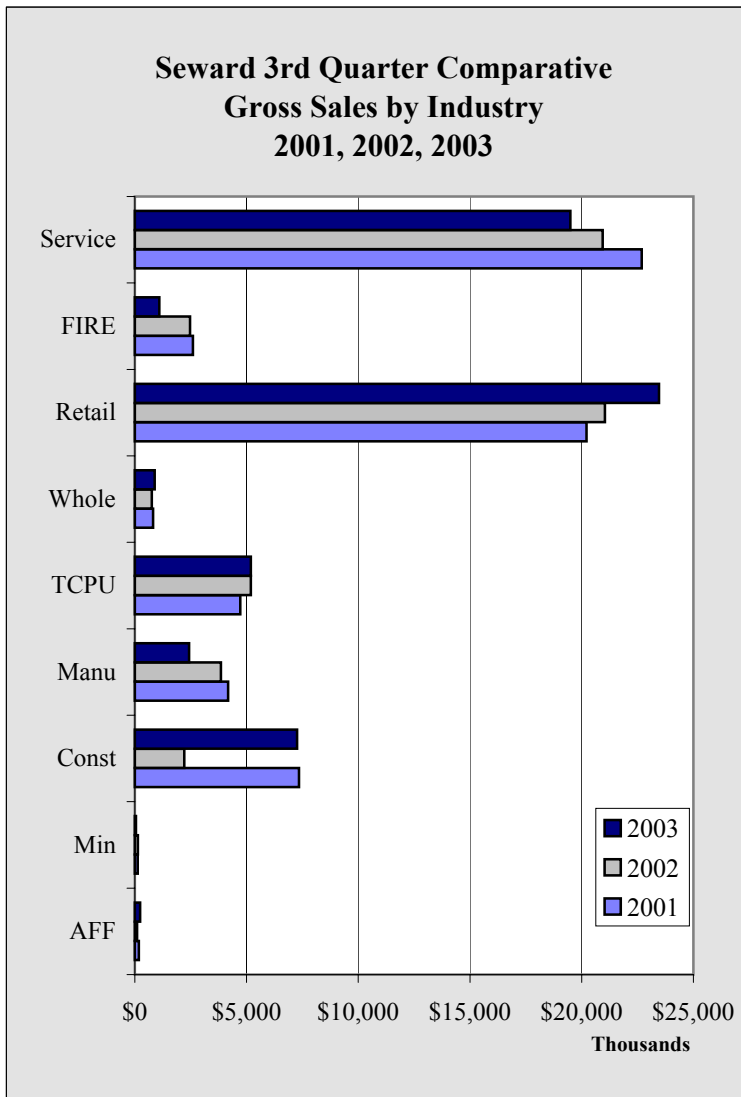


Chart 5.1

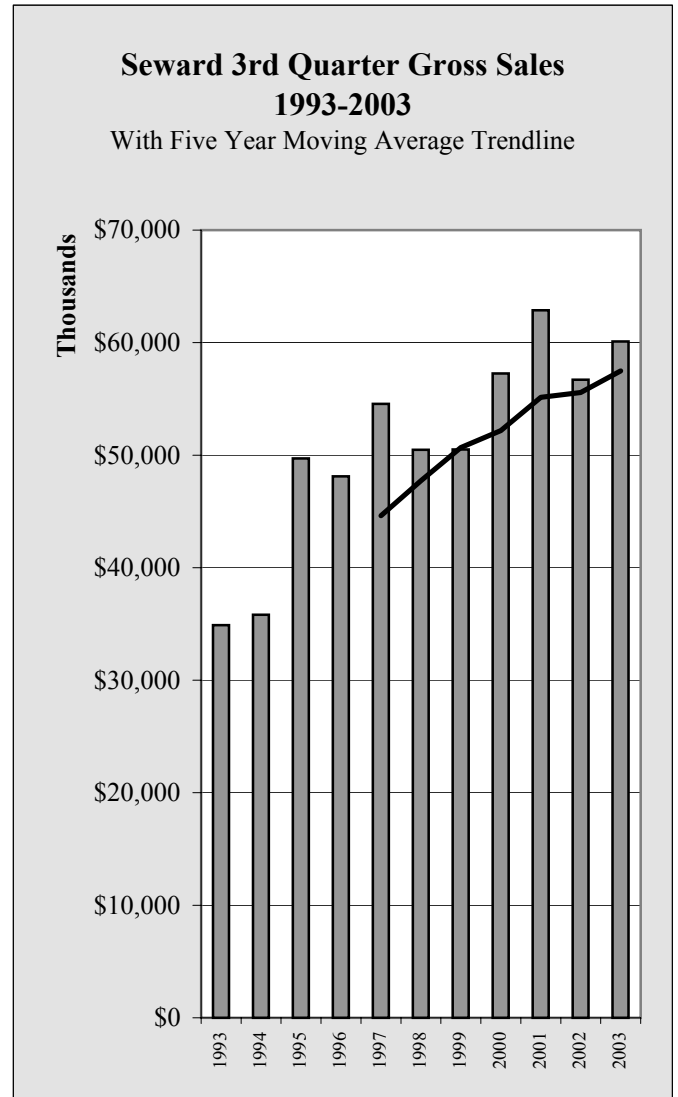


Chart 5.2

# Seward Sales - Third Quarter

Seward 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	36,629	50,133	42,899	134,031	81,902	39,602	116,595	194.4%
Min	220	0	0	0	0	0	1,701	NA
Const	193,709	200,997	199,459	169,538	146,352	154,933	170,599	10.1%
Manu	134,074	117,924	144,972	152,889	402,392	451,494	166,503	-63.1%
TCPU	1,700,176	1,327,330	1,349,676	1,431,528	885,756	990,006	942,663	-4.8%
Whole	237,963	46,970	35,588	45,022	53,651	40,602	50,993	25.6%
Retail	11,656,666	13,899,597	14,825,711	15,521,159	16,023,628	16,465,355	16,810,454	2.1%
FIRE	487,793	456,972	484,514	439,963	481,279	593,326	525,662	-11.4%
Service	11,760,986	13,491,475	14,706,249	15,009,343	15,515,763	15,601,614	15,665,434	0.4%
Total	26,208,216	29,591,398	31,789,068	32,903,473	33,590,723	34,336,932	34,450,604	0.3%
Annual Change		12.9%	7.4%	3.5%	2.1%	2.2%	0.3%	

Table 5.2

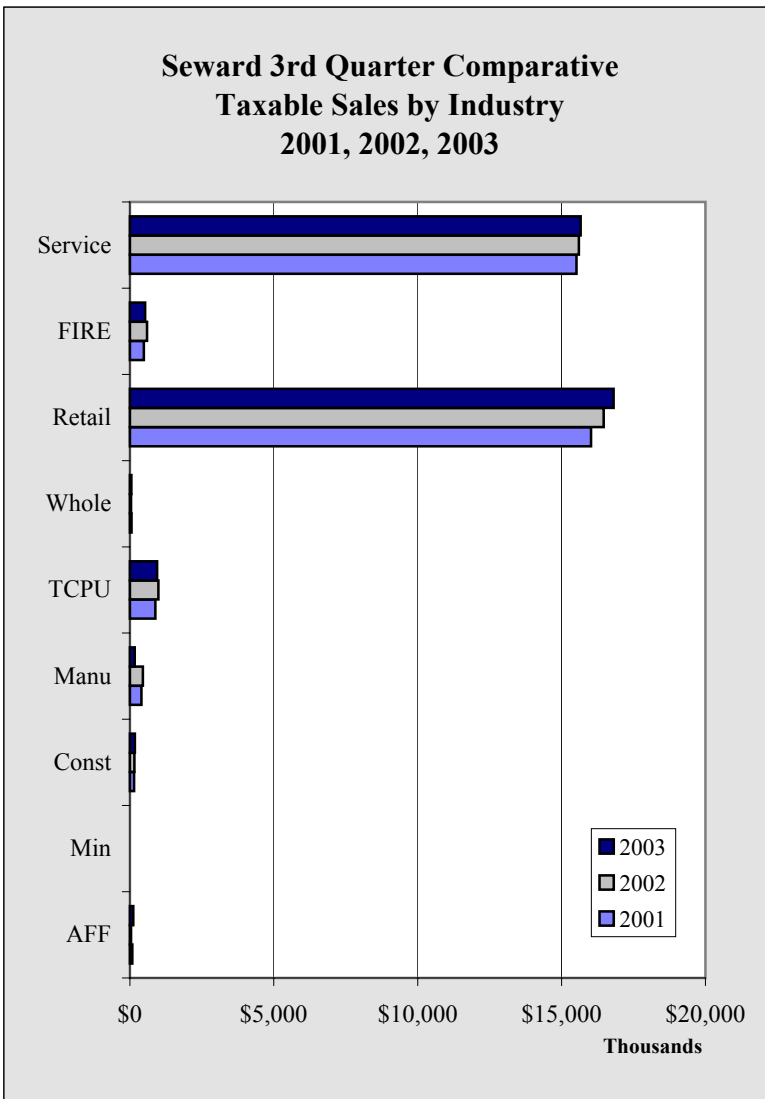


Chart 5.3

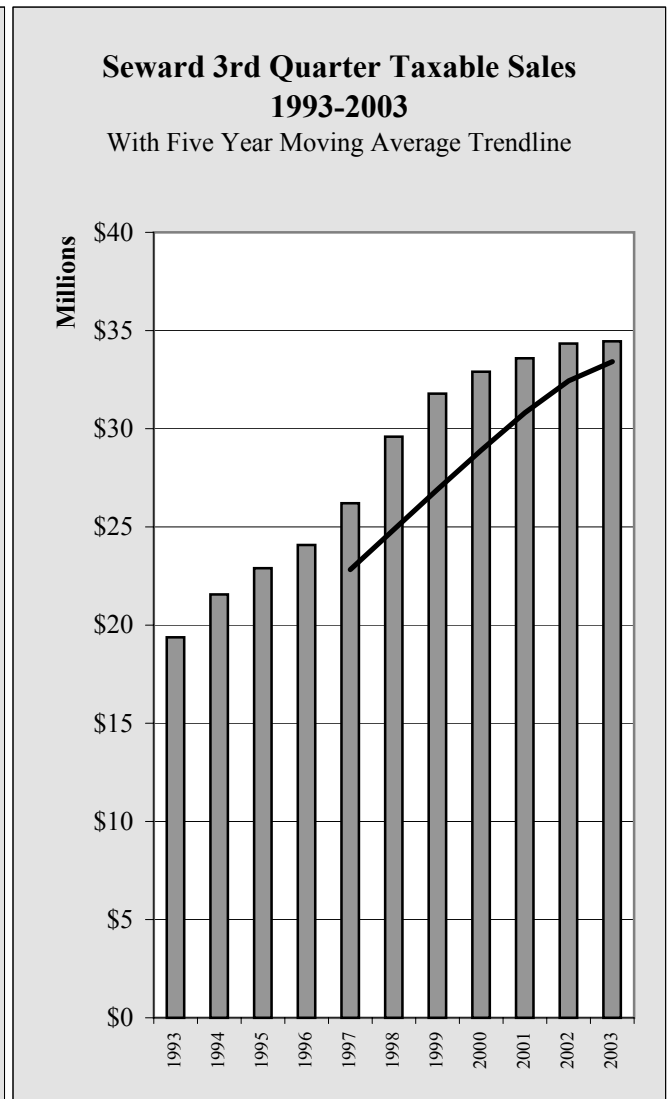


Chart 5.4

# Seward Sales - Year-to-Date 9/30/2003

**Seward YTD Gross Sales by Industry - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	428,993	382,377	382,635	648,958	379,591	273,353	449,181	64.3%
Min	282,290	198,606	265,954	364,418	298,818	313,456	166,604	NA
Const	28,140,633	12,798,158	10,277,599	8,857,368	19,258,333	7,618,737	20,777,156	172.7%
Manu	2,964,483	3,568,947	3,593,122	6,917,478	10,184,964	9,089,869	7,682,251	-15.5%
TCPU	11,565,030	10,853,437	9,771,380	11,840,722	10,562,828	10,850,730	10,591,384	-2.4%
Whole	9,576,240	6,363,489	2,667,884	1,951,906	1,853,600	1,821,299	1,964,419	7.9%
Retail	31,764,084	37,304,799	40,395,879	43,391,291	42,325,702	44,272,881	46,209,074	4.4%
FIRE	5,021,200	6,309,052	7,635,391	6,277,704	4,839,202	6,609,590	4,596,357	-30.5%
Service	27,556,789	30,700,388	34,918,013	34,112,068	38,152,624	39,189,891	35,533,903	-9.3%
Total	117,299,742	108,479,253	109,907,857	114,361,913	127,855,662	120,039,806	127,970,329	6.6%
Annual Change		-7.5%	1.3%	4.1%	11.8%	-6.1%	6.6%	

Table 5.3

**Seward YTD Comparative  
Gross Sales by Industry  
2001, 2002, 2003**

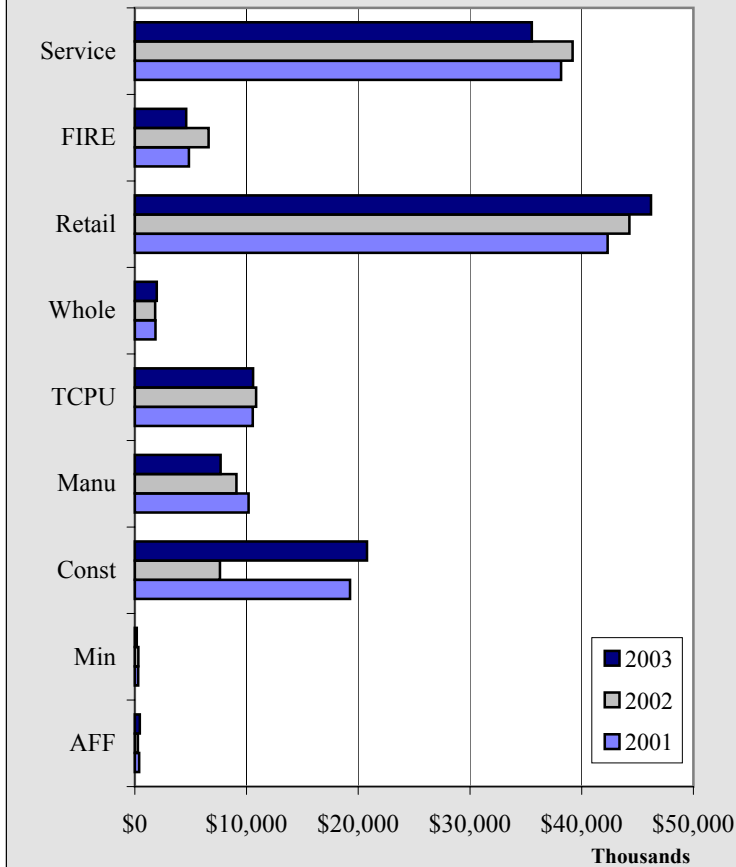


Chart 5.5

**Seward YTD Gross Sales  
1993-2003**

With Five Year Moving Average Trendline

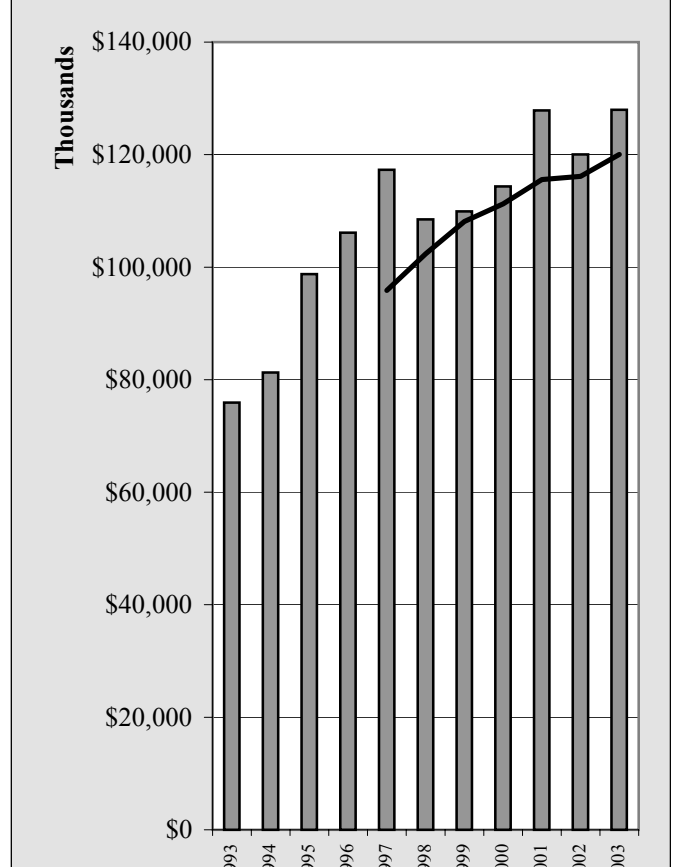


Chart 5.6

# Seward Sales - Year-to-Date 9/30/2003

Seward YTD Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	101,577	123,883	114,343	225,079	155,662	104,078	198,655	90.9%
Min	240	0	1,444	500	0	0	3,455	NA
Const	516,388	515,927	533,853	517,365	436,636	424,498	487,530	14.8%
Manu	359,440	398,464	460,274	472,654	839,471	866,516	468,494	-45.9%
TCPU	3,517,715	3,094,374	3,008,624	3,285,602	2,333,956	2,331,607	2,337,508	0.3%
Whole	781,195	362,843	104,788	119,565	124,783	93,123	109,452	17.5%
Retail	24,047,583	27,944,674	29,755,170	31,482,815	32,216,236	33,031,315	33,872,016	2.5%
FIRE	1,297,633	1,244,528	1,310,450	1,188,935	1,278,812	1,436,652	1,272,858	-11.4%
Service	21,351,877	23,820,972	25,625,986	26,146,216	26,831,594	27,277,406	27,052,367	-0.8%
Total	51,973,648	57,505,665	60,914,932	63,438,731	64,217,150	65,565,195	65,802,335	0.4%
Annual Change		10.6%	5.9%	4.1%	1.2%	2.1%	0.4%	

Table 5.4

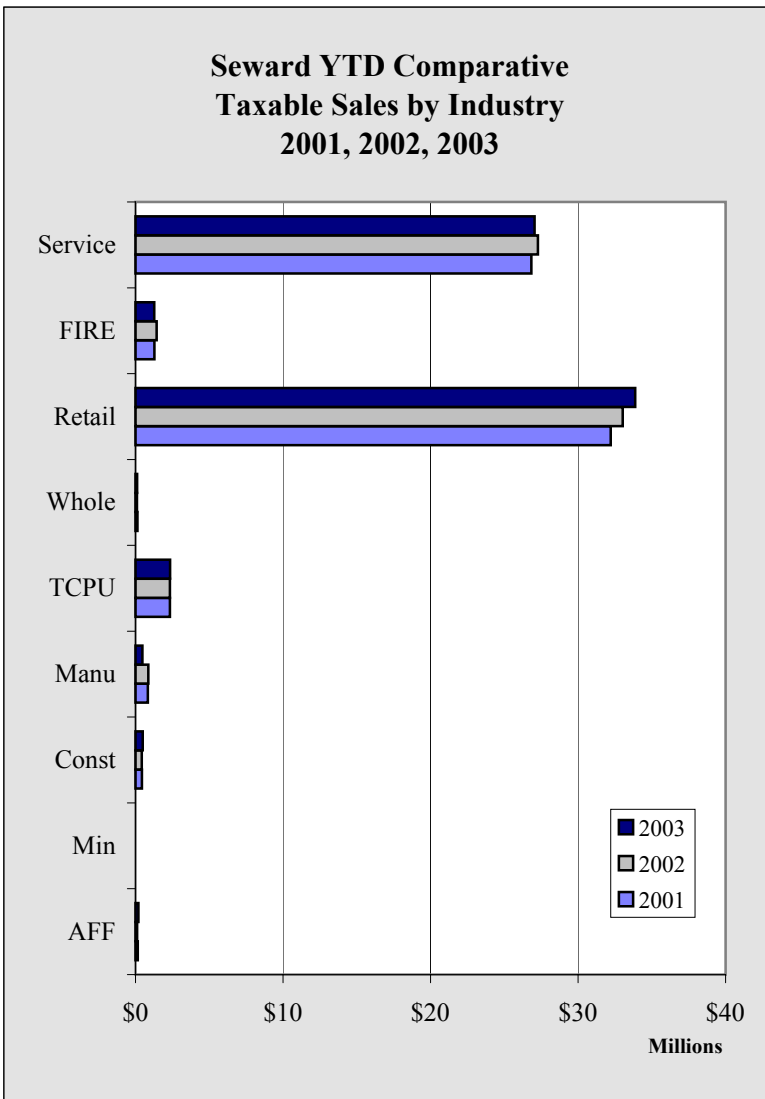


Chart 5.7

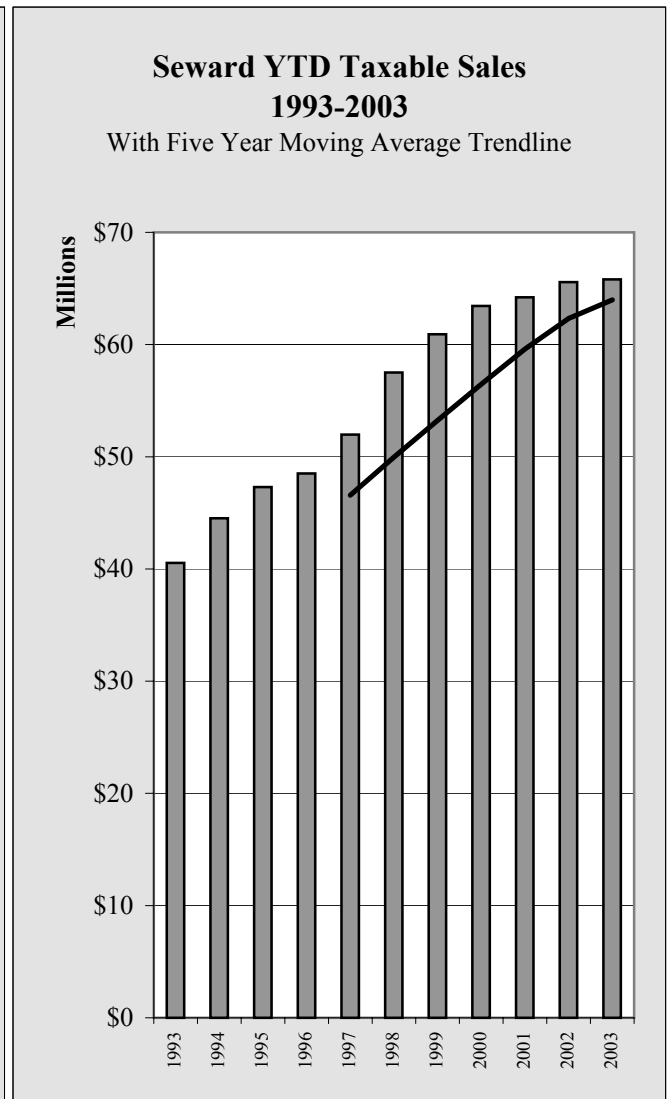


Chart 5.8

# Seward Sales - Annual

**Seward Annual Gross Sales by Industry - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	388,162	491,990	472,717	414,123	689,481	437,640	298,046	-31.9%
Min	487,649	334,086	229,681	332,546	405,115	330,859	377,441	14.1%
Const	28,419,671	36,473,771	19,183,104	12,588,992	16,255,816	21,082,426	10,959,636	-48.0%
Manu	10,265,453	4,229,017	4,266,551	4,895,971	9,541,307	12,023,577	11,540,635	-4.0%
TCPU	11,928,047	14,003,046	13,656,791	12,011,182	14,705,875	12,839,415	13,025,053	1.4%
Whole	11,281,899	11,558,783	7,270,151	3,064,525	2,342,300	2,237,265	2,217,665	-0.9%
Retail	36,006,839	38,720,088	44,656,247	48,356,132	51,457,380	50,402,784	52,570,154	4.3%
FIRE	5,947,475	6,787,968	8,498,546	9,458,188	8,394,110	6,333,381	7,595,826	19.9%
Service	29,123,447	32,948,926	34,272,460	39,033,862	38,360,895	42,671,989	43,642,975	2.3%
Total	133,848,642	145,547,675	132,506,248	130,155,521	142,152,279	148,359,336	142,227,431	-4.1%
Annual Change		8.7%	-9.0%	-1.8%	9.2%	4.4%	-4.1%	

