

Seward Sales

Seward 2nd Quarter GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	211,247	285,558	170,823	153,308	180,817	271,027	288,152	6.3%
Mining	105,031	144,691	105,401	131,150	49,589	78,789	67,545	-14.3%
Costruction	3,643,178	2,944,466	8,043,831	2,363,700	10,116,956	4,487,357	16,823,172	274.9%
Manufacturing	1,498,102	1,998,984	3,697,117	3,261,062	3,785,614	1,922,115	2,257,300	17.4%
Trans, Comm, Pub Util	3,076,349	4,147,565	3,524,903	3,404,989	3,313,681	3,233,313	3,167,744	-2.0%
Wholesale	1,086,340	901,036	671,328	671,893	682,756	910,240	899,290	-1.2%
Retail	13,298,656	14,348,724	15,137,856	15,310,055	14,977,089	17,943,071	19,624,964	9.4%
Finance, Ins, RE	2,453,806	2,295,798	1,147,228	2,345,636	2,106,421	1,663,066	1,567,281	-5.8%
Services	10,668,616	10,947,215	11,953,791	12,743,583	11,771,230	12,251,822	12,422,129	1.4%
Total	36,041,325	38,014,037	44,452,278	40,385,376	46,984,153	42,760,800	57,117,577	33.6%
Annual Change		5.5%	16.9%	-9.1%	16.3%	-9.0%	33.6%	

