



**KENAI PENINSULA BOROUGH**  
**QUARTERLY REPORT**  
**OF KEY ECONOMIC INDICATORS**

For Fiscal Quarter Ending March 31, 2010  
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Use the 'Economic Analysis' link, select 'Publications.'

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## **-NOTE-**

**Passage of the fiscal year 2011 budget included the elimination of the Kenai Peninsula Borough Economic Analyst position. As a result this will be the final publication of this document in its present form. Please contact the Kenai Peninsula Borough Finance Department at (907) 714-2170 for future economic or statistical data needs.**

# Introduction

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

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

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

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

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

Due to concerns of releasing proprietary sales information, lines of business (LOB) have been grouped into categories. LOB category abbreviations, and LOB's included in each category are listed below.

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

- General information applicable to all sections is provided in the KPB section.
- Percentages of parts may not total 100%, due to rounding.

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

Data is received from various sources and is subject to change as updates, revisions and corrections are received. The KPB makes no claims to accuracy or completeness of information provided. Only summary information is published. For further detail, contact John Janik, Economic Analyst, Kenai Peninsula Borough, 907-714-2337, or the data source listed in the index.

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

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Kenai Peninsula Borough staff appreciates contributions from the entities listed below, each of which provided data for this publication.

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

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The writer wishes to thank those persons who gave of their time to review this document, finding errors and making suggestions that result in a more professional and accurate document. Those individuals include Sylvia Vinson, KPB Planning Department staff and Tara Janik, volunteer citizen.

# EXECUTIVE SUMMARY

**Briefly:** First quarter 2010 gross sales decreased 15.0% while taxable sales fell 0.5% when compared to the first quarter of 2009. Total value of construction permits was 51.6% lower than a year ago although the volume of permits increased 38.9%. Both sales and construction activity are down when compared to the first quarter of 2010 to 2009. Unemployment for the first quarter 2009 was 12.9% up from 11.63% for the same period in 2008. This is also the highest first quarter average unemployment rate since 1997. At the end of the quarter, both the labor force was greater than one year ago but the number of employed workers was down. As with last year the labor force had increased at a greater rate than employment, resulting in a higher unemployment rate. Unemployment detail is not an actual count, but rather an estimate based upon survey responses and calculations used in the standardized model.

**Sales:** First quarter 2010 gross sales, \$467,448,741, were \$82,615,500 less than first quarter 2009 when the first quarter record total reached \$550,064,241. Of the five cities that impose a sales tax only Homer had increased gross sales when compared to one year earlier. Taxable sales fell from \$160,832,461 for the first quarter 2009 to \$149,203,641 for the first quarter of 2010, a decline of 7.2%.

Note – With the recent conversion to a new sales tax software application, challenges are still present in producing accurate totals in some areas, specifically general sales. Additionally, sales by land and water guides have been removed from transportation into their separate categories under tourism. The increase in tourism sales from 2005 to 2006, and similar decrease in transportation over the same period is a result of fine tuning the system. Another challenge is developing a method to track taxable sales outside the five cities with respect to exemptions for non prepared food items. Such situations will continue for yet another year or so as the process of updating is completed.

**Construction:** Construction permit values for the first quarter of 2010 were 51.6% lower than for the first quarter of 2009. The total construction value of \$4,203,364 was \$4,479,756 less than the 2009 first quarter total of \$8,683,968. The first quarter 2010 permit volume of 25 is eight more than the first quarter 2009 total of 18, and increase of 38.9%.

**Unemployment:** Four sets of unemployment data are estimated each month, based upon survey data which is entered into a federal standardized model. Comparing first quarter 2010 unemployment statistics with those of first quarter 2009 we find the following. The 2010 quarterly average monthly labor force stood at 26,473, up from 25,265, a gain of 1,208 persons. Average monthly employment for the period was 23,099, losing 854 jobs from the 22,245 persons employed during the same period of 2009. Unemployment increased to a quarterly average monthly of 3,435. This is 474

additional unemployed persons when compared to the 2,961 estimate of first quarter 2009. The corresponding quarterly average monthly unemployment rate increased to 12.9% from the 2009 first quarter average of 11.7%.

## SALES

Sales data presented in this publication is accurate as of June 4, 2010. Certain sales detail by Line of Business has been combined to avoid presentation of proprietary data. Sales are categorized according to the NAICS LOB selected by each establishment as license applications were completed. (See page 11 for the listing)

A change in sales reporting requirements became effective as of April 2004 that allows businesses with less than \$6,000 in annual taxable sales, and meeting other reporting requirements, to prepare an annual report on the fourth quarter reporting timeline, thereby reporting on an annual rather than a quarterly basis. This skews quarterly gross sales data as fewer sales are reported during first, second and third quarter, but increased sales are reported during fourth quarter when annual sales reports are due. Additional reporting requirements have also been implemented which require businesses to report nontaxable sales and to indicate which exemption allows the exclusions. These changes may cause apparent sales increases when compared to prior periods but increases may be due to more complete and accurate reporting.

### Quarterly Sales

KPB gross sales of \$467,448,741 were 15.0% lower than for the first quarter of 2009 as six of the twelve Lines of Business experienced declines. Taxable sales also experienced a decline from the first quarter 2009 although not as significant. The first quarter 2010 taxable sales of \$149,203,641 were only 0.5% lower than 2009 although seven of the twelve Lines of Business experienced decreased activity.

**Gross by Line of Business:** With six to the twelve Lines of Business suffering decreased sales for the first quarter of 2010, the remaining six enjoyed increase gross sales activity. Increasing by 102%, Transportation sales rose to \$30,478,308 as Production sales also enjoyed an increase of 72.2% to \$65,665,012. Also with double-digit increases, Tourism gross sales climbed 35.1% to \$8,986,779 and Professional Services rose 11.1% to \$15,401,216. Although only single-digit, General Sales increased 7.6% to \$151,316,478 and Services sales rose 4.2% to \$46,617,803.

Of the six Lines of Business with decreases in first quarter sales, Wholesale-sales fell the most at 66.4% to six-year record low of \$46,683,061. Manufacturing also suffered significant declines by falling 59.2% to a record low of \$13,173,079. Also in double-digit declines, Utilities fell 34.0% to \$34,173,079 while Construction sales decreased 23.5%

to \$34,154,249 and Property Management Services slipped 11.6% to \$17,127,115. With single-digit declines, Government sales for the first quarter of 2009 decreased 3.1% to \$3,466,637. (See detail on page 13)

**Taxable by Line of Business:** While the total taxable sales for the first quarter of 2010 slipped by 0.5%, five to the twelve Lines of Business enjoyed increased sales activity. As with gross-sales, Transportation experienced the largest increase at 24.2% as it rose to \$912,445. Also with double-digit increases, General Sales rose 16.7% to \$74,284,740 and Tourism gained 11.2% to \$6,025,432 followed by Manufacturing at 10.0% as it rose to \$963,392. Government was the last Line of Business with an increase as sales rose 0.3% to \$2,808,440.

Declining taxable sales occurred in seven Lines of Business with Utilities suffering the most significant decrease of 32.1% as it fell to \$15,987,700. Also with double-digit declines, Wholesale-sales fell 27.0% to \$10,649,382 and Production sales decreased 10.0% to \$1,016,012. With single-digit decline, Construction sales decreased 8.1% to \$1,896,812 while Professional Services declined 3.0% to \$3,862,370 and Property Management Services fell 2.1% to \$7,676,812. At less than one full percent, Services sales slipped 0.8% to \$23,120,504. (See detail on page 14)

**Gross by Area:** As Kenai Peninsula Borough total first quarter 2010 gross sales declined; only Homer enjoyed increased activity as sales rose 0.3% to \$65,738,344. Homer has maintained a modest increase in sales activity since 2001, and the first quarter 2010 though only slightly above that of 2009 is a new record.

The outlying areas of the Kenai Peninsula Borough suffered the greatest decline as gross sales fell 25.7% to \$219,155,440. Three of the reporting cities experienced single-digit decreases as Kenai declined 6.5% to \$74,826,977 while Seward fell 5.1% to \$26,771,948 and Seldovia slipped 3.3% to \$1,331,064. At less than one full percentage point, Soldotna gross sales were off 0.6% falling to \$79,624,968. (See detail on page 15)

**Taxable by Area:** First quarter 2010 taxable sales were 0.5% less than first quarter 2009 as only two areas experienced decreased sales, Seldovia and the Outlying areas. With sales increases Seward enjoyed the largest gain at 8.2% followed by Soldotna at 2.7%. At less than a full percentage point Homer sales grew by 0.6% and Kenai grew by 0.1%. Seldovia suffered the greatest decrease as sales fell 12.0% and the Outlying areas of the Borough slipped 9.2%. (See detail on page 16)

## **Annual Sales**

KPB 2009 gross sales decreased 13.9% to \$2,718,946,932 from the 2008 total of \$3,159,657,109. Taxable sales also decreased in from \$1,026,854,330 in 2008 to \$877,264,523 in 2009 reflecting a decline of 14.6%.

**Gross by Line of Business:** Eight of the twelve Lines of Business suffered decreased sales resulting in an annual decline of 13.9% to \$2,718,946,932 for the year 2009 while only four Lines of Business reported modest growth. Of those Lines of Business with positive growth, and the only one with a double-digit increase, Utilities reported the strongest gain at 17.0% as sales reached \$159,994,506. Construction sales increased by 5.6% to \$327,568,934 while Government sales rose 3.9% to \$17,993,293 and Services increased by 2.1% to \$228,139,243.

The most significant declines in gross sales were suffered by Transportation and Manufacturing. Transportation sales of \$82,638,069 were 62.3% less than in 2008 while Manufacturing fell 53.7% to \$121,660,546. Tourism was also down as sales fell 24.5% to \$117,444,490. Also with double-digit declines Wholesales sales dropped 13.7% to \$542,901,342 while Production fell 12.7% to \$192,551,912 followed by Property Management Services that slipped 11.3% to \$88,365,136. With only single-digit decreases, Professional services fell by 5.9% to \$71,274,213 and general Sales dipped 5.1% to \$768,415,248. (Detail on page 17)

**Taxable by Line of Business:** Echoing the decline in 2009 annual gross sales, nine of the twelve Lines of Business experienced decreased sales activity. Of the remaining three Lines of Business, Utilities enjoyed the largest sales increase of 17.5% as it rose to \$66,970,817. Also with increased sales, Transportation rose 10.5% to \$66,970,817 and Government sales increased 4.6% to \$15,304,593.

Of those Lines of Business with decreased annual sales, Tourism suffered the largest decline at 27.1% as sales fell to \$96,318,070 and with a similar decrease, Wholesale sales 23.4% to \$66,141,234. Also with double-digit declines, General Sales fell 17.8% to \$442,791,171 followed closely by Construction that fell 15.0% to \$10,714,466. With single-digit declines, Manufacturing sales decreased 9.6% to \$8,024,808 with Professional services falling 9.4% to \$16,030,953 and Property Management Services slipping 7.4% to \$38,624,475. With less than a full percentage point decrease, Services sales declined 0.9% to \$105,631,013 and Production sales slipped 0.1% to \$6,687,052. (See detail on page 18)

**Gross by Area:** All areas of the Borough experienced decreased gross sales in 2009 which contributed to the Borough-wide decrease of 13.9%. Kenai suffered the greatest decline as sales fell to \$394,764,856 or 35.0% which is almost double the percentage decline of Seldovia that fell 18.3% to \$6,971,262. Also with double-digit declines, although not as significant, Seward sales fell 12.0% to \$188,767,000 followed closely by Soldotna where sales dropped 11.3% to \$412,930,044. With single-digit declines the Outlying areas fell 8.5% to \$1,355,350,016 and Homer reported the smallest decline as gross sales slipped 5.9% to \$360,163,754. (See detail on page 20)

**Taxable by Area:** Just as with gross sales, all areas of the Borough suffered declines in taxable sales during 2009. The Outlying-areas experienced the greatest decline as sales decreased 29.4% to \$216,691,123 followed closely by Seldovia where sales fell



26.1% to \$3,697,253. Also with double-digit declines, Homer gross sales decreased 16.9% to \$143,805,447 and Seward fell 14.3% to \$90,019,309. Soldotna experienced a single-digit decline as total sales of \$247,282,584 were 5.3% less than in 2008. Kenai which suffered the greatest loss in gross sales fared the best in taxable sales by losing only 0.1% with a 2009 total of \$175,768,807. (See detail on page 21)

## **CONSTRUCTION ACTIVITY**

### **Quarterly Permitting**

Construction activity reflected the National trend as the first quarter permit values fell 51.6% to \$4,203,364 and permit volume declined 13.8% to 25 compared to the 29 for the first quarter of 2009.

**By Area, Value:** While not a first quarter record, Homer enjoyed a substantial increase in construction activity at permit values rose 170.5% to \$3,002,000. Kenai was the only other reporting city with positive growth as permit values climbed 1.9% to \$502,500. Seward reported the greatest decline at 93.4% as permit values fell to \$438,500 and Soldotna also suffered double-digit declines as permit values dropped 51.6% to \$4,203,364 and Seldovia did not report any permits issued. (See detail on page 28)

**By Area, Volume:** Just as Homer enjoyed the greatest increase in permit valuation, it also issued the greatest number of permits at nine as compared to four for the first quarter to 2009. Seward also issued more permits for the first quarter of 2010 at eight as compared to the zero issued for the first quarter of 2009. Permits issued in Kenai fell from seven in 2009 to six for 2009 and Soldotna dropped the most as it only issued two permits compared to the eleven issued a year earlier. Again, Seldovia did not report issuing any building permits. (See detail on page 28)

**By Type, Value:** First quarter total permit value of \$4,203,364 reflected a mix of construction activity. New Residential construction rose a comfortable 50.8% and Residential Addition/Alteration experienced explosive growth of 361.5% as permit values reached a record first quarter total of \$1,209,000. Although positive, New Commercial construction values rose only 0.9%. The substantial decline of 85.1% in Commercial Addition/Alteration was a significant contributor to the 51.6% overall decline in construction activity. (See detail on page 29)

**By Type, Volume:** Unlike permit valuation, there was less volatility in the number of permits issued. Comparing the first quarters there were 25 permits issued in 2010, down from the 29 that were issued in 2009. During the first quarter of 2010 there were five permits issued for New Residential construction which was an increase of two

from 2009. Conversely Residential Alteration/Addition fell to eight in 2010 from eleven in 2009. New Commercial fell by half from four to two, and Commercial Alteration/Addition was relatively unchanged as it decreased by one permit from eleven to ten. (See detail on page 29)

## **Annual Permitting**

Losing over half its value from the 2008 annual record, permit values plunged 50.4% to \$45,762,064 in 2009. The number of permits fell substantially less as 286 were issued in 2009 compared to the 304 issued in 2008. Permits are required for projects within the incorporated Kenai Peninsula Borough cities but the Kenai Peninsula Borough itself does not require building permits.

**By Area, Value:** The Kenai Peninsula Borough's total permitted value for 2009 was \$45,762,064, a 50.4% decrease from the 2008 record total of \$92,344,635. Seward enjoyed the greatest increase with permit values of \$19,661,127 which are in line with typical first quarter expectations and well above the record low of \$2,832,379 for 2008. The remaining cities suffered double-digit and significant declines in permit values. Kenai dropped 85.1% to \$6,903,845 followed by Homer with losses of 66.8% as permit values fell to \$7,684,200 and Soldotna fell 42.5% to \$11,206,392. Seldovia experienced the least decrease in permit values at 19.9% for a total annual valuation of \$306,500. (See detail on page 30)

**By Area, Volume:** With 286 building permits issued for the year, 97 were issued in Soldotna, a 6.6% increase over the previous year total of 91. Seward increased by 60.0% as permit volume rose from 30 in 2008 to 48 in 2009. Conversely, Kenai permit volume fell 27.2% from 114 in 2008 to 83 in 2009 followed by Homer which fell 17.7% from 62 to 51. Seldovia remained unchanged with the issuance of seven permits in both 2008 and 2009. (See detail on page 30)

**By Type, Value:** At \$45,762,064 the permit values for 2009 were 50.5% less than 2008. New Commercial suffered the greatest decline as permit values fell 74.7% to \$15,461,388. New Residential and Residential Alteration/Additional also suffered losses as permit values fell 26.0% and 25.2% respectively as New Residential fell to \$15,961,899 and Residential Alteration/Addition slipped to \$2,040,893. Conversely with positive increase, Commercial Alteration/Addition rose 75.9% to \$12,297,884. (See detail on page 31)

**By Type, Volume:** Of the 286 permits issued Borough-wide in 2009, 30 were issued for New Commercial construction, an increase of 11.1% from the 27 issued in 2008. Permits for Residential Alteration/Addition rose slightly at 4.8% from 27 to 30. The most significant decrease occurred in New Residential as the number of permits issued fell 23.7% from 93 in 2008 to 71 in 2009. With a substantially smaller decrease, Commercial Alteration/Addition slipped 5.1% from 79 to 75. (See detail on page 31)

# **EMPLOYMENT**

Monthly unemployment data are received from the AK DOL&WD. Data is developed from a survey of residents across the region with survey results input into a nationwide model. The detail is not an actual count, but rather an estimate based upon survey responses and calculations used in the standardized model.

The January 2010 estimate of KPB's labor force was 26,574 persons then dropping to 26,300 in February and rising again to 26,545 in March. The 2010 quarterly average of 26,473 is a 2.4% increase over the first quarter average in 2009.

January 2010 saw 3,423 unemployed KPB residents increasing to 3,499 in February and declining to 3,379 in March. The first quarter 2010 average total of 3,434 unemployed persons is 550 more than the 2009 first quarter average of 2884, and increase of 19.1%.

KPB's January 2010 unemployment rate of 12.9% was notably higher than January of 2009. The rate rose to 13.2% in February but declined to 12.7 in March. The 2010 first quarter average of 12.9% is a 16.2% increase over the 2009 first quarter average of 11.1%.

January 2010 employment was estimated at 12,151 persons declining to 22,801 in February but increasing again to 23,166 in March. The average number of persons employed during the first quarter of 2010 was 79 more than the average number of 22,960 for the same period in 2009, a difference of three-tenths of one percent. (See detail on pages 36 and 37)

# **POPULATION**

Population estimates for 2009 show the KPB population at 53,578 persons, repeating the 1.1% increase that occurred in 2008 when the estimated population was 52,990. Since Census 2000, KPB's natural increase (births minus deaths) has resulted in a gain of 3,887 persons. Other changes are due to in or out migration. (See pages 38 through 44 for additional and more specific detail.)

**KENAI  
PENINSULA  
BOROUGH**

# KPB Sales

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

Sales are reported by Line of Business (LOB) based upon the LOB listed on the establishment's business license application.

Sales data presented is accurate as of June 1, 2010

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

Table 1.1

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

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

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

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

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

Table 1.2

# KPB Sales

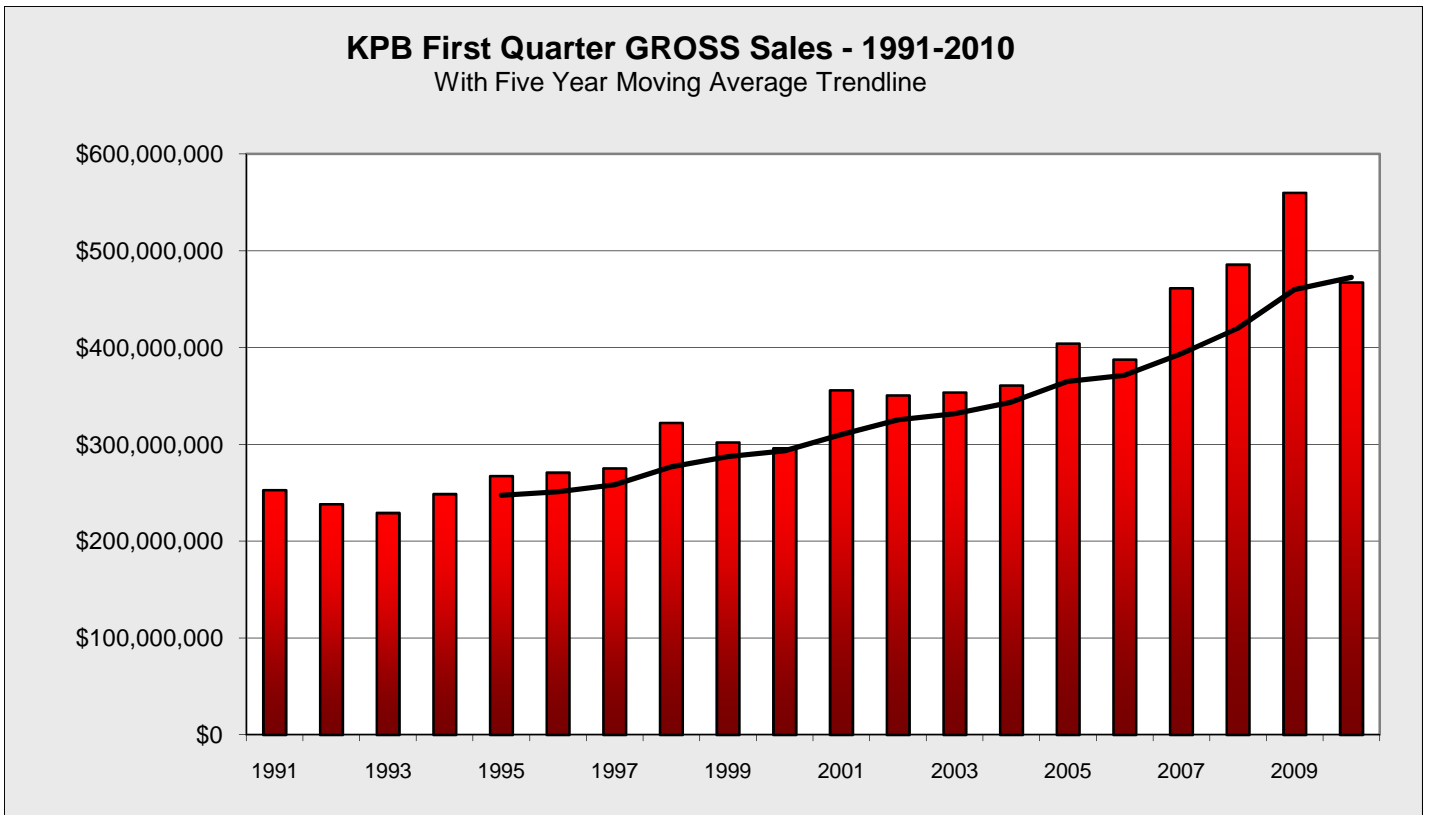


Chart 1.1

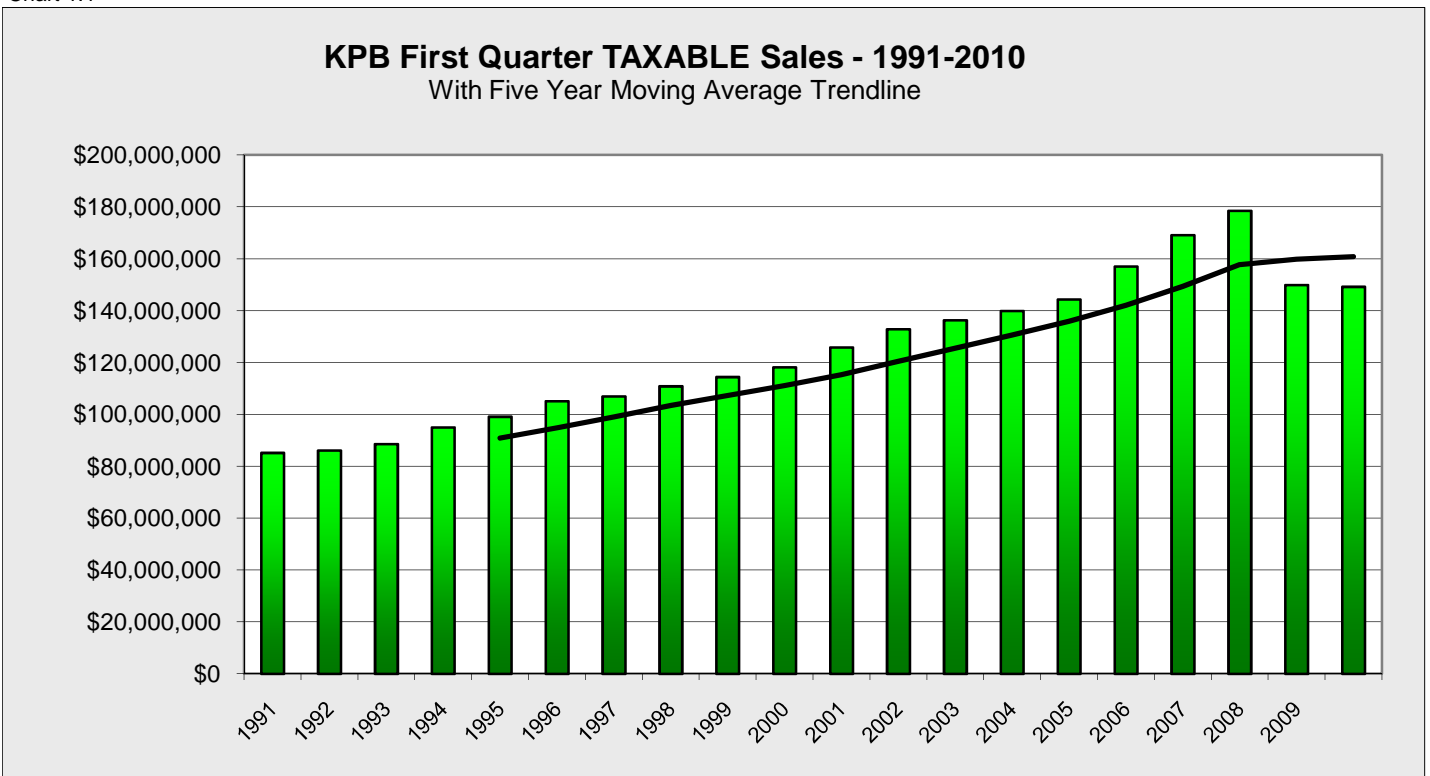


Chart 1.2

# KPB Sales

KPB First Quarter GROSS Sales by Line of Business - 2005-2010 - in \$*								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	38,251,823	41,396,946	25,175,235	28,779,893	38,130,323	65,665,012	72.2%	27,534,689
SALES	111,193,705	118,620,671	126,979,798	137,945,325	140,670,764	151,316,478	7.6%	10,645,714
CONST	38,216,464	31,877,062	47,362,724	44,847,155	44,650,397	34,154,249	-23.5%	-10,496,148
PROP	14,911,823	17,355,447	17,930,451	18,545,609	19,376,425	17,127,115	-11.6%	-2,249,310
TOUR	16,156,087	17,785,141	19,364,759	16,606,440	6,652,916	8,986,779	35.1%	2,333,863
SERV	28,118,441	32,204,846	37,172,776	42,858,031	44,739,965	46,617,803	4.2%	1,877,838
PROF	12,543,218	14,129,105	14,924,733	13,619,920	13,867,648	15,401,216	11.1%	1,533,568
UTIL	27,279,722	32,447,128	37,984,202	36,403,991	51,748,324	34,173,079	-34.0%	-17,575,245
MFG	32,787,316	20,256,084	45,878,453	38,528,639	32,800,449	13,379,004	-59.2%	-19,421,445
TRAN	25,924,424	10,766,843	36,870,998	40,036,472	15,091,822	30,478,308	102.0%	15,386,486
WHSL	55,789,694	47,732,057	48,616,696	64,212,019	138,756,787	46,683,061	-66.4%	-92,073,726
GOV	2,999,901	3,126,281	3,228,263	3,420,032	3,578,421	3,466,637	-3.1%	-111,784
<b>TOTAL</b>	<b>404,172,618</b>	<b>387,697,611</b>	<b>461,489,088</b>	<b>485,803,526</b>	<b>550,064,241</b>	<b>467,448,741</b>	<b>-15.0%</b>	<b>-82,615,500</b>
Annual Change		-4.1%	19.0%	5.3%	13.2%	-15.0%		

Table 1.3

\* - For complete Line of Business (LOB) listing, see page 11.

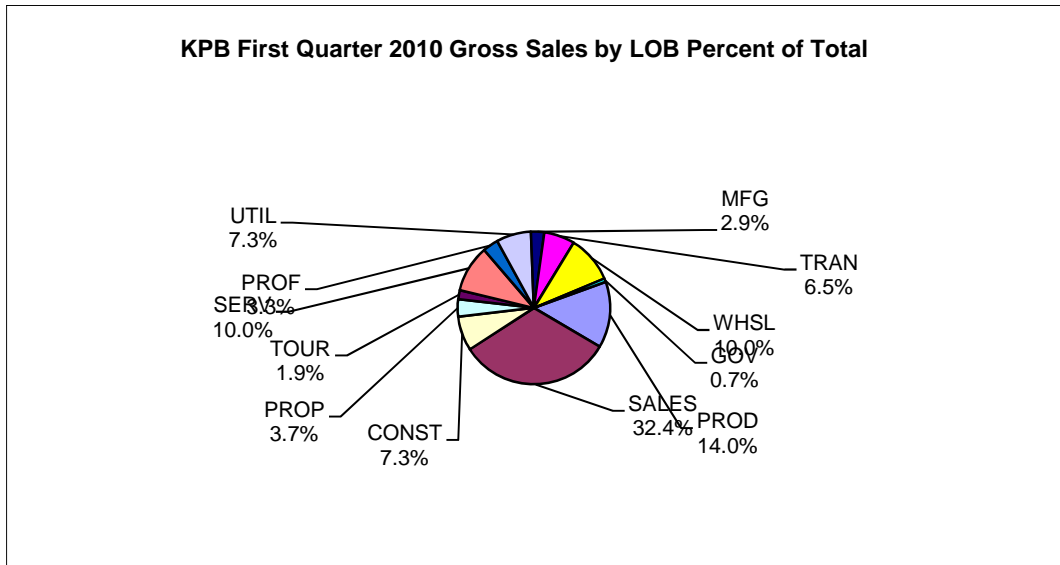


Chart 1.3

First Quarter Gross Sales Five Year Change by LOB				
LOB	2005	2010	Value Change	Percent Change
PROD	38,251,823	65,665,012	27,413,189	71.7%
SALES	111,193,705	151,316,478	40,122,773	36.1%
CONST	38,216,464	34,154,249	-4,062,215	-10.6%
PROP	14,911,823	17,127,115	2,215,292	14.9%
TOUR	16,156,087	8,986,779	-7,169,308	-44.4%
SERV	28,118,441	46,617,803	18,499,362	65.8%
PROF	12,543,218	15,401,216	2,857,998	22.8%
UTIL	27,279,722	34,173,079	6,893,357	25.3%
MFG	32,787,316	13,379,004	-19,408,312	-59.2%
TRAN	25,924,424	30,478,308	4,553,884	17.6%
WHSL	55,789,694	46,683,061	-9,106,633	-16.3%
GOV	2,999,901	3,466,637	466,736	15.6%
<b>TOTAL</b>	<b>404,172,618</b>	<b>467,448,741</b>	<b>63,276,123</b>	<b>15.7%</b>

Table 1.4

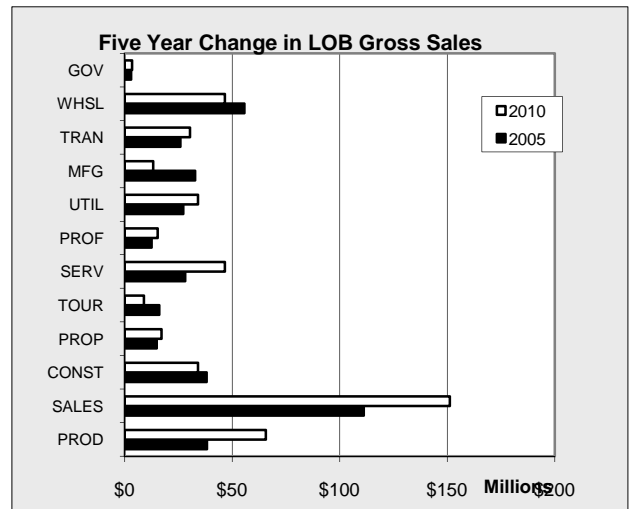


Chart 1.4

# KPB Sales

KPB First Quarter TAXABLE Sales by Line of Business - 2005-2010 - in \$*								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	990,918	893,012	925,095	1,030,211	1,128,977	1,016,023	-10.0%	-112,954
SALES	69,173,718	74,174,585	80,313,219	86,927,554	63,643,191	74,284,740	16.7%	10,641,549
CONST	1,959,724	1,972,329	2,167,725	2,293,137	2,064,026	1,896,401	-8.1%	-167,625
PROP	6,515,789	6,855,271	7,238,498	7,800,695	7,837,733	7,676,812	-2.1%	-160,921
TOUR	14,935,051	16,315,556	16,548,789	15,169,487	5,416,344	6,025,432	11.2%	609,088
SERV	17,180,280	18,488,600	19,667,199	22,092,017	23,296,512	23,120,504	-0.8%	-23,296,424
PROF	3,481,938	3,664,206	3,816,103	3,804,359	3,982,793	3,862,370	-3.0%	-120,423
UTIL	12,169,072	14,962,505	17,578,615	17,970,743	23,548,686	15,987,700	-32.1%	-7,560,986
MFG	772,962	1,267,340	1,227,494	1,014,846	875,940	963,392	10.0%	87,452
TRAN	1,052,769	510,177	431,265	563,200	734,742	912,445	24.2%	177,703
WHSL	13,543,440	15,226,750	16,366,742	17,144,697	14,590,775	10,649,382	-27.0%	-3,941,393
GOV	2,575,030	2,683,072	2,855,994	2,693,028	2,801,296	2,808,440	0.3%	7,144
<b>TOTAL</b>	<b>144,350,691</b>	<b>157,013,403</b>	<b>169,136,738</b>	<b>178,503,974</b>	<b>149,921,015</b>	<b>149,203,641</b>	<b>-0.5%</b>	<b>-717,374</b>
Annual Change		8.8%	7.7%	5.5%	-16.0%	-0.5%		

Table 1.5

\* - For complete Line of Business (LOB) listing, see page 11.

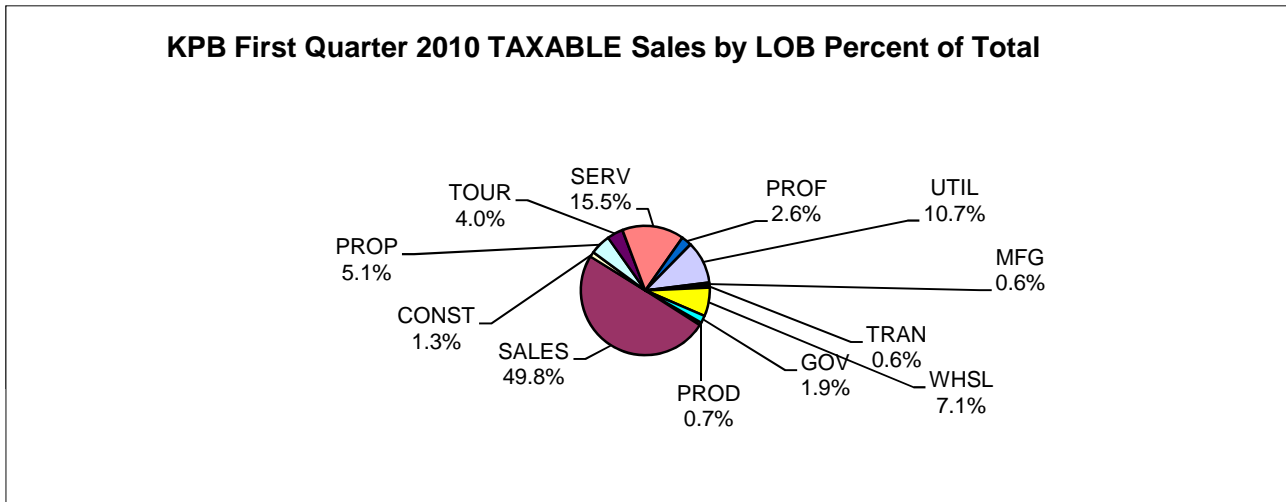


Chart 1.5

First Quarter TAXABLE Sales Five Year Change by LOB				
LOB	2005	2010	Value Change	Percent Change
PROD	990,918	1,016,023	25,105	2.5%
SALES	69,173,718	74,284,740	5,111,022	7.4%
CONST	1,959,724	1,896,401	-63,323	-3.2%
PROP	6,515,789	7,676,812	1,161,023	17.8%
TOUR	14,935,051	6,025,432	-8,909,619	-59.7%
SERV	17,180,280	23,120,504	5,940,224	34.6%
PROF	3,481,938	3,862,370	380,432	10.9%
UTIL	12,169,072	15,987,700	3,818,628	31.4%
MFG	772,962	963,392	190,430	24.6%
TRAN	1,052,769	912,445	-140,324	-13.3%
WHSL	13,543,440	10,649,382	-2,894,058	-21.4%
GOV	2,575,030	2,808,440	233,410	9.1%
<b>TOTAL</b>	<b>144,350,691</b>	<b>149,203,641</b>	<b>4,852,950</b>	<b>3.4%</b>

Table 1.6

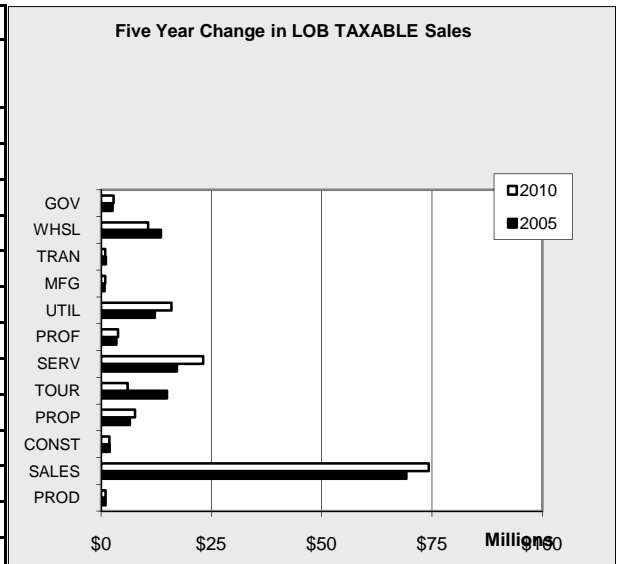


Chart 1.6



# KPB Sales

<b>KPB First Quarter GROSS Sales by Area - 2005-2010 - in \$</b>								
	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
Homer	51,881,645	56,175,726	61,412,773	65,174,101	65,511,794	65,738,344	0.3%	226,550
Kenai	75,559,340	63,284,140	96,659,118	107,952,626	79,993,521	74,826,977	-6.5%	-5,166,544
Seldovia	1,261,735	1,517,120	1,466,296	1,506,574	1,375,956	1,331,064	-3.3%	-44,892
Seward	26,468,833	21,700,942	25,607,935	26,172,485	28,208,324	26,771,948	-5.1%	-1,436,376
Soldotna	65,956,145	72,457,043	79,258,501	88,230,663	80,144,384	79,624,968	-0.6%	-519,416
Other	183,044,920	172,562,640	197,084,466	196,767,076	294,830,262	219,155,440	-25.7%	-75,674,822
<b>Total</b>	<b>404,172,618</b>	<b>387,697,611</b>	<b>461,489,089</b>	<b>485,803,525</b>	<b>550,064,241</b>	<b>467,448,741</b>	<b>-15.0%</b>	<b>-82,615,500</b>
<b>Annual Change</b>		<b>-4.1%</b>	<b>19.0%</b>	<b>5.3%</b>	<b>13.2%</b>	<b>-15.0%</b>		

Table 1.7

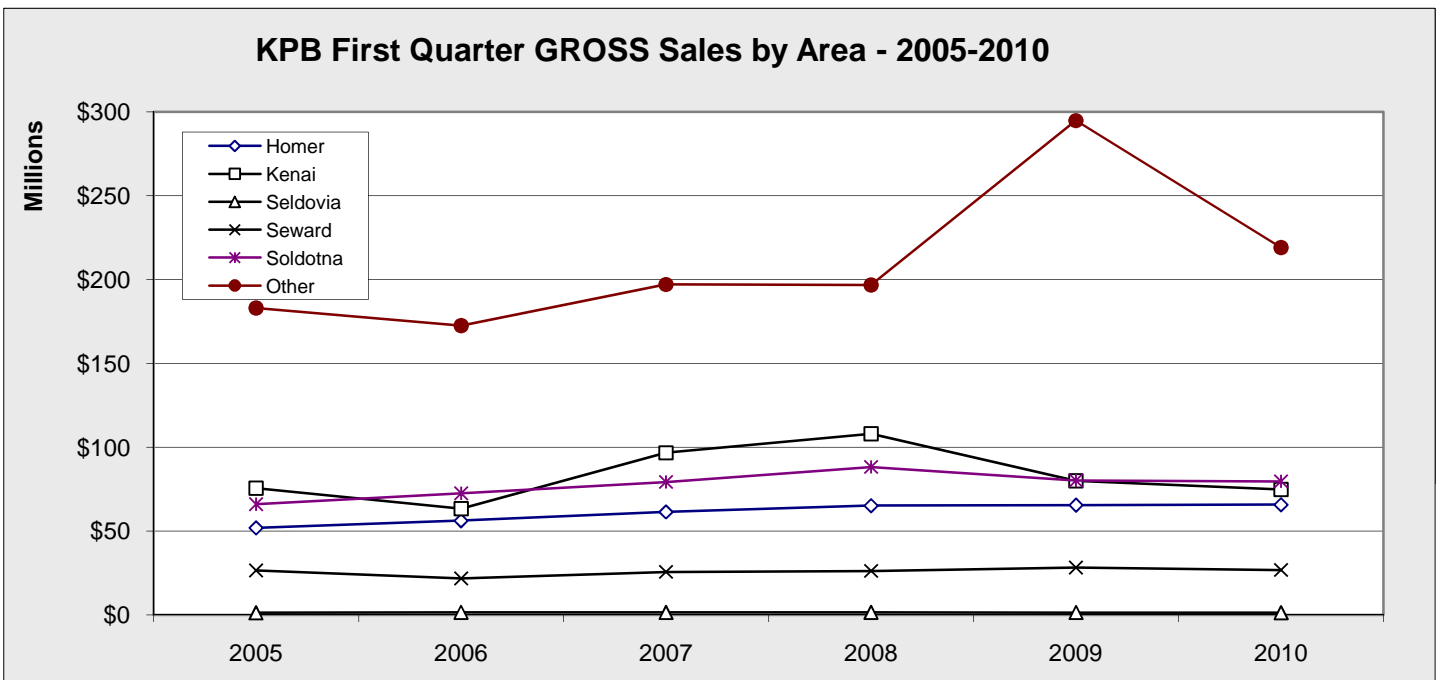


Chart 1.7

<b>First Quarter Gross Sales Five Year Change by Area</b>				
	2005	2010	Value Change	Percent Change
Homer	51,881,645	65,738,344	13,856,699	26.7%
Kenai	75,559,340	74,826,977	-732,363	-1.0%
Seldovia	1,261,735	1,331,064	69,329	5.5%
Seward	26,468,833	26,771,948	303,115	1.1%
Soldotna	65,956,145	79,624,968	13,668,823	20.7%
Other	183,044,920	219,155,440	36,110,520	19.7%
<b>TOTAL</b>	<b>404,172,618</b>	<b>467,448,741</b>	<b>63,276,123</b>	<b>15.7%</b>

Table 1.8

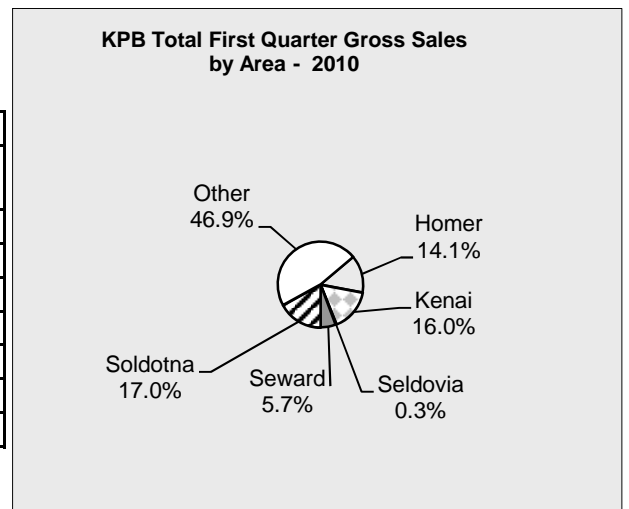


Chart 1.8

# KPB Sales

<b>KPB First Quarter TAXABLE Sales by Area - 2005-2010 - in \$</b>								
	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
Homer	24,333,243	25,724,980	27,251,442	28,569,095	22,589,494	22,716,000	0.6%	126,506
Kenai	29,504,912	32,400,715	34,310,293	35,278,085	37,357,908	37,407,262	0.1%	49,354
Seldovia	573,017	636,694	756,803	840,705	776,692	683,544	-12.0%	-93,148
Seward	10,090,985	10,170,398	10,869,697	11,329,179	10,336,115	11,188,169	8.2%	852,054
Soldotna	38,714,672	42,117,457	45,880,403	46,871,424	46,959,852	48,242,989	2.7%	1,283,137
Other	41,133,862	45,963,159	50,068,100	55,615,486	31,900,954	28,965,677	-9.2%	-2,935,277
<b>Total</b>	<b>144,350,691</b>	<b>157,013,403</b>	<b>169,136,738</b>	<b>178,503,974</b>	<b>149,921,015</b>	<b>149,203,641</b>	<b>-0.5%</b>	<b>-717,374</b>
<b>Annual Change</b>		<b>8.8%</b>	<b>7.7%</b>	<b>5.5%</b>	<b>-16.0%</b>	<b>-0.5%</b>		

Table 1.9

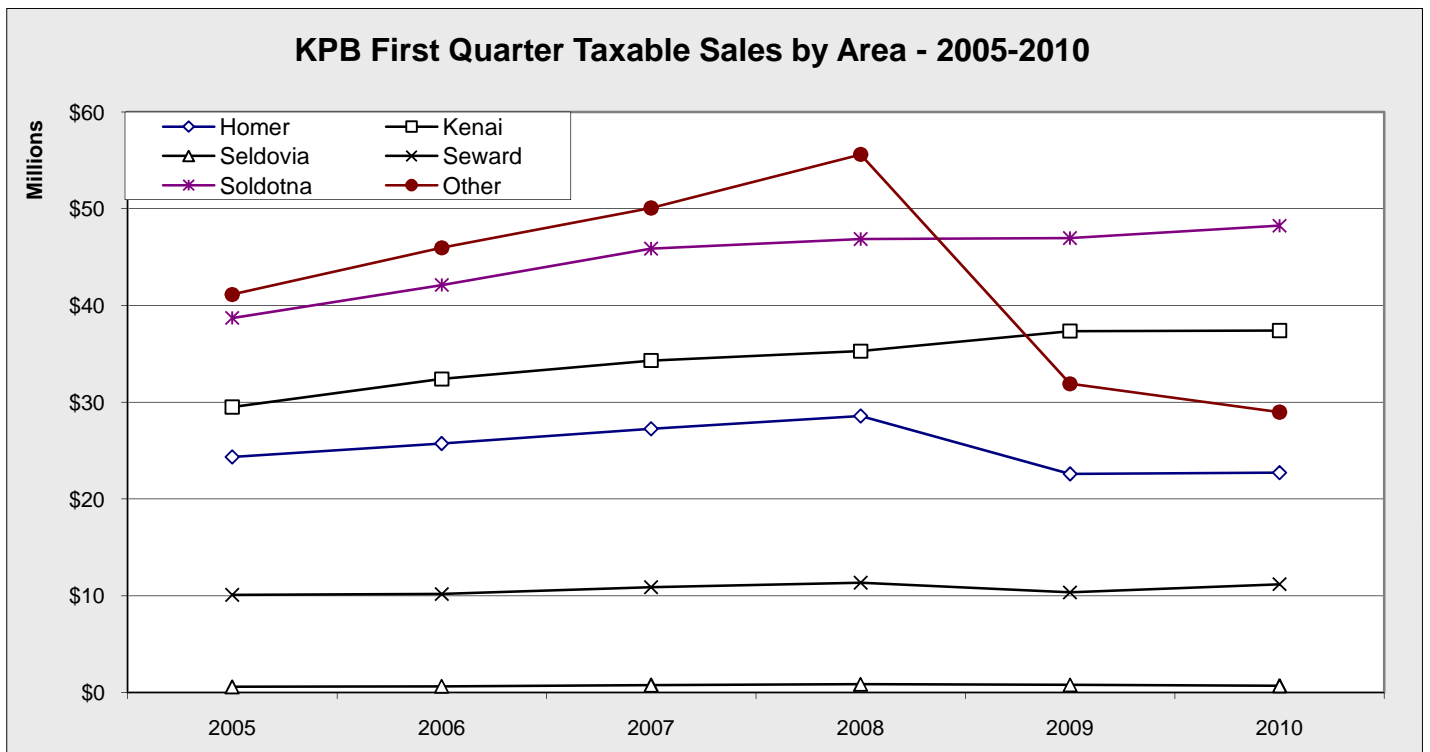


Chart 1.9

<b>First Quarter Taxable Sales Five Year Change by Area</b>				
	2005	2010	Value Change	Percent Change
Homer	24,333,243	22,716,000	-1,617,243	-6.6%
Kenai	29,504,912	37,407,262	7,902,350	26.8%
Seldovia	573,017	683,544	110,527	19.3%
Seward	10,090,985	11,188,169	1,097,184	10.9%
Soldotna	38,714,672	48,242,989	9,528,317	24.6%
Other	41,133,862	28,965,677	-12,168,185	-29.6%
<b>TOTAL</b>	<b>144,350,691</b>	<b>149,203,641</b>	<b>4,852,950</b>	<b>3.4%</b>

Table 1.10

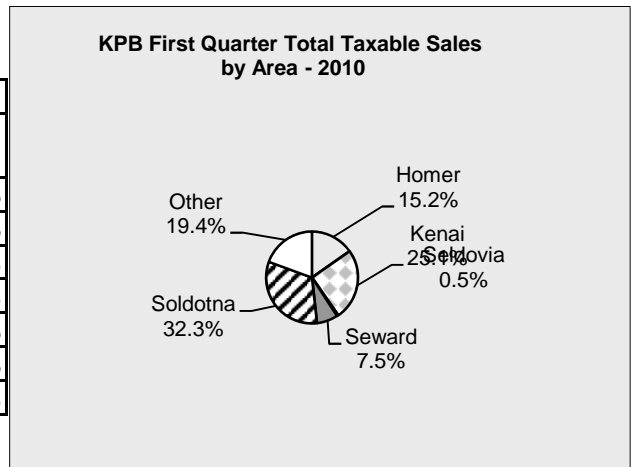


Chart 1.10

# KPB Sales

## KPB Annual GROSS Sales by Line of Business - 2004-2009 - in \$

LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	248,471,550	233,126,367	219,043,152	198,852,957	220,624,624	192,551,912	-12.7%	-28,072,712
SALES	594,768,014	619,847,086	656,477,507	693,839,923	809,475,081	768,415,248	-5.1%	-41,059,833
CONST	224,936,947	291,866,412	365,247,770	311,077,123	310,212,011	327,568,934	5.6%	17,356,923
PROP	80,829,427	83,245,670	88,788,876	94,849,370	99,601,202	88,365,136	-11.3%	-11,236,066
TOUR	179,320,386	189,073,158	203,203,773	207,455,951	155,553,194	117,444,490	-24.5%	-38,108,704
SERV	139,674,429	141,771,433	160,342,954	197,785,739	223,400,639	228,139,243	2.1%	4,738,604
PROF	59,110,980	59,456,967	67,089,875	69,077,290	75,773,077	71,274,213	-5.9%	-4,498,864
UTIL	87,509,276	103,471,296	120,040,958	121,319,850	136,700,502	159,994,506	17.0%	23,294,004
MFG	180,746,841	249,940,567	178,665,554	196,516,138	262,581,508	121,660,546	-53.7%	-140,920,962
TRAN	65,728,684	116,543,212	126,841,197	165,070,503	219,186,646	82,638,069	-62.3%	-136,548,577
WHSL	460,463,293	468,209,106	499,886,669	533,714,308	629,233,693	542,901,342	-13.7%	-86,332,351
GOV	14,545,420	15,214,964	15,685,700	16,366,837	17,314,932	17,993,293	3.9%	678,361
<b>TOTAL</b>	<b>2,336,105,247</b>	<b>2,571,766,238</b>	<b>2,701,313,985</b>	<b>2,805,925,989</b>	<b>3,159,657,109</b>	<b>2,718,946,932</b>	<b>-13.9%</b>	<b>-440,710,177</b>
<b>Annual Change</b>		<b>10.1%</b>	<b>5.0%</b>	<b>3.9%</b>	<b>12.6%</b>	<b>-13.9%</b>		

Table 1.11

### KPB Total Annual GROSS Sales by LOB - 2009

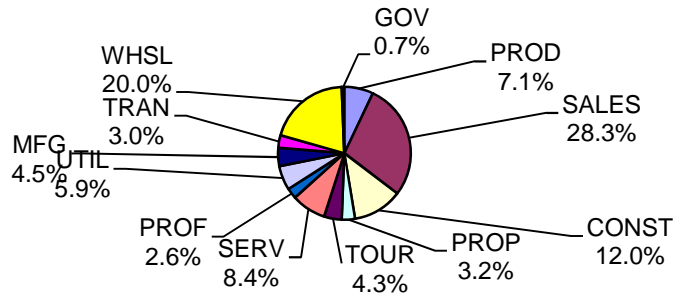


Chart 1.11

### Annual GROSS Sales Five Year Change by LOB

LOB	2004	2009	Value Change	Percent Change
PROD	233,126,367	192,551,912	-40,574,455	-17.4%
SALES	619,847,086	768,415,248	148,568,162	24.0%
CONST	291,866,412	327,568,934	35,702,522	12.2%
PROP	83,245,670	88,365,136	5,119,466	6.1%
TOUR	189,073,158	117,444,490	-71,628,668	-37.9%
SERV	141,771,433	228,139,243	86,367,810	60.9%
PROF	59,456,967	71,274,213	11,817,246	19.9%
UTIL	103,471,296	159,994,506	56,523,210	54.6%
MFG	249,940,567	121,660,546	-128,280,021	-51.3%
TRAN	116,543,212	82,638,069	-33,905,143	-29.1%
WHSL	468,209,106	542,901,342	74,692,236	16.0%
GOV	15,214,964	17,993,293	2,778,329	18.3%
<b>TOTAL</b>	<b>2,336,105,247</b>	<b>2,718,946,932</b>	<b>382,841,685</b>	<b>16.4%</b>

Table 1.12

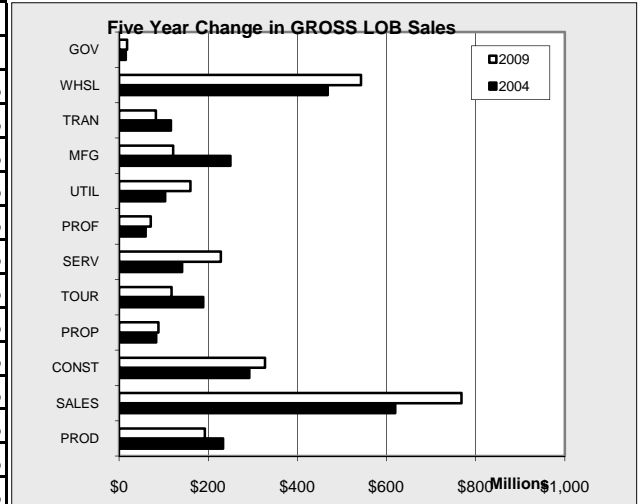


Chart 1.12

# KPB Sales

## KPB Annual TAXABLE Sales by Line of Business - 2004-2009- in \$

LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	5,949,765	5,114,386	5,223,139	5,940,404	6,694,810	6,687,052	-0.1%	-7,758
SALES	370,936,218	390,887,293	417,851,705	452,696,833	538,927,936	442,791,171	-17.8%	-96,136,765
CONST	11,224,031	10,622,521	11,243,612	12,216,828	12,610,340	10,714,466	-15.0%	-1,895,874
PROP	32,273,771	32,691,193	34,622,371	39,227,330	41,708,890	38,624,475	-7.4%	-3,084,415
TOUR	145,285,573	153,201,396	163,802,197	180,512,107	132,133,153	96,318,070	-27.1%	-35,815,083
SERV	77,018,437	79,650,900	85,436,424	96,224,461	106,613,261	105,631,013	-0.9%	-982,248
PROF	14,693,620	14,917,338	16,151,644	17,153,213	17,695,101	16,030,953	-9.4%	-1,664,148
UTIL	36,146,549	41,032,308	48,825,218	53,435,892	56,985,954	66,970,817	17.5%	9,984,863
MFG	7,514,683	8,668,508	9,646,793	10,486,664	8,880,367	8,024,808	-9.6%	-855,559
TRAN	1,992,266	2,470,463	2,811,766	2,904,344	3,644,236	4,025,871	10.5%	381,635
WHSL	66,025,347	73,132,431	78,893,228	82,198,097	86,329,055	66,141,234	-23.4%	-20,187,821
GOV	12,288,242	13,034,058	13,433,539	14,194,814	14,631,227	15,304,593	4.6%	673,366
TOTAL	781,348,502	825,422,795	887,941,636	967,190,987	1,026,854,330	877,264,523	-14.6%	-149,589,807
Annual Change		5.6%	7.6%	8.9%	6.2%	-14.6%		

Table 1.13

### KPB Total Annual TAXABLE Sales by LOB - 2009

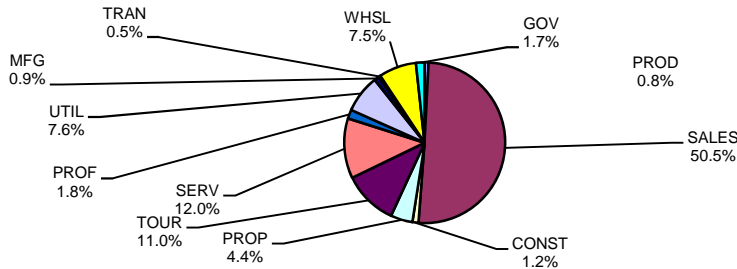


Chart 1.13

### Annual TAXABLE Sales Five Year Change by LOB

LOB	2004	2009	Value Change	Percent Change
PROD	5,949,765	6,687,052	737,287	12.4%
SALES	370,936,218	442,791,171	71,854,953	19.4%
CONST	11,224,031	10,714,466	-509,565	-4.5%
PROP	32,273,771	38,624,475	6,350,704	19.7%
TOUR	145,285,573	96,318,070	-48,967,503	-33.7%
SERV	77,018,437	105,631,013	28,612,576	37.2%
PROF	14,693,620	16,030,953	1,337,333	9.1%
UTIL	36,146,549	66,970,817	30,824,268	85.3%
MFG	7,514,683	8,024,808	510,125	6.8%
TRAN	1,992,266	4,025,871	2,033,605	102.1%
WHSL	66,025,347	66,141,234	115,887	0.2%
GOV	12,288,242	15,304,593	3,016,351	24.5%
TOTAL	781,348,502	877,264,523	95,916,021	12.3%

