

## Sales Sales

### Soldotna 1st Quarter Gross Sales by Industry - 1999-2005 - in \$

	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	97,954	158,182	215,220	231,354	287,421	556,985	577,172	3.6%
Min	47,052	71,262	49,472	98,101	110,629	92,181	90,039	-2.3%
Const	2,307,621	3,044,411	4,015,371	3,228,042	3,997,918	2,956,843	4,089,120	38.3%
Manu	481,304	641,545	967,938	900,894	1,129,391	543,783	513,059	-5.7%
TCPU	3,991,637	4,039,609	4,764,455	3,685,725	4,211,327	4,796,956	5,315,503	10.8%
Whole	5,799,487	7,278,779	6,827,062	8,072,050	7,309,289	9,720,151	2,084,468	-78.6%
Retail	30,513,785	31,528,136	34,715,249	36,487,247	36,787,701	39,606,915	40,334,405	1.8%
FIRE	2,100,160	1,976,395	2,166,881	2,258,203	2,461,298	3,032,921	2,707,082	-10.7%
Service	6,078,154	6,456,290	7,074,122	7,363,434	7,926,425	8,597,849	8,646,908	0.6%
Govt	12,826	7,287	6,507	6,700	12,319	6,904	1,897	-72.5%
Total	51,429,980	55,201,896	60,802,277	62,331,750	64,233,718	69,911,488	64,359,653	-7.9%
Annual Change		7.3%	10.1%	2.5%	3.1%	8.8%	-7.9%	