Table 5.5

**Seward Annual Comparative  
Gross Sales by Industry  
2000, 2001, 2002**

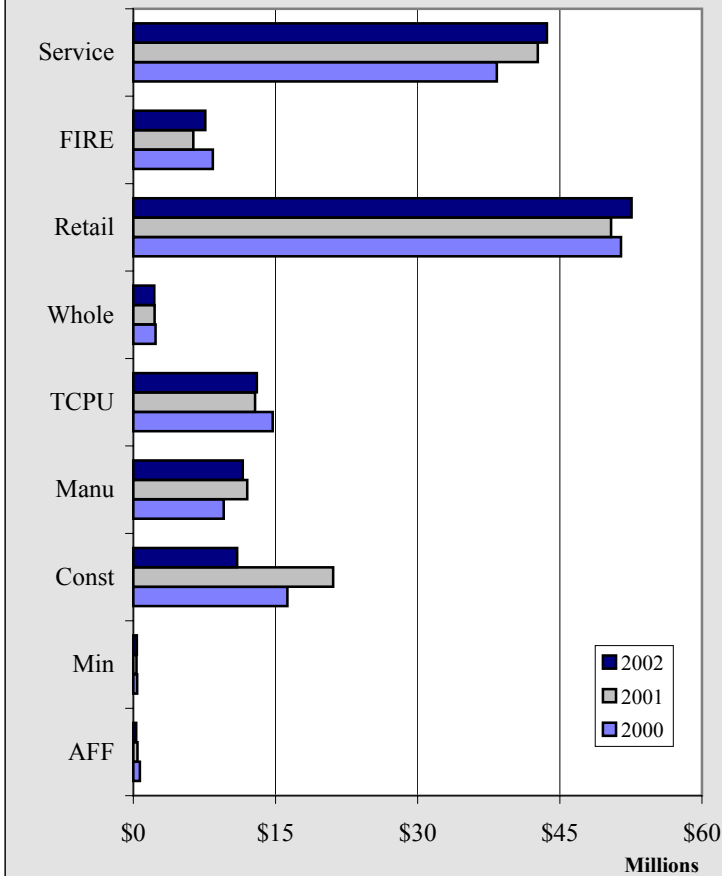


Chart 5.9

**Seward Annual Gross Sales  
1992-2002**

With Five Year Moving Average Trendline

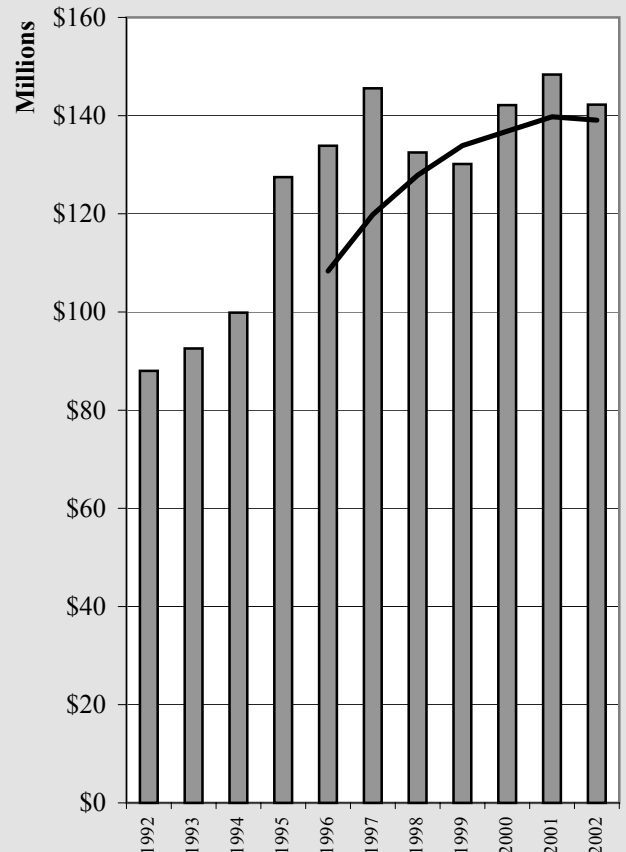


Chart 5.10



# Seward Sales - Annual

**Seward Annual Taxable Sales by Industry - 1996-2002 - in \$**

	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	154,453	131,854	190,979	126,681	240,141	170,624	114,521	-32.9%
Min	372	450	221	1,444	500	0	0	NA
Const	647,807	679,709	709,318	718,945	671,326	567,626	564,790	-0.5%
Manu	503,864	464,597	505,430	585,005	639,366	962,382	988,659	2.7%
TCPU	3,701,386	4,237,393	3,826,559	3,801,591	3,991,338	2,935,785	2,915,185	-0.7%
Whole	1,006,627	1,024,894	382,361	128,287	142,661	136,155	110,805	-18.6%
Retail	27,127,316	28,904,325	33,478,522	35,539,902	37,599,267	38,190,856	39,037,182	2.2%
FIRE	1,684,090	1,657,821	1,604,043	1,662,085	1,583,364	1,665,703	1,780,596	6.9%
Service	22,371,026	25,414,981	26,580,831	28,908,259	29,115,463	29,595,840	30,088,855	1.7%
Total	57,196,941	62,516,024	67,278,264	71,472,199	73,983,426	74,224,971	75,600,593	1.9%
Annual Change		9.3%	7.6%	6.2%	3.5%	0.3%	1.9%	

Table 5.6

**Seward Annual Comparative Taxable Sales by Industry 2000, 2001, 2002**

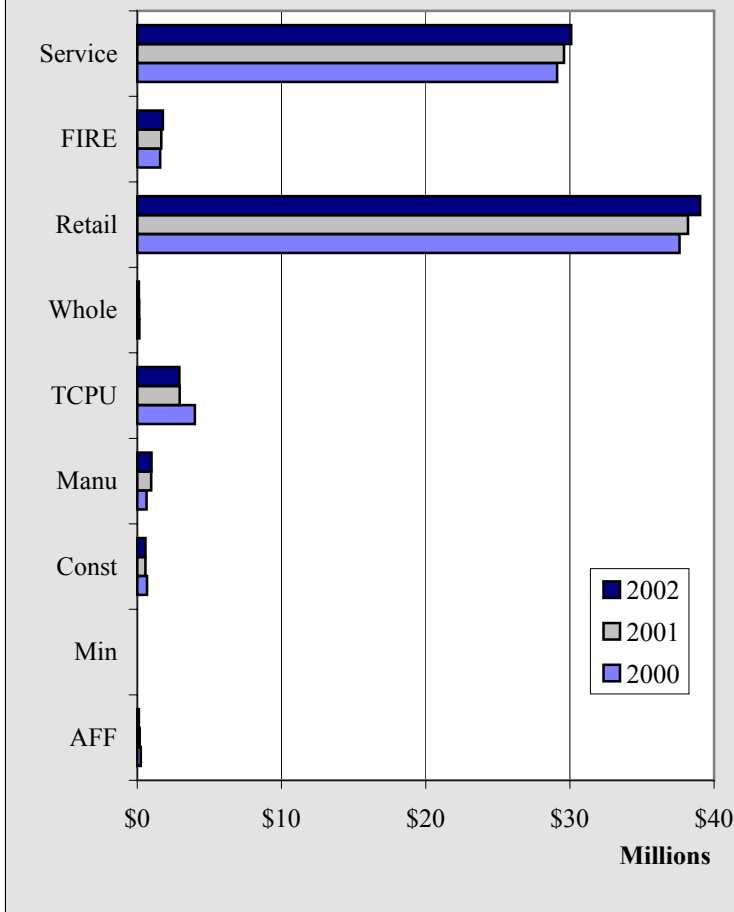


Chart 5.11

**Seward Annual Taxable Sales 1992-2002**

With Five Year Moving Average Trendline

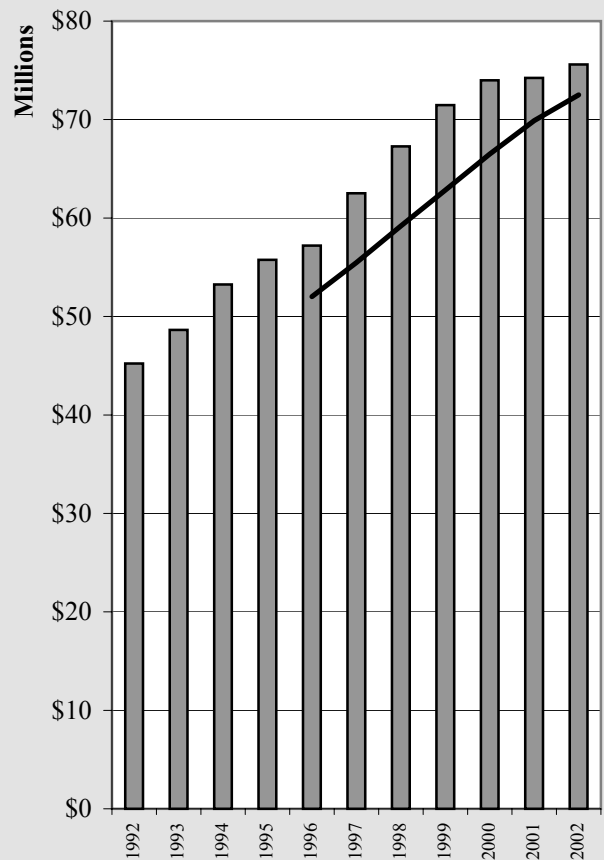


Chart 5.12

# Seward Sales by Quarter

<b>Seward Gross Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	29,612	285,558	333,788	40,523	689,481
Min	102,213	144,691	117,514	40,697	405,115
Const	2,142,805	2,944,466	3,770,097	7,398,448	16,255,816
Manu	903,176	1,998,984	4,015,318	2,623,829	9,541,307
TCPU	1,926,386	4,147,565	5,766,771	2,865,153	14,705,875
Whole	378,036	901,036	672,834	390,394	2,342,300
Retail	8,152,343	14,348,724	20,890,224	8,066,089	51,457,380
FIRE	1,966,455	2,295,798	2,015,451	2,116,406	8,394,110
Service	3,486,771	10,947,215	19,678,082	4,248,827	38,360,895
Govt	0	0	0	0	0
Total	19,087,797	38,014,037	57,260,079	27,790,366	142,152,279
<b>2001</b>					
AFF	27,525	170,823	181,243	58,049	437,640
Min	63,891	105,401	129,526	32,041	330,859
Const	3,865,008	8,043,831	7,349,494	1,824,093	21,082,426
Manu	2,314,947	3,697,117	4,172,900	1,838,613	12,023,577
TCPU	2,321,975	3,524,573	4,716,280	2,276,587	12,839,415
Whole	362,892	672,671	818,037	383,665	2,237,265
Retail	6,971,521	15,136,513	20,217,668	8,077,082	50,402,784
FIRE	1,089,430	1,147,228	2,602,544	1,494,179	6,333,381
Service	3,514,083	11,953,791	22,684,750	4,519,365	42,671,989
Govt	0	0	0	0	0
Total	20,531,272	44,451,948	62,872,442	20,503,674	148,359,336
<b>2002</b>					
AFF	20,810	153,308	99,235	24,693	298,046
Min	48,952	131,150	133,354	63,985	377,441
Const	3,040,364	2,363,700	2,214,673	3,340,899	10,959,636
Manu	1,974,606	3,261,062	3,854,201	2,450,766	11,540,635
TCPU	2,253,103	3,404,989	5,192,638	2,174,323	13,025,053
Whole	388,279	674,929	758,091	396,366	2,217,665
Retail	7,930,839	15,301,992	21,040,050	8,297,273	52,570,154
FIRE	1,790,625	2,345,636	2,473,329	986,236	7,595,826
Service	5,506,743	12,744,020	20,939,128	4,453,084	43,642,975
Govt	0	0	0	0	0
Total	22,954,321	40,380,786	56,704,699	22,187,625	142,227,431
<b>2003</b>					
AFF	35,450	180,699	233,032		449,181
Min	67,921	49,589	49,094		166,604
Const	3,401,454	10,113,956	7,261,746		20,777,156
Manu	1,468,277	3,785,614	2,428,360		7,682,251
TCPU	2,084,901	3,313,531	5,192,952		10,591,384
Whole	387,239	686,721	890,459		1,964,419
Retail	7,785,649	14,964,818	23,458,607		46,209,074
FIRE	1,394,159	2,106,421	1,095,777		4,596,357
Service	4,299,742	11,743,382	19,490,779		35,533,903
Govt	0	0	0		0
Total	20,924,792	46,944,731	60,100,806		127,970,329

Table 5.7

# Seward Sales by Quarter

<b>Seward Taxable Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	11,504	79,544	134,031	15,062	240,141
Min	0	500	0	0	500
Const	154,446	193,381	169,538	153,961	671,326
Manu	142,706	177,059	152,889	166,712	639,366
TCPU	738,521	1,115,553	1,431,528	705,736	3,991,338
Whole	25,528	49,015	45,022	23,096	142,661
Retail	5,369,566	10,592,090	15,521,159	6,116,452	37,599,267
FIRE	337,316	411,656	439,963	394,429	1,583,364
Service	2,594,773	8,542,100	15,009,343	2,969,247	29,115,463
Govt	0	0	0	0	0
<b>Total</b>	<b>9,374,360</b>	<b>21,160,898</b>	<b>32,903,473</b>	<b>10,544,695</b>	<b>73,983,426</b>
<b>2001</b>					
AFF	3,990	69,770	81,902	14,962	170,624
Min	0	0	0	0	0
Const	130,066	160,218	146,352	130,990	567,626
Manu	124,810	312,269	402,392	122,911	962,382
TCPU	652,774	795,426	885,756	601,829	2,935,785
Whole	29,395	41,737	53,651	11,372	136,155
Retail	5,326,040	10,866,568	16,023,628	5,974,620	38,190,856
FIRE	363,832	433,701	481,279	386,891	1,665,703
Service	2,442,586	8,873,245	15,515,763	2,764,246	29,595,840
Govt	0	0	0	0	0
<b>Total</b>	<b>9,073,493</b>	<b>21,552,934</b>	<b>33,590,723</b>	<b>10,007,821</b>	<b>74,224,971</b>
<b>2002</b>					
AFF	6,729	57,747	39,602	10,443	114,521
Min	0	0	0	0	0
Const	128,807	140,758	154,933	140,292	564,790
Manu	115,801	299,221	451,494	122,143	988,659
TCPU	560,857	780,744	990,006	583,578	2,915,185
Whole	12,484	40,037	40,602	17,682	110,805
Retail	5,387,482	11,178,478	16,465,355	6,005,867	39,037,182
FIRE	354,630	488,696	593,326	343,944	1,780,596
Service	2,484,562	9,191,230	15,601,614	2,811,449	30,088,855
Govt	0	0	0	0	0
<b>Total</b>	<b>9,051,352</b>	<b>22,176,911</b>	<b>34,336,932</b>	<b>10,035,398</b>	<b>75,600,593</b>
<b>2003</b>					
					<b>Year to Date</b>
AFF	11,673	70,387	116,595		198,655
Min	0	1,754	1,701		3,455
Const	126,874	190,057	170,599		487,530
Manu	144,853	157,138	166,503		468,494
TCPU	588,465	806,380	942,663		2,337,508
Whole	16,297	42,162	50,993		109,452
Retail	5,597,838	11,463,724	16,810,454		33,872,016
FIRE	331,019	416,177	525,662		1,272,858
Service	2,473,704	8,913,229	15,665,434		27,052,367
Govt	0	0	0		0
<b>Total</b>	<b>9,290,723</b>	<b>22,061,008</b>	<b>34,450,604</b>		<b>65,802,335</b>

Table 5.8

# Seward Construction - Third Quarter

**Seward 3rd Quarter Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	78,000	417,000	509,400	263,000	150,000	205,000	744,500	263.2%
Residential Alter/Add	110,500	59,000	71,900	39,000	136,014	27,555	87,000	215.7%
Commercial New	388,000	4,054,000	903,275	330,000	331,028	750,000	900,000	20.0%
Commercial Alter/Add	266,400	256,186	131,174	79,465	25,000	325,021	101,400	-68.8%
Total	842,900	4,786,186	1,615,749	711,465	642,042	1,307,576	1,832,900	40.2%
Annual Change		467.8%	-66.2%	-56.0%	-9.8%	103.7%	40.2%	

Table 5.9

**Seward 3rd Quarter Permit Values by Type - 1997-2003**

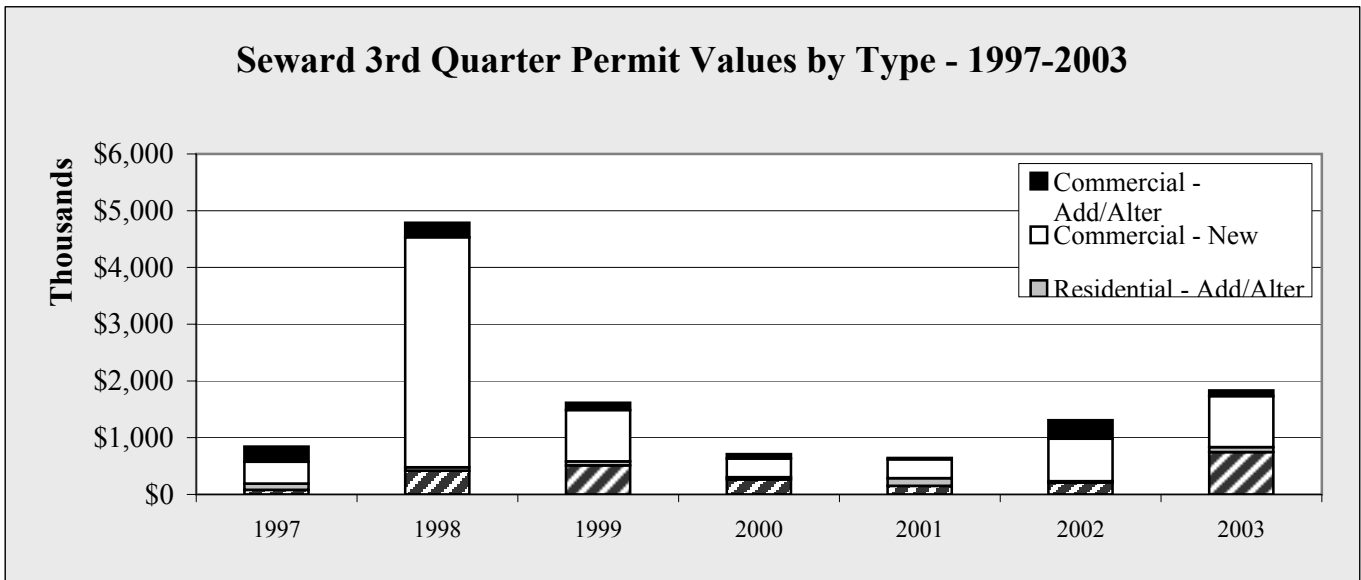


Chart 5.13

**Seward 3rd Quarter Permit Values Percent by Type - 2003**

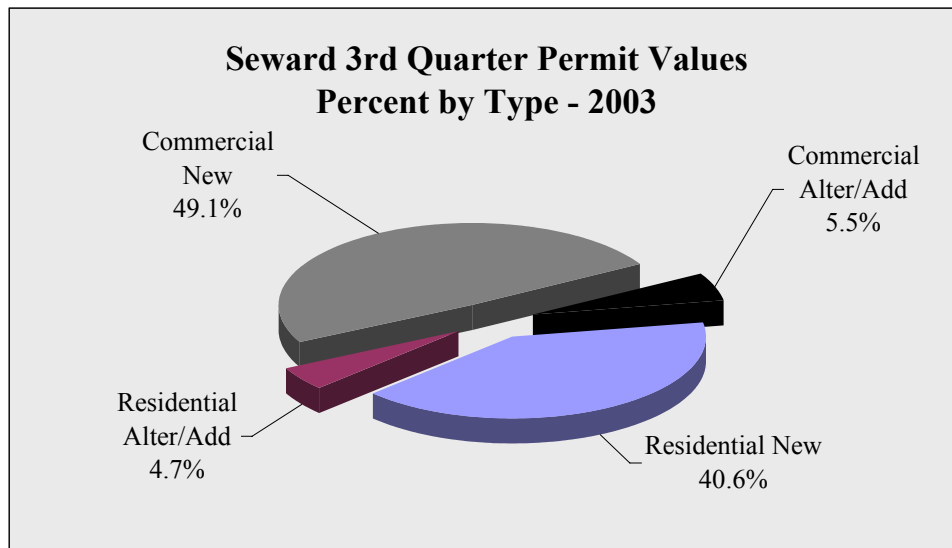


Chart 5.14

# Seward Construction - Third Quarter

**Seward 3rd Quarter Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	1	2	4	2	1	2	5	150.0%
Residential Alter/Add	9	5	5	7	9	3	5	66.7%
Commercial New	3	4	5	3	3	1	1	0.0%
Commercial Alter/Add	3	2	9	5	1	8	4	-50.0%
Total	16	13	23	17	14	14	15	7.1%
Annual Change		-18.8%	76.9%	-26.1%	-17.6%	0.0%	7.1%	

Table 5.10

**Seward 3rd Quarter Permit Volume by Type - 1997-2003**

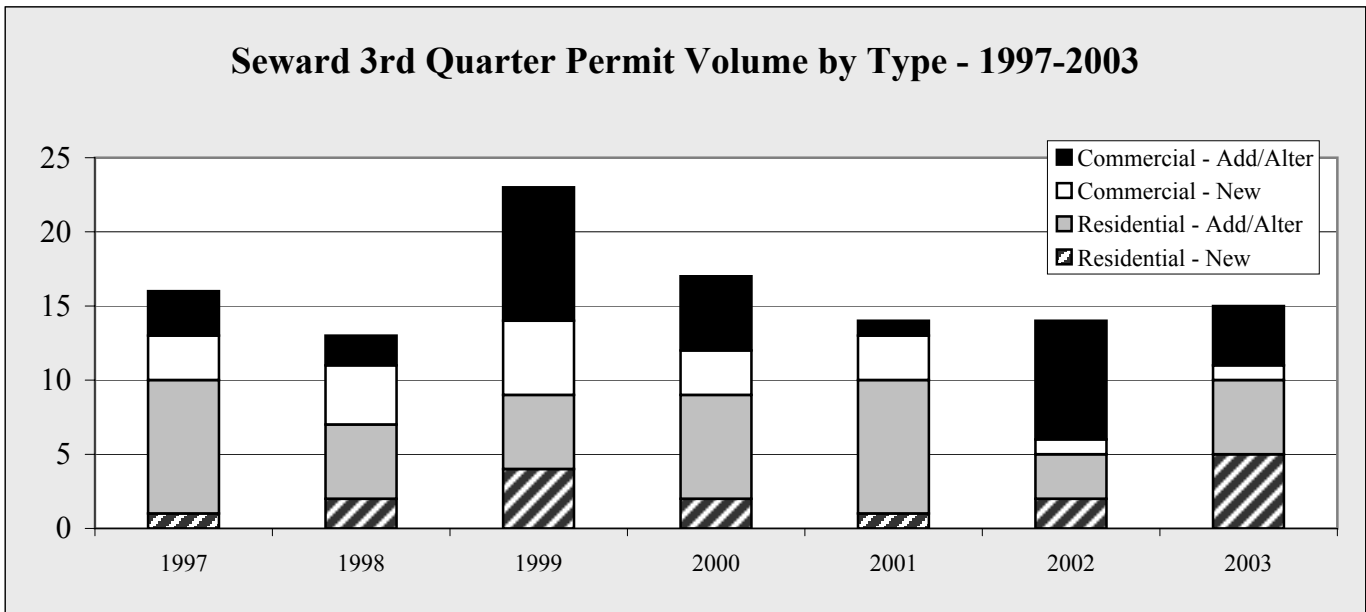


Chart 5.15

**Seward 3rd Quarter Permit Volume Percent by Type - 2003**

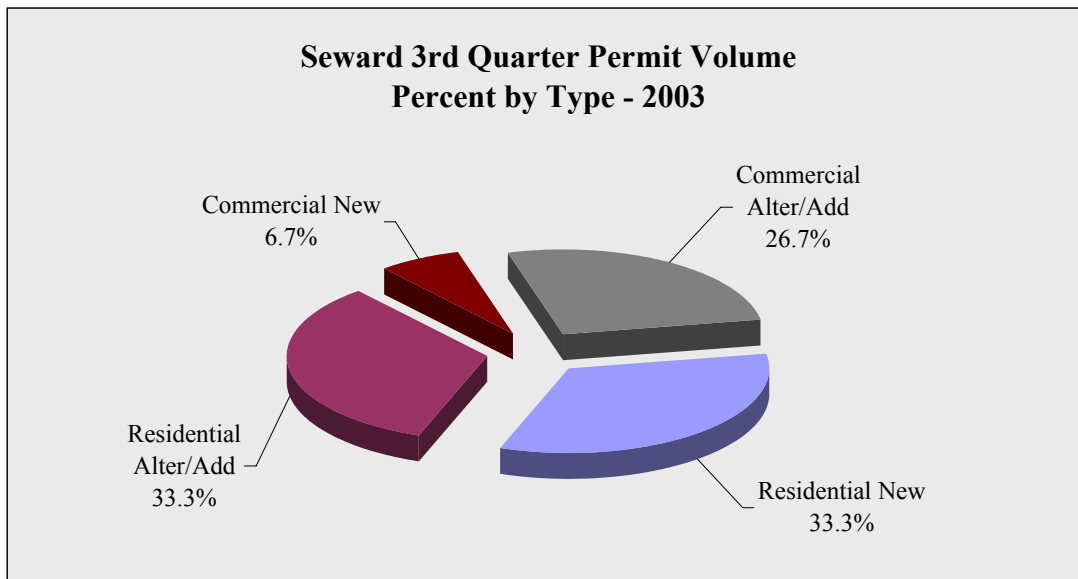


Chart 5.16

# Seward Construction - Year-To-Date 9/30/2003

Seward YTD Permit Values by Type - 1997-2003								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	706,750	1,145,000	1,094,400	1,023,000	150,000	725,000	1,077,500	48.6%
Residential Alter/Add	274,992	206,043	241,600	106,600	239,214	222,208	244,500	10.0%
Commercial New	6,672,800	4,665,232	1,153,275	625,000	486,028	4,044,730	4,285,000	5.9%
Commercial Alter/Add	444,886	431,986	1,249,138	1,077,565	849,739	685,965	1,803,265	162.9%
Total	8,099,428	6,448,261	3,738,413	2,832,165	1,724,981	5,677,903	7,410,265	30.5%
Annual Change		-20.4%	-42.0%	-24.2%	-39.1%	229.2%	30.5%	