### Five Year Change in TAXABLE LOB Sales

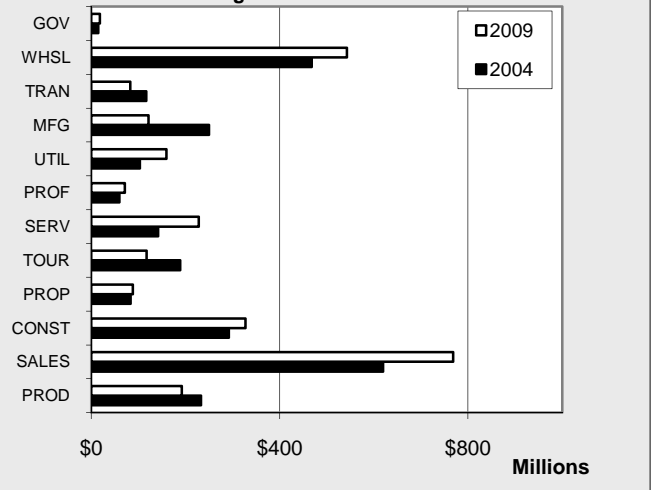


Table 1.14

Chart 1.14

# KPB Sales

KPB Annual NON-TAXABLE Sales by Line of Business - 2004-2009 - in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	174,451,236	242,521,785	213,820,013	192,912,553	213,929,814	185,864,860	-13.1%	-28,064,954
SALES	250,132,591	223,831,796	238,625,802	241,143,090	270,547,145	325,624,077	20.4%	55,076,932
CONST	232,322,795	213,712,916	354,004,158	298,860,295	297,601,671	316,854,468	6.5%	19,252,797
PROP	47,748,846	48,555,656	54,166,505	55,622,040	57,892,312	49,740,661	-14.1%	-8,151,651
TOUR	26,271,379	34,034,813	39,401,576	26,943,844	23,420,041	21,126,420	-9.8%	-2,293,621
SERV	43,727,402	62,655,992	74,906,530	101,561,278	116,787,378	122,508,230	4.9%	5,720,852
PROF	39,585,066	44,417,360	50,938,231	51,924,077	58,077,976	55,243,260	-4.9%	-2,834,716
UTIL	44,493,070	51,362,727	71,215,740	67,883,958	79,714,548	93,023,689	16.7%	13,309,141
MFG	134,676,382	173,232,158	169,018,761	186,029,474	253,701,141	113,635,738	-55.2%	-140,065,403
TRAN	27,475,946	63,736,418	124,029,431	162,166,159	215,542,410	78,612,198	-63.5%	-136,930,212
WHSL	165,447,106	394,437,946	420,993,441	451,516,211	542,904,638	476,760,108	-12.2%	-66,144,530
GOV	1,909,805	2,257,178	2,252,161	2,172,023	2,683,705	2,688,700	0.2%	4,995
TOTAL	1,188,241,624	1,554,756,745	1,813,372,349	1,838,735,002	2,132,802,779	1,841,682,409	-13.6%	-291,120,370
Annual Change		30.8%	16.6%	1.4%	16.0%	-13.6%		

Table 1.15

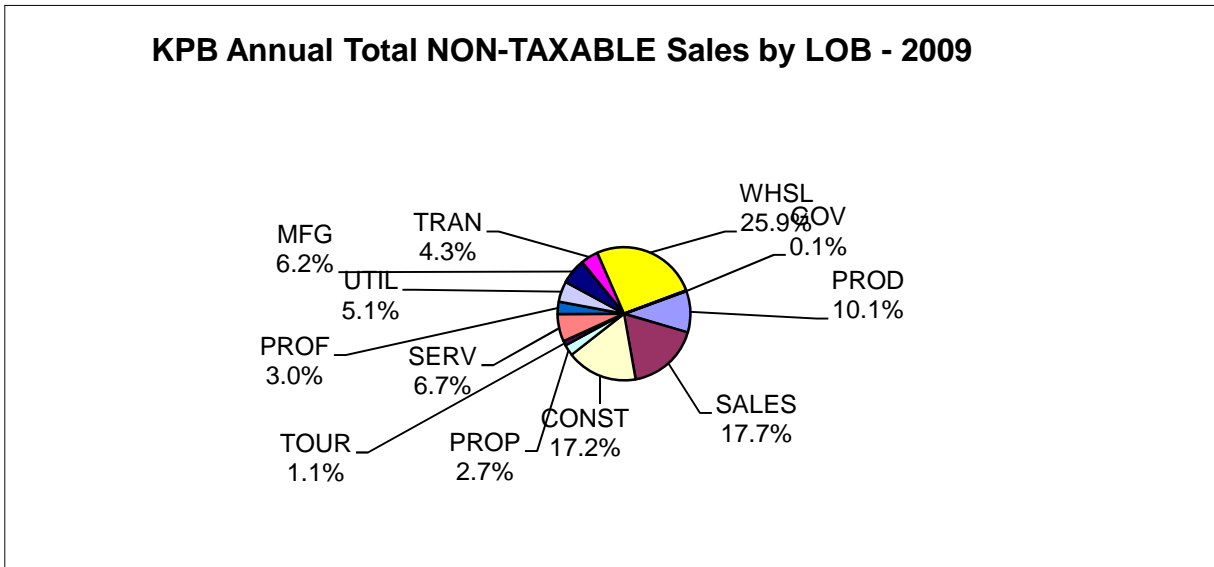


Chart 1.15

Annual NON-TAXABLE Sales Five Year Change by LOB				
LOB	2004	2009	Value Change	Percent Change
PROD	174,451,236	185,864,860	11,413,624	6.5%
SALES	250,132,591	325,624,077	75,491,486	30.2%
CONST	232,322,795	316,854,468	84,531,673	36.4%
PROP	47,748,846	49,740,661	1,991,815	4.2%
TOUR	26,271,379	21,126,420	-5,144,959	-19.6%
SERV	43,727,402	122,508,230	78,780,828	180.2%
PROF	39,585,066	55,243,260	15,658,194	39.6%
UTIL	44,493,070	93,023,689	48,530,619	109.1%
MFG	134,676,382	113,635,738	-21,040,644	-15.6%
TRAN	27,475,946	78,612,198	51,136,252	186.1%
WHSL	165,447,106	476,760,108	311,313,002	188.2%
GOV	1,909,805	2,688,700	778,895	40.8%
TOTAL	1,188,241,624	1,841,682,409	653,440,785	55.0%

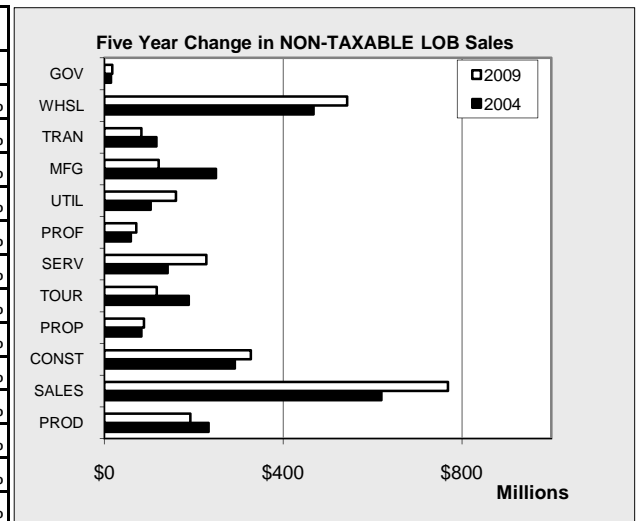


Table 1.16

Chart 1.16

# KPB Sales

**KPB Annual GROSS Sales by Area - 2004-2009 - in \$**

	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
Homer	290,423,752	309,268,753	356,227,707	353,452,150	382,914,299	360,163,754	-5.9%	-22,750,545
Kenai	407,272,175	465,779,952	456,932,044	520,557,074	607,676,556	394,764,856	-35.0%	-212,911,700
Seldovia	8,329,831	6,871,279	7,564,723	9,495,815	8,530,781	6,971,262	-18.3%	-1,559,519
Seward	166,016,942	189,104,993	198,357,254	195,248,254	214,574,775	188,767,000	-12.0%	-25,807,775
Soldotna	361,258,879	396,033,463	432,855,181	429,295,387	465,405,888	412,930,044	-11.3%	-52,475,844
Other	1,102,803,668	1,204,707,798	1,249,377,076	1,297,877,309	1,480,554,810	1,355,350,016	-8.5%	-125,204,794
<b>Total</b>	<b>2,336,105,247</b>	<b>2,571,766,238</b>	<b>2,701,313,985</b>	<b>2,805,925,989</b>	<b>3,159,657,109</b>	<b>2,718,946,932</b>	<b>-13.9%</b>	<b>-440,710,177</b>
Annual Change		10.1%	5.0%	3.9%	12.6%	-13.9%		

Table 1.17

**KPB Annual Gross Sales by Area - 2004-2009**

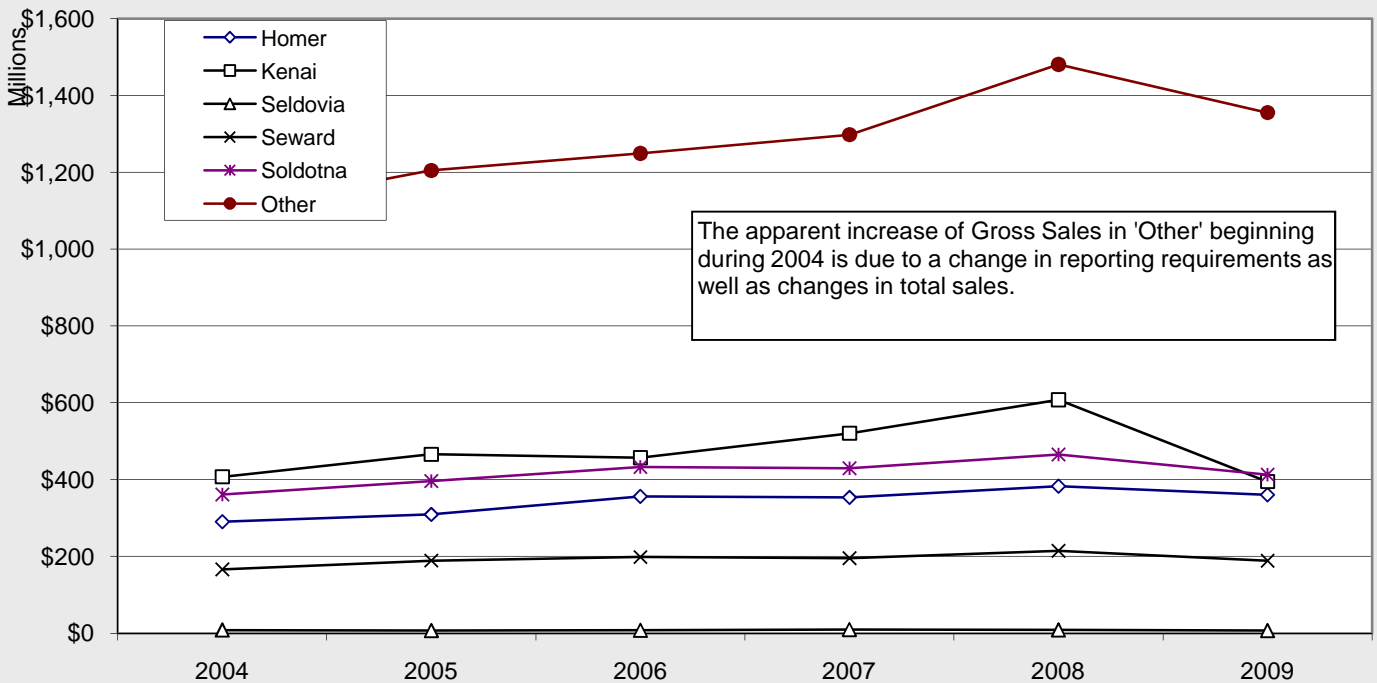


Chart 1.17

**KPB Total Annual Gross Sales by Area - 2009**

Annual Gross Sales Five Year Change by Area				
	2004	2009	Value Change	Percent Change
Homer	290,423,752	360,163,754	69,740,002	24.0%
Kenai	407,272,175	394,764,856	-12,507,319	-3.1%
Seldovia	8,329,831	6,971,262	-1,358,569	-16.3%
Seward	166,016,942	188,767,000	22,750,058	13.7%
Soldotna	361,258,879	412,930,044	51,671,165	14.3%
Other	1,102,803,668	1,355,350,016	252,546,348	22.9%
<b>TOTAL</b>	<b>2,336,105,247</b>	<b>2,718,946,932</b>	<b>382,841,685</b>	<b>16.4%</b>

Table 1.18

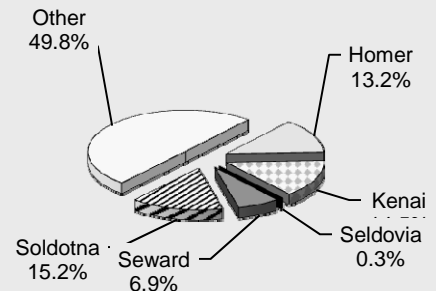


Chart 1.18

# KPB Sales

## KPB Annual TAXABLE Sales by Area - 2004-2009- in \$

	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
Homer	139,975,581	144,757,649	153,385,392	166,500,949	173,010,794	143,805,447	-16.9%	-29,205,347
Kenai	139,373,862	145,536,054	156,640,595	167,077,378	175,891,484	175,768,807	-0.1%	-122,677
Seldovia	3,386,312	3,380,980	3,671,079	4,317,728	5,004,876	3,697,253	-26.1%	-1,307,623
Seward	79,767,208	87,749,003	91,089,954	102,255,726	105,003,769	90,019,309	-14.3%	-14,984,460
Soldotna	200,059,548	211,210,444	227,545,027	243,495,221	261,094,783	247,282,584	-5.3%	-13,812,199
Other	218,785,991	232,788,665	255,609,589	283,543,985	306,848,624	216,691,123	-29.4%	-90,157,501
Total	781,348,502	825,422,795	887,941,636	967,190,987	1,026,854,330	877,264,523	-14.6%	-149,589,807
Annual Change		5.6%	7.6%	8.9%	6.2%	-14.6%		

Table 1.19

### KPB Annual Taxable Sales by Area - 2004-2009

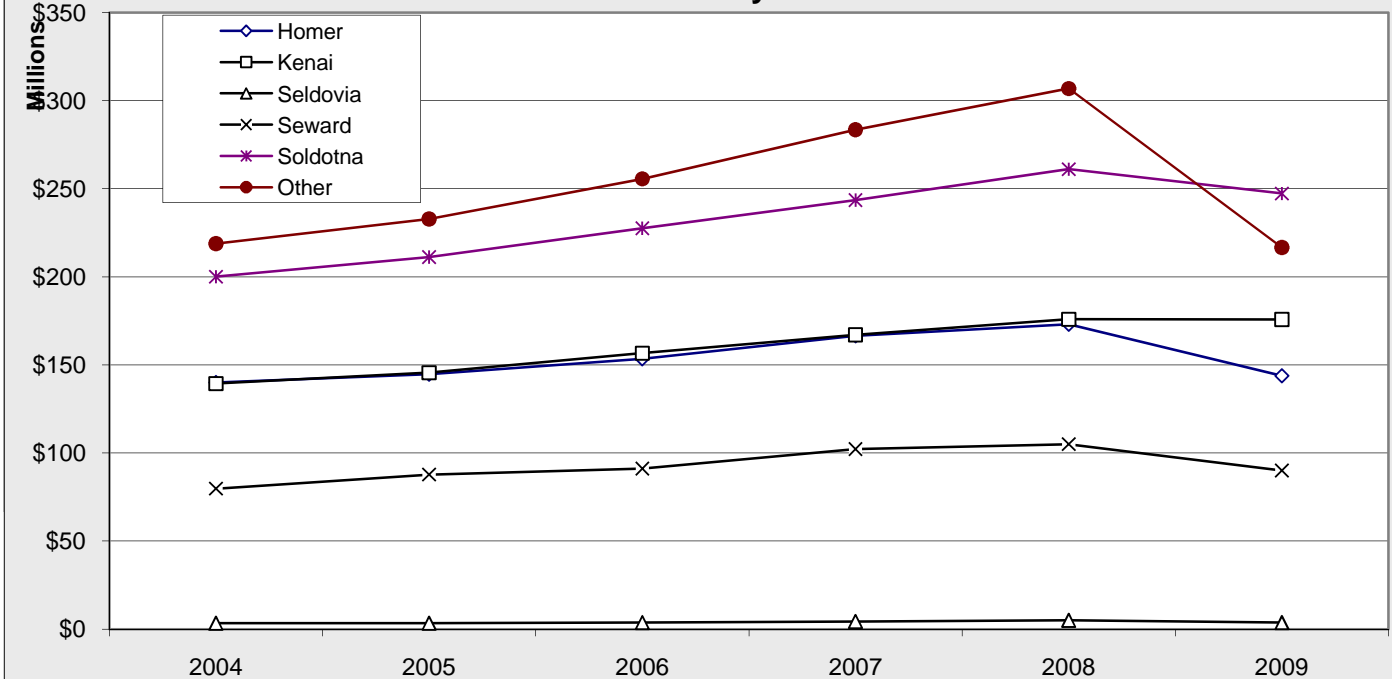
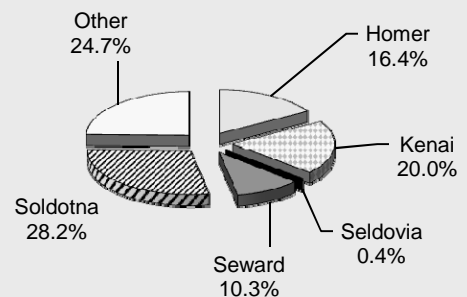


Chart 1.19

### KPB Annual Taxable Sales by Area - 2009



Taxable Sales Five Year Change by Area				
	2004	2009	Value Change	Percent Change
Homer	139,975,581	143,805,447	3,829,866	2.7%
Kenai	139,373,862	175,768,807	36,394,945	26.1%
Seldovia	3,386,312	3,697,253	310,941	9.2%
Seward	79,767,208	90,019,309	10,252,101	12.9%
Soldotna	200,059,548	247,282,584	47,223,036	23.6%
Other	218,785,991	216,691,123	-2,094,868	-1.0%
TOTAL	781,348,502	877,264,523	95,916,021	12.3%

Table 1.20

Chart 1.20

# KPB Sales

**KPB Annual NON-TAXABLE Sales by Area - 2004-2009 - in \$**

	2004	2005	2006	2007	2008	2010	Annual Percent Change	Annual Amount Change
Homer	150,448,171	164,511,104	202,842,315	186,951,201	209,903,505	216,358,307	3.1%	6,454,802
Kenai	267,898,313	320,243,898	300,291,449	353,479,696	431,785,072	218,996,049	-49.3%	-212,789,023
Seldovia	4,943,519	3,490,299	3,893,644	5,178,087	3,525,905	3,274,009	-7.1%	-251,896
Seward	86,249,734	101,355,990	107,267,300	92,992,528	109,571,006	98,747,691	-9.9%	-10,823,315
Soldotna	161,199,331	184,823,019	205,310,154	185,800,166	204,311,105	165,647,460	-18.9%	-38,663,645
Other	884,017,677	971,919,133	993,767,487	1,014,333,324	1,173,706,186	1,138,658,893	-3.0%	-35,047,293
Total	1,554,756,745	1,746,343,443	1,813,372,349	1,838,735,002	2,132,802,779	1,841,682,409	-13.6%	-291,120,370
Annual Change		12.3%	3.8%	1.4%	16.0%	-13.6%		

Table 1.21

**KPB Annual Non-Taxable Sales by Area - 2004-2009**

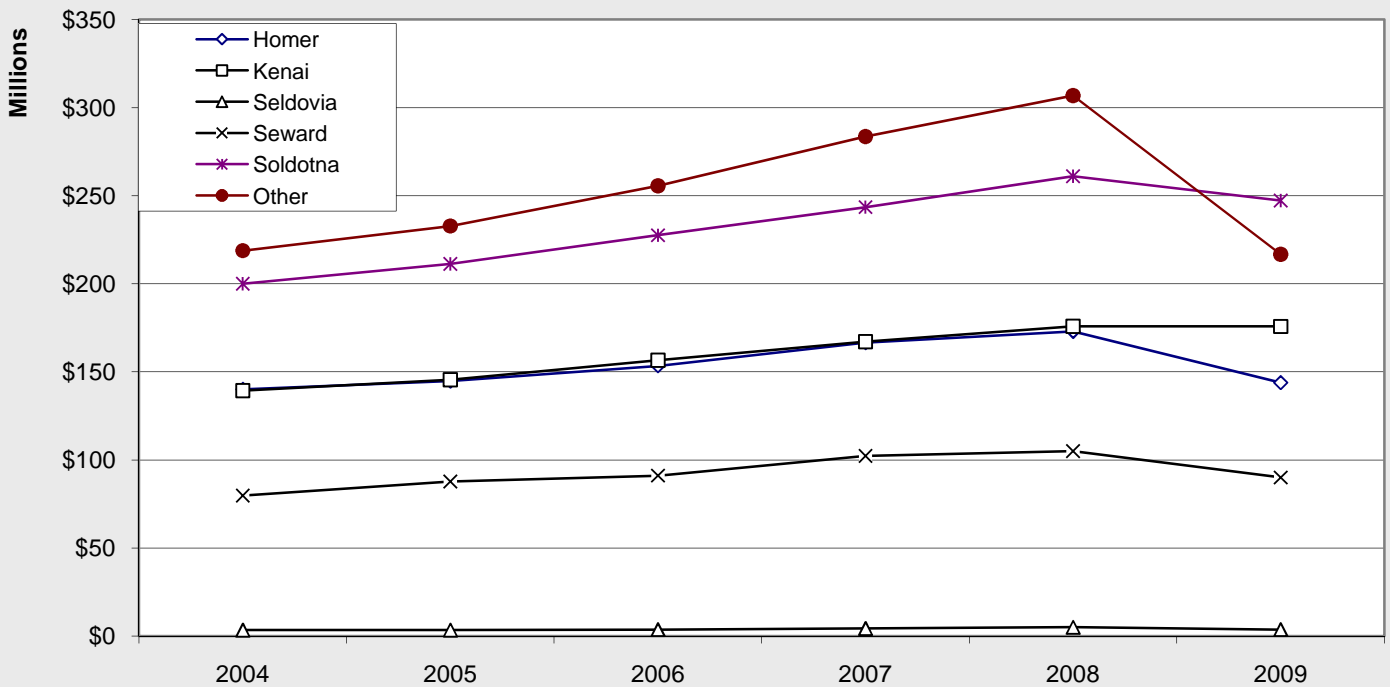
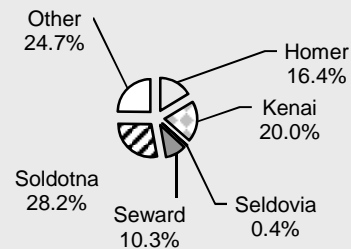


Chart 1.21

**KPB Annual Non-Taxable Sales by Area - 2009**



Non-Taxable Sales Five Year Change by Area				
	2003	2008	Value Change	Percent Change
Homer	150,448,171	216,358,307	65,910,136	43.8%
Kenai	267,898,313	218,996,049	-48,902,264	-18.3%
Seldovia	4,943,519	3,274,009	-1,669,510	-33.8%
Seward	86,249,734	98,747,691	12,497,957	14.5%
Soldotna	161,199,331	165,647,460	4,448,129	2.8%
Other	884,017,677	1,138,658,893	254,641,216	28.8%
TOTAL	1,554,756,745	1,841,682,409	286,925,664	18.5%

Table 1.22

Chart 1.22



# KPB Sales

<b>KPB Annual GROSS Sales by LOB by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	38,130,323	34,499,184	35,707,527	84,214,878	192,551,912
SALES	140,670,764	207,254,587	239,075,608	181,414,289	768,415,248
CONST	44,650,397	75,889,667	108,296,430	98,732,440	327,568,934
PROP	19,376,425	23,251,946	24,741,676	20,995,089	88,365,136
TOUR	6,652,916	33,733,719	66,653,136	10,404,719	117,444,490
SERV	44,739,965	58,784,489	63,454,722	61,160,067	228,139,243
PROF	13,867,648	17,696,373	17,452,625	22,257,567	71,274,213
UTIL	51,748,324	37,992,431	32,546,364	37,707,387	159,994,506
MFG	32,800,449	30,095,640	41,510,682	17,253,775	121,660,546
TRAN	15,091,822	17,363,902	23,903,528	26,278,817	82,638,069
WHSL	138,756,787	64,608,591	77,683,064	261,852,900	542,901,342
GOV	3,578,421	4,217,393	5,850,911	4,346,568	17,993,293
<b>TOTAL</b>	<b>550,064,241</b>	<b>605,387,922</b>	<b>736,876,273</b>	<b>826,618,496</b>	<b>2,718,946,932</b>

Table 1.23

<b>KPB Annual GROSS Sales by Area by Quarter - 2009 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	65,511,794	96,057,459	113,003,803	85,590,698	360,163,754
Kenai	79,993,521	105,025,172	119,717,403	90,028,760	394,764,856
Seldovia	1,375,956	1,537,661	2,001,456	2,056,189	6,971,262
Seward	28,208,324	53,396,019	70,797,744	36,364,913	188,767,000
Soldotna	80,144,384	106,770,323	123,947,084	102,068,253	412,930,044
Other	294,830,262	242,601,288	307,408,783	510,509,683	1,355,350,016
Total	550,064,241	605,387,922	736,876,273	826,618,496	2,718,946,932

Table 1.24

<b>KPB Annual TAXABLE Sales by LOB by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	1,128,977	2,575,450	1,582,234	1,400,391	6,687,052
SALES	63,643,191	114,951,463	161,097,077	92,187,994	431,879,725
CONST	2,064,026	2,781,032	3,267,861	2,601,547	10,714,466
PROP	7,837,733	10,157,981	11,980,490	8,648,271	38,624,475
TOUR	5,416,344	28,953,329	55,872,221	6,076,176	96,318,070
SERV	23,296,512	27,474,802	29,856,368	25,003,331	105,631,013
PROF	3,982,793	4,276,311	4,139,776	3,632,073	16,030,953
UTIL	23,548,686	14,975,178	12,467,236	15,979,717	66,970,817
MFG	875,940	2,181,243	3,675,825	1,291,800	8,024,808
TRAN	734,742	1,121,206	1,265,714	904,209	4,025,871
WHSL	14,590,775	19,002,696	21,081,011	11,466,752	66,141,234
GOV	2,801,296	3,663,141	5,026,971	3,813,185	15,304,593
<b>TOTAL</b>	<b>149,921,015</b>	<b>232,113,832</b>	<b>311,312,784</b>	<b>173,005,446</b>	<b>866,353,077</b>

Table 1.25

<b>KPB Annual TAXABLE Sales by Area by Quarter - 2009 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	22,589,494	40,262,341	54,340,403	26,613,209	143,805,447
Kenai	37,357,908	46,504,382	50,276,755	41,630,262	175,769,307
Seldovia	776,692	958,005	1,194,133	768,423	3,697,253
Seward	10,336,115	26,440,658	40,795,882	12,446,654	90,019,309
Soldotna	46,959,852	60,516,853	81,226,619	58,579,260	247,282,584
Other	42,812,400	57,431,593	83,478,992	32,967,638	216,690,623
Total	160,832,461	232,113,832	311,312,784	173,005,446	877,264,523

Table 1.26

# KPB Sales

<b>KPB Annual GROSS Sales by LOB by Quarter - 2008- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	28,399,783	41,226,009	51,993,400	99,005,432	220,624,624
SALES	147,230,051	209,904,567	261,798,968	190,541,495	809,475,081
CONST	46,451,878	66,812,991	104,165,596	92,781,546	310,212,011
PROP	19,005,545	25,231,660	30,162,850	25,201,147	99,601,202
TOUR	8,149,740	47,175,954	89,978,836	10,248,664	155,553,194
SERV	43,518,244	62,153,219	65,159,602	52,569,574	223,400,639
PROF	15,036,479	18,233,426	19,108,411	23,394,761	75,773,077
UTIL	35,696,808	29,774,744	30,780,619	40,448,331	136,700,502
MFG	38,544,973	80,895,890	104,586,640	38,554,005	262,581,508
TRAN	40,015,969	57,776,253	69,090,301	52,304,123	219,186,646
WHSL	64,212,311	91,634,047	104,580,326	368,807,009	629,233,693
GOV	3,421,715	3,943,328	5,690,831	4,259,058	17,314,932
<b>TOTAL</b>	<b>489,683,496</b>	<b>734,762,088</b>	<b>937,096,380</b>	<b>998,115,145</b>	<b>3,159,657,109</b>

Table 1.27

<b>KPB Annual GROSS Sales by Area by Quarter - 2008 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	65,708,118	103,215,060	125,955,296	88,035,825	382,914,299
Kenai	108,812,075	146,580,463	182,488,483	169,795,535	607,676,556
Seldovia	1,516,251	2,591,665	2,347,161	2,075,704	8,530,781
Seward	26,506,069	59,814,396	89,445,765	38,808,545	214,574,775
Soldotna	89,538,030	112,456,040	146,420,303	116,991,515	465,405,888
Other	197,602,952	310,104,465	390,439,372	582,408,021	1,480,554,810
Total	489,683,495	734,762,089	937,096,380	998,115,145	3,159,657,109

Table 1.28

<b>KPB Annual TAXABLE Sales by LOB by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	1,008,753	2,216,863	1,748,758	1,720,436	6,694,810
SALES	95,601,390	138,921,134	185,402,282	119,003,130	538,927,936
CONST	2,374,653	3,082,212	3,914,197	3,239,278	12,610,340
PROP	7,918,408	10,883,931	13,305,391	9,601,160	41,708,890
TOUR	6,889,798	40,898,248	77,011,482	7,333,625	132,133,153
SERV	22,343,938	27,505,793	31,168,849	25,594,681	106,613,261
PROF	4,269,130	4,744,076	4,688,193	3,993,702	17,695,101
UTIL	16,634,798	12,793,542	11,107,978	16,449,636	56,985,954
MFG	961,058	2,352,036	4,211,685	1,355,588	8,880,367
TRAN	562,731	1,008,526	1,277,653	795,326	3,644,236
WHSL	17,059,910	23,271,188	26,815,958	19,181,999	86,329,055
GOV	2,732,211	3,458,001	4,806,976	3,634,039	14,631,227
<b>TOTAL</b>	<b>178,356,778</b>	<b>271,135,550</b>	<b>365,459,402</b>	<b>211,902,600</b>	<b>1,026,854,330</b>

Table 1.29

<b>KPB Annual TAXABLE Sales by Area by Quarter - 2008 - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Homer	29,022,917	48,871,596	62,341,184	32,775,097	173,010,794
Kenai	36,199,394	44,860,208	52,374,003	42,457,879	175,891,484
Seldovia	850,232	1,663,391	1,634,020	857,233	5,004,876
Seward	11,339,653	30,194,399	50,389,355	13,080,362	105,003,769
Soldotna	47,660,551	63,179,312	90,667,066	59,587,854	261,094,783
Other	53,284,030	82,366,645	108,053,774	63,144,175	306,848,624
Total	178,356,777	271,135,551	365,459,402	211,902,600	1,026,854,330

Table 1.30

# KPB Sales

<b>KPB Annual GROSS Sales by LOB by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	24,974,260	37,089,155	43,860,460	92,929,082	198,852,957
SALES	127,448,205	181,702,272	218,992,332	165,697,114	693,839,923
CONST	47,528,741	71,115,474	96,207,346	96,225,562	311,077,123
PROP	17,951,988	23,009,451	27,572,825	26,315,106	94,849,370
TOUR	18,936,404	59,439,612	108,920,809	20,159,126	207,455,951
SERV	37,198,517	53,832,707	58,113,534	48,640,981	197,785,739
PROF	14,926,273	15,388,743	16,507,916	22,254,358	69,077,290
UTIL	37,984,202	30,112,352	20,940,611	32,282,685	121,319,850
MFG	45,887,281	46,774,719	85,026,281	18,827,857	196,516,138
TRAN	36,805,498	34,761,160	50,920,772	42,583,073	165,070,503
WHSL	48,617,298	67,298,261	83,966,334	333,832,415	533,714,308
GOV	3,228,263	3,968,840	5,039,313	4,130,421	16,366,837
<b>TOTAL</b>	<b>461,486,930</b>	<b>624,492,746</b>	<b>816,068,533</b>	<b>903,877,780</b>	<b>2,805,925,989</b>

Table 1.31

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

Table 1.32

<b>KPB Annual TAXABLE Sales by LOB by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	894,819	2,039,567	1,570,128	1,435,890	5,940,404
SALES	80,780,970	117,658,028	149,604,085	104,653,750	452,696,833
CONST	2,174,970	3,034,410	3,698,378	3,309,070	12,216,828
PROP	7,356,863	9,952,399	12,274,904	9,643,164	39,227,330
TOUR	16,073,170	53,007,670	94,466,360	16,964,907	180,512,107
SERV	19,244,573	25,559,364	28,089,546	23,330,978	96,224,461
PROF	4,134,921	4,611,238	4,388,635	4,018,419	17,153,213
UTIL	17,578,615	11,944,498	10,474,300	13,438,479	53,435,892
MFG	1,233,175	2,817,887	4,774,431	1,661,171	10,486,664
TRAN	425,345	791,238	900,948	786,813	2,904,344
WHSL	16,366,742	21,240,013	24,090,040	20,501,302	82,198,097
GOV	2,855,994	3,446,756	4,347,718	3,544,346	14,194,814
<b>TOTAL</b>	<b>169,120,157</b>	<b>256,103,068</b>	<b>338,679,473</b>	<b>203,288,289</b>	<b>967,190,987</b>

Table 1.33

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

Table 1.34

# KPB Sales

<b>KPB Annual GROSS Sales by LOB by Quarter - 2006 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	41,274,840	43,839,219	62,118,237	71,810,856	219,043,152
SALES	119,035,596	178,965,036	206,143,237	152,333,638	656,477,507
CONST	31,974,205	59,781,577	97,217,621	176,274,367	365,247,770
PROP	17,365,603	22,740,383	25,835,246	22,847,644	88,788,876
TOUR	17,398,131	58,865,867	106,305,678	20,634,097	203,203,773
SERV	32,231,969	42,838,322	43,893,954	41,378,709	160,342,954
PROF	14,136,142	14,165,049	15,548,787	23,239,897	67,089,875
UTIL	32,447,128	26,961,172	26,505,508	34,127,150	120,040,958
MFG	20,273,690	55,022,566	68,436,833	34,932,465	178,665,554
TRAN	10,675,096	37,237,524	40,847,624	38,080,953	126,841,197
WHSL	47,733,746	68,421,938	77,931,201	305,799,784	499,886,669
GOV	3,126,281	3,670,790	4,731,516	4,157,113	15,685,700
<b>TOTAL</b>	<b>387,672,427</b>	<b>612,509,443</b>	<b>775,515,442</b>	<b>925,616,673</b>	<b>2,701,313,985</b>

Table 1.35

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

Table 1.36

<b>KPB Annual TAXABLE Sales by LOB by Quarter - 2006 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
PROD	865,170	1,823,191	1,329,079	1,205,699	5,223,139
SALES	74,586,992	109,433,886	137,489,167	96,341,660	417,851,705
CONST	1,990,771	2,944,819	3,306,229	3,001,793	11,243,612
PROP	6,936,051	8,531,207	10,729,981	8,425,132	34,622,371
TOUR	15,899,091	48,415,782	81,959,541	17,527,783	163,802,197
SERV	18,046,491	22,111,917	24,398,224	20,879,792	85,436,424
PROF	4,046,431	4,536,924	3,964,046	3,604,243	16,151,644
UTIL	14,962,505	10,663,883	9,087,067	14,111,763	48,825,218
MFG	1,272,729	2,446,548	4,224,455	1,703,061	9,646,793
TRAN	478,235	889,688	912,143	531,700	2,811,766
WHSL	15,226,750	20,819,810	24,110,681	18,735,987	78,893,228
GOV	2,683,072	3,244,865	4,214,700	3,290,902	13,433,539
<b>TOTAL</b>	<b>156,994,288</b>	<b>235,862,520</b>	<b>305,725,313</b>	<b>189,359,515</b>	<b>887,941,636</b>

Table 1.37

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

Table 1.38

# KPB Construction Permits

## Construction Permitting

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

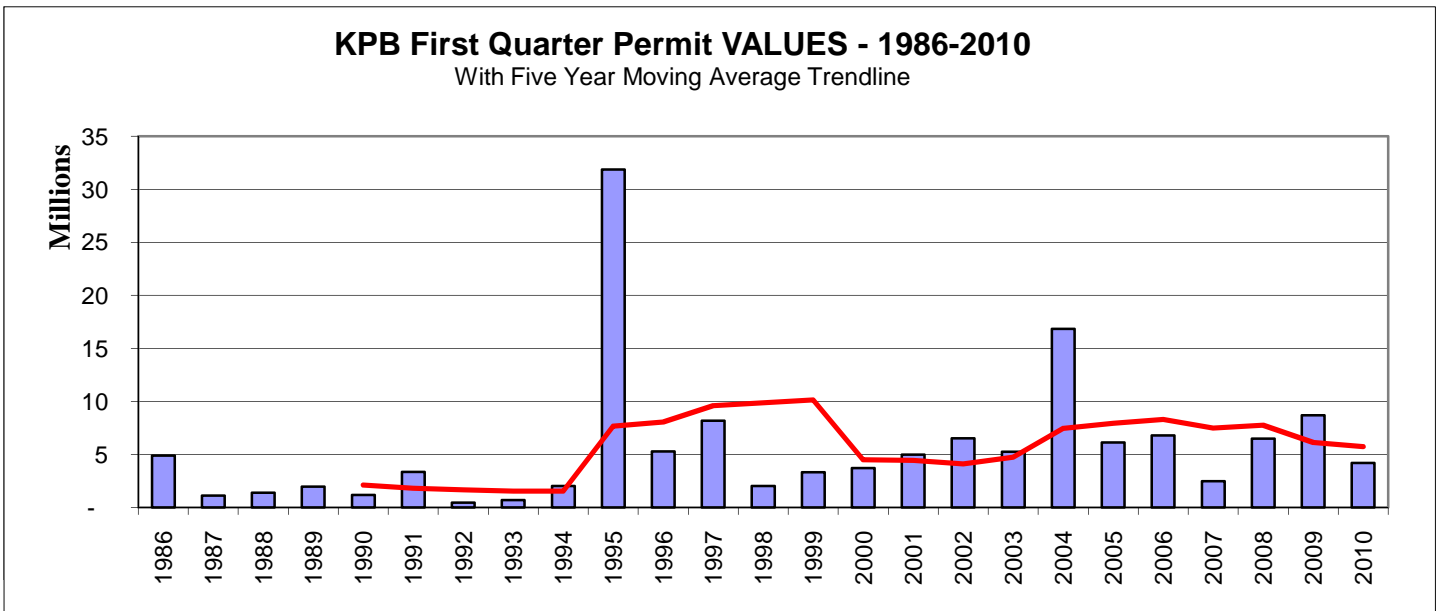


Chart 1.23

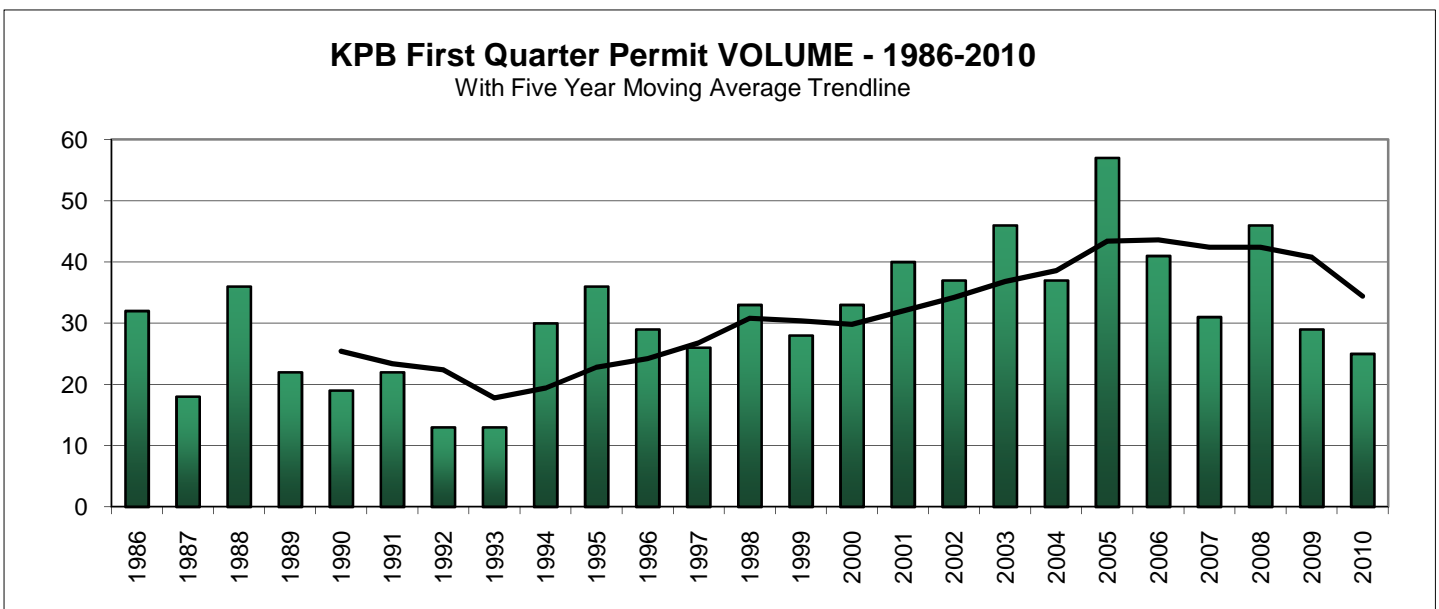


Chart 1.24

# KPB Construction Permits

KPB First Quarter Permit VALUES by Area - 2004-2010 in \$								
	2004	2005	2006	2007	2008	2009	2010	Annual Change
Homer	3,714,020	3,105,900	3,271,000	55,001	2,723,000	1,110,000	3,002,000	170.5%
Kenai	312,000	425,500	763,500	769,500	1,063,300	493,000	502,500	1.9%
Seldovia	20,000	15,000	30,000	15,000	0	0	0	NA
Seward	7,741,600	1,172,300	622,217	803,238	409,415	6,627,120	438,500	-93.4%
Soldotna	5,064,323	1,421,555	2,116,441	827,771	2,306,253	453,000	260,364	-42.5%
Total	16,851,943	6,140,255	6,803,158	2,470,510	6,501,968	8,683,120	4,203,364	-51.6%
Annual Change		-63.6%	10.8%	-63.7%	163.2%	33.5%	-51.6%	

Table 1.39

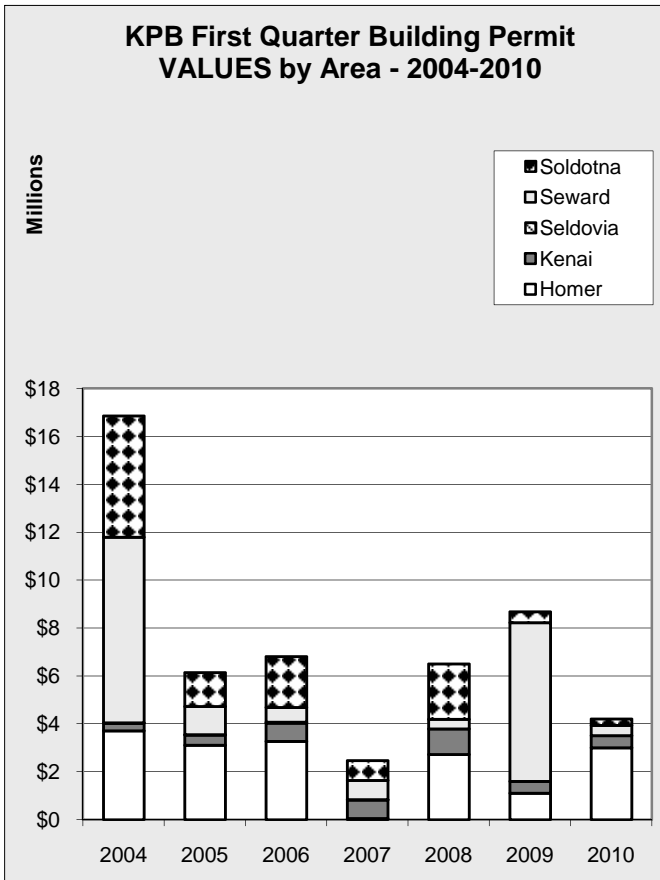


Chart 1.25

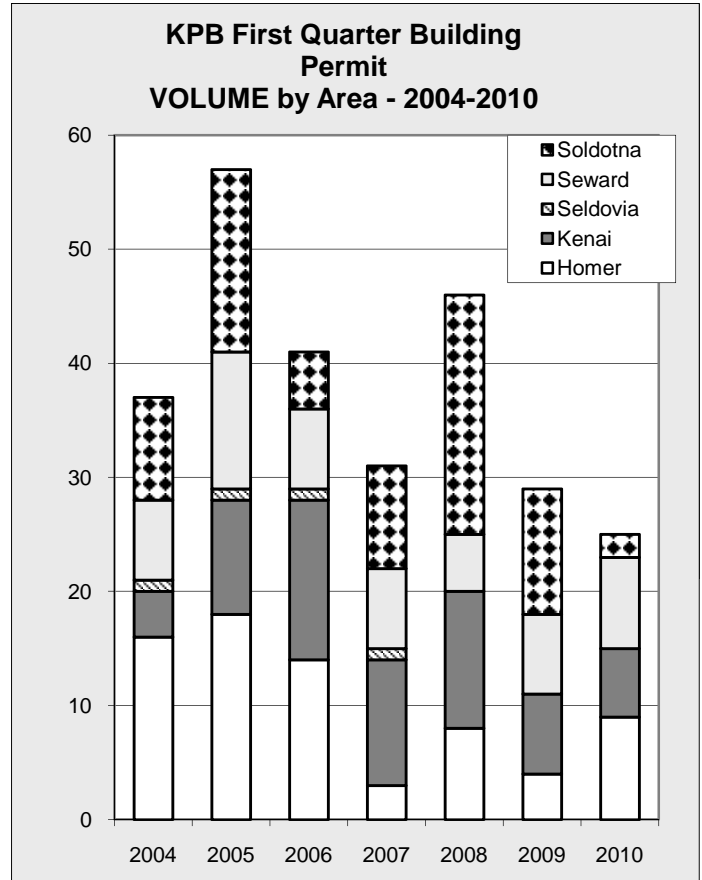


Chart 1.26

KPB First Quarter Permit VOLUME by Area - 2004-2010								
	2004	2005	2006	2007	2008	2009	2010	Annual Change
Homer	16	18	14	3	8	4	9	125.0%
Kenai	4	10	14	11	12	7	6	-14.3%
Seldovia	1	1	1	1	0	0	0	NA
Seward	7	12	7	7	5	7	8	14.3%
Soldotna	9	16	5	9	21	11	2	-81.8%
Total	37	57	41	31	46	29	25	-13.8%
Annual Change		54.1%	-28.1%	-24.4%	48.4%	-37.0%	-13.8%	

Table 1.40

# KPB Construction Permits

**KPB First Quarter Permit VALUES by Type - 2004-2010 - in \$**

	2004	2005	2006	2007	2008	2009	2010	Annual Change
Res. New	3,456,797	3,338,356	2,257,031	1,117,722	1,642,277	630,000	950,000	50.8%
Res. Alter/Add	261,520	415,930	45,000	308,549	192,711	262,000	1,209,000	361.5%
Cml. New	12,880,026	309,000	938,410	208,513	2,964,737	1,028,000	1,037,500	0.9%
Cml. Alter/add	253,600	2,076,969	3,562,717	835,726	1,702,243	6,763,120	1,006,864	-85.1%
Total	16,851,943	6,140,255	6,803,158	2,470,510	6,501,968	8,683,120	4,203,364	-51.6%
Annual Change		-63.6%	10.8%	-63.7%	163.2%	33.5%	-51.6%	

Table 1.41

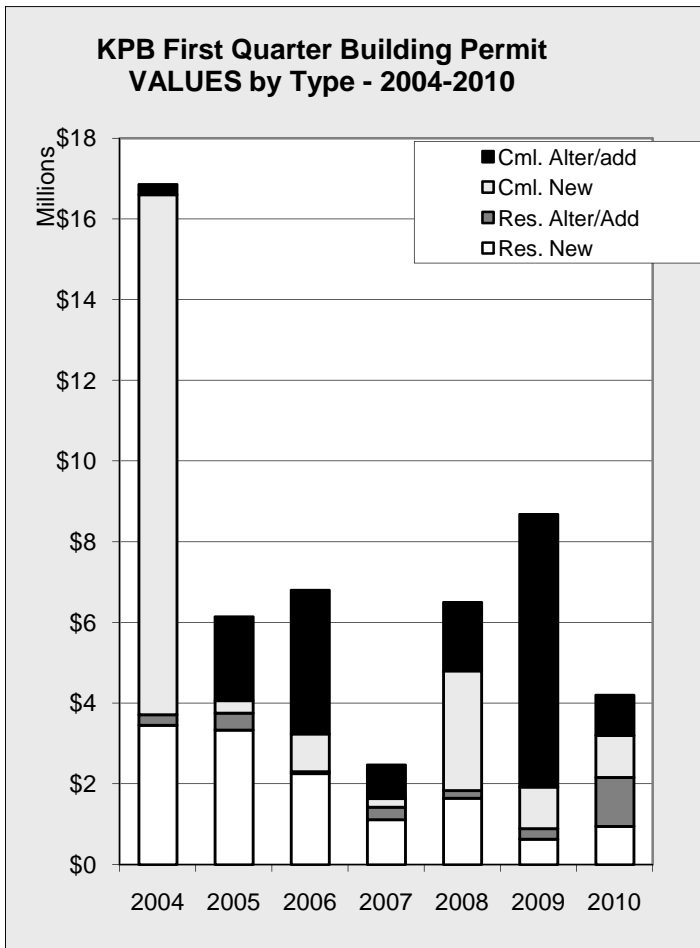


Chart 1.27

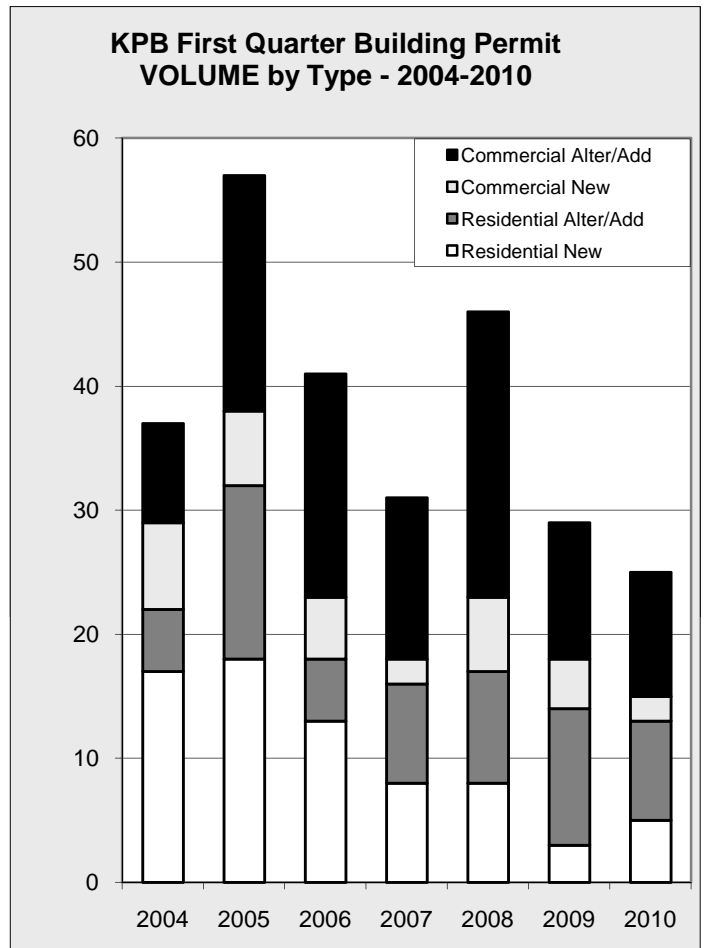


Chart 1.28

**KPB First Quarter Permit VOLUME by Type - 2004-2010**

	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	17	18	13	8	8	3	5	66.7%
Residential Alter/	5	14	5	8	9	11	8	-27.3%
Commercial New	7	6	5	2	6	4	2	-50.0%
Commercial Alter	8	19	18	13	23	11	10	-9.1%
Total	37	57	41	31	46	29	25	-13.8%
Annual Change		54.1%	-28.1%	-24.4%	48.4%	-37.0%	-13.8%	

Table 1.42

# KPB Construction Permits

<b>KPB Annual Permit VALUES by Area - 2004 - 2009 - in \$</b>							
	2004	2005	2006	2007	2008	2009	Annual Change
Homer	24,070,631	21,611,400	20,287,857	14,056,202	23,168,200	7,684,200	-66.8%
Kenai	4,786,550	8,237,900	11,076,154	22,398,000	46,468,375	6,903,845	-85.1%
Seldovia	176,200	512,000	135,000	343,800	382,500	306,500	-19.9%
Seward	17,711,150	2,863,143	25,537,249	21,095,925	2,832,379	19,661,127	594.2%
Soldotna	37,296,926	11,509,360	23,194,400	13,762,923	19,493,181	11,206,392	-42.5%
<b>Total</b>	<b>43,606,177</b>	<b>44,733,803</b>	<b>80,230,660</b>	<b>71,656,850</b>	<b>92,344,635</b>	<b>45,762,064</b>	<b>-50.4%</b>
Annual Chg		2.6%	79.4%	-10.7%	28.9%	-50.4%	

Table 1.43

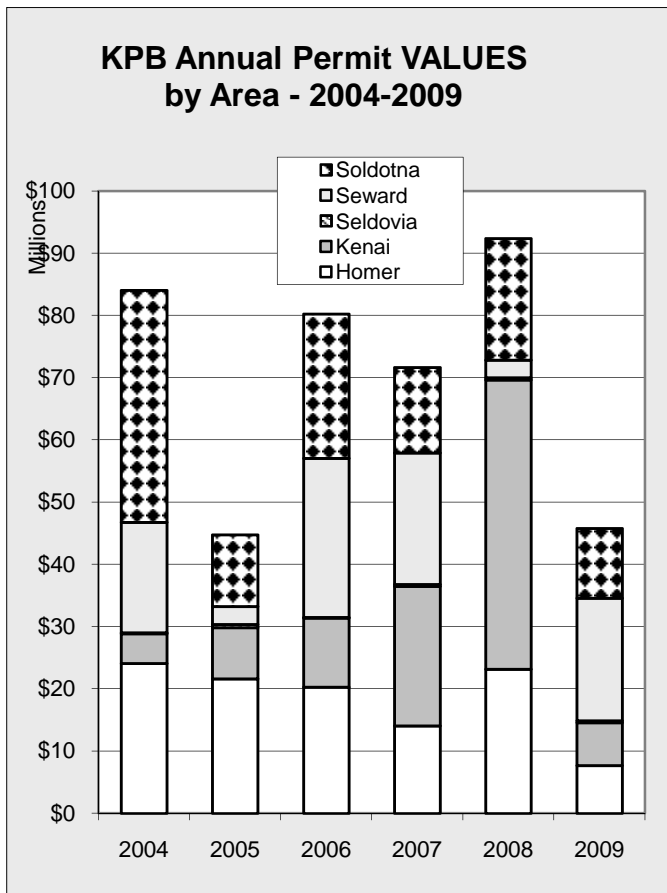


Chart 1.29

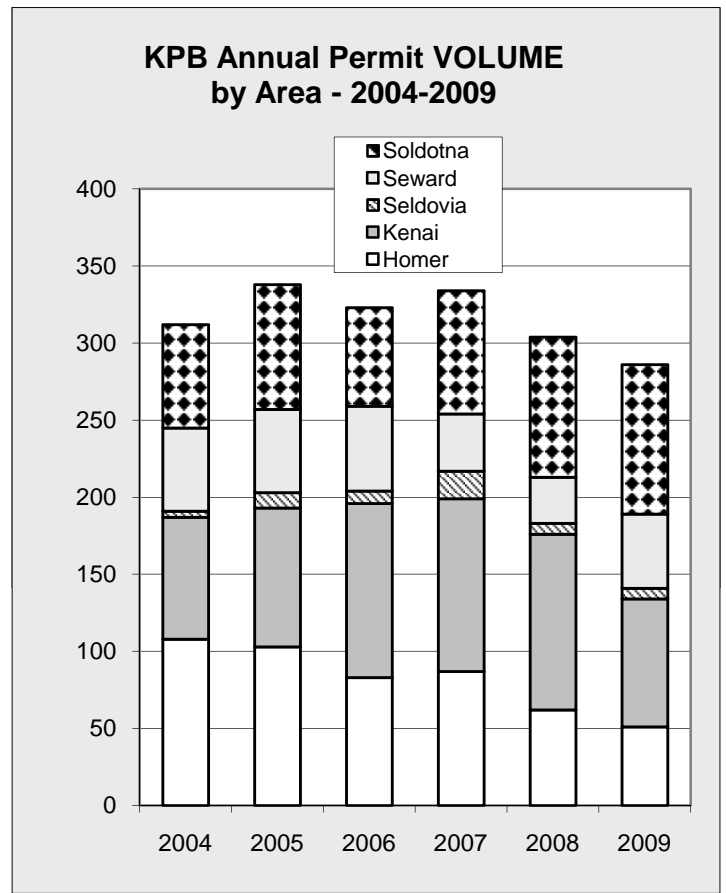


Chart 1.30

<b>KPB Annual Permit VOLUME by Area - 2004 - 2009</b>							
	2004	2005	2006	2007	2008	2009	Annual Change
Homer	108	103	83	87	62	51	-17.7%
Kenai	79	90	113	112	114	83	-27.2%
Seldovia	4	10	8	18	7	7	0.0%
Seward	54	54	55	37	30	48	60.0%
Soldotna	67	81	64	80	91	97	6.6%
<b>Total</b>	<b>312</b>	<b>338</b>	<b>323</b>	<b>334</b>	<b>304</b>	<b>286</b>	<b>-5.9%</b>
Annual Change		8.3%	-4.4%	3.4%	-9.0%	-5.9%	

Table 1.44



# KPB Construction Permits

**KPB Annual Permit VALUES by Type - 2004-2009- in \$**

	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	15,935,344	17,749,648	26,277,740	22,612,367	21,563,338	15,961,899	-26.0%
Residential Alter/Add	2,880,284	2,235,128	2,070,180	4,106,440	2,728,588	2,040,893	-25.2%
Commercial New	56,079,343	19,217,548	44,002,152	33,951,168	61,078,166	15,461,388	-74.7%
Commercial Alter/Add	9,146,486	5,531,479	7,880,588	10,986,875	6,992,543	12,297,884	75.9%
<b>Total</b>	<b>84,041,457</b>	<b>44,733,803</b>	<b>80,230,660</b>	<b>71,656,850</b>	<b>92,362,635</b>	<b>45,762,064</b>	<b>-50.5%</b>
Annual Change		-46.8%	79.4%	-10.7%	28.9%	-50.5%	

Table 1.45

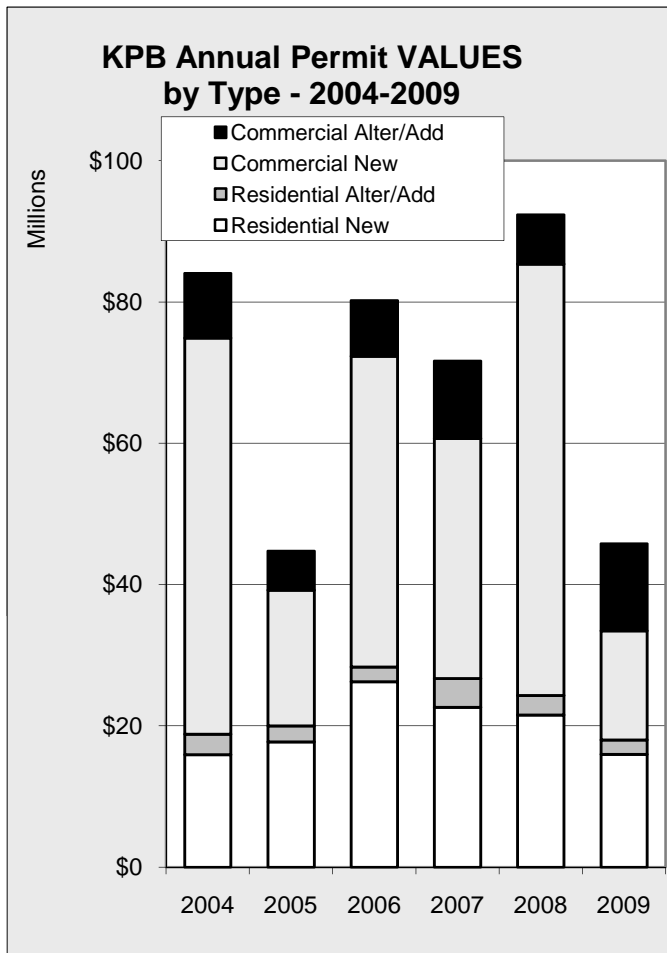


Chart 1.31

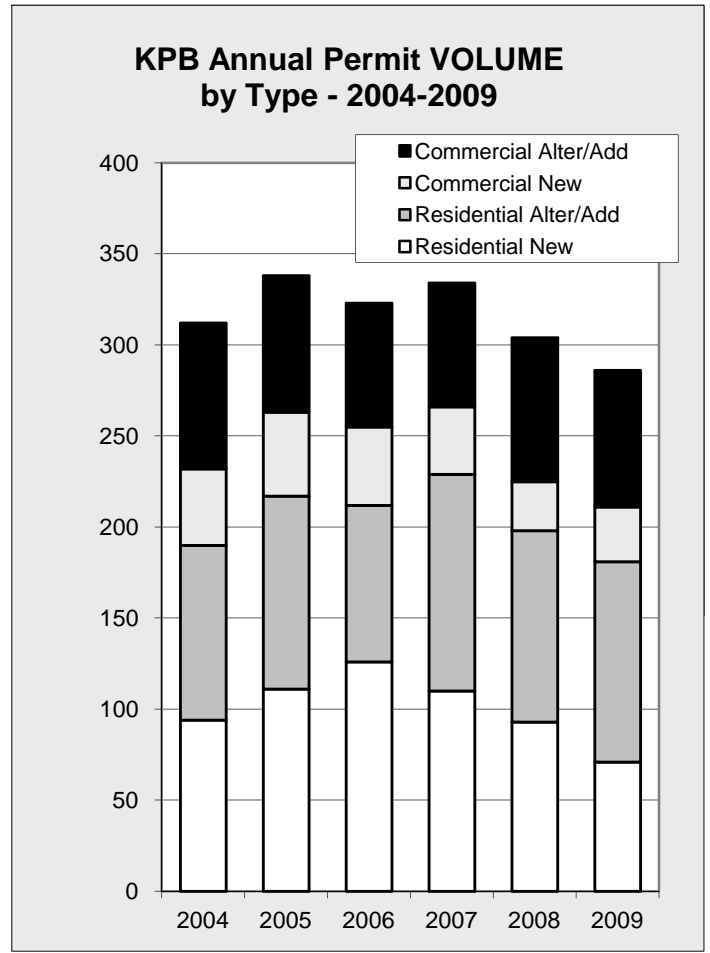


Chart 1.32

**KPB Annual Permit VOLUME by Type - 2004-2009**

	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	94	111	126	110	93	71	-23.7%
Residential Alter/Add	96	106	86	119	105	110	4.8%
Commercial New	42	46	43	37	27	30	11.1%
Commercial Alter/Add	80	75	68	68	79	75	-5.1%
<b>Total</b>	<b>312</b>	<b>338</b>	<b>323</b>	<b>334</b>	<b>304</b>	<b>286</b>	<b>-5.9%</b>
Annual Change		8.3%	-4.4%	3.4%	-9.0%	-5.9%	