Table 6.1

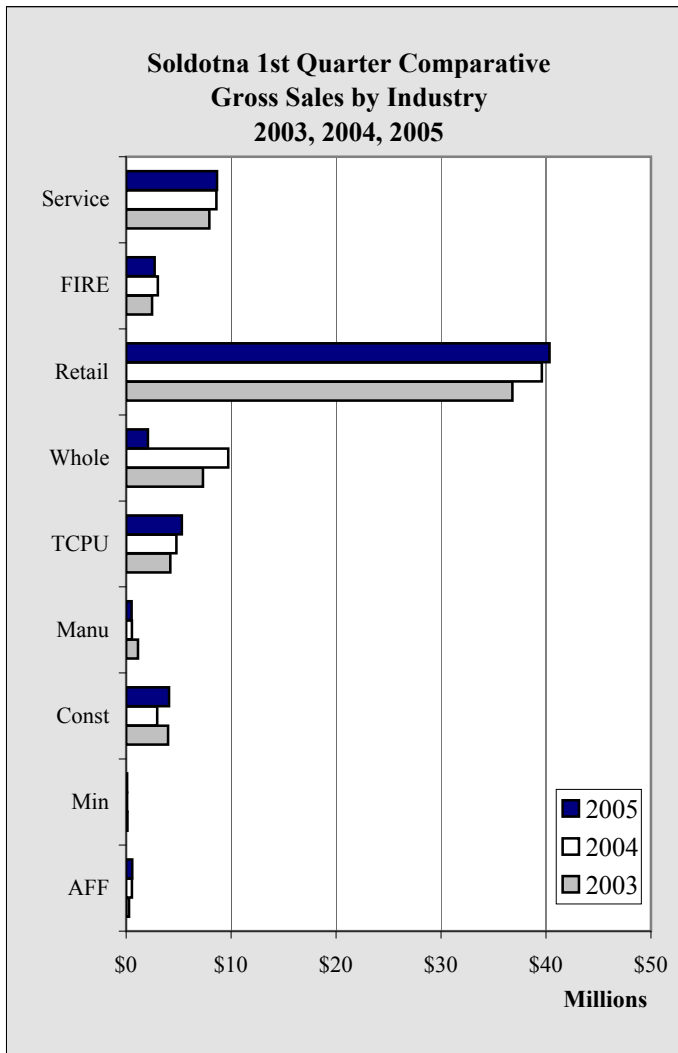


Chart 6.1

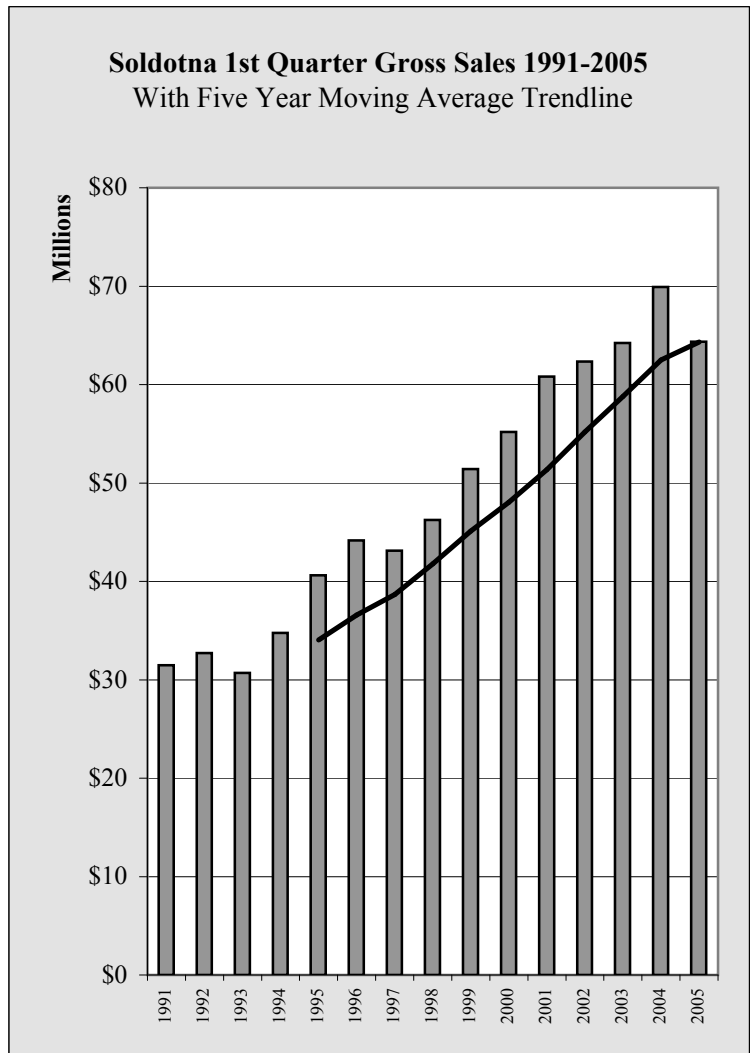


Chart 6.2

# Sales Tax

## Soldotna 1st Quarter Taxable Sales by Industry - 1999-2005 - in \$

	1999	2000	2001	2002	2003	2004	2005	Annual Change
AFF	94,556	148,104	183,856	185,252	167,593	219,231	179,414	-18.2%
Min	0	1,148	7,612	6,447	9,374	6,675	6,145	-7.9%
Const	295,263	316,000	234,518	283,099	301,760	316,960	327,458	3.3%
Manu	199,670	194,558	199,966	181,486	219,705	197,841	199,659	0.9%
TCPU	2,544,919	2,608,749	2,584,193	2,752,273	3,219,035	3,338,198	3,298,150	-1.2%
Whole	59,914	71,213	124,637	135,437	173,053	154,053	117,758	-23.6%
Retail	21,325,306	22,423,668	25,030,145	25,570,526	25,769,374	28,539,627	29,559,836	3.6%
FIRE	858,013	860,411	1,072,034	1,170,633	1,141,419	961,092	951,012	-1.0%
Service	3,049,461	3,033,282	3,048,909	3,444,755	3,449,990	3,642,747	3,430,305	-5.8%
Govt	12,826	7,287	6,507	6,700	12,319	6,904	1,897	-72.5%
Total	28,439,928	29,664,420	32,492,377	33,736,608	34,463,622	37,383,328	38,071,634	1.8%
Annual Change		4.3%	9.5%	3.8%	2.2%	8.5%	1.8%	