Table 5.1

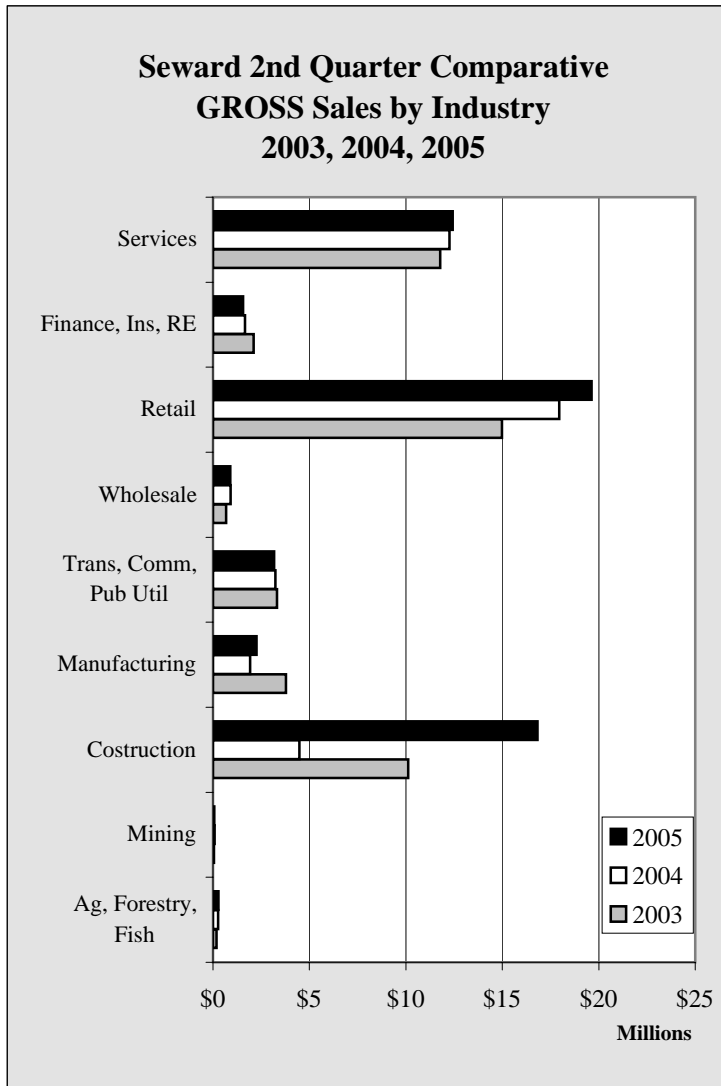


Chart 5.1

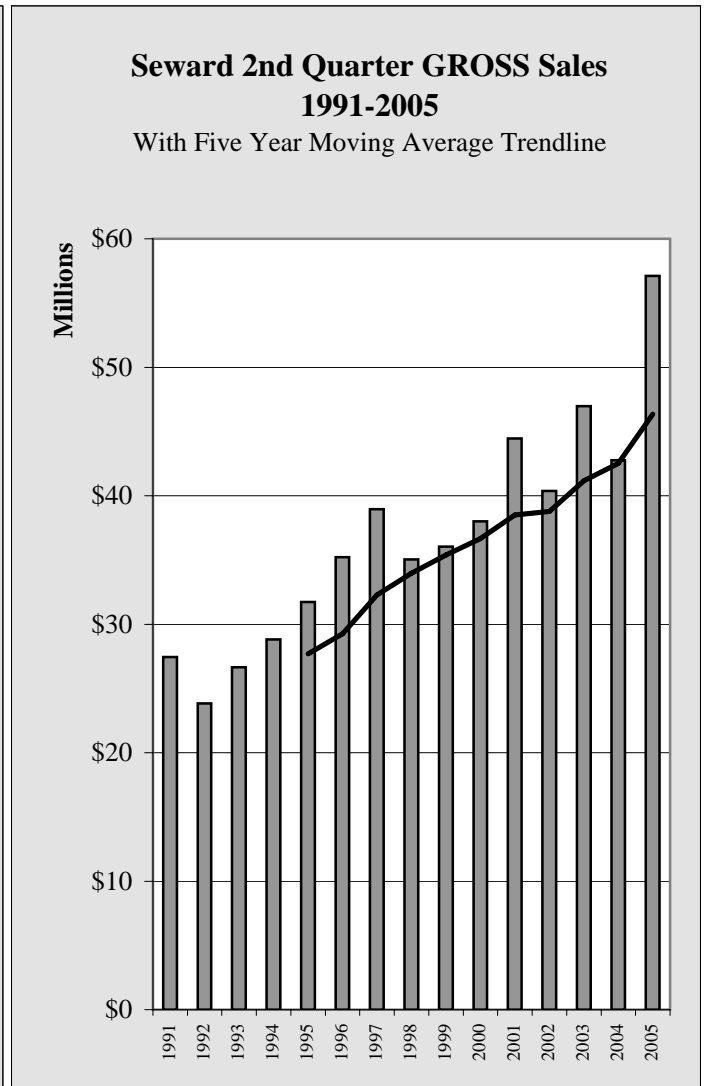


Chart 5.2

Seward Sales

Seward 2nd Quarter TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	65,022	79,544	69,770	57,747	70,505	77,870	87,792	12.7%
Mining	0	500	0	0	1,754	0	0	NA
Costruction	169,218	193,381	160,218	140,758	190,057	198,782	210,848	6.1%
Manufacturing	163,167	177,059	312,269	299,221	157,138	162,634	133,934	-17.6%
Trans, Comm, Pub Util	959,392	1,115,553	795,756	780,744	806,530	758,614	702,890	-7.3%
Wholesale	47,534	49,015	41,804	38,741	40,058	34,969	34,511	-1.3%
Retail	9,619,860	10,592,090	10,866,501	11,179,774	11,465,828	11,956,679	13,567,363	13.5%
Finance, Ins, RE	457,658	411,656	433,701	488,696	415,752	394,778	455,359	15.3%
Services	8,425,335	8,542,100	8,873,245	9,190,793	8,924,459	9,412,719	9,847,255	4.6%
Total	19,907,186	21,160,898	21,553,264	22,176,474	22,072,081	22,997,045	25,039,952	8.9%
Annual Change		6.3%	1.9%	2.9%	-0.5%	4.2%	8.9%	