Table 1.46

# KPB Construction Permits

<b>KPB Annual Permit VALUE by AREA by Quarter - 2004-2010 YTD- in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
<b>2004</b>					
Homer	3,714,020	7,433,711	9,531,900	3,391,000	24,070,631
Kenai	312,000	1,897,400	1,991,750	585,400	4,786,550
Seldovia	20,000	156,200	0	0	176,200
Seward	7,741,600	7,443,900	2,266,300	259,350	17,711,150
Soldotna	5,064,323	3,748,573	23,780,115	4,703,915	37,296,926
<b>TOTAL</b>	<b>16,851,943</b>	<b>20,679,784</b>	<b>37,570,065</b>	<b>8,939,665</b>	<b>84,041,457</b>
<b>2005</b>					
Homer	3,105,900	11,246,000	4,282,500	2,977,000	21,611,400
Kenai	425,500	2,557,300	4,035,100	1,220,000	8,237,900
Seldovia	15,000	466,000	30,500	500	512,000
Seward	1,172,300	758,540	825,446	106,857	2,863,143
Soldotna	1,421,555	6,832,235	3,085,730	169,840	11,509,360
<b>TOTAL</b>	<b>6,140,255</b>	<b>21,860,075</b>	<b>12,259,276</b>	<b>4,474,197</b>	<b>44,733,803</b>
<b>2006</b>					
Homer	3,271,000	7,467,100	6,994,757	2,555,000	20,287,857
Kenai	763,500	4,157,100	4,367,654	1,787,900	11,076,154
Seldovia	30,000	87,000	0	18,000	135,000
Seward	622,217	2,184,672	20,786,060	1,944,300	25,537,249
Soldotna	2,116,441	7,231,328	13,213,749	632,882	23,194,400
<b>TOTAL</b>	<b>6,803,158</b>	<b>21,127,200</b>	<b>45,362,220</b>	<b>6,938,082</b>	<b>80,230,660</b>
<b>2007</b>					
Homer	55,001	7,292,001	5,087,200	1,622,000	14,056,202
Kenai	769,500	6,168,100	15,020,700	439,700	22,398,000
Seldovia	15,000	267,000	60,800	1,000	343,800
Seward	803,238	1,888,287	264,900	18,139,500	21,095,925
Soldotna	827,771	7,877,205	2,765,902	2,292,045	13,762,923
<b>TOTAL</b>	<b>2,470,510</b>	<b>23,492,593</b>	<b>23,199,502</b>	<b>22,494,245</b>	<b>71,656,850</b>
<b>2008</b>					
Homer	1,223,000	16,651,000	2,410,200	2,884,000	23,168,200
Kenai	1,063,300	18,980,900	24,976,300	1,465,875	46,486,375
Seldovia	12,000	7,500	353,000	10,000	382,500
Seward	409,415	1,844,464	216,500	362,000	2,832,379
Soldotna	2,306,253	5,212,121	11,710,661	264,146	19,493,181
<b>TOTAL</b>	<b>5,013,968</b>	<b>42,695,985</b>	<b>39,666,661</b>	<b>4,986,021</b>	<b>92,362,635</b>
<b>2009</b>					
Homer	1,110,000	2,390,500	3,168,500	1,014,200	7,683,200
Kenai	493,000	3,213,270	2,680,895	516,680	6,903,845
Seldovia	0	280,500	26,000	0	306,500
Seward	6,627,120	10,958,799	824,500	1,250,708	19,661,127
Soldotna	453,000	5,294,876	4,089,843	1,368,673	11,206,392
<b>TOTAL</b>	<b>8,683,120</b>	<b>22,137,945</b>	<b>10,789,738</b>	<b>4,150,261</b>	<b>45,761,064</b>
<b>2010 YTD</b>					
Homer	3,002,000				3,002,000
Kenai	502,000				502,000
Seldovia	0				0
Seward	438,500				438,500
Soldotna	260,364				260,364
<b>TOTAL</b>	<b>4,202,864</b>				<b>4,202,864</b>

Table 1.47

# KPB Construction Permits

<b>KPB Annual Permit VALUE by TYPE by Quarter - 2004-2010 YTD - in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
<b>2004</b>					
Residential New	3,456,797	6,374,487	4,950,200	1,153,860	15,935,344
Residential Alter/Add	261,520	483,839	1,605,471	529,454	2,880,284
Commercial New	12,880,026	11,147,815	28,989,901	3,061,601	56,079,343
Commercial Alter/Add	253,600	2,673,643	2,024,493	4,194,750	9,146,486
<b>TOTAL</b>	<b>16,851,943</b>	<b>20,679,784</b>	<b>37,570,065</b>	<b>8,939,665</b>	<b>84,041,457</b>
<b>2005</b>					
Residential New	3,338,356	7,560,499	4,843,170	2,007,623	17,749,648
Residential Alter/Add	415,930	812,470	805,771	200,957	2,235,128
Commercial New	6	11,897,148	4,848,400	2,163,000	18,908,554
Commercial Alter/Add	2,076,969	1,589,958	1,761,935	102,617	5,531,479
<b>TOTAL</b>	<b>5,831,261</b>	<b>21,860,075</b>	<b>12,259,276</b>	<b>4,474,197</b>	<b>44,424,809</b>
<b>2006</b>					
Residential New	2,257,031	10,219,599	11,744,277	2,056,833	26,277,740
Residential Alter/Add	45,000	830,630	887,191	307,359	2,070,180
Commercial New	938,410	8,135,648	30,656,794	4,271,300	44,002,152
Commercial Alter/Add	3,562,717	1,941,323	2,073,958	302,590	7,880,588
<b>TOTAL</b>	<b>6,803,158</b>	<b>21,127,200</b>	<b>45,362,220</b>	<b>6,938,082</b>	<b>80,230,660</b>
<b>2007</b>					
Residential New	1,117,722	15,032,392	5,529,253	933,000	22,612,367
Residential Alter/Add	308,549	1,456,488	1,465,038	876,365	4,106,440
Commercial New	208,513	4,437,143	9,350,400	19,955,112	33,951,168
Commercial Alter/Add	835,726	2,566,570	6,854,811	729,768	10,986,875
<b>TOTAL</b>	<b>2,470,510</b>	<b>23,492,593</b>	<b>23,199,502</b>	<b>22,494,245</b>	<b>71,656,850</b>
<b>2008</b>					
Residential New	1,642,277	13,893,346	4,398,840	1,628,875	21,563,338
Residential Alter/Add	204,711	777,639	894,238	852,000	2,728,588
Commercial New	1,464,737	25,579,000	33,113,283	921,146	61,078,166
Commercial Alter/Add	1,702,243	2,446,000	1,260,300	1,584,000	6,992,543
<b>TOTAL</b>	<b>5,013,968</b>	<b>42,695,985</b>	<b>39,666,661</b>	<b>4,986,021</b>	<b>92,362,635</b>
<b>2009</b>					
Residential New	630,000	7,997,945	6,051,754	1,282,200	15,961,899
Residential Alter/Add	262,000	605,535	767,402	405,956	2,040,893
Commercial New	1,028,000	11,010,639	1,867,587	1,555,162	15,461,388
Commercial Alter/Add	6,763,120	2,550,826	2,076,995	906,943	12,297,884
<b>TOTAL</b>	<b>8,683,120</b>	<b>22,164,945</b>	<b>10,763,738</b>	<b>4,150,261</b>	<b>45,762,064</b>
<b>2010 YTD</b>					
Residential New	950,000				950,000
Residential Alter/Add	1,209,000				1,209,000
Commercial New	1,037,500				1,037,500
Commercial Alter/Add	1,006,864				1,006,864
<b>TOTAL</b>	<b>4,203,364</b>				<b>4,203,364</b>

Table 1.48

# KPB Construction Permits

<b>KPB Annual Permit VOLUME by AREA by Quarter - 2004-2010</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
<b>2004</b>					
Homer	16	26	42	24	108
Kenai	4	30	31	14	79
Seldovia	1	3	0	0	4
Seward	7	21	19	7	54
Soldotna	9	26	24	8	67
TOTAL	37	106	116	53	312
<b>2005</b>					
Homer	18	47	27	11	103
Kenai	10	33	33	14	90
Seldovia	1	6	2	1	10
Seward	12	19	16	7	54
Soldotna	16	40	20	5	81
TOTAL	57	145	98	38	338
<b>2006</b>					
Homer	14	39	25	5	83
Kenai	14	42	43	14	113
Seldovia	1	6	0	1	8
Seward	7	23	19	6	55
Soldotna	5	25	27	7	64
TOTAL	41	135	114	33	323
<b>2007</b>					
Homer	3	40	28	16	87
Kenai	11	43	44	14	112
Seldovia	1	9	7	1	18
Seward	7	11	10	9	37
Soldotna	9	33	22	16	80
TOTAL	31	136	111	56	334
<b>2008</b>					
Homer	7	31	13	11	62
Kenai	12	45	42	15	114
Seldovia	1	2	3	1	7
Seward	5	12	4	9	30
Soldotna	21	37	28	5	91
TOTAL	46	127	90	41	304
<b>2009</b>					
Homer	4	19	17	11	51
Kenai	7	31	30	15	83
Seldovia	0	4	2	1	7
Seward	7	22	10	9	48
Soldotna	11	42	39	5	97
TOTAL	29	118	98	41	286
<b>2010 YTD</b>					
Homer	9				9
Kenai	6				6
Seldovia	0				0
Seward	8				8
Soldotna	2				2
TOTAL	25				25

Table 1.49

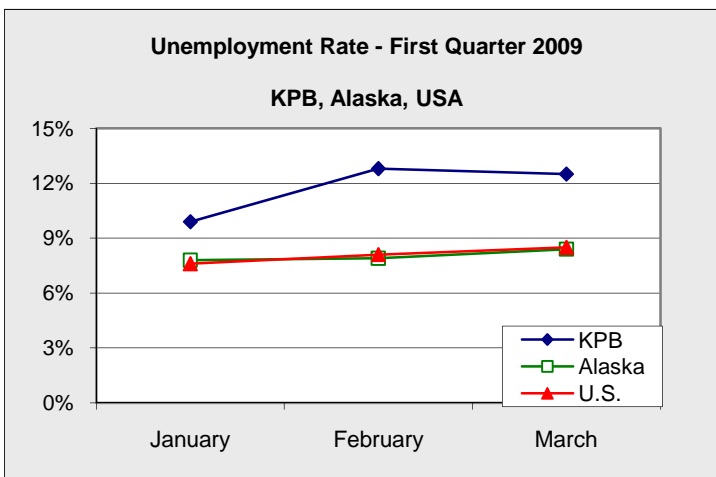
# KPB Construction Permits

<b>KPB Annual Permit VOLUME by TYPE by Quarter - 2004-2010 YTD</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	TOTAL
<b>2004</b>					
Residential New	17	34	32	11	94
Residential Alter/Add	5	30	44	17	96
Commercial New	7	11	15	9	42
Commercial Alter/Add	8	31	25	16	80
TOTAL	37	106	116	53	312
<b>2005</b>					
Residential New	18	49	31	13	111
Residential Alter/Add	14	46	36	10	106
Commercial New	6	27	9	4	46
Commercial Alter/Add	19	23	22	11	75
TOTAL	57	145	98	38	338
<b>2006</b>					
Residential New	13	57	48	8	126
Residential Alter/Add	5	40	32	9	86
Commercial New	5	22	9	7	43
Commercial Alter/Add	18	16	25	9	68
TOTAL	41	135	114	33	323
<b>2007</b>					
Residential New	8	59	36	7	110
Residential Alter/Add	8	34	51	26	119
Commercial New	2	17	10	8	37
Commercial Alter/Add	13	26	14	15	68
TOTAL	31	136	111	56	334
<b>2008</b>					
Residential New	8	56	19	10	93
Residential Alter/Add	10	37	44	14	105
Commercial New	5	8	10	4	27
Commercial Alter/Add	23	26	17	13	79
TOTAL	46	127	90	41	304
<b>2009</b>					
Residential New	3	42	17	9	71
Residential Alter/Add	11	40	44	15	110
Commercial New	4	8	10	8	30
Commercial Alter/Add	11	28	16	20	75
TOTAL	29	118	87	52	286
<b>2010 YTD</b>					
Residential New	5				5
Residential Alter/Add	8				8
Commercial New	2				2
Commercial Alter/Add	10				10
TOTAL	25	0	0	0	25

Table 1.50

# KPB Unemployment Statistics

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



The chart to the left provides a clear picture of the general relationship between unemployment rates of the U.S., Alaska, and the KPB. Typically, the annual high in unemployment is reached during the first quarter. Also, generally, the U.S. rate is the lowest, followed by Alaska, with the KPB having the highest rate in this survey driven data set.

Chart 1.33

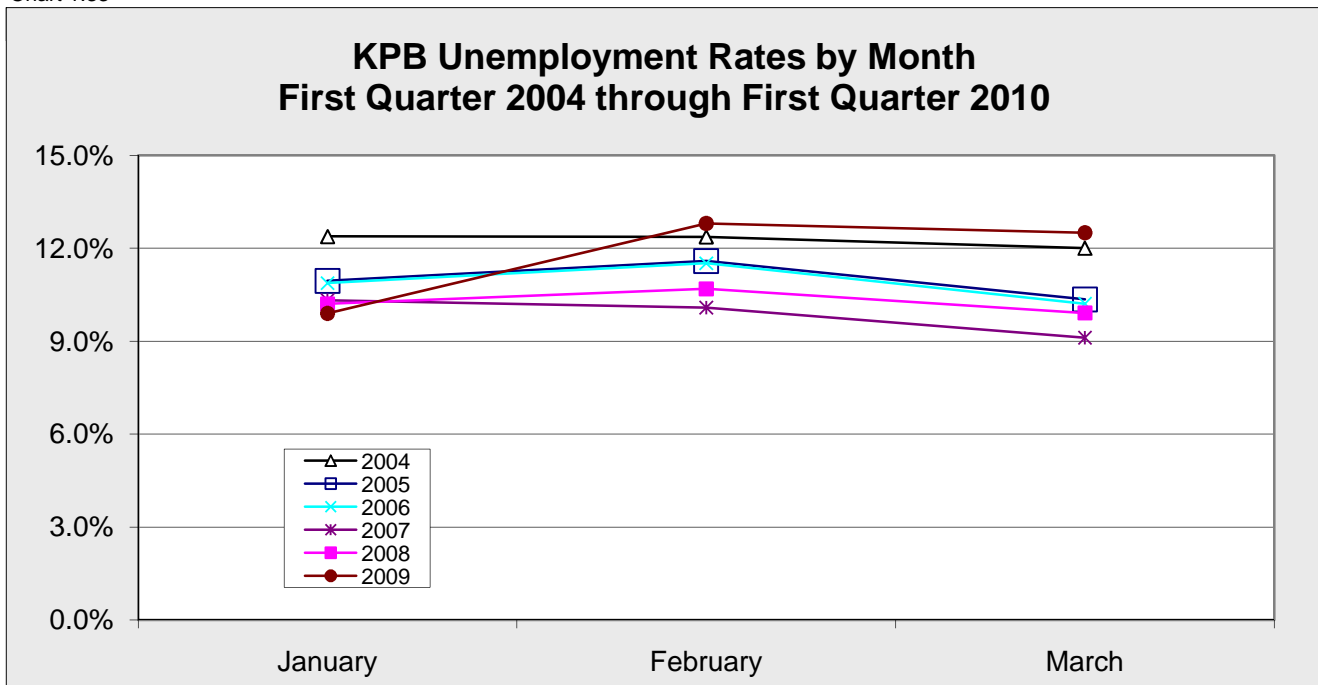


Chart 1.34

# KPB Unemployment Statistics

KPB Labor Force by Month - 2001--2010													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2001	23,166	23,025	23,068	23,297	24,336	26,261	26,897	25,704	24,606	23,804	23,778	23,942	24,324
2002	23,886	23,559	23,752	24,418	25,140	26,135	27,045	26,332	25,200	24,494	24,461	24,637	24,922
2003	24,721	24,514	24,634	24,841	25,847	27,247	27,654	26,842	25,094	24,446	24,463	24,377	25,390
2004	24,327	24,473	24,596	24,676	25,830	27,723	28,216	26,976	25,571	24,890	24,661	24,522	25,538
2005	24,271	24,296	24,439	24,405	25,637	27,246	27,779	26,813	25,258	24,630	24,412	24,471	25,305
2006	24,338	24,543	24,354	24,566	25,815	27,266	27,647	27,350	25,624	24,648	24,504	24,798	25,454
2007	24,618	24,719	24,732	24,794	26,080	27,625	27,788	27,410	26,034	25,086	25,075	25,071	25,753
2008	25,088	25,002	25,232	25,471	26,949	23,339	28,893	28,503	26,382	25,739	25,620	25,711	25,994
2009	25,893	25,803	25,835	26,328	27,784	28,943	29,266	28,359	27,168	26,391	26,308	26,461	27,045
<b>2010</b>	<b>26,574</b>	<b>26,300</b>	<b>26,545</b>										

Table 1.51

KPB Unemployment by Month - 2001--2010													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2001	2,362	2,380	2,245	2,076	1,751	1,809	1,550	1,572	1,581	1,738	1,950	2,186	1,933
2002	2,556	2,566	2,560	2,401	2,131	2,224	2,024	2,012	2,139	2,236	2,436	2,713	2,333
2003	3,003	3,097	2,803	2,631	2,362	2,566	2,217	2,159	2,211	2,294	2,532	2,684	2,547
2004	3,026	3,026	2,891	2,590	2,271	2,442	2,054	1,969	2,029	2,126	2,296	2,433	2,429
2005	2,653	2,849	2,540	2,281	1,996	2,050	1,812	1,757	1,930	2,054	2,249	2,407	2,215
2006	2,630	2,813	2,442	2,268	1,894	1,909	1,732	1,618	1,675	1,695	1,942	2,143	2,063
2007	2,467	2,480	2,232	2,087	1,771	1,882	1,678	1,585	1,699	1,699	1,916	2,188	1,974
2008	2,458	2,511	2,394	2,111	1,907	1,943	1,784	1,753	1,826	1,919	2,095	2,311	2,084
2009	2,805	2,977	2,869	2,674	2,516	2,656	2,418	2,417	2,516	2,753	2,863	3,158	2,719
<b>2010</b>	<b>3,423</b>	<b>3,499</b>	<b>3,379</b>										

Table 1.52

KPB Unemployment Rate by Month - 2001--2010													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2001	10.2%	10.3%	9.7%	8.9%	7.2%	6.9%	5.8%	6.1%	6.4%	7.3%	8.2%	9.1%	7.9%
2002	10.7%	10.9%	10.8%	9.8%	8.5%	8.5%	7.5%	7.6%	8.5%	9.1%	10.0%	11.0%	9.4%
2003	12.1%	12.6%	11.4%	10.6%	9.1%	9.4%	8.0%	8.0%	8.8%	9.4%	10.4%	11.0%	10.0%
2004	12.4%	12.4%	11.8%	10.5%	8.8%	8.8%	7.3%	7.3%	7.9%	8.5%	9.3%	9.9%	9.5%
2005	10.9%	11.7%	10.4%	9.3%	7.8%	7.5%	6.5%	6.6%	7.6%	8.3%	9.2%	9.8%	8.8%
2006	10.8%	11.5%	10.0%	9.2%	7.3%	7.0%	6.3%	5.9%	6.5%	6.9%	7.9%	8.6%	8.1%
2007	10.0%	10.0%	9.0%	8.4%	6.8%	6.8%	6.0%	5.8%	6.5%	6.8%	7.6%	8.7%	7.7%
2008	9.8%	10.0%	9.5%	8.3%	7.1%	6.9%	6.2%	6.2%	6.9%	7.5%	8.2%	9.0%	7.9%
2009	10.8%	11.5%	11.1%	10.2%	9.1%	9.2%	8.3%	8.5%	9.3%	10.4%	10.9%	11.9%	10.1%
<b>2010</b>	<b>12.9%</b>	<b>13.2%</b>	<b>12.7%</b>										

Table 1.53

KPB Employment Rate by Month - 2001--2010													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg
2001	20,804	20,645	20,823	21,221	22,585	24,452	25,347	24,132	23,025	22,066	21,828	21,756	22,390
2002	21,330	20,993	21,192	22,017	23,009	23,911	25,021	24,320	23,061	22,258	22,025	21,924	22,588
2003	21,718	21,417	21,831	22,210	23,485	24,681	25,437	24,683	22,883	22,152	21,931	21,693	22,843
2004	21,301	21,447	21,705	22,086	23,559	25,281	26,162	25,007	23,542	22,764	22,365	22,089	23,109
2005	21,618	21,447	21,899	22,124	23,641	25,196	25,967	25,056	23,328	22,576	22,163	22,064	23,090
2006	21,708	21,730	21,912	22,298	23,921	25,357	25,915	25,732	23,949	22,953	22,562	22,655	23,391
2007	22,151	22,239	22,500	22,707	24,309	25,743	26,110	25,825	24,335	23,387	23,159	22,883	23,779
2008	22,630	22,491	22,838	23,360	25,042	26,396	27,109	26,750	24,556	23,820	23,525	23,400	24,326
2009	23,088	22,826	22,966	23,654	25,268	26,287	26,848	25,942	24,652	23,638	23,445	23,303	24,326
<b>2010</b>	<b>23,151</b>	<b>22,801</b>	<b>23,166</b>										

Table 1.54

# KPB Demographics

## Census 2000

KPB population counts are conducted by the United States Census Bureau every ten years. Check out their website (<http://www.census.gov/>), which has two excellent data options - QuickFacts and AmericanFactFinder.

Census data is collected for two general types of area: incorporated cities and Census Designated Places (CDP). KPB incorporated cities include Homer, Kachemak City, Kenai, Seldovia, Seward and Soldotna. A CDP is delineated by geographic features such as rivers, roads, or ridges. Defining characteristics include:

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

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

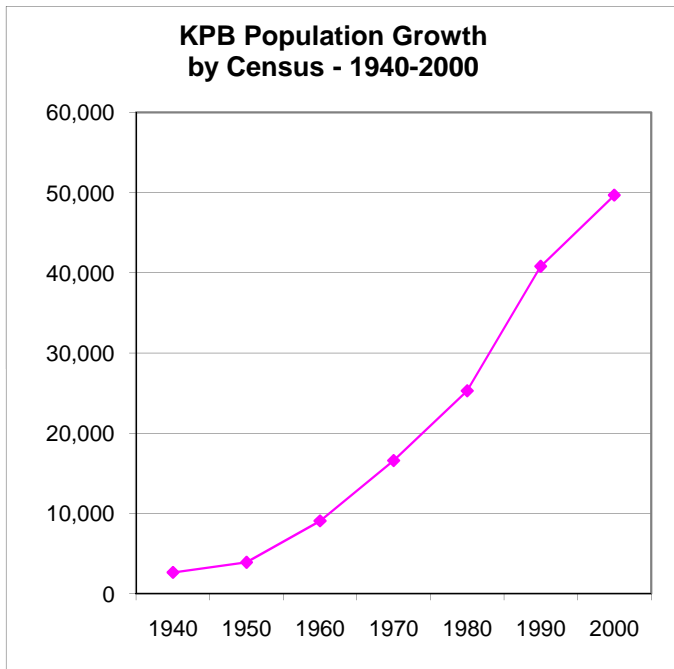


Chart 1.35

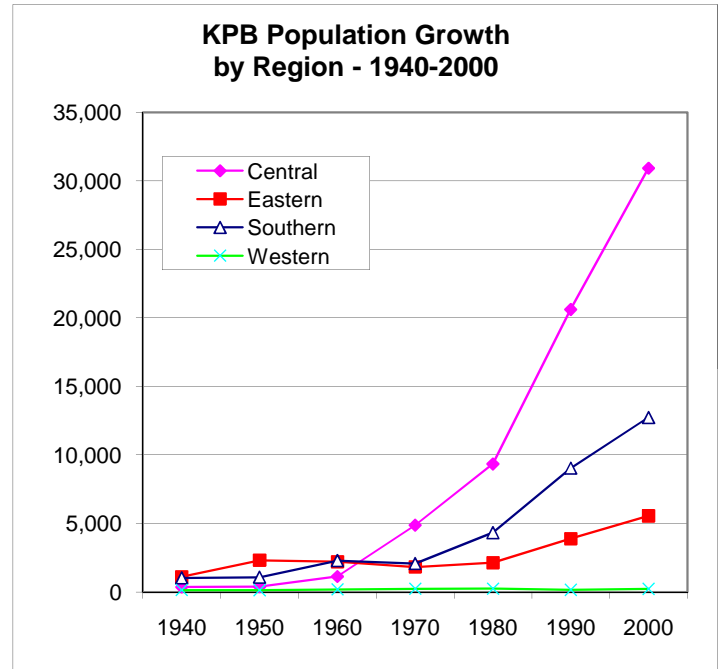


Chart 1.36

## Population Estimates

The AK DOLWD prepares annual population estimates for Alaska. Estimates include Armed Forces members serving in Alaska but exclude seasonal populations. Primary indicators for population change include Alaska Permanent Fund Dividend applications, vital statistics, and survey information. Although estimates are identified for July 1, data represents annual average resident population rather than a specific date.

These revised, current estimates are consistent with U.S. Census Bureau statewide total population estimates and supersede all previously published estimates.

<http://almis.labor.state.ak.us/?PAGEID=67&SUBID=171>



# KPB Demographics

<b>KPB CDP's - Census 2000, Population Estimates - 2000- 2009 (Revised-6/04/2010)</b>										
KPB Community	2000 Census	June 1 Estimate (Subject to Annual Revision)								Annual Change
		2002	2003	2004	2005	2006	2007	2008	2009	
Anchor Point	1,845	1,780	1,809	1,829	1,753	1,803	1,814	1808	1772	-2.0%
Bear Creek	1,748	1,833	1,829	1,904	1,898	1,922	1,945	2034	2009	-1.2%
Beluga	32	25	27	26	21	21	19	25	24	-4.0%
Clam Gulch	173	173	176	163	171	165	175	159	166	4.4%
Cohoe	1,168	1,211	1,208	1,321	1,282	1,260	1,263	1350	1332	-1.3%
Cooper Landing	369	370	351	345	343	357	353	357	344	-3.6%
Crown Point	75	88	82	90	82	81	74	77	77	0.0%
Diamond Ridge*	1,802	412	314	769	743	690	733	809	860	6.3%
Fox River	616	576	582	613	627	639	643	658	604	-8.2%
Fritz Creek	1,603	1,733	1,742	1,731	1,761	1,723	1,757	1834	1818	-0.9%
Funny River	636	687	707	736	746	729	747	768	796	3.6%
Halibut Cove	35	28	27	26	23	24	20	23	27	17.4%
Happy Valley	489	521	505	528	483	472	495	527	561	6.5%
Homer*	3,946	5,535	5,877	5,350	5,394	5,454	5,502	5385	5551	3.1%
Hope	137	152	161	165	141	143	147	149	151	1.3%
Kachemak	431	433	478	470	460	458	467	450	430	-4.4%
Kalifornsky	5,846	6,159	6,248	6,638	6,825	6,914	7,129	7394	7495	1.4%
Kasilof	471	501	559	473	509	547	596	504	536	6.3%
Kenai	6,942	7,076	7,129	6,839	6,768	6,864	6,971	7068	7115	0.7%
Lowell Point	92	108	89	76	96	76	85	94	76	-19.1%
Miller Landing*	74	Annexed into Homer								
Moose Pass	206	217	219	220	217	204	201	185	189	2.2%
Nanwalek	177	219	214	204	219	228	217	228	226	-0.9%
Nikiski	4,327	4,362	4,351	4,289	4,190	4,179	4,345	4413	4465	1.2%
Nikolaevsk	345	334	315	309	305	297	297	295	315	6.8%
Ninilchik	772	762	774	786	786	784	778	836	824	-1.4%
Port Graham	171	174	165	153	128	136	134	136	137	0.7%
Primrose	93	92	87	91	84	79	78	77	65	-15.6%
Ridgeway	1,932	1,968	2,020	2,058	2,060	1,961	1,987	2007	2050	2.1%
Salamatof	954	915	923	920	911	906	878	893	855	-4.3%
Seldovia	430	449	430	423	390	379	445	420	407	-3.1%
Seldovia City	286	288	279	264	240	220	284	254	241	-5.1%
Seldovia Village	144	161	151	159	150	159	161	166	166	0.0%
Seward	2,830	2,755	2,744	2,542	2,595	2,627	2,661	2561	2609	1.9%
Soldotna	3,759	3,851	4,001	3,776	3,794	3,807	3,982	3926	4021	2.4%
Sterling	4,705	4,780	4,878	4,919	4,980	5,036	5,123	5179	5348	3.3%
Sunrise	18	14	15	19	24	22	20	22	19	-13.6%
Tyonek	193	181	192	185	199	199	181	154	166	7.8%
Remainder Kenai/Cook Inlet		187	195	189	168	153	118	148	138	-6.8%
Remainder Seward census sub area		13	23	18	15	11	6	6	0	
Remainder of KPB	249									
Kenai Peninsula	49,691	50,674	51,446	51,193	51,191	51,350	52,407	52,959	53,578	1.2%

Table 1.55

\* - Homer annexation included all of Miller Landing CDP and part of Diamond Ridge CDP. Annexation was effective April 1, 2002.

Note - All Estimates since 2000 have been revised by the State of Alaska Department of Labor and Workforce Development.

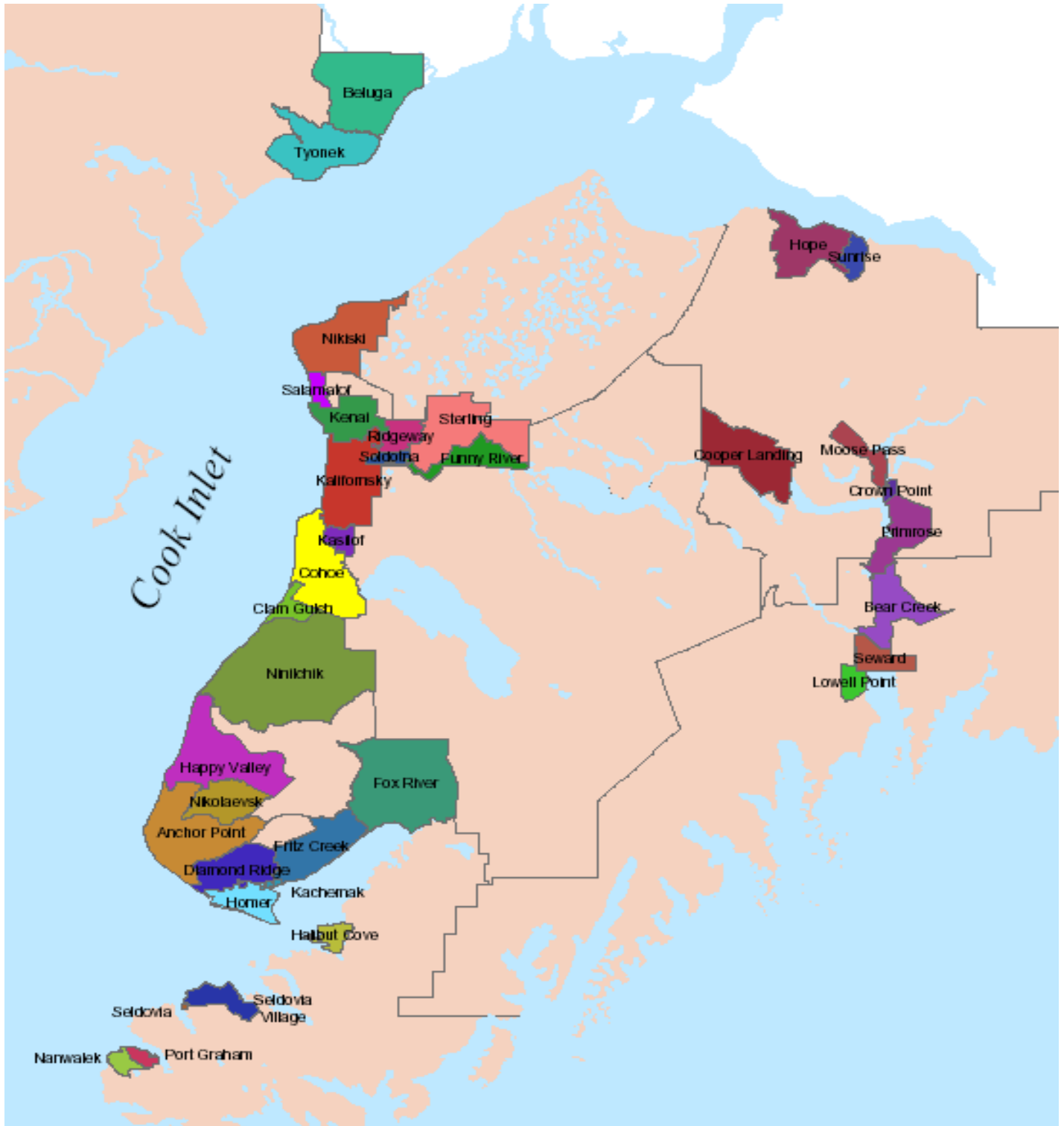
Source - <http://www.labor.state.ak.us/research/pop/estimates/08t4.3.xls>

# KPB Demographics

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

Table 1.56

# KPB Demographics



## KENAI PENINSULA BOROUGH CENSUS DESIGNATED PLACES

Chart 1.37

# KPB Demographics

## KPB Population by Age Group - 1990 v 2000 v 2009

	1990	2000	2009	Percent Change-2000, 2009	Percent of Total 2008 Population
Total Population	40,802	49,691	53,578	7.8%	100.00%
Under 5 years	3,862	3,288	3,512	6.8%	6.1%
5 to 9 years	4,059	4,024	3,676	-8.6%	7.5%
10 to 14 years	3,516	4,698	3,825	-18.6%	8.8%
15 to 19 years	2,970	4,140	4,227	2.1%	7.7%
20 to 24 years	2,081	2,132	3,018	41.6%	4.0%
25 to 34 years	7,348	5,648	5,689	0.7%	10.5%
35 to 44 years	8,234	9,074	6,658	-26.6%	16.9%
45 to 54 years	4,205	8,739	9,214	5.4%	16.3%
55 to 59 years	1,376	2,632	4,622	75.6%	4.9%
60 to 64 years	1,164	1,667	3,315	98.9%	3.1%
65 to 74 years	1,489	2,361	3,764	59.4%	4.4%
75 to 84 years	419	1,077	1,522	41.3%	2.0%
85 years and over	79	211	536	154.0%	0.4%

KPB's median age increased from 31.1 years during 1990 to 36.3 as of Census 2000. Alaska's median age was 32.4 years while the U.S. was 35.3 years, per Census 2000. The KPB 2009 median age is estimated at 39.4 years, up from the 2008 estimate of 39.2 years.

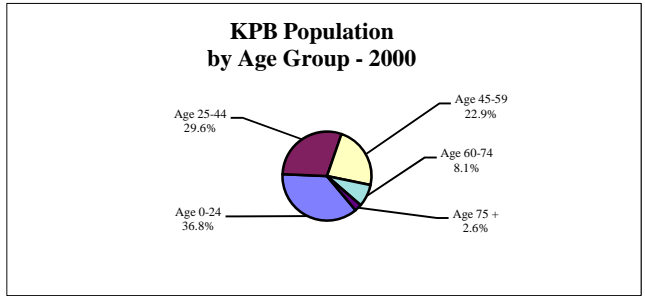


Table 1.57

Chart 1.38

## KPB Population by Age Group - 1990, 2000, 2009

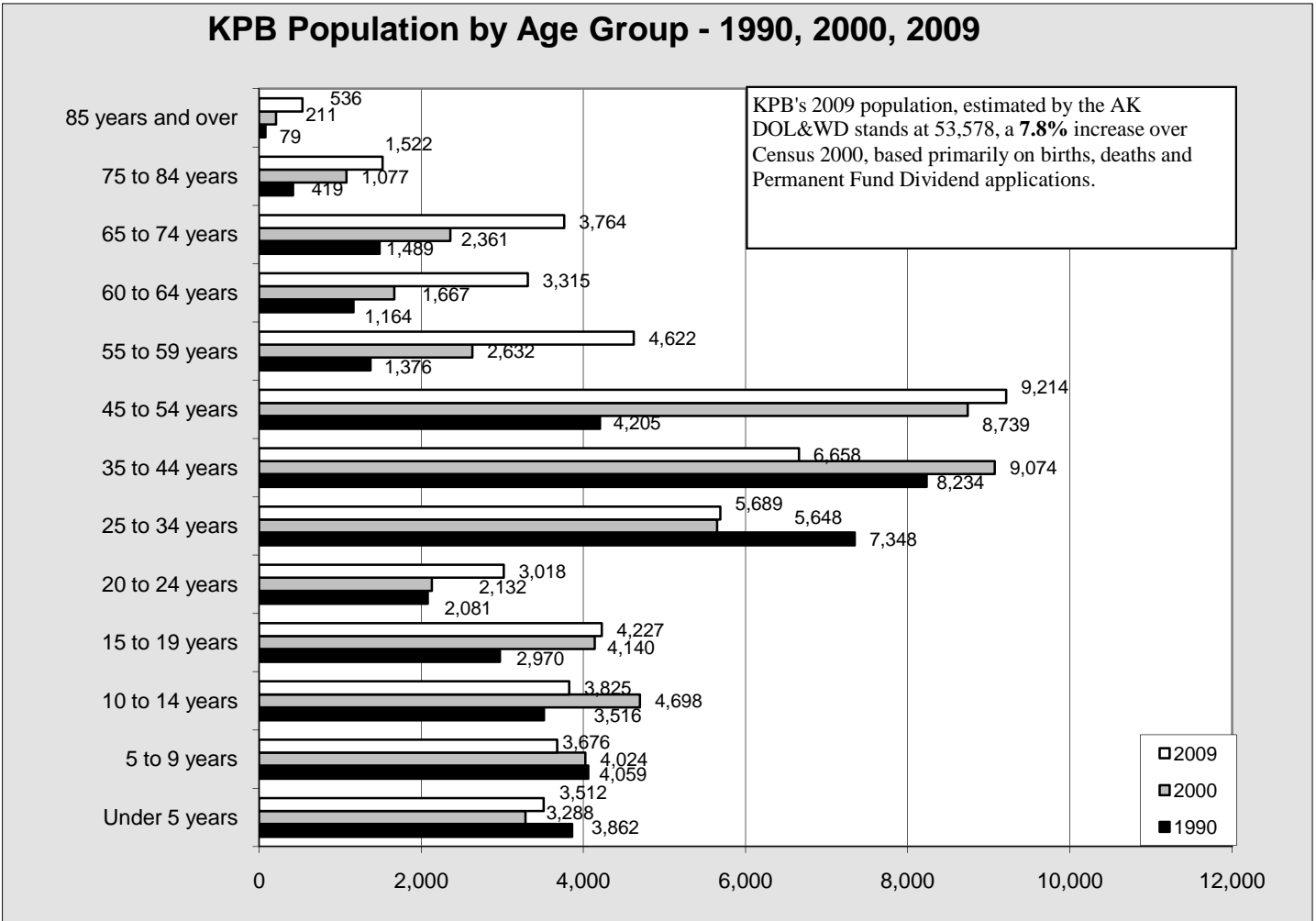


Chart 1.39

# KPB Demographics

Percentage Change of Population By Age Cohort - 2000-2009						
Age	Kenai Peninsula Borough	Municipality of Anchorage	Fairbanks Northstar Borough	Juneau Borough	Matanuska-Susitna Borough	State of Alaska
0-4	6.3%	15.8%	22.1%	3.8%	61.5%	15.9%
5-9	-8.8%	2.8%	5.3%	-13.8%	25.6%	0.7%
10-14	-18.6%	1.8%	-9.7%	-19.6%	12.6%	-6.1%
15-19	2.9%	14.3%	0.3%	-0.8%	30.7%	10.7%
20-24	38.6%	14.0%	-5.2%	4.7%	77.1%	13.9%
25-29	0.6%	-0.8%	1.4%	-6.7%	59.3%	2.1%
30-34	-2.9%	-1.9%	8.1%	-19.4%	36.0%	-1.6%
35-39	-22.3%	-11.6%	-8.5%	-23.7%	8.6%	-14.9%
40-44	-29.3%	-13.3%	-15.5%	-25.2%	-7.1%	-17.7%
45-49	-11.2%	5.0%	0.4%	-11.2%	23.2%	0.9%
50-54	33.9%	26.5%	29.5%	13.6%	79.3%	28.5%
55-59	68.7%	54.3%	76.5%	69.4%	106.7%	60.6%
60-64	90.6%	73.6%	93.1%	83.8%	105.6%	75.4%
65-69	69.1%	42.3%	61.7%	68.8%	82.8%	51.1%
70-74	20.8%	19.1%	25.1%	15.7%	44.5%	20.9%
75-79	19.7%	20.7%	21.9%	0.8%	59.6%	21.4%
80-84	71.3%	49.4%	46.4%	12.9%	99.4%	47.8%
85-90	148.1%	70.1%	69.5%	53.9%	128.1%	70.5%
90+	98.8%	85.8%	108.0%	92.6%	149.2%	87.8%
Overall Change	6.7%	9.5%	8.5%	-0.9%	39.1%	10.5%
Median Age in Years						
2000	36.3	32.4	29.5	35.3	34.1	32.4
2008	39.2	33.2	31.4	38.1	34.2	33.5

Table 1.58

Note that from 2000 to 2008, three of the five boroughs illustrated experienced a population decrease in the 10-14 year age group, while five of five areas experienced population decline in the 40-44 year age group.

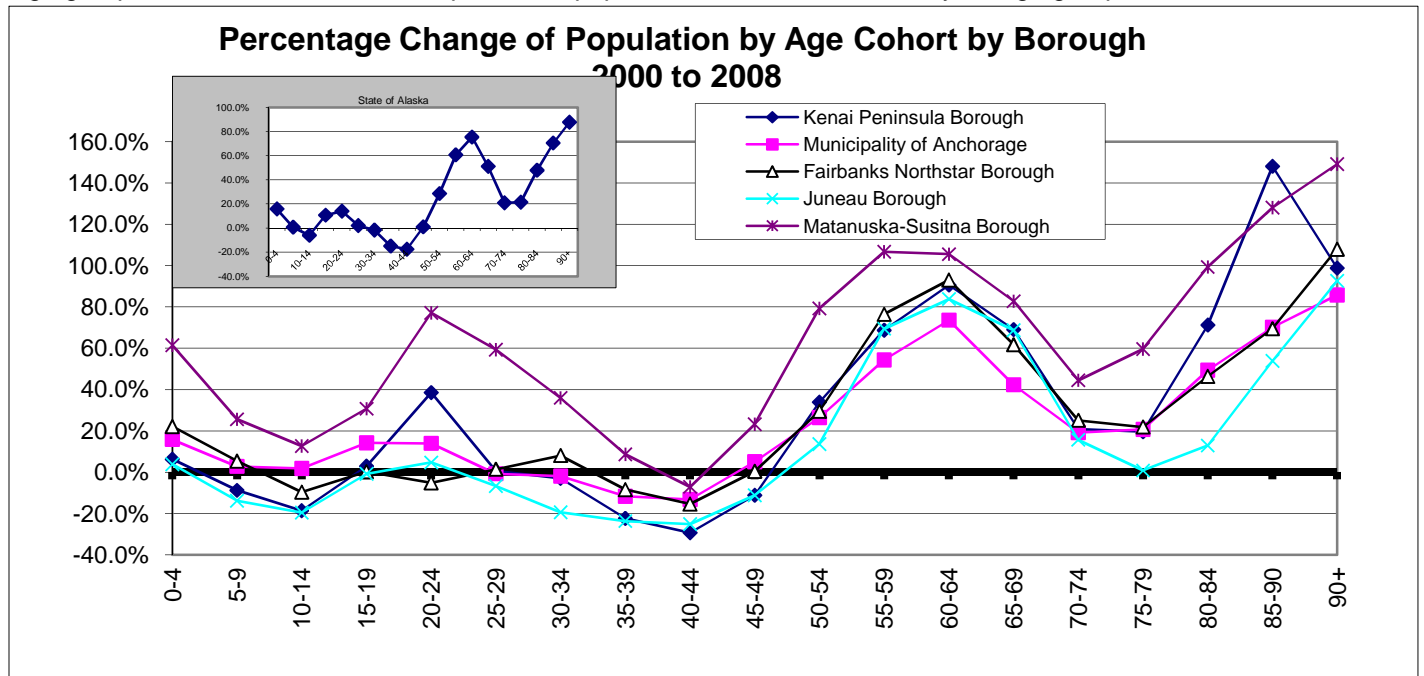


Chart 1.40

Note that Alaska follows the same aging trend. See inset.

# KPB Demographics

<b>KPB Select Detail - 1990 v 2000</b>									
<b>Population (2007 estimate - 52,407)</b>					<b>Housing</b>				
	1990	2000	Percent Change	Percent of Total		1990	2000	Percent Change	Percent of Total
Total Population	40,802	49,691	21.8%	100.0%	<b>Total Households</b>	14,250	18,438	29.4%	100.0%
Male	21,606	25,853	19.7%	52.0%	Family Households	10,216	12,716	24.5%	69.0%
Female	19,196	23,838	24.2%	48.0%	With Children Under 18		7,003	NA	38.0%
Under 5 years	3,795	3,288	-13.4%	6.6%	Married Couple Family	8,456	10,218	20.8%	55.4%
5 to 9 years	4,104	4,024	-1.9%	8.1%	With Own Children Under 18		5,133	NA	27.8%
10 to 14 years	3,505	4,698	34.0%	9.5%	Female Householder, no husband present		1,654	NA	9.0%
15 to 19 years	2,939	4,140	40.9%	8.3%	With Own Children Under 18		1,276	NA	6.9%
20 to 24 years	2,086	2,132	2.2%	4.3%	Average Household Size	2.79	2.62	-6.1%	0.0%
25 to 34 years	7,281	5,648	-22.4%	11.4%	Average Family Size		3.15	NA	0.0%
35 to 44 years	8,229	9,074	10.3%	18.3%	<b>Total Housing Units</b>	19,364	24,871	NA	100.0%
45 to 54 years	4,280	8,739	104.2%	17.6%	Occupied Housing Units	14,250	18,438	29.4%	74.1%
55 to 59 years	1,387	2,632	89.8%	5.3%	Vacant Housing Units	5,114	6,433	25.8%	25.9%
60 to 64 years	1,181	1,667	41.2%	3.4%	Seasonal, Recreational, Occasional Use	2,819	4,560	61.8%	18.3%
65 to 74 years	1,503	2,361	57.1%	4.8%	Owner Vacancy Rate	4.1%	2.9%	NA	NA
75 to 84 years	431	1,077	149.9%	2.2%	Rental Vacancy Rate	13.9%	14.4%	NA	NA
85 years and over	81	211	160.5%	0.4%	Owner Occupied Units	9,677	13,585	40.4%	54.6%
Median Age	31.1	36.3	16.7%	NA	Renter Occupied Units	4,573	4,853	6.1%	19.5%
18 Years and Over	13,396	34,832	160.0%	70.1%	<b>Marital Status (over 15)</b>		37,696	NA	100.0%
Male		18,239	NA	NA	Never married		8,829	NA	23.4%
Female		16,593	NA	NA	Married except separated		22,022	NA	58.4%
65 Years and Over	2,015	3,649	81.1%	7.3%	Separated		698	NA	1.9%
Male		1,765	NA	NA	Widowed		1,330	NA	3.5%
Female		1,884	NA	NA	Divorced		4,817	NA	12.8%
<b>Place of Birth</b>					<b>Disabled, Noninstitutionalized</b>				
U.S. Native	39,726	48,335	21.7%	97.3%	Population 5 to 20		13,244	NA	100.0%
Born in Alaska		17,440	NA	35.1%	With a Disability		842	NA	6.4%
Born in other state		30,444	NA	61.3%	Population 21 to 64		28,547	NA	100.0%
Foreign Born	1,076	1,356	26.0%	2.7%	With a Disability		4,843	NA	17.0%
Naturalized Citizen		872	NA	1.8%	Percent Employed		45.4%	NA	45.4%
Not a Citizen		484	NA	1.0%	Without a Disability		23,704	NA	83.0%
<b>Veteran Status</b>					Percent Employed		69.9%	NA	69.9%
Civilian veterans	5,335	5,941	11.4%	17.1%	<b>Income in 1999 - Families</b>				
<b>Educational Attainment</b>					Total	12,736			
Population 25 years and over				31,388	Less than \$10,000	604	602	-0.3%	4.7%
Less than 9th grade	934	985	5.5%	3.1%	\$10,000 - \$14,999	548	512	-6.6%	4.0%
9th-12th, no diploma	2,185	2,620	19.9%	8.3%	\$15,000 - \$24,999	1,177	1,248	6.0%	9.8%
High School Diploma	8,560	9,990	16.7%	31.8%	\$25,000 - \$34,999	1,151	1,396	21.3%	11.0%
College, no degree	6,581	9,492	44.2%	30.2%	\$35,000 - \$49,999	1,895	1,970	4.0%	15.5%
Associate Degree	1,789	1,939	8.4%	6.2%	\$50,000 - \$74,999	2,688	3,148	17.1%	24.7%
Bachelor's Degree	3,165	4,254	34.4%	13.6%	\$75,000 - \$99,999	1,361	1,855	36.3%	14.6%
Graduate, Profess Degr	1,209	2,108	74.4%	6.7%	\$100,000 - \$149,999	687	1,561	127.2%	12.3%
Percent HS Grad	87.2%	88.5%	1.5%	NA	\$150,000 - \$199,999	279	245	-12.2%	1.9%
Percent Bachelor's +	17.9%	20.3%	13.4%	NA	\$200,000 or more	NA	199	NA	1.6%
					Median Income - \$	48,339	54,106	11.9%	NA

Table 1.59

**HOMER**

# Homer Sales

Homer First Quarter GROSS Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	62,521	31,779	36,802	10,605	22,913	21,197	-7.5%	-1,716
SALES	17,001,264	17,542,384	17,412,834	18,695,339	19,455,357	24,332,064	25.1%	4,876,707
CONST	5,072,675	4,473,669	6,818,503	6,335,470	4,785,879	3,496,616	-26.9%	-1,289,263
PROP	2,483,830	2,563,543	2,856,856	3,459,756	2,857,421	3,043,994	6.5%	186,573
TOUR	3,325,990	3,677,946	3,690,996	3,468,619	1,564,035	1,618,057	3.5%	54,022
SERV	5,424,976	6,627,345	6,752,237	7,549,071	6,258,607	8,119,189	29.7%	1,860,582
PROF	1,863,220	1,791,923	2,560,602	1,738,231	1,644,421	2,634,522	60.2%	990,101
UTIL	8,384,387	10,418,274	11,496,157	10,452,195	15,592,948	10,268,360	-34.1%	-5,324,588
MANU	571,781	1,041,511	1,263,209	1,361,619	1,136,534	1,315,097	15.7%	178,563
TRAN	1,099,062	709,820	694,459	2,827,298	3,755,960	4,272,711	13.8%	516,751
WHLS	5,937,156	6,684,002	7,218,174	8,628,909	7,786,661	5,927,599	-23.9%	-1,859,062
GOV	654,783	613,530	611,944	646,989	651,058	688,938	5.8%	37,880
<b>TOTAL</b>	<b>51,881,645</b>	<b>56,175,726</b>	<b>61,412,773</b>	<b>65,174,101</b>	<b>65,511,794</b>	<b>65,738,344</b>	<b>0.3%</b>	<b>226,550</b>

Table 2.1 For complete listing of Lines of Business, see page 11

Homer First Quarter GROSS Sales History	
2005	51,881,645
2006	56,175,726
2007	61,412,773
2008	65,174,101
2009	65,511,794
2010	65,738,344

Table 2.2

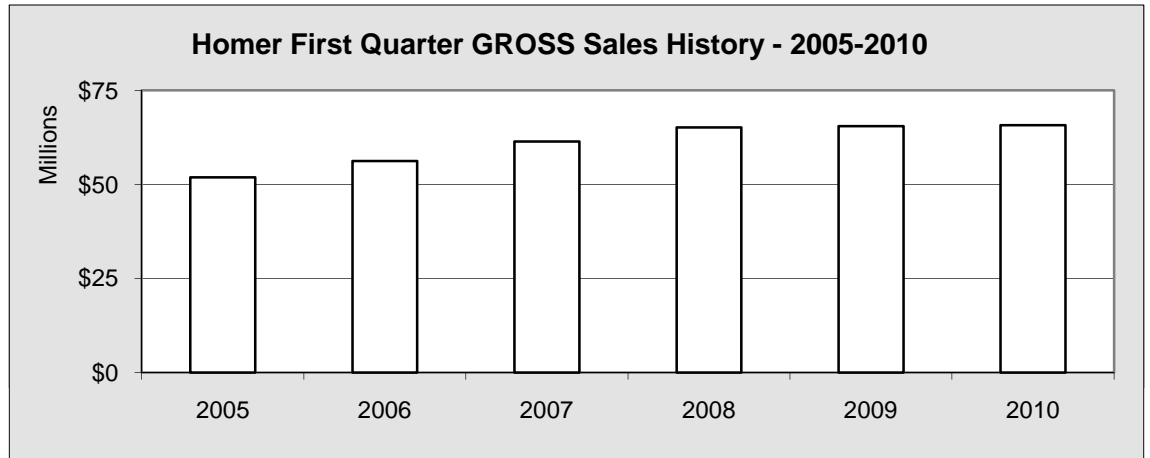


Chart 2.1

Homer Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	62,521	21,197
SALES	17,001,264	24,332,064
CONST	5,072,675	3,496,616
PROP	2,483,830	3,043,994
TOUR	3,325,990	1,618,057
SERV	5,424,976	8,119,189
PROF	1,863,220	2,634,522
UTIL	8,384,387	10,268,360
MANU	571,781	1,315,097
TRAN	1,099,062	4,272,711
WHLS	5,937,156	5,927,599
GOV	654,783	688,938
<b>TOTAL</b>	<b>51,881,645</b>	<b>65,738,344</b>

Table 2.3

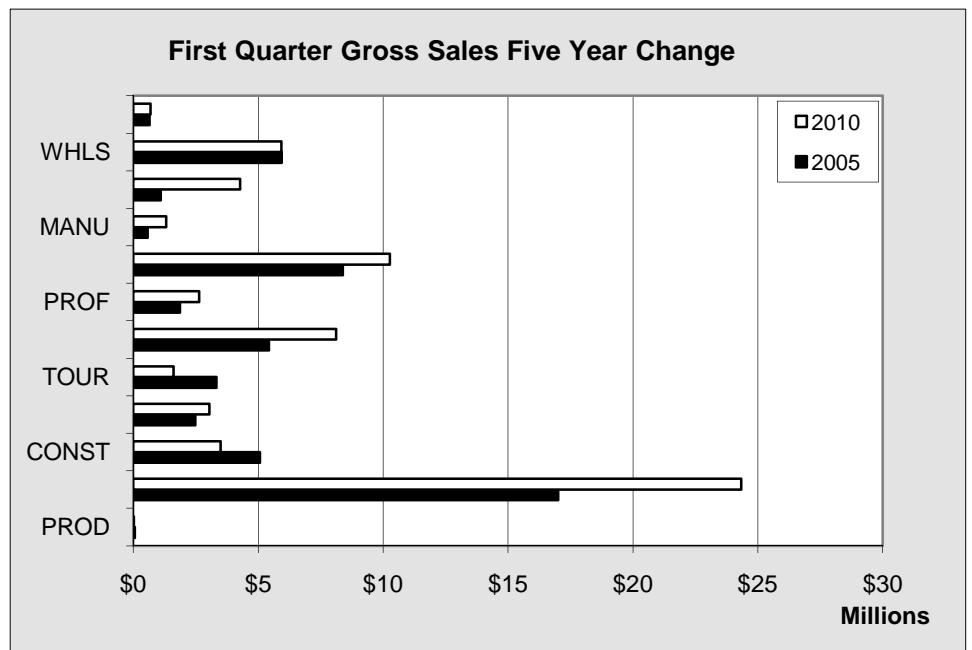


Chart 2.2



# Homer Sales

Homer First Quarter TAXABLE Sales by Line of Business - 2005-2010 - in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	12,177	1,935	4,257	1,477	2,282	15,688	587.5%	13,406
SALES	11,875,692	12,420,700	13,099,833	13,967,309	9,837,184	11,598,596	17.9%	1,761,412
CONST	179,152	184,045	187,017	289,215	205,082	268,795	31.1%	63,713
PROP	1,132,119	1,136,146	1,161,725	1,252,976	1,376,235	1,424,093	3.5%	47,858
TOUR	2,982,703	3,302,566	3,349,763	3,150,114	1,283,570	1,264,253	-1.5%	-19,317
SERV	2,954,206	3,135,091	3,304,129	3,708,886	3,637,100	3,507,619	-3.6%	-129,481
PROF	611,092	590,801	638,962	682,949	646,425	616,508	-4.6%	-29,917
UTIL	1,017,743	1,279,979	1,352,338	1,266,531	1,830,377	1,203,071	-34.3%	-627,306
MANU	139,987	163,090	199,206	220,053	219,965	207,073	-5.9%	-12,892
TRAN	314,472	142,187	107,775	120,916	109,364	111,903	2.3%	2,539
WHLS	2,459,117	2,754,910	3,234,493	3,261,680	2,790,852	1,809,463	-35.2%	-981,389
GOV	654,783	613,530	611,944	646,989	651,058	688,938	5.8%	37,880
TOTAL	24,333,243	25,724,980	27,251,442	28,569,095	22,589,494	22,716,000	0.6%	126,506

Table 2.4

For complete listing of Lines of Business, see page 11

Homer First Quarter TAXABLE Sales History	
2005	24,333,243
2006	25,724,980
2007	27,251,442
2008	28,569,095
2009	22,589,494
2010	22,716,000