Table 5.11

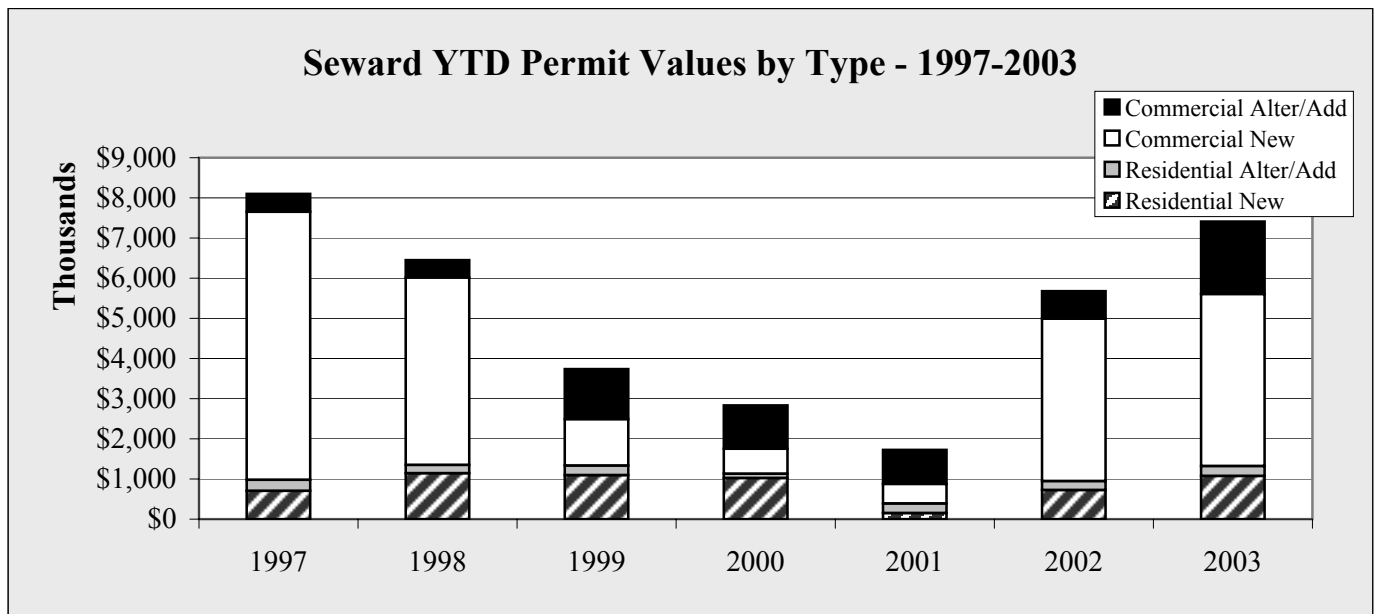


Chart 5.17

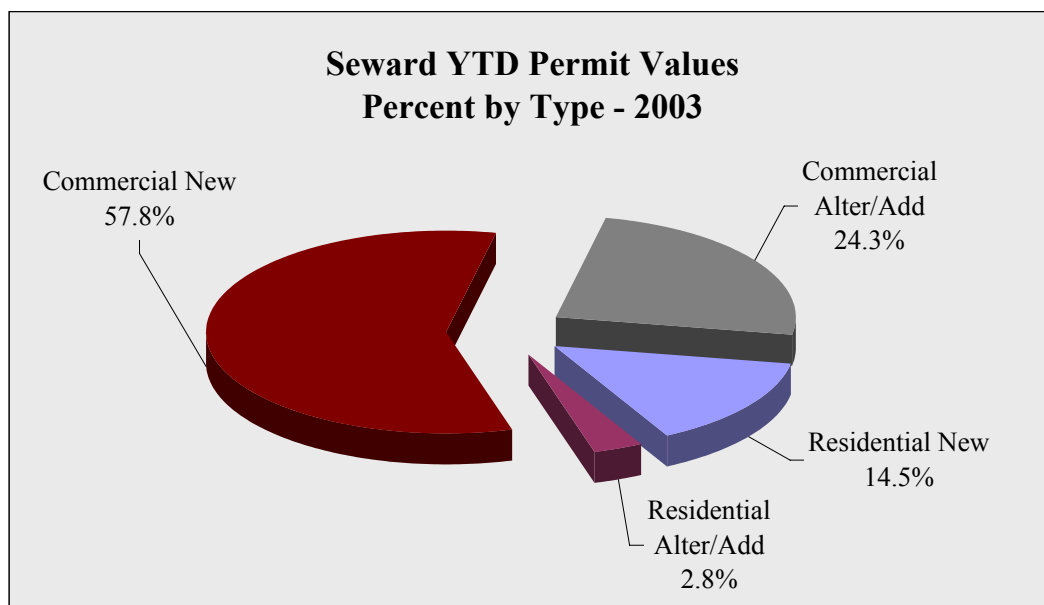


Chart 5.18

# Seward Construction - Year-To-Date 9/30/2003

Seward YTD Permit Volume by Type - 1997-2003								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	5	9	9	5	1	4	8	100.0%
Residential Alter/Add	22	13	13	15	16	21	10	-52.4%
Commercial New	8	9	6	7	6	5	6	20.0%
Commercial Alter/Add	12	11	18	15	16	23	15	-34.8%
Total	47	42	46	42	39	53	39	-26.4%
Annual Change		-10.6%	9.5%	-8.7%	-7.1%	35.9%	-26.4%	

Table 5.12

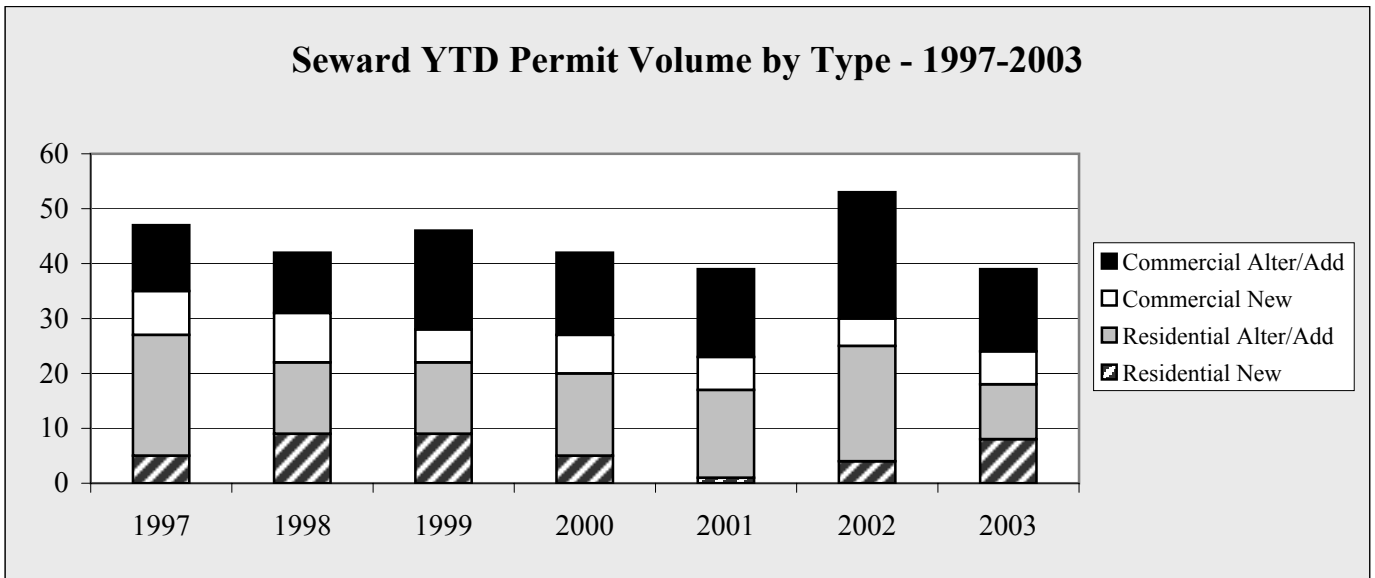


Chart 5.19

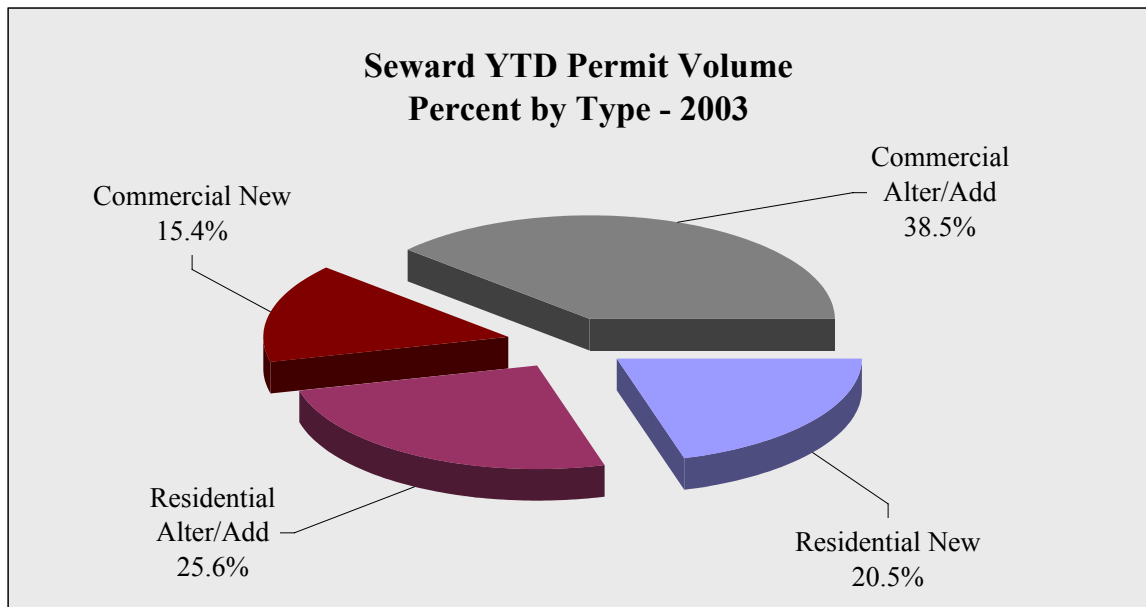


Chart 5.20

# Seward Construction - Annual

<b>Seward Annual Permit Values by Type by Quarter - 1996-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	0	344,800	555,500	0	900,300
Residential - Add/Alter	30,000	36,300	71,500	14,100	151,900
Commercial - New	2,100,000	1,805,000	1,928,000	0	5,833,000
Commercial - Add/Alter	5,000	62,200	82,000	233,000	382,200
<b>TOTAL</b>	<b>2,135,000</b>	<b>2,248,300</b>	<b>2,637,000</b>	<b>247,100</b>	<b>7,267,400</b>
<b>1997</b>					
Residential - New	0	628,750	78,000	0	706,750
Residential - Add/Alter	0	164,492	110,500	57,300	332,292
Commercial - New	4,675,000	1,609,800	388,000	156,000	6,828,800
Commercial - Add/Alter	87,300	91,186	266,400	948,419	1,393,305
<b>TOTAL</b>	<b>4,762,300</b>	<b>2,494,228</b>	<b>842,900</b>	<b>1,161,719</b>	<b>9,261,147</b>
<b>1998</b>					
Residential - New	85,000	643,000	417,000	0	1,145,000
Residential - Add/Alter	25,043	122,000	59,000	34,500	240,543
Commercial - New	536,232	75,000	4,054,000	260,000	4,925,232
Commercial - Add/Alter	56,800	119,000	256,186	5,100	437,086
<b>TOTAL</b>	<b>703,075</b>	<b>959,000</b>	<b>4,786,186</b>	<b>299,600</b>	<b>6,747,861</b>
<b>1999</b>					
Residential - New	0	585,000	509,400	123,000	1,217,400
Residential - Add/Alter	5,200	164,500	71,900	15,000	256,600
Commercial - New	0	250,000	903,275	240,000	1,393,275
Commercial - Add/Alter	1,035,350	82,614	131,174	125,000	1,374,138
<b>TOTAL</b>	<b>1,040,550</b>	<b>1,082,114</b>	<b>1,615,749</b>	<b>503,000</b>	<b>4,241,413</b>
<b>2000</b>					
Residential - New	230,000	530,000	263,000	0	1,023,000
Residential - Add/Alter	0	67,600	39,000	339,400	446,000
Commercial - New	85,000	210,000	330,000	200,000	825,000
Commercial - Add/Alter	40,300	957,800	79,465	80,000	1,157,565
<b>TOTAL</b>	<b>355,300</b>	<b>1,765,400</b>	<b>711,465</b>	<b>619,400</b>	<b>3,451,565</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>416,700</b>	<b>666,239</b>	<b>642,042</b>	<b>992,000</b>	<b>2,716,981</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>481,440</b>	<b>3,888,887</b>	<b>1,307,576</b>	<b>2,232,800</b>	<b>7,910,703</b>
<b>2003</b>					
Residential - New	118,000	215,000	744,500		1,077,500
Residential - Add/Alter	57,500	100,000	87,000		244,500
Commercial - New	72,000	3,313,000	900,000		4,285,000
Commercial - Add/Alter	1,657,855	44,010	101,400		1,803,265
<b>TOTAL</b>	<b>1,905,355</b>	<b>3,672,010</b>	<b>1,832,900</b>		<b>7,410,265</b>
				<b>Year to Date</b>	

Table 5.13



# Seward Construction - Annual

<b>Seward Annual Permit Volume by Type by Quarter - 1996-2003</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	0	3	4	0	7
Residential - Add/Alter	1	6	9	6	22
Commercial - New	1	2	3	0	6
Commercial - Add/Alter	1	2	4	5	12
<b>TOTAL</b>	<b>3</b>	<b>13</b>	<b>20</b>	<b>11</b>	<b>47</b>
<b>1997</b>					
Residential - New	0	4	1	1	6
Residential - Add/Alter	0	13	9	4	26
Commercial - New	2	3	3	4	12
Commercial - Add/Alter	6	3	3	4	16
<b>TOTAL</b>	<b>8</b>	<b>23</b>	<b>16</b>	<b>13</b>	<b>60</b>
<b>1998</b>					
Residential - New	1	6	2	0	9
Residential - Add/Alter	4	4	5	5	18
Commercial - New	2	3	4	1	10
Commercial - Add/Alter	2	7	2	1	12
<b>TOTAL</b>	<b>9</b>	<b>20</b>	<b>13</b>	<b>7</b>	<b>49</b>
<b>1999</b>					
Residential - New	0	5	4	1	10
Residential - Add/Alter	1	7	5	2	15
Commercial - New	0	1	5	1	7
Commercial - Add/Alter	4	5	9	6	24
<b>TOTAL</b>	<b>5</b>	<b>18</b>	<b>23</b>	<b>10</b>	<b>56</b>
<b>2000</b>					
Residential - New	1	2	2	0	5
Residential - Add/Alter	0	8	7	4	19
Commercial - New	1	3	3	1	8
Commercial - Add/Alter	3	7	5	4	19
<b>TOTAL</b>	<b>5</b>	<b>20</b>	<b>17</b>	<b>9</b>	<b>51</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>11</b>	<b>14</b>	<b>14</b>	<b>9</b>	<b>48</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>10</b>	<b>29</b>	<b>14</b>	<b>11</b>	<b>64</b>
<b>2003</b>					<b>Year to Date</b>
Residential - New	1	2	5		8
Residential - Add/Alter	2	3	5		10
Commercial - New	1	4	1		6
Commercial - Add/Alter	7	4	4		15
<b>TOTAL</b>	<b>11</b>	<b>13</b>	<b>15</b>		<b>39</b>

Table 5.14

# Seward Cost of Food

Cost of food data is collected by the University of Alaska, Fairbanks Cooperative Extension. Each quarter the Cooperative Extension surveys up to three grocers in communities throughout the state to determine the cost of food for one week. Specific guidelines are presented to the surveyors to determine item size and sale price for 104 items.

<b>SEWARD</b>					
	Sep-99	Sep-00	Sep-01	Sep-02	Sep-03
Sales Tax Rate	5.0	5.0	5.0	5.0	5.0
Percent of Food Unavailable	0.0	0.0	3.0	2.0	2.0
Child, 1 year	19.03	17.46	20.24	18.29	19.49
Child, 2 years	0.00	0.00	20.24	18.29	19.49
Children 3-5 years of age	20.83	19.25	22.26	20.07	21.22
Children 6-8 years of age	27.70	25.55	29.60	26.83	28.39
Children 9-11 years of age	31.39	28.97	33.53	30.44	32.06
Males 12-14 years of age	35.47	32.84	37.96	34.39	36.19
Males 15-19 years of age	36.47	33.83	39.17	35.47	37.30
Males 20-50 years of age	36.27	33.65	38.96	35.39	37.21
Males 51 and older	34.48	32.03	36.94	33.68	35.47
Females 12-19 years of age	30.49	28.25	32.71	29.53	31.23
Females 20-50 years of age	31.59	29.42	33.92	30.88	32.44
Females 51 and older	30.79	28.52	33.02	29.98	31.51
Family of 2, 20-50 years of age	74.64	69.37	80.18	72.89	76.63
Family of 2, 51 years and older	71.85	66.58	76.95	70.02	73.68
Family of 4, children 1-5 years	107.00	99.78	115.38	104.62	110.17
Family of 4, children 6-11 years	126.95	117.60	136.01	123.53	130.10
Electricity, 1000 kWh	0.00	129.39	132.80	134.34	131.98
Heating Oil, 55 gal	0.00	89.10	79.20	83.05	84.15
Gasoline, auto, 55 gal	80.30	101.20	101.20	94.60	104.50
Lumber, 2X4X8	3.35	2.84	2.84	3.25	2.74
Propane, 100 lb. Refill	40.43	48.38	48.62	48.38	56.29

Table 5.15



Each  
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Annual Change
6.6%
6.6%
5.7%
5.8%
5.3%
5.2%
5.2%
5.1%
5.3%
5.8%
5.1%
5.1%
5.1%
5.2%
5.3%
5.3%
-1.8%
1.3%
10.5%
-15.7%
16.3%

# Seward Cost of Food

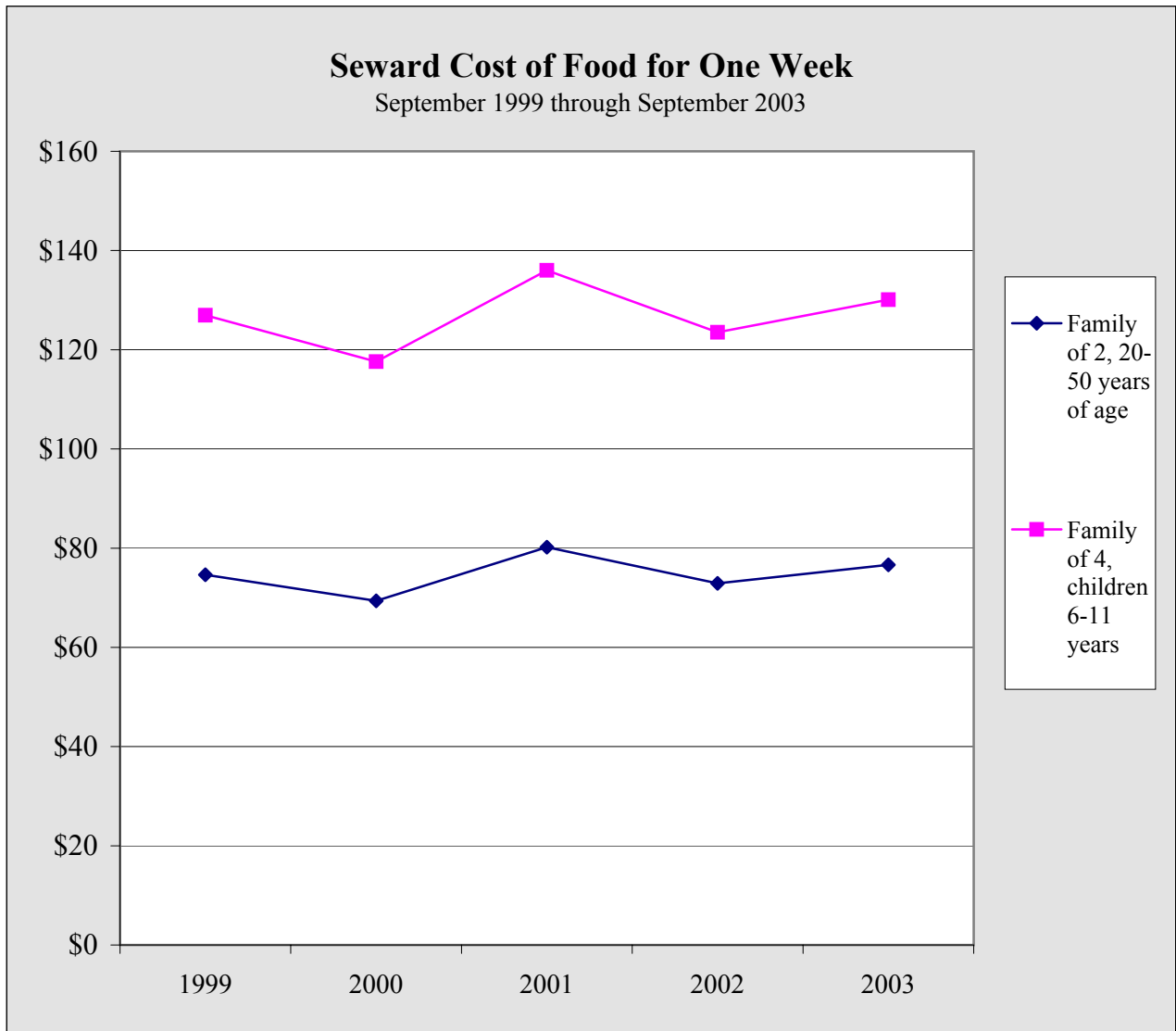


Chart 5.21

# Soldotna Sales - Third Quarter

Soldotna 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	338,854	276,572	409,810	927,816	693,279	667,821	920,446	37.8%
Min	126,434	1,017,947	74,797	53,453	124,429	86,164	99,139	15.1%
Const	7,277,076	7,232,483	5,287,743	6,093,256	6,043,356	8,337,995	6,703,983	-19.6%
Manu	1,167,182	1,183,296	1,312,635	2,222,599	2,098,063	2,352,093	2,825,854	20.1%
TCPU	3,426,126	3,774,326	4,616,295	3,994,231	4,556,065	4,897,570	3,693,078	-24.6%
Whole	3,581,651	4,296,248	12,343,776	11,899,428	10,919,350	12,542,914	10,585,736	-15.6%
Retail	46,043,222	47,970,851	51,893,943	50,854,398	57,820,919	60,854,820	65,267,794	7.3%
FIRE	2,078,598	2,004,398	2,304,498	3,116,602	2,907,643	2,567,097	2,765,913	7.7%
Service	7,924,937	8,332,019	9,455,476	9,742,934	10,501,170	11,296,729	12,091,740	7.0%
Total	71,982,003	76,091,735	87,704,206	88,906,498	95,670,432	103,607,493	104,965,875	1.3%
Annual Change		5.7%	15.3%	1.4%	7.6%	8.3%	1.3%	