Table 6.2

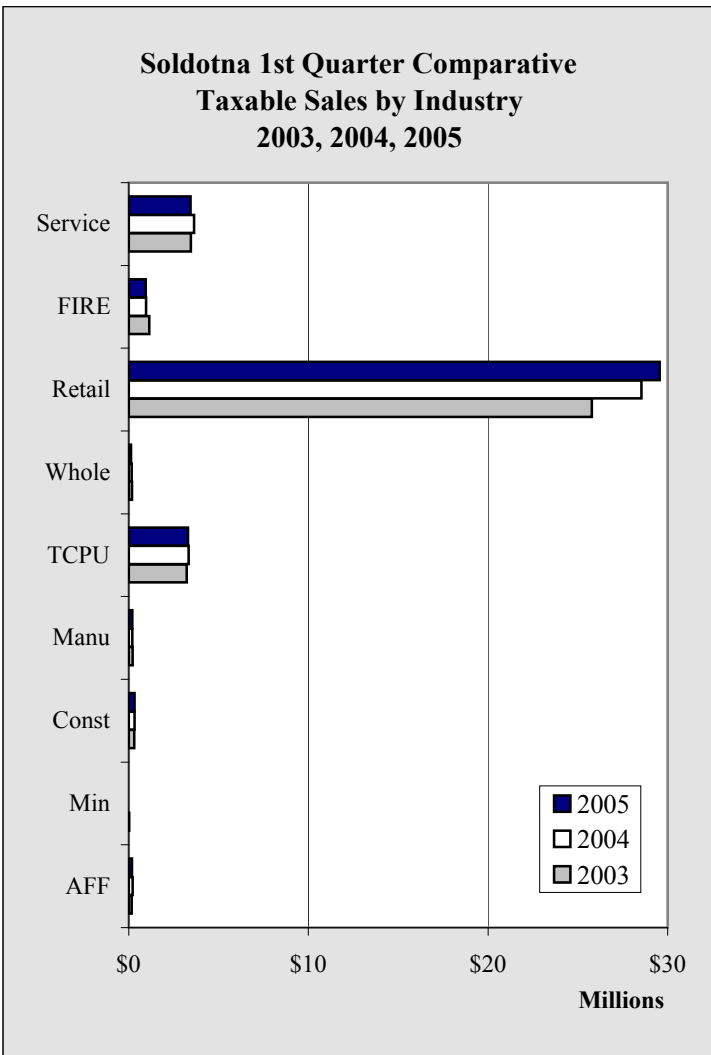


Chart 6.3

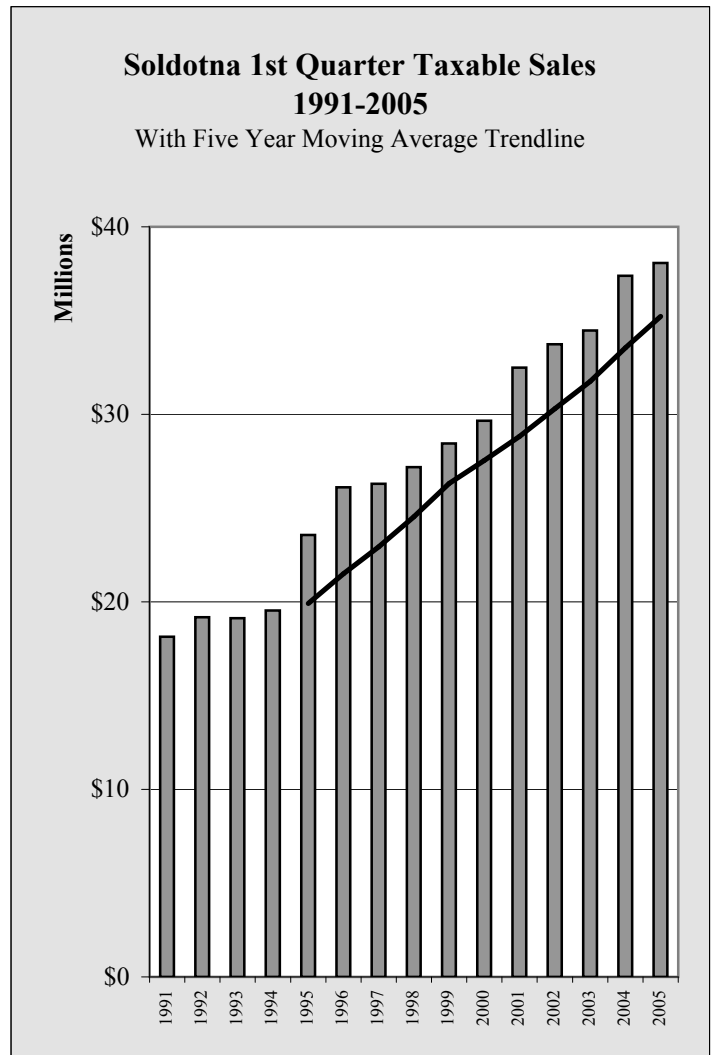


Chart 6.4

## Soldotna Sales

### Soldotna Annual Gross Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	689,389	954,143	1,727,448	1,664,917	1,853,591	2,523,473	3,223,216	27.7%
Min	2,729,541	306,689	305,525	305,091	410,684	450,504	548,472	21.7%
Const	20,205,240	17,075,443	20,761,485	19,395,458	22,467,091	20,813,302	27,758,056	33.4%
Manu	3,192,979	3,210,218	5,446,988	5,938,040	6,301,658	7,729,281	4,338,040	-43.9%
TCPU	14,308,591	17,467,668	15,708,998	17,799,215	15,900,605	16,342,600	20,221,946	23.7%
Whole	14,626,150	32,515,047	32,610,279	31,467,653	40,201,769	34,368,869	28,770,110	-16.3%
Retail	157,774,054	166,898,488	170,201,586	187,606,859	191,944,180	204,741,275	217,650,893	6.3%
FIRE	7,365,455	8,509,983	10,210,170	10,232,574	10,465,959	10,733,557	11,881,330	10.7%
Service	29,884,044	30,622,659	32,265,770	34,689,321	36,330,903	40,028,395	46,691,122	16.6%
Govt	18,221	28,399	17,062	19,103	22,579	41,717	20,979	-49.7%
Total	250,793,664	277,588,737	289,255,311	309,118,231	325,899,019	337,772,973	361,104,164	6.9%
Annual Change		10.7%	4.2%	6.9%	5.4%	3.6%	6.9%	