Table 2.5

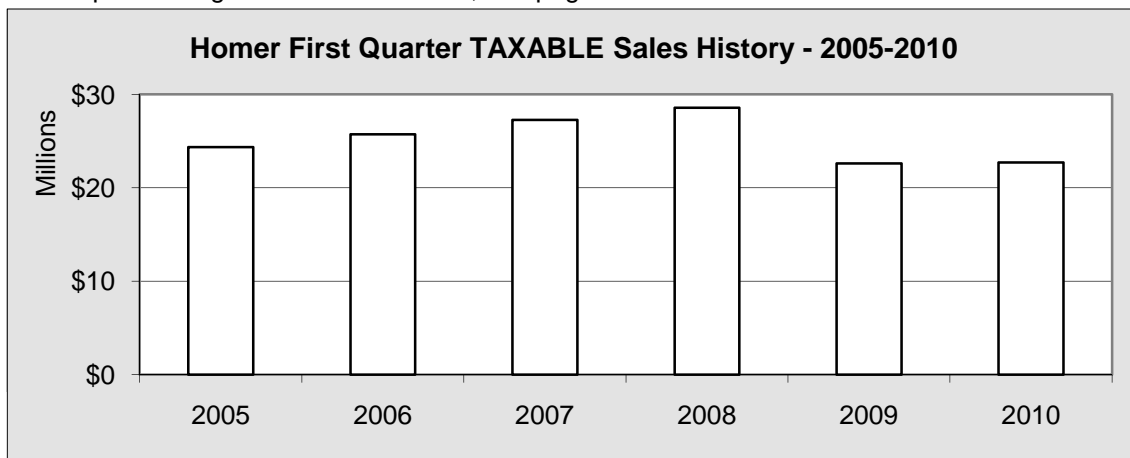


Chart 2.3

Homer Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	12,177	15,688
SALES	11,875,692	11,598,596
CONST	179,152	268,795
PROP	1,132,119	1,424,093
TOUR	2,982,703	1,264,253
SERV	2,954,206	3,507,619
PROF	611,092	616,508
UTIL	1,017,743	1,203,071
MANU	139,987	207,073
TRAN	314,472	111,903
WHLS	2,459,117	1,809,463
GOV	654,783	688,938
TOTAL	24,333,243	22,716,000

Table 2.6

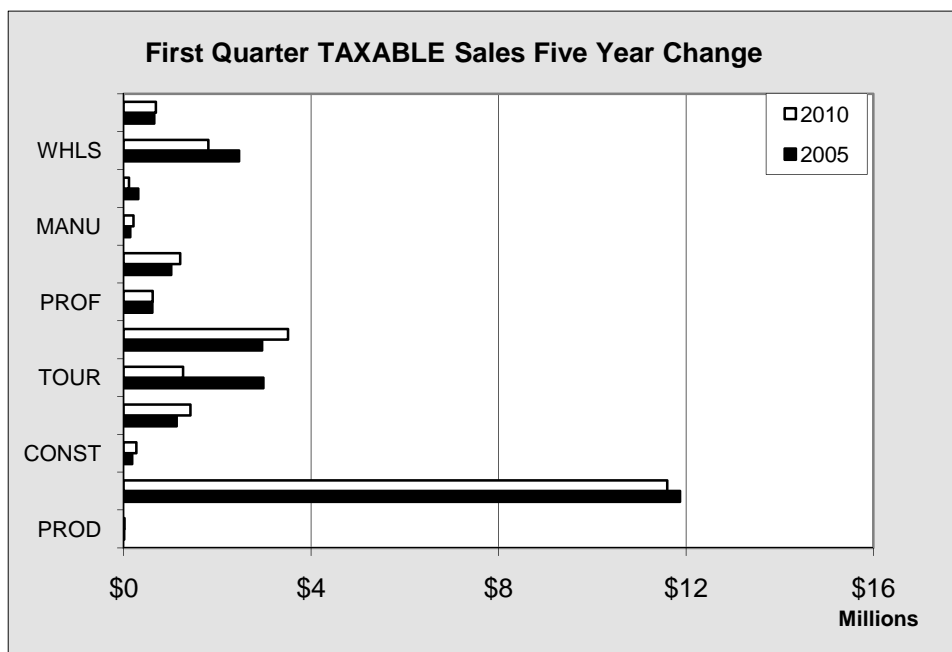


Chart 2.4

# Homer Sales

<b>Homer Annual GROSS Sales by Line of Business - 2004-2009- in \$</b>								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	578,112	401,509	369,100	2,365,868	179,854	299,325	66.4%	119,471
SALES	92,094,391	95,289,498	100,483,770	105,875,605	120,051,673	118,112,783	-1.6%	-1,938,890
CONST	32,025,640	37,661,154	56,046,199	42,882,913	39,327,058	36,748,185	-6.6%	-2,578,873
PROP	13,854,382	13,270,084	14,176,548	16,845,079	18,414,506	14,863,206	-19.3%	-3,551,300
TOUR	34,850,502	36,775,040	39,661,724	39,520,368	28,543,766	21,954,151	-23.1%	-6,589,615
SERV	27,233,603	29,901,849	35,427,278	41,862,709	43,756,755	42,816,262	-2.1%	-940,493
PROF	10,856,028	9,166,842	8,946,338	10,191,987	9,097,321	9,695,718	6.6%	598,397
UTIL	31,642,148	34,464,246	43,313,320	35,617,604	45,870,728	51,093,754	11.4%	5,223,026
MANU	5,420,061	5,923,968	6,236,271	7,469,355	7,088,639	6,138,919	-13.4%	-949,720
TRAN	5,200,713	4,445,884	5,653,305	8,718,520	19,402,676	16,381,576	-15.6%	-3,021,100
WHLS	32,846,550	38,020,032	41,916,295	37,993,258	46,931,310	37,383,343	-20.3%	-9,547,967
GOV	3,821,622	3,948,647	3,997,559	4,108,884	4,250,013	4,676,532	10.0%	426,519
<b>TOTAL</b>	<b>290,423,752</b>	<b>309,268,753</b>	<b>356,227,707</b>	<b>353,452,150</b>	<b>382,914,299</b>	<b>360,163,754</b>	<b>-5.9%</b>	<b>-22,750,545</b>

Table 2.7 For complete listing of Lines of Business, see page 11

<b>Homer Annual GROSS Sales History</b>	
2004	290,423,752
2005	309,268,753
2006	356,227,707
2007	353,452,150
2008	382,914,299
2009	360,163,754

Table 2.8

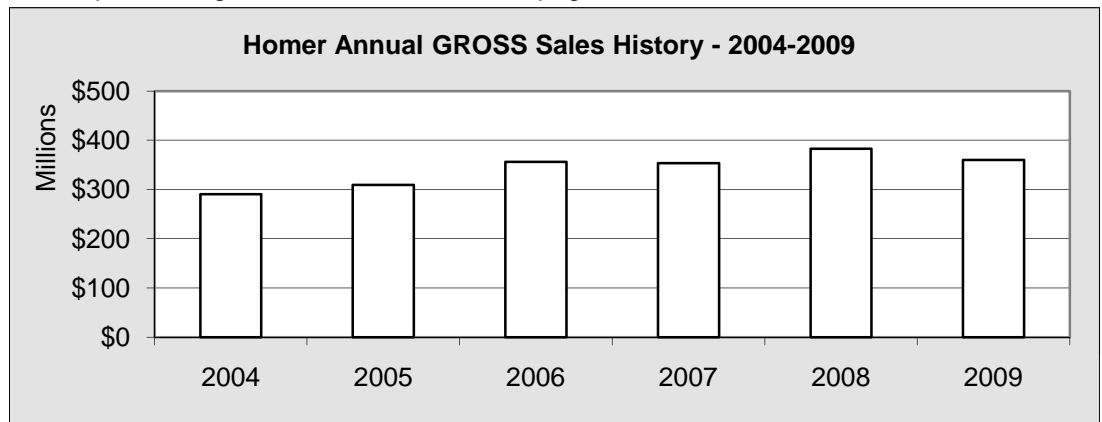


Chart 2.5

<b>Five Year Change Annual GROSS Sales</b>		
LOB	2004	2009
PROD	578,112	299,325
SALES	92,094,391	118,112,783
CONST	32,025,640	36,748,185
PROP	13,854,382	14,863,206
TOUR	34,850,502	21,954,151
SERV	27,233,603	42,816,262
PROF	10,856,028	9,695,718
UTIL	31,642,148	51,093,754
MANU	5,420,061	6,138,919
TRAN	5,200,713	16,381,576
WHLS	32,846,550	37,383,343
GOV	3,821,622	4,676,532
<b>TOTAL</b>	<b>290,423,752</b>	<b>360,163,754</b>

Table 2.9

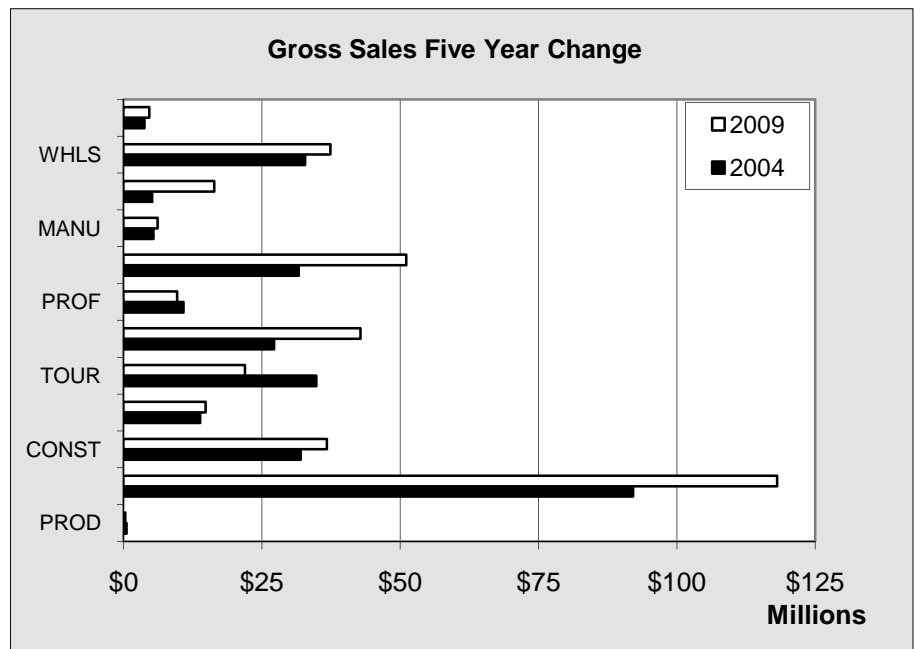


Chart 2.6

# Homer Sales

Homer Annual TAXABLE Sales by Line of Business - 2004-2009- in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	98,715	114,749	118,806	131,974	111,890	46,177	-58.7%	-65,713
SALES	64,566,619	65,900,008	70,072,643	75,219,488	88,639,102	14,752,928	-83.4%	-73,886,174
CONST	1,047,393	1,001,934	1,005,362	1,135,005	1,501,889	252,480	-83.2%	-1,249,409
PROP	6,300,936	6,001,107	6,274,656	7,437,109	7,987,267	1,637,711	-79.5%	-6,349,556
TOUR	28,294,331	29,762,284	31,954,906	33,470,820	23,196,100	17,458,626	-24.7%	-5,737,474
SERV	14,612,060	14,560,746	15,112,276	18,205,719	18,898,404	3,632,361	-80.8%	-15,266,043
PROF	2,533,505	2,621,600	2,831,562	3,004,851	2,886,153	559,774	-80.6%	-2,326,379
UTIL	3,464,301	3,855,271	4,456,860	4,496,375	4,886,007	1,225,021	-74.9%	-3,660,986
MANU	1,267,771	1,121,485	1,149,768	1,567,291	1,581,031	283,026	-82.1%	-1,298,005
TRAN	717,019	679,313	735,429	624,681	704,654	136,341	-80.7%	-568,313
WHLS	13,251,309	15,190,505	15,733,320	17,128,509	18,385,963	1,763,656	-90.4%	-16,622,307
GOV	3,821,622	3,948,647	3,939,804	4,079,127	4,232,334	1,060,588	-74.9%	-3,171,746
<b>TOTAL</b>	<b>139,975,581</b>	<b>144,757,649</b>	<b>153,385,392</b>	<b>166,500,949</b>	<b>173,010,794</b>	<b>42,808,689</b>	<b>-75.3%</b>	<b>-130,202,105</b>

Table 2.10

For complete listing of Lines of Business, see page 11

Homer Annual TAXABLE Sales History	
2004	139,975,581
2005	144,757,649
2006	153,385,392
2007	166,500,949
2008	173,010,794
2009	42,808,689

Table 2.11

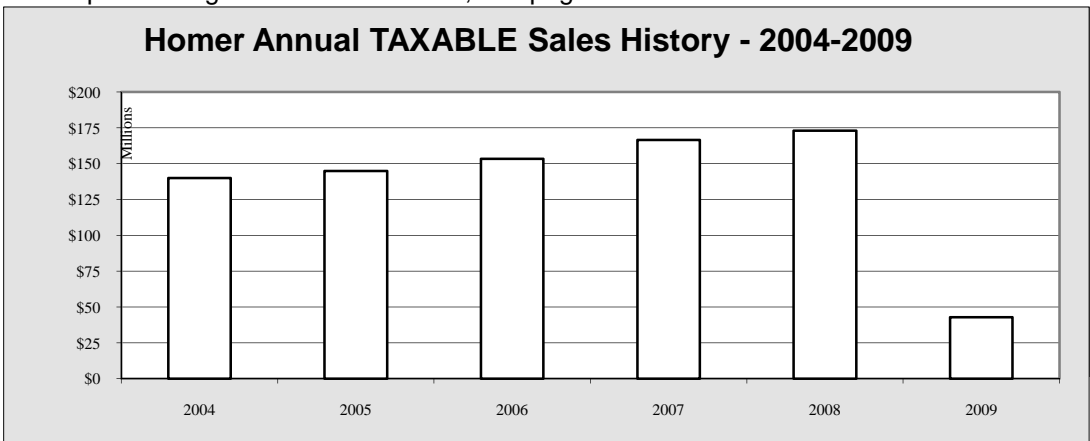
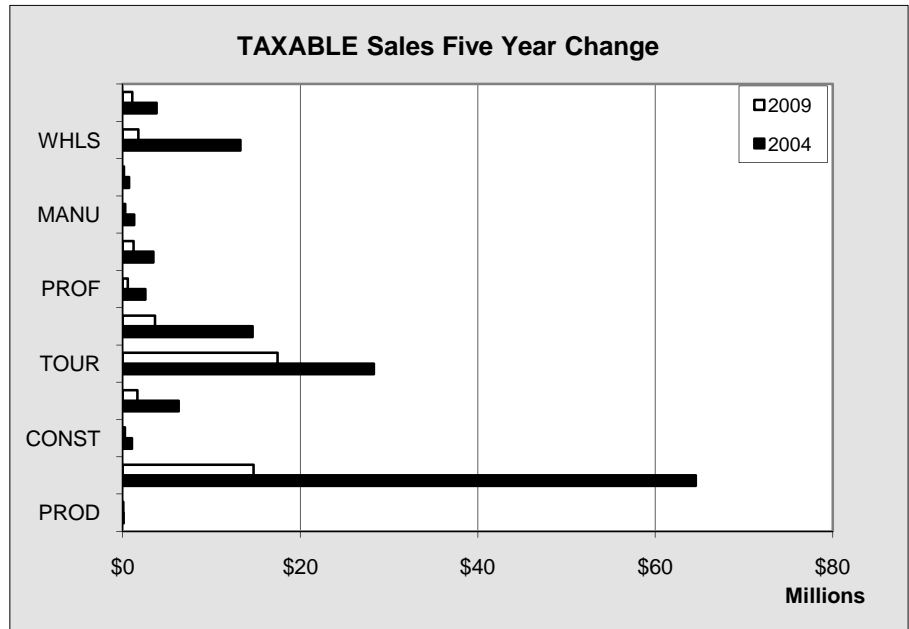


Chart 2.7

Five Year Change Annual TAXABLE Sales		
LOB	2004	2009
PROD	98,715	46,177
SALES	64,566,619	14,752,928
CONST	1,047,393	252,480
PROP	6,300,936	1,637,711
TOUR	28,294,331	17,458,626
SERV	14,612,060	3,632,361
PROF	2,533,505	559,774
UTIL	3,464,301	1,225,021
MANU	1,267,771	283,026
TRAN	717,019	136,341
WHLS	13,251,309	1,763,656
GOV	3,821,622	1,060,588
<b>TOTAL</b>	<b>139,975,581</b>	<b>42,808,689</b>

Table 2.12

Chart 2.8



# Homer Sales

<b>Homer GROSS Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	22,913	83,518	112,900	79,994	299,325
Sales	19,455,357	32,723,154	37,128,010	28,806,262	118,112,783
Construction	4,785,879	5,024,491	11,728,322	15,209,493	31,962,306
Property	2,857,421	3,702,945	4,609,688	3,693,152	14,863,206
Tourism	1,564,035	6,140,468	12,596,775	1,652,873	21,954,151
Services	6,258,607	14,414,772	13,228,256	8,914,627	42,816,262
Professional	1,644,421	2,661,857	2,555,814	2,833,626	9,695,718
Utility	15,592,948	13,523,474	10,275,831	11,701,501	51,093,754
Manufacturing	1,136,534	1,998,445	1,954,751	1,049,189	6,138,919
Transportation & Warehousing	3,755,960	3,404,524	4,552,755	4,668,337	16,381,576
Wholesale	7,786,661	11,264,547	12,411,079	5,921,056	37,383,343
Government	651,058	1,115,264	1,849,622	1,060,588	4,676,532
<b>TOTAL</b>	<b>65,511,794</b>	<b>96,057,459</b>	<b>113,003,803</b>	<b>85,590,698</b>	<b>360,163,754</b>

Table 2.13

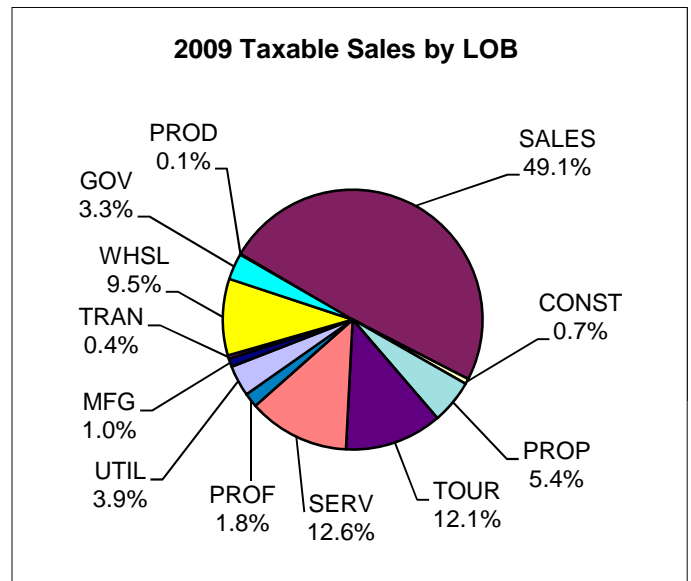
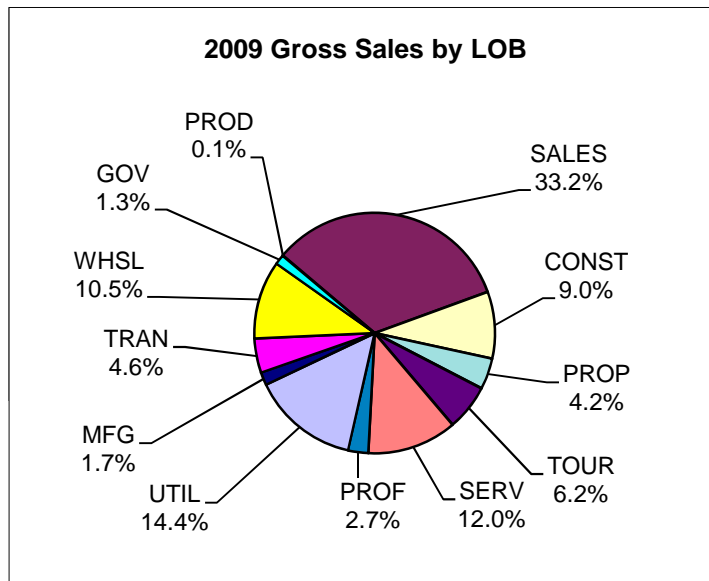


Chart 2.9

Chart 2.10

<b>Homer TAXABLE Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	2,282	67,021	72,506	46,177	187,986
Sales	9,837,184	20,115,288	25,888,715	14,752,928	70,594,115
Construction	205,082	233,642	299,502	252,480	990,706
Property	1,376,235	1,997,252	2,818,982	1,637,711	7,830,180
Tourism	1,283,570	5,044,487	9,867,423	1,263,146	17,458,626
Services	3,637,100	5,015,966	5,876,406	3,632,361	18,161,833
Professional	646,425	685,325	675,399	559,774	2,566,923
Utility	1,830,377	1,307,919	1,199,695	1,225,021	5,563,012
Manufacturing	219,965	449,432	535,429	283,026	1,487,852
Transportation & Warehousing	109,364	165,434	176,716	136,341	587,855
Wholesale	2,790,852	4,065,311	5,080,008	1,763,656	13,699,827
Government	651,058	1,115,264	1,849,622	1,060,588	4,676,532
<b>TOTAL</b>	<b>22,589,494</b>	<b>40,262,341</b>	<b>54,340,403</b>	<b>26,613,209</b>	<b>143,805,447</b>

Table 2.14

# Homer Sales

<b>Homer GROSS Sales by Line of Business by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	12,439	75,172	55,339	36,904	179,854
Sales	20,905,563	33,745,784	39,479,740	25,920,586	120,051,673
Construction	6,558,907	8,124,580	10,386,248	14,257,323	39,327,058
Property	3,668,644	4,747,221	5,850,457	4,148,184	18,414,506
Tourism	1,846,023	8,901,554	15,617,028	2,179,161	28,543,766
Services	6,943,172	14,755,603	13,317,561	8,740,419	43,756,755
Professional	1,849,454	2,131,699	2,308,155	2,808,013	9,097,321
Utility	10,452,195	9,615,450	11,557,324	12,245,759	43,870,728
Manufacturing	1,373,626	2,202,875	2,133,009	1,379,129	7,088,639
Transporation & Warehousing	2,821,905	4,876,818	7,125,075	4,578,878	19,402,676
Wholesale	8,629,201	13,001,357	16,373,406	8,927,346	46,931,310
Government	646,989	1,036,947	1,751,954	814,123	4,250,013
<b>TOTAL</b>	<b>65,708,118</b>	<b>103,215,060</b>	<b>125,955,296</b>	<b>86,035,825</b>	<b>380,914,299</b>

Table 2.15

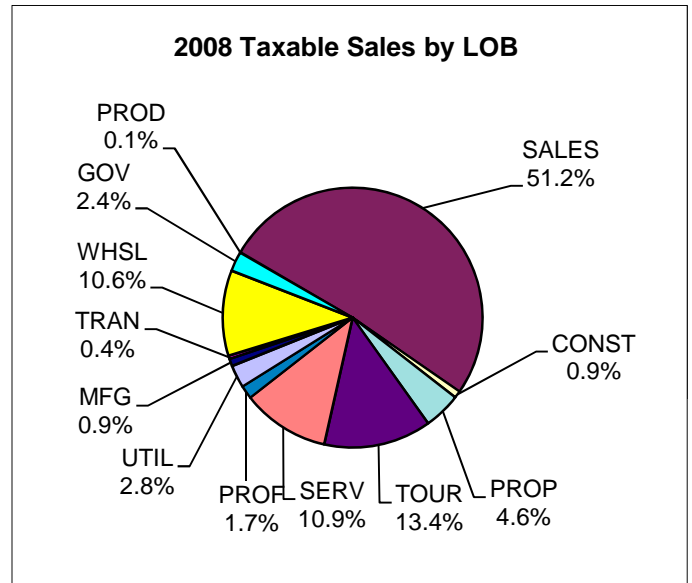
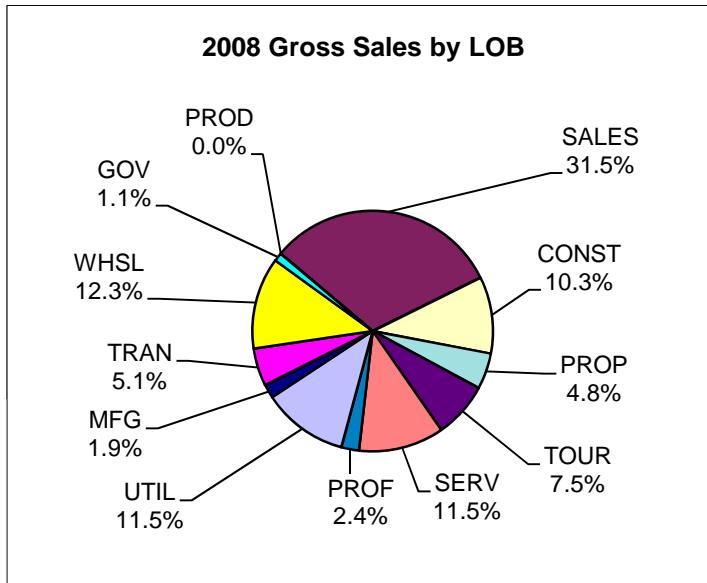


Chart 2.11

Chart 2.12

<b>Homer TAXABLE Sales by Line of Business by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	3,279	59,337	35,874	13,400	111,890
Sales	15,823,665	25,188,641	29,277,963	18,348,833	88,639,102
Construction	285,389	358,110	414,430	443,960	1,501,889
Property	1,347,588	2,193,127	2,791,796	1,654,756	7,987,267
Tourism	1,541,340	7,183,236	13,035,544	1,435,980	23,196,100
Services	3,776,234	5,259,295	6,116,028	3,746,847	18,898,404
Professional	726,408	763,674	718,825	677,246	2,886,153
Utility	1,266,531	1,147,715	1,092,699	1,379,062	4,886,007
Manufacturing	221,432	480,290	592,666	286,643	1,581,031
Transporation & Warehousing	122,382	199,534	256,631	126,107	704,654
Wholesale	3,261,680	5,001,690	6,274,453	3,848,140	18,385,963
Government	646,989	1,036,947	1,734,275	814,123	4,232,334
<b>TOTAL</b>	<b>29,022,917</b>	<b>48,871,596</b>	<b>62,341,184</b>	<b>32,775,097</b>	<b>173,010,794</b>

Table 2.16

# Homer Sales

<b>Homer GROSS Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	36,802	103,362	776,896	1,448,808	2,365,868
Sales	17,449,718	29,434,729	34,037,204	24,953,954	105,875,605
Construction	6,818,503	10,216,524	16,142,373	9,705,513	42,882,913
Property	2,881,498	4,421,535	5,425,103	4,116,943	16,845,079
Tourism	3,680,509	12,253,266	19,771,716	3,814,877	39,520,368
Services	6,758,058	13,105,824	13,659,930	8,338,897	41,862,709
Professional	2,560,602	2,399,254	2,414,679	2,817,452	10,191,987
Utility	11,496,157	11,107,659	1,854,484	11,159,304	35,617,604
Manufacturing	1,263,209	2,065,820	2,339,827	1,800,499	7,469,355
Transportation & Warehousing	649,338	1,096,320	3,838,163	3,134,699	8,718,520
Wholesale	7,218,174	10,095,243	11,847,065	8,832,776	37,993,258
Government	611,944	991,182	1,619,941	885,817	4,108,884
<b>TOTAL</b>	<b>61,424,512</b>	<b>97,290,718</b>	<b>113,727,381</b>	<b>81,009,539</b>	<b>353,452,150</b>

Table 2.17

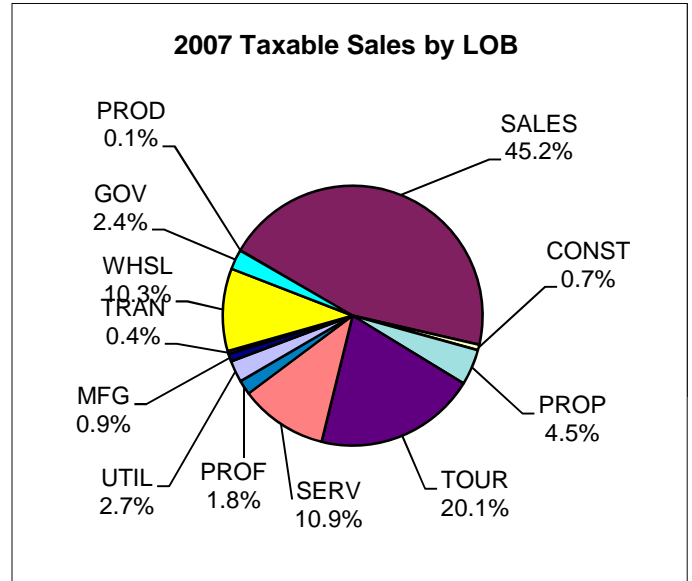
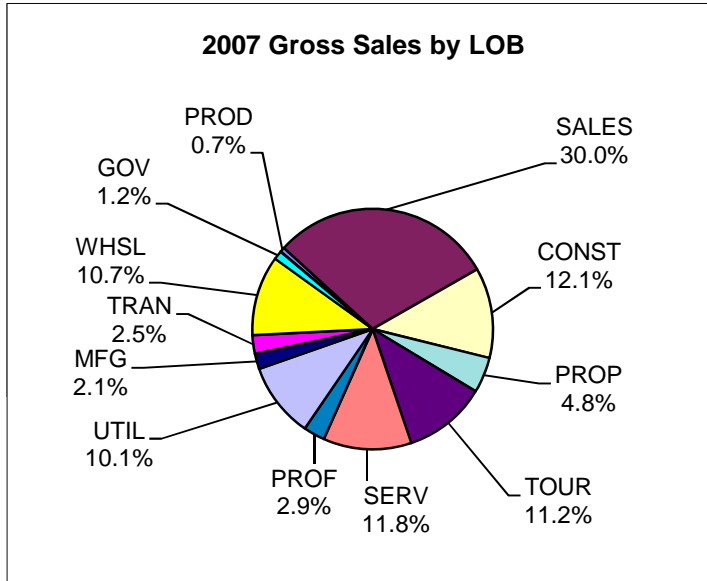


Chart 2.13

Chart 2.14

<b>Homer TAXABLE Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	4,257	53,232	50,275	24,210	131,974
Sales	13,136,717	21,438,770	24,027,802	16,616,199	75,219,488
Construction	187,017	275,777	359,963	312,248	1,135,005
Property	1,168,537	1,823,258	2,739,172	1,706,142	7,437,109
Tourism	3,310,379	10,296,241	16,615,854	3,248,346	33,470,820
Services	3,223,344	5,160,491	5,941,426	3,880,458	18,205,719
Professional	718,854	841,092	733,364	711,541	3,004,851
Utility	1,352,338	1,029,995	1,024,372	1,089,670	4,496,375
Manufacturing	199,579	486,717	592,505	288,490	1,567,291
Transportation & Warehousing	107,100	175,667	193,841	148,073	624,681
Wholesale	3,234,493	4,595,812	5,497,301	3,800,903	17,128,509
Government	611,944	991,182	1,590,184	885,817	4,079,127
<b>TOTAL</b>	<b>27,254,559</b>	<b>47,168,234</b>	<b>59,366,059</b>	<b>32,712,097</b>	<b>166,500,949</b>

Table 2.18

# Homer Sales

Homer Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	32,193,561	48,092,891	66,559,556	50,757,887	197,603,895	
1996	40,009,169	53,691,216	60,425,514	45,000,789	199,126,688	0.8%
1997	39,502,354	55,496,297	62,490,851	45,710,368	203,199,870	2.0%
1998	41,054,484	53,702,365	70,866,151	46,799,617	212,422,617	4.5%
1999	39,553,648	53,874,362	66,354,543	44,068,392	203,850,945	-4.0%
2000	38,455,167	59,287,582	90,009,668	48,229,307	235,981,724	15.8%
2001	40,844,978	56,857,475	77,453,956	54,547,098	229,703,507	-2.7%
2002*	44,269,653	68,675,179	89,708,860	60,586,992	263,240,684	14.6%
2003	51,228,276	75,287,944	87,226,845	60,330,717	274,073,782	4.1%
2004	48,145,060	75,761,464	93,912,813	72,604,415	290,423,752	6.0%
2005	51,885,093	85,895,824	100,977,789	70,510,047	309,268,753	6.5%
2006	56,156,763	89,314,280	118,463,107	92,293,557	356,227,707	15.2%
2007	61,424,512	97,290,718	113,727,381	81,009,539	353,452,150	-0.8%
2008	65,708,118	103,215,060	125,955,296	88,035,825	382,914,299	8.3%
2009	65,511,794	96,057,459	113,003,803	85,590,698	360,163,754	-5.9%
2010	65,738,344					
Change	0.3%	-6.9%	-10.3%	-2.8%	-5.9%	

Table 2.19 \* - Effective April 1, 2002, Homer annexed an area that increased it's area by 28%.

Homer Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	14,797,530	24,901,076	30,398,162	18,098,624	88,195,392	
1996	15,811,688	25,240,189	30,539,871	18,331,480	89,923,228	2.0%
1997	16,213,730	25,960,313	31,654,939	19,496,943	93,325,925	3.8%
1998	16,418,580	26,366,097	32,103,748	19,552,917	94,441,342	1.2%
1999	16,638,467	26,939,183	34,246,601	20,325,107	98,149,358	3.9%
2000	17,327,860	28,797,872	35,677,211	21,387,173	103,190,116	5.1%
2001	17,765,204	30,191,477	37,574,702	21,780,156	107,311,539	4.0%
2002*	18,699,958	34,270,923	43,258,197	25,063,470	121,292,548	13.0%
2003	22,456,282	37,038,468	45,127,086	27,107,360	131,729,196	8.6%
2004	23,828,394	39,657,774	48,989,881	27,499,532	139,975,581	6.3%
2005	24,336,691	41,201,861	50,641,860	28,577,237	144,757,649	3.4%
2006	25,717,626	43,368,152	53,836,629	30,462,985	153,385,392	6.0%
2007	27,254,559	47,168,234	59,366,059	32,712,097	166,500,949	8.6%
2008	29,022,917	48,871,596	62,341,184	32,775,097	173,010,794	3.9%
2009	22,589,494	40,262,341	54,340,403	26,613,209	143,805,447	-16.9%
2010	22,716,000					
Change	0.6%	-17.6%	-12.8%	-18.8%	-16.9%	

Table 2.20 \* - Effective April 1, 2002, Homer annexed an area that increased it's area by 28%.

Homer Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	17,396,031	23,191,815	36,161,394	32,659,263	109,408,503	
1996	24,197,481	28,451,027	29,885,643	26,669,309	109,203,460	-0.2%
1997	23,288,624	29,535,984	30,835,912	26,213,425	109,873,945	0.6%
1998	24,635,904	27,336,268	38,762,403	27,246,700	117,981,275	7.4%
1999	22,915,181	26,935,179	32,107,942	23,743,285	105,701,587	-10.4%
2000	21,127,307	30,489,710	54,332,457	26,842,134	132,791,608	25.6%
2001	23,079,774	26,665,998	39,879,254	32,766,942	122,391,968	-7.8%
2002	25,569,695	34,404,256	46,450,663	35,523,522	141,948,136	16.0%
2003	28,771,994	38,249,476	42,099,759	33,223,357	142,344,586	0.3%
2004	24,316,666	36,103,690	44,922,932	45,104,883	150,448,171	5.7%
2005	27,548,402	44,693,963	50,335,929	41,932,810	164,511,104	9.3%
2006	30,439,137	45,946,128	64,626,478	61,830,572	202,842,315	23.3%
2007	34,169,953	50,122,484	54,361,322	48,297,442	186,951,201	-7.8%
2008	36,685,201	54,343,464	63,614,112	55,260,728	209,903,505	12.3%
2009	42,922,300	55,795,118	58,663,400	58,977,489	216,358,307	3.1%
2010	43,022,344					
Change	0.2%	2.7%	-7.8%	6.7%	3.1%	

Table 2.21 \* - Effective April 1, 2002, Homer annexed an area that increased it's area by 28%.

# Homer Construction Permits

Homer First Quarter Permit Values by Type - 2003 -2010- in \$									
	2003	2004	2005	2006	2007	2007	2009	2010	Annual Change
Res. New	979,800	2,597,500	1,694,400	1,645,000	55,000	1,195,000	430,000	950,000	120.9%
Res. Alter/Add	232,540	201,520	1,500	0	0	28,000	80,000	1,052,000	1215.0%
Cml. New	0	915,000	108,000	626,000	0	1,500,000	600,000	1,000,000	66.7%
Cml. Alter/Add	122,000	0	1,302,000	1,000,000	1	0	0	0	N/A
<b>TOTAL</b>	<b>1,334,340</b>	<b>3,714,020</b>	<b>3,105,900</b>	<b>3,271,000</b>	<b>55,001</b>	<b>2,723,000</b>	<b>1,110,000</b>	<b>3,002,000</b>	<b>170.5%</b>
Annual Change		178.3%	-16.4%	5.3%	-98.3%	4850.8%	-59.2%	170.5%	

Table 2.22

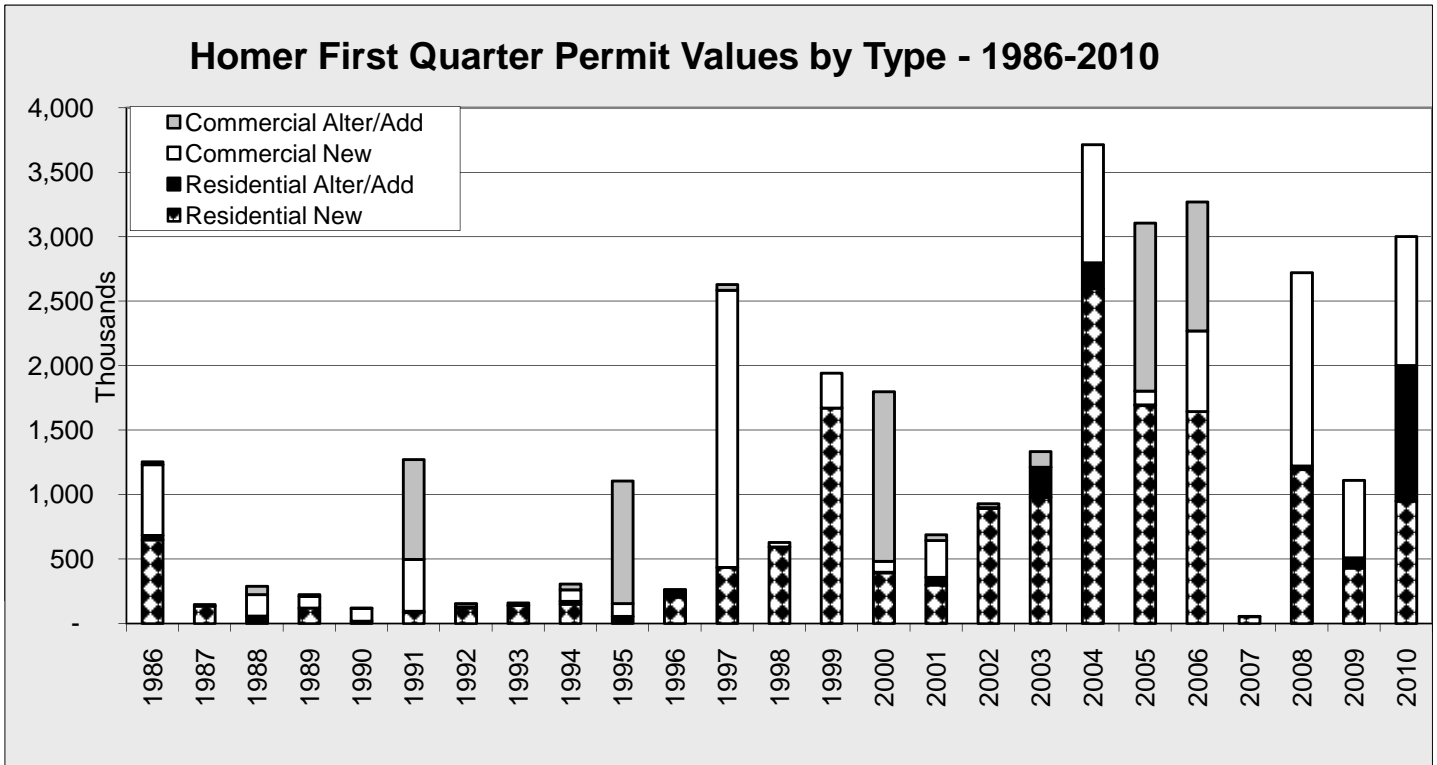


Chart 2.15

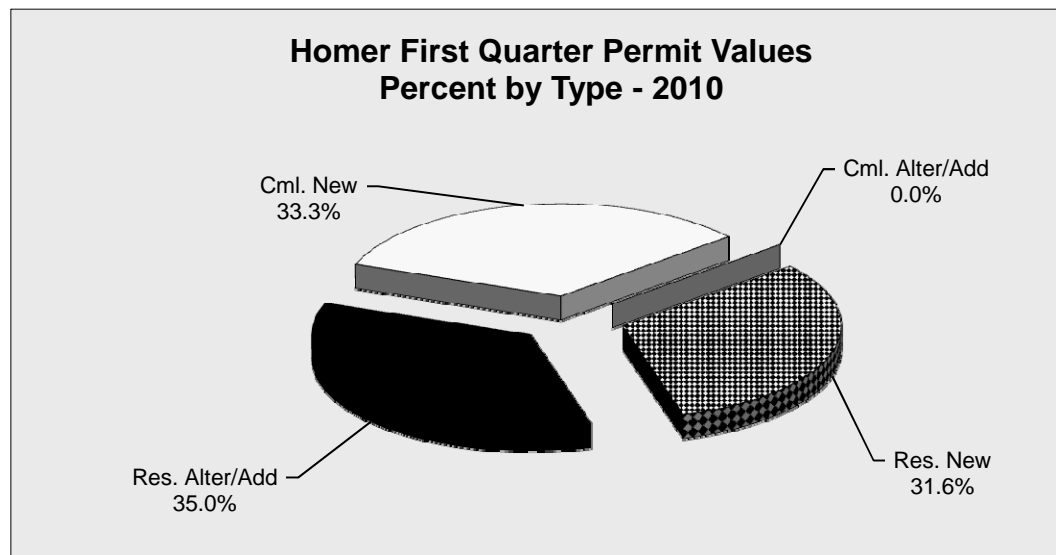


Chart 2.16



# Homer Construction Permits

Homer First Quarter Permit Volume by Type - 2003-2010									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	6	11	10	9	2	5	2	5	150.0%
Residential Alter/Add	8	2	1	0	0	2	1	3	200.0%
Commercial New	0	2	2	4	1	1	1	1	0.0%
Commercial Alter/Add	4	0	5	1	0	0	0	0	NA
<b>TOTAL</b>	<b>18</b>	<b>15</b>	<b>18</b>	<b>14</b>	<b>3</b>	<b>8</b>	<b>4</b>	<b>9</b>	<b>125.0%</b>
Annual Change		-16.7%	20.0%	-22.2%	-78.6%	166.7%	-50.0%	125.0%	

Table 2.23

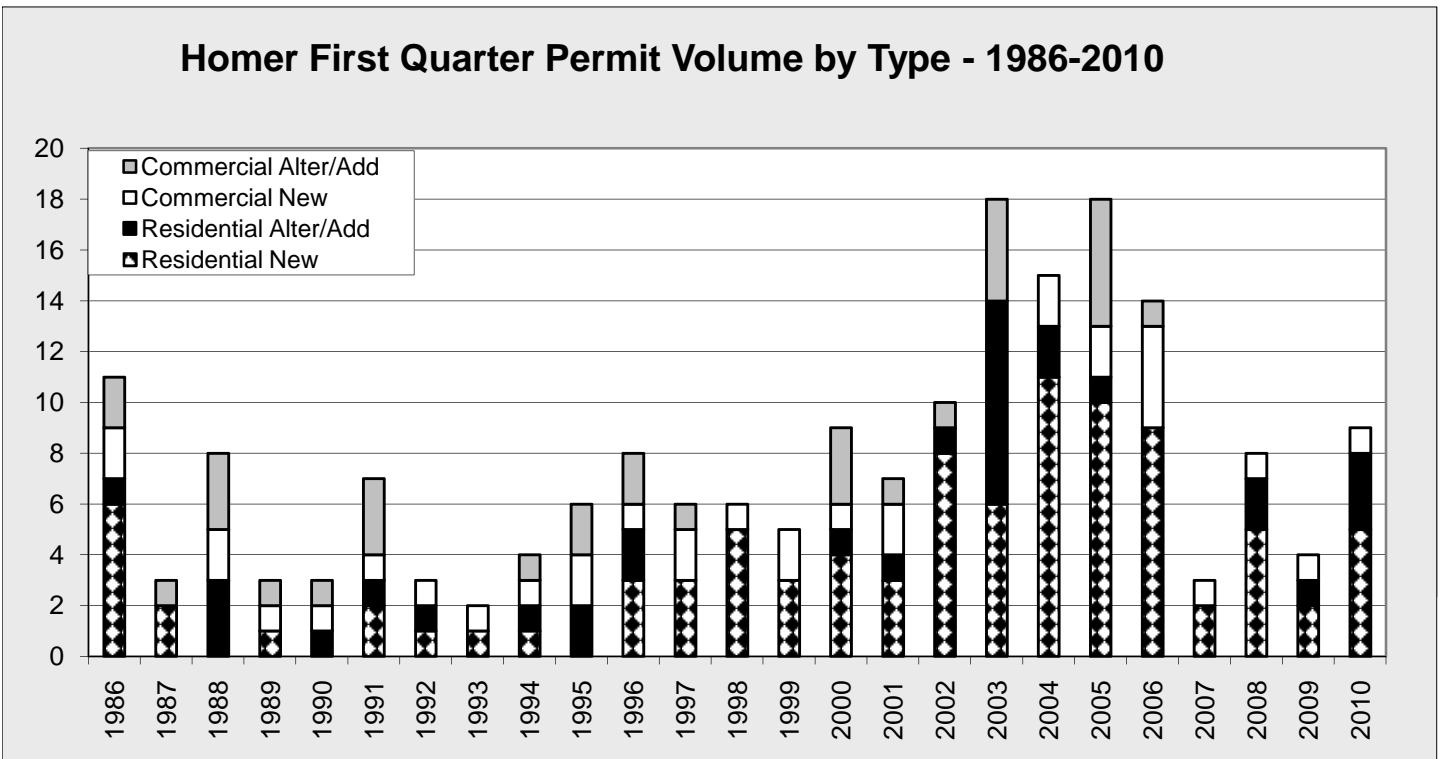


Chart 2.17

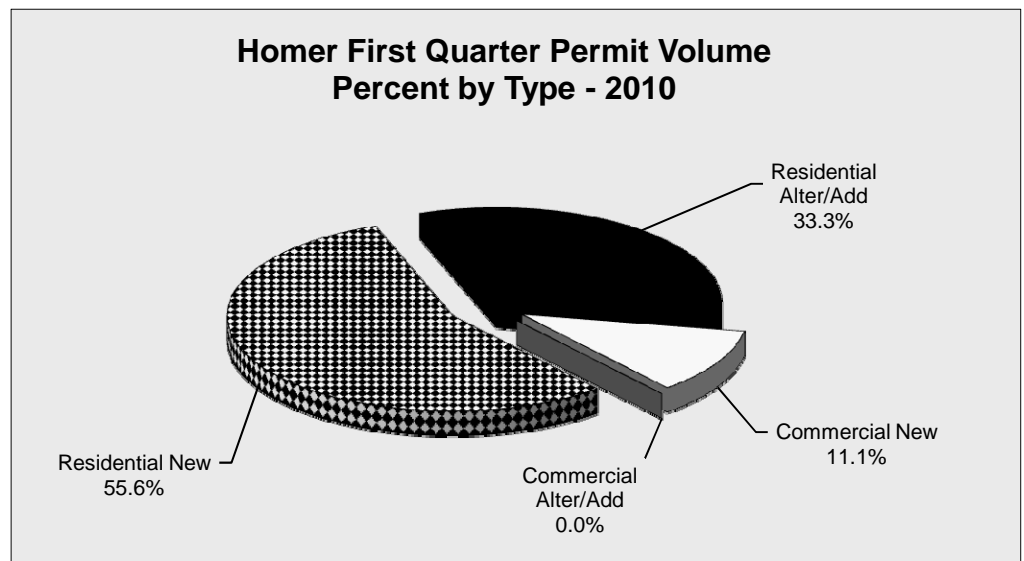


Chart 2.18

# Homer Construction Permits

Homer Annual Permit Values by Type - 2002-2009 - in \$									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Res. New	4,226,720	8,120,455	6,695,500	7,209,900	10,055,800	7,650,100	10,126,000	6,606,200	-34.8%
Res. Alter/Add	536,620	806,600	1,695,500	906,500	541,057	1,632,500	994,000	561,000	-43.6%
Cml. New	4,990,740	5,764,520	14,400,518	11,796,000	8,071,000	4,707,601	10,560,000	1,330,000	-87.4%
Cml. Alter/Add	294,699	635,240	1,279,063	1,699,000	1,620,000	66,001	1,488,000	0	-100.0%
<b>TOTAL</b>	<b>10,048,779</b>	<b>15,326,815</b>	<b>24,070,581</b>	<b>21,611,400</b>	<b>20,287,857</b>	<b>14,056,202</b>	<b>23,168,000</b>	<b>8,497,200</b>	<b>-63.3%</b>
Annual Change		52.5%	57.0%	-10.2%	-6.1%	-30.7%	64.8%	-63.3%	

Table 2.24

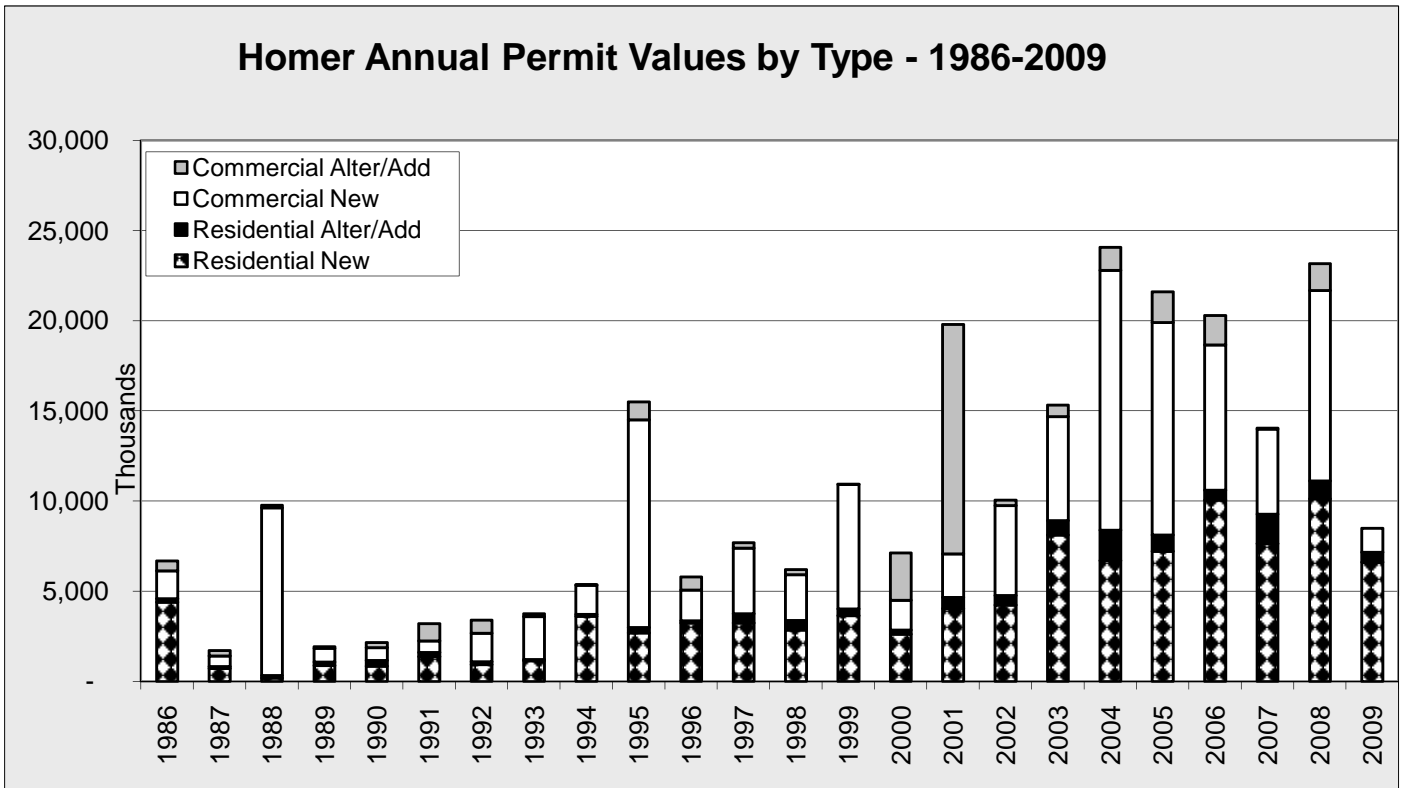


Chart 2.19

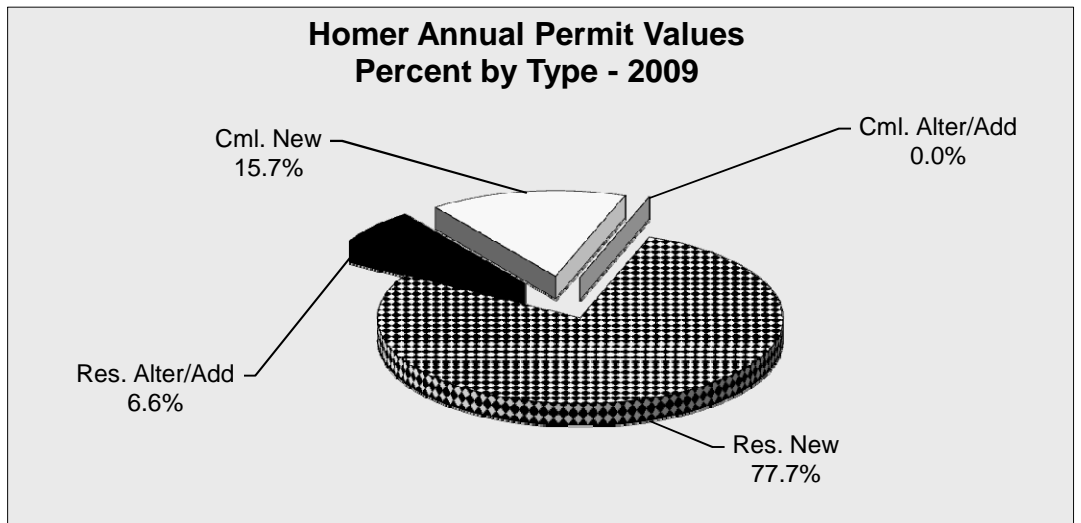


Chart 2.20

# Homer Construction Permits

Homer Annual Permit Volume by Type - 2002-2009									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	32	47	41	51	49	41	38	34	-10.5%
Residential Alter/Add	20	19	37	25	16	28	18	18	0.0%
Commercial New	8	11	22	18	14	16	3	3	0.0%
Commercial Alter/Add	7	9	8	9	4	2	3	0	-100.0%
<b>TOTAL</b>	<b>67</b>	<b>86</b>	<b>108</b>	<b>103</b>	<b>83</b>	<b>87</b>	<b>62</b>	<b>55</b>	<b>-11.3%</b>
Annual Change		28.4%	25.6%	-4.6%	-19.4%	4.8%	-28.7%	-11.3%	

Table 2.25

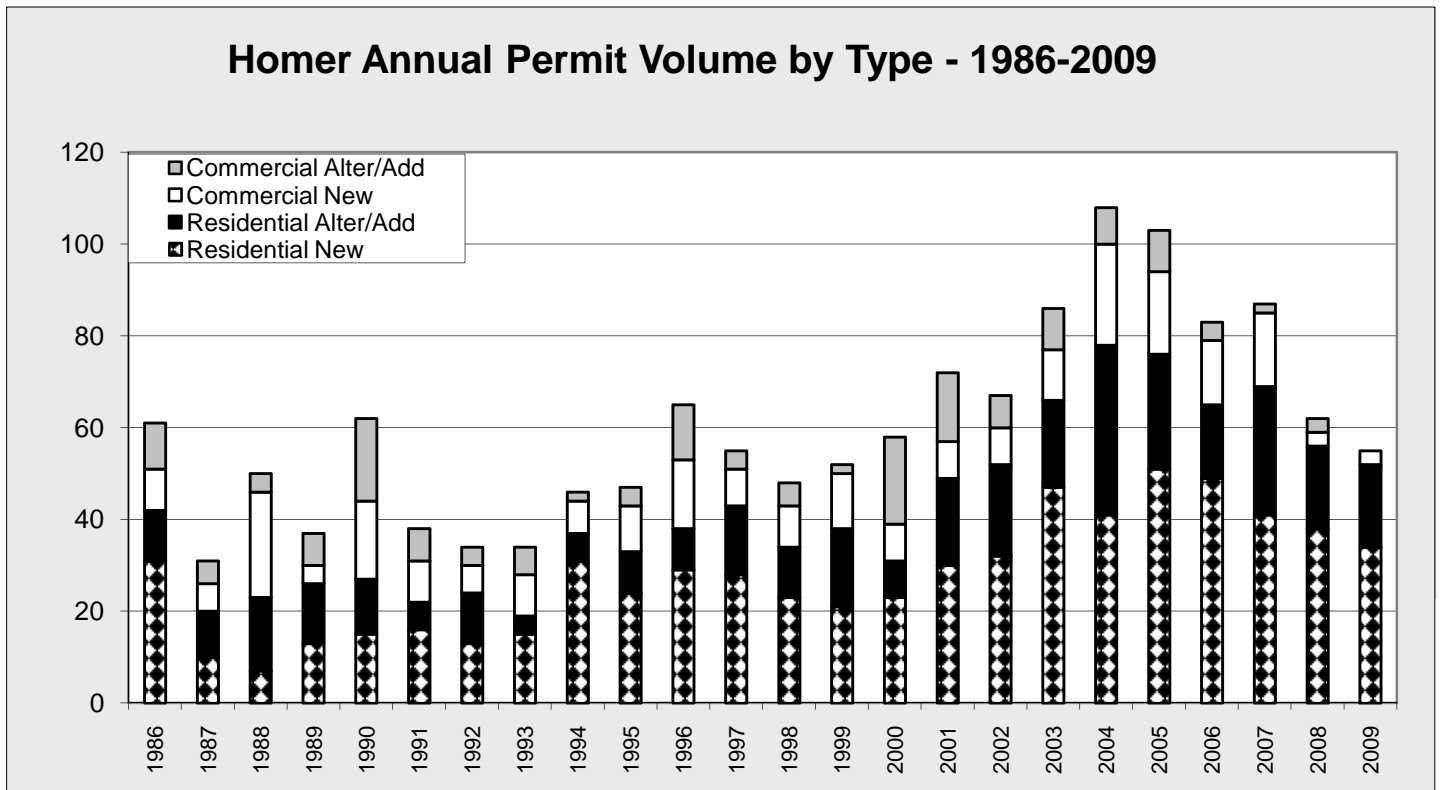


Chart 2.21

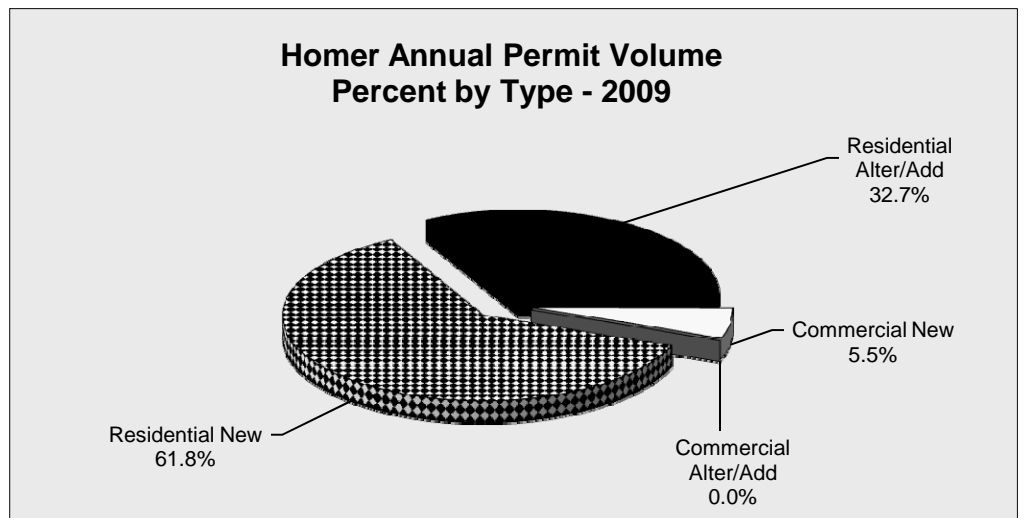


Chart 2.22

# Homer Construction Permits

<b>Homer Annual Permit Values by Quarter by Type - 2002-YTD 2010 in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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	979,800	3,811,480	2,106,275	1,222,900	8,120,455
Residential - Add/Alter	232,540	239,060	285,000	50,000	806,600
Commercial - New	0	3,535,720	628,800	1,600,000	5,764,520
Commercial - Add/Alter	122,000	343,240	0	170,000	635,240
<b>TOTAL</b>	<b>1,334,340</b>	<b>7,929,500</b>	<b>3,020,075</b>	<b>3,042,900</b>	<b>15,326,815</b>
<b>2004</b>					
Residential - New	2,597,500	2,495,400	1,225,600	377,000	6,695,500
Residential - Add/Alter	201,520	205,730	851,300	437,000	1,695,550
Commercial - New	915,000	4,700,518	6,225,000	2,560,000	14,400,518
Commercial - Add/Alter	0	32,063	1,230,000	17,000	1,279,063
<b>TOTAL</b>	<b>3,714,020</b>	<b>7,433,711</b>	<b>9,531,900</b>	<b>3,391,000</b>	<b>24,070,631</b>
<b>2005</b>					
Residential - New	1,694,400	3,072,000	1,548,500	895,000	7,209,900
Residential - Add/Alter	1,500	451,000	374,000	80,000	906,500
Commercial - New	108,000	7,473,000	2,240,000	1,975,000	11,796,000
Commercial - Add/Alter	1,302,000	250,000	120,000	27,000	1,699,000
<b>TOTAL</b>	<b>3,105,900</b>	<b>11,246,000</b>	<b>4,282,500</b>	<b>2,977,000</b>	<b>21,611,400</b>
<b>2006</b>					
Residential - New	1,645,000	4,250,100	3,610,700	550,000	10,055,800
Residential - Add/Alter	0	287,000	249,057	5,000	541,057
Commercial - New	626,000	2,310,000	3,135,000	2,000,000	8,071,000
Commercial - Add/Alter	1,000,000	620,000	0		1,620,000
<b>TOTAL</b>	<b>3,271,000</b>	<b>7,467,100</b>	<b>6,994,757</b>	<b>2,555,000</b>	<b>20,287,857</b>
<b>2007</b>					
Residential - New	55,000	4,705,000	2,045,100	845,000	7,650,100
Residential - Add/Alter	0	482,000	674,500	476,000	1,632,500
Commercial - New	0	2,085,001	2,321,600	301,000	4,707,601
Commercial - Add/Alter	1	20,000	46,000	0	66,001
<b>TOTAL</b>	<b>55,001</b>	<b>7,292,001</b>	<b>5,087,200</b>	<b>1,622,000</b>	<b>14,056,202</b>
<b>2008</b>					
Residential - New	1,195,000	6,488,000	1,553,200	890,000	10,126,200
Residential - Add/Alter	28,000	163,000	193,000	610,000	994,000
Commercial - New	1,500,000	10,000,000	0	560,000	12,060,000
Commercial - Add/Alter	0	0	664,000	824,000	1,488,000
<b>TOTAL</b>	<b>2,723,000</b>	<b>16,651,000</b>	<b>2,410,200</b>	<b>2,884,000</b>	<b>24,668,200</b>
<b>2009</b>					
Residential - New	430,000	2,215,000	2,977,000	984,200	6,606,200
Residential - Add/Alter	40,000	175,500	345,000	0	560,500
Commercial - New	600,000	0	700,000	30,000	1,330,000
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>1,070,000</b>	<b>2,390,500</b>	<b>4,022,000</b>	<b>1,014,200</b>	<b>8,496,700</b>
<b>2010 YTD</b>					
Residential - New	950,000				950,000
Residential - Add/Alter	1,052,000				1,052,000
Commercial - New	1,000,000				1,000,000
Commercial - Add/Alter	0				0
<b>TOTAL</b>	<b>3,002,000</b>				<b>3,002,000</b>