Table 5.2

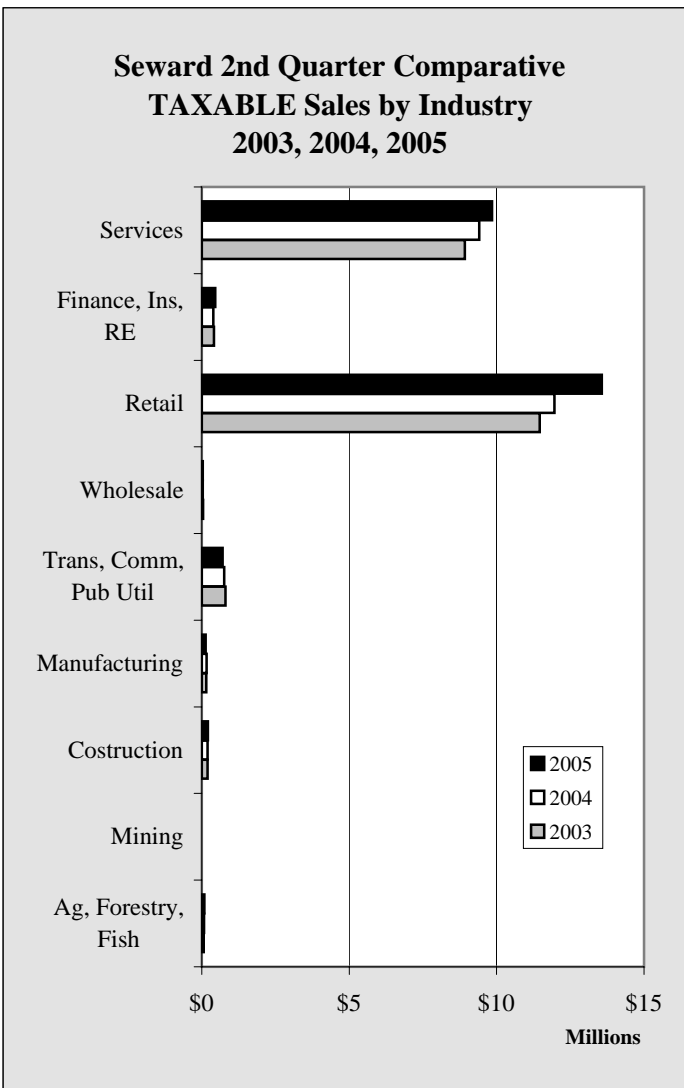


Chart 5.3

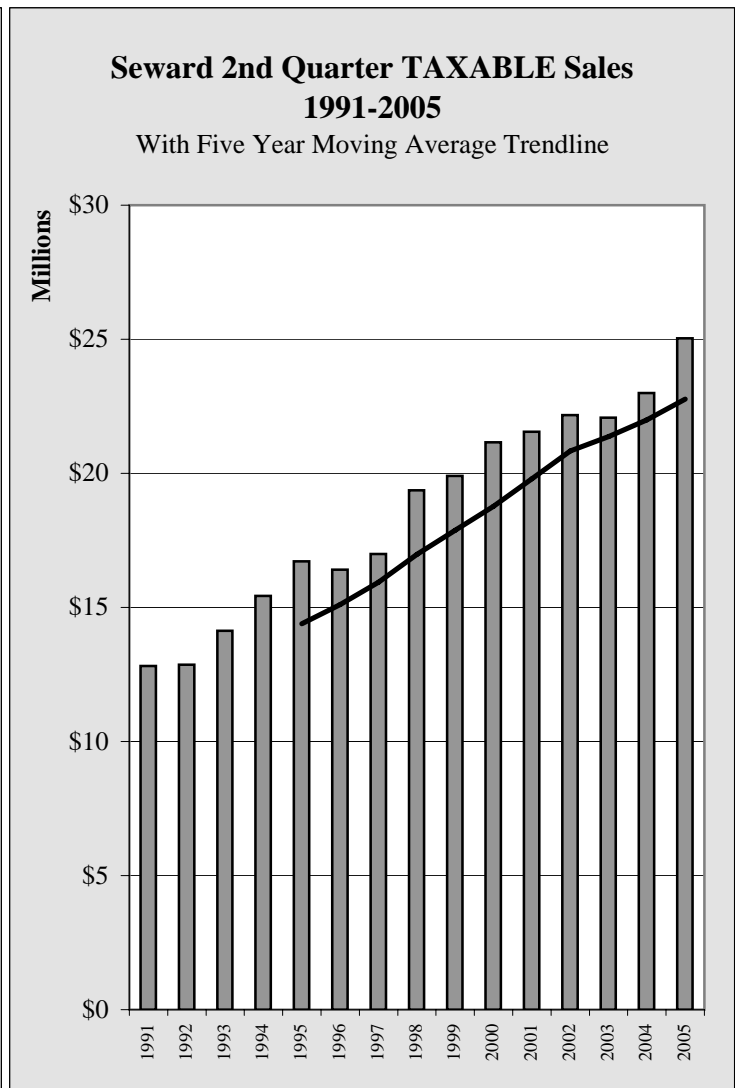


Chart 5.4

Seward Sales

Seward YTD 6/30 GROSS Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	254,017	315,170	198,348	174,118	216,267	325,576	318,941	-2.0%
Mining	172,680	246,904	169,292	180,102	117,510	103,785	100,192	-3.5%
Costruction	7,502,818	5,087,271	11,908,839	5,404,064	13,518,410	7,794,119	24,928,649	219.8%
Manufacturing	2,309,328	2,902,160	6,012,064	5,235,668	5,253,891	2,814,701	3,211,905	14.1%
Trans, Comm, Pub Util	5,264,445	6,073,951	5,846,878	5,658,092	5,398,582	5,825,755	5,913,400	1.5%
Wholesale	2,137,836	1,279,072	1,032,783	1,058,790	1,067,835	1,454,888	1,420,033	-2.4%
Retail	20,749,276	22,501,067	22,110,814	23,242,276	22,775,722	26,568,352	28,725,311	8.1%
Finance, Ins, RE	4,358,455	4,262,253	2,236,658	4,136,261	3,500,580	3,070,109	2,670,280	-13.0%
Services	16,649,357	14,433,986	15,467,874	18,250,018	16,070,540	15,978,804	16,288,151	1.9%
Total	59,398,212	57,101,834	64,983,550	63,339,389	67,919,337	63,936,089	83,576,862	30.7%
Annual Change		-3.9%	13.8%	-2.5%	7.2%	-5.9%	30.7%	