Table 6.3

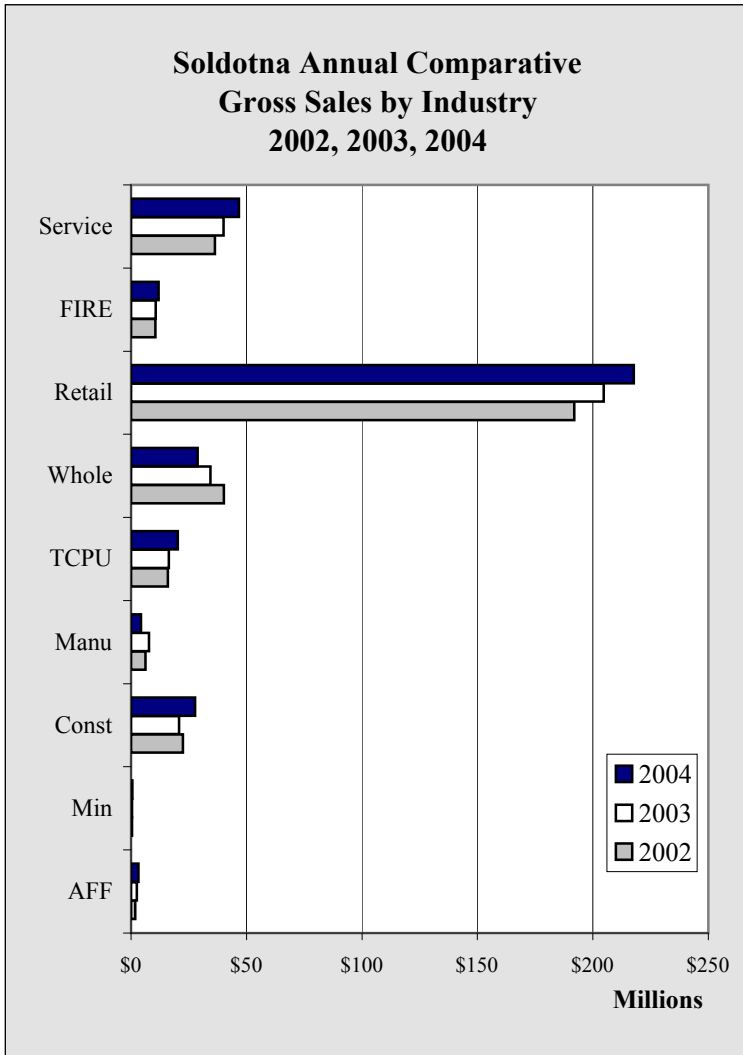


Chart 6.5

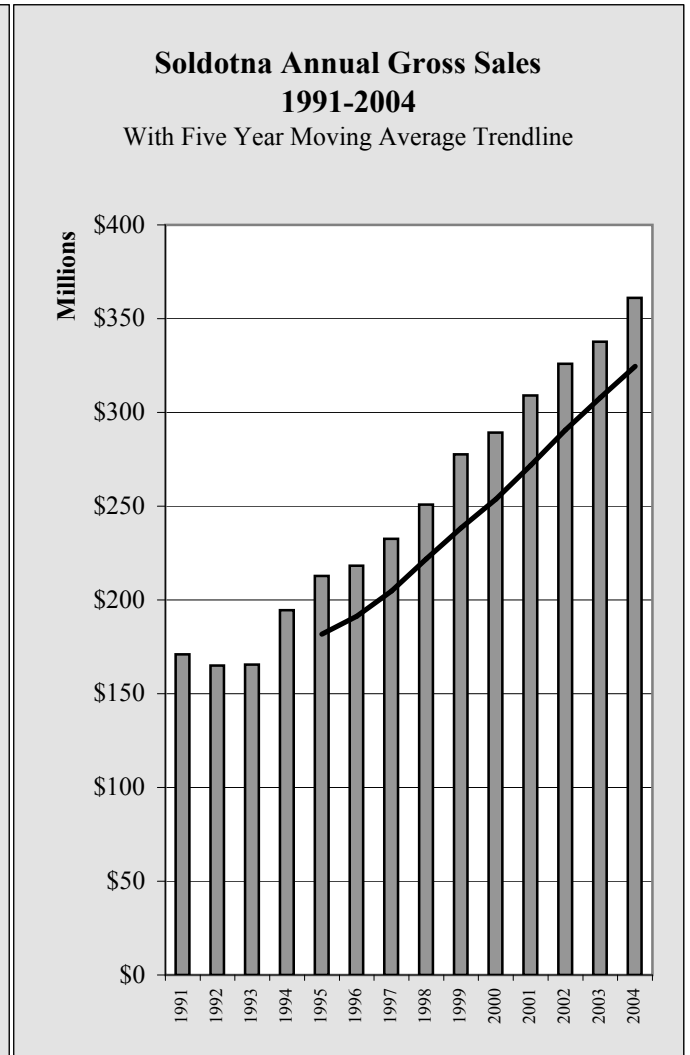


Chart 6.6

## Sales Sales

### Soldotna Annual Taxable Sales by Industry - 1998-2004 - in \$

	1998	1999	2000	2001	2002	2003	2004	Annual Change
AFF	466,912	697,062	921,908	1,117,793	1,043,812	1,176,634	1,123,088	-4.6%
Min	8,010	5,675	11,333	35,080	33,278	33,067	20,326	-38.5%
Const	1,320,297	1,471,239	1,233,755	1,173,265	1,317,838	1,590,497	1,412,936	-11.2%
Manu	1,439,440	1,467,864	1,567,147	1,638,254	1,635,572	1,674,325	1,663,082	-0.7%
TCPU	9,374,360	10,378,566	10,311,502	10,527,433	11,178,060	12,295,182	12,421,267	1.0%
Whole	369,062	322,925	715,161	786,443	763,236	997,320	805,376	-19.2%
Retail	115,732,671	122,401,180	124,618,575	136,194,643	138,178,507	151,168,576	159,827,563	5.7%
FIRE	3,662,452	3,776,435	4,545,775	5,207,613	5,279,203	4,435,121	4,396,348	-0.9%
Service	15,398,236	15,403,419	15,493,910	15,718,811	17,525,783	17,204,443	18,359,304	6.7%
Govt	18,221	28,399	17,062	19,103	22,579	41,717	20,979	-49.7%
Total	147,789,661	155,952,764	159,436,128	172,418,438	176,977,868	190,616,882	200,050,269	4.9%
Annual Change		5.5%	2.2%	8.1%	2.6%	7.7%	4.9%	