Table 2.26

# Homer Construction Permits

Homer Annual Permit Volume by Quarter by Type - 2002-YTD 2010					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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>					
Residential - New	6	17	15	9	47
Residential - Add/Alter	8	6	3	2	19
Commercial - New	0	7	3	1	11
Commercial - Add/Alter	4	4	0	1	9
TOTAL	18	34	21	13	86
<b>2004</b>					
Residential - New	11	15	9	6	41
Residential - Add/Alter	2	5	21	9	37
Commercial - New	2	5	8	7	22
Commercial - Add/Alter	1	1	4	2	8
TOTAL	16	26	42	24	108
<b>2005</b>					
Residential - New	10	22	13	6	51
Residential - Add/Alter	1	13	9	2	25
Commercial - New	2	10	4	2	18
Commercial - Add/Alter	5	2	1	1	9
TOTAL	18	47	27	11	103
<b>2006</b>					
Residential - New	9	23	15	2	49
Residential - Add/Alter	0	8	7	1	16
Commercial - New	4	5	3	2	14
Commercial - Add/Alter	1	3	0	0	4
TOTAL	14	39	25	5	83
<b>2007</b>					
Residential - New	2	22	12	5	41
Residential - Add/Alter	0	8	12	8	28
Commercial - New	1	9	3	3	16
Commercial - Add/Alter	0	1	1	0	2
TOTAL	3	40	28	16	87
<b>2008</b>					
Residential - New	5	24	4	5	38
Residential - Add/Alter	2	5	7	4	18
Commercial - New	0	2	0	1	3
Commercial - Add/Alter	0	0	2	1	3
TOTAL	7	31	13	11	62
<b>2009</b>					
Residential - New	2	12	13	7	34
Residential - Add/Alter	1	7	10	0	18
Commercial - New	1	0	1	1	3
Commercial - Add/Alter	0	0	0	0	0
TOTAL	4	19	24	8	55
<b>2010 YTD</b>					
Residential - New	5				5
Residential - Add/Alter	3				3
Commercial - New	1				1
Commercial - Add/Alter	0				0
TOTAL	9				9

Table 2.27

**KENAI**

# Kenai Sales

Kenai First Quarter GROSS Sales by Line of Business - 2005-2010 - in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	1,517,136	1,097,363	664,821	6,141,694	7,549,599	2,631,732	-65.1%	-4,917,867
SALES	23,399,065	25,885,179	25,462,437	26,219,739	28,086,583	37,969,235	35.2%	9,882,652
CONST	2,064,235	1,688,153	4,581,023	3,751,629	3,889,005	4,373,854	12.5%	484,849
PROP	3,434,997	3,585,162	3,723,435	4,048,849	4,397,662	3,993,759	-9.2%	-403,903
TOUR	2,838,569	3,234,816	3,171,019	2,955,035	960,003	1,496,070	55.8%	536,067
SERV	4,423,351	4,889,264	5,371,493	5,539,958	5,450,873	5,611,170	2.9%	160,297
PROF	4,225,118	3,826,876	4,072,946	3,325,366	2,562,541	2,919,415	13.9%	356,874
UTIL	3,496,772	3,940,507	4,581,786	3,524,218	6,581,816	4,412,875	-33.0%	-2,168,941
MANU	2,930,608	2,523,764	4,547,604	3,375,390	2,979,894	2,462,660	-17.4%	-517,234
TRAN	14,831,365	2,713,457	30,616,846	30,644,258	3,398,583	4,111,834	21.0%	713,251
WHLS	11,756,319	9,169,811	9,074,444	15,591,985	9,303,205	4,014,458	-56.8%	-5,288,747
GOV	641,805	729,788	791,264	834,505	833,757	829,915	-0.5%	-3,842
<b>TOTAL</b>	<b>75,559,340</b>	<b>63,284,140</b>	<b>96,659,118</b>	<b>105,952,626</b>	<b>75,993,521</b>	<b>74,826,977</b>	<b>-1.5%</b>	<b>-1,166,544</b>

Table 3.1 For complete listing of Lines of Business, see page 11

Kenai First Quarter GROSS Sales History	
2005	75,559,340
2006	63,284,140
2007	96,659,118
2008	105,952,626
2009	75,993,521
2010	74,826,977

Table 3.2

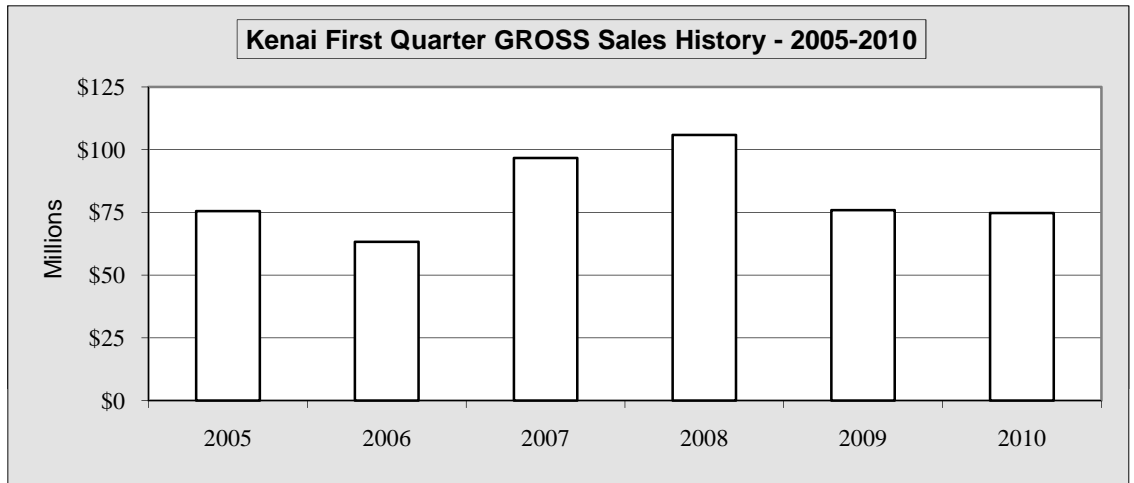


Chart 3.1

Kenai Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	1,517,136	2,631,732
SALES	23,399,065	37,969,235
CONST	2,064,235	4,373,854
PROP	3,434,997	3,993,759
TOUR	2,838,569	1,496,070
SERV	4,423,351	5,611,170
PROF	4,225,118	2,919,415
UTIL	3,496,772	4,412,875
MANU	2,930,608	2,462,660
TRAN	14,831,365	4,111,834
WHLS	11,756,319	4,014,458
GOV	641,805	829,915
<b>TOTAL</b>	<b>75,559,340</b>	<b>74,826,977</b>

Table 3.3

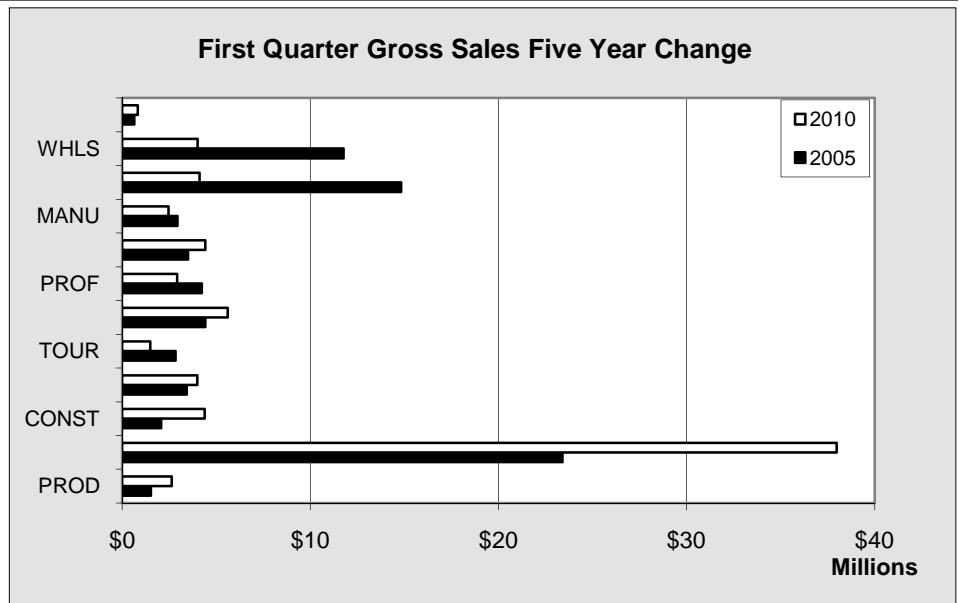


Chart 3.2

# Kenai Sales

Kenai First Quarter TAXABLE Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	75,510	58,754	57,569	89,203	60,174	57,588	-4.3%	-2,586
SALES	13,949,671	15,126,863	16,460,828	18,479,128	21,176,777	24,524,031	15.8%	3,347,254
CONST	220,307	236,295	265,532	249,430	268,721	223,831	-16.7%	-44,890
PROP	1,738,031	1,750,600	1,891,157	1,934,696	2,041,778	2,066,336	1.2%	24,558
TOUR	2,685,045	3,059,541	3,035,484	2,866,244	870,662	1,118,216	28.4%	247,554
SERV	3,094,573	3,431,016	3,652,567	3,732,983	3,839,929	3,957,255	3.1%	117,326
PROF	876,959	872,174	903,098	889,583	919,184	979,261	6.5%	60,077
UTIL	2,036,208	2,403,379	2,879,713	1,964,811	3,683,331	2,594,460	-29.6%	-1,088,871
MANU	96,472	111,997	121,285	116,048	122,820	213,231	73.6%	90,411
TRAN	71,209	145,240	125,039	236,082	375,580	547,647	45.8%	172,067
WHLS	4,246,981	4,737,150	4,422,724	4,239,093	3,520,820	614,701	-82.5%	-2,906,119
GOV	413,946	467,706	495,297	480,784	478,132	510,705	6.8%	32,573
TOTAL	29,504,912	32,400,715	34,310,293	35,278,085	37,357,908	37,407,262	0.1%	49,354

Table 3.4 For complete listing of Lines of Business, see page 11

Kenai First Quarter TAXABLE Sales History	
2005	29,504,912
2006	32,400,715
2007	34,310,293
2008	35,278,085
2009	37,357,908
2010	37,407,262

Table 3.5

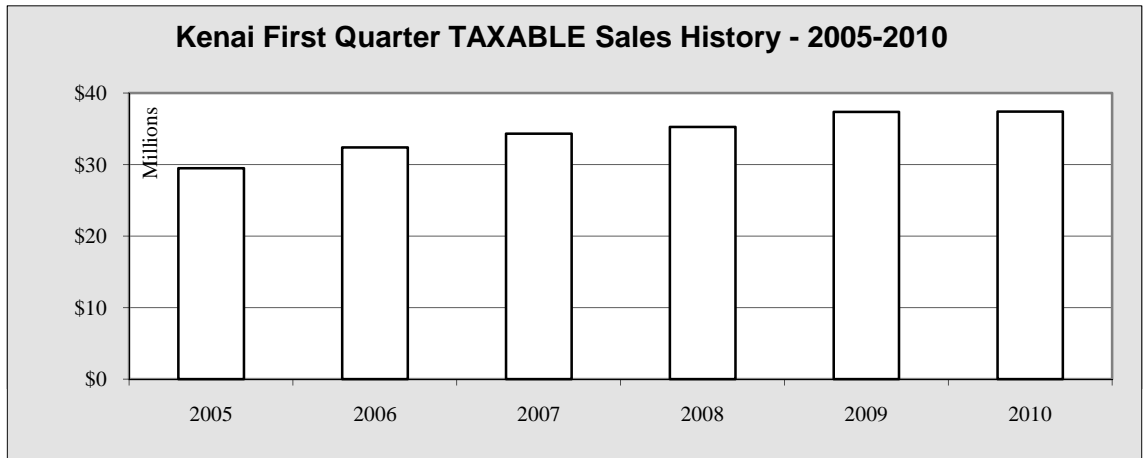


Chart 3.3

Kenai Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	75,510	57,588
SALES	13,949,671	24,524,031
CONST	220,307	223,831
PROP	1,738,031	2,066,336
TOUR	2,685,045	1,118,216
SERV	3,094,573	3,957,255
PROF	876,959	979,261
UTIL	2,036,208	2,594,460
MANU	96,472	213,231
TRAN	71,209	547,647
WHLS	4,246,981	614,701
GOV	413,946	510,705
TOTAL	29,504,912	37,407,262

Table 3.6

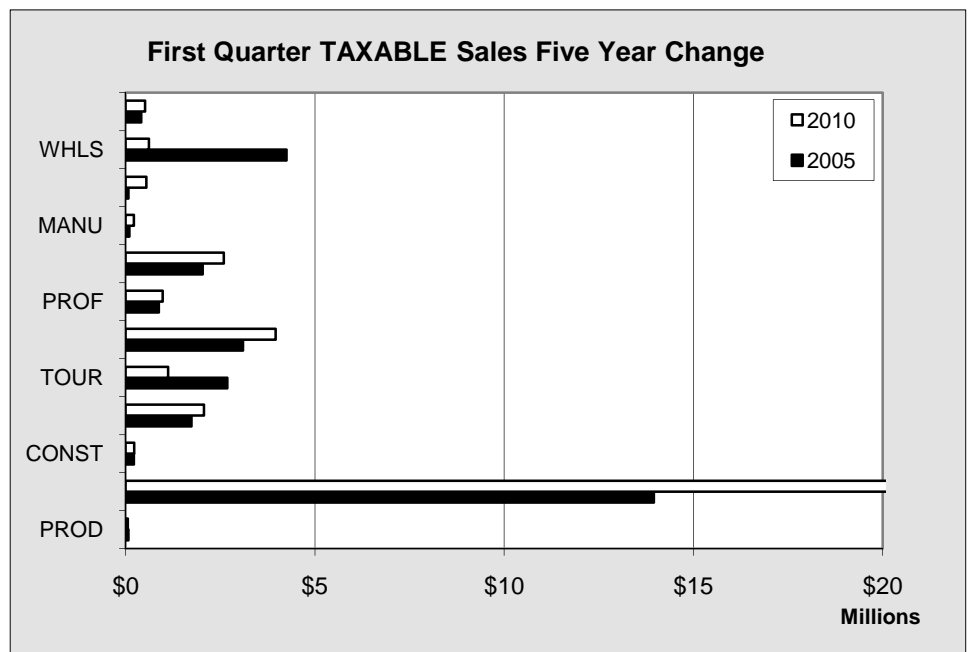


Chart 3.4



# Kenai Sales

**Kenai Annual GROSS Sales by Line of Business - 2004-2009 - in \$**

LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	100,022,855	78,876,010	43,287,832	46,716,466	60,540,134	18,323,454	-69.7%	-42,216,680
SALES	108,645,907	112,006,670	124,143,661	122,592,351	139,749,141	156,858,167	12.2%	17,109,026
CONST	13,129,482	25,430,918	40,880,928	34,010,065	55,208,519	53,553,140	-3.0%	-1,655,379
PROP	16,264,986	18,417,832	17,517,133	17,150,510	19,141,133	17,688,295	-7.6%	-1,452,838
TOUR	15,956,285	16,544,762	18,720,706	18,181,009	8,760,422	7,343,731	-16.2%	-1,416,691
SERV	19,839,374	19,907,748	22,170,304	25,694,573	25,060,324	24,237,894	-3.3%	-822,430
PROF	13,816,386	14,633,670	15,910,045	15,306,314	13,541,236	12,122,747	-10.5%	-1,418,489
UTIL	9,370,432	13,871,188	13,006,437	14,199,488	15,448,408	19,028,105	23.2%	3,579,697
MANU	26,232,173	33,428,325	29,206,480	32,688,259	38,110,739	21,399,739	-43.8%	-16,711,000
TRAN	17,553,410	66,585,592	74,705,995	119,611,694	150,485,791	15,171,662	-89.9%	-135,314,129
WHLS	63,578,072	62,846,060	53,888,047	70,341,832	77,529,329	41,157,186	-46.9%	-36,372,143
GOV	2,862,813	3,231,177	3,494,476	4,064,513	4,101,380	3,880,736	-5.4%	-220,644
TOTAL	407,272,175	465,779,952	456,932,044	520,557,074	607,676,556	390,764,856	-35.7%	-216,911,700

Table 3.7

For complete listing of Lines of Business, see page 11

Kenai Annual GROSS Sales History	
2004	407,272,175
2005	465,779,952
2006	456,932,044
2007	520,557,074
2008	607,676,556
2009	390,764,856

Table 3.8

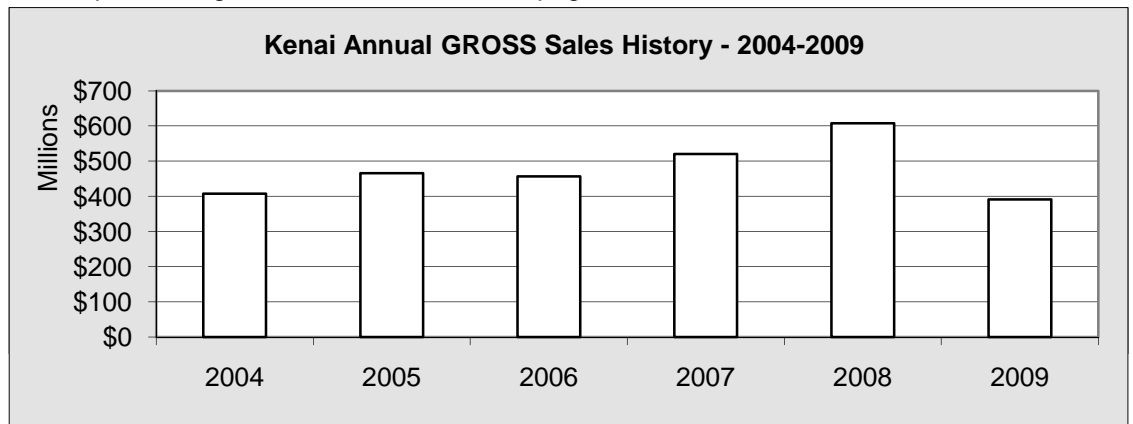


Chart 3.5

Five Year Change Annual GROSS Sales		
LOB	2004	2009
PROD	100,022,855	18,323,454
SALES	108,645,907	156,858,167
CONST	13,129,482	53,553,140
PROP	16,264,986	17,688,295
TOUR	15,956,285	7,343,731
SERV	19,839,374	24,237,894
PROF	13,816,386	12,122,747
UTIL	9,370,432	19,028,105
MANU	26,232,173	21,399,739
TRAN	17,553,410	15,171,662
WHLS	63,578,072	41,157,186
GOV	2,862,813	3,880,736
TOTAL	407,272,175	390,764,856

Table 3.9

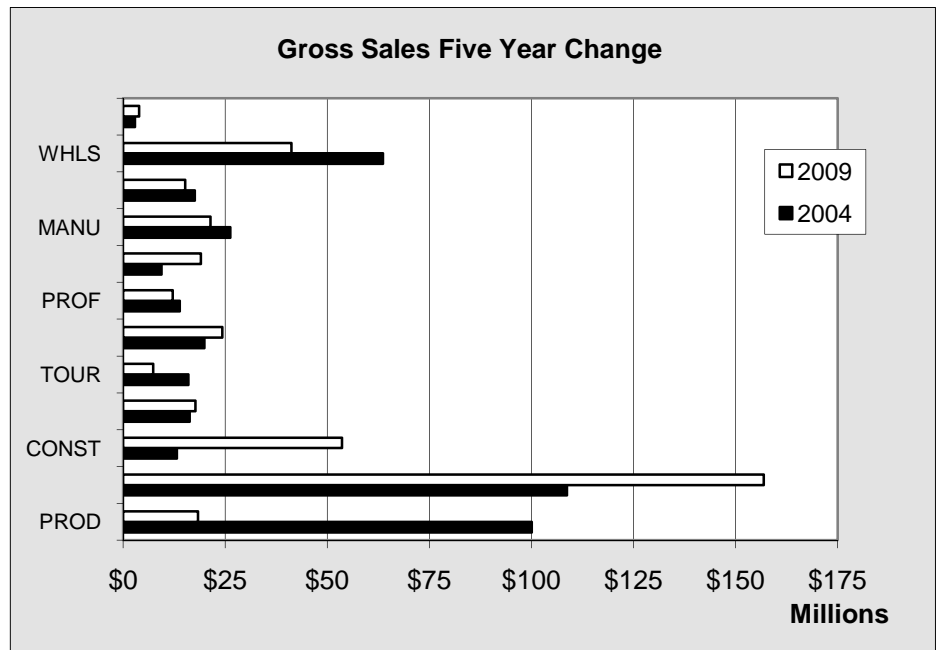


Chart 3.6

# Kenai Sales

<b>Kenai Annual TAXABLE Sales by Line of Business - 2004-2009 - in \$</b>								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	494,772	467,755	440,218	520,505	520,028	391,014	-24.8%	-129,014
SALES	63,884,387	68,365,098	73,008,240	79,962,518	96,483,648	105,354,356	9.2%	8,870,708
CONST	1,200,427	1,119,137	1,188,349	1,265,859	1,294,990	1,268,613	-2.0%	-26,377
PROP	7,996,496	7,960,746	8,116,133	8,591,878	9,560,366	8,963,282	-6.2%	-597,084
TOUR	14,416,689	14,833,825	17,163,429	16,851,017	7,872,506	6,329,434	-19.6%	-1,543,072
SERV	13,740,498	12,853,366	13,875,894	15,927,982	16,054,477	16,680,090	3.9%	625,613
PROF	3,418,239	3,399,151	3,478,120	3,288,890	3,607,232	3,387,318	-6.1%	-219,914
UTIL	5,765,278	6,386,909	7,605,058	8,465,960	8,906,132	10,435,959	17.2%	1,529,827
MANU	1,057,618	1,140,898	883,767	1,061,647	939,292	738,832	-21.3%	-200,460
TRAN	239,198	346,647	670,327	962,740	1,665,116	2,104,337	26.4%	439,221
WHLS	25,239,822	26,564,628	28,050,311	27,805,502	26,632,258	17,799,263	-33.2%	-8,832,995
GOV	1,920,438	2,097,894	2,160,749	2,372,880	2,355,439	2,316,309	-1.7%	-39,130
<b>TOTAL</b>	<b>139,373,862</b>	<b>145,536,054</b>	<b>156,640,595</b>	<b>167,077,378</b>	<b>175,891,484</b>	<b>175,768,807</b>	<b>-0.1%</b>	<b>-122,677</b>

Table 3.10 For complete listing of Lines of Business, see page 11

<b>Kenai Annual TAXABLE Sales History</b>	
2004	139,373,862
2005	145,536,054
2006	156,640,595
2007	167,077,378
2008	175,891,484
2009	175,768,807

Table 3.11

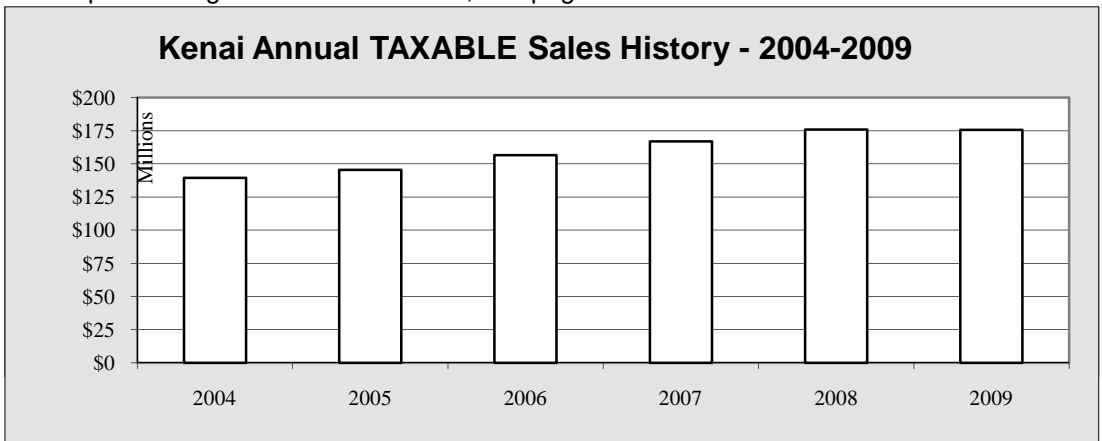


Chart 3.7

<b>Five Year Change Annual TAXABLE Sales</b>		
LOB	2004	2009
PROD	494,772	391,014
SALES	63,884,387	105,354,356
CONST	1,200,427	1,268,613
PROP	7,996,496	8,963,282
TOUR	14,416,689	6,329,434
SERV	13,740,498	16,680,090
PROF	3,418,239	3,387,318
UTIL	5,765,278	10,435,959
MANU	1,057,618	738,832
TRAN	239,198	2,104,337
WHLS	25,239,822	17,799,263
GOV	1,920,438	2,316,309
<b>TOTAL</b>	<b>139,373,862</b>	<b>175,768,807</b>

Table 3.12

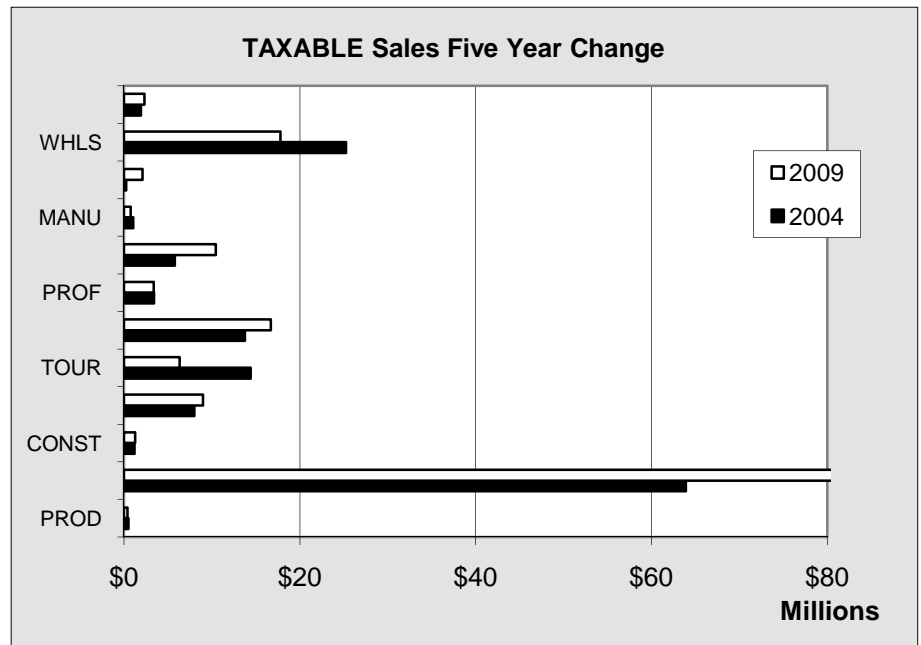


Chart 3.8

# Kenai Sales

<b>Kenai GROSS Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	7,549,599	3,197,453	3,986,275	3,590,127	18,323,454
Sales	28,086,583	40,864,418	43,708,471	44,198,695	156,858,167
Construction	3,889,005	17,407,285	21,907,416	10,349,434	53,553,140
Property	4,397,662	4,658,488	4,643,375	3,988,770	17,688,295
Tourism	960,003	1,788,806	3,004,549	1,590,373	7,343,731
Services	5,450,873	6,128,467	6,913,049	5,745,505	24,237,894
Professional	2,562,541	3,523,925	3,160,864	2,875,417	12,122,747
Utility	6,581,816	4,328,046	3,673,793	4,444,450	19,028,105
Manufacturing	2,979,894	7,010,110	8,589,845	2,819,890	21,399,739
Transportation & Warehousing	3,398,583	3,774,222	4,154,985	3,843,872	15,171,662
Wholesale	9,303,205	11,444,482	14,583,413	5,826,086	41,157,186
Government	833,757	899,470	1,391,368	756,141	3,880,736
<b>TOTAL</b>	<b>75,993,521</b>	<b>105,025,172</b>	<b>119,717,403</b>	<b>90,028,760</b>	<b>390,764,856</b>

Table 3.17

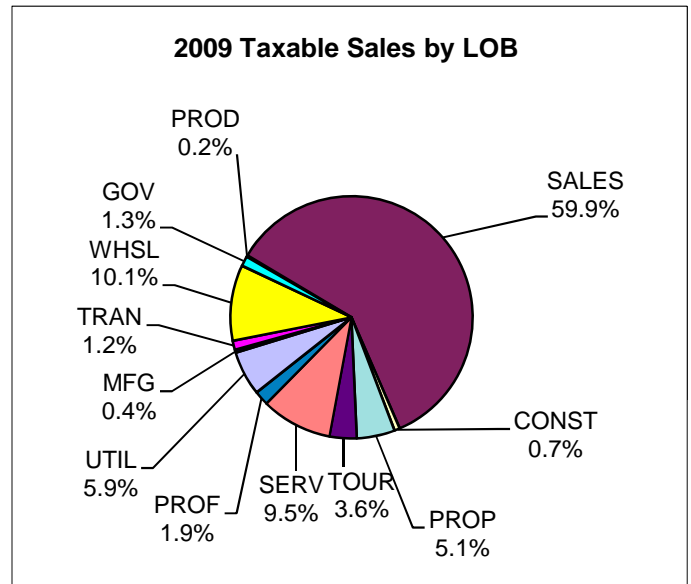
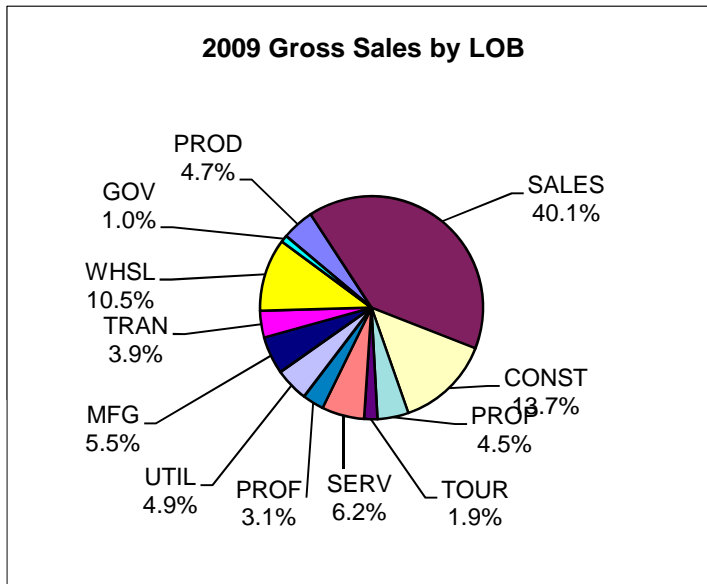


Chart 3.13

Chart 3.14

<b>Kenai TAXABLE Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	60,174	156,600	69,550	104,690	391,014
Sales	21,176,777	26,329,457	29,066,403	28,781,719	105,354,356
Construction	268,721	375,736	311,177	312,979	1,268,613
Property	2,041,778	2,464,127	2,396,692	2,060,685	8,963,282
Tourism	870,662	1,650,820	2,654,553	1,153,399	6,329,434
Services	3,839,929	4,354,013	4,487,585	3,998,563	16,680,090
Professional	919,184	823,847	871,280	773,007	3,387,318
Utility	3,683,331	2,429,660	1,787,614	2,535,354	10,435,959
Manufacturing	122,820	173,997	308,430	133,585	738,832
Transportation & Warehousing	375,580	572,823	676,333	479,601	2,104,337
Wholesale	3,520,820	6,632,557	6,823,698	822,188	17,799,263
Government	478,132	540,745	822,940	474,492	2,316,309
<b>TOTAL</b>	<b>37,357,908</b>	<b>46,504,382</b>	<b>50,276,255</b>	<b>41,630,262</b>	<b>175,768,807</b>

Table 3.18

# Kenai Sales

<b>Kenai GROSS Sales by Line of Business by Quarter - 2008- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	6,141,814	7,935,421	6,061,323	40,401,576	60,540,134
Sales	27,518,789	33,718,890	40,914,680	37,596,782	139,749,141
Construction	3,881,416	14,056,938	22,533,375	14,736,790	55,208,519
Property	4,084,772	4,420,459	5,521,248	5,114,654	19,141,133
Tourism	1,182,510	2,270,197	3,920,553	1,387,162	8,760,422
Services	5,484,844	6,183,799	7,177,639	6,214,042	25,060,324
Professional	3,532,617	3,421,193	3,123,406	3,464,020	13,541,236
Utility	4,537,381	3,438,931	3,055,902	4,416,194	15,448,408
Manufacturing	5,392,390	6,451,944	21,998,896	4,267,509	38,110,739
Transportation & Warehousing	30,629,052	39,669,786	43,707,193	36,479,760	150,485,791
Wholesale	15,591,985	24,108,292	23,001,404	14,827,648	77,529,329
Government	834,505	904,613	1,472,864	889,398	4,101,380
<b>TOTAL</b>	<b>108,812,075</b>	<b>146,580,463</b>	<b>182,488,483</b>	<b>169,795,535</b>	<b>607,676,556</b>

Table 3.13

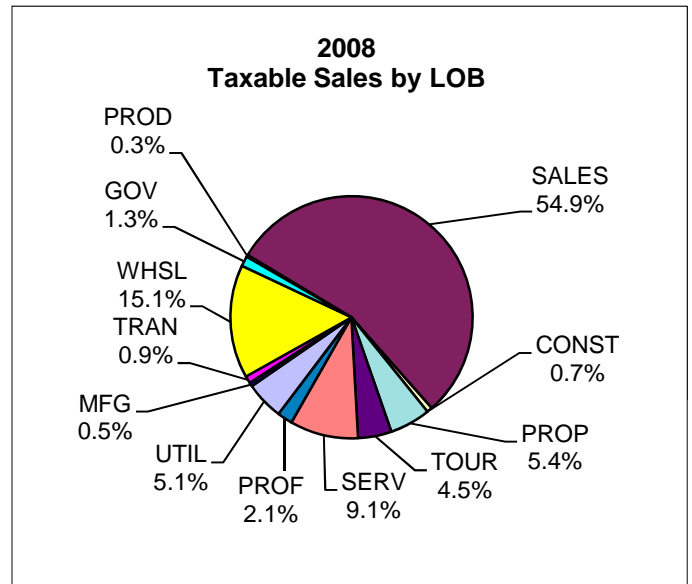
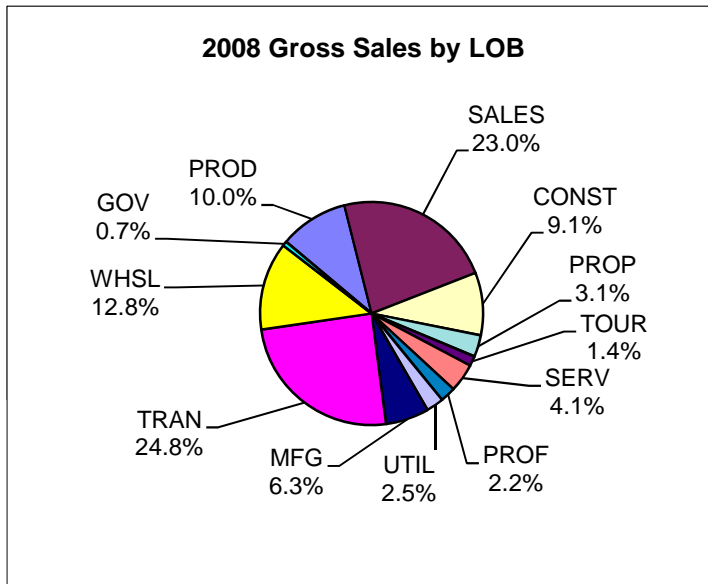


Chart 3.9

Chart 3.10

<b>Kenai TAXABLE Sales by Line of Business by Quarter - 2008- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	89,323	200,916	112,719	117,070	520,028
Sales	20,157,525	23,754,686	28,026,000	24,545,437	96,483,648
Construction	269,117	300,847	369,364	355,662	1,294,990
Property	1,979,140	2,083,451	3,000,345	2,497,430	9,560,366
Tourism	1,080,836	2,040,331	3,475,076	1,276,263	7,872,506
Services	3,654,531	4,051,203	4,471,949	3,876,794	16,054,477
Professional	1,048,424	951,266	790,579	816,963	3,607,232
Utility	2,803,047	2,014,942	1,593,826	2,494,317	8,906,132
Manufacturing	133,048	240,182	408,508	157,554	939,292
Transportation & Warehousing	232,760	448,028	581,714	402,614	1,665,116
Wholesale	4,238,859	8,249,920	8,716,428	5,427,051	26,632,258
Government	512,784	524,436	827,495	490,724	2,355,439
<b>TOTAL</b>	<b>36,199,394</b>	<b>44,860,208</b>	<b>52,374,003</b>	<b>42,457,879</b>	<b>175,891,484</b>

Table 3.14

# Kenai Sales

<b>Kenai GROSS Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	655,921	2,562,639	3,927,205	39,570,701	46,716,466
Sales	25,489,855	31,101,820	34,116,919	31,883,757	122,592,351
Construction	4,581,023	7,351,945	13,301,420	8,775,677	34,010,065
Property	3,728,842	4,129,632	4,495,337	4,796,699	17,150,510
Tourism	3,165,712	4,525,506	6,738,567	3,751,224	18,181,009
Services	5,385,333	6,525,505	7,027,991	6,755,744	25,694,573
Professional	4,072,946	3,398,315	3,711,731	4,123,322	15,306,314
Utility	4,581,786	3,263,725	2,891,115	3,462,862	14,199,488
Manufacturing	4,547,604	5,843,067	19,102,878	3,194,710	32,688,259
Transportation & Warehousing	30,603,635	24,517,859	33,364,286	31,125,914	119,611,694
Wholesale	9,074,444	17,741,429	22,917,023	20,608,936	70,341,832
Government	791,264	998,930	1,401,362	872,957	4,064,513
<b>TOTAL</b>	<b>96,678,365</b>	<b>111,960,372</b>	<b>152,995,834</b>	<b>158,922,503</b>	<b>520,557,074</b>

Table 3.15

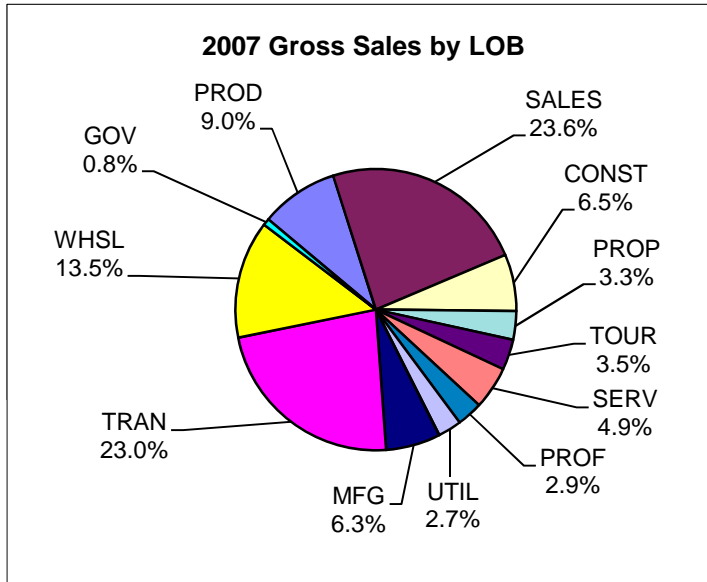


Chart 3.11

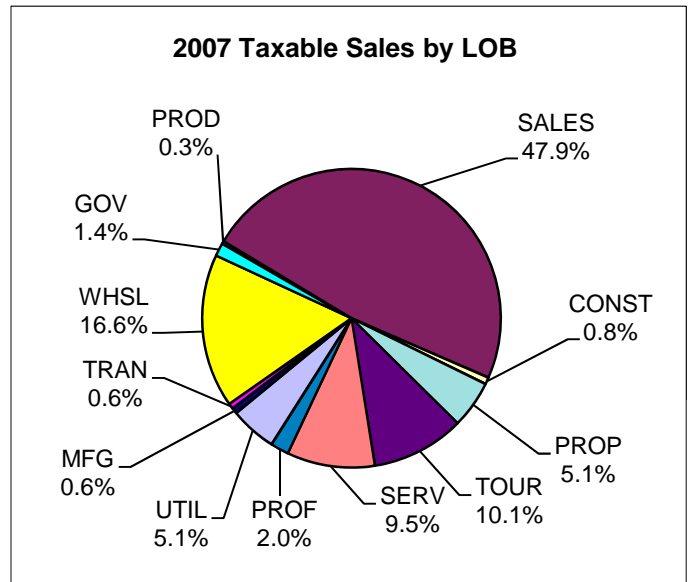


Chart 3.12

<b>Kenai TAXABLE Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	57,569	204,307	114,718	143,911	520,505
Sales	16,487,590	19,991,586	22,706,524	20,776,818	79,962,518
Construction	265,532	306,813	342,452	351,062	1,265,859
Property	1,947,916	2,094,540	2,298,849	2,250,573	8,591,878
Tourism	3,012,613	4,276,569	6,218,636	3,343,199	16,851,017
Services	3,510,801	4,084,453	4,379,319	3,953,409	15,927,982
Professional	991,605	871,047	722,766	703,472	3,288,890
Utility	2,879,713	2,035,875	1,498,109	2,052,263	8,465,960
Manufacturing	121,285	196,958	540,635	202,769	1,061,647
Transportation & Warehousing	121,148	322,108	289,404	230,080	962,740
Wholesale	4,422,724	8,166,287	8,633,646	6,582,845	27,805,502
Government	495,297	546,299	811,324	519,960	2,372,880
<b>TOTAL</b>	<b>34,313,793</b>	<b>43,096,842</b>	<b>48,556,382</b>	<b>41,110,361</b>	<b>167,077,378</b>

Table 3.16

# Kenai Sales

<b>Kenai Annual Gross Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	47,025,594	63,188,380	103,891,510	53,966,235	268,071,719	
1996	44,272,558	59,006,953	89,244,719	56,206,797	248,731,027	-7.2%
1997	46,734,219	69,543,282	92,318,998	69,499,878	278,096,377	11.8%
1998	59,398,212	69,795,945	85,276,693	67,609,090	282,079,940	1.4%
1999	49,309,897	61,601,436	91,868,389	67,946,601	270,726,323	-4.0%
2000	55,609,576	66,148,908	89,482,163	72,403,855	283,644,502	4.8%
2001	62,412,055	76,653,184	94,911,501	76,422,702	310,399,442	9.4%
2002	60,485,836	67,818,581	82,467,626	68,523,671	279,295,714	-10.0%
2003	62,037,733	67,206,051	81,150,318	72,488,393	282,882,495	1.3%
2004	61,072,504	80,377,589	97,860,387	167,961,695	407,272,175	44.0%
2005	75,641,521	102,543,222	112,340,508	175,254,701	465,779,952	14.4%
2006	63,273,640	109,278,718	121,537,938	162,841,748	456,932,044	-1.9%
2007	96,678,365	111,960,372	152,995,834	158,922,503	520,557,074	13.9%
2008	108,812,075	146,580,463	182,488,483	169,795,535	607,676,556	16.7%
2009	75,993,521	105,025,172	119,717,403	90,028,760	390,764,856	-35.7%
2010	74,826,977					
Change	-1.5%					

Table 3.19

<b>Kenai Annual Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	22,806,366	28,328,016	32,447,853	28,983,412	112,565,647	
1996	23,821,757	29,825,649	33,254,658	29,649,466	116,551,530	3.5%
1997	23,734,621	30,223,772	34,152,494	30,465,867	118,576,754	1.7%
1998	24,686,791	30,026,162	33,360,588	31,957,166	120,030,707	1.2%
1999	25,183,897	30,901,457	34,547,855	33,714,087	124,347,296	3.6%
2000	25,521,513	31,538,250	36,610,960	34,057,441	127,728,164	2.7%
2001	27,883,010	34,967,917	38,162,815	36,003,199	137,016,941	7.3%
2002	28,916,700	34,624,807	38,168,856	34,967,885	136,678,248	-0.2%
2003	31,093,476	29,801,554	31,351,738	29,068,027	121,314,795	-11.2%
2004	29,545,991	36,253,288	40,042,718	33,531,865	139,373,862	14.9%
2005	29,608,133	37,518,001	42,697,902	35,712,018	145,536,054	4.4%
2006	32,390,215	41,096,929	45,216,664	37,936,787	156,640,595	7.6%
2007	34,313,793	43,096,842	48,556,382	41,110,361	167,077,378	6.7%
2008	36,199,394	44,860,208	52,374,003	42,457,879	175,891,484	5.3%
2009	37,357,908	46,504,382	50,276,255	41,630,262	175,768,807	-0.1%
2010	37,407,262					
Change	0.1%					

Table 3.20

<b>Kenai Annual Non-Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	24,219,228	34,860,364	71,443,657	24,982,823	155,506,072	
1996	20,450,801	29,181,304	55,990,061	26,557,331	132,179,497	-15.0%
1997	22,999,598	39,319,510	58,166,504	39,034,011	159,519,623	20.7%
1998	34,711,421	39,769,783	51,916,105	35,651,924	162,049,233	1.6%
1999	24,126,000	30,699,979	57,320,534	34,232,514	146,379,027	-9.7%
2000	30,088,063	34,610,658	52,871,203	38,346,414	155,916,338	6.5%
2001	34,529,045	41,685,267	56,748,686	40,419,503	173,382,501	11.2%
2002	31,569,136	33,193,774	44,298,770	33,555,786	142,617,466	-17.7%
2003	30,944,257	37,404,497	49,798,580	43,420,366	161,567,700	13.3%
2004	31,526,513	44,124,301	57,817,669	134,429,830	267,898,313	65.8%
2005	46,033,388	65,025,221	69,642,606	139,542,683	320,243,898	19.5%
2006	30,883,425	68,181,789	76,321,274	124,904,961	300,291,449	-6.2%
2007	62,364,572	68,863,530	104,439,452	117,812,142	353,479,696	17.7%
2008	72,612,681	101,720,255	130,114,480	127,337,656	431,785,072	22.2%
2009	38,635,613	58,520,790	69,441,148	48,398,498	214,996,049	-50.2%
2010	37,419,715					
Change	-3.1%					

Table 3.21

# Kenai Construction Permits

Kenai First Quarter Permit Values by Type - 2003-2010 - in \$									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	300,000	0	378,000	527,000	0	0	0	NA
Residential Alter/Add	15,000	12,000	134,500	34,000	144,000	65,000	134,500	2,000	-98.5%
Commercial New	0	0	0	0	0	0	75,000	37,500	NA
Commercial Alter/Add	1,542,600	0	291,000	351,500	98,500	998,300	283,500	463,000	63.3%
<b>TOTAL</b>	<b>1,557,600</b>	<b>312,000</b>	<b>425,500</b>	<b>763,500</b>	<b>769,500</b>	<b>1,063,300</b>	<b>493,000</b>	<b>502,500</b>	<b>1.9%</b>
Annual Change		-80.0%	36.4%	79.4%	0.8%	38.2%	-53.6%	1.9%	

Table 3.22

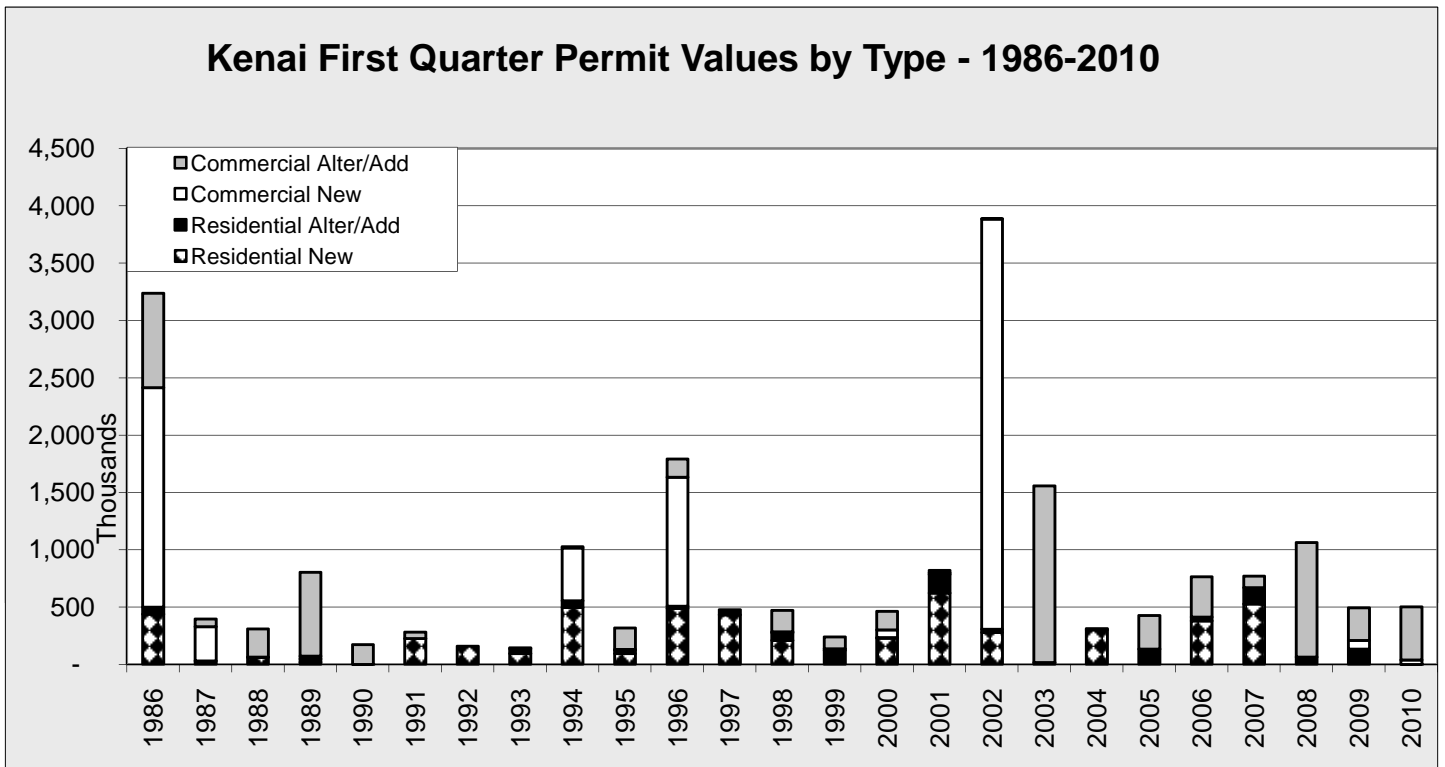


Chart 3.15

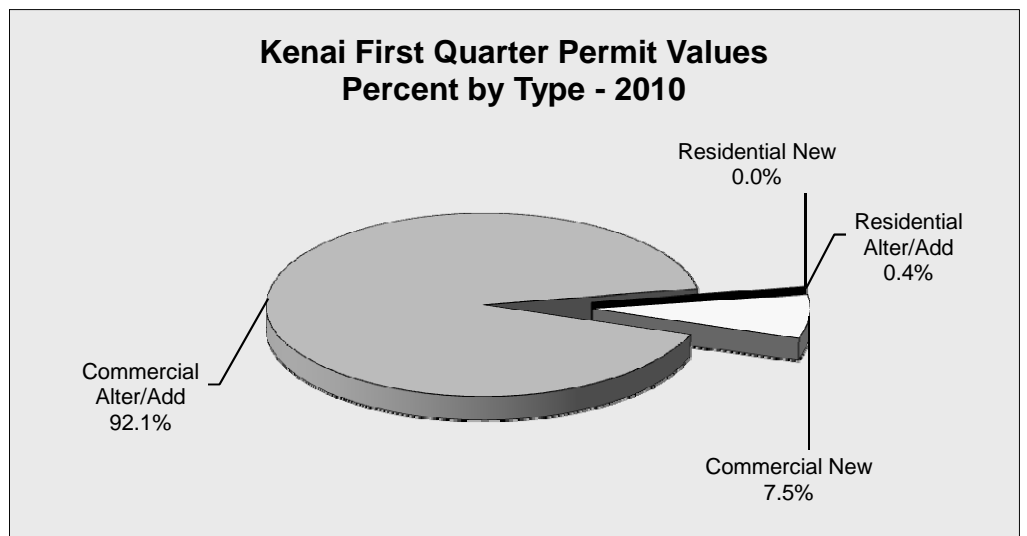


Chart 3.16

# Kenai Construction Permits

Kenai First Quarter Permit Volume by Type - 2003-2010									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	3	0	2	4	0	0	0	NA
Residential Alter/Add	1	1	7	3	5	3	4	1	-75.0%
Commercial New	0	0	0	0	0	0	1	1	NA
Commercial Alter/Add	7	0	3	9	2	9	2	4	100.0%
<b>TOTAL</b>	<b>8</b>	<b>4</b>	<b>10</b>	<b>14</b>	<b>11</b>	<b>12</b>	<b>7</b>	<b>6</b>	<b>-14.3%</b>
Annual Change		-50.0%	150.0%	40.0%	-21.4%	9.1%	-41.7%	-14.3%	

Table 3.23

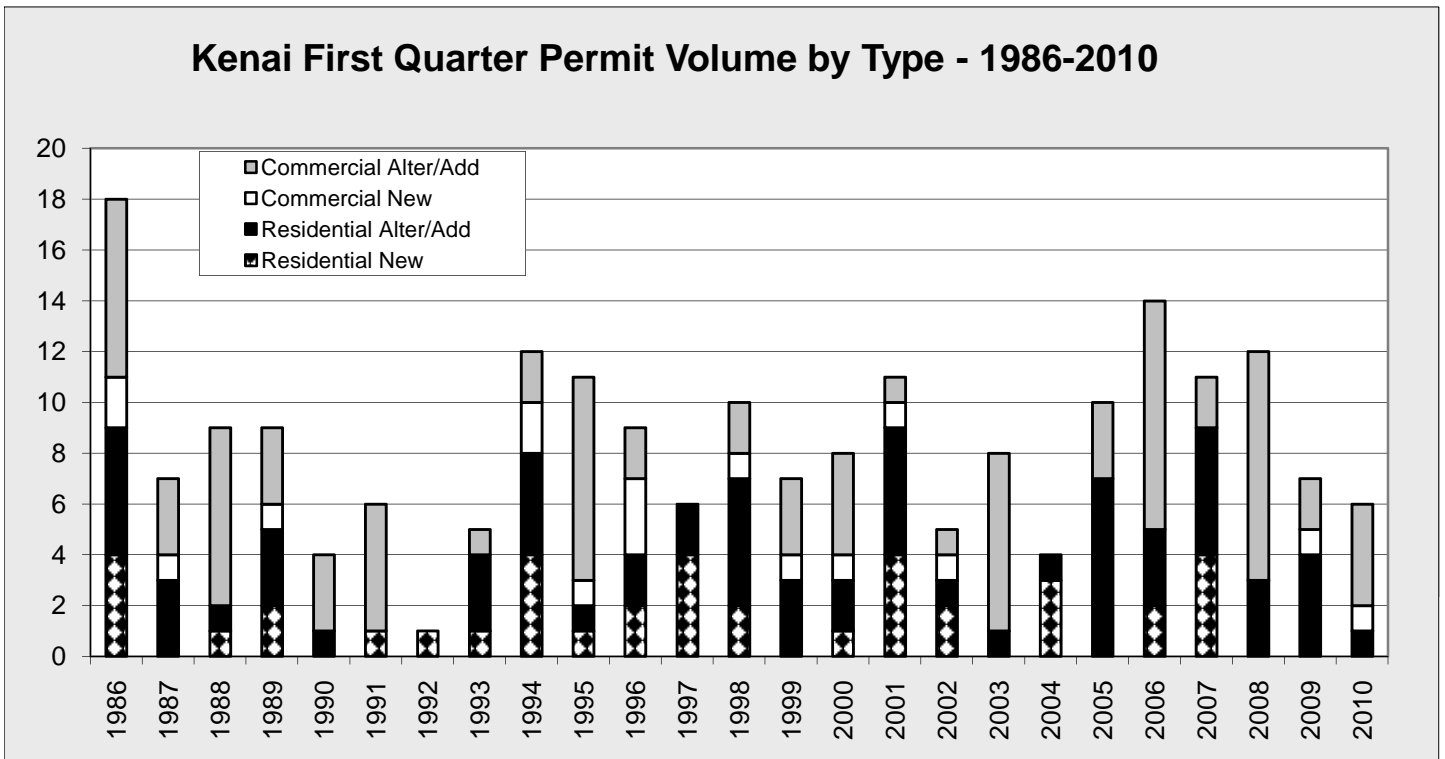


Chart 3.17

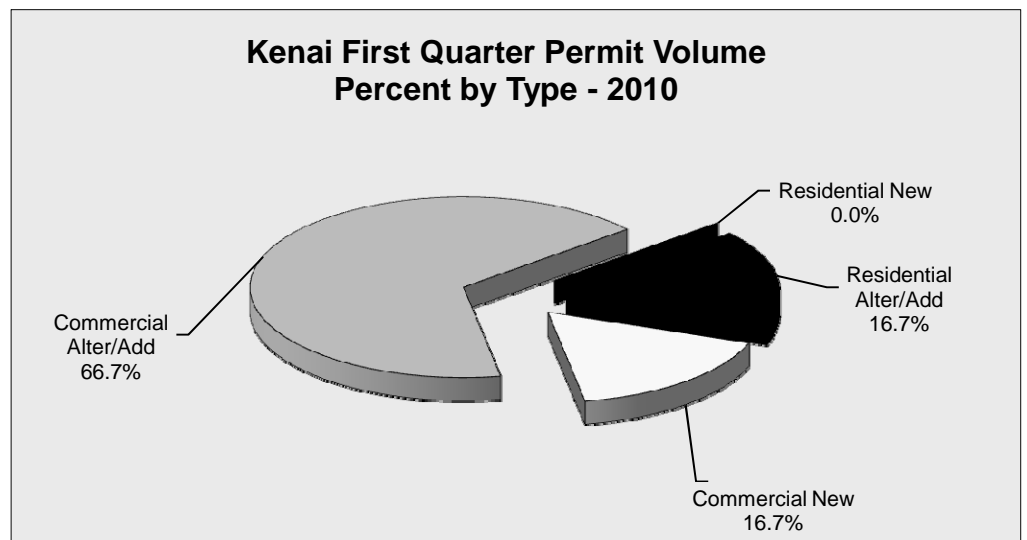


Chart 3.18



# Kenai Construction Permits

Kenai Annual Permit Values by Type - 2002-2009 - in \$									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	5,917,000	3,282,000	3,058,500	4,373,500	7,419,500	5,708,500	5,061,375	2,361,400	-53.3%
Residential Alter/Add	723,500	882,050	400,150	650,900	628,554	1,501,300	821,400	652,880	-20.5%
Commercial New	6,261,200	304,000	331,000	1,173,000	610,000	7,364,000	37,071,100	2,165,200	403.4%
Commercial Alter/Add	3,897,700	5,973,750	996,900	2,040,500	2,418,100	7,824,200	3,532,500	1,724,365	-51.2%
TOTAL	16,799,400	10,441,800	4,786,550	8,237,900	11,076,154	22,398,000	46,486,375	6,903,845	-85.1%
Annual Change		-37.8%	-54.2%	72.1%	34.5%	102.2%	107.5%	-85.1%	