Table 6.1

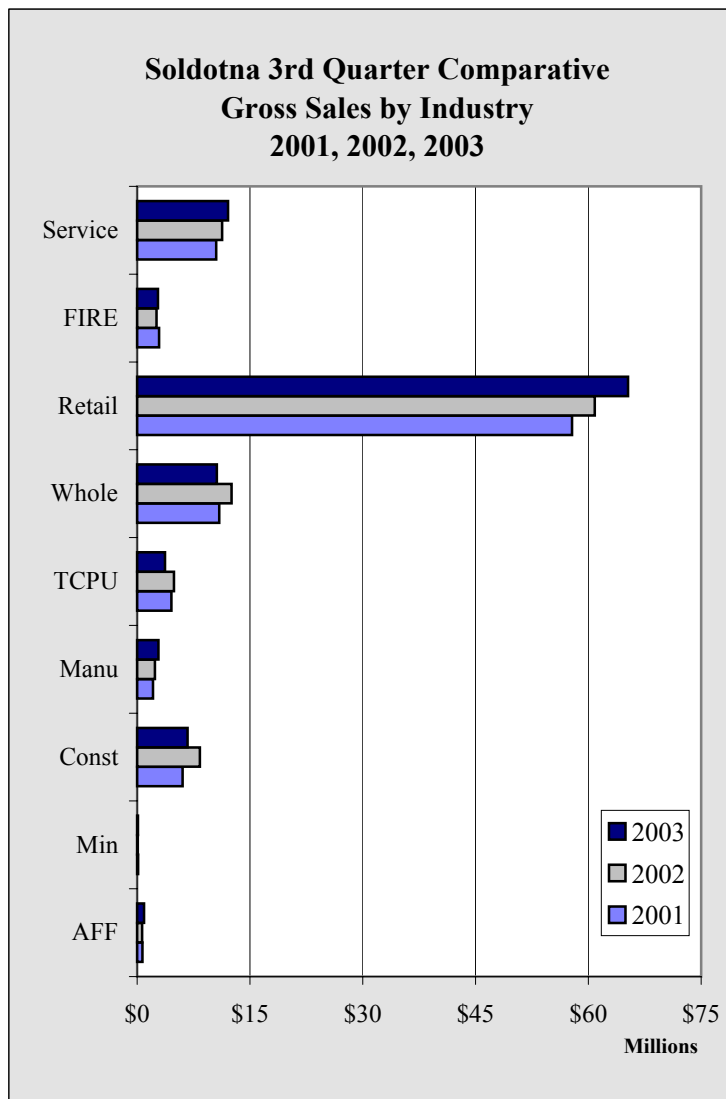


Chart 6.1

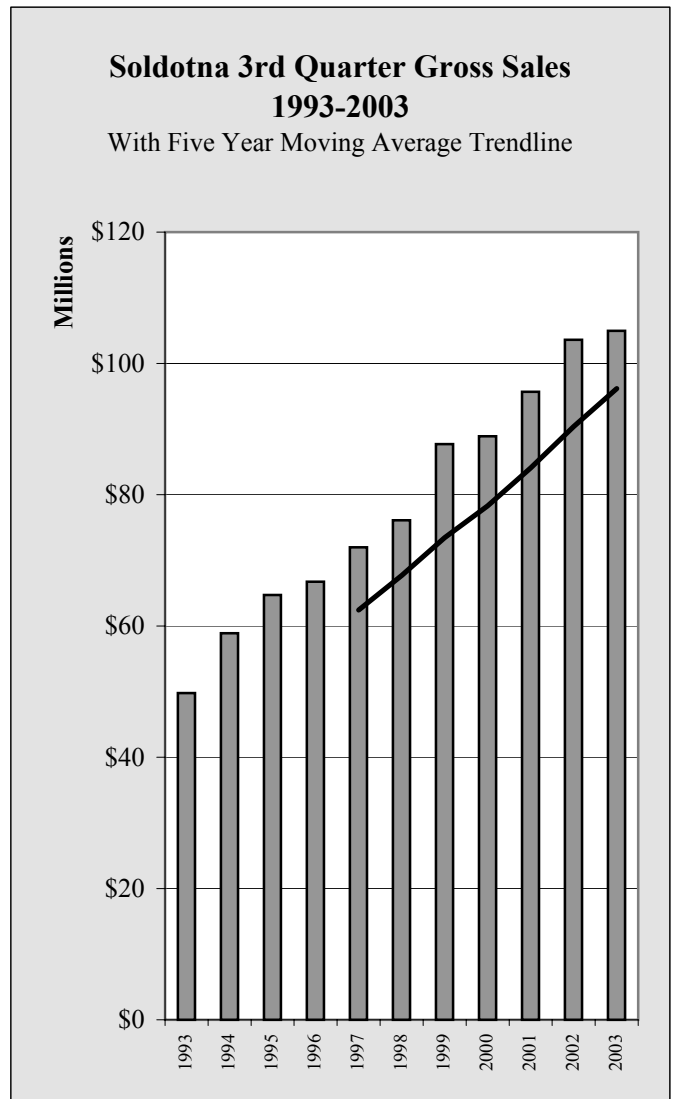


Chart 6.2

# Soldotna Sales - Third Quarter

Soldotna 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	124,986	145,594	248,328	346,853	413,211	393,521	457,868	16.4%
Min	963	2,525	1,765	2,240	8,962	7,836	7,885	0.6%
Const	329,796	334,992	420,863	340,069	362,143	378,398	464,290	22.7%
Manu	474,698	556,095	630,134	716,528	676,627	710,329	734,527	3.4%
TCPU	2,224,875	2,352,791	2,540,061	2,612,759	2,660,628	2,919,920	2,954,270	1.2%
Whole	88,832	183,188	100,208	279,745	272,313	269,283	358,138	33.0%
Retail	35,052,198	36,881,213	40,239,495	39,848,212	43,253,803	45,531,069	50,339,120	10.6%
FIRE	1,084,348	1,049,887	1,125,039	1,365,121	1,542,525	1,493,411	1,142,963	-23.5%
Service	4,924,977	5,019,932	5,189,435	5,009,375	4,944,503	5,754,699	5,475,878	-4.8%
Total	44,323,596	46,529,812	50,500,561	50,522,683	54,140,873	57,462,756	61,947,131	7.8%
Annual Change		5.0%	8.5%	0.0%	7.2%	6.1%	7.8%	

Table 6.2

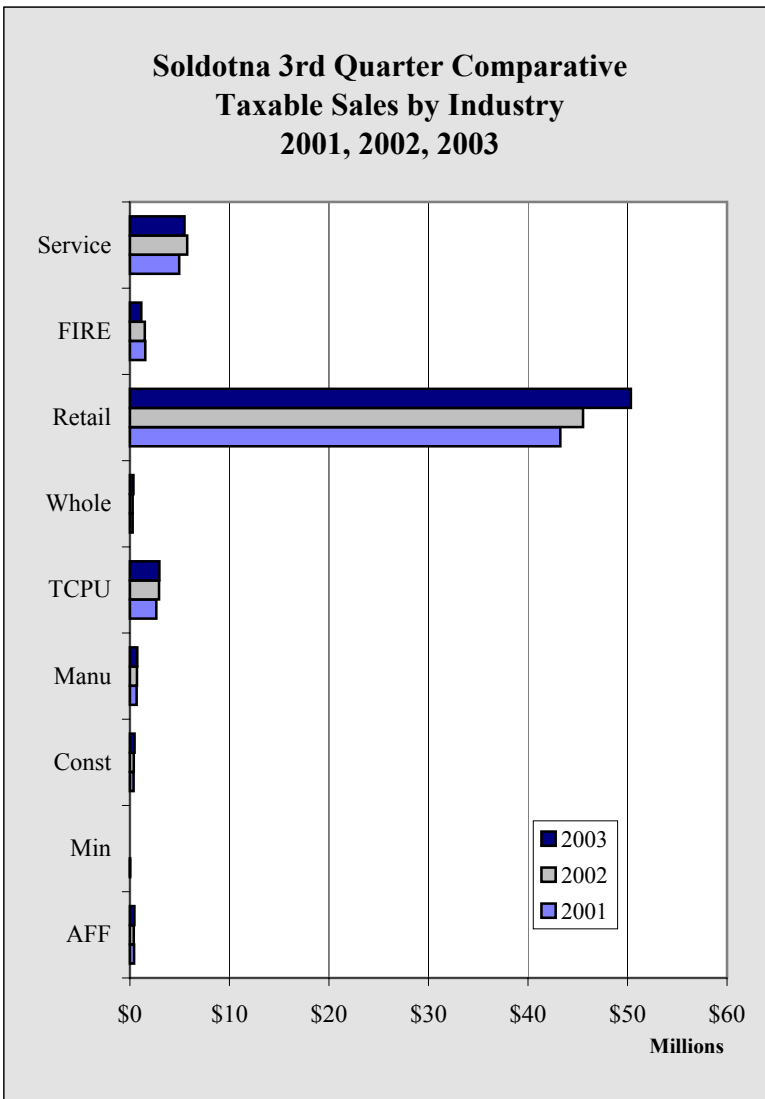


Chart 6.3

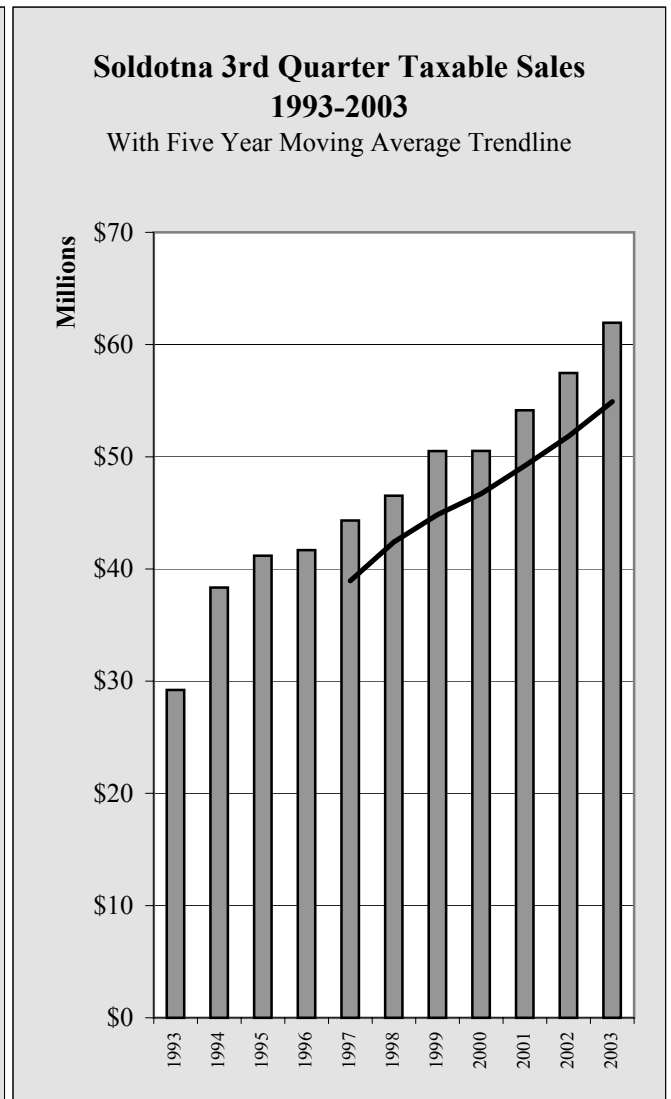


Chart 6.4

# Soldotna Sales - Year-to-Date 9/30/2003

Soldotna YTD Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	690,761	566,958	736,399	1,465,090	1,395,255	1,392,318	1,765,925	26.8%
Min	335,544	1,594,188	225,625	204,950	251,787	291,214	331,780	13.9%
Const	13,770,274	13,973,807	10,766,420	14,101,718	13,332,603	16,546,183	14,654,140	-11.4%
Manu	2,219,509	2,466,379	2,558,859	4,013,509	4,677,028	4,980,601	6,243,393	25.4%
TCPU	9,980,753	10,583,787	12,987,032	11,718,035	13,892,197	12,110,773	11,725,119	-3.2%
Whole	8,312,210	9,465,041	24,945,812	27,887,369	24,779,329	28,015,038	27,496,049	-1.9%
Retail	110,193,698	117,418,999	125,170,443	124,942,671	138,176,197	146,350,518	154,157,303	5.3%
FIRE	5,572,644	5,719,140	6,441,457	7,797,869	7,248,208	7,759,590	7,757,274	0.0%
Service	20,058,102	22,393,419	23,152,259	24,477,551	26,500,213	28,220,466	30,123,775	6.7%
Total	171,166,590	184,197,513	207,009,128	216,623,609	230,270,720	245,685,550	254,287,949	3.5%
Annual Change		7.6%	12.4%	4.6%	6.3%	6.7%	3.5%	

Table 6.3

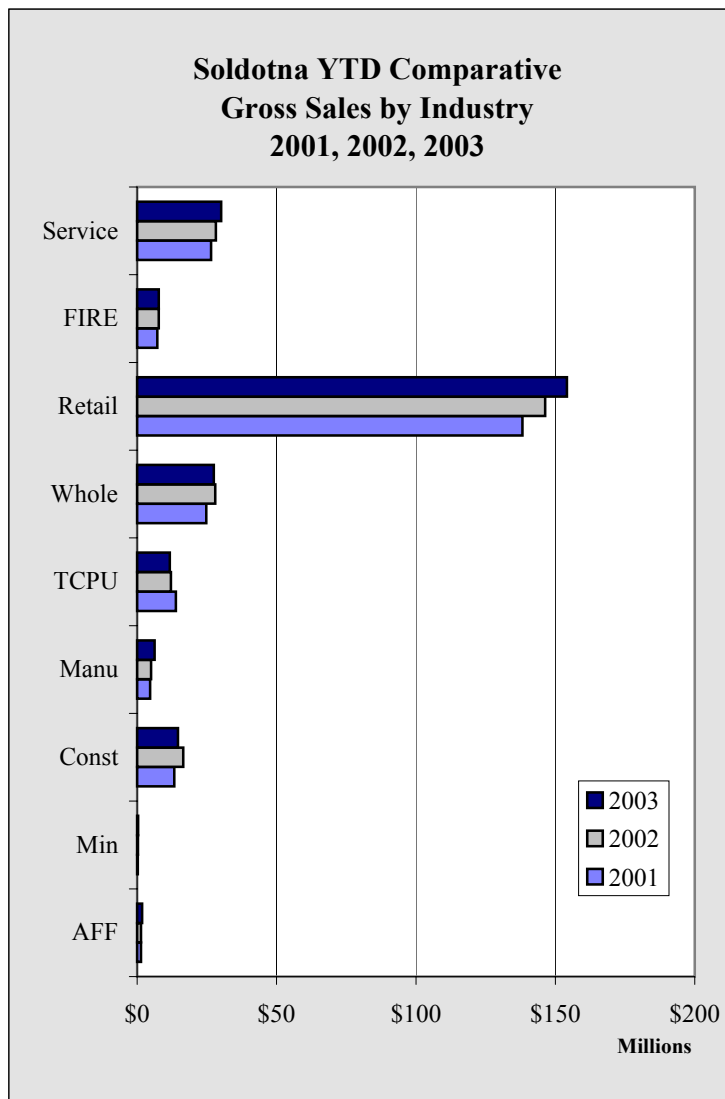


Chart 6.5

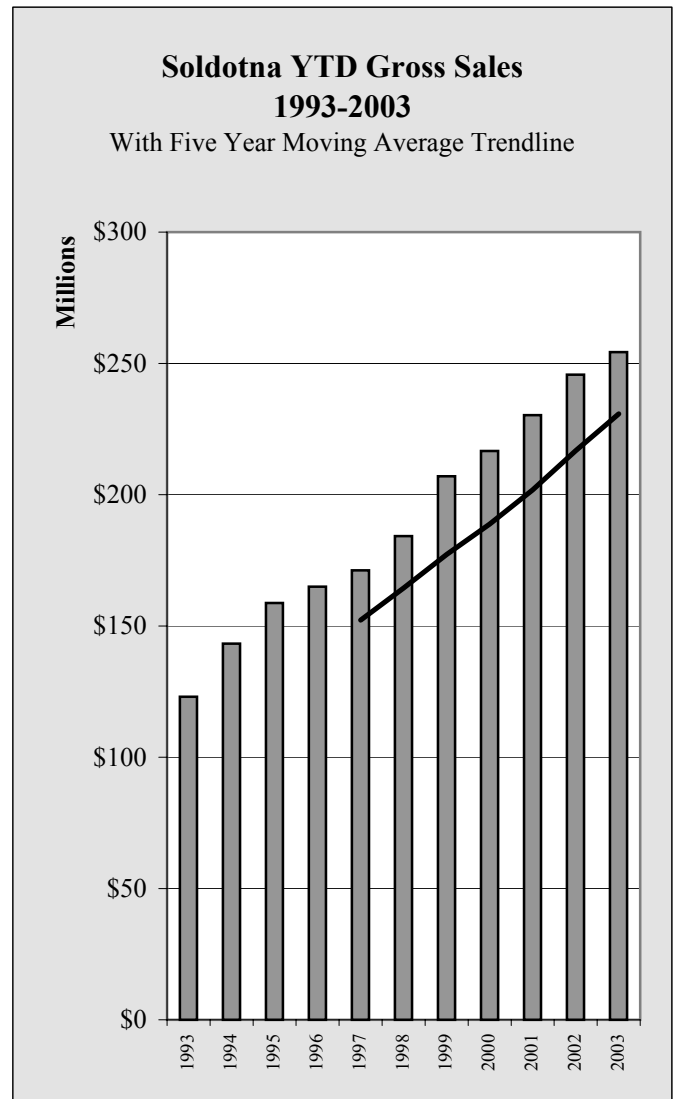


Chart 6.6

# Soldotna Sales - Year-to-Date 9/30/2003

Soldotna YTD Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	319,741	352,026	513,472	722,179	911,120	865,338	922,887	6.7%
Min	3,951	6,510	4,215	10,095	26,816	21,697	24,660	13.7%
Const	927,548	980,704	1,107,447	967,249	915,468	1,009,300	1,211,487	20.0%
Manu	1,034,249	1,180,264	1,201,201	1,323,915	1,341,850	1,321,142	1,390,596	5.3%
TCPU	6,579,112	6,959,460	7,587,129	7,792,887	7,821,198	8,279,024	9,131,529	10.3%
Whole	249,294	306,261	240,397	571,092	721,875	675,464	859,192	27.2%
Retail	81,088,397	86,315,360	91,390,900	92,223,356	101,782,061	104,788,775	113,042,111	7.9%
FIRE	2,818,283	2,755,558	2,896,505	3,271,228	3,819,126	3,912,711	3,422,498	-12.5%
Service	11,476,597	12,083,614	12,179,641	12,056,871	12,169,177	13,798,273	13,369,078	-3.1%
Total	104,530,267	110,955,552	117,145,729	118,953,719	129,526,594	134,690,573	143,407,229	6.5%
Annual Change		6.1%	5.6%	1.5%	8.9%	4.0%	6.5%	

Table 6.4

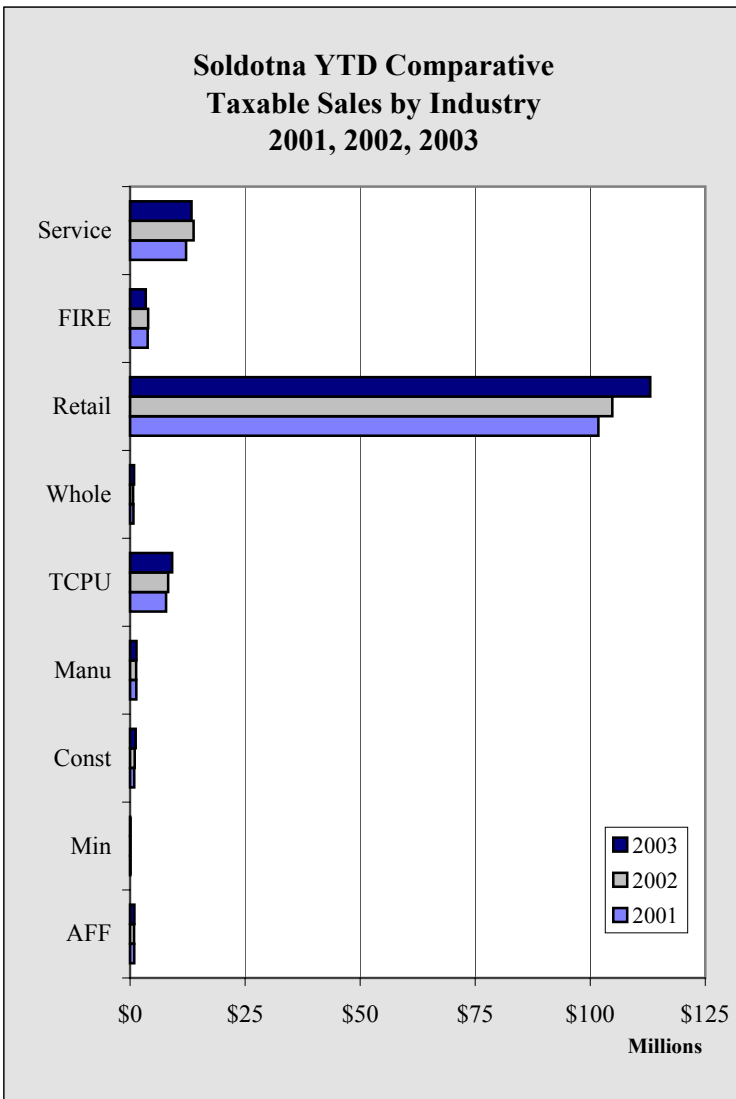


Chart 6.7

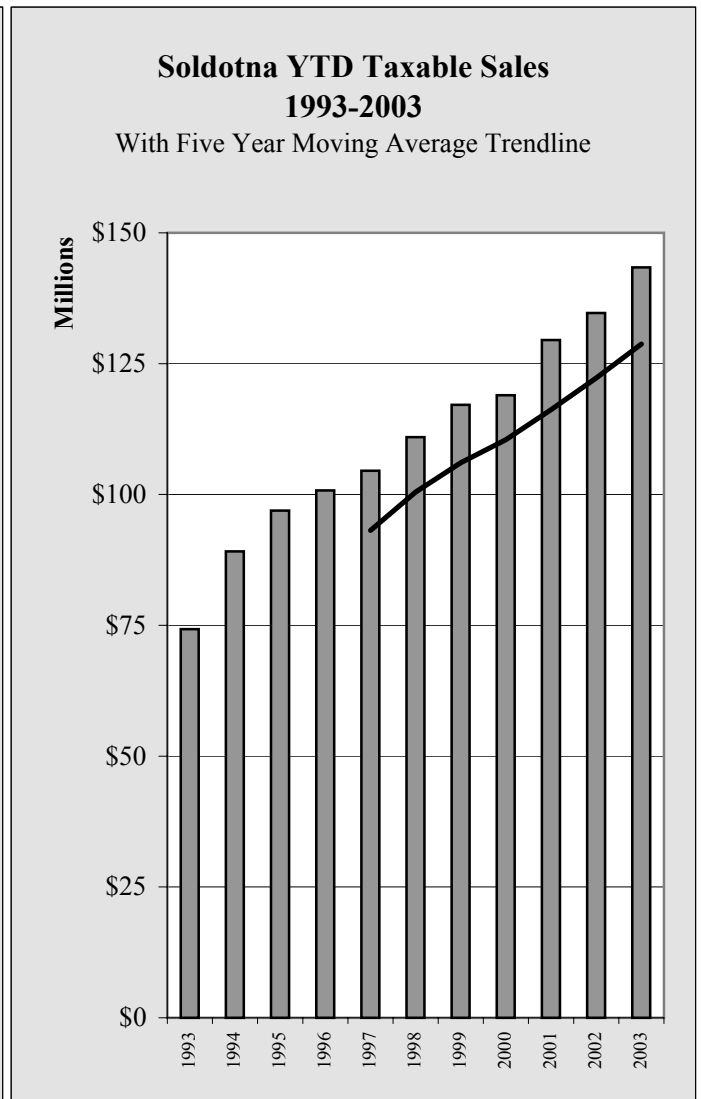


Chart 6.8



# Soldotna Sales - Annual

Soldotna Annual Gross Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	719,364	787,505	689,389	954,143	1,727,448	1,664,917	1,853,591	11.3%
Min	2,021,166	645,979	2,729,541	306,689	305,525	305,091	410,684	34.6%
Const	18,501,341	20,624,014	20,205,240	17,075,443	19,596,259	18,254,318	22,561,702	23.6%
Manu	3,561,321	2,824,914	3,192,979	3,210,218	5,446,988	5,938,040	6,301,658	6.1%
TCPU	13,630,924	13,396,265	14,308,591	17,467,668	15,708,152	17,795,721	15,890,719	-10.7%
Whole	9,686,986	11,054,736	14,626,150	32,515,047	32,627,471	31,568,866	40,287,463	27.6%
Retail	138,543,049	149,103,119	157,774,054	166,898,488	170,185,240	187,509,140	191,827,146	2.3%
FIRE	7,713,110	7,603,912	7,365,455	8,509,983	10,131,593	10,133,714	10,361,443	2.2%
Service	23,840,501	26,507,740	29,884,044	30,622,659	32,265,770	34,683,298	36,321,148	4.7%
Total	218,250,448	232,583,888	250,793,664	277,588,737	288,011,508	307,872,208	325,838,133	5.8%
Annual Change		6.6%	7.8%	10.7%	3.8%	6.9%	5.8%	