Table 6.4

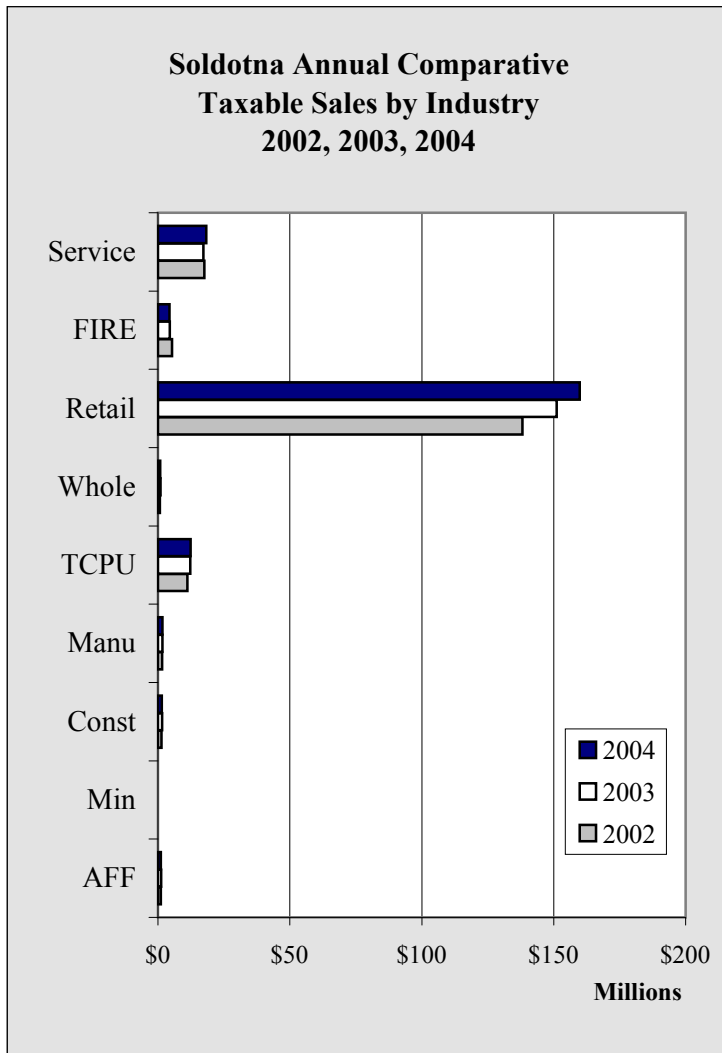


Chart 6.7

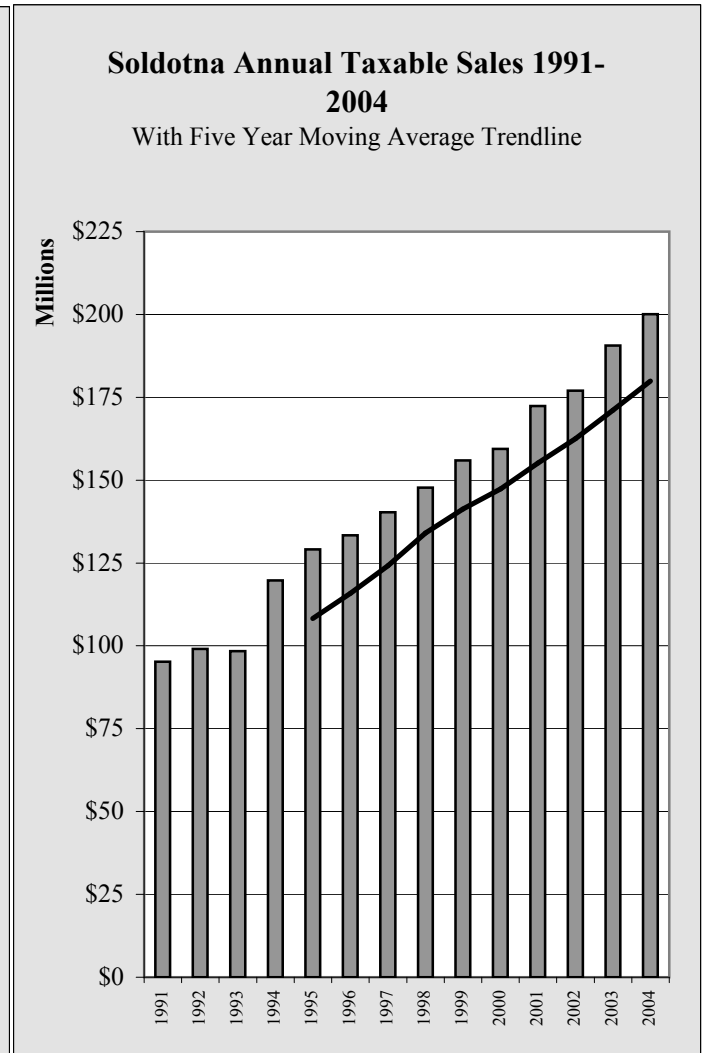


Chart 6.8

# Soldotna Sales

Soldotna Gross Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<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	3,228,042	4,934,965	8,313,280	5,990,804	22,467,091
Manu	900,894	1,727,614	2,352,093	1,321,057	6,301,658
TCPU	3,685,725	3,531,451	4,900,494	3,782,935	15,900,605
Whole	8,072,050	7,353,520	12,524,522	12,251,677	40,201,769
Retail	36,487,247	49,060,629	60,884,442	45,511,862	191,944,180
FIRE	2,258,203	2,983,720	2,591,812	2,632,224	10,465,959
Service	7,363,434	9,561,798	11,299,921	8,105,750	36,330,903
Govt	6,700	7,859	4,290	3,730	22,579
Total	62,331,750	79,761,648	103,624,839	80,180,782	325,899,019
<b>2003</b>					
AFF	287,421	558,058	920,446	757,548	2,523,473
Min	110,629	122,012	99,139	118,724	450,504
Const	3,997,918	3,954,148	6,734,379	6,126,857	20,813,302
Manu	1,129,391	2,288,148	2,843,498	1,468,244	7,729,281
TCPU	4,211,327	3,827,252	3,716,921	4,587,100	16,342,600
Whole	7,309,289	9,554,591	10,562,562	6,942,427	34,368,869
Retail	36,787,701	52,189,612	66,012,371	49,751,591	204,741,275