Table 3.24

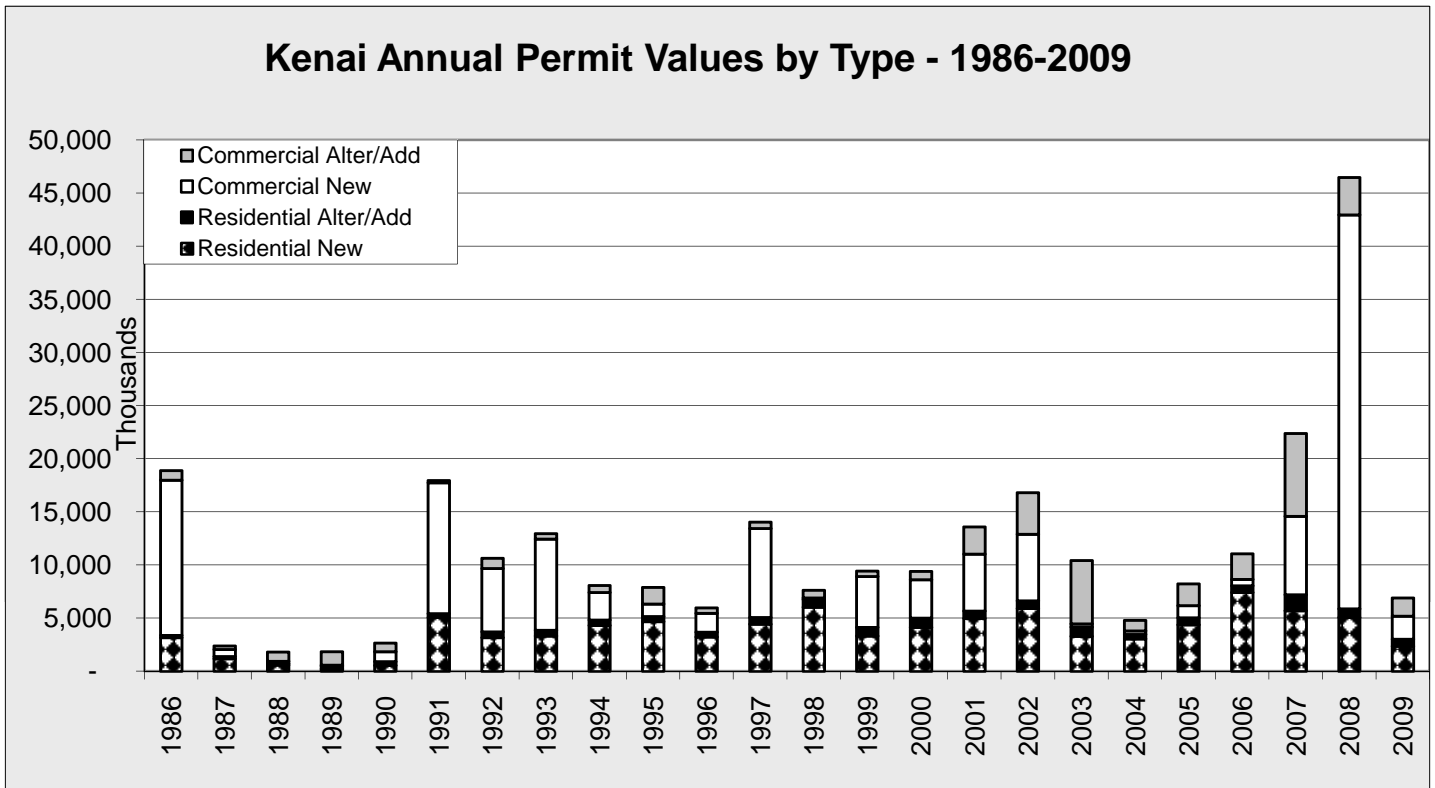


Chart 3.19

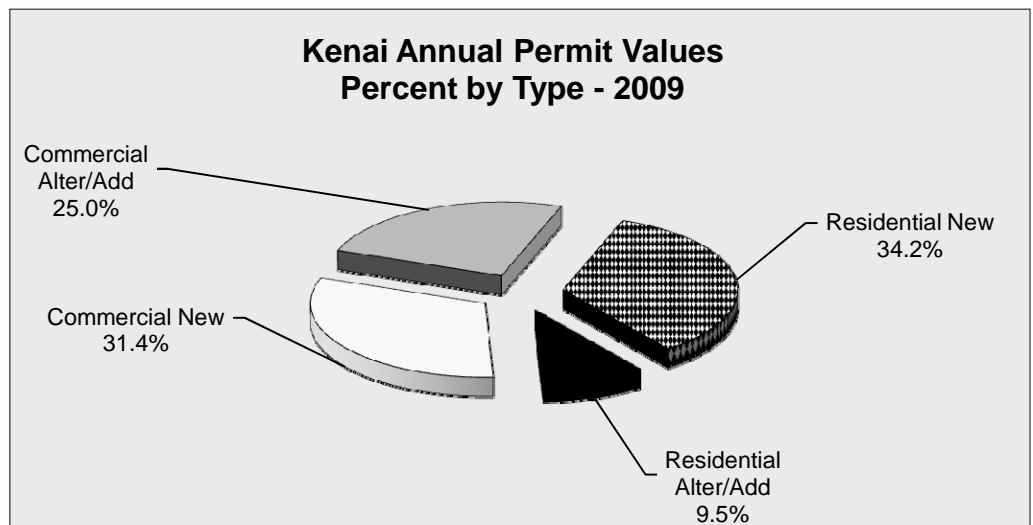


Chart 3.20

# Kenai Construction Permits

Kenai Annual Permit Volume by Type - 2002-2009									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	42	22	20	24	37	33	25	16	n/a
Residential Alter/Add	45	44	25	36	39	51	45	41	-8.9%
Commercial New	9	4	3	4	3	6	7	6	-14.3%
Commercial Alter/Add	25	44	31	26	34	22	37	30	-18.9%
<b>TOTAL</b>	<b>121</b>	<b>114</b>	<b>79</b>	<b>90</b>	<b>113</b>	<b>112</b>	<b>114</b>	<b>93</b>	<b>-18.4%</b>
Annual Change		-5.8%	-30.7%	13.9%	25.6%	-0.9%	1.8%	-18.4%	

Table 3.25

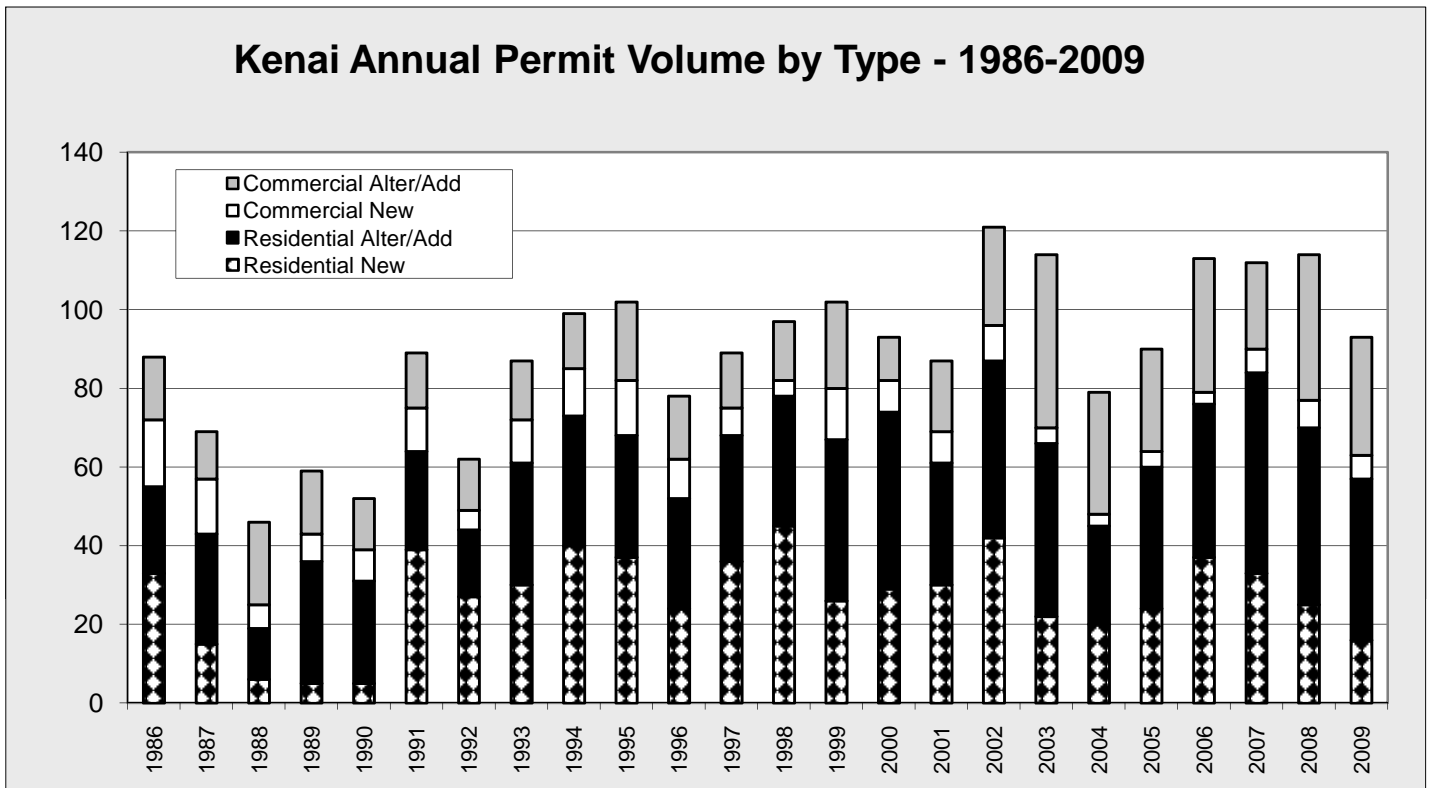


Chart 3.21

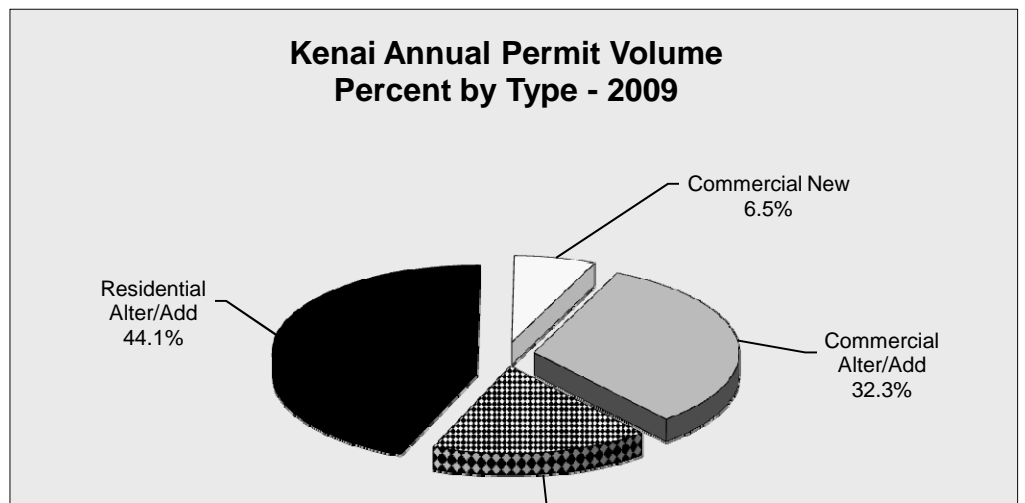


Chart 3.22

# Kenai Construction Permits

<b>Kenai Annual Permit Values by Quarter by Type - 2002-YTD 2010 in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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>					
Residential - New	0	1,943,000	560,000	779,000	3,282,000
Residential - Add/Alter	15,000	515,200	168,850	183,000	882,050
Commercial - New	0	0	51,000	253,000	304,000
Commercial - Add/Alter	1,542,600	270,150	2,920,500	1,240,500	5,973,750
<b>TOTAL</b>	<b>1,557,600</b>	<b>2,728,350</b>	<b>3,700,350</b>	<b>2,455,500</b>	<b>10,441,800</b>
<b>2004</b>					
Residential - New	300,000	1,079,000	1,197,500	482,000	3,058,500
Residential - Add/Alter	12,000	52,200	308,950	27,000	400,150
Commercial - New	0	81,000	250,000	0	331,000
Commercial - Add/Alter	0	685,200	235,300	76,400	996,900
<b>TOTAL</b>	<b>312,000</b>	<b>1,897,400</b>	<b>1,991,750</b>	<b>585,400</b>	<b>4,786,550</b>
<b>2005</b>					
Residential - New	0	1,883,500	1,544,000	946,000	4,373,500
Residential - Add/Alter	134,500	131,300	306,600	78,500	650,900
Commercial - New	0	45,000	1,000,000	128,000	1,173,000
Commercial - Add/Alter	291,000	497,500	1,184,500	67,500	2,040,500
<b>TOTAL</b>	<b>425,500</b>	<b>2,557,300</b>	<b>4,035,100</b>	<b>1,220,000</b>	<b>8,237,900</b>
<b>2006</b>					
Residential - New	378,000	3,383,000	2,324,500	1,334,000	7,419,500
Residential - Add/Alter	34,000	305,700	262,154	26,700	628,554
Commercial - New	0	60,000	175,000	375,000	610,000
Commercial - Add/Alter	351,500	408,400	1,606,000	52,200	2,418,100
<b>TOTAL</b>	<b>763,500</b>	<b>4,157,100</b>	<b>4,367,654</b>	<b>1,787,900</b>	<b>11,076,154</b>
<b>2007</b>					
Residential - New	527,000	3,934,500	1,247,000	0	5,708,500
Residential - Add/Alter	144,000	706,900	617,700	32,700	1,501,300
Commercial - New	0	889,000	6,475,000	0	7,364,000
Commercial - Add/Alter	98,500	637,700	6,681,000	407,000	7,824,200
<b>TOTAL</b>	<b>769,500</b>	<b>6,168,100</b>	<b>15,020,700</b>	<b>439,700</b>	<b>22,398,000</b>
<b>2008</b>					
Residential - New	0	2,432,000	1,898,500	730,875	5,061,375
Residential - Add/Alter	65,000	309,300	265,100	182,100	821,500
Commercial - New	0	14,746,100	22,265,000	60,000	37,071,100
Commercial - Add/Alter	998,300	1,493,500	547,700	493,000	3,532,500
<b>TOTAL</b>	<b>1,063,300</b>	<b>18,980,900</b>	<b>24,976,300</b>	<b>1,465,975</b>	<b>46,486,475</b>
<b>2009</b>					
Residential - New	0	1,421,400	690,000	250,000	2,361,400
Residential - Add/Alter	134,500	130,700	341,000	46,680	652,880
Commercial - New	75,000	1,288,200	802,000	0	2,165,200
Commercial - Add/Alter	283,500	372,970	847,895	220,000	1,724,365
<b>TOTAL</b>	<b>493,000</b>	<b>3,213,270</b>	<b>2,680,895</b>	<b>516,680</b>	<b>6,903,845</b>
<b>2010YTD</b>					
Residential - New	0				0
Residential - Add/Alter	2,000				2,000
Commercial - New	37,500				37,500
Commercial - Add/Alter	463,000				463,000
<b>TOTAL</b>	<b>502,500</b>				<b>502,500</b>

Table 3.26

# Kenai Construction Permits

<b>Kenai Annual Permit Volume by Quarter by Type - 2002-YTD 2010</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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>					
Residential - New	0	13	3	6	22
Residential - Add/Alter	1	16	22	5	44
Commercial - New	0	0	2	2	4
Commercial - Add/Alter	7	11	18	8	44
<b>TOTAL</b>	<b>8</b>	<b>40</b>	<b>45</b>	<b>21</b>	<b>114</b>
<b>2004</b>					
Residential - New	3	5	8	4	20
Residential - Add/Alter	1	8	12	4	25
Commercial - New	0	2	1	0	3
Commercial - Add/Alter	0	15	10	6	31
<b>TOTAL</b>	<b>4</b>	<b>30</b>	<b>31</b>	<b>14</b>	<b>79</b>
<b>2005</b>					
Residential - New	0	11	8	5	24
Residential - Add/Alter	7	11	14	4	36
Commercial - New	0	2	1	1	4
Commercial - Add/Alter	3	9	10	4	26
<b>TOTAL</b>	<b>10</b>	<b>33</b>	<b>33</b>	<b>14</b>	<b>90</b>
<b>2006</b>					
Residential - New	2	16	14	5	37
Residential - Add/Alter	3	16	16	4	39
Commercial - New	0	1	1	1	3
Commercial - Add/Alter	9	9	12	4	34
<b>TOTAL</b>	<b>14</b>	<b>42</b>	<b>43</b>	<b>14</b>	<b>113</b>
<b>2007</b>					
Residential - New	4	17	12	0	33
Residential - Add/Alter	5	15	24	7	51
Commercial - New	0	2	4	0	6
Commercial - Add/Alter	2	9	4	7	22
<b>TOTAL</b>	<b>11</b>	<b>43</b>	<b>44</b>	<b>14</b>	<b>112</b>
<b>2008</b>					
Residential - New	0	10	11	4	25
Residential - Add/Alter	3	17	20	5	45
Commercial - New	0	3	3	1	7
Commercial - Add/Alter	9	15	8	5	37
<b>TOTAL</b>	<b>12</b>	<b>45</b>	<b>42</b>	<b>15</b>	<b>114</b>
<b>2009</b>					
Residential - New	0	10	5	1	16
Residential - Add/Alter	4	13	16	8	41
Commercial - New	1	3	2	0	6
Commercial - Add/Alter	4	14	7	7	32
<b>TOTAL</b>	<b>9</b>	<b>40</b>	<b>30</b>	<b>16</b>	<b>95</b>
<b>2010 YTD</b>					
Residential - New	0				0
Residential - Add/Alter	1				1
Commercial - New	1				1
Commercial - Add/Alter	4				4
<b>TOTAL</b>	<b>6</b>				<b>6</b>

Table 3.27

**SELDOVIA**

# Seldovia Sales

Seldovia First Quarter GROSS Sales by Line of Business - 2005-2010 - in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	0	0	16	0	0	0		0
SALES	156,879	144,744	167,414	167,995	245,120	267,128	9.0%	22,008
CONST	434,659	109,756	129,681	192,856	128,613	299,434	132.8%	170,821
PROP	13,621	419,507	28,082	16,790	16,834	12,068	-28.3%	-4,766
TOUR	105,877	99,240	330,041	212,166	48,671	1,431	-97.1%	-47,240
SERV	79,092	77,270	90,386	117,695	103,289	94,144	-8.9%	-9,145
PROF	3,704	7,933	51,036	46,535	12,545	13,299	6.0%	754
UTIL	90,417	119,187	125,641	122,500	181,713	106,378	-41.5%	-75,335
MANU	6,199	9,590	684	5,008	243	450	85.2%	207
TRAN	354	36,307	237	1	2,253	90	-96.0%	-2,163
WHLS	303,787	375,650	415,748	485,090	480,518	388,555	-19.1%	-91,963
GOV	67,146	117,936	127,330	139,938	156,157	148,087	-5.2%	-8,070
<b>TOTAL</b>	<b>1,261,735</b>	<b>1,517,120</b>	<b>1,466,296</b>	<b>1,506,574</b>	<b>1,375,956</b>	<b>1,331,064</b>	<b>-3.3%</b>	<b>-44,892</b>

Table 4.1

For complete listing of Lines of Business, see page 11

Seldovia First Quarter GROSS Sales History	
2005	1,261,735
2006	1,517,120
2007	1,466,296
2008	1,506,574
2009	1,375,956
2010	1,331,064

Table 4.2



Chart 4.1

Seldovia Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	0	0
SALES	156,879	267,128
CONST	434,659	299,434
PROP	13,621	12,068
TOUR	105,877	1,431
SERV	79,092	94,144
PROF	3,704	13,299
UTIL	90,417	106,378
MANU	6,199	450
TRAN	354	90
WHLS	303,787	388,555
GOV	67,146	148,087
<b>TOTAL</b>	<b>1,261,735</b>	<b>1,331,064</b>

Table 4.3

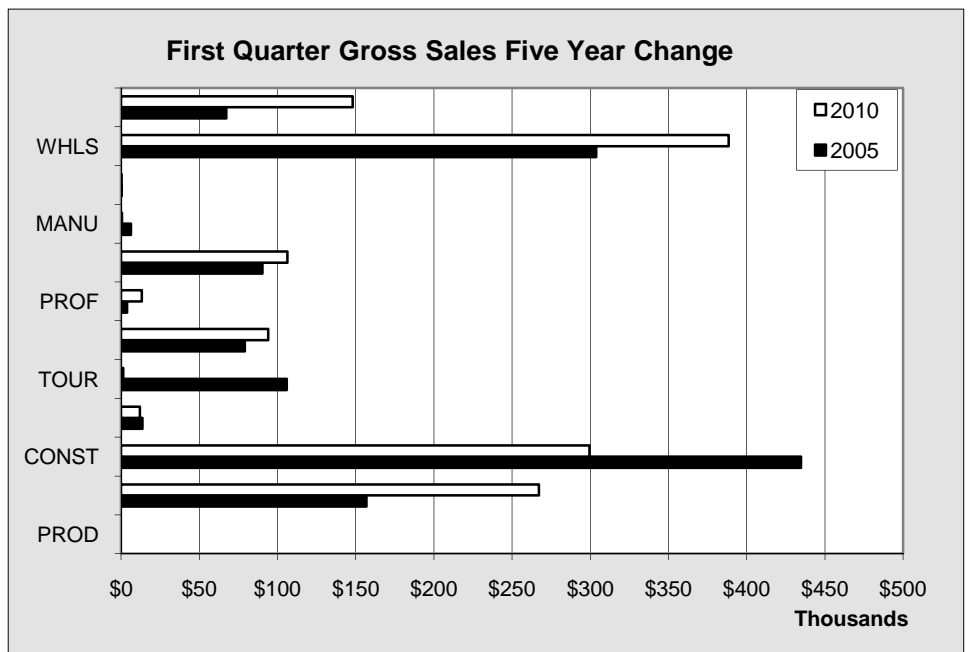


Chart 4.2

# Seldovia Sales

Seldovia First Quarter TAXABLE Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	0	0	16	0	0	0	0.0%	0
SALES	136,588	124,028	147,999	147,172	228,453	254,877	11.6%	26,424
CONST	4,655	6,985	7,431	4,582	7,456	5,264	-29.4%	-2,192
PROP	8,816	12,331	10,367	6,347	12,073	10,868	-10.0%	-1,205
TOUR	87,511	87,219	120,310	200,317	45,803	1,431	-96.9%	-44,372
SERV	52,275	56,012	64,112	56,560	61,642	71,035	15.2%	9,393
PROF	3,704	5,173	7,782	5,034	5,133	7,409	44.3%	2,276
UTIL	50,931	66,166	70,415	66,209	92,054	58,539	-36.4%	-33,515
MANU	5,699	2,813	619	500	243	0	-100.0%	-243
TRAN	354	296	237	1	0	90		90
WHLS	174,069	188,181	221,229	247,597	220,346	171,913	-22.0%	-48,433
GOV	48,415	87,490	106,286	106,386	103,489	102,118	-1.3%	-1,371
TOTAL	573,017	636,694	756,803	840,705	776,692	683,544	-12.0%	-93,148

Table 4.4 For complete listing of Lines of Business, see page 11

Seldovia First Quarter TAXABLE Sales History	
2005	573,017
2006	636,694
2007	756,803
2008	840,705
2009	776,692
2010	683,544

Table 4.5

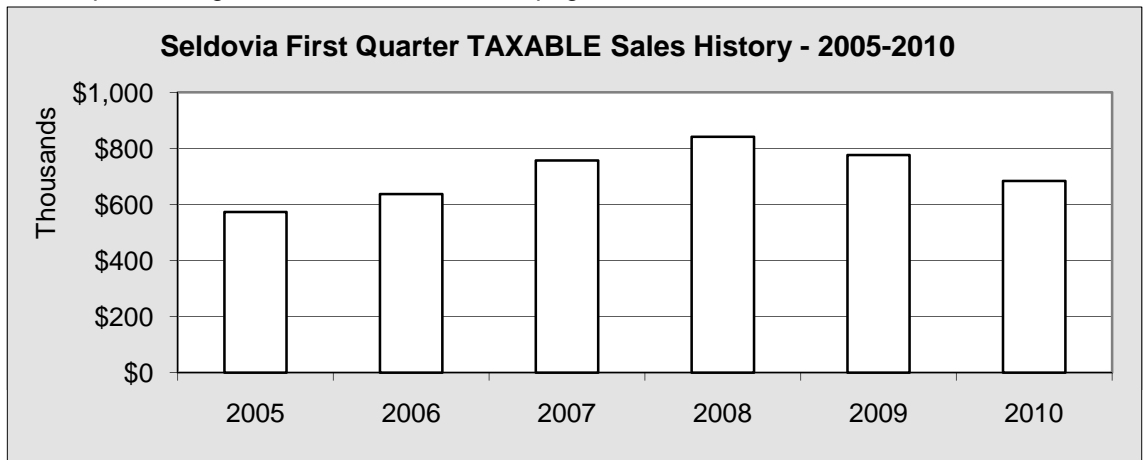


Chart 4.3

Seldovia Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	0	0
SALES	136,588	254,877
CONST	4,655	5,264
PROP	8,816	10,868
TOUR	87,511	1,431
SERV	52,275	71,035
PROF	3,704	7,409
UTIL	50,931	58,539
MANU	5,699	0
TRAN	354	90
WHLS	174,069	171,913
GOV	48,415	102,118
TOTAL	573,017	683,544

Table 4.6

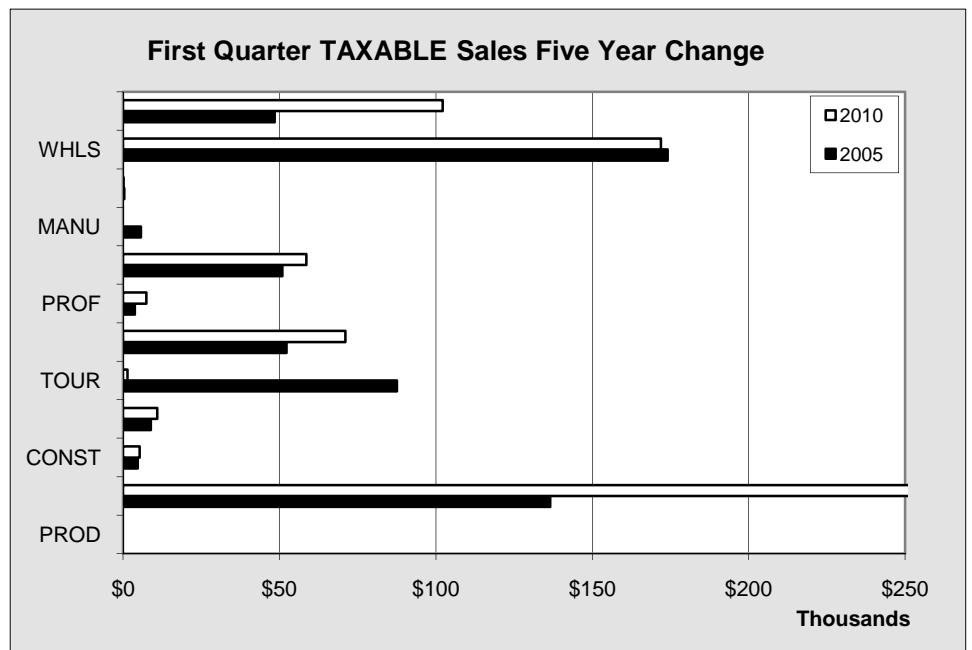


Chart 4.4

# Seldovia Sales

<b>Seldovia Annual GROSS Sales by Line of Business - 2004-2009- in \$</b>								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	0	0	0	17	5,674	0	NA	-5,674
SALES	996,391	864,093	847,735	992,497	1,682,204	1,344,022	-20.1%	-338,182
CONST	2,431,728	1,482,392	1,030,138	2,962,633	1,723,873	1,584,277	-8.1%	-139,596
PROP	1,463,127	807,564	1,316,210	107,803	126,064	95,110	-24.6%	-30,954
TOUR	1,040,760	1,125,917	1,289,981	1,548,344	1,168,012	451,713	-61.3%	-716,299
SERV	344,487	349,754	406,193	671,443	669,621	446,298	-33.4%	-223,323
PROF	92,455	41,328	156,476	435,582	86,228	64,016	-25.8%	-22,212
UTIL	329,763	371,471	434,916	458,186	506,228	562,464	11.1%	56,236
MANU	23,842	24,294	12,259	11,163	31,677	1,092	-96.6%	-30,585
TRAN	0	7,314	69,793	19,151	8,374	14,065	68.0%	5,691
WHLS	1,306,023	1,486,381	1,598,598	1,921,275	2,086,580	1,845,656	-11.5%	-240,924
GOV	301,255	310,771	402,424	367,721	436,246	562,549	29.0%	126,303
<b>TOTAL</b>	<b>8,329,831</b>	<b>6,871,279</b>	<b>7,564,723</b>	<b>9,495,815</b>	<b>8,530,781</b>	<b>6,971,262</b>	<b>-18.3%</b>	<b>-1,559,519</b>

Table 4.7 For complete listing of Lines of Business, see page 11

<b>Seldovia Annual GROSS Sales History</b>	
2004	8,329,831
2005	6,871,279
2006	7,564,723
2007	9,495,815
2008	8,530,781
2009	6,971,262

Table 4.8

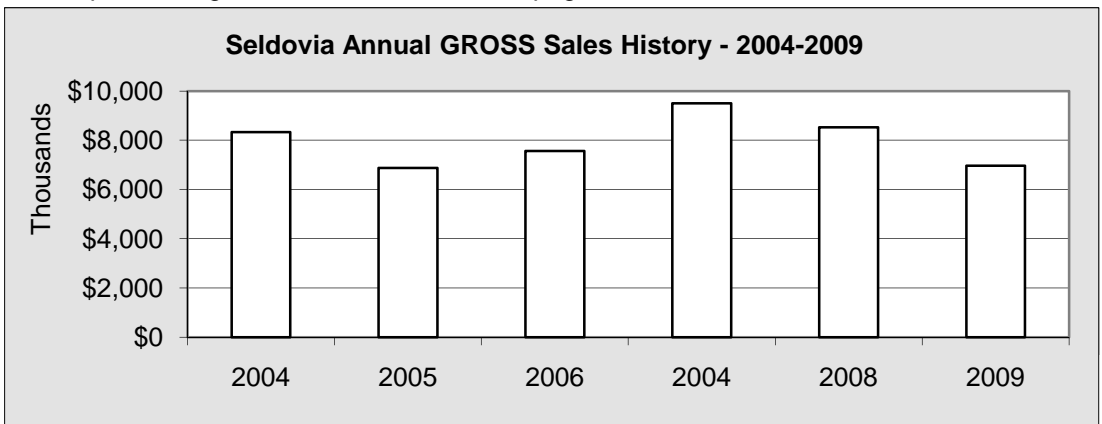


Chart 4.5

<b>Five Year Change Annual GROSS Sales</b>		
LOB	2004	2009
PROD	0	0
SALES	996,391	1,344,022
CONST	2,431,728	1,584,277
PROP	1,463,127	95,110
TOUR	1,040,760	451,713
SERV	344,487	446,298
PROF	92,455	64,016
UTIL	329,763	562,464
MANU	23,842	1,092
TRAN	0	14,065
WHLS	1,306,023	1,845,656
GOV	301,255	562,549
<b>TOTAL</b>	<b>8,329,831</b>	<b>6,971,262</b>

Table 4.9

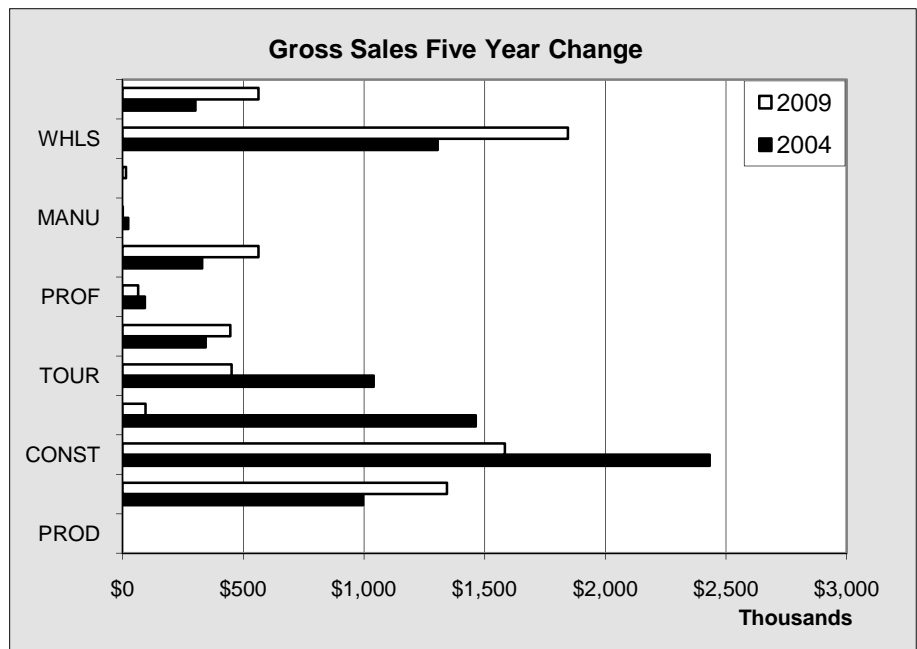


Chart 4.6



# Seldovia Sales

Seldovia Annual TAXABLE Sales by Line of Business - 2004-2009 - in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	0	0	0	16	1,000	0	-100.0%	-1,000
SALES	861,880	765,273	749,570	896,419	1,574,800	1,272,035	-19.2%	-302,765
CONST	26,204	29,768	34,880	40,834	58,927	30,933	-47.5%	-27,994
PROP	50,572	46,686	68,365	43,656	67,958	57,389	-15.6%	-10,569
TOUR	895,481	936,237	1,030,719	1,225,230	1,053,131	379,425	-64.0%	-673,706
SERV	231,604	239,046	278,269	459,263	461,563	295,541	-36.0%	-166,022
PROF	23,318	24,178	49,089	45,326	36,711	36,669	-0.1%	-42
UTIL	195,100	217,984	252,209	265,598	278,893	301,077	8.0%	22,184
MANU	8,636	8,788	3,230	3,849	6,015	863	-85.7%	-5,152
TRAN	0	1,216	1,962	1,061	1,415	710	-49.8%	-705
WHLS	856,967	880,245	930,613	1,055,721	1,168,921	1,036,965	-11.3%	-131,956
GOV	236,550	231,559	272,173	280,755	295,542	285,646	-3.3%	-9,896
<b>TOTAL</b>	<b>3,386,312</b>	<b>3,380,980</b>	<b>3,671,079</b>	<b>4,317,728</b>	<b>5,004,876</b>	<b>3,697,253</b>	<b>-26.1%</b>	<b>-1,307,623</b>

Table 4.10

For complete listing of Lines of Business, see page 11

Seldovia Annual TAXABLE Sales History	
2004	3,386,312
2005	3,380,980
2006	3,671,079
2007	4,317,728
2008	5,004,876
2009	3,697,253

Table 4.11

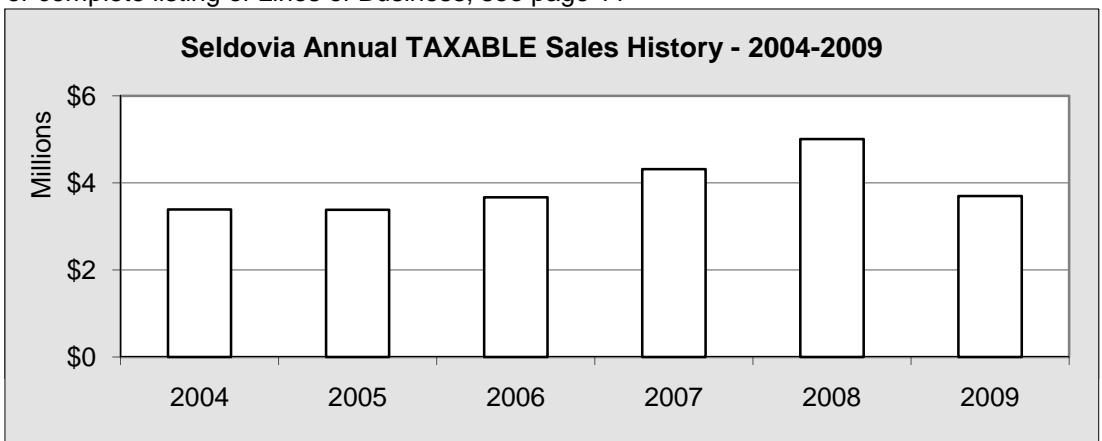
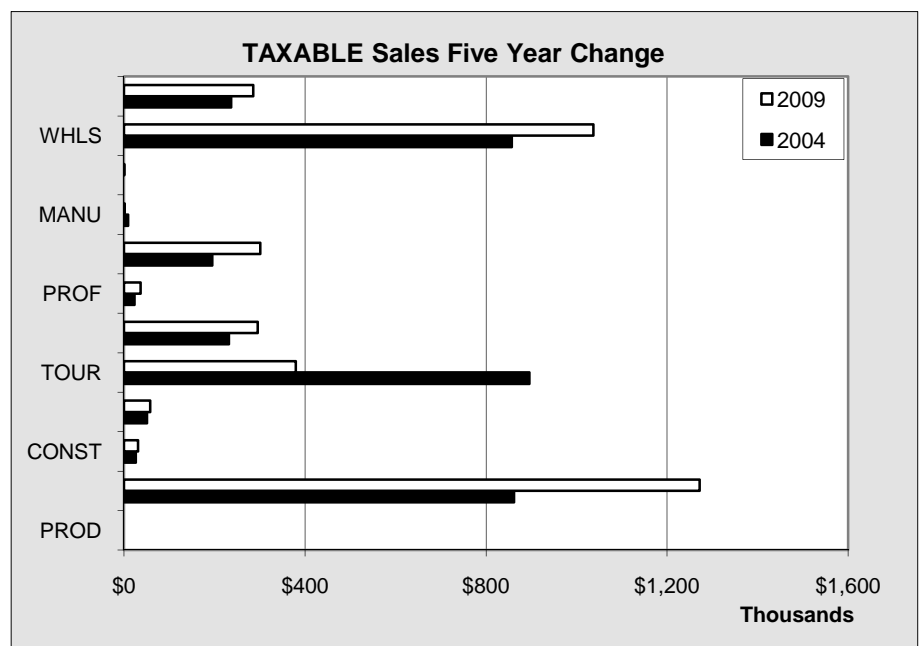


Chart 4.7

Five Year Change Annual TAXABLE Sales		
LOB	2004	2009
PROD	0	0
SALES	861,880	1,272,035
CONST	26,204	30,933
PROP	50,572	57,389
TOUR	895,481	379,425
SERV	231,604	295,541
PROF	23,318	36,669
UTIL	195,100	301,077
MANU	8,636	863
TRAN	0	710
WHLS	856,967	1,036,965
GOV	236,550	285,646
<b>TOTAL</b>	<b>3,386,312</b>	<b>3,697,253</b>

Table 4.12

Chart 4.8



# Seldovia Sales

<b>Seldovia GROSS Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	0	0	0
Sales	245,120	331,951	461,063	305,888	1,344,022
Construction	128,613	167,711	449,963	837,990	1,584,277
Property	16,834	15,792	9,203	53,281	95,110
Tourism	48,671	161,641	226,526	14,875	451,713
Services	103,289	116,516	104,736	121,757	446,298
Professional	12,545	16,289	17,317	17,865	64,016
Utility	181,713	134,021	127,015	119,715	562,464
Manufacturing	243	285	564	0	1,092
Transporation & Warehousing	2,253	3,977	1,000	6,835	14,065
Wholesale	480,518	453,848	452,721	458,569	1,845,656
Government	156,157	135,630	151,348	119,414	562,549
<b>TOTAL</b>	<b>1,375,956</b>	<b>1,537,661</b>	<b>2,001,456</b>	<b>2,056,189</b>	<b>6,971,262</b>

Table 4.13

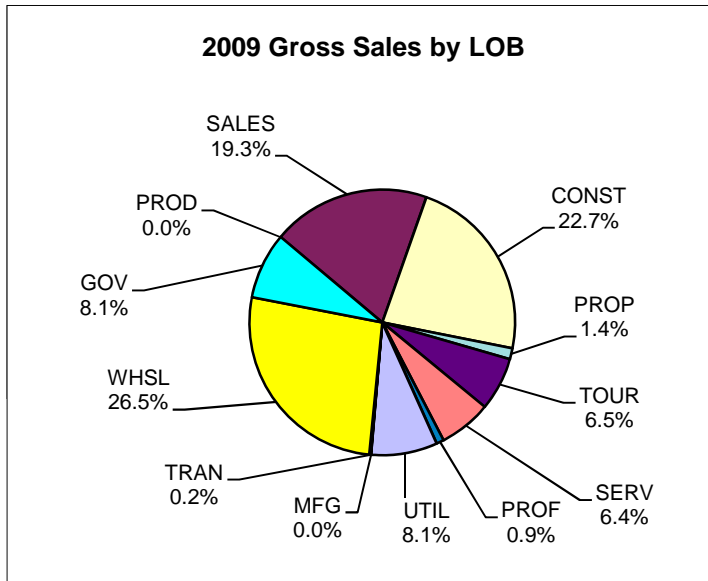


Chart 4.9

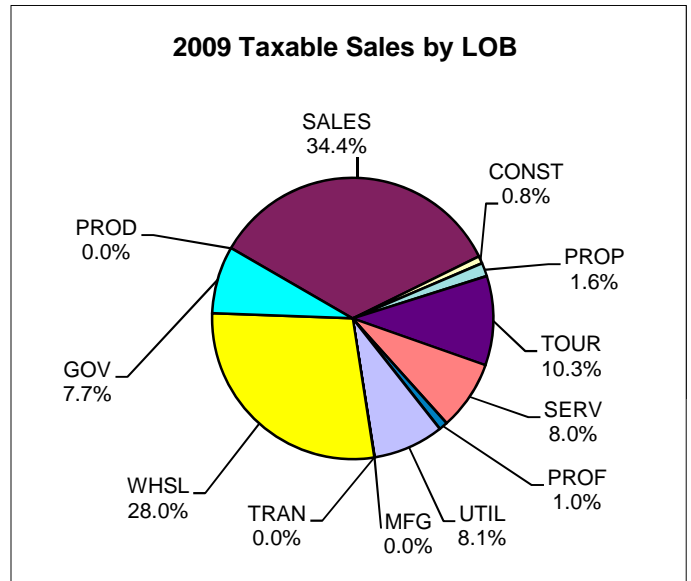


Chart 4.10

<b>Seldovia TAXABLE Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	0	0	0
Sales	228,453	310,973	440,449	292,160	1,272,035
Construction	7,456	4,980	12,825	5,672	30,933
Property	12,073	9,121	7,224	28,971	57,389
Tourism	45,803	132,430	190,664	10,528	379,425
Services	61,642	76,473	75,440	81,986	295,541
Professional	5,133	7,959	13,457	10,120	36,669
Utility	92,054	70,529	74,888	63,606	301,077
Manufacturing	243	102	518	0	863
Transporation & Warehousing	0	590	120	0	710
Wholesale	220,346	283,057	316,274	217,288	1,036,965
Government	103,489	61,791	62,274	58,092	285,646
<b>TOTAL</b>	<b>776,692</b>	<b>958,005</b>	<b>1,194,133</b>	<b>768,423</b>	<b>3,697,253</b>

Table 4.14

# Seldovia Sales

<b>Seldovia GROSS Sales by Line of Business by Quarter - 2008- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	5,674	0	5,674
Sales	264,462	512,656	599,427	305,659	1,682,204
Construction	192,856	413,111	335,473	782,433	1,723,873
Property	19,351	38,899	36,718	31,096	126,064
Tourism	115,750	682,168	355,826	14,268	1,168,012
Services	124,481	136,079	216,036	193,025	669,621
Professional	46,815	10,105	20,451	8,857	86,228
Utility	122,500	120,070	113,991	149,667	506,228
Manufacturing	5,008	2,236	6,749	17,684	31,677
Transporation & Warehousing	0	1,629	6,295	450	8,374
Wholesale	485,090	567,188	559,050	475,252	2,086,580
Government	139,938	107,524	91,471	97,313	436,246
<b>TOTAL</b>	<b>1,516,251</b>	<b>2,591,665</b>	<b>2,347,161</b>	<b>2,075,704</b>	<b>8,530,781</b>

Table 4.15

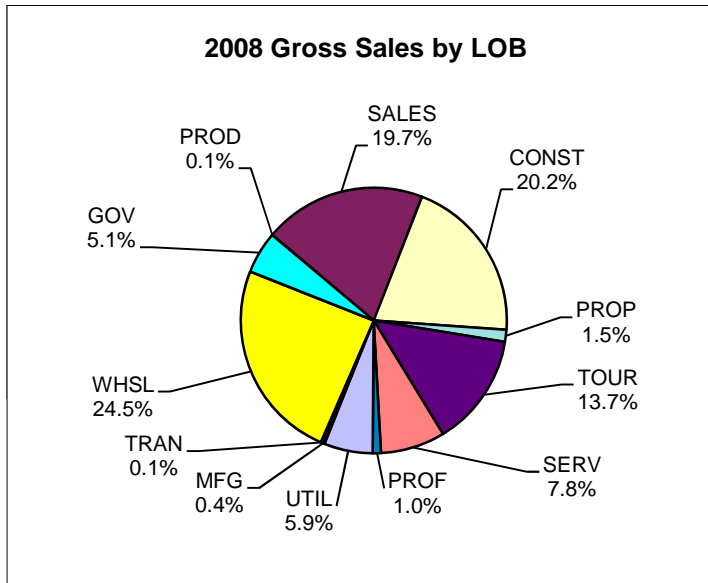


Chart 4.11

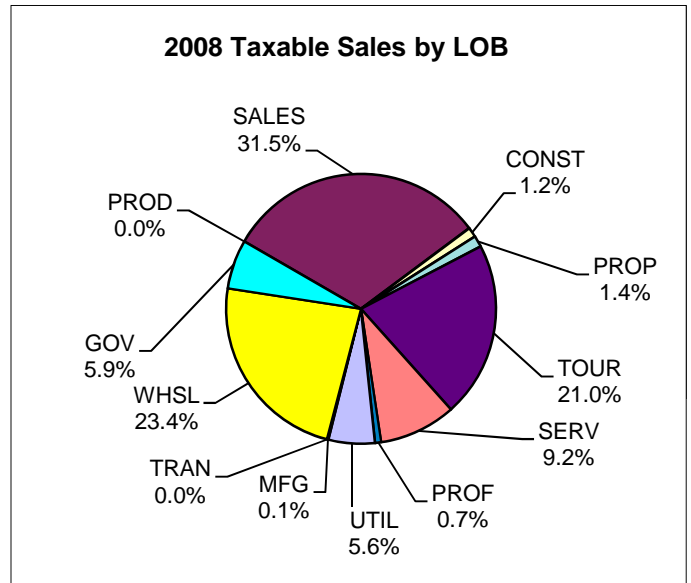


Chart 4.12

<b>Seldovia TAXABLE Sales by Line of Business by Quarter - 2008- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	1,000	0	0
Sales	243,606	479,332	576,652	275,210	1,574,800
Construction	4,582	15,615	23,549	15,181	58,927
Property	8,758	12,425	21,313	25,462	67,958
Tourism	103,934	635,922	308,331	4,944	1,053,131
Services	63,346	74,669	163,356	160,192	461,563
Professional	5,314	8,769	16,975	5,653	36,711
Utility	66,209	64,635	68,854	79,195	278,893
Manufacturing	500	1,328	3,667	520	6,015
Transporation & Warehousing	0	0	1,415	0	1,415
Wholesale	247,597	311,100	370,750	239,474	1,168,921
Government	106,386	59,596	78,158	51,402	295,542
<b>TOTAL</b>	<b>850,232</b>	<b>1,663,391</b>	<b>1,634,020</b>	<b>857,233</b>	<b>5,004,876</b>

Table 4.16

# Seldovia Sales

<b>Seldovia GROSS Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	16	1	0	0	17
Sales	167,414	276,990	348,040	200,053	992,497
Construction	129,681	816,559	164,195	1,852,198	2,962,633
Property	24,309	13,260	11,291	58,943	107,803
Tourism	330,041	447,339	593,591	177,373	1,548,344
Services	90,387	204,058	225,604	151,394	671,443
Professional	51,036	139,361	100,724	144,461	435,582
Utility	125,641	101,555	117,755	113,235	458,186
Manufacturing	684	1,602	6,288	2,589	11,163
Transportation & Warehousing	237	10,325	848	7,741	19,151
Wholesale	415,748	463,239	478,446	563,842	1,921,275
Government	127,330	76,504	83,982	79,905	367,721
<b>TOTAL</b>	<b>1,462,524</b>	<b>2,550,793</b>	<b>2,130,764</b>	<b>3,351,734</b>	<b>9,495,815</b>

Table 4.17

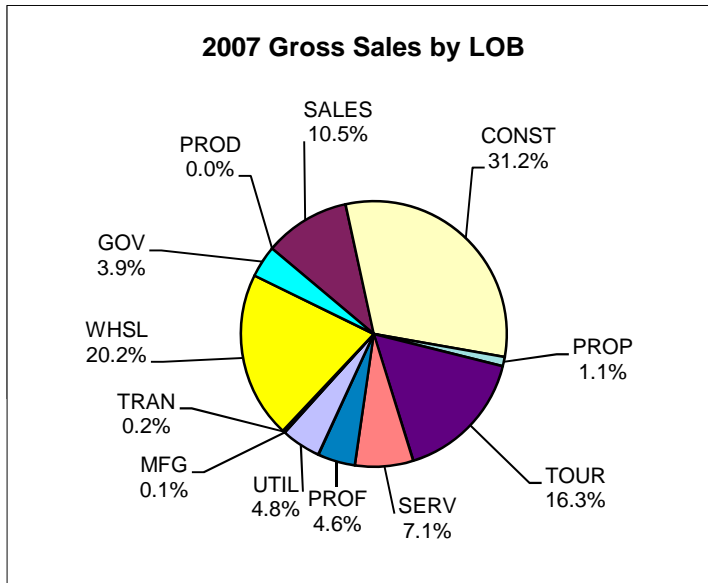


Chart 4.13

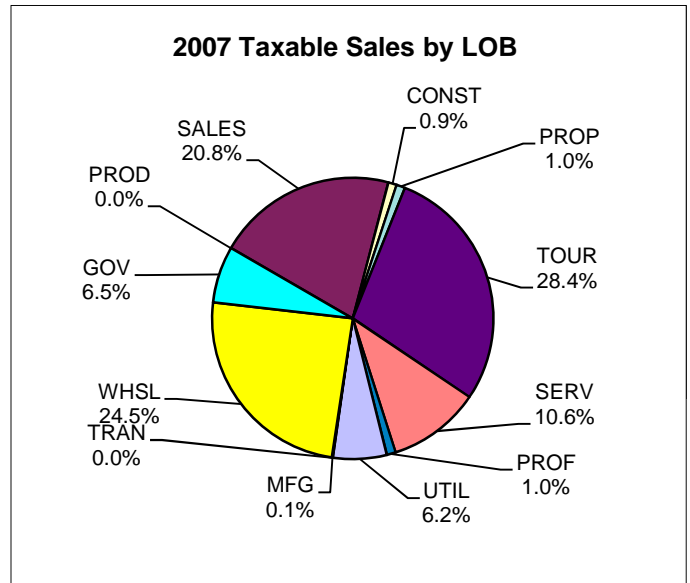


Chart 4.14

<b>Seldovia TAXABLE Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	16	0	0	0	16
Sales	147,999	252,567	316,004	179,849	896,419
Construction	7,431	7,079	8,383	17,941	40,834
Property	9,367	6,831	7,991	19,467	43,656
Tourism	120,309	402,587	543,693	158,641	1,225,230
Services	64,111	134,883	176,697	83,572	459,263
Professional	7,782	12,399	16,957	8,188	45,326
Utility	70,415	58,972	72,197	64,014	265,598
Manufacturing	619	500	1,673	1,057	3,849
Transportation & Warehousing	237	467	357	0	1,061
Wholesale	221,229	287,048	300,152	247,292	1,055,721
Government	106,286	57,503	64,772	52,194	280,755
<b>TOTAL</b>	<b>755,801</b>	<b>1,220,836</b>	<b>1,508,876</b>	<b>832,215</b>	<b>4,317,728</b>

Table 4.18

# Seldovia Sales

Seldovia Annual Gross Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	962,895	1,802,578	1,869,108	1,203,280	5,837,861	
1996	864,931	1,406,053	2,438,766	1,020,242	5,729,992	-1.8%
1997	895,150	1,362,360	1,636,472	879,273	4,773,255	-16.7%
1998	935,674	1,331,163	1,584,201	872,701	4,723,739	-1.0%
1999	908,058	1,388,188	1,707,186	841,338	4,844,770	2.6%
2000	1,150,692	1,526,900	1,693,636	896,097	5,267,325	8.7%
2001	898,811	1,473,305	1,957,554	919,801	5,249,471	-0.3%
2002	1,011,712	1,155,055	1,694,174	956,936	4,817,877	-8.2%
2003	847,005	1,629,455	2,833,785	1,949,309	7,259,554	50.7%
2004	1,405,047	1,971,670	1,809,067	3,144,047	8,329,831	14.7%
2005	1,261,735	2,120,534	2,275,335	1,213,675	6,871,279	-17.5%
2006	1,517,120	2,170,811	2,529,588	1,347,204	7,564,723	10.1%
2007	1,462,524	2,550,793	2,130,764	3,351,734	9,495,815	25.5%
2008	1,516,251	2,591,665	2,347,161	2,075,704	8,530,781	-10.2%
2009	1,375,956	1,537,661	2,001,456	2,056,189	6,971,262	-18.3%
2010	1,331,064					
Change	-3.3%	-40.7%	-14.7%	-0.9%	-18.3%	

Table 4.19

Seldovia Annual Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	602,805	981,822	1,306,693	685,628	3,576,948	
1996	578,650	996,975	1,184,616	670,068	3,430,309	-4.1%
1997	549,337	1,001,066	1,199,774	585,846	3,336,023	-2.7%
1998	529,660	1,000,949	1,251,027	616,657	3,398,293	1.9%
1999	569,438	915,962	1,144,627	599,222	3,229,249	-5.0%
2000	569,093	1,018,255	1,241,108	589,667	3,418,123	5.8%
2001	583,555	956,033	1,207,525	612,166	3,359,279	-1.7%
2002	573,624	898,830	1,191,989	607,946	3,272,389	-2.6%
2003	598,970	962,966	1,140,319	674,689	3,376,944	3.2%
2004	566,726	939,589	1,182,138	697,859	3,386,312	0.3%
2005	573,017	932,141	1,215,676	660,146	3,380,980	-0.2%
2006	636,694	974,499	1,348,064	711,822	3,671,079	8.6%
2007	755,801	1,220,836	1,508,876	832,215	4,317,728	17.6%
2008	850,232	1,663,391	1,634,020	857,233	5,004,876	15.9%
2009	776,692	958,005	1,194,133	768,423	3,697,253	-26.1%
2010	683,544					
Change	-12.0%					

Table 4.20

Seldovia Annual Non-Taxable Sales by Quarter - in \$						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	360,090	820,756	562,415	517,652	2,260,913	
1996	286,281	409,078	1,254,150	350,174	2,299,683	1.7%
1997	345,813	361,294	436,698	293,427	1,437,232	-37.5%
1998	406,014	330,214	333,174	256,044	1,325,446	-7.8%
1999	338,620	472,226	562,559	242,116	1,615,521	21.9%
2000	581,599	508,645	452,528	306,430	1,849,202	14.5%
2001	315,256	517,272	750,029	307,635	1,890,192	2.2%
2002	438,088	256,225	502,185	348,990	1,545,488	-18.2%
2003	248,035	666,489	1,693,466	1,274,620	3,882,610	151.2%
2004	838,321	1,032,081	626,929	2,446,188	4,943,519	27.3%
2005	688,718	1,188,393	1,059,659	553,529	3,490,299	-29.4%
2006	880,426	1,196,312	1,181,524	635,382	3,893,644	11.6%
2007	706,723	1,329,957	621,888	2,519,519	5,178,087	33.0%
2008	666,019	928,274	713,141	1,218,471	3,525,905	-31.9%
2007	599,264	579,656	807,323	1,287,766	3,274,009	-7.1%
2010	647,520					
Change	8.1%	-37.6%	13.2%	5.7%	-7.1%	

Table 4.21

# Seldovia Construction Permits

Seldovia First Quarter Permit Values by Type - 2003-2010- in \$									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	20,000	0	30,000	0	0	0		NA
Residential Alter/Add	31,000	0	15,000	0	15,000	12,000	0		NA
Commercial New	0	0	0	0	0	0	0	NO	NA
Commercial Alter/Add	0	0	0	0	0	0	0	REPORT	NA
<b>TOTAL</b>	<b>31,000</b>	<b>20,000</b>	<b>15,000</b>	<b>30,000</b>	<b>15,000</b>	<b>12,000</b>	<b>0</b>		<b>NA</b>
Annual Change		-35.5%	-25.0%	100.0%	-50.0%	-20.0%	-100.0%		