Table 6.5

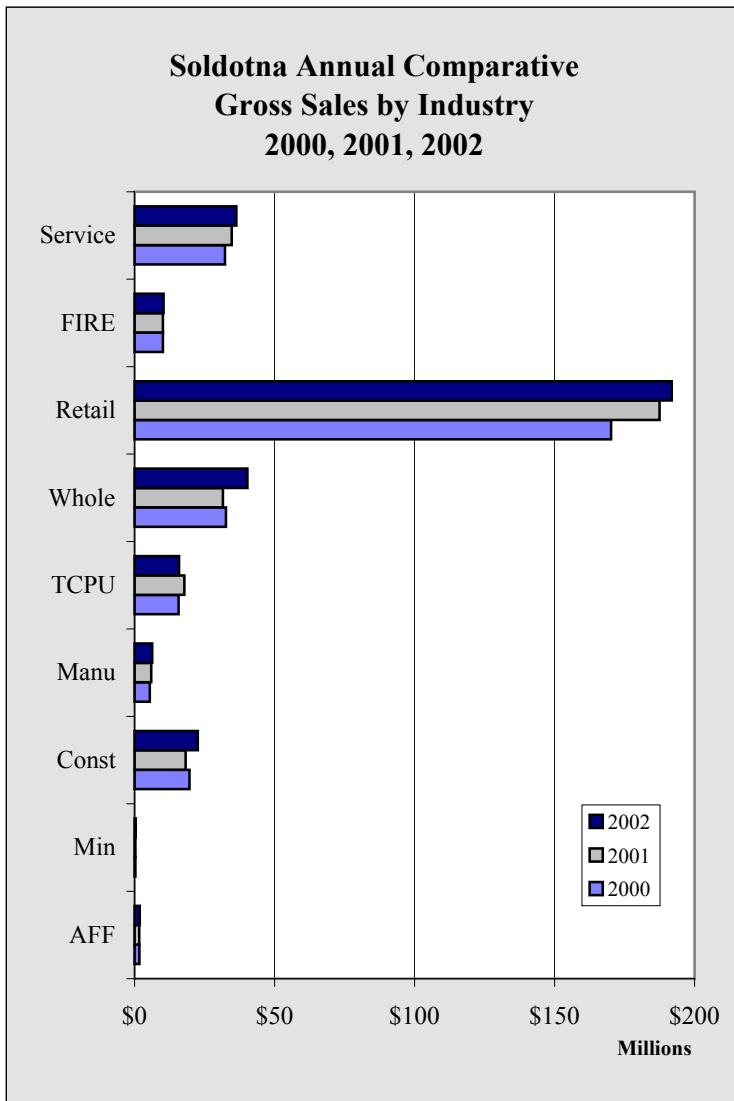


Chart 6.9

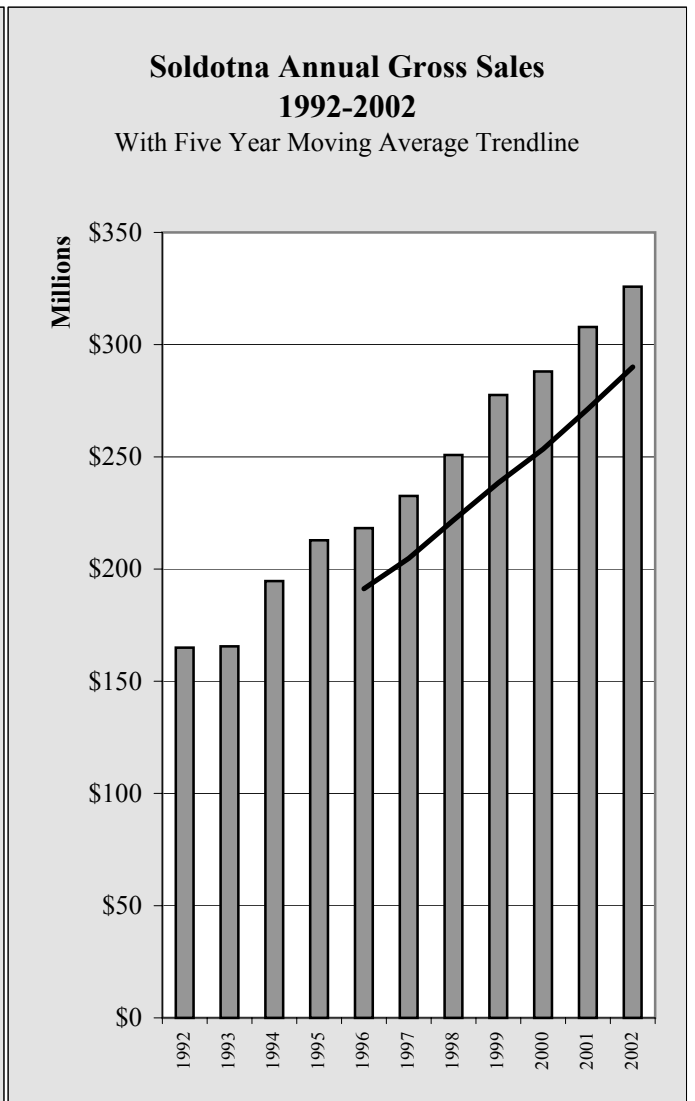


Chart 6.10

# Soldotna Sales - Annual

Soldotna Annual Taxable Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	391,227	412,424	466,912	697,062	921,908	1,117,793	1,043,812	-6.6%
Min	3,029	6,251	8,010	5,675	11,333	35,080	33,278	-5.1%
Const	1,269,588	1,262,833	1,320,297	1,471,239	1,274,255	1,208,265	1,353,838	12.0%
Manu	1,288,993	1,363,346	1,439,440	1,467,864	1,567,147	1,638,254	1,635,572	-0.2%
TCPU	9,063,086	8,918,568	9,374,360	10,378,566	10,310,764	10,516,967	11,137,869	5.9%
Whole	282,119	342,916	369,062	322,925	730,272	870,490	839,170	-3.6%
Retail	103,220,515	109,625,447	115,732,671	122,401,180	124,604,202	136,113,822	138,112,084	1.5%
FIRE	3,923,783	3,658,043	3,662,452	3,776,435	4,504,275	5,171,613	5,242,703	1.4%
Service	13,850,156	14,711,144	15,398,236	15,403,419	15,493,910	15,700,548	17,512,058	11.5%
Total	133,325,182	140,336,676	147,789,661	155,952,764	159,435,128	172,391,935	176,932,963	2.6%
Annual Change		5.3%	5.3%	5.5%	2.2%	8.1%	2.6%	

Table 6.6

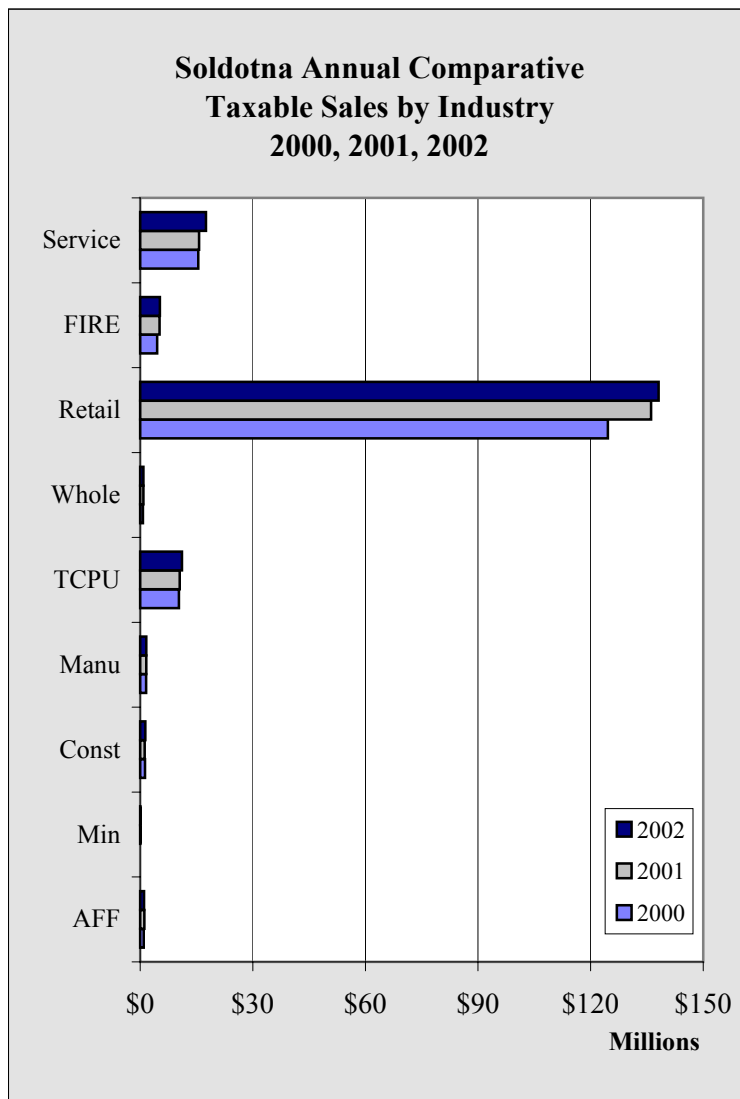


Chart 6.11

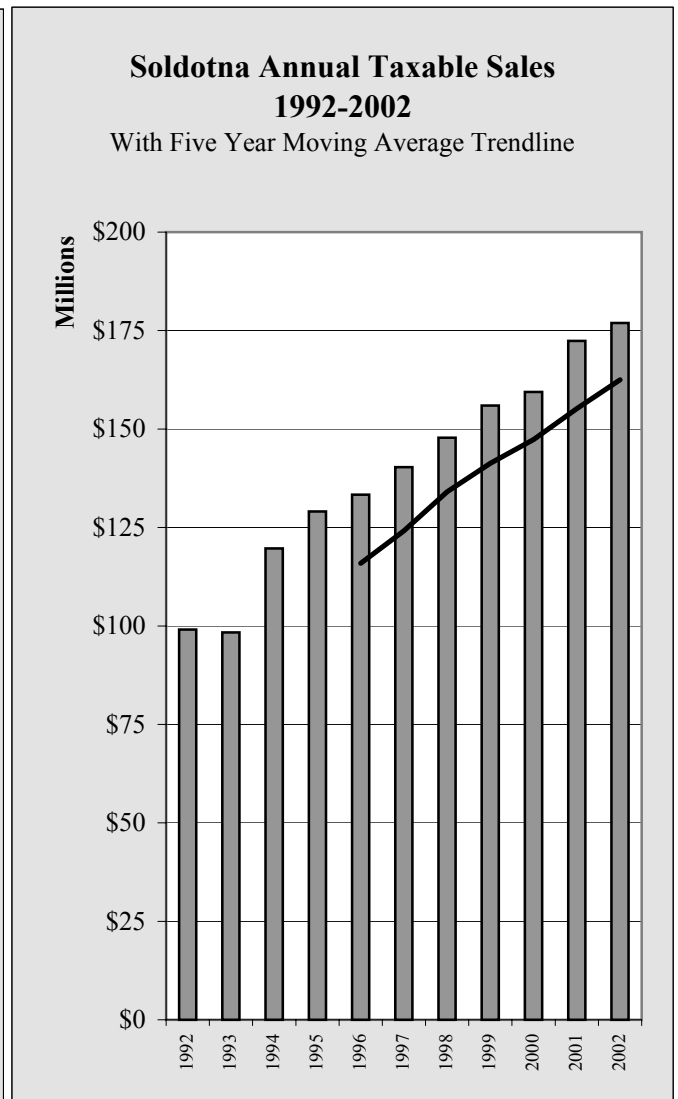


Chart 6.12

# Soldotna Sales by Quarter

<b>Soldotna Gross Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	158,182	379,092	927,816	262,358	1,727,448
Min	71,262	80,235	53,453	100,575	305,525
Const	3,063,493	4,944,969	6,093,256	5,494,541	19,596,259
Manu	641,545	1,149,365	2,222,599	1,433,479	5,446,988
TCPU	4,039,609	3,684,195	3,994,231	3,990,117	15,708,152
Whole	7,271,710	8,716,231	11,899,428	4,740,102	32,627,471
Retail	31,535,205	42,553,068	50,854,398	45,242,569	170,185,240
FIRE	1,957,313	2,723,954	3,116,602	2,333,724	10,131,593
Service	6,456,290	8,278,327	9,742,934	7,788,219	32,265,770
Govt	7,287	5,779	1,781	2,215	17,062
Total	55,201,896	72,515,215	88,906,498	71,387,899	288,011,508
<b>2001</b>					
AFF	215,220	486,756	693,279	269,662	1,664,917
Min	49,472	77,886	124,429	53,304	305,091
Const	3,420,086	3,869,161	6,043,356	4,921,715	18,254,318
Manu	967,938	1,611,027	2,098,063	1,261,012	5,938,040
TCPU	4,763,744	4,572,388	4,556,065	3,903,524	17,795,721
Whole	6,851,771	7,008,208	10,919,350	6,789,537	31,568,866
Retail	34,691,251	45,664,027	57,820,919	49,332,943	187,509,140
FIRE	2,142,166	2,198,399	2,907,643	2,885,506	10,133,714
Service	7,071,799	8,927,244	10,501,170	8,183,085	34,683,298
Govt	6,507	5,238	6,158	1,200	19,103
Total	60,179,954	74,420,334	95,670,432	77,601,488	307,872,208
<b>2002</b>					
AFF	231,354	493,143	667,821	461,273	1,853,591
Min	98,101	106,949	86,164	119,470	410,684
Const	3,252,757	4,955,431	8,337,995	6,015,519	22,561,702
Manu	900,894	1,727,614	2,352,093	1,321,057	6,301,658
TCPU	3,684,275	3,528,928	4,897,570	3,779,946	15,890,719
Whole	8,095,701	7,376,423	12,542,914	12,272,425	40,287,463
Retail	36,465,046	49,030,652	60,854,820	45,476,628	191,827,146
FIRE	2,233,488	2,959,005	2,567,097	2,601,853	10,361,443
Service	7,362,395	9,561,342	11,296,729	8,100,682	36,321,148
Govt	6,700	7,859	4,290	3,730	22,579
Total	62,330,711	79,747,346	103,607,493	80,152,583	325,838,133
<b>2003</b>					
AFF	287,421	558,058	920,446		1,765,925
Min	110,629	122,012	99,139		331,780
Const	4,007,543	3,942,614	6,703,983		14,654,140
Manu	1,129,391	2,288,148	2,825,854		6,243,393
TCPU	4,208,642	3,823,399	3,693,078		11,725,119
Whole	7,328,534	9,581,779	10,585,736		27,496,049
Retail	36,754,150	52,135,359	65,267,794		154,157,303
FIRE	2,457,329	2,534,032	2,765,913		7,757,274
Service	7,911,491	10,120,544	12,091,740		30,123,775
Govt	12,319	8,680	12,192		33,191
Total	64,207,449	85,114,625	104,965,875		254,287,949

Table 6.7

# Soldotna Sales by Quarter

<b>Soldotna Taxable Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	148,104	227,222	346,853	199,729	921,908
Min	1,148	6,707	2,240	1,238	11,333
Const	326,500	300,680	340,069	307,006	1,274,255
Manu	194,558	412,829	716,528	243,232	1,567,147
TCPU	2,608,749	2,571,379	2,612,759	2,517,877	10,310,764
Whole	66,707	224,640	279,745	159,180	730,272
Retail	22,428,174	29,946,970	39,848,212	32,380,846	124,604,202
FIRE	849,911	1,056,196	1,365,121	1,233,047	4,504,275
Service	3,033,282	4,014,214	5,009,375	3,437,039	15,493,910
Govt	7,287	5,779	1,781	2,215	17,062
Total	29,664,420	38,766,616	50,522,683	40,481,409	159,435,128
<b>2001</b>					
AFF	183,856	314,053	413,211	206,673	1,117,793
Min	7,612	10,242	8,962	8,264	35,080
Const	243,018	310,307	362,143	292,797	1,208,265
Manu	199,966	465,257	676,627	296,404	1,638,254
TCPU	2,583,660	2,576,910	2,660,628	2,695,769	10,516,967
Whole	145,170	304,392	272,313	148,615	870,490
Retail	25,010,145	33,518,113	43,253,803	34,331,761	136,113,822
FIRE	1,063,034	1,213,567	1,542,525	1,352,487	5,171,613
Service	3,040,671	4,184,003	4,944,503	3,531,371	15,700,548
Govt	6,507	5,238	6,158	1,200	19,103
Total	32,483,639	42,902,082	54,140,873	42,865,341	172,391,935
<b>2002</b>					
AFF	185,252	286,565	393,521	178,474	1,043,812
Min	6,447	7,414	7,836	11,581	33,278
Const	292,099	338,803	378,398	344,538	1,353,838
Manu	181,486	429,327	710,329	314,430	1,635,572
TCPU	2,750,865	2,608,239	2,919,920	2,858,845	11,137,869
Whole	155,672	250,509	269,283	163,706	839,170
Retail	25,551,699	33,706,007	45,531,069	33,323,309	138,112,084
FIRE	1,161,633	1,257,667	1,493,411	1,329,992	5,242,703
Service	3,442,841	4,600,733	5,754,699	3,713,785	17,512,058
Govt	6,700	7,859	4,290	3,730	22,579
Total	33,734,694	43,493,123	57,462,756	42,242,390	176,932,963
<b>2003</b>					
AFF	167,593	297,426	457,868		922,887
Min	9,374	7,401	7,885		24,660
Const	309,260	437,937	464,290		1,211,487
Manu	219,705	436,364	734,527		1,390,596
TCPU	3,216,598	2,960,661	2,954,270		9,131,529
Whole	190,616	310,438	358,138		859,192
Retail	25,754,248	36,948,743	50,339,120		113,042,111
FIRE	1,134,419	1,145,116	1,142,963		3,422,498
Service	3,443,257	4,449,943	5,475,878		13,369,078
Govt	12,319	8,680	12,192		33,191
Total	34,457,389	47,002,709	61,947,131		143,407,229

Table 6.8

# Soldotna Construction - Third Quarter

**Soldotna 3rd Quarter Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	525,251	1,062,000	1,368,900	543,930	1,510,852	689,202	648,388	-5.9%
Residential Alter/Add	111,000	103,400	141,867	101,065	50,148	317,466	70,722	-77.7%
Commercial New	910,000	3,250,713	2,495,816	935,665	630,244	1,080,678	1,371,200	26.9%
Commercial Alter/Add	0	723,050	119,996	96,250	318,672	610,000	328,000	-46.2%
Total	1,546,251	5,139,163	4,126,579	1,676,910	2,509,916	2,697,346	2,418,310	-10.3%
Annual Change		232.4%	-19.7%	-59.4%	49.7%	7.5%	-10.3%	

Table 6.9

**Soldotna 3rd Quarter Permit Values by Type - 1997-2003**

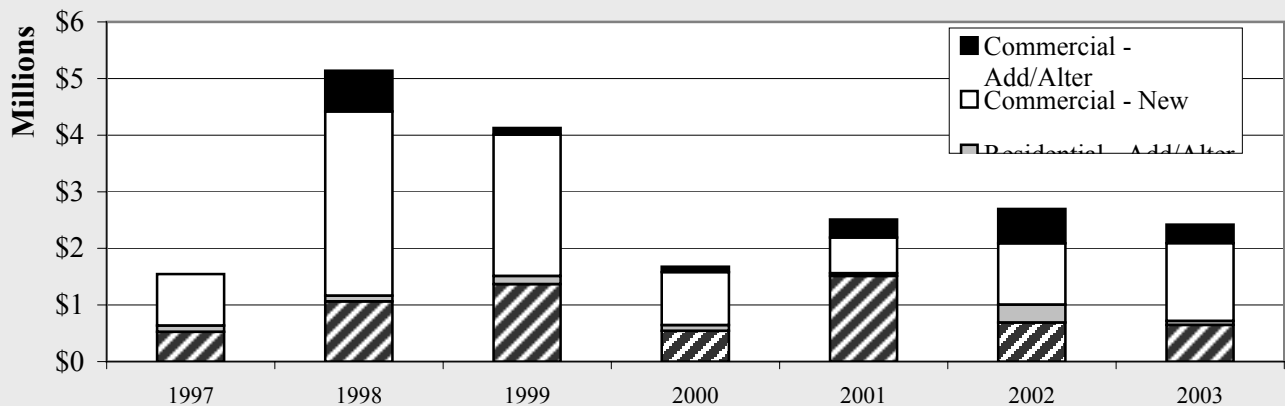


Chart 6.13

**Soldotna 3rd Quarter Permit Values Percent by Type - 2003**

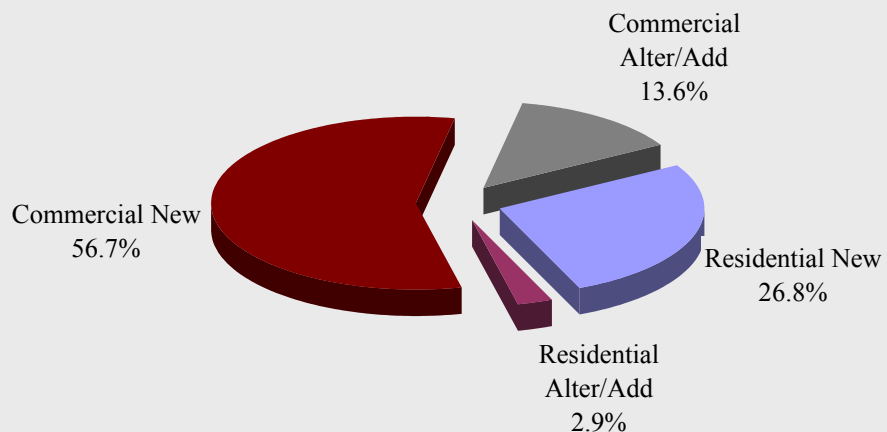


Chart 6.14

# Soldotna Construction - Third Quarter

**Soldotna 3rd Quarter Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	4	7	7	5	10	5	4	-20.0%
Residential Alter/Add	5	5	4	7	6	10	4	-60.0%
Commercial New	7	10	6	7	7	5	8	60.0%
Commercial Alter/Add	0	6	6	7	12	5	3	-40.0%
Total	16	28	23	26	35	25	19	-24.0%
Annual Change		75.0%	-17.9%	13.0%	34.6%	-28.6%	-24.0%	

Table 6.10

**Soldotna 3rd Quarter Permit Volume by Type - 1997-2003**

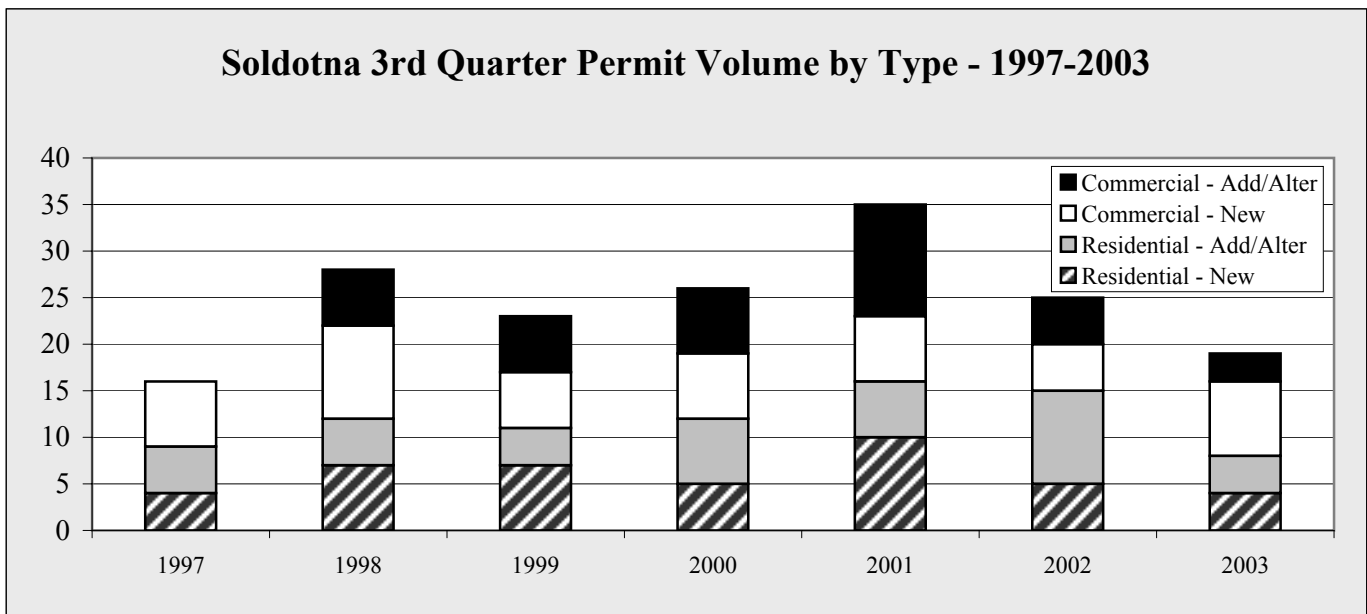


Chart 6.15

**Soldotna 3rd Quarter Permit Volume Percent by Type - 2003**

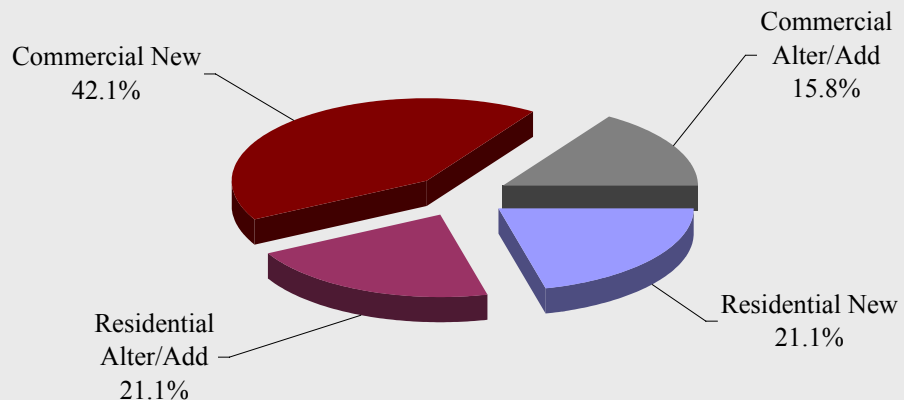


Chart 6.16

# Soldotna Construction - Year-To-Date 9/30/2003

**Soldotna YTD Permit Values by Type - 1997-2003 - in \$**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	2,231,205	1,110,000	1,453,674	1,894,420	2,363,001	2,316,142	1,899,354	-18.0%
Residential Alter/Add	100,900	122,000	235,361	224,674	256,199	426,221	187,907	-55.9%
Commercial New	237,500	2,339,952	2,723,818	2,017,915	2,658,578	3,316,381	2,116,490	-36.2%
Commercial Alter/Add	3,000	151,542	455,895	950,549	1,004,630	2,150,304	457,191	-78.7%
<b>Total</b>	<b>2,572,605</b>	<b>3,723,494</b>	<b>4,868,748</b>	<b>5,087,558</b>	<b>6,282,408</b>	<b>8,209,048</b>	<b>4,660,942</b>	<b>-43.2%</b>
Annual Change		44.7%	30.8%	4.5%	23.5%	30.7%	-43.2%	