Table 5.3

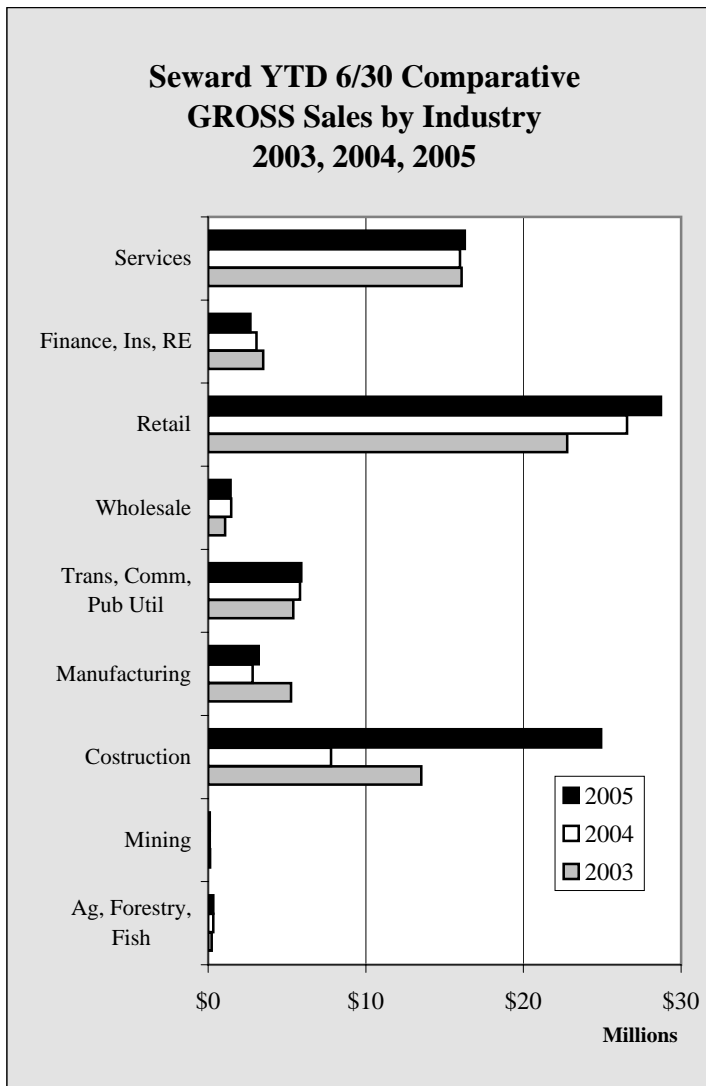


Chart 5.5

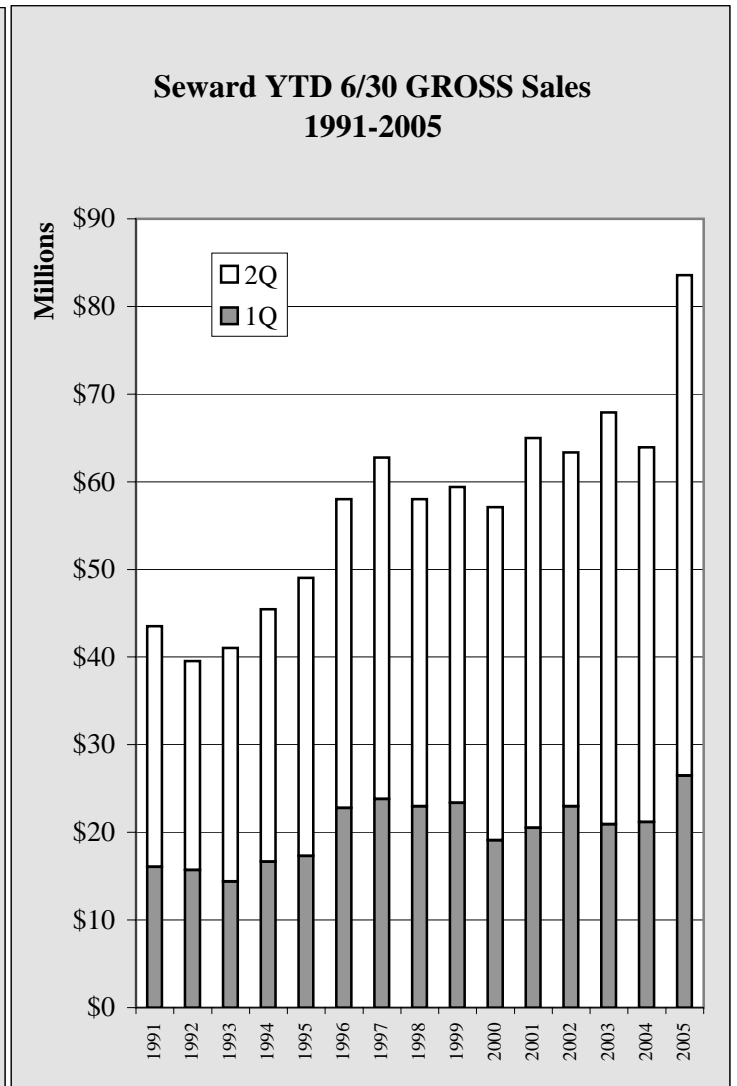


Chart 5.6

Seward Sales

Seward YTD 6/30 TAXABLE Sales by Industry - 1999-2005 - in \$								
	1999	2000	2001	2002	2003	2004	2005	Annual Change
Ag, Forestry, Fish	71,444	91,048	73,760	64,476	82,178	89,793	96,281	7.2%
Mining	1,444	500	0	0	1,754	0	0	NA
Costruction	334,394	347,827	290,284	269,565	316,931	366,212	371,011	1.3%
Manufacturing	315,302	319,765	437,079	415,022	301,991	294,260	221,112	-24.9%
Trans, Comm, Pub Util	1,658,948	1,854,074	1,448,530	1,341,601	1,394,995	1,340,392	1,290,938	-3.7%
Wholesale	69,200	74,543	71,113	50,767	55,355	58,442	49,045	-16.1%
Retail	14,929,459	15,961,656	16,192,627	16,567,714	17,066,590	17,791,488	19,948,004	12.1%
Finance, Ins, RE	825,936	748,972	797,533	843,326	745,821	690,476	740,298	7.2%
Services	10,919,737	11,136,873	11,315,831	11,675,047	11,390,970	11,860,746	12,414,663	4.7%
Total	29,125,864	30,535,258	30,626,757	31,227,518	31,356,585	32,491,809	35,131,352	8.1%
Annual Change		4.8%	0.3%	2.0%	0.4%	3.6%	8.1%	