Table 4.22

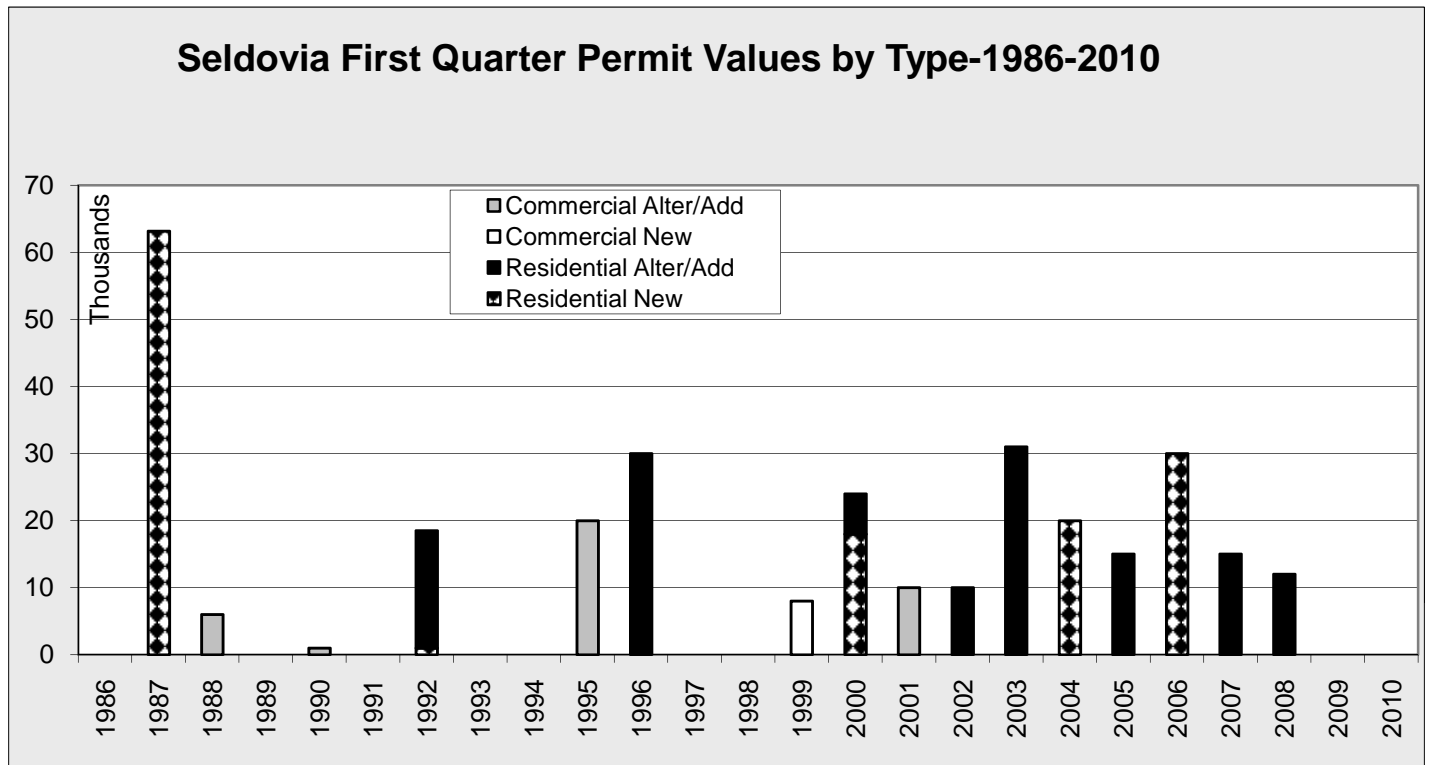


Chart 4.15

# Seldovia Construction Permits

Seldovia First Quarter Permit Volume by Type - 2003-2010									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	1	0	1	0	0	0		NA
Residential Alter/Add	3	0	1	0	1	1	0		NA
Commercial New	0	0	0	0	0	0	0	NO	NA
Commercial Alter/Add	0	0	0	0	0	0	0	REPORT	NA
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>		<b>NA</b>
Annual Change		-66.7%	0.0%	0.0%	0.0%	0.0%	-100.0%		

Table 4.23

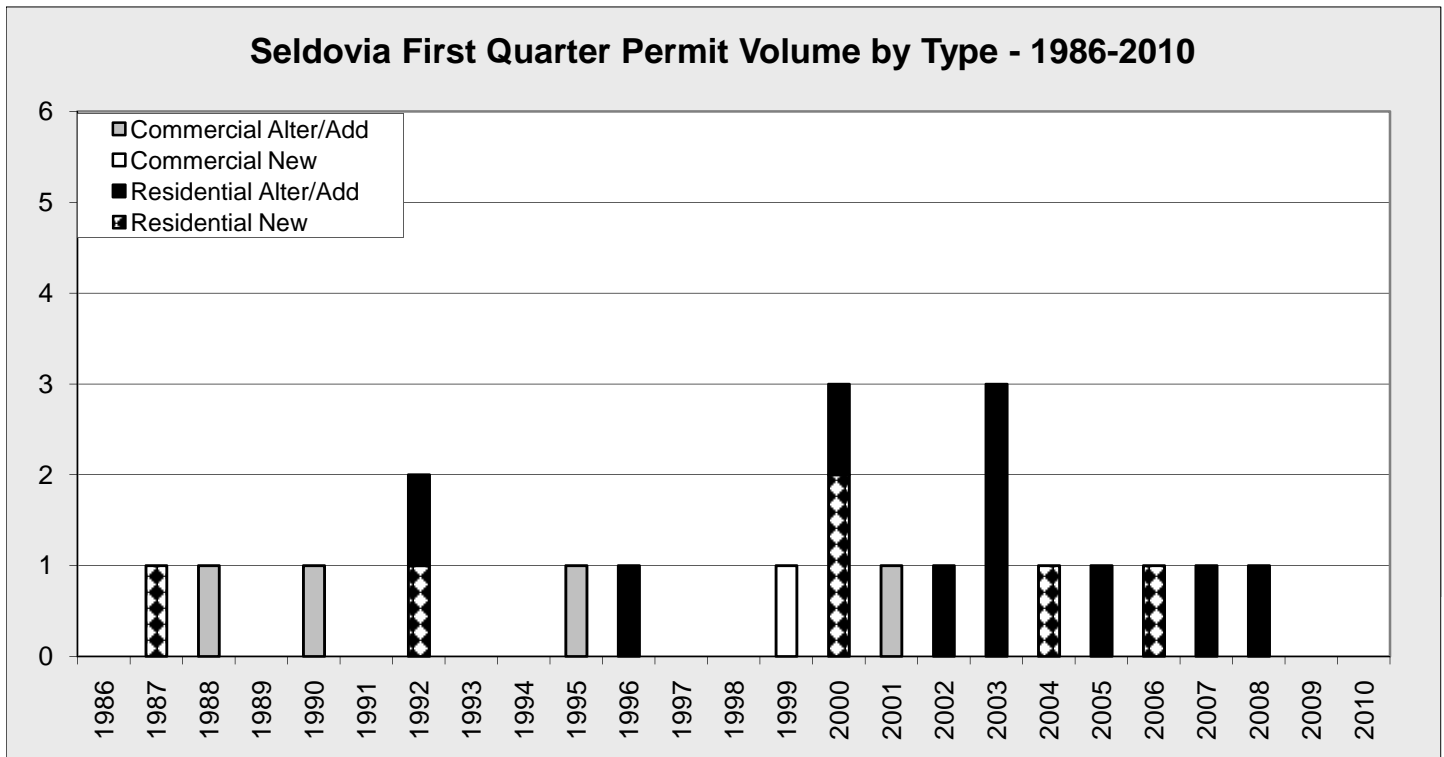


Chart 4.16

# Seldovia Construction Permits

Seldovia Annual Permit Values by Type - 2002-2009 - in \$									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	308,000	176,000	170,000	300,000	85,000	252,000	350,000	299,000	38.9%
Residential Alter/Add	48,500	34,000	6,200	49,000	32,000	61,800	24,500	7,500	-60.4%
Commercial New	0	1,692,500	0	8,000	0	2,000	3,000	0	NA
Commercial Alter/Add	0	0	0	155,000	18,000	28,000	5,000	0	-82.1%
<b>TOTAL</b>	<b>356,500</b>	<b>1,902,500</b>	<b>176,200</b>	<b>512,000</b>	<b>135,000</b>	<b>343,800</b>	<b>382,500</b>	<b>306,500</b>	<b>11.3%</b>
Annual Change		433.7%	-90.7%	190.6%	-73.6%	154.7%	11.3%		

Table 4.24

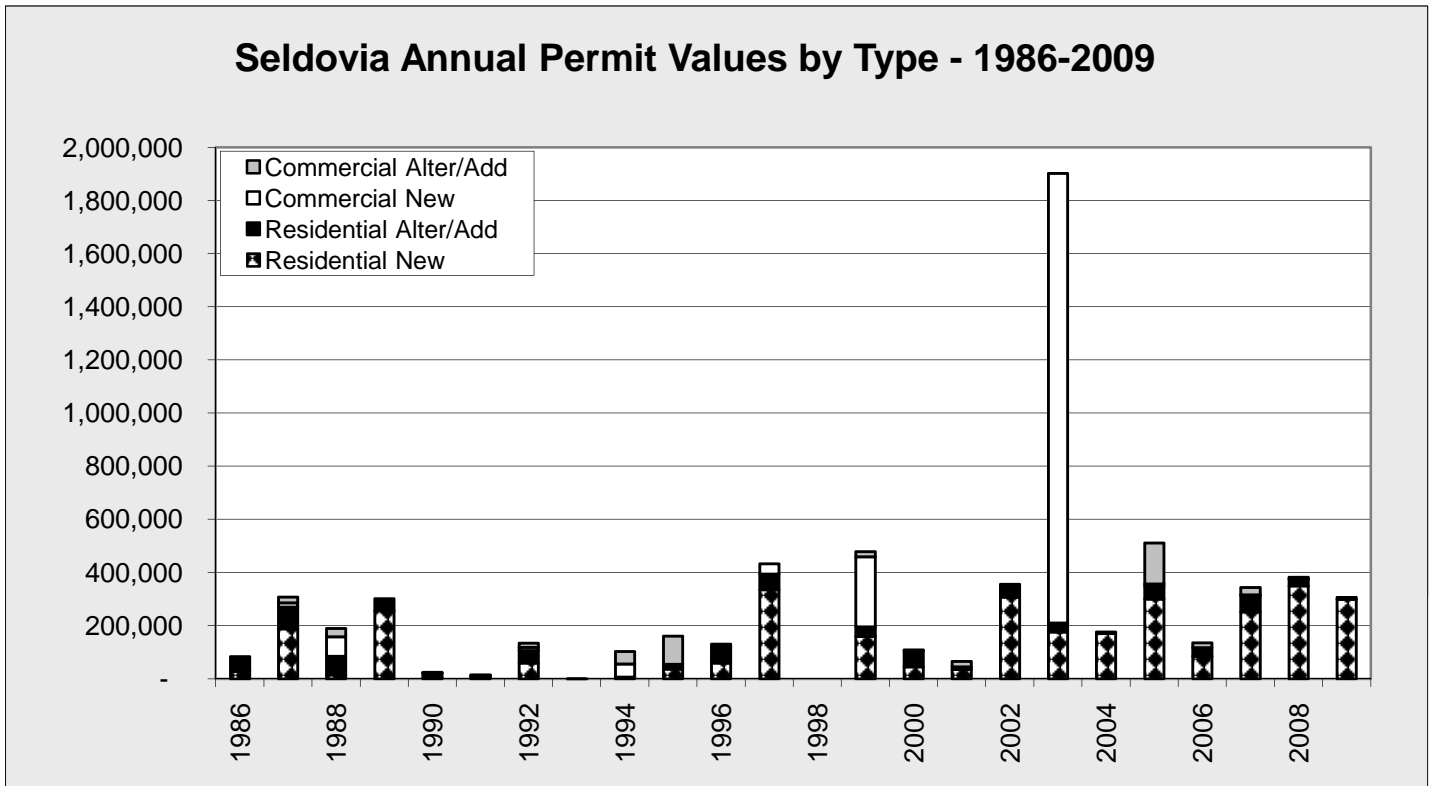


Chart 4.17

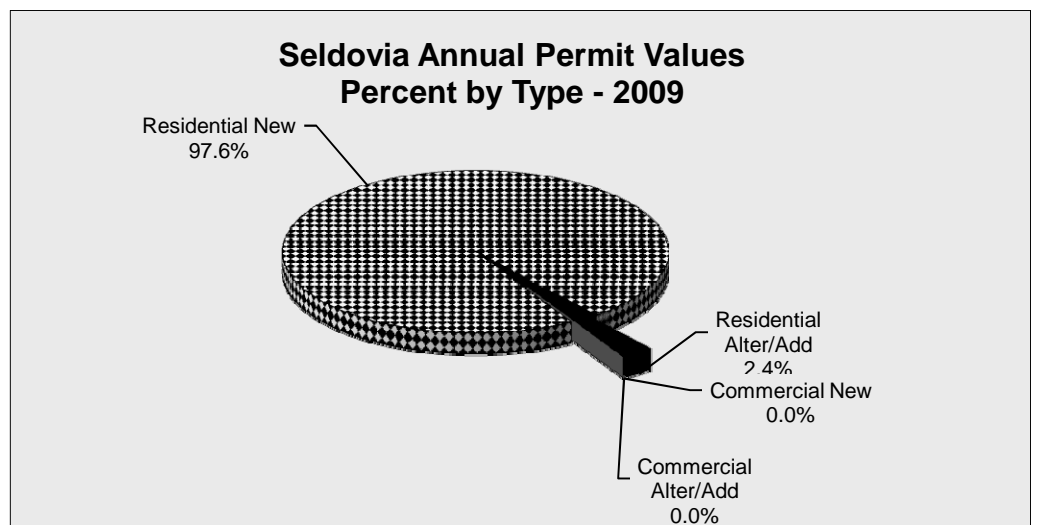


Chart 4.18



# Seldovia Construction Permits

**Seldovia Annual Permit Volume by Type - 2002-2009**

	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	2	3	2	2	3	4	2	4	100.0%
Residential Alter/Add	6	4	2	3	3	10	3	3	0.0%
Commercial New	0	4	0	1	0	1	0	0	#DIV/0!
Commercial Alter/Add	0	1	0	4	2	3	2	0	-100.0%
<b>TOTAL</b>	<b>8</b>	<b>12</b>	<b>4</b>	<b>10</b>	<b>8</b>	<b>18</b>	<b>7</b>	<b>7</b>	<b>0.0%</b>
Annual Change		50.0%	-66.7%	150.0%	-20.0%	125.0%	-61.1%	0.0%	

Table 4.25

**Seldovia Annual Permit Volume by Type - 1986-2009**

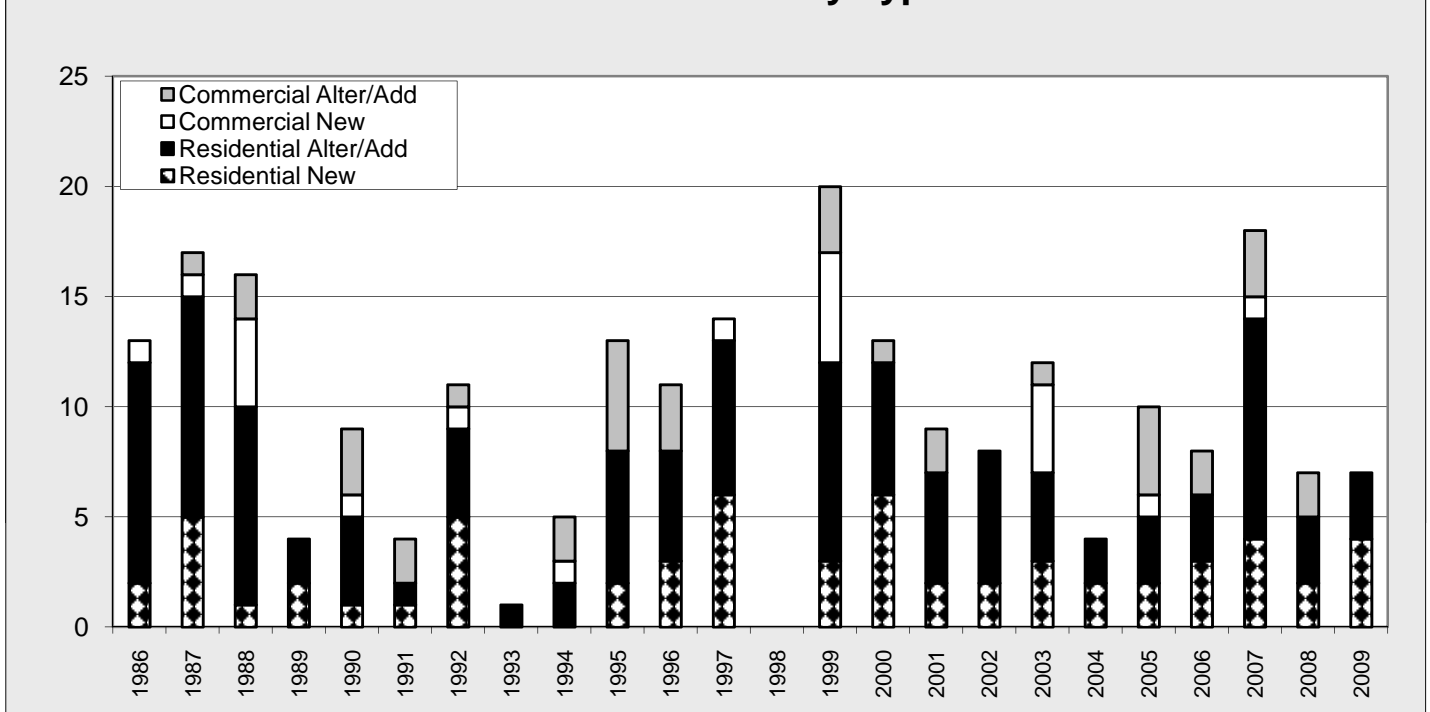


Chart 4.19

**Seldovia Annual Permit Volume Percent by Type - 2009**

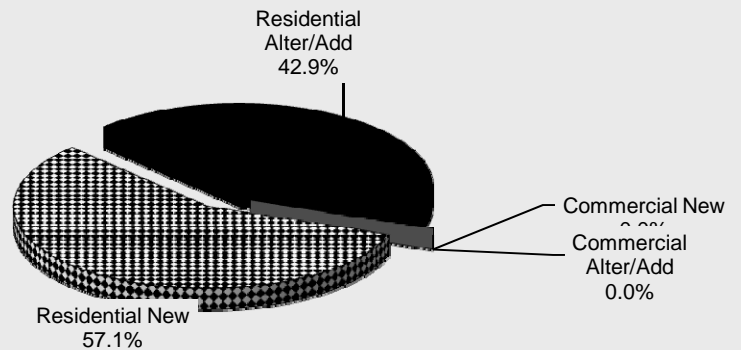


Chart 4.20

# Seldovia Construction Permits

<b>Seldovia Annual Permit Values by Quarter by Type - 2002-YTD 2010 in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<b>2002</b>					
Residential - New	0	0	308,000	0	308,000
Residential - Add/Alter	10,000	8,000	10,500	20,000	48,500
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>10,000</b>	<b>8,000</b>	<b>318,500</b>	<b>20,000</b>	<b>356,500</b>
<b>2003</b>					
Residential - New	0	0	150,000	26,000	176,000
Residential - Add/Alter	31,000	0	0	3,000	34,000
Commercial - New	0	0	1,685,000	7,500	1,692,500
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>31,000</b>	<b>0</b>	<b>1,835,000</b>	<b>36,500</b>	<b>1,902,500</b>
<b>2004</b>					
Residential - New	20,000	150,000	0	0	170,000
Residential - Add/Alter	0	6,200	0	0	6,200
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>20,000</b>	<b>156,200</b>	<b>0</b>	<b>0</b>	<b>176,200</b>
<b>2005</b>					
Residential - New	0	300,000	0	0	300,000
Residential - Add/Alter	15,000	4,000	30,000	0	49,000
Commercial - New	0	8,000	0	0	8,000
Commercial - Add/Alter	0	154,000	500	500	155,000
<b>TOTAL</b>	<b>15,000</b>	<b>466,000</b>	<b>30,500</b>	<b>500</b>	<b>512,000</b>
<b>2006</b>					
Residential - New	30,000	55,000	0	0	85,000
Residential - Add/Alter	0	32,000	0	0	32,000
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	18,000	18,000
<b>TOTAL</b>	<b>30,000</b>	<b>87,000</b>	<b>0</b>	<b>18,000</b>	<b>135,000</b>
<b>2007</b>					
Residential - New	0	227,000	25,000	0	252,000
Residential - Add/Alter	15,000	30,000	15,800	1,000	61,800
Commercial - New	0	2,000	0	0	2,000
Commercial - Add/Alter	0	8,000	20,000	0	28,000
<b>TOTAL</b>	<b>15,000</b>	<b>267,000</b>	<b>60,800</b>	<b>1,000</b>	<b>343,800</b>
<b>2008</b>					
Residential - New	0	0	350,000	0	350,000
Residential - Add/Alter	12,000	2,500	0	10,000	24,500
Commercial - New	0	0	3,000	0	3,000
Commercial - Add/Alter	0	5,000	0	0	5,000
<b>TOTAL</b>	<b>12,000</b>	<b>7,500</b>	<b>353,000</b>	<b>10,000</b>	<b>382,500</b>
<b>2009</b>					
Residential - New	0	265,000	34,000	0	299,000
Residential - Add/Alter	0	7,500	0	0	7,500
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>272,500</b>	<b>34,000</b>	<b>0</b>	<b>306,500</b>
<b>2010 YTD</b>					
Residential - New					0
Residential - Add/Alter	NO				0
Commercial - New	REPORT				0
Commercial - Add/Alter					0
<b>TOTAL</b>					<b>0</b>

Table 4.26

# Seldovia Construction Permits

<b>Seldovia Annual Permit Volume by Quarter by Type - 2002-YTD 2010</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<b>2002</b>					
Residential - New	0	0	2	0	2
Residential - Add/Alter	1	2	2	1	6
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>1</b>	<b>2</b>	<b>4</b>	<b>1</b>	<b>8</b>
<b>2003</b>					
Residential - New	0	0	1	2	3
Residential - Add/Alter	3	0	0	1	4
Commercial - New	0	0	3	1	4
Commercial - Add/Alter	0	0	1	0	1
<b>TOTAL</b>	<b>3</b>	<b>0</b>	<b>5</b>	<b>4</b>	<b>12</b>
<b>2004</b>					
Residential - New	1	1	0	0	2
Residential - Add/Alter	0	2	0	0	2
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>1</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>4</b>
<b>2005</b>					
Residential - New	0	2	0	0	2
Residential - Add/Alter	1	1	1	0	3
Commercial - New	0	1	0	0	1
Commercial - Add/Alter	0	2	1	1	4
<b>TOTAL</b>	<b>1</b>	<b>6</b>	<b>2</b>	<b>1</b>	<b>10</b>
<b>2006</b>					
Residential - New	1	2	0	0	3
Residential - Add/Alter	0	3	0	0	3
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	1	0	1	2
<b>TOTAL</b>	<b>1</b>	<b>6</b>	<b>0</b>	<b>1</b>	<b>8</b>
<b>2007</b>					
Residential - New	0	3	1	0	4
Residential - Add/Alter	1	4	4	1	10
Commercial - New	0	1	0	0	1
Commercial - Add/Alter	0	1	2	0	3
<b>TOTAL</b>	<b>1</b>	<b>9</b>	<b>7</b>	<b>1</b>	<b>18</b>
<b>2008</b>					
Residential - New	0	0	2	0	2
Residential - Add/Alter	1	1	0	1	3
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	1	1	0	2
<b>TOTAL</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>7</b>
<b>2009</b>					
Residential - New	0	1	3	0	4
Residential - Add/Alter	0	3	0	0	3
Commercial - New	0	0	0	0	0
Commercial - Add/Alter	0	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>4</b>	<b>3</b>	<b>0</b>	<b>7</b>
<b>2010 YTD</b>					
Residential - New					0
Residential - Add/Alter	NO				0
Commercial - New	REPORT				0
Commercial - Add/Alter					0
<b>TOTAL</b>					<b>0</b>

Table 4.27

**SEWARD**

# Seward Sales

Seward First Quarter GROSS Sales by Line of Business - 2005-2010 - in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	69,774	38,016	83,840	190,397	0	0		0
SALES	6,018,921	6,534,240	7,377,317	7,544,394	7,355,193	8,706,699	18.4%	1,351,506
CONST	7,763,325	1,781,517	3,836,976	2,954,760	7,608,683	5,610,174	-26.3%	-1,998,509
PROP	1,285,380	1,749,426	1,291,937	1,336,293	921,374	999,593	8.5%	78,219
TOUR	1,665,675	1,463,969	1,591,303	1,690,600	861,643	982,381	14.0%	120,738
SERV	1,624,343	1,644,066	2,086,432	2,017,804	1,772,210	1,958,110	10.5%	185,900
PROF	581,272	924,106	574,529	1,087,629	1,574,951	1,833,231	16.4%	258,280
UTIL	763,559	751,746	1,163,003	1,081,208	1,460,014	968,340	-33.7%	-491,674
MANU	1,494,881	1,131,882	1,673,250	2,285,652	1,979,308	1,279,011	-35.4%	-700,297
TRAN	1,244,815	389,321	246,672	405,303	479,185	148,595	-69.0%	-330,590
WHLS	2,713,342	3,994,826	4,279,210	4,356,490	2,879,684	3,039,990	5.6%	160,306
GOV	1,243,546	1,297,827	1,403,466	1,221,955	1,316,079	1,245,824	-5.3%	-70,255
<b>TOTAL</b>	<b>26,468,833</b>	<b>21,700,942</b>	<b>25,607,935</b>	<b>26,172,485</b>	<b>28,208,324</b>	<b>26,771,948</b>	<b>-5.1%</b>	<b>-1,436,376</b>

Table 5.1 For complete listing of Lines of Business, see page 11

Seward First Quarter GROSS Sales History	
2005	26,468,833
2006	21,700,942
2007	25,607,935
2008	26,172,485
2009	28,208,324
2010	26,771,948

Table 5.2

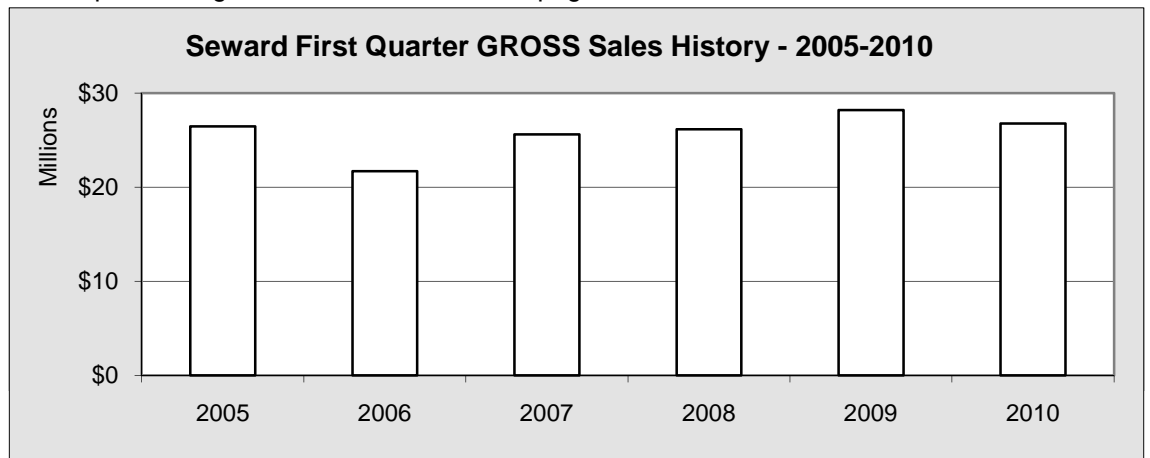


Chart 5.1

Seward Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	69,774	0
SALES	6,018,921	8,706,699
CONST	7,763,325	5,610,174
PROP	1,285,380	999,593
TOUR	1,665,675	982,381
SERV	1,624,343	1,958,110
PROF	581,272	1,833,231
UTIL	763,559	968,340
MANU	1,494,881	1,279,011
TRAN	1,244,815	148,595
WHLS	2,713,342	3,039,990
GOV	1,243,546	1,245,824
<b>TOTAL</b>	<b>26,468,833</b>	<b>26,771,948</b>

Table 5.3

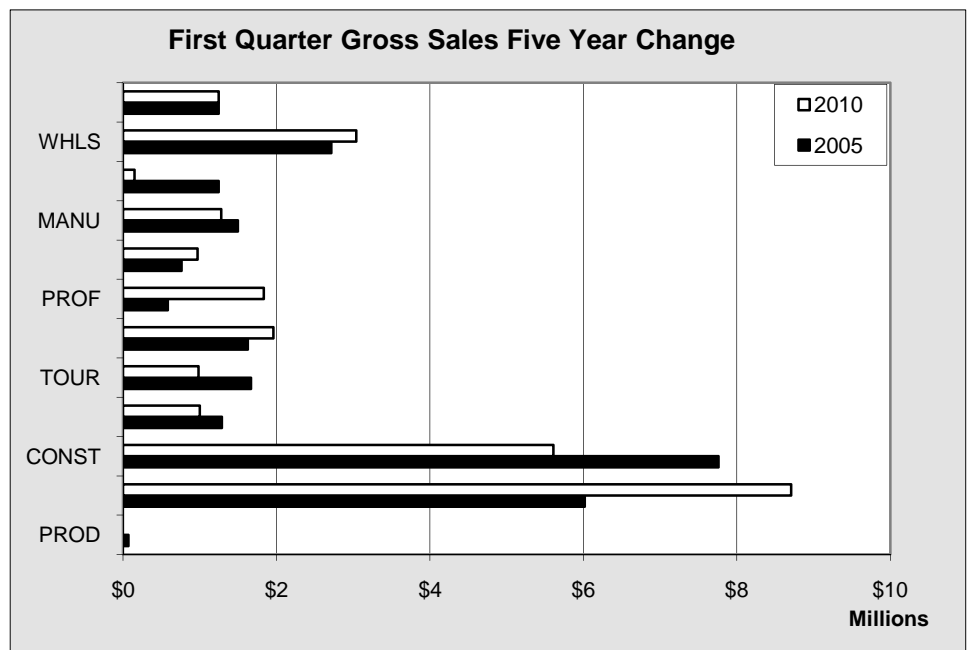


Chart 5.2

# Seward Sales

Seward First Quarter TAXABLE Sales by Line of Business - 2005-2010 - in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	7,711	12,393	10,462	4,356	0	0		0
SALES	4,814,504	5,117,560	5,459,433	5,918,799	5,874,980	6,792,673	15.6%	917,693
CONST	148,395	138,509	128,867	126,666	128,815	121,441	-5.7%	-7,374
PROP	368,097	346,100	378,350	381,583	399,448	404,545	1.3%	5,097
TOUR	1,488,859	1,319,574	1,373,673	1,331,288	659,736	660,175	0.1%	439
SERV	832,035	906,553	964,607	1,141,279	931,712	984,736	5.7%	53,024
PROF	96,035	84,016	92,122	85,710	100,985	91,891	-9.0%	-9,094
UTIL	913	1,775	2,628	1,237	1,726	0	-100.0%	-1,726
MANU	103,151	79,798	79,293	70,288	93,954	70,564	-24.9%	-23,390
TRAN	172,052	12,082	22,425	18,159	26,411	29,475	11.6%	3,064
WHLS	815,687	854,211	954,371	1,027,859	802,269	786,845	-1.9%	-15,424
GOV	1,243,546	1,297,827	1,403,466	1,221,955	1,316,079	1,245,824	-5.3%	-70,255
TOTAL	10,090,985	10,170,398	10,869,697	11,329,179	10,336,115	11,188,169	8.2%	852,054

Table 5.4 For complete listing of Lines of Business, see page 11

Seward First Quarter TAXABLE Sales History	
2005	10,090,985
2006	10,170,398
2007	10,869,697
2008	11,329,179
2009	10,336,115
2010	11,188,169

Table 5.5

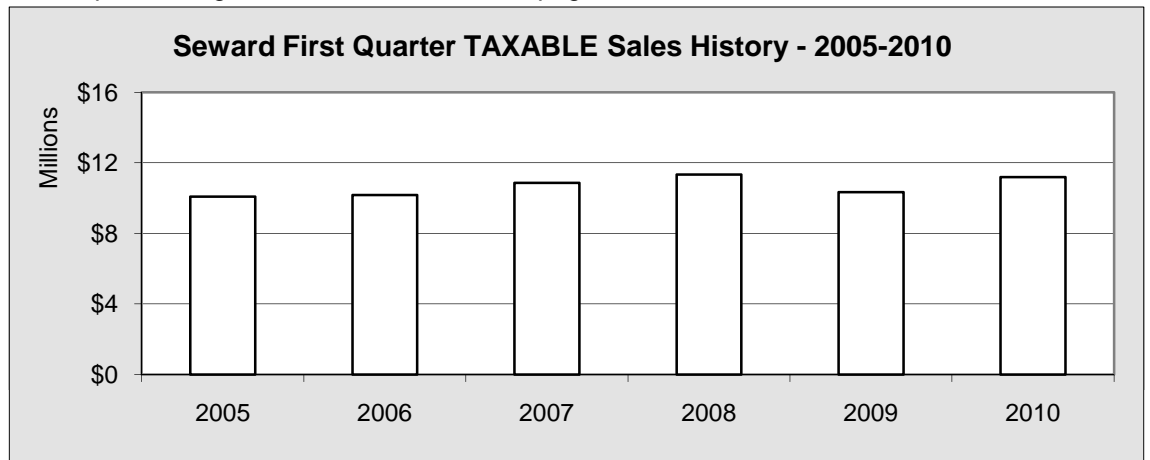


Chart 5.3

Seward Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	7,711	0
SALES	4,814,504	6,792,673
CONST	148,395	121,441
PROP	368,097	404,545
TOUR	1,488,859	660,175
SERV	832,035	984,736
PROF	96,035	91,891
UTIL	913	0
MANU	103,151	70,564
TRAN	172,052	29,475
WHLS	815,687	786,845
GOV	1,243,546	1,245,824
TOTAL	10,090,985	11,188,169

Table 5.6

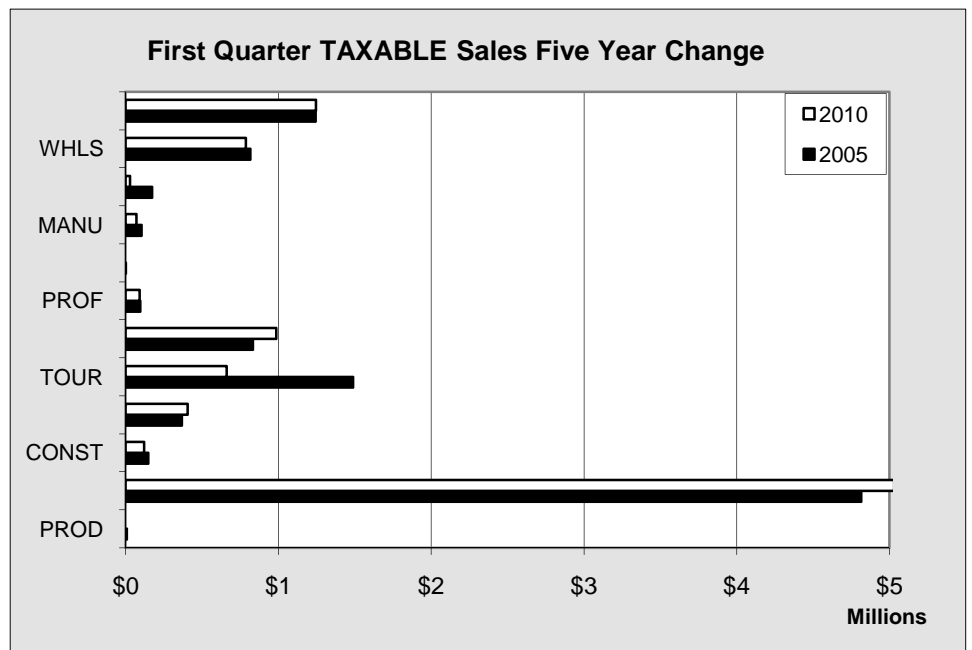


Chart 5.4

# Seward Sales

**Seward Annual GROSS Sales by Line of Business - 2004-2009 - in \$**

LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	228,403	227,768	49,738	327,692	105,425	71,915	-31.8%	-33,510
SALES	36,812,924	42,226,370	44,401,192	49,619,690	55,699,276	55,010,633	-1.2%	-688,643
CONST	30,132,289	39,812,044	39,567,262	20,691,970	30,696,120	33,547,666	9.3%	2,851,546
PROP	8,402,843	8,536,636	8,267,710	7,768,625	7,889,016	6,893,080	-12.6%	-995,936
TOUR	36,285,102	38,643,753	39,474,443	43,173,582	39,168,283	26,034,505	-33.5%	-13,133,778
SERV	9,192,098	8,372,277	8,780,572	11,559,163	10,024,393	9,224,822	-8.0%	-799,571
PROF	3,533,910	3,890,494	4,824,944	4,041,647	6,058,799	8,566,363	41.4%	2,507,564
UTIL	2,072,046	3,313,549	4,001,907	4,411,620	4,789,813	5,833,978	21.8%	1,044,165
MANU	10,505,152	13,089,654	10,825,783	17,919,182	17,453,128	14,334,786	-17.9%	-3,118,342
TRAN	4,648,661	4,645,626	4,346,626	4,975,690	5,720,557	3,987,297	-30.3%	-1,733,260
WHLS	18,672,628	20,448,645	27,657,738	24,220,285	30,168,944	18,274,641	-39.4%	-11,894,303
GOV	5,530,886	5,898,177	6,159,339	6,539,108	6,801,021	6,987,314	2.7%	186,293
<b>TOTAL</b>	<b>166,016,942</b>	<b>189,104,993</b>	<b>198,357,254</b>	<b>195,248,254</b>	<b>214,574,775</b>	<b>188,767,000</b>	<b>-12.0%</b>	<b>-25,807,775</b>

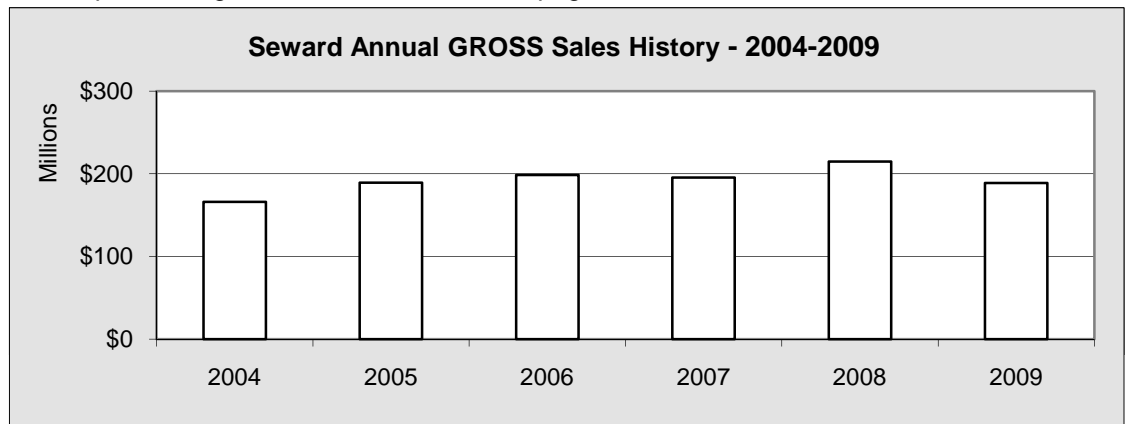
Table 5.7

For complete listing of Lines of Business, see page 11

Seward Annual GROSS Sales History	
2004	166,016,942
2005	189,104,993
2006	198,357,254
2007	195,248,254
2008	214,574,775
2009	188,767,000

Table 5.8

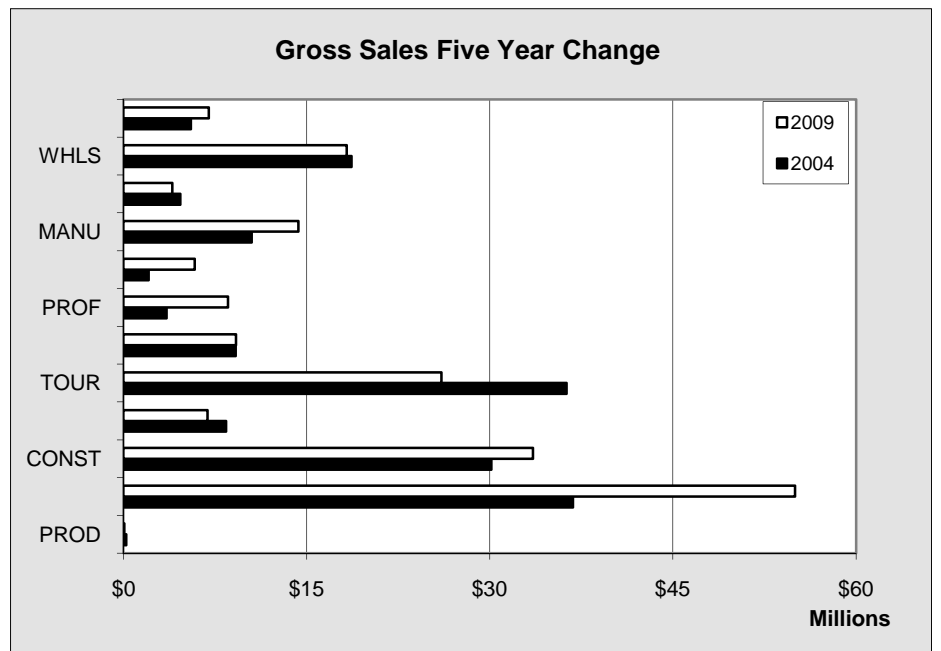
Chart 5.5



Five Year Change Annual GROSS Sales		
LOB	2004	2009
PROD	228,403	71,915
SALES	36,812,924	55,010,633
CONST	30,132,289	33,547,666
PROP	8,402,843	6,893,080
TOUR	36,285,102	26,034,505
SERV	9,192,098	9,224,822
PROF	3,533,910	8,566,363
UTIL	2,072,046	5,833,978
MANU	10,505,152	14,334,786
TRAN	4,648,661	3,987,297
WHLS	18,672,628	18,274,641
GOV	5,530,886	6,987,314
<b>TOTAL</b>	<b>166,016,942</b>	<b>188,767,000</b>

Table 5.9

Chart 5.6



# Seward Sales

Seward Annual TAXABLE Sales by Line of Business - 2004-2009- in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	0	0	1,024	500	113	0	-100.0%	-113
SALES	29,812,800	34,557,054	36,549,236	40,808,140	47,295,682	46,482,426	-1.7%	-813,256
CONST	693,308	685,553	697,846	621,401	615,140	614,130	-0.2%	-1,010
PROP	2,054,719	2,109,278	2,094,443	2,426,692	2,648,265	2,771,984	4.7%	123,719
TOUR	30,595,843	32,615,913	33,711,217	38,893,264	34,735,735	22,256,414	-35.9%	-12,479,321
SERV	4,555,875	4,489,632	4,770,338	5,625,187	5,363,162	4,743,442	-11.6%	-619,720
PROF	643,915	643,442	672,854	710,350	644,427	639,116	-0.8%	-5,311
UTIL	1,261	3,979	8,183	8,595	5,595	6,737	20.4%	1,142
MANU	1,043,346	954,243	979,243	1,046,510	1,007,740	985,292	-2.2%	-22,448
TRAN	218,804	398,174	265,138	182,812	192,933	233,594	21.1%	40,661
WHLS	4,680,451	5,457,638	5,253,373	5,465,167	5,767,956	4,371,140	-24.2%	-1,396,816
GOV	5,466,886	5,834,097	6,087,059	6,467,108	6,727,021	6,915,034	2.8%	188,013
<b>TOTAL</b>	<b>79,767,208</b>	<b>87,749,003</b>	<b>91,089,954</b>	<b>102,255,726</b>	<b>105,003,769</b>	<b>90,019,309</b>	<b>-14.3%</b>	<b>-14,984,460</b>

Table 5.10

For complete listing of Lines of Business, see page 11

Seward Annual TAXABLE Sales History	
2004	79,767,208
2005	87,749,003
2006	91,089,954
2007	102,255,726
2008	105,003,769
2009	90,019,309

Table 5.11

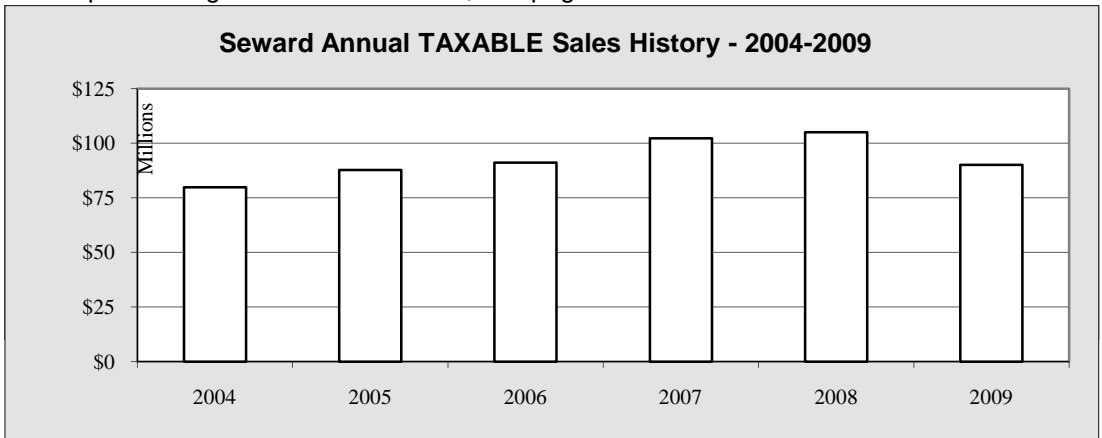
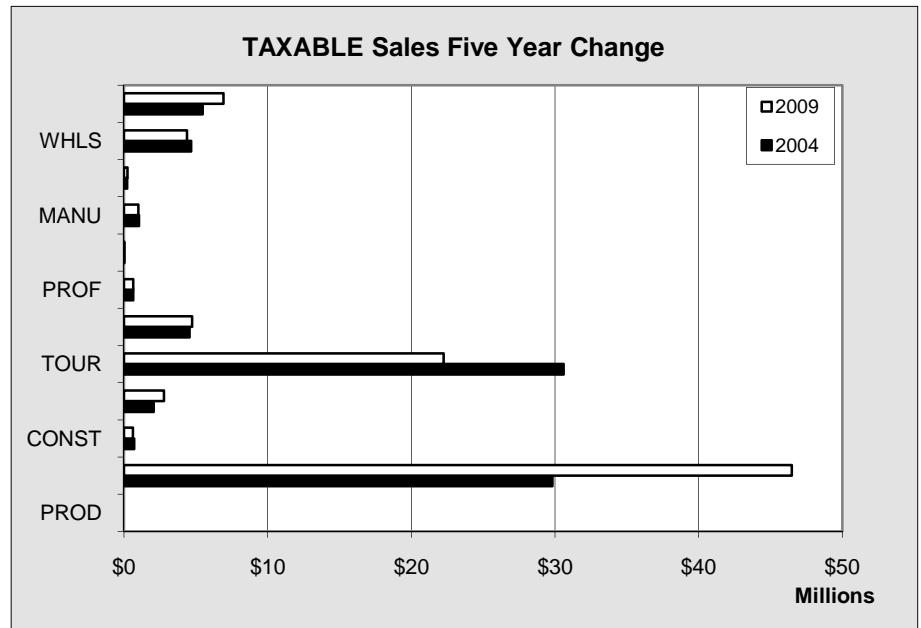


Chart 5.7

Five Year Change Annual TAXABLE Sales		
LOB	2004	2009
PROD	0	0
SALES	29,812,800	46,482,426
CONST	693,308	614,130
PROP	2,054,719	2,771,984
TOUR	30,595,843	22,256,414
SERV	4,555,875	4,743,442
PROF	643,915	639,116
UTIL	1,261	6,737
MANU	1,043,346	985,292
TRAN	218,804	233,594
WHLS	4,680,451	4,371,140
GOV	5,466,886	6,915,034
<b>TOTAL</b>	<b>79,767,208</b>	<b>90,019,309</b>

Table 5.12

Chart 5.8





# Seward Sales

<b>Seward GROSS Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	71,915	0	71,915
Sales	7,355,193	15,714,753	22,873,011	9,067,676	55,010,633
Construction	7,608,683	8,069,299	8,272,113	9,597,571	33,547,666
Property	921,374	1,798,006	1,987,426	2,186,274	6,893,080
Tourism	861,643	8,343,331	15,215,365	1,614,166	26,034,505
Services	1,772,210	2,684,658	2,942,052	1,825,902	9,224,822
Professional	1,574,951	2,741,439	1,918,679	2,331,294	8,566,363
Utility	1,460,014	1,434,611	1,414,056	1,525,297	5,833,978
Manufacturing	1,979,308	3,947,603	5,832,146	2,575,729	14,334,786
Transportation & Warehousing	479,185	1,477,108	1,840,908	190,096	3,987,297
Wholesale	2,879,684	5,517,836	6,463,715	3,413,406	18,274,641
Government	1,316,079	1,667,375	1,966,358	2,037,502	6,987,314
<b>TOTAL</b>	<b>28,208,324</b>	<b>53,396,019</b>	<b>70,797,744</b>	<b>36,364,913</b>	<b>188,767,000</b>

Table 5.13

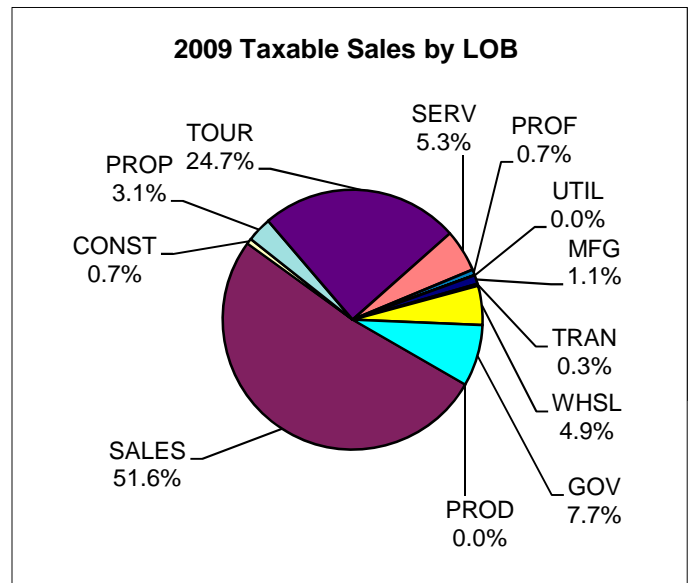
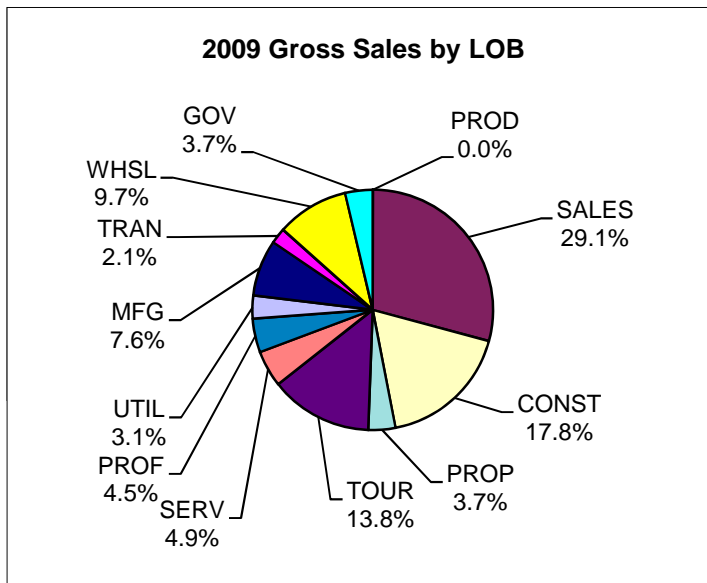


Chart 5.9

Chart 5.10

<b>Seward TAXABLE Sales by Line of Business by Quarter - 2009 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	0	0	0	0
Sales	5,874,980	13,442,582	19,943,784	7,221,080	46,482,426
Construction	128,815	166,865	161,101	157,349	614,130
Property	399,448	706,418	1,170,200	495,918	2,771,984
Tourism	659,736	7,435,728	13,586,814	574,136	22,256,414
Services	931,712	1,273,866	1,465,371	1,072,493	4,743,442
Professional	100,985	227,073	207,212	103,846	639,116
Utility	1,726	2,211	2,799	1	6,737
Manufacturing	93,954	320,007	463,877	107,454	985,292
Transportation & Warehousing	26,411	63,768	111,124	32,291	233,594
Wholesale	802,269	1,134,765	1,717,242	716,864	4,371,140
Government	1,316,079	1,667,375	1,966,358	1,965,222	6,915,034
<b>TOTAL</b>	<b>10,336,115</b>	<b>26,440,658</b>	<b>40,795,882</b>	<b>12,446,654</b>	<b>90,019,309</b>

Table 5.14

# Seward Sales

<b>Seward GROSS Sales by Line of Business by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	37,527	67,898	0	0	105,425
Sales	8,364,730	15,516,923	22,919,312	8,898,311	55,699,276
Construction	3,193,803	6,905,263	7,937,529	12,659,525	30,696,120
Property	1,380,136	1,986,945	2,487,064	2,034,871	7,889,016
Tourism	1,033,658	12,040,452	24,420,763	1,673,410	39,168,283
Services	1,960,925	2,948,372	3,273,376	1,841,720	10,024,393
Professional	1,156,667	1,217,305	1,820,318	1,864,509	6,058,799
Utility	1,081,208	1,085,357	1,361,903	1,261,345	4,789,813
Manufacturing	2,309,720	5,348,136	8,054,623	1,740,649	17,453,128
Transporation & Warehousing	409,250	1,528,172	3,259,292	523,843	5,720,557
Wholesale	4,356,490	9,597,038	12,019,680	4,195,736	30,168,944
Government	1,221,955	1,572,535	1,891,905	2,114,626	6,801,021
<b>TOTAL</b>	<b>26,506,069</b>	<b>59,814,396</b>	<b>89,445,765</b>	<b>38,808,545</b>	<b>214,574,775</b>

Table 5.15

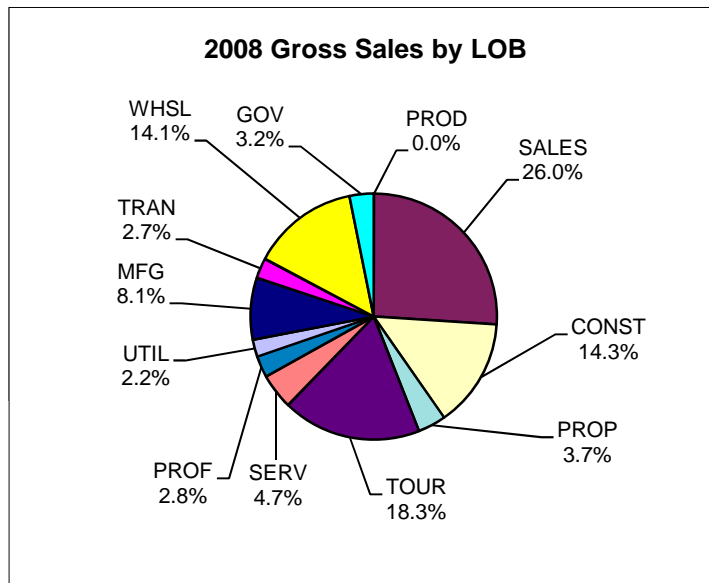


Chart 5.11

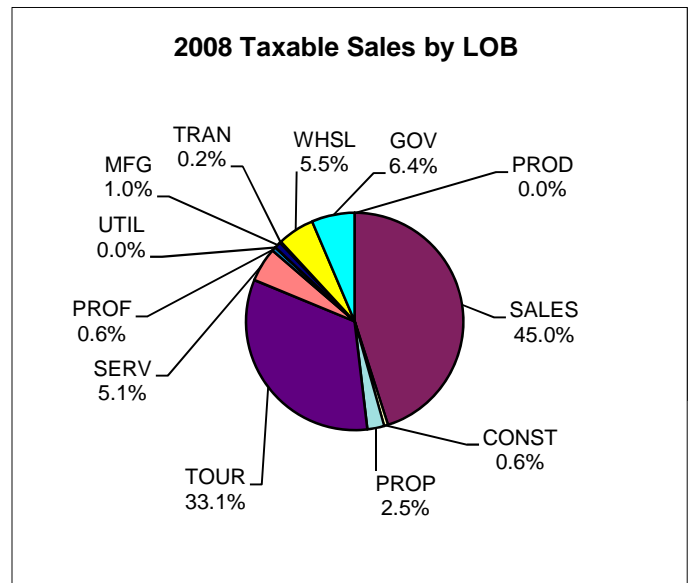


Chart 5.12

<b>Seward TAXABLE Sales by Line of Business by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	113	0	0	0	113
Sales	6,526,015	13,360,057	20,081,353	7,328,257	47,295,682
Construction	135,194	165,643	145,536	168,767	615,140
Property	408,100	700,751	1,032,797	506,617	2,648,265
Tourism	734,363	10,843,147	22,374,849	783,376	34,735,735
Services	1,096,653	1,468,793	1,700,552	1,097,164	5,363,162
Professional	96,211	169,106	245,260	133,850	644,427
Utility	1,237	1,089	2,169	1,100	5,595
Manufacturing	75,080	353,311	437,879	141,470	1,007,740
Transporation & Warehousing	16,873	69,036	90,574	16,450	192,933
Wholesale	1,027,859	1,490,931	2,386,481	862,685	5,767,956
Government	1,221,955	1,572,535	1,891,905	2,040,626	6,727,021
<b>TOTAL</b>	<b>11,339,653</b>	<b>30,194,399</b>	<b>50,389,355</b>	<b>13,080,362</b>	<b>105,003,769</b>

Table 5.16

# Seward Sales

<b>Seward GROSS Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	45,858	206,400	53,103	22,331	327,692
Sales	7,377,317	13,874,768	20,330,405	8,037,200	49,619,690
Construction	3,870,279	6,477,205	3,244,299	7,100,187	20,691,970
Property	1,291,921	1,815,253	2,749,928	1,911,523	7,768,625
Tourism	1,599,015	13,340,879	25,976,639	2,257,049	43,173,582
Services	2,086,448	3,621,474	3,718,404	2,132,837	11,559,163
Professional	574,529	752,534	976,489	1,738,095	4,041,647
Utility	1,163,003	1,124,674	1,070,111	1,053,832	4,411,620
Manufacturing	1,677,929	6,155,744	7,200,311	2,885,198	17,919,182
Transportation & Warehousing	239,160	1,387,802	2,540,974	807,754	4,975,690
Wholesale	4,279,210	6,298,639	8,872,729	4,769,707	24,220,285
Government	1,403,466	1,553,483	1,649,505	1,932,654	6,539,108
<b>TOTAL</b>	<b>25,608,135</b>	<b>56,608,855</b>	<b>78,382,897</b>	<b>34,648,367</b>	<b>195,248,254</b>

Table 5.17

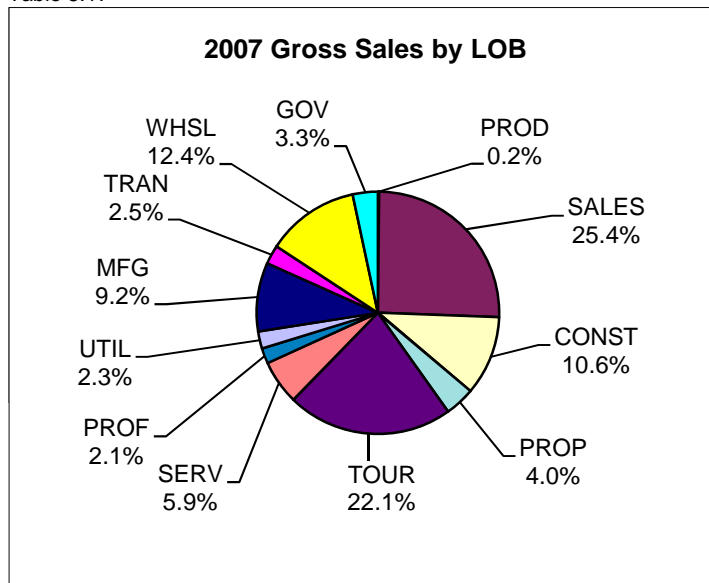


Chart 5.13

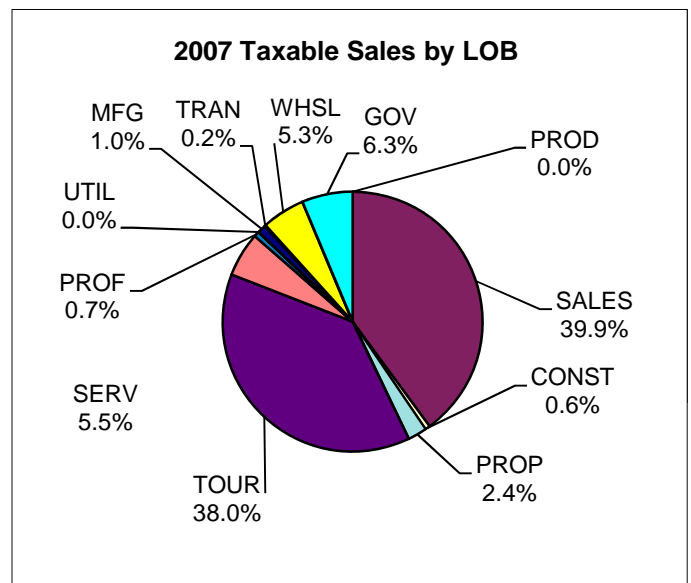


Chart 5.14

<b>Seward TAXABLE Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	0	500	0	0	500
Sales	5,459,433	11,649,440	17,213,707	6,485,560	40,808,140
Construction	136,277	179,192	145,599	160,333	621,401
Property	379,647	680,497	881,813	484,735	2,426,692
Tourism	1,376,173	12,342,081	23,833,459	1,341,551	38,893,264
Services	952,797	1,639,086	1,840,702	1,192,602	5,625,187
Professional	102,636	200,548	258,874	148,292	710,350
Utility	2,628	2,436	2,280	1,251	8,595
Manufacturing	82,345	339,519	496,203	128,443	1,046,510
Transportation & Warehousing	20,125	54,168	75,344	33,175	182,812
Wholesale	954,371	1,399,512	2,264,390	846,894	5,465,167
Government	1,403,466	1,553,483	1,649,505	1,860,654	6,467,108
<b>TOTAL</b>	<b>10,869,898</b>	<b>30,040,462</b>	<b>48,661,876</b>	<b>12,683,490</b>	<b>102,255,726</b>