Table 6.11

**Soldotna YTD Permit Values by Type - 1997-2003**

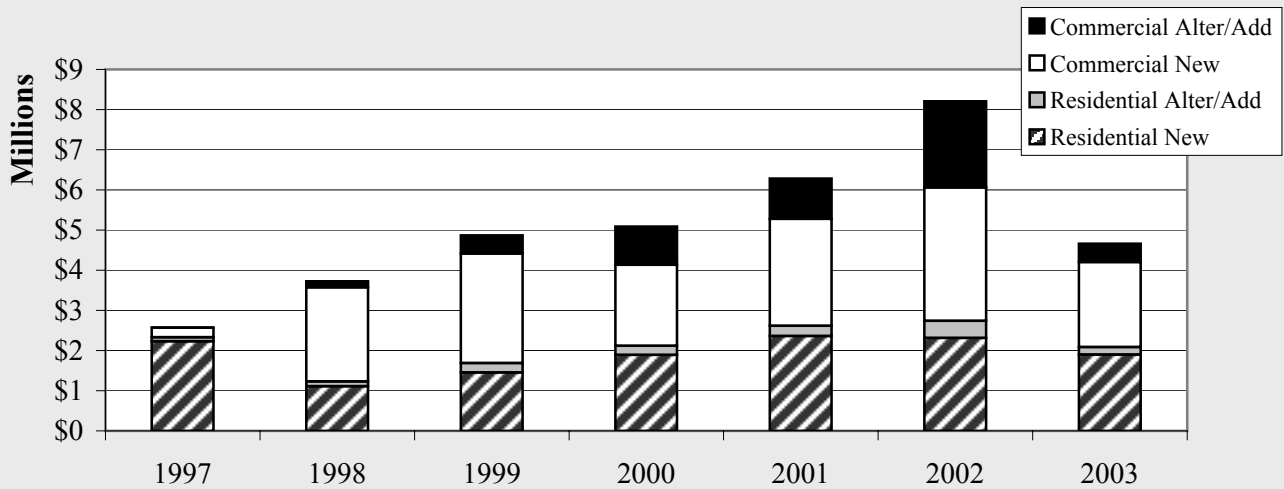


Chart 6.17

**Soldotna YTD Permit Values Percent by Type - 2003**

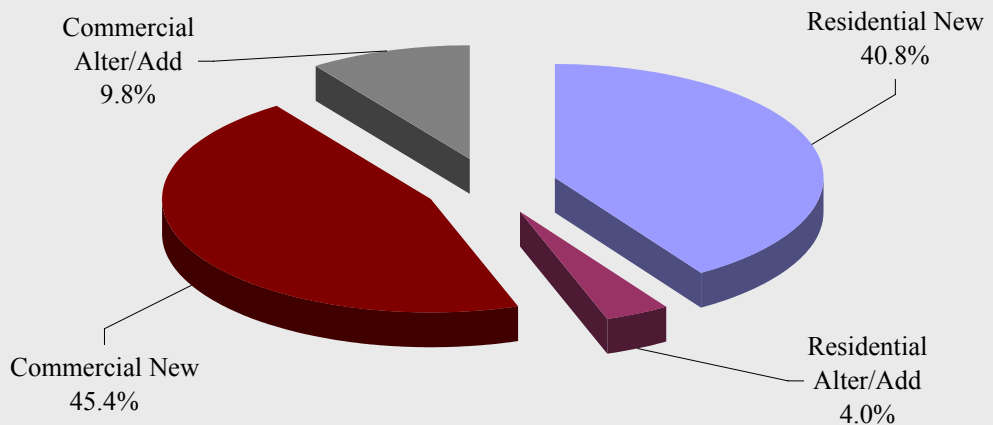


Chart 6.18

# Soldotna Construction - Year-To-Date 9/30/2003

**Soldotna YTD Permit Volume by Type - 1997-2003**

	1997	1998	1999	2000	2001	2002	2003	Annual Change
Residential New	21	14	17	17	24	23	19	-17.4%
Residential Alter/Add	9	11	16	16	19	18	15	-16.7%
Commercial New	12	23	14	11	10	18	14	-22.2%
Commercial Alter/Add	1	15	21	24	29	28	13	-53.6%
<b>Total</b>	<b>43</b>	<b>63</b>	<b>68</b>	<b>68</b>	<b>82</b>	<b>87</b>	<b>61</b>	<b>-29.9%</b>
Annual Change		46.5%	7.9%	0.0%	20.6%	6.1%	-29.9%	

Table 6.12

**Soldotna YTD Permit Volume by Type - 1997-2003**

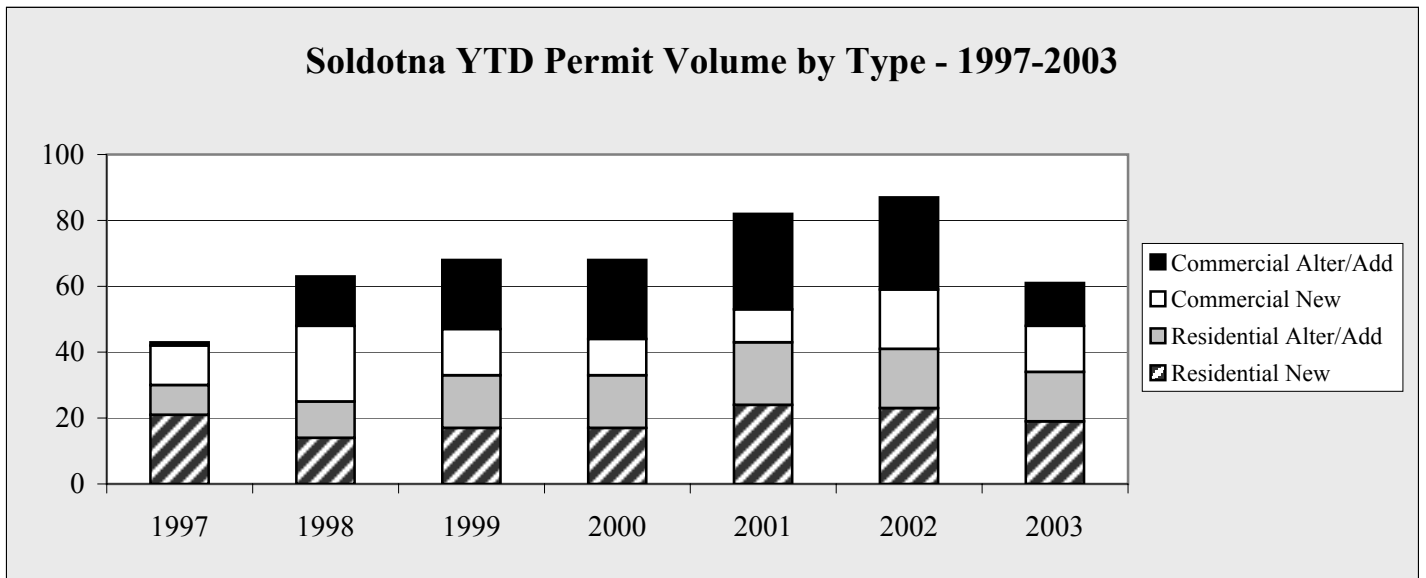


Chart 6.19

**Soldotna YTD Permit Volume Percent by Type - 2003**

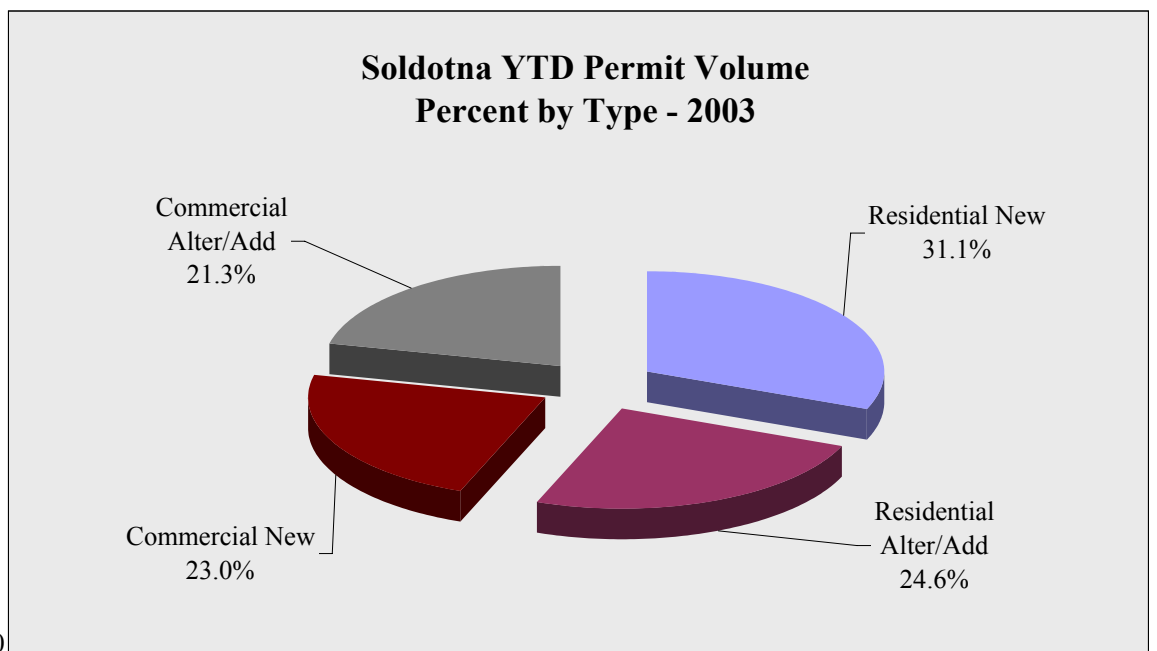


Chart 6.20



# Soldotna Construction - Annual

Soldotna Annual Permit Values by Type by Quarter - 1996-2003 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	208,600	1,829,300	1,820,820	0	3,858,720
Residential - Add/Alter	43,000	18,000	113,000	0	174,000
Commercial - New	800,000	1,450,000	260,000	0	2,510,000
Commercial - Add/Alter	15,700	41,000	7,500	0	64,200
<b>TOTAL</b>	<b>1,067,300</b>	<b>3,338,300</b>	<b>2,201,320</b>	<b>0</b>	<b>6,606,920</b>
<b>1997</b>					
Residential - New	200,000	2,031,205	525,251	733,300	3,489,756
Residential - Add/Alter	70,000	30,900	111,000	30,000	241,900
Commercial - New	28,000	209,500	910,000	16,650	1,164,150
Commercial - Add/Alter	3,000	0	0	780,500	783,500
<b>TOTAL</b>	<b>301,000</b>	<b>2,271,605</b>	<b>1,546,251</b>	<b>1,560,450</b>	<b>5,679,306</b>
<b>1998</b>					
Residential - New	145,000	965,000	1,062,000	175,000	2,347,000
Residential - Add/Alter	0	122,000	103,400	11,660	237,060
Commercial - New	6,552	2,333,400	3,250,713	300,000	5,890,665
Commercial - Add/Alter	78,542	73,000	723,050	272,500	1,147,092
<b>TOTAL</b>	<b>230,094</b>	<b>3,493,400</b>	<b>5,139,163</b>	<b>759,160</b>	<b>9,621,817</b>
<b>1999</b>					
Residential - New	0	1,453,674	1,368,900	225,888	3,048,462
Residential - Add/Alter	54,000	181,361	141,867	0	377,228
Commercial - New	0	2,723,818	2,495,816	281,905	5,501,539
Commercial - Add/Alter	29,696	426,199	119,996	2,000	577,891
<b>TOTAL</b>	<b>83,696</b>	<b>4,785,052</b>	<b>4,126,579</b>	<b>509,793</b>	<b>9,505,120</b>
<b>2000</b>					
Residential - New	373,929	1,520,491	543,930	270,668	2,709,018
Residential - Add/Alter	0	224,674	101,065	39,500	365,239
Commercial - New	434,273	1,583,642	935,665	970,484	3,924,064
Commercial - Add/Alter	270,000	680,549	96,250	122,300	1,169,099
<b>TOTAL</b>	<b>1,078,202</b>	<b>4,009,356</b>	<b>1,676,910</b>	<b>1,402,952</b>	<b>8,167,420</b>
<b>2001</b>					
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
<b>TOTAL</b>	<b>3,051,218</b>	<b>3,231,190</b>	<b>2,509,916</b>	<b>162,648</b>	<b>8,954,972</b>
<b>2002</b>					
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
<b>TOTAL</b>	<b>1,205,590</b>	<b>7,003,458</b>	<b>2,697,346</b>	<b>257,500</b>	<b>11,163,894</b>
<b>2003</b>					
Residential - New	0	1,899,354	648,388		2,547,742
Residential - Add/Alter	57,827	130,080	70,722		258,629
Commercial - New	0	2,116,490	1,371,200		3,487,690
Commercial - Add/Alter	369,191	88,000	328,000		785,191
<b>TOTAL</b>	<b>427,018</b>	<b>4,233,924</b>	<b>2,418,310</b>		<b>7,079,252</b>
					<b>Year to Date</b>

Table 6.13

# Soldotna Construction - Annual

Soldotna Annual Permit Volume by Type by Quarter - 1996-2003					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>1996</b>					
Residential - New	3	20	17	0	40
Residential - Add/Alter	2	1	5	0	8
Commercial - New	1	5	2	0	8
Commercial - Add/Alter	2	2	1	0	5
TOTAL	8	28	25	0	61
<b>1997</b>					
Residential - New	1	16	4	5	26
Residential - Add/Alter	2	2	5	1	10
Commercial - New	2	3	7	5	17
Commercial - Add/Alter	1	0	0	4	5
TOTAL	6	21	16	15	58
<b>1998</b>					
Residential - New	1	6	7	1	15
Residential - Add/Alter	0	6	5	5	16
Commercial - New	2	11	10	2	25
Commercial - Add/Alter	5	4	6	6	21
TOTAL	8	27	28	14	77
<b>1999</b>					
Residential - New	0	10	7	2	19
Residential - Add/Alter	4	8	4	0	16
Commercial - New	0	8	6	6	20
Commercial - Add/Alter	6	9	6	1	22
TOTAL	10	35	23	9	77
<b>2000</b>					
Residential - New	2	10	5	2	19
Residential - Add/Alter	0	9	7	3	19
Commercial - New	1	3	7	7	18
Commercial - Add/Alter	5	12	7	8	32
TOTAL	8	34	26	20	88
<b>2001</b>					
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
<b>2002</b>					
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
<b>2003</b>					
				<b>Year to Date</b>	
Residential - New	0	15	4		19
Residential - Add/Alter	3	8	4		15
Commercial - New	0	6	8		14
Commercial - Add/Alter	3	7	3		13
TOTAL	6	36	19		61

Table 6.14

# Soldotna Cost of Food

Cost of food data is collected by the University of Alaska, Fairbanks Cooperative Extension. Each quarter the Cooperative Extension surveys up to three grocers in communities throughout the state to determine the cost of food for one week. Specific guidelines are presented to the surveyors regarding item size and sale price for 104 items. It has been determined that separation of Kenai and Soldotna data would be meaningless therefore data presented relates to both communities.

<b>SOLDOTNA/KENAI</b>								
	Sep-97	Sep-98	Sep-99	Sep-00	Sep-01	Sep-02	Sep-03	Annual Change
Sales Tax (in percent)	5.0	5.0	5.0	5.0	5.0	5.0	5.0	
Percent of Food Unavailable	0.0	0.0	0.0	1.0	1.0	1.0	0.0	
Child, 1 year	15.60	15.51	16.43	16.63	17.79	17.63	18.33	4.0%
Child, 2 years	0.00	0.00	0.00	0.00	17.79	17.63	18.33	4.0%
Children 3-5 years of age	17.10	17.02	17.98	18.34	19.56	19.36	19.97	3.2%
Children 6-8 years of age	22.69	22.64	23.91	24.34	26.02	25.87	26.71	3.2%
Children 9-11 years of age	25.79	25.65	27.09	27.60	29.47	29.35	30.16	2.8%
Males 12-14 years of age	29.16	29.01	30.62	31.28	33.37	33.16	34.05	2.7%
Males 15-19 years of age	30.06	29.85	31.48	32.22	34.43	34.20	35.09	2.6%
Males 20-50 years of age	29.84	29.76	31.31	32.05	34.25	34.12	35.01	2.6%
Males 51 and older	28.52	28.42	29.76	30.51	32.47	32.48	33.37	2.7%
Females 12-19 years of age	25.11	24.98	26.32	26.91	28.75	28.47	29.38	3.2%
Females 20-50 years of age	26.21	26.07	27.27	28.02	29.82	29.77	30.52	2.5%
Females 51 and older	25.39	25.24	26.58	27.17	29.02	28.91	29.64	2.5%
Family of 2, 20-50 years of age	61.66	61.45	64.42	66.08	70.48	70.29	72.09	2.6%
Family of 2, 51 years and older	59.30	59.02	62.01	63.42	67.64	67.52	69.31	2.7%
Family of 4, children 1-5 years	88.74	88.37	92.98	95.04	101.42	100.89	103.64	2.7%
Family of 4, children 6-11 years	104.52	104.13	109.58	112.01	119.55	119.12	122.39	2.7%
Electricity, 1000 kWh	111.00	120.65	119.34	113.23	122.05	126.15	113.80	-9.8%
Gasoline, auto, 55 gal	76.95	76.18	78.65	93.78	93.78	87.45	103.68	18.6%
Lumber, 2X4X8'	3.76	3.29	3.50	3.26	3.50	3.31	3.42	3.3%
Propane, 100 lb. refill	39.48	38.68	34.93	41.77	0.00	43.42	48.14	10.9%
Sewer & Water, monthly	41.29	41.29	NA	NA	NA	NA	NA	

Table 6.15

# Soldotna Cost of Food

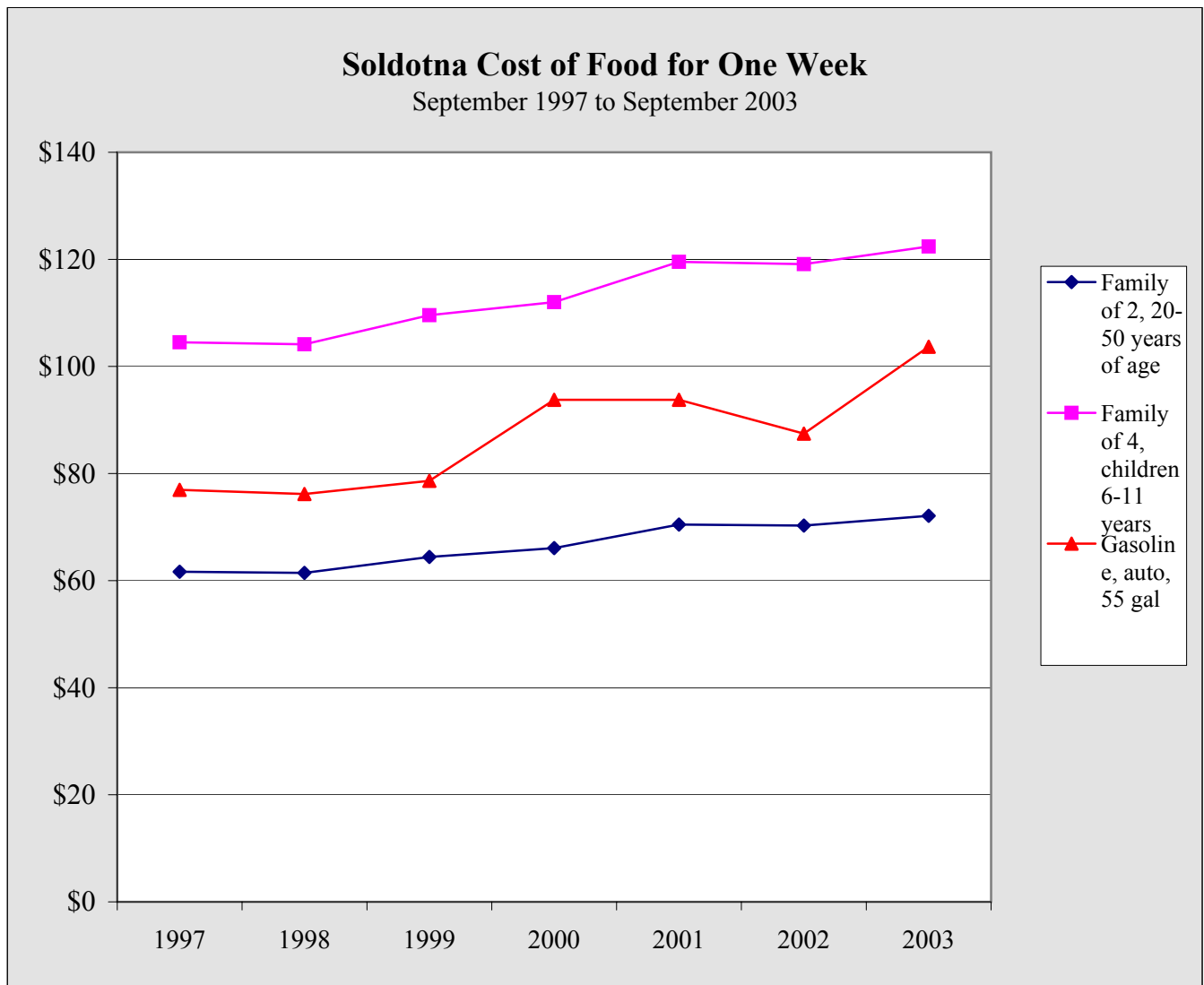


Chart 6.21

# KPB Unincorporated Sales - Third Quarter

KPB Unincorporated 3rd Quarter Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	5,305,452	2,903,281	966,889	1,029,146	953,930	1,430,097	1,310,242	-8.4%
Min	40,623,674	39,019,110	22,169,207	35,218,990	34,663,461	25,287,979	28,473,941	12.6%
Const	29,628,665	29,313,550	31,680,108	30,205,562	49,462,962	40,429,946	44,248,682	9.4%
Manu	48,437,632	36,501,751	48,723,141	23,197,166	53,466,153	44,941,727	53,238,623	18.5%
TCPU	19,171,680	19,898,597	21,633,345	17,753,367	23,158,246	21,613,686	18,086,592	-16.3%
Whole	32,329,530	31,047,736	26,663,588	32,134,480	32,681,153	31,796,244	36,983,028	16.3%
Retail	41,708,899	39,781,313	41,051,496	43,848,117	46,161,054	49,250,861	51,499,134	4.6%
FIRE	5,372,727	4,329,728	5,261,681	3,282,351	4,522,813	3,878,928	4,953,121	27.7%
Service	29,740,342	32,327,626	34,572,553	38,727,606	41,107,696	43,483,517	42,074,181	-3.2%
Total	252,318,601	235,128,992	232,722,008	225,396,785	286,177,468	262,112,985	280,867,544	7.2%
Annual Change		-6.8%	-1.0%	-3.1%	27.0%	-8.4%	7.2%	

Table 7.1

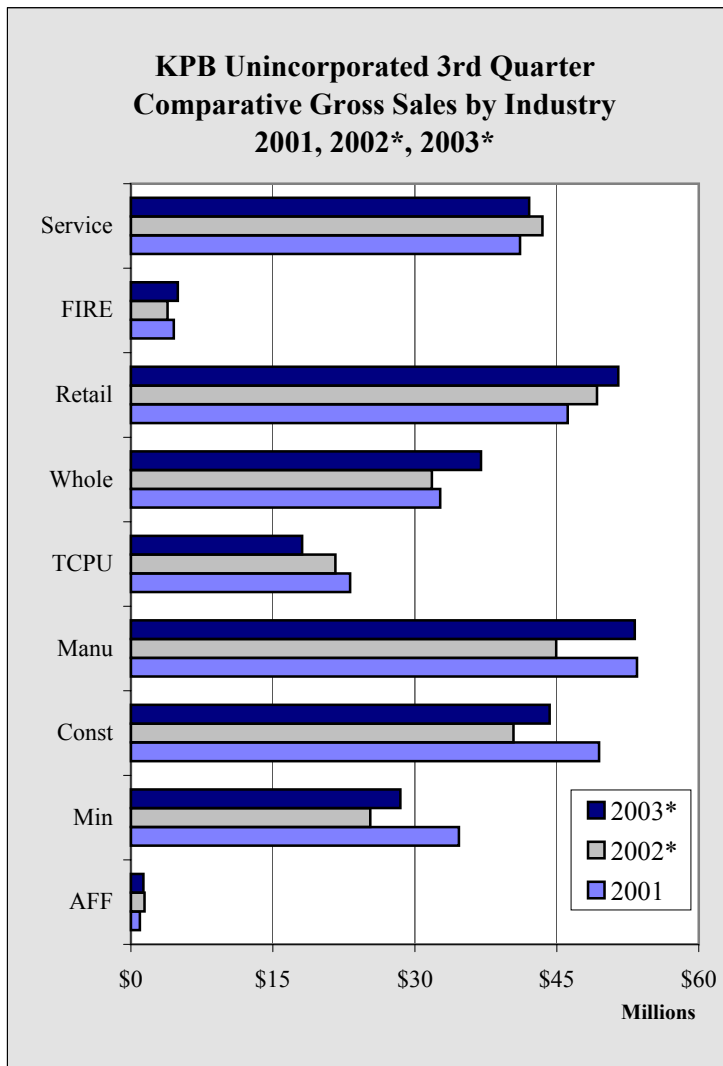


Chart 7.1

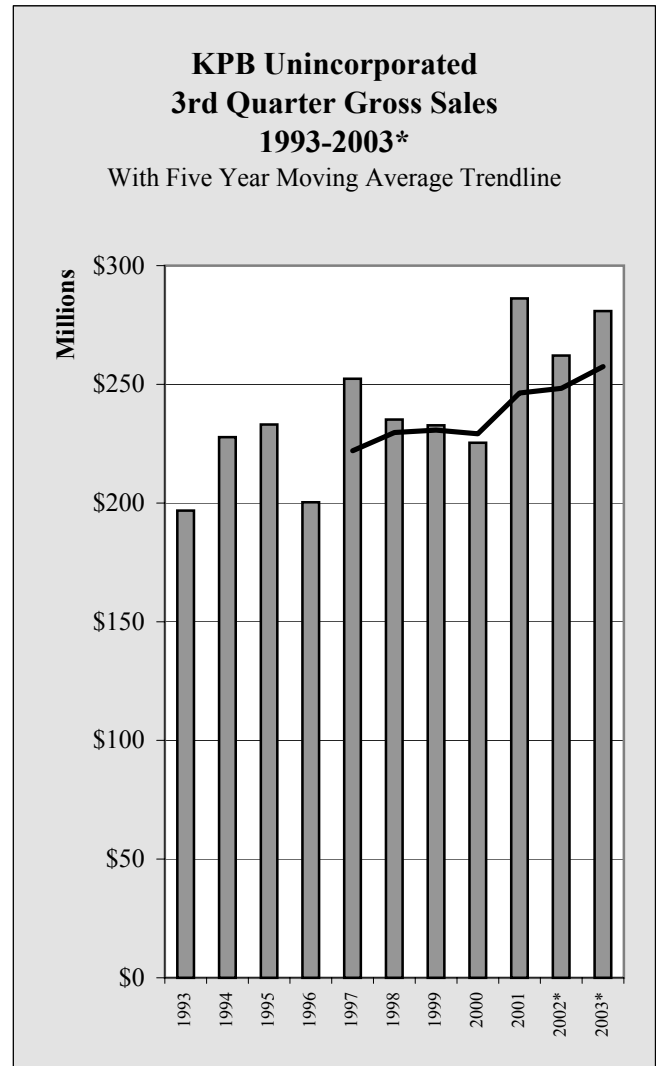


Chart 7.2

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.