FIRE	2,461,298	2,547,857	2,821,665	2,902,737	10,733,557
Service	7,926,425	10,128,839	12,481,767	9,491,364	40,028,395
Govt	12,319	8,680	12,192	8,526	41,717
Total	64,233,718	85,179,197	106,204,940	82,155,118	337,772,973
<b>2004</b>					
AFF	556,985	645,572	1,043,046	977,613	3,223,216
Min	92,181	154,892	136,149	165,250	548,472
Const	2,956,843	5,879,390	9,245,159	9,676,664	27,758,056
Manu	543,783	1,132,457	1,857,842	803,958	4,338,040
TCPU	4,796,956	4,716,238	5,692,042	5,016,710	20,221,946
Whole	9,720,151	8,967,548	3,326,912	6,755,499	28,770,110
Retail	39,606,915	54,023,404	70,300,859	53,719,715	217,650,893
FIRE	3,032,921	2,956,541	2,822,065	3,069,803	11,881,330
Service	8,597,849	10,824,252	12,751,842	14,517,179	46,691,122
Govt	6,904	8,521	2,880	2,674	20,979
Total	69,911,488	89,308,815	107,178,796	94,705,065	361,104,164
<b>2005</b>					
					<b>Year to Date</b>
AFF	577,172				577,172
Min	90,039				90,039
Const	4,089,120				4,089,120
Manu	513,059				513,059
TCPU	5,315,503				5,315,503
Whole	2,084,468				2,084,468
Retail	40,334,405				40,334,405
FIRE	2,707,082				2,707,082
Service	8,646,908				8,646,908
Govt	1,897				1,897
Total	64,359,653				64,359,653