Table 5.4

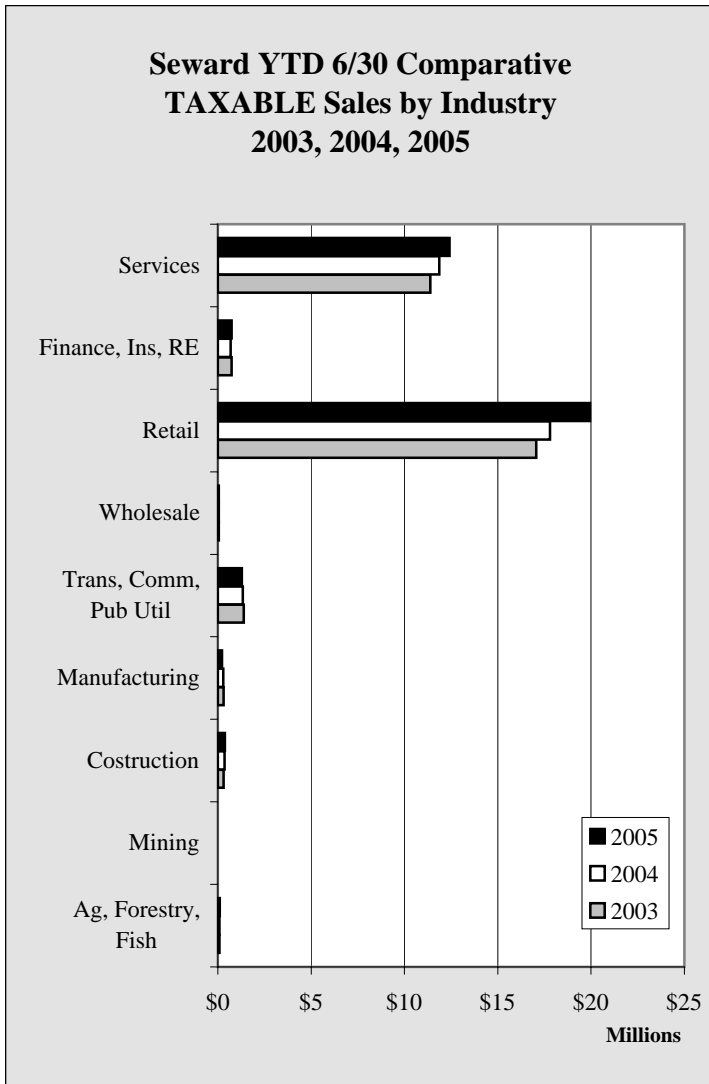


Chart 5.7

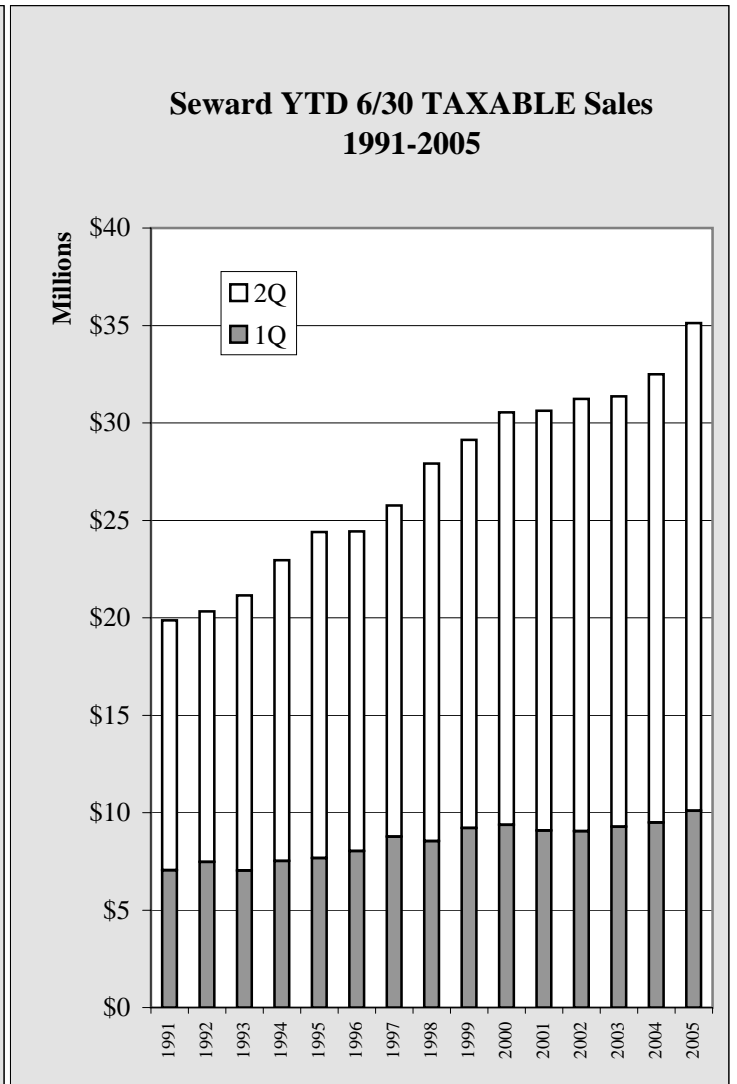


Chart 5.8

Seward Sales

Seward Annual GROSS Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forestry, Fish	472,717	414,123	689,481	437,640	298,046	489,097	651,718	33.2%
Mining	229,681	332,546	405,115	330,859	377,441	189,755	228,403	20.4%
Costruction	19,183,104	12,588,992	16,255,816	21,082,426	11,084,304	28,881,212	31,492,128	9.0%
Manufacturing	4,266,551	4,895,971	9,541,307	12,023,577	11,540,635	10,446,881	7,214,583	-30.9%
Trans, Comm, Pub Util	13,656,791	12,011,182	14,705,875	12,840,952	13,026,323	12,969,855	11,702,893	-9.8%
Wholesale	7,270,151	3,064,525	2,339,175	2,231,731	2,208,659	2,600,579	3,953,585	52.0%
Retail	44,656,247	48,356,132	51,460,505	50,408,318	52,600,754	53,594,945	60,066,143	12.1%
Finance, Ins, RE	8,498,546	9,458,188	8,394,110	6,333,381	7,595,826	7,557,129	7,207,271	-4.6%
Services	34,272,460	39,033,862	38,360,895	42,671,669	43,635,138	40,232,069	43,696,493	8.6%
Total	132,506,248	130,155,521	142,152,279	148,360,553	142,367,126	156,961,522	166,213,217	5.9%
Annual Change		-1.8%	9.2%	4.4%	-4.0%	10.3%	5.9%	