# KPB Unincorporated Sales - Third Quarter

KPB Unincorporated 3rd Quarter Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002	2003	Annual Change
AFF	551,839	523,070	545,730	533,949	562,707	570,742	610,304	6.9%
Min	1,460,631	1,156,340	985,754	1,304,855	1,615,441	1,489,849	1,214,782	-18.5%
Const	1,576,811	1,879,401	1,806,059	1,854,628	1,949,695	2,126,258	2,005,453	-5.7%
Manu	1,376,095	1,407,784	1,141,095	1,279,317	1,195,610	1,202,450	939,444	-21.9%
TCPU	8,301,599	8,827,681	9,487,733	9,719,701	10,302,655	9,058,775	8,409,853	-7.2%
Whole	2,439,131	2,185,415	2,470,788	2,953,904	2,956,855	2,984,522	3,179,387	6.5%
Retail	22,965,161	22,569,436	23,771,634	25,670,821	26,545,380	27,122,013	28,109,003	3.6%
FIRE	1,425,331	1,467,588	1,605,786	1,650,139	1,836,152	1,949,813	2,151,712	10.4%
Service	16,096,475	18,017,449	19,498,755	21,428,000	21,693,495	22,160,691	22,400,376	1.1%
Total	56,193,073	58,040,464	61,313,334	66,395,314	68,657,990	68,665,113	69,020,314	0.5%
Annual Change		3.3%	5.6%	8.3%	3.4%	0.0%	0.5%	

Table 7.2

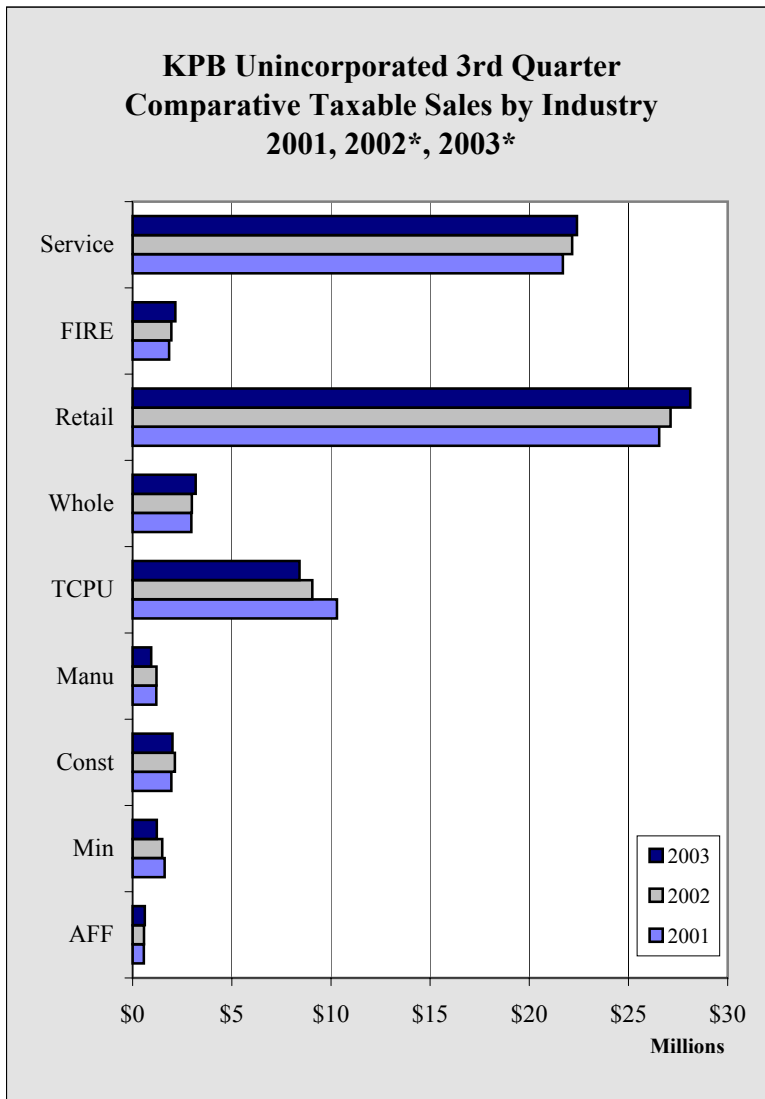


Chart 7.3

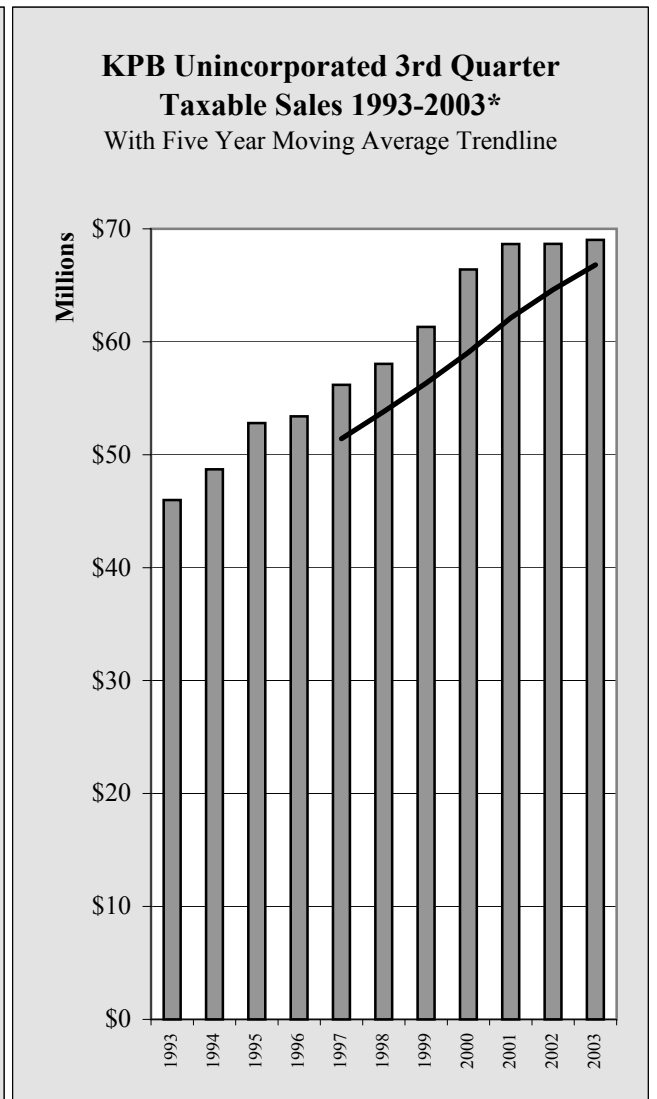


Chart 7.4

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.

# KPB Unincorporated Sales - Year-to-Date 9/30/2003

KPB Unincorporated YTD Gross Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	7,334,488	5,164,602	2,325,314	2,276,761	2,610,633	2,998,355	3,796,964	26.6%
Min	88,656,060	139,610,814	81,817,185	78,708,414	87,515,892	86,690,395	70,054,446	-19.2%
Const	55,862,048	59,321,033	62,784,302	62,846,529	97,841,386	95,738,781	97,811,179	2.2%
Manu	100,986,696	86,023,800	97,867,159	69,556,929	140,850,244	94,767,550	106,951,339	12.9%
TCPU	50,799,852	55,359,615	58,446,196	48,877,636	57,004,863	58,172,435	48,281,056	-17.0%
Whole	73,076,026	78,107,707	67,770,438	77,662,741	78,977,362	82,216,250	87,522,743	6.5%
Retail	99,956,373	99,152,621	98,137,214	106,850,352	114,088,286	117,544,521	132,207,622	12.5%
FIRE	14,297,363	11,942,033	12,492,619	10,018,213	12,385,994	10,765,863	12,260,504	13.9%
Service	58,354,181	65,240,053	69,238,099	79,207,907	82,960,805	87,837,031	83,368,664	-5.1%
Total	549,325,712	599,928,578	550,878,526	536,005,482	674,235,465	636,731,181	642,254,517	0.9%
Annual Change		9.2%	-8.2%	-2.7%	25.8%	-5.6%	0.9%	

Table 7.3

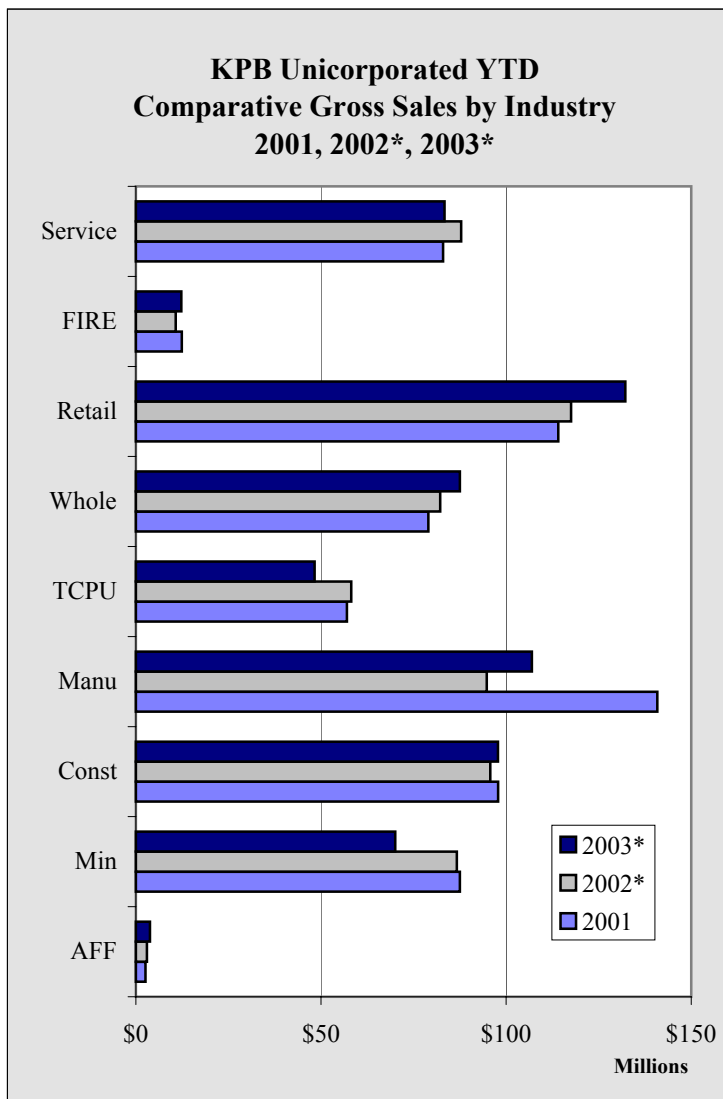


Chart 7.5

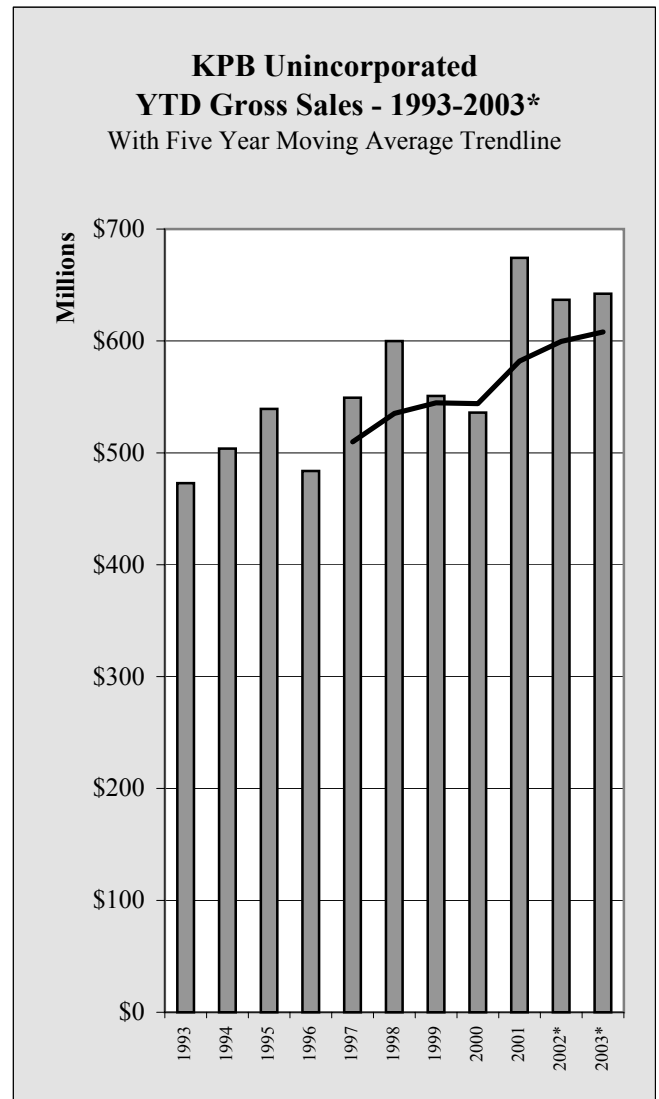


Chart 7.6

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.

# KPB Unincorporated Sales - Year-to-Date 9/30/2003

KPB Unincorporated YTD Taxable Sales by Industry - 1997-2003 - in \$								
	1997	1998	1999	2000	2001	2002*	2003*	Annual Change
AFF	1,477,651	1,402,370	1,420,813	1,518,196	1,660,859	1,747,518	1,828,916	4.7%
Min	3,572,678	4,112,053	2,669,013	3,221,282	4,040,314	4,331,326	3,464,488	-20.0%
Const	3,635,288	4,222,254	4,184,311	4,297,545	4,593,372	4,915,119	5,044,983	2.6%
Manu	2,536,846	2,808,272	2,432,260	2,562,772	2,496,667	2,480,542	2,086,748	-15.9%
TCPU	25,239,844	26,834,312	28,898,863	28,914,995	30,581,148	32,483,774	27,468,326	-15.4%
Whole	6,907,459	6,358,609	6,885,105	8,043,720	8,315,309	8,668,031	8,851,437	2.1%
Retail	56,289,198	56,263,537	57,877,333	62,573,034	65,168,352	65,835,079	68,831,952	4.6%
FIRE	4,057,129	4,197,825	4,385,245	4,373,700	4,854,415	5,058,270	5,410,557	7.0%
Service	31,189,030	34,570,466	37,655,385	41,757,687	42,808,136	42,007,270	42,285,583	0.7%
Total	134,907,748	140,775,998	146,408,328	157,262,931	164,518,572	167,526,929	165,272,990	-1.3%
Annual Change		4.3%	4.0%	7.4%	4.6%	1.8%	-1.3%	

Table 7.4

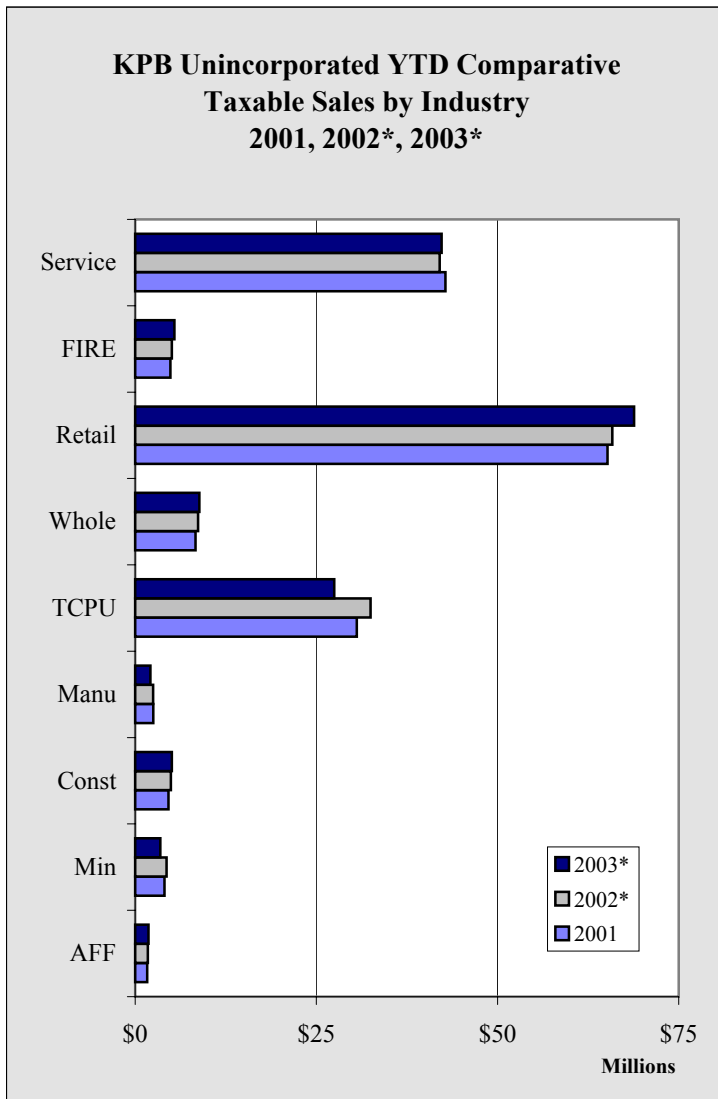


Chart 7.7

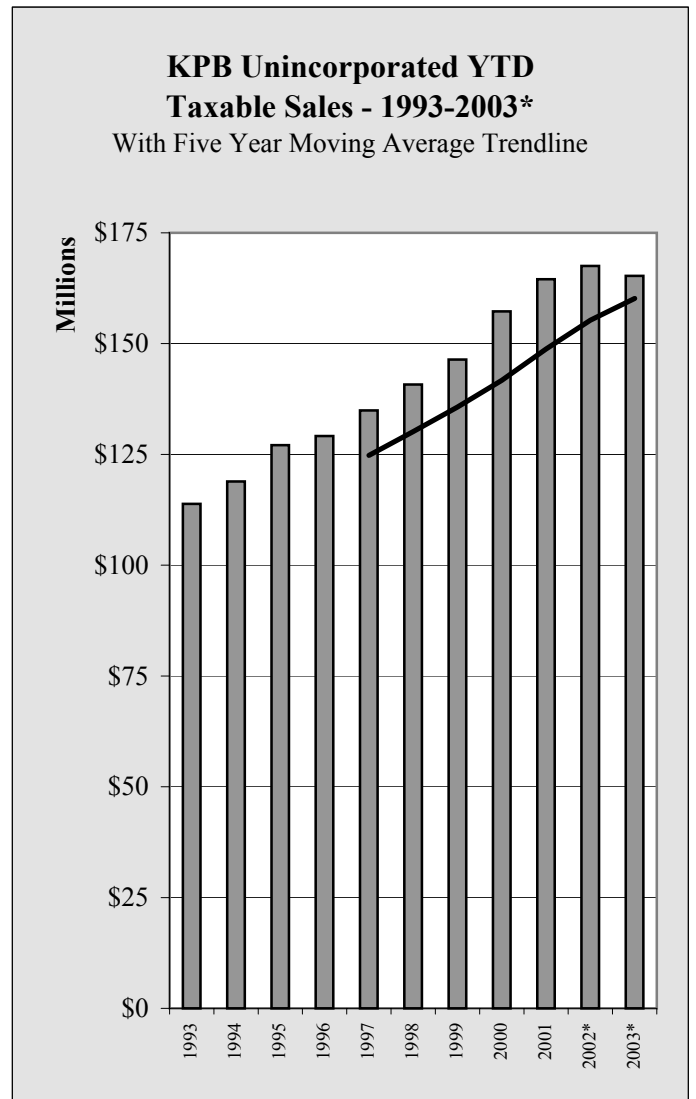


Chart 7.8

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.



# KPB Unincorporated Sales - Annual

KPB Unincorporated Annual Gross Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002*	Annual Change
AFF	9,074,942	8,277,304	6,119,386	2,812,823	2,875,629	3,220,463	4,068,705	26.3%
Min	77,159,055	134,556,028	187,521,559	113,163,554	115,625,431	123,091,789	108,702,247	-11.7%
Const	74,406,954	80,841,162	88,142,507	87,808,495	88,676,528	136,281,271	131,010,732	-3.9%
Manu	116,446,048	121,436,530	112,671,455	132,512,994	85,638,574	250,593,511	164,076,655	-34.5%
TCPU	66,560,390	67,212,590	73,567,609	78,647,818	66,832,330	77,370,378	73,076,586	-5.5%
Whole	79,077,477	98,767,981	101,466,620	91,041,042	101,198,638	104,731,739	108,294,625	3.4%
Retail	119,910,510	128,401,693	128,963,750	128,644,968	137,923,297	151,677,243	152,830,437	0.8%
FIRE	20,123,118	18,535,160	15,909,441	15,194,140	13,101,745	15,616,436	14,377,354	-7.9%
Service	67,517,225	71,312,163	78,651,481	83,322,595	96,270,771	101,637,836	103,835,576	2.2%
Total	630,276,002	729,346,183	793,020,393	733,148,429	708,142,943	964,220,666	860,272,917	-10.8%
Annual Change		15.7%	8.7%	-7.5%	-3.4%	36.2%	-10.8%	

Table 7.5

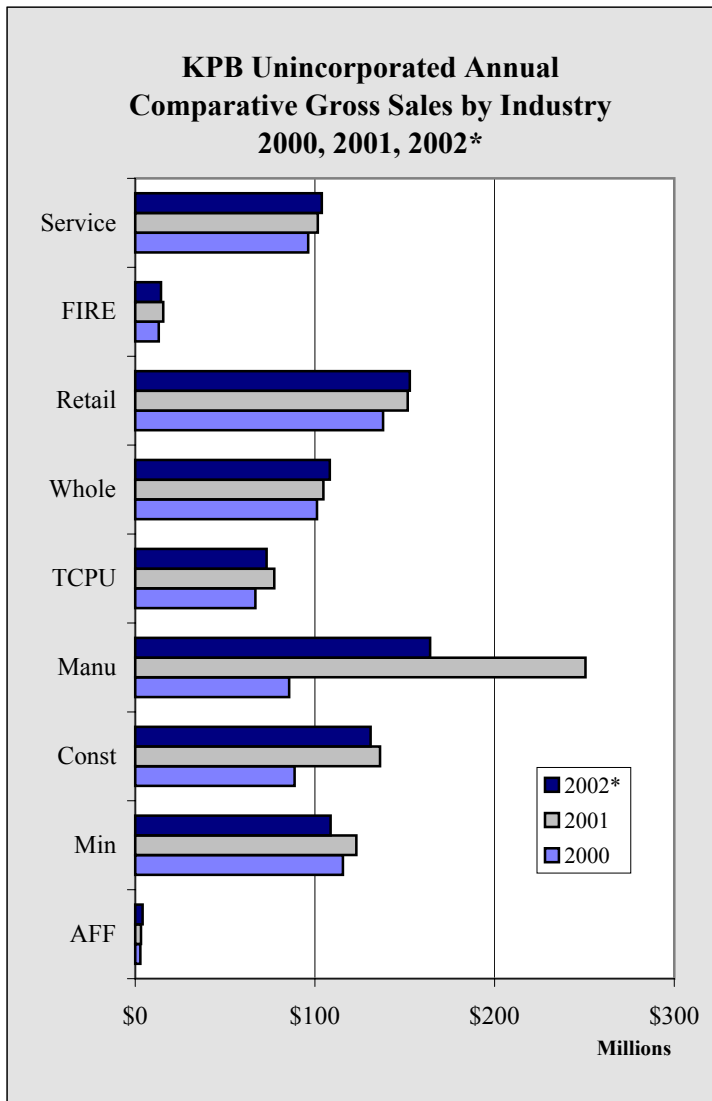


Chart 7.9

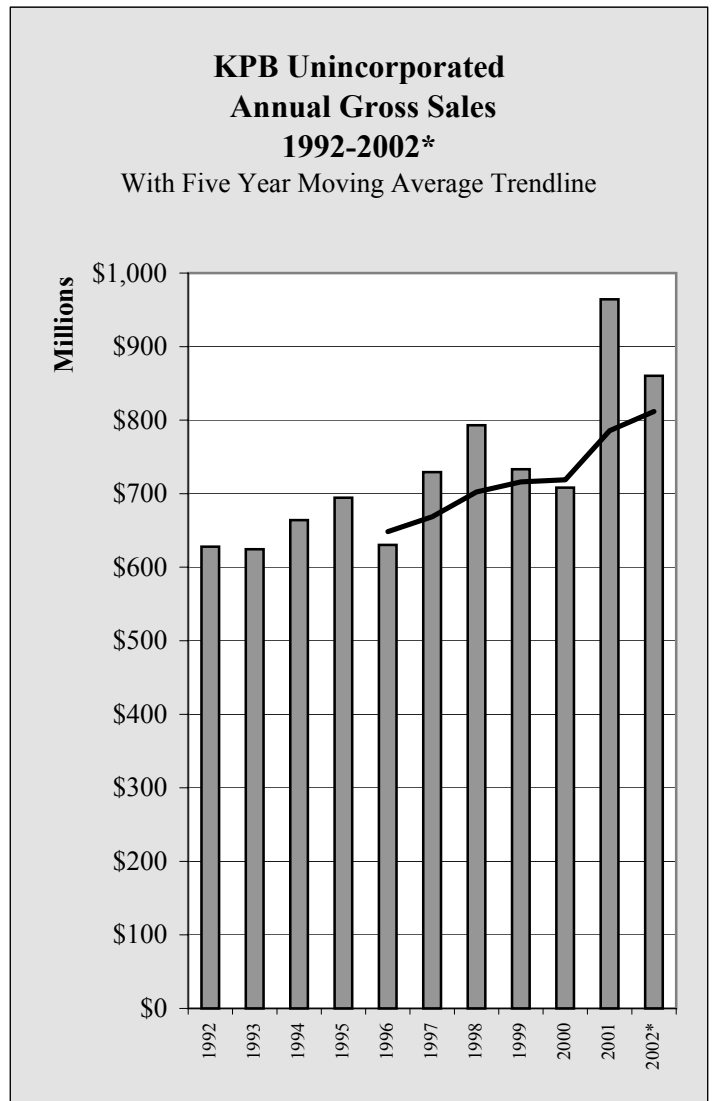


Chart 7.10

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.