Table 6.5

# Soldotna Sales

Soldotna Taxable Sales by Industry by Quarter - 2002-2005- in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<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	283,099	329,803	369,398	335,538	1,317,838
Manu	181,486	429,327	710,329	314,430	1,635,572
TCPU	2,752,273	2,619,156	2,944,886	2,861,745	11,178,060
Whole	135,437	231,064	251,226	145,509	763,236
Retail	25,570,526	33,723,015	45,546,360	33,338,606	138,178,507
FIRE	1,170,633	1,266,667	1,502,411	1,339,492	5,279,203
Service	3,444,755	4,603,064	5,758,366	3,719,598	17,525,783
Govt	6,700	7,859	4,290	3,730	22,579
Total	33,736,608	43,503,934	57,488,623	42,248,703	176,977,868
<b>2003</b>					
AFF	167,593	297,426	457,868	253,747	1,176,634
Min	9,374	7,401	7,885	8,407	33,067
Const	301,760	430,437	465,297	393,003	1,590,497
Manu	219,705	436,364	739,665	278,591	1,674,325
TCPU	3,219,035	2,964,183	2,959,644	3,152,320	12,295,182
Whole	173,053	288,627	339,309	196,331	997,320
Retail	25,769,374	36,976,302	50,742,487	37,680,413	151,168,576
FIRE	1,141,419	1,151,616	1,159,465	982,621	4,435,121
Service	3,449,990	4,457,613	5,692,459	3,604,381	17,204,443
Govt	12,319	8,680	12,192	8,526	41,717
Total	34,463,622	47,018,649	62,576,271	46,558,340	190,616,882
<b>2004</b>					
AFF	219,231	270,912	444,134	188,811	1,123,088
Min	6,675	5,828	3,030	4,793	20,326
Const	316,960	377,000	368,702	350,274	1,412,936
Manu	197,841	375,725	804,097	285,419	1,663,082
TCPU	3,338,198	2,985,335	2,949,371	3,148,363	12,421,267
Whole	154,053	254,535	263,334	133,454	805,376
Retail	28,539,627	38,707,449	53,991,389	38,589,098	159,827,563
FIRE	961,092	1,130,865	1,284,286	1,020,105	4,396,348
Service	3,642,747	4,894,259	6,071,728	3,750,570	18,359,304
Govt	6,904	8,521	2,880	2,674	20,979
Total	37,383,328	49,010,429	66,182,951	47,473,561	200,050,269
<b>2005</b>					
					<b>Year to Date</b>
AFF	179,414				179,414
Min	6,145				6,145
Const	327,458				327,458
Manu	199,659				199,659
TCPU	3,298,150				3,298,150
Whole	117,758				117,758
Retail	29,559,836				29,559,836
FIRE	951,012				951,012
Service	3,430,305				3,430,305
Govt	1,897				1,897
Total	38,071,634				38,071,634

Table 6.6