Table 5.5

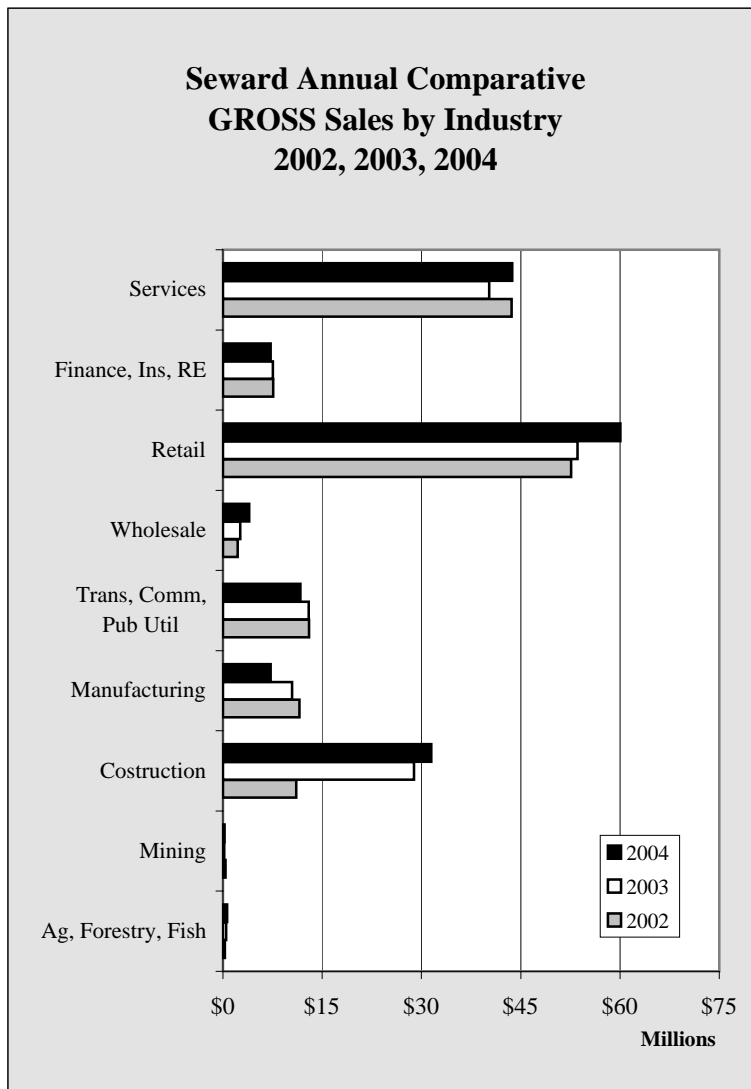


Chart 5.9

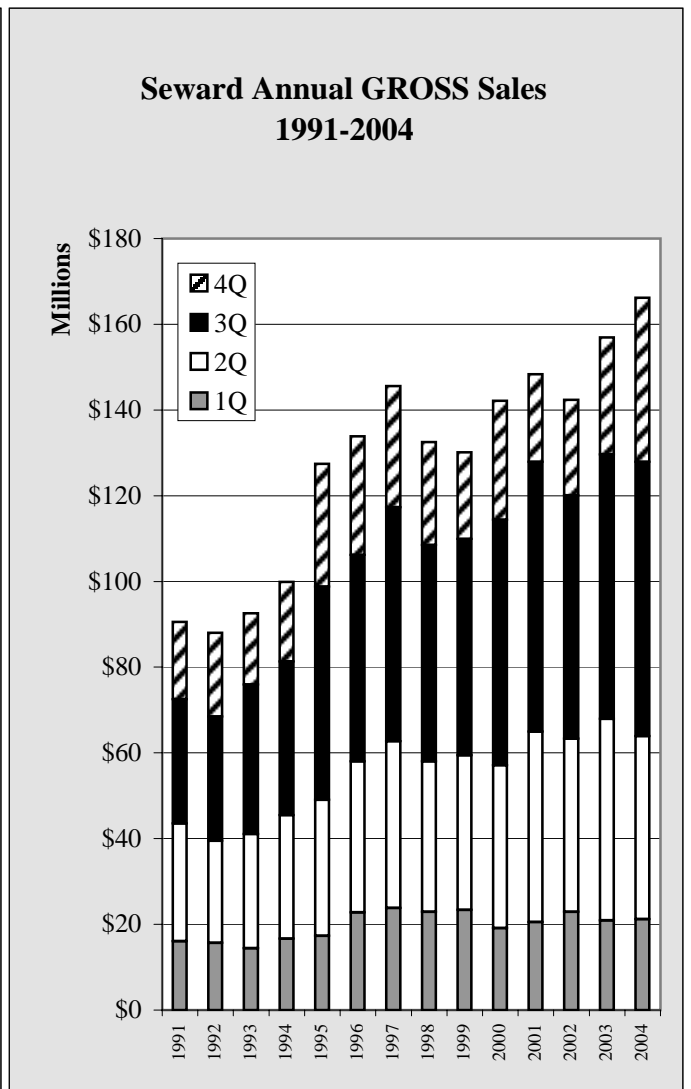


Chart 5.10

Seward Sales

Seward Annual TAXABLE Sales by Industry - 1998-2004 - in \$								
	1998	1999	2000	2001	2002	2003	2004	Annual Change
Ag, Forestry, Fish	190,979	126,681	240,141	170,624	114,521	217,323	227,337	4.6%
Mining	221	1,444	500	0	0	3,455	0	NA
Costruction	709,318	718,945	671,326	567,626	565,290	683,590	739,180	8.1%
Manufacturing	505,430	585,005	639,366	962,382	988,659	629,648	605,028	-3.9%
Trans, Comm, Pub Util	3,826,559	3,801,591	3,991,338	2,936,725	2,916,215	2,921,669	2,853,456	-2.3%
Wholesale	382,361	128,287	141,551	135,396	107,027	119,020	107,918	-9.3%
Retail	33,478,522	35,539,902	37,600,377	38,191,615	39,040,960	40,272,089	42,433,354	5.4%
Finance, Ins, RE	1,604,043	1,662,085	1,583,364	1,665,703	1,780,596	1,593,083	1,583,071	-0.6%
Services	26,580,831	28,908,259	29,115,463	29,595,520	30,085,428	29,908,392	31,395,862	5.0%
Total	67,278,264	71,472,199	73,983,426	74,225,591	75,598,696	76,348,269	79,945,206	4.7%
Annual Change		6.2%	3.5%	0.3%	1.8%	1.0%	4.7%	