# KPB Unincorporated Sales - Annual

KPB Unincorporated Annual Taxable Sales by Industry - 1996-2002 - in \$								
	1996	1997	1998	1999	2000	2001	2002	Annual Change
AFF	1,579,478	1,819,563	1,722,929	1,738,057	1,945,844	2,015,782	2,152,132	6.8%
Min	4,195,181	5,091,640	5,144,815	3,724,685	4,434,095	5,598,954	5,591,271	-0.1%
Const	4,697,259	4,834,985	5,738,513	5,621,785	5,724,961	6,109,148	6,544,134	7.1%
Manu	2,670,726	3,049,182	3,388,424	3,021,658	3,084,591	3,041,030	2,944,959	-3.2%
TCPU	32,739,299	34,090,048	35,992,074	39,160,283	39,087,318	42,129,433	41,545,655	-1.4%
Whole	9,922,280	9,555,670	8,733,322	9,868,388	11,074,885	11,779,766	11,566,557	-1.8%
Retail	69,122,935	71,802,512	72,533,481	75,119,590	79,708,851	84,442,386	84,078,029	-0.4%
FIRE	4,945,025	5,394,863	5,494,477	5,585,421	5,674,011	6,354,737	6,478,391	1.9%
Service	34,566,215	36,789,373	40,794,714	43,554,212	48,445,982	49,740,983	48,528,513	-2.4%
Total	164,438,681	172,433,408	179,549,334	187,394,079	199,180,538	211,212,219	209,429,641	-0.8%
Annual Change		4.9%	4.1%	4.4%	6.3%	6.0%	-0.8%	

Table 7.6

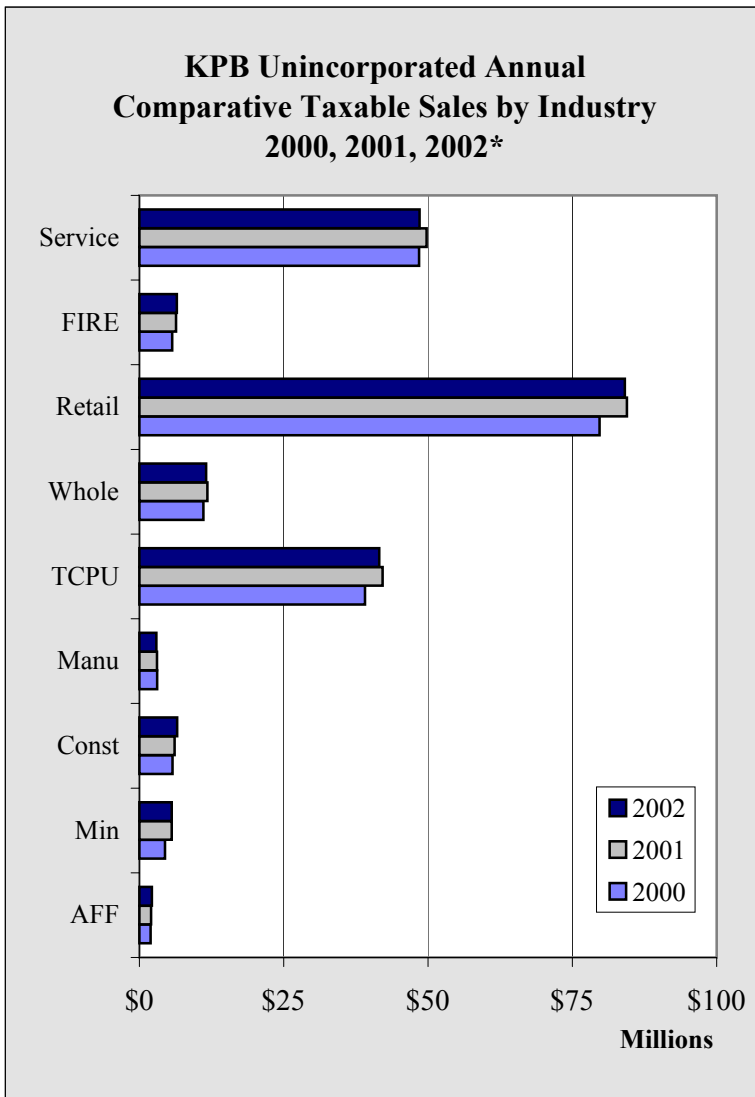


Chart 7.11

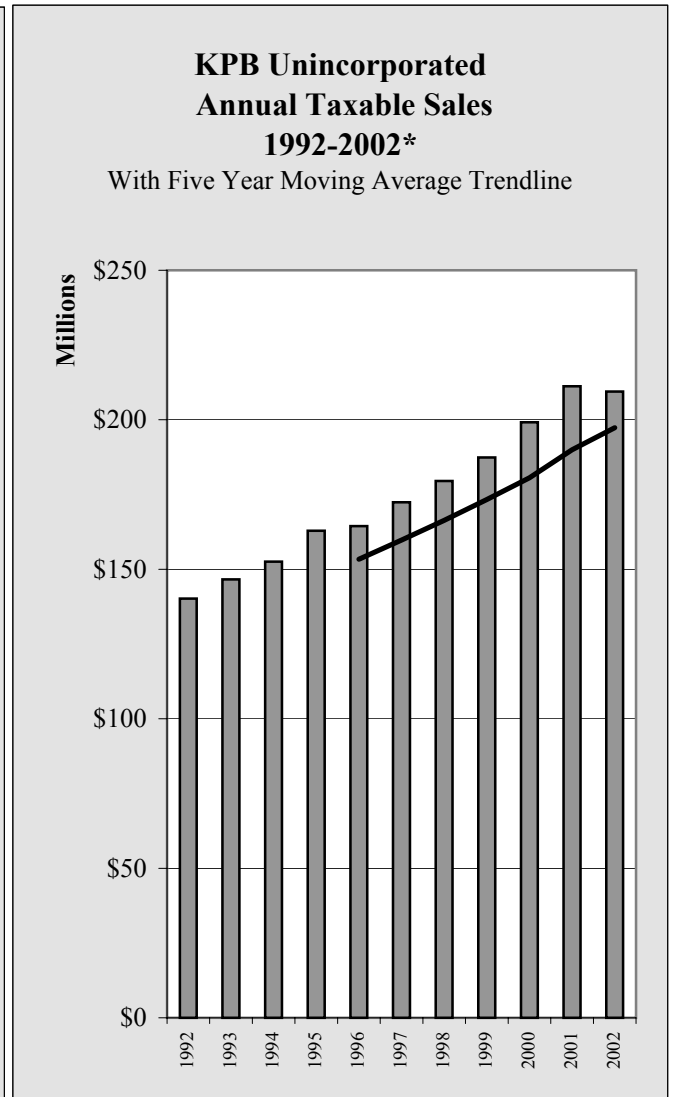


Chart 7.12

\* - 2002 and 2003 data is affected by Homer's annexation, effective 4/1/2002. Gains to Homer are losses to this area.

# KPB Unincorporated Sales by Quarter

<b>KPB Unincorporated Gross Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	352,282	895,333	1,029,146	598,868	2,875,629
Min	18,280,459	25,208,965	35,218,990	36,917,017	115,625,431
Const	12,077,231	20,563,736	30,205,562	25,829,999	88,676,528
Manu	19,962,580	26,397,183	23,197,166	16,081,645	85,638,574
TCPU	15,686,890	15,437,379	17,753,367	17,954,694	66,832,330
Whole	19,583,659	25,944,602	32,134,480	23,535,897	101,198,638
Retail	25,818,336	37,183,899	43,848,117	31,072,945	137,923,297
FIRE	3,037,733	3,698,129	3,282,351	3,083,532	13,101,745
Service	11,847,984	28,632,317	38,727,606	17,062,864	96,270,771
Govt	0	0	0	0	0
Total	126,647,154	183,961,543	225,396,785	172,137,461	708,142,943
<b>2001</b>					
AFF	523,538	1,133,165	953,930	609,830	3,220,463
Min	27,248,851	25,603,580	34,663,461	35,575,897	123,091,789
Const	21,676,957	26,701,467	49,462,962	38,439,885	136,281,271
Manu	41,056,398	46,327,693	53,466,153	109,743,267	250,593,511
TCPU	16,718,980	17,127,637	23,158,246	20,365,515	77,370,378
Whole	20,292,518	26,003,691	32,681,153	25,754,377	104,731,739
Retail	26,929,814	40,997,418	46,161,054	37,588,957	151,677,243
FIRE	3,250,183	4,612,998	4,522,813	3,230,442	15,616,436
Service	12,776,224	29,076,885	41,107,696	18,677,031	101,637,836
Govt	0	0	0	0	0
Total	170,473,463	217,584,534	286,177,468	289,985,201	964,220,666
<b>2002</b>					
AFF	447,651	1,120,607	1,430,097	1,070,350	4,068,705
Min	32,299,252	29,103,164	25,287,979	22,011,852	108,702,247
Const	24,567,743	30,741,092	40,429,946	35,271,951	131,010,732
Manu	14,954,570	34,871,253	44,941,727	69,309,105	164,076,655
TCPU	18,408,128	18,150,621	21,613,686	14,904,151	73,076,586
Whole	21,973,402	28,446,604	31,796,244	26,078,375	108,294,625
Retail	28,420,175	39,873,485	49,250,861	35,285,916	152,830,437
FIRE	3,197,967	3,688,968	3,878,928	3,611,491	14,377,354
Service	14,974,078	29,379,436	43,483,517	15,998,545	103,835,576
Govt	0	0	0	0	0
Total	159,242,966	215,375,230	262,112,985	223,541,736	860,272,917
<b>2003</b>					
AFF	445,085	2,041,637	1,310,242		3,796,964
Min	17,782,716	23,797,789	28,473,941		70,054,446
Const	21,986,423	31,576,074	44,248,682		97,811,179
Manu	31,662,293	22,050,423	53,238,623		106,951,339
TCPU	14,580,523	15,613,941	18,086,592		48,281,056
Whole	20,962,058	29,577,657	36,983,028		87,522,743
Retail	30,443,213	50,265,275	51,499,134		132,207,622
FIRE	2,780,336	4,527,047	4,953,121		12,260,504
Service	13,208,072	28,086,411	42,074,181		83,368,664
Govt	0	0	0		0
Total	153,850,719	207,536,254	280,867,544		642,254,517

Table 7.7

# KPB Unincorporated Sales by Quarter

<b>KPB Unincorporated Taxable Sales by Industry by Quarter - 2000-2003 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2000</b>					
AFF	296,108	688,139	533,949	427,648	1,945,844
Min	869,838	1,046,589	1,304,855	1,212,813	4,434,095
Const	944,992	1,497,925	1,854,628	1,427,416	5,724,961
Manu	347,573	935,882	1,279,317	521,819	3,084,591
TCPU	9,905,033	9,290,261	9,719,701	10,172,323	39,087,318
Whole	2,491,036	2,598,780	2,953,904	3,031,165	11,074,885
Retail	14,292,284	22,609,929	25,670,821	17,135,817	79,708,851
FIRE	1,229,482	1,494,079	1,650,139	1,300,311	5,674,011
Service	5,302,188	15,027,499	21,428,000	6,688,295	48,445,982
Govt	0	0	0	0	0
Total	35,678,534	55,189,083	66,395,314	41,917,607	199,180,538
<b>2001</b>					
AFF	342,834	755,318	562,707	354,923	2,015,782
Min	1,159,787	1,265,086	1,615,441	1,558,640	5,598,954
Const	1,076,632	1,567,045	1,949,695	1,515,776	6,109,148
Manu	408,113	892,944	1,195,610	544,363	3,041,030
TCPU	10,436,039	9,842,454	10,302,655	11,548,285	42,129,433
Whole	2,607,006	2,751,448	2,956,855	3,464,457	11,779,766
Retail	15,020,001	23,602,971	26,545,380	19,274,034	84,442,386
FIRE	1,323,632	1,694,631	1,836,152	1,500,322	6,354,737
Service	5,635,368	15,479,273	21,693,495	6,932,847	49,740,983
Govt	0	0	0	0	0
Total	38,009,412	57,851,170	68,657,990	46,693,647	211,212,219
<b>2002</b>					
AFF	396,517	780,259	570,742	404,614	2,152,132
Min	1,424,074	1,417,403	1,489,849	1,259,945	5,591,271
Const	1,131,933	1,656,928	2,126,258	1,629,015	6,544,134
Manu	396,651	881,441	1,202,450	464,417	2,944,959
TCPU	12,127,979	11,297,020	9,058,775	9,061,881	41,545,655
Whole	2,908,812	2,774,697	2,984,522	2,898,526	11,566,557
Retail	15,981,318	22,731,748	27,122,013	18,242,950	84,078,029
FIRE	1,493,631	1,614,826	1,949,813	1,420,121	6,478,391
Service	5,825,492	14,021,087	22,160,691	6,521,243	48,528,513
Govt	0	0	0	0	0
Total	41,686,407	57,175,409	68,665,113	41,902,712	209,429,641
<b>2003</b>					
AFF	360,151	858,461	610,304		1,828,916
Min	1,158,174	1,091,532	1,214,782		3,464,488
Const	1,144,399	1,895,131	2,005,453		5,044,983
Manu	355,143	792,161	939,444		2,086,748
TCPU	9,899,194	9,159,279	8,409,853		27,468,326
Whole	2,766,439	2,905,611	3,179,387		8,851,437
Retail	15,817,543	24,905,406	28,109,003		68,831,952
FIRE	1,438,157	1,820,688	2,151,712		5,410,557
Service	5,291,433	14,593,774	22,400,376		42,285,583
Govt	0	0	0		0
Total	38,230,633	58,022,043	69,020,314		165,272,990

Table 7.8

## KPB Local Officials Directory

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

The officials listed are those who held office at the time of printing of 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.xyz.net/~seldovia/>

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

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

# KPB Local Officials Directory

## Kenai Peninsula Borough Mayors

### Kenai Peninsula Borough

Mayor Dale Bagley  
144 North Binkley  
Soldotna, AK 99669  
907-262-4441

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### City of Homer

Mayor Jack Cushing  
491 East Pioneer Ave.  
Homer, AK 99603  
907-235-8121

### City of Kachemak

Mayor Philemon Morris  
PO Box 598  
Homer, AK 99603  
907-235-8897

### City of Kenai

Mayor John Williams  
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 Stu Clark  
PO Box 167  
Seward, AK 99664  
907-224-4046

### City of Soldotna

Mayor Dave Carey  
177 North Birch  
Soldotna, AK 99669  
907-262-9107

# KPB Local Officials Directory

## Kenai Peninsula Borough Mayor & Assembly

144 N. Binkley - Soldotna, Alaska 99669

Phone 907-262-4441

Administration Fax: 907-262-1892 - Assembly/Clerk Fax: 907-262-8615

Assembly e-mail: [assemblyclerk@borough.kenai.ak.us](mailto:assemblyclerk@borough.kenai.ak.us)

Office/District	Name/Address	Phone/Fax/e-mail	Term Expires	Previously Elected
Borough Mayor	Dale Bagley 144 N. Binkley Soldotna, AK 99669	262-4441 W 262-3160 H 262-8616 Fax <a href="mailto:dbagley@borough.kenai.ak.us">dbagley@borough.kenai.ak.us</a>	2005	1999, 2002
Assembly 1 - Kalifornsky	Dan Chay 37306 Cetacea Lane Kenai, AK 99611	283-9227 H 283-7588 Fax <a href="mailto:chay@alaska.com">chay@alaska.com</a>	2006	2003
Assembly 2 - Kenai	Betty Glick POB 528 Kenai, AK 99611-8823	283-7644 H <a href="mailto:bjg@alaska.net">bjg@alaska.net</a>	2005	2002
Assembly 3 - Nikiski	Gary Superman - Vice President POB 8425 Nikiski, AK 99635	776-8448 H 776-8098 Fax <a href="mailto:gsuperman@gci.net">gsuperman@gci.net</a>	2004	2001
Assembly 4 - Soldotna	Pete Sprague - President 188 Farnsworth Blvd. Soldotna, AK 99669	262-4073 H 262-4073 Fax <a href="mailto:psprague@alaska.net">psprague@alaska.net</a>	2004	1998, 2001, 2002
Assembly 5 - Sterling/ Funny River	Grace Merkes P.O. Box 8 Sterling, AK 99672	262-9811 H <a href="mailto:merkes@ptialaska.net">merkes@ptialaska.net</a>	2005	1991, 1992, 1993, 1996, 1999, 2002
Assembly 6 - East Peninsula	Ron Long P.O. Box 2464 Seward, AK 99664	224-7068 H 224-5707 Fax <a href="mailto:rlms@ptialaska.net">rlms@ptialaska.net</a>	2003	2000
Assembly 7 - Central	Paul Fischer P.O. Box 889 Kasilof, AK 99610	262-9269 H 262-4902 Fax <a href="mailto:akfischer@alaska.com">akfischer@alaska.com</a>	2004	1998, 2001, 2002
Assembly 8 - Homer	Chris Moss P.O. Box 115 Homer, Alaska 99603	235-8053 H 235-8053 Fax <a href="mailto:cmoss@xyz.net">cmoss@xyz.net</a>	2005	1999, 2002
Assembly 9 - South Peninsula	Milli Martin PO Box 2652. Homer, AK 99603	235-6652 H 235-6652 Fax <a href="mailto:millimom@xyz.net">millimom@xyz.net</a>	2003	2000, 2002
Borough Attorney	Colette Thompson 144 N. Binkley Soldotna, AK 99669	262-4441 262-8686 Fax		
Borough Clerk	Linda S. Murphy 144 N. Binkley Soldotna, AK 99669	262-8617 262-8615 Fax <a href="mailto:assemblyclerk@borough.kenai.ak.us">assemblyclerk@borough.kenai.ak.us</a>		

# KPB Local Officials Directory

## KENAI PENINSULA BOROUGH PLANNING COMMISSION MEMBERS

2003

Member	Contact Information	Term Expires
<b>CHAIRMAN</b> Philip Bryson P.O. Box 1041 Kenai, Alaska 99611-1041	283-4672 work 283-4428 home	Kenai City  Term Expires July 31, 2004
<b>VICE CHAIRMAN</b> Tom Clark P.O. Box 962 Anchor Point, Alaska 99556-0962	235-2887 home	Anchor Point/Ninilchik  Term Expires July 31, 2004
<b>PARLIAMENTARIAN</b> Dick Troeger 372 Lupine Street Soldotna, Alaska 99669	262-5387 home	Soldotna City  Term Expires July 31, 2005
Mark Massion P.O. Box 203 Seldovia, Alaska 99663-0278	234-7575 home	Seldovia City  Term Expires July 31, 2006
Mari Anne Gross 57485 Clover Avenue Homer, Alaska 99603	235-7330 home	Southwest Borough  Term Expires July 31, 2005
Lynn Hohl P.O. Box 333 Seward, Alaska 99664-0333	224-7300 home	Seward City  Term Expires July 31, 2005
William Hutchinson P.O. Box 2585 Soldotna, Alaska 99669-2585	262-5256 home	Ridgeway  Term Expires July 31, 2004
James Isham P.O. Box 51 Soldotna, Alaska 99669-0051	262-9200 home	Sterling  Term Expires July 31, 2006
Brent Johnson 20773 Porcupine Lane Clam Gulch, Alaska 99568-9713	262-4763 home	Kasilof/Clam Gulch  Term Expires July 31, 2006
Blair Martin P.O. Box 1776 Soldotna, Alaska 99669-1776	283-5227 home	Kalifornsky Beach  Term Expires July 31, 2006
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, 2004
Ray Tauriainen P.O. Box 8678 Nikiski, Alaska 99635-8678	776-8885 home	Northwest Borough  Term Expires July 31, 2005
Dr. Rick Foster P.O. Box 3328 Homer, AK 99603-3328	235-9100 - home	Homer City Term Expires July 31, 2004

Email address for the Planning Commission: [planning@borough.kenai.ak.us](mailto:planning@borough.kenai.ak.us)



# KPB Local Officials Directory

## Kenai Peninsula Borough School District

148 North Binkley Street  
Soldotna, AK 99669  
907-262-5846

### Board of Education

Deborah Germano, President	Box 1511 Homer, AK 99603	907-235-2538
Lorraine Crawford Vice President	36615 Chinula Drive Kenai, AK 99611	907-283-9271
Nels Anderson, MD, Clerk	303 Diane Lane Soldotna, AK 99669	907-262-3280
Margaret Gilman, Treasurer	216 Susianna St. Kenai, AK 99611	907-283-0860
Debra Mullins	53630 Redoubt Drive Kenai, AK 99611	907-776-5250
Marty Anderson	PO Box 1388 Sterling, AK 99672	907-260-7500
Sandra Wassalie	PO Box 1576 Seward, AK 99664	907-224-3950
Sunni Hilts	PO Box 144 Seldovia, AK 99663	907-234-7692
Debbie Holle	PO Box 592 Kasilof, AK 99610	907-262-4551
Patrick Tilbury, Student Representative	Ninilchik High School PO Box 39010 Ninilchik, AK 99639	

### Administration

Dr. Donna Peterson, Superintendent of Schools  
Sam Stewart, Assistant Superintendent  
Gary Whiteley, Assistant Superintendent of Instruction  
Melody Douglas, Chief Financial Officer  
Tim Peterson, Director of Human Resources

# KPB Local Officials Directory

## Kenai Peninsula Borough Department Directors

Switchboard	262-4441
Assessing	Shane Horan
Capital Projects	Rob Robson
Clerk	Linda Murphy
Finance	Scott Holt
Legal	Colette Thompson
Maintenance	Dave Tressler
Resource Planning	Max Best
Road Maintenance	Gary Davis
Solid Waste	Cathy Mayer

## Kenai Peninsula Borough Economic Development Agencies

### KPB Community & Economic Development Division - CEDD

Jack Brown – Business Manager  
43335 Kalifornsky Beach Road, Suite 16  
Soldotna, AK 99669  
907-262-6355

### KP Economic Development District - EDD

14790 Kenai Spur Highway, Ste. 106A  
Kenai, AK 99611  
907-283-3335

### Kenai Peninsula Tourism Marketing Council

14790 Kenai Spur Highway, Ste. 103A  
Kenai, AK 99611  
907-283-3850

### KP Resource Conservation and Development, Inc.

Trading Bay Plaza, Suite 150  
PO Box 800, Kenai, AK 99611  
907-283-7493