Table 5.6

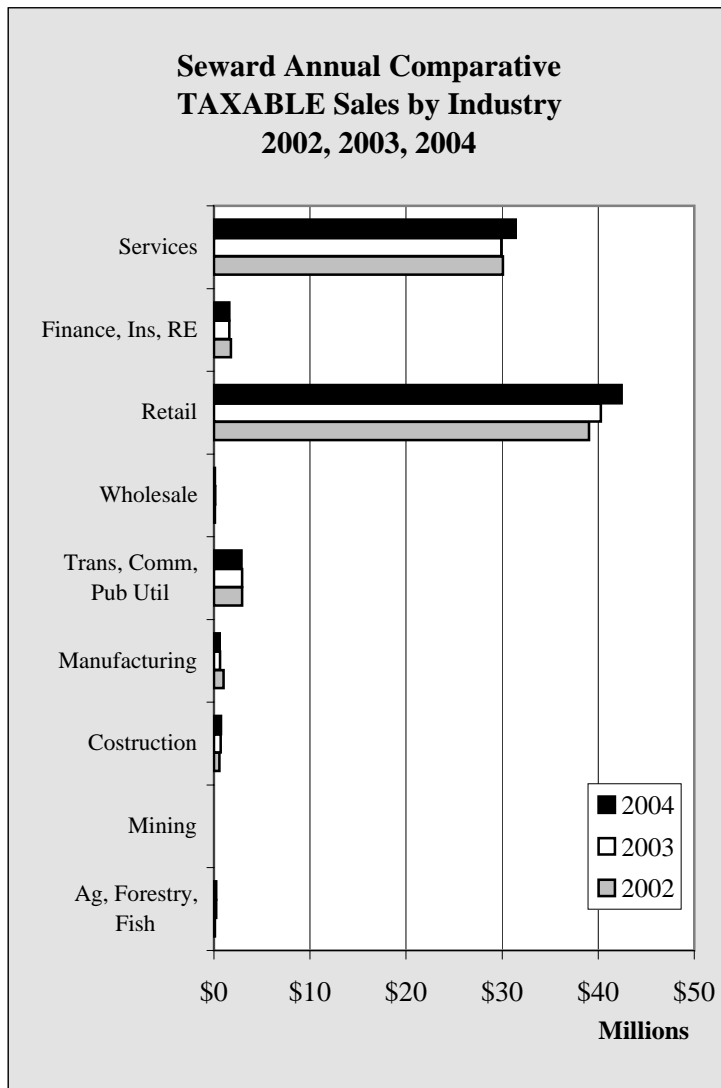


Chart 5.11

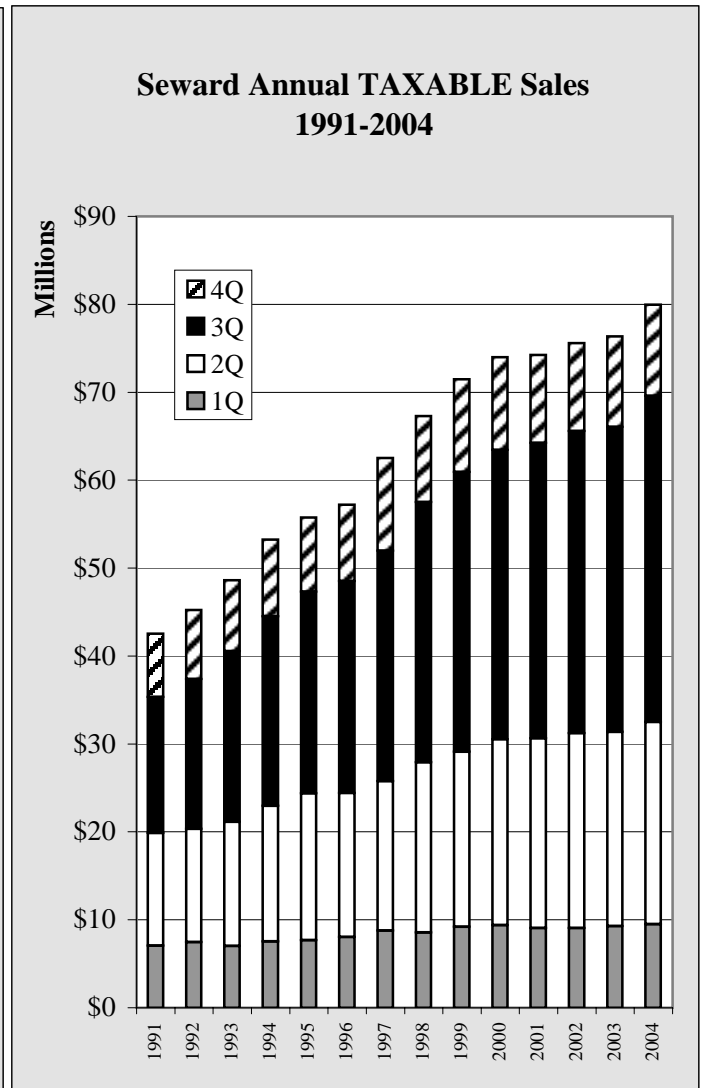


Chart 5.12

Seward Sales

Seward GROSS Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2002					
Ag, Forestry, Fish	20,810	153,308	99,235	24,693	298,046
Mining	48,952	131,150	133,354	63,985	377,441
Costruction	3,040,364	2,363,700	2,223,341	3,456,899	11,084,304
Manufacturing	1,974,606	3,261,062	3,854,201	2,450,766	11,540,635
Trans, Comm, Pub Util	2,253,103	3,404,989	5,193,908	2,174,323	13,026,323
Wholesale	386,897	671,893	755,749	394,120	2,208,659
Retail	7,932,221	15,310,055	21,049,806	8,308,672	52,600,754
Finance, Ins, RE	1,790,625	2,345,636	2,473,329	986,236	7,595,826
Services	5,506,435	12,743,583	20,938,726	4,446,394	43,635,138
Government	0	0	0	0	0
Total	22,954,013	40,385,376	56,721,649	22,306,088	142,367,126
2003					
Ag, Forestry, Fish	35,450	180,817	233,386	39,444	489,097
Mining	67,921	49,589	49,094	23,151	189,755
Costruction	3,401,454	10,116,956	9,666,381	5,696,421	28,881,212
Manufacturing	1,468,277	3,785,614	2,466,178	2,726,812	10,446,881
Trans, Comm, Pub Util	2,084,901	3,313,681	5,201,510	2,369,763	12,969,855
Wholesale	385,079	682,756	888,555	644,189	2,600,579
Retail	7,798,633	14,977,089	21,297,449	9,521,774	53,594,945
Finance, Ins, RE	1,394,159	2,106,421	2,068,760	1,987,789	7,557,129
Services	4,299,310	11,771,230	19,836,458	4,325,071	40,232,069
Government	0	0	0	0	0
Total	20,935,184	46,984,153	61,707,771	27,334,414	156,961,522
2004					
Ag, Forestry, Fish	54,549	271,027	248,373	77,769	651,718
Mining	24,996	78,789	89,202	35,416	228,403
Costruction	3,306,762	4,487,357	6,884,443	16,813,566	31,492,128
Manufacturing	892,586	1,922,115	3,515,011	884,871	7,214,583
Trans, Comm, Pub Util	2,592,442	3,233,313	3,570,845	2,306,293	11,702,893
Wholesale	544,648	910,240	1,199,749	1,298,948	3,953,585
Retail	8,625,281	17,943,071	24,148,081	9,349,710	60,066,143
Finance, Ins, RE	1,407,043	1,663,066	2,516,118	1,621,044	7,207,271
Services	3,726,982	12,251,822	21,754,783	5,962,906	43,696,493
Government	0	0	0	0	0
Total	21,175,289	42,760,800	63,926,605	38,350,523	166,213,217
2005					
				Year to Date	
Ag, Forestry, Fish	30,789	288,152			318,941
Mining	32,647	67,545			100,192
Costruction	8,105,477	16,823,172			24,928,649
Manufacturing	954,605	2,257,300			3,211,905
Trans, Comm, Pub Util	2,745,656	3,167,744			5,913,400
Wholesale	520,743	899,290			1,420,033
Retail	9,100,347	19,624,964			28,725,311
Finance, Ins, RE	1,102,999	1,567,281			2,670,280
Services	3,866,022	12,422,129			16,288,151
Government	0	0			0
Total	26,459,285	57,117,577			83,576,862

Table 5.7

Seward Sales

Seward TAXABLE Sales by Industry by Quarter - 2002-2005 - in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
2002					
Ag, Forestry, Fish	6,729	57,747	39,602	10,443	114,521
Mining	0	0	0	0	0
Costruction	128,807	140,758	155,433	140,292	565,290
Manufacturing	115,801	299,221	451,494	122,143	988,659
Trans, Comm, Pub Util	560,857	780,744	991,036	583,578	2,916,215
Wholesale	12,026	38,741	39,460	16,800	107,027
Retail	5,387,940	11,179,774	16,466,497	6,006,749	39,040,960
Finance, Ins, RE	354,630	488,696	593,326	343,944	1,780,596
Services	2,484,254	9,190,793	15,601,212	2,809,169	30,085,428
Government	0	0	0	0	0
Total	9,051,044	22,176,474	34,338,060	10,033,118	75,598,696
2003					
Ag, Forestry, Fish	11,673	70,505	116,949	18,196	217,323
Mining	0	1,754	1,701	0	3,455
Costruction	126,874	190,057	174,588	192,071	683,590
Manufacturing	144,853	157,138	183,847	143,810	629,648
Trans, Comm, Pub Util	588,465	806,530	941,349	585,325	2,921,669
Wholesale	15,297	40,058	49,420	14,245	119,020
Retail	5,600,762	11,465,828	16,898,663	6,306,836	40,272,089
Finance, Ins, RE	330,069	415,752	530,822	316,440	1,593,083
Services	2,466,511	8,924,459	15,805,043	2,712,379	29,908,392
Government	0	0	0	0	0
Total	9,284,504	22,072,081	34,702,382	10,289,302	76,348,269
2004					
Ag, Forestry, Fish	11,923	77,870	129,744	7,800	227,337
Mining	0	0	0	0	0
Costruction	167,430	198,782	187,781	185,187	739,180
Manufacturing	131,626	162,634	163,756	147,012	605,028
Trans, Comm, Pub Util	581,778	758,614	1,009,472	503,592	2,853,456
Wholesale	23,473	34,969	34,753	14,723	107,918
Retail	5,834,809	11,956,679	18,197,996	6,443,870	42,433,354
Finance, Ins, RE	295,698	394,778	563,136	329,459	1,583,071
Services	2,448,027	9,412,719	16,790,786	2,744,330	31,395,862
Government	0	0	0	0	0
Total	9,494,764	22,997,045	37,077,424	10,375,973	79,945,206
2005					
				Year to Date	
Ag, Forestry, Fish	8,489	87,792			96,281
Mining	0	0			0
Costruction	160,163	210,848			371,011
Manufacturing	87,178	133,934			221,112
Trans, Comm, Pub Util	588,048	702,890			1,290,938
Wholesale	14,534	34,511			49,045
Retail	6,380,641	13,567,363			19,948,004
Finance, Ins, RE	284,939	455,359			740,298
Services	2,567,408	9,847,255			12,414,663
Government	0	0			0
Total	10,091,400	25,039,952			35,131,352

Table 5.8