Table 5.18

# Seward Sales

<b>Seward Annual Gross Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	17,305,724	31,740,326	49,703,768	28,713,985	127,463,803	
1996	22,782,553	35,228,909	48,116,743	27,720,437	133,848,642	5.0%
1997	23,787,658	38,959,842	54,552,242	28,247,933	145,547,675	8.7%
1998	22,948,971	35,050,219	50,480,063	24,026,995	132,506,248	-9.0%
1999	23,356,887	36,041,325	50,509,645	20,248,664	130,156,521	-1.8%
2000	19,087,797	38,017,519	57,262,889	27,790,366	142,158,571	9.2%
2001	20,537,710	44,452,278	62,874,759	20,503,354	148,368,101	4.4%
2002	22,954,013	40,385,376	56,721,649	22,308,588	142,369,626	-4.0%
2003	20,935,184	46,984,153	61,708,185	27,334,414	156,961,936	10.2%
2004	21,175,289	42,749,272	63,729,559	38,362,822	166,016,942	5.8%
2005	26,472,186	58,409,308	70,009,818	34,213,681	189,104,993	13.9%
2006	21,701,206	51,092,715	75,592,879	49,970,454	198,357,254	4.9%
2007	25,608,135	56,608,855	78,382,897	34,648,367	195,248,254	-1.6%
2008	26,506,069	59,814,396	89,445,765	38,808,545	214,574,775	9.9%
2009	28,208,324	53,396,019	70,797,744	36,364,913	188,767,000	-12.0%
2010	26,771,948					
Change	-5.1%					

Table 5.19

<b>Seward Annual Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	7,674,012	16,721,303	22,898,202	8,461,870	55,755,387	
1996	8,027,358	16,410,250	24,077,648	8,681,685	57,196,941	2.6%
1997	8,770,990	16,994,442	26,208,216	10,542,376	62,516,024	9.3%
1998	8,541,911	19,372,356	29,591,398	9,772,599	67,278,264	7.6%
1999	9,218,678	19,907,186	31,789,068	10,557,767	71,472,699	6.2%
2000	9,374,360	21,161,398	32,904,973	10,544,695	73,985,426	3.5%
2001	9,073,993	21,553,264	36,591,833	10,007,501	77,226,591	4.4%
2002	9,051,044	22,176,474	34,338,060	10,025,144	75,590,722	-2.1%
2003	9,284,504	22,072,081	34,702,846	10,289,302	76,348,733	1.0%
2004	9,494,764	22,991,903	36,892,269	10,388,272	79,767,208	4.5%
2005	10,094,338	25,309,646	40,943,244	11,401,775	87,749,003	10.0%
2006	10,170,662	26,596,215	42,438,197	11,884,880	91,089,954	3.8%
2007	10,869,898	30,040,462	48,661,876	12,683,490	102,255,726	12.3%
2007	10,869,898	30,040,462	48,661,876	12,683,490	102,255,726	0.0%
2009	10,336,115	26,440,658	40,795,882	12,446,654	90,019,309	-12.0%
2010	11,188,169					
Change	8.2%	-12.0%	-16.2%	-1.9%	-12.0%	

Table 5.20

<b>Seward Annual Non-Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	9,631,712	15,019,023	26,805,566	20,252,115	71,708,416	
1996	14,755,195	18,818,659	24,039,095	19,038,752	76,651,701	6.9%
1997	15,016,668	21,965,400	28,344,026	17,705,557	83,031,651	8.3%
1998	14,407,060	15,677,863	20,888,665	14,254,396	65,227,984	-21.4%
1999	14,138,209	16,134,139	18,720,577	9,690,897	58,683,822	-10.0%
2000	9,713,437	16,856,121	24,357,916	17,245,671	68,173,145	16.2%
2001	11,463,717	22,899,014	26,282,926	10,495,853	71,141,510	4.4%
2002	13,902,969	18,208,902	22,383,589	12,283,444	66,778,904	-6.1%
2003	11,650,680	24,912,072	27,005,339	17,045,112	80,613,203	20.7%
2004	11,680,525	19,757,369	26,837,290	27,974,550	86,249,734	7.0%
2005	16,377,848	33,099,662	29,066,574	22,811,906	101,355,990	17.5%
2006	11,530,544	24,496,500	33,154,682	38,085,574	107,267,300	5.8%
2007	14,738,237	26,568,393	29,721,021	21,964,877	92,992,528	-13.3%
2008	15,636,171	29,773,934	40,783,889	26,125,055	112,319,049	20.8%
2009	17,872,209	26,955,361	30,001,862	23,918,259	98,747,691	-12.1%
2010	15,583,779					
Change	-12.8%	-9.5%	-26.4%	-8.4%	-12.1%	

Table 5.21

# Seward Construction Permits

Seward First Quarter Permit Values by Type - 2004 -2010 - in \$								
	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	923,000	0	0	0	0	0	NA
Residential Alter/Add	48,000	3,300	1,000	0	45,415	9,500	105,000	1005.3%
Commercial New	7,500,000	6,000	0	208,513	0	353,000	0	NA
Commercial Alter/Add	193,600	240,000	621,217	594,725	364,000	6,264,620	333,500	-94.7%
<b>TOTAL</b>	<b>7,741,600</b>	<b>1,172,300</b>	<b>622,217</b>	<b>803,238</b>	<b>409,415</b>	<b>6,627,120</b>	<b>438,500</b>	<b>-93.4%</b>
Annual Change		-84.9%	-46.9%	29.1%	-49.0%	1518.7%	-93.4%	

Table 5.22

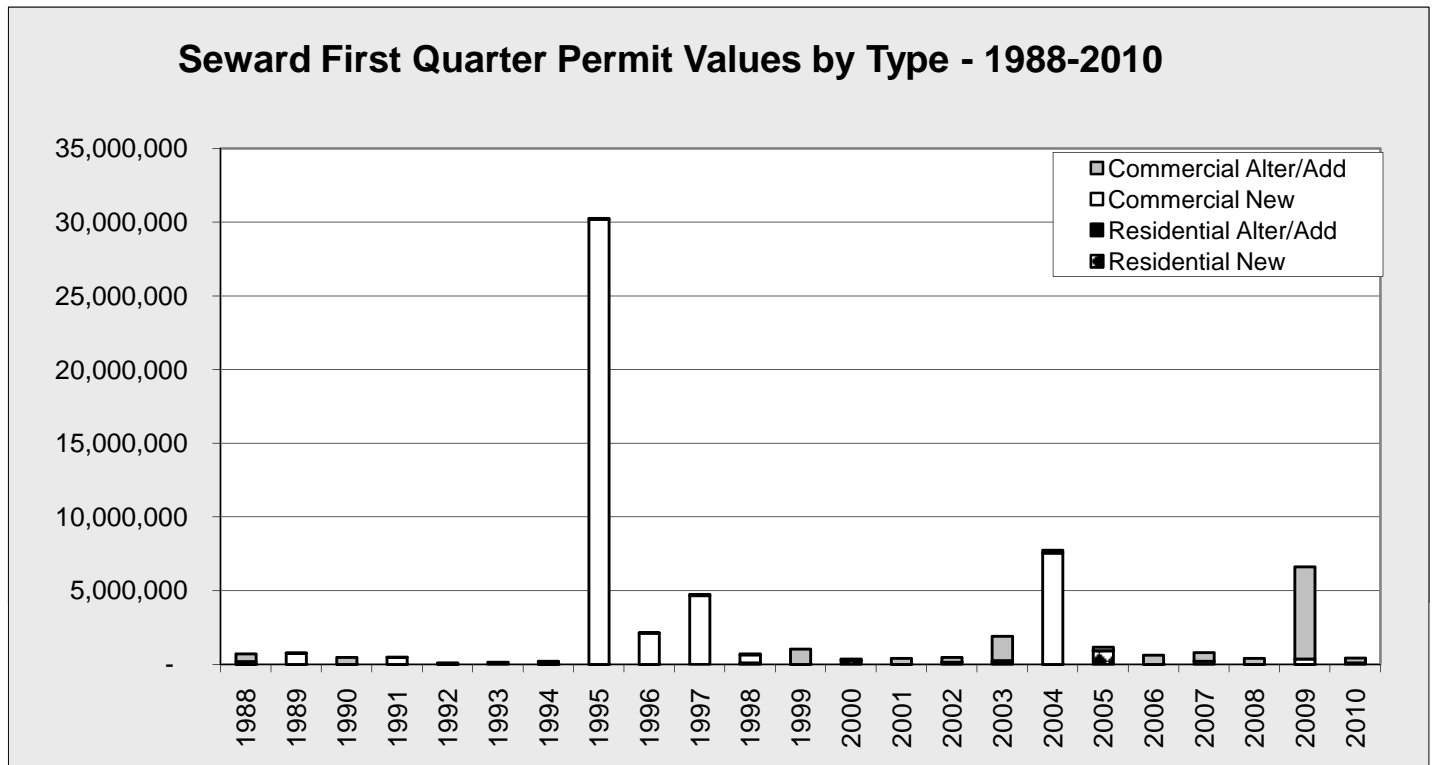


Chart 5.15

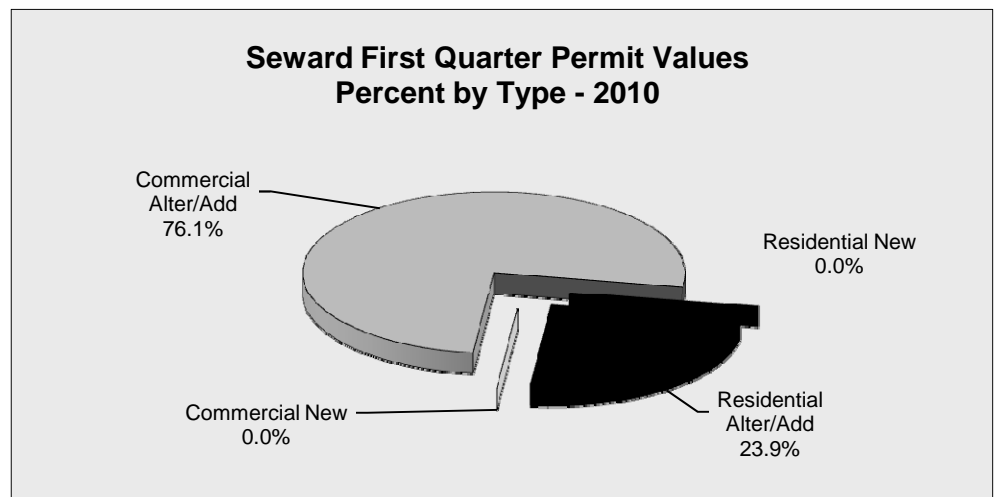


Chart 5.16

# Seward Construction Permits

**Seward First Quarter Permit Volume by Type - 2004-2010**

	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	4	0	0	0	0	0	NA
Residential Alter/Add	2	2	1	0	1	1	3	200.0%
Commercial New	1	2	0	1	0	2	0	NA
Commercial Alter/Add	4	4	6	6	4	4	5	25.0%
<b>TOTAL</b>	<b>7</b>	<b>12</b>	<b>7</b>	<b>7</b>	<b>5</b>	<b>7</b>	<b>8</b>	<b>14.3%</b>
Annual Change		71.4%	-41.7%	0.0%	-28.6%	40.0%	14.3%	

Table 5.23

**Seward First Quarter Permit Volume by Type - 1988-2010**

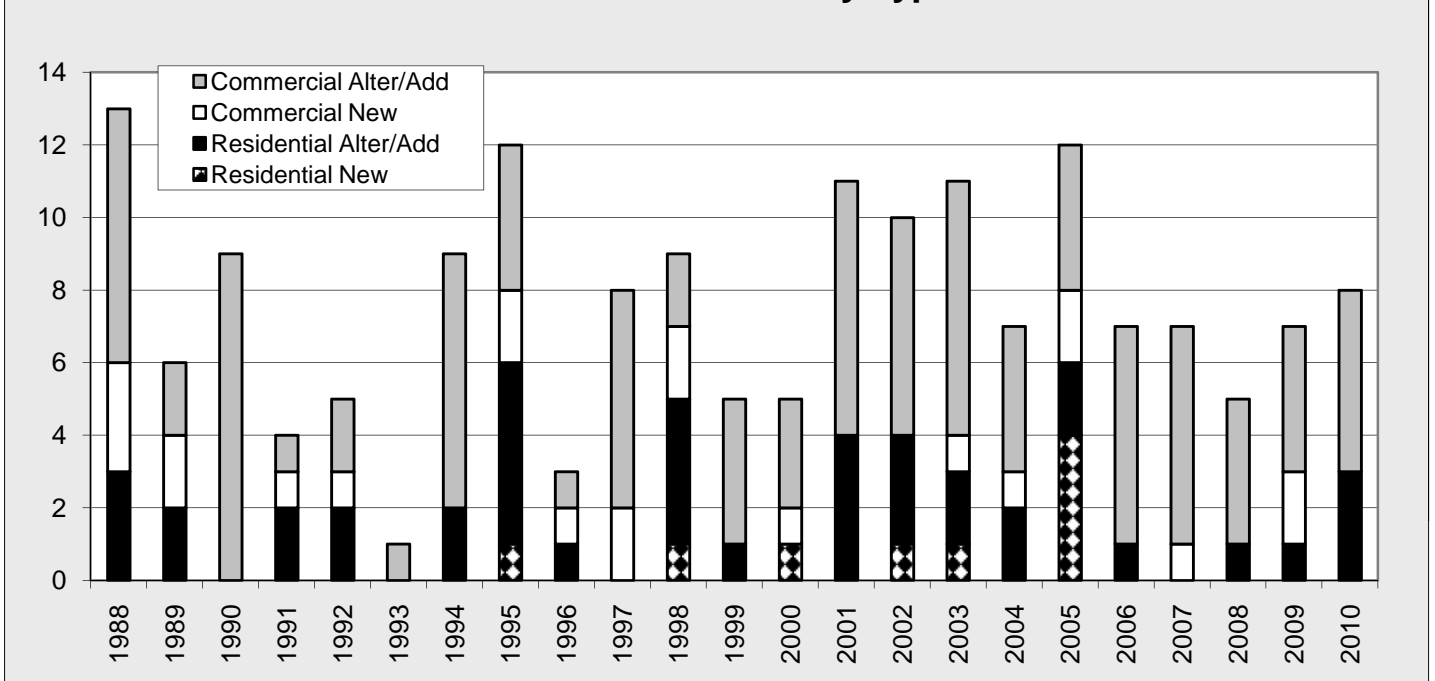


Chart 5.17

**Seward First Quarter Permit Volume Percent by Type - 2010**

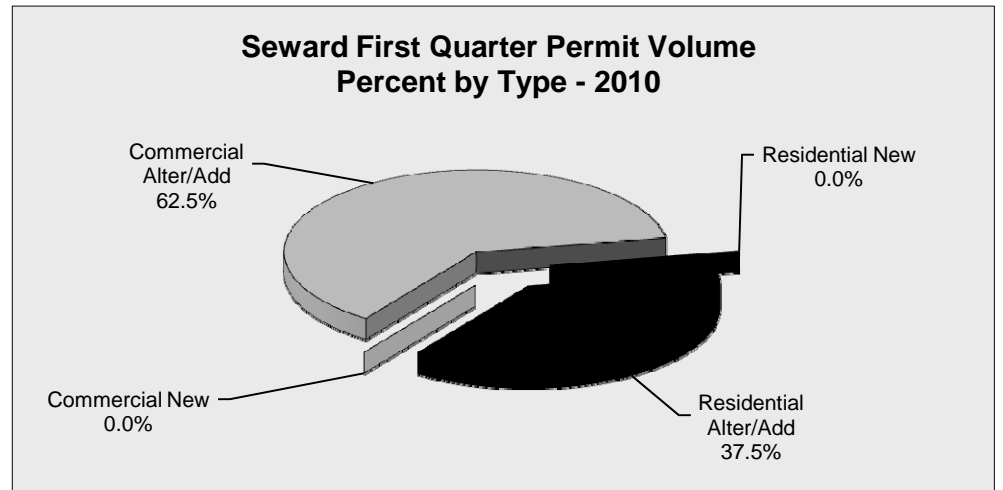


Chart 5.18

# Seward Construction Permits

Seward Annual Permit Values by Type - 2003-2009 - in \$								
	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	1,077,500	2,130,000	1,767,500	1,118,000	252,354	1,700,000	573,000	-66.3%
Residential Alter/Add	294,500	500,400	134,738	86,392	177,400	228,879	393,926	72.1%
Commercial New	4,290,000	13,018,800	425,720	22,396,300	18,216,013	325,000	11,034,841	3295.3%
Commercial Alter/Add	2,320,765	2,061,950	535,185	1,936,557	2,450,158	578,500	7,659,360	1224.0%
<b>TOTAL</b>	<b>7,982,765</b>	<b>17,711,150</b>	<b>2,863,143</b>	<b>25,537,249</b>	<b>21,095,925</b>	<b>2,832,379</b>	<b>19,661,127</b>	<b>594.2%</b>
Annual Change		121.9%	-83.8%	791.9%	-17.4%	-86.6%	594.2%	

Table 5.24

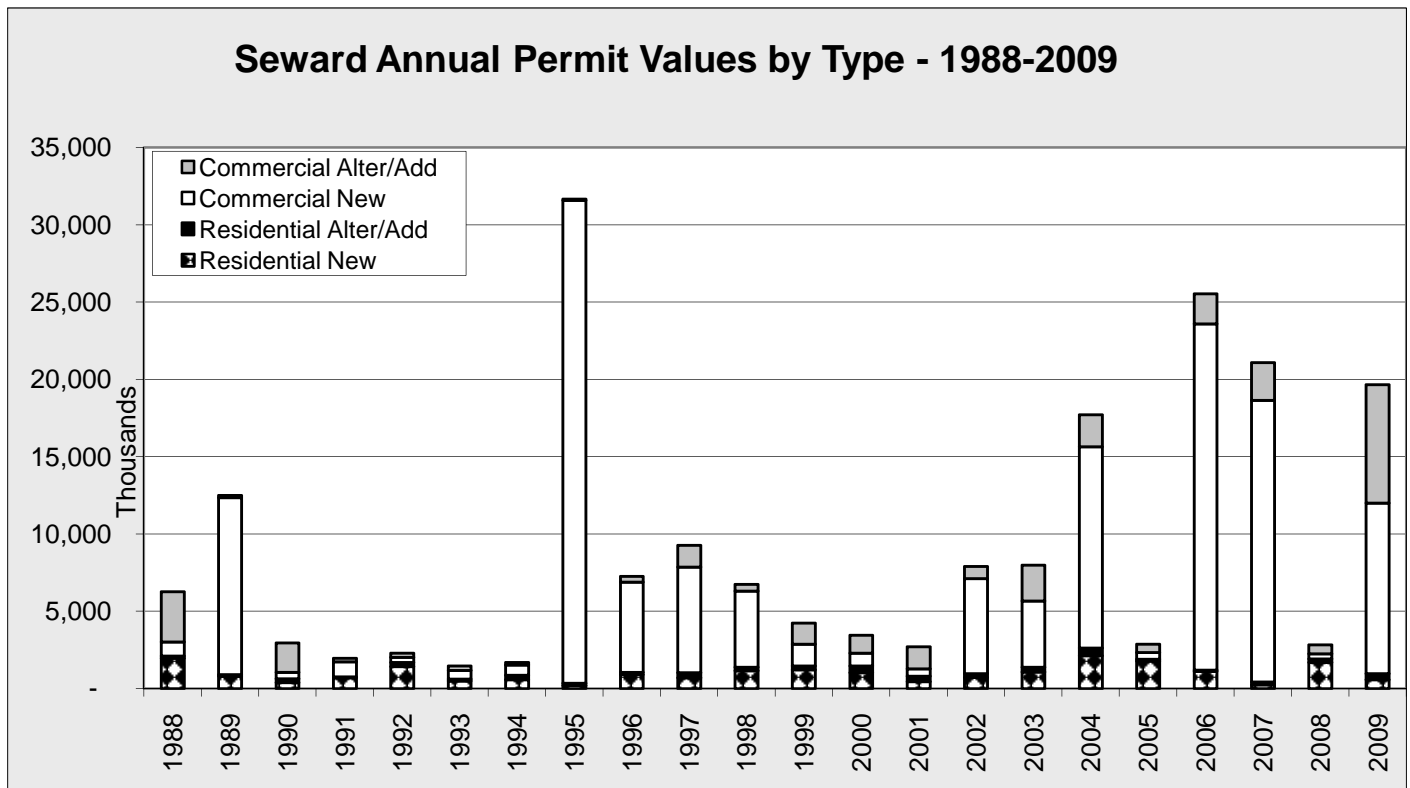


Chart 5.19

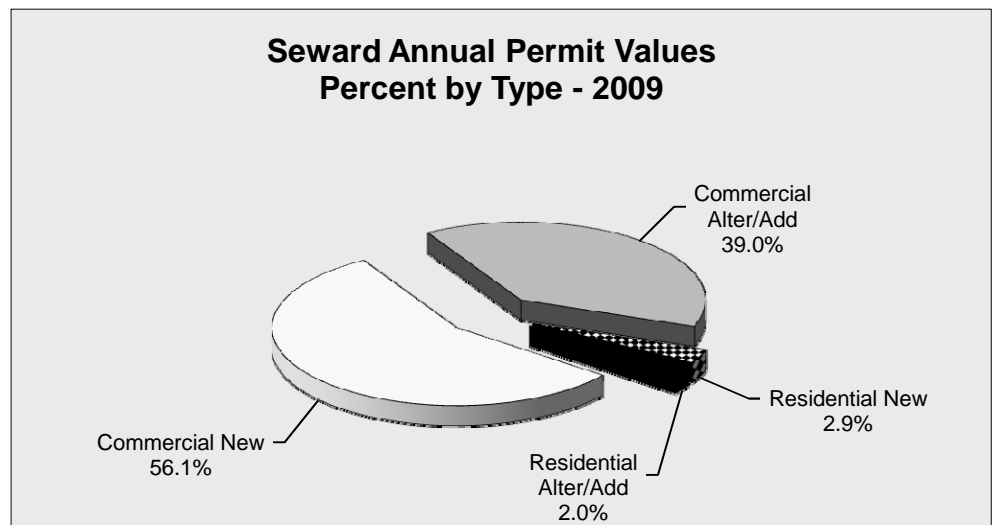


Chart 5.20

Seward Annual Permit Volume by Type - 2003-2009								
	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	8	12	11	8	2	3	3	0.0%
Residential Alter/Add	11	15	19	13	12	13	21	61.5%
Commercial New	7	4	10	17	3	2	14	600.0%
Commercial Alter/Add	24	23	14	17	20	12	17	41.7%
TOTAL	50	54	54	55	37	30	55	83.3%
Annual Change		8.0%	0.0%	1.9%	-32.7%	-18.9%	83.3%	

Table 5.25

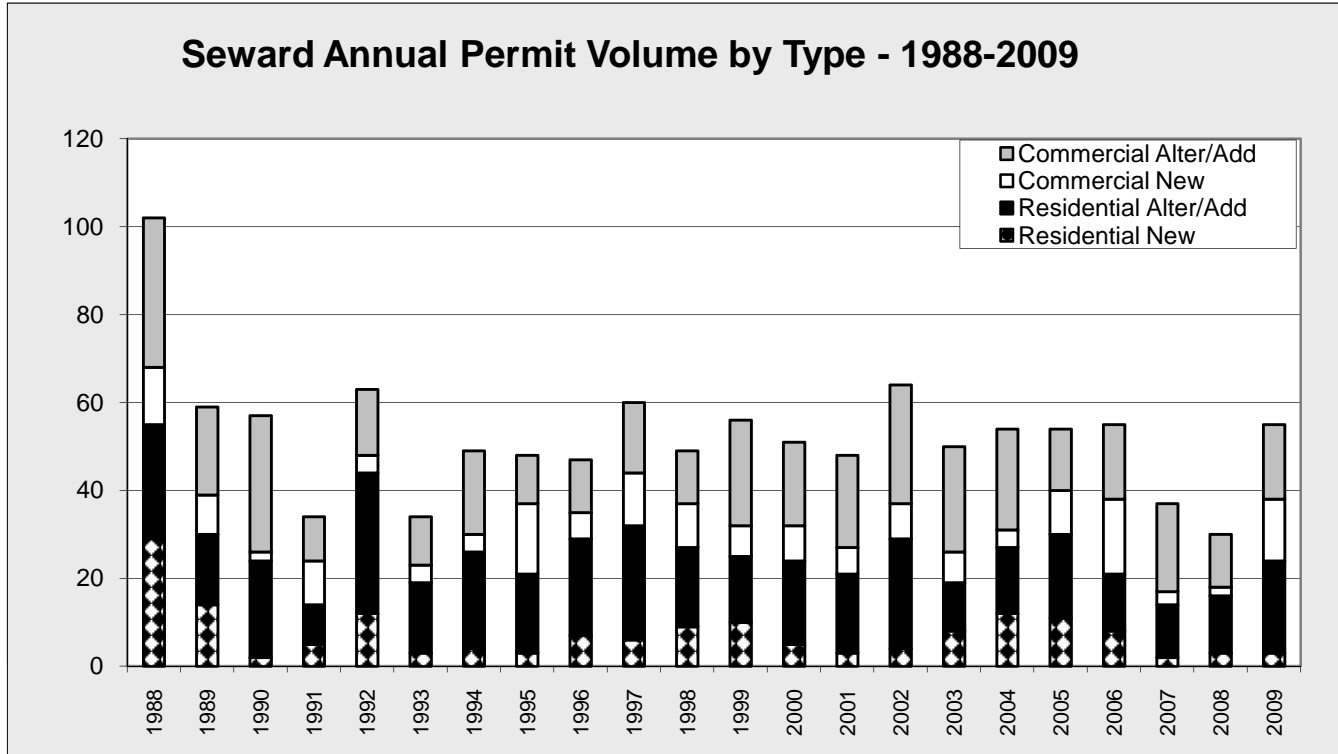


Chart 5.21

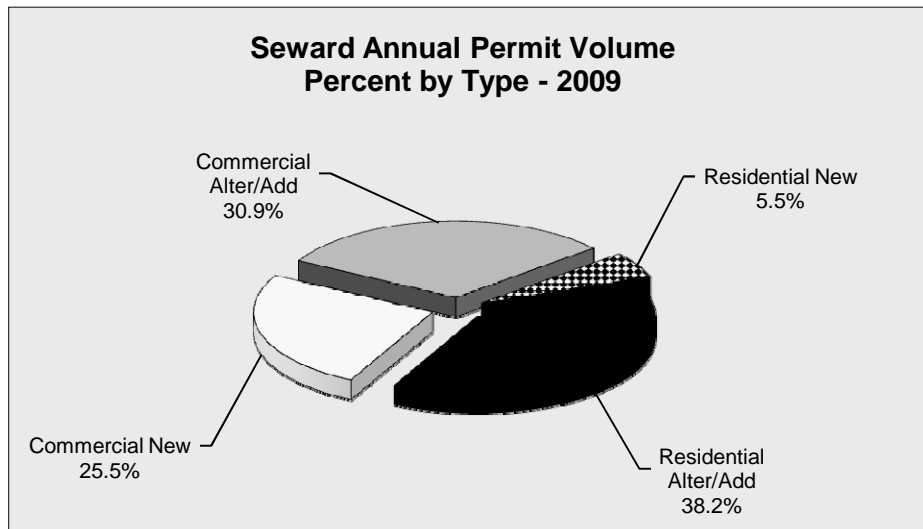


Chart 5.22



# Seward Construction Permits

<b>Seward Annual Permit Values by Quarter by Type - 2003-YTD 2010 in \$</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2003</b>					
Residential - New	118,000	215,000	744,500	0	1,077,500
Residential - Add/Alter	57,500	100,000	87,000	50,000	294,500
Commercial - New	72,000	3,313,000	900,000	5,000	4,290,000
Commercial - Add/Alter	1,657,855	44,010	101,400	517,500	2,320,765
<b>TOTAL</b>	<b>1,905,355</b>	<b>3,672,010</b>	<b>1,832,900</b>	<b>572,500</b>	<b>7,982,765</b>
<b>2004</b>					
Residential - New	0	873,000	1,257,000	0	2,130,000
Residential - Add/Alter	48,000	144,900	299,500	8,000	500,400
Commercial - New	7,500,000	5,000,000	518,800	0	13,018,800
Commercial - Add/Alter	193,600	1,426,000	191,000	251,350	2,061,950
<b>TOTAL</b>	<b>7,741,600</b>	<b>7,443,900</b>	<b>2,266,300</b>	<b>259,350</b>	<b>17,711,150</b>
<b>2005</b>					
Residential - New	923,000	388,000	455,000	1,500	1,767,500
Residential - Add/Alter	3,300	84,220	6,761	40,457	134,738
Commercial - New	6,000	271,320	88,400	60,000	425,720
Commercial - Add/Alter	240,000	15,000	275,285	4,900	535,185
<b>TOTAL</b>	<b>1,172,300</b>	<b>758,540</b>	<b>825,446</b>	<b>106,857</b>	<b>2,863,143</b>
<b>2006</b>					
Residential - New	0	415,000	703,000	0	1,118,000
Residential - Add/Alter	1,000	65,200	7,192	13,000	86,392
Commercial - New	0	800,000	19,700,000	1,896,300	22,396,300
Commercial - Add/Alter	621,217	904,472	375,868	35,000	1,936,557
<b>TOTAL</b>	<b>622,217</b>	<b>2,184,672</b>	<b>20,786,060</b>	<b>1,944,300</b>	<b>25,537,249</b>
<b>2007</b>					
Residential - New	0	82,354	170,000	0	252,354
Residential - Add/Alter	0	13,000	46,400	118,000	177,400
Commercial - New	208,513	0	7,500	18,000,000	18,216,013
Commercial - Add/Alter	594,725	1,792,933	41,000	21,500	2,450,158
<b>TOTAL</b>	<b>803,238</b>	<b>1,888,287</b>	<b>264,900</b>	<b>18,139,500</b>	<b>21,095,925</b>
<b>2008</b>					
Residential - New	0	1,700,000	0	0	1,700,000
Residential - Add/Alter	45,415	128,964	9,500	45,000	228,879
Commercial - New	0	0	200,000	125,000	325,000
Commercial - Add/Alter	364,000	15,500	7,000	192,000	578,500
<b>TOTAL</b>	<b>409,415</b>	<b>1,844,464</b>	<b>216,500</b>	<b>362,000</b>	<b>2,832,379</b>
<b>2009</b>					
Residential - New	0	200,000	325,000	48,000	573,000
Residential - Add/Alter	9,500	70,650	34,500	279,276	393,926
Commercial - New	353,000	9,583,649	420,000	678,192	11,034,841
Commercial - Add/Alter	6,264,620	1,104,500	45,000	245,240	7,659,360
<b>TOTAL</b>	<b>6,627,120</b>	<b>10,958,799</b>	<b>824,500</b>	<b>1,250,708</b>	<b>19,661,127</b>
<b>2010 YTD</b>					
Residential - New	0				0
Residential - Add/Alter	105,000				105,000
Commercial - New	0				0
Commercial - Add/Alter	333,500				333,500
<b>TOTAL</b>	<b>438,500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>438,500</b>

Table 5.26

# Seward Construction Permits

<b>Seward Annual Permit Volume by Quarter by Type - 2003-YTD 2010</b>					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
<b>2003</b>					
Residential - New	1	2	5	0	8
Residential - Add/Alter	2	3	5	1	11
Commercial - New	1	4	1	1	7
Commercial - Add/Alter	7	4	4	9	24
<b>TOTAL</b>	<b>11</b>	<b>13</b>	<b>15</b>	<b>11</b>	<b>50</b>
<b>2004</b>					
Residential - New	0	4	8	0	12
Residential - Add/Alter	2	7	5	1	15
Commercial - New	1	1	2	0	4
Commercial - Add/Alter	4	9	4	6	23
<b>TOTAL</b>	<b>7</b>	<b>21</b>	<b>19</b>	<b>7</b>	<b>54</b>
<b>2005</b>					
Residential - New	4	3	3	1	11
Residential - Add/Alter	2	9	5	3	19
Commercial - New	2	5	2	1	10
Commercial - Add/Alter	4	2	6	2	14
<b>TOTAL</b>	<b>12</b>	<b>19</b>	<b>16</b>	<b>7</b>	<b>54</b>
<b>2006</b>					
Residential - New	0	3	5	0	8
Residential - Add/Alter	1	7	4	1	13
Commercial - New	0	11	2	4	17
Commercial - Add/Alter	6	2	8	1	17
<b>TOTAL</b>	<b>7</b>	<b>23</b>	<b>19</b>	<b>6</b>	<b>55</b>
<b>2007</b>					
Residential - New	0	1	1	0	2
Residential - Add/Alter	0	2	6	4	12
Commercial - New	6	0	1	1	8
Commercial - Add/Alter	1	8	2	4	15
<b>TOTAL</b>	<b>7</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>37</b>
<b>2008</b>					
Residential - New	0	3	0	0	3
Residential - Add/Alter	1	7	2	3	13
Commercial - New	0	0	1	1	2
Commercial - Add/Alter	4	2	1	5	12
<b>TOTAL</b>	<b>5</b>	<b>12</b>	<b>4</b>	<b>9</b>	<b>30</b>
<b>2009</b>					
Residential - New	0	1	1	1	3
Residential - Add/Alter	1	9	7	4	21
Commercial - New	2	5	1	6	14
Commercial - Add/Alter	4	7	1	5	17
<b>TOTAL</b>	<b>7</b>	<b>22</b>	<b>10</b>	<b>16</b>	<b>55</b>
<b>2010 YTD</b>					
Residential - New	0				0
Residential - Add/Alter	3				3
Commercial - New	0				0
Commercial - Add/Alter	5				5
<b>TOTAL</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>

Table 5.27

**SOLDOTNA**

# Soldotna Sales

Soldotna First Quarter GROSS Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	63,986	9,508	216,327	74,198	13,892	9,752	-29.8%	-4,140
SALES	40,701,206	42,085,039	45,570,593	54,149,194	51,271,644	52,823,403	3.0%	1,551,759
CONST	4,375,551	6,085,166	7,265,067	7,195,733	4,053,399	2,534,406	-37.5%	-1,518,993
PROP	3,412,007	3,784,079	4,023,245	4,231,300	3,799,231	4,289,548	12.9%	490,317
TOUR	4,510,107	4,900,353	4,966,593	4,294,158	642,034	877,725	36.7%	235,691
SERV	4,195,661	4,688,185	5,783,762	6,631,203	6,232,593	6,264,182	0.5%	31,589
PROF	2,228,478	3,267,962	2,764,913	2,979,843	3,191,472	3,207,808	0.5%	16,336
UTIL	2,549,610	3,012,535	3,646,985	3,153,237	5,010,766	3,236,896	-35.4%	-1,773,870
MANU	1,084,741	1,452,464	1,813,100	1,537,409	1,335,363	1,618,533	21.2%	283,170
TRAN	736,885	776,222	654,875	1,062,540	1,355,164	1,501,324	10.8%	146,160
WHLS	1,878,246	2,145,245	2,283,909	2,649,179	2,956,976	2,972,861	0.5%	15,885
GOV	219,667	250,285	269,132	272,699	281,850	288,530	2.4%	6,680
<b>TOTAL</b>	<b>65,956,145</b>	<b>72,457,043</b>	<b>79,258,501</b>	<b>88,230,693</b>	<b>80,144,384</b>	<b>79,624,968</b>	<b>-0.6%</b>	<b>-519,416</b>

Table 6.1 For complete listing of Lines of Business, see page 11

Soldotna First Quarter GROSS Sales History	
2005	65,956,145
2006	72,457,043
2007	79,258,501
2008	88,230,693
2009	80,144,384
2010	79,624,968

Table 6.2

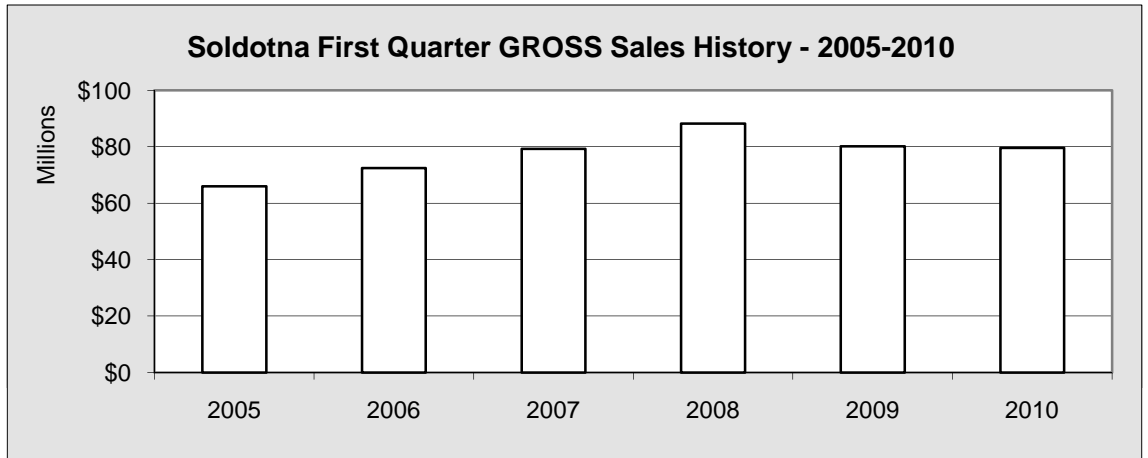


Chart 6.1

Soldotna Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	63,986	9,752
SALES	40,701,206	52,823,403
CONST	4,375,551	2,534,406
PROP	3,412,007	4,289,548
TOUR	4,510,107	877,725
SERV	4,195,661	6,264,182
PROF	2,228,478	3,207,808
UTIL	2,549,610	3,236,896
MANU	1,084,741	1,618,533
TRAN	736,885	1,501,324
WHLS	1,878,246	2,972,861
GOV	219,667	288,530
<b>TOTAL</b>	<b>65,956,145</b>	<b>79,624,968</b>

Table 6.3

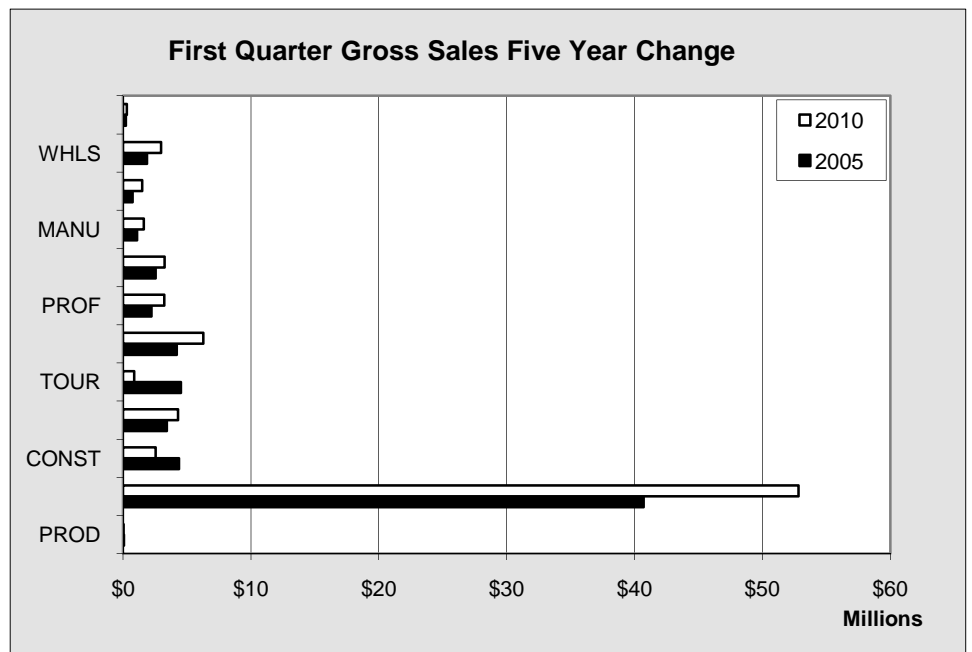


Chart 6.2

# Soldotna Sales

Soldotna First Quarter TAXABLE Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	1,445	1,990	1,978	3,169	1,838	4,371	137.8%	2,533
SALES	26,529,757	28,204,508	31,536,346	33,581,143	35,518,704	36,838,923	3.7%	1,320,219
CONST	250,780	209,813	198,072	170,330	210,809	177,006	-16.0%	-33,803
PROP	1,454,800	1,538,644	1,545,636	1,714,885	1,657,577	1,908,319	15.1%	250,742
TOUR	4,203,922	4,594,129	4,625,711	3,988,431	466,350	587,506	26.0%	121,156
SERV	3,256,805	3,695,685	3,905,341	4,119,243	4,598,929	4,930,666	7.2%	331,737
PROF	902,696	1,006,222	1,011,042	1,110,436	1,240,457	1,135,602	-8.5%	-104,855
UTIL	1,341,878	1,621,254	1,906,959	1,282,310	2,463,435	1,758,917	-28.6%	-704,518
MANU	56,295	527,827	423,142	123,278	93,780	93,983	0.2%	203
TRAN	48,473	29,846	21,317	18,548	22,703	20,001	-11.9%	-2,702
WHLS	474,798	472,520	478,776	532,503	442,144	543,942	23.0%	101,798
GOV	193,023	215,019	226,083	227,148	243,126	243,753	0.3%	627
TOTAL	38,714,672	42,117,457	45,880,403	46,871,424	46,959,852	48,242,989	2.7%	1,283,137

Table 6.4

For complete listing of Lines of Business, see page 11

Soldotna First Quarter TAXABLE Sales History	
2005	38,714,672
2006	42,117,457
2007	45,880,403
2008	46,871,424
2009	46,959,852
2010	48,242,989

Table 6.5

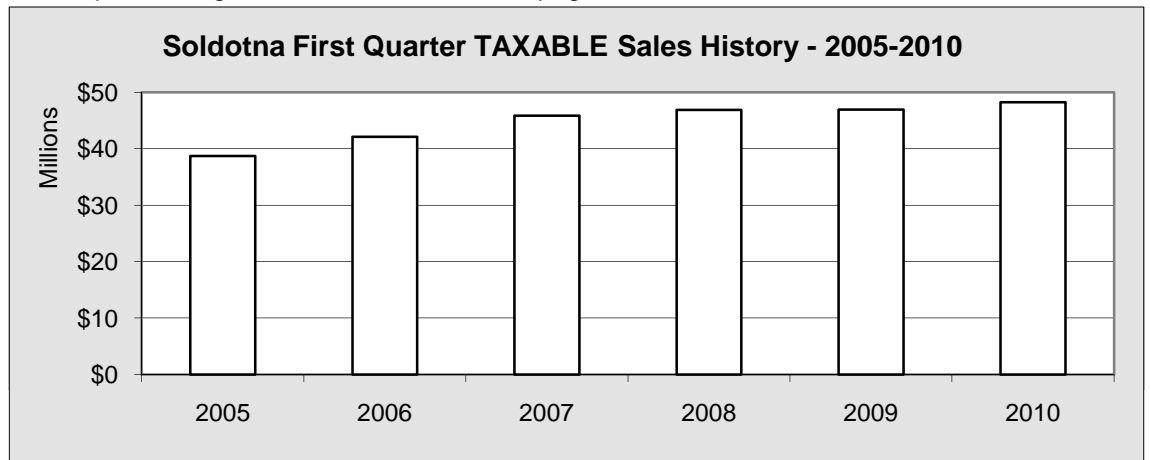


Chart 6.3

Soldotna Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	1,445	4,371
SALES	26,529,757	36,838,923
CONST	250,780	177,006
PROP	1,454,800	1,908,319
TOUR	4,203,922	587,506
SERV	3,256,805	4,930,666
PROF	902,696	1,135,602
UTIL	1,341,878	1,758,917
MANU	56,295	93,983
TRAN	48,473	20,001
WHLS	474,798	543,942
GOV	193,023	243,753
TOTAL	38,714,672	48,242,989

Table 6.6

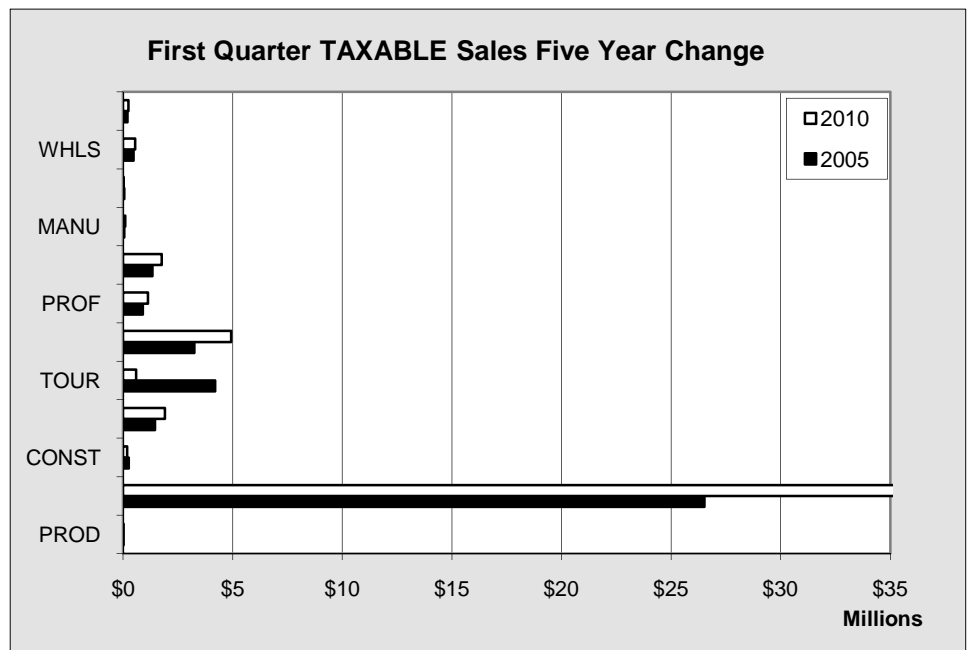


Chart 6.4

# Soldotna Sales

Soldotna Annual GROSS Sales by Line of Business - 2004-2009- in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	501,400	438,718	213,456	920,490	276,855	115,890	-58.1%	-160,965
SALES	212,835,934	219,656,619	230,020,343	247,381,780	305,621,161	274,963,864	-10.0%	-30,657,297
CONST	25,977,708	60,647,837	73,482,023	43,636,826	33,873,057	21,392,288	-36.8%	-12,480,769
PROP	15,977,058	15,638,823	18,401,722	18,875,156	19,612,870	17,727,805	-9.6%	-1,885,065
TOUR	24,557,709	26,157,699	29,550,690	26,893,691	8,637,044	6,728,992	-22.1%	-1,908,052
SERV	19,883,143	19,472,878	23,474,072	32,332,923	29,408,020	27,590,924	-6.2%	-1,817,096
PROF	13,652,017	14,717,603	16,102,094	15,707,527	19,551,347	16,874,231	-13.7%	-2,677,116
UTIL	7,753,204	8,447,844	10,027,542	11,047,821	12,437,580	14,560,910	17.1%	2,123,330
MANU	7,146,598	10,076,540	10,866,104	11,886,354	10,015,150	10,887,355	8.7%	872,205
TRAN	3,017,321	4,736,701	4,140,863	5,695,881	10,750,934	8,202,587	-23.7%	-2,548,347
WHLS	28,991,155	15,036,051	15,456,999	13,769,409	14,033,336	16,565,366	18.0%	2,532,030
GOV	965,632	1,006,150	1,119,273	1,147,529	1,188,534	1,319,832	11.0%	131,298
TOTAL	361,258,879	396,033,463	432,855,181	429,295,387	465,405,888	416,930,044	-10.4%	-48,475,844

Table 6.7

For complete listing of Lines of Business, see page 11

Soldotna Annual GROSS Sales History	
2004	361,258,879
2005	396,033,463
2006	432,855,181
2007	429,295,387
2008	465,405,888
2009	416,930,044

Table 6.8

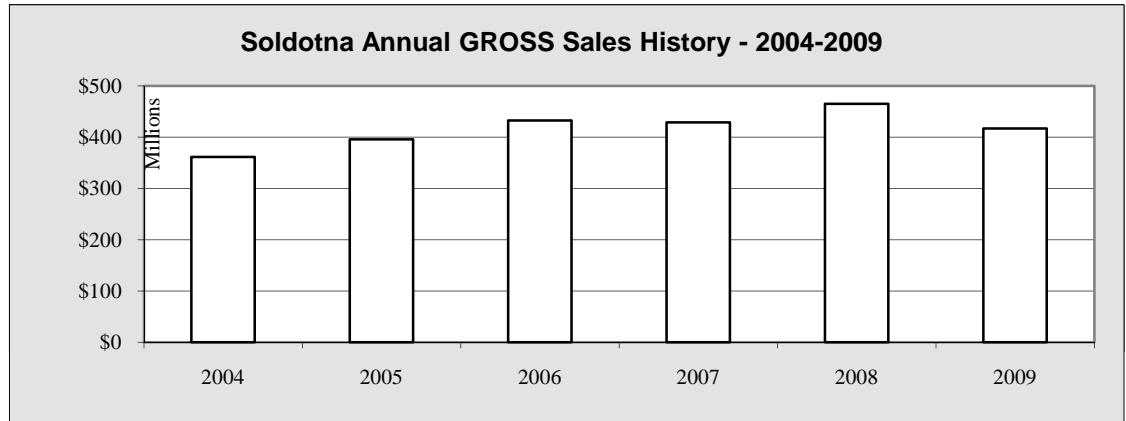


Chart 6.5

Five Year Change Annual GROSS Sales		
LOB	2004	2009
PROD	501,400	115,890
SALES	212,835,934	274,963,864
CONST	25,977,708	21,392,288
PROP	15,977,058	17,727,805
TOUR	24,557,709	6,728,992
SERV	19,883,143	27,590,924
PROF	13,652,017	16,874,231
UTIL	7,753,204	14,560,910
MANU	7,146,598	10,887,355
TRAN	3,017,321	8,202,587
WHLS	28,991,155	16,565,366
GOV	965,632	1,319,832
TOTAL	361,258,879	416,930,044

Table 6.9

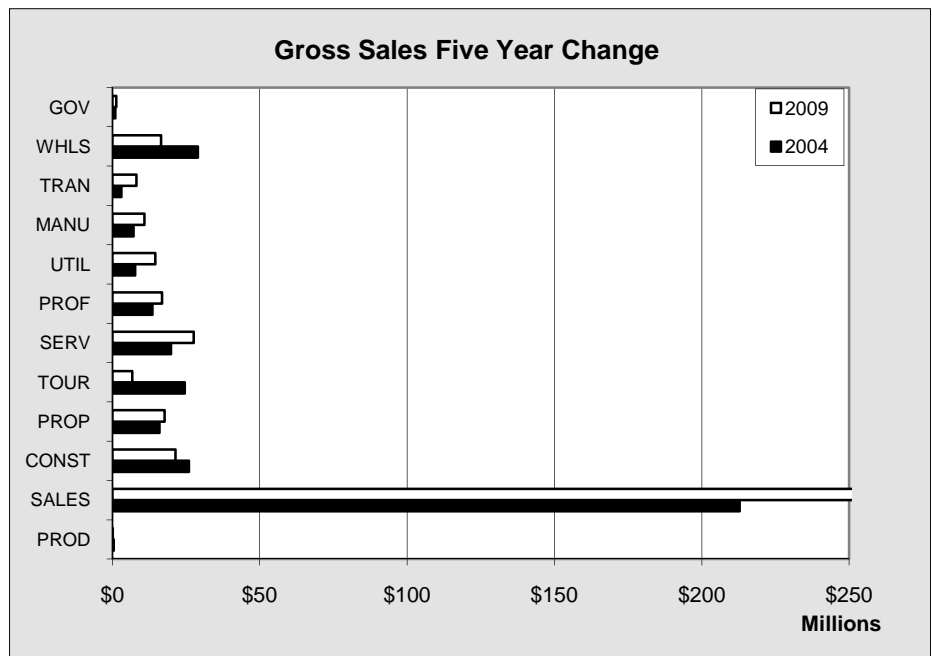


Chart 6.6

# Soldotna Sales

Soldotna Annual TAXABLE Sales by Line of Business - 2004-2009- in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	24403	29,575	34,327	43,133	50,577	38,148	-24.6%	-12,429
SALES	143,250,121	152,149,810	162,055,202	175,657,256	209,999,367	195,903,080	-6.7%	-14,096,287
CONST	1,054,535	1,002,298	938,809	985,188	944,534	1,046,759	10.8%	102,225
PROP	6,558,835	6,578,222	6,825,029	8,171,789	8,204,532	7,789,233	-5.1%	-415,299
TOUR	21,979,858	23,398,168	25,066,602	24,042,079	6,602,437	5,312,321	-19.5%	-1,290,116
SERV	15,017,384	14,635,114	16,794,536	17,923,945	19,118,781	20,459,279	7.0%	1,340,498
PROF	3,675,592	3,591,626	4,013,780	4,398,267	5,003,549	4,559,751	-8.9%	-443,798
UTIL	3,898,545	4,410,657	5,169,826	5,662,440	5,932,835	7,056,163	18.9%	1,123,328
MANU	1,511,891	2,165,467	3,405,902	3,114,350	1,801,023	1,678,042	-6.8%	-122,981
TRAN	66,563	114,607	104,245	196,204	78,963	127,702	61.7%	48,739
WHLS	2,209,742	2,263,975	2,178,318	2,332,434	2,391,044	2,249,613	-5.9%	-141,431
GOV	812,079	870,925	958,451	968,136	967,141	1,062,493	9.9%	95,352
<b>TOTAL</b>	<b>200,059,548</b>	<b>211,210,444</b>	<b>227,545,027</b>	<b>243,495,221</b>	<b>261,094,783</b>	<b>247,282,584</b>	<b>-5.3%</b>	<b>-13,812,199</b>

Table 6.10

For complete listing of Lines of Business, see page 11

Soldotna Annual TAXABLE Sales History	
2004	200,059,548
2005	211,210,444
2006	227,545,027
2007	243,495,221
2008	261,094,783
2009	247,282,584

Table 6.11

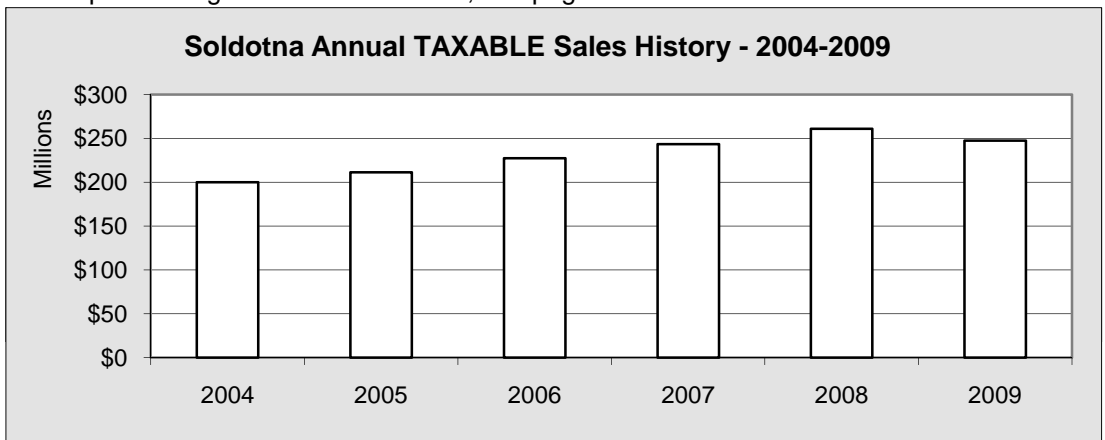
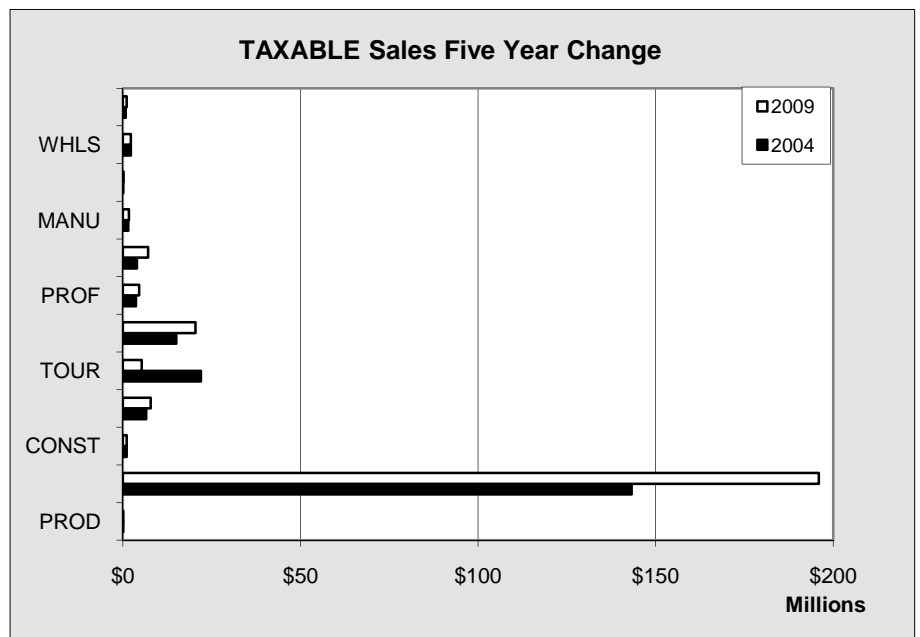


Chart 6.7

Five Year Change Annual TAXABLE Sales		
LOB	2004	2009
PROD	24,403	38,148
SALES	143,250,121	195,903,080
CONST	1,054,535	1,046,759
PROP	6,558,835	7,789,233
TOUR	21,979,858	5,312,321
SERV	15,017,384	20,459,279
PROF	3,675,592	4,559,751
UTIL	3,898,545	7,056,163
MANU	1,511,891	1,678,042
TRAN	66,563	127,702
WHLS	2,209,742	2,249,613
GOV	812,079	1,062,493
<b>TOTAL</b>	<b>200,059,548</b>	<b>247,282,584</b>

Table 6.12

Chart 6.8



# Soldotna Sales

<b>Soldotna GROSS Sales by Line of Business by Quarter- 2009- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	13,892	30,277	21,616	50,105	115,890
Sales	51,271,644	71,234,523	88,854,278	63,603,419	274,963,864
Construction	4,053,399	6,292,872	5,418,098	5,627,919	21,392,288
Property	3,799,231	4,667,127	4,703,053	4,558,394	17,727,805
Tourism	642,034	1,723,328	3,516,599	847,031	6,728,992
Services	6,232,593	7,132,615	7,060,221	7,165,495	27,590,924
Professional	3,191,472	2,665,045	3,321,084	7,696,630	16,874,231
Utility	5,010,766	3,225,551	2,786,693	3,537,900	14,560,910
Manufacturing	1,335,363	2,990,505	3,860,747	2,700,740	10,887,355
Transporation & Warehousing	1,355,164	2,082,969	3,031,690	1,732,764	8,202,587
Wholesale	2,956,976	4,374,487	4,976,331	4,257,572	16,565,366
Government	281,850	351,024	396,674	290,284	1,319,832
<b>TOTAL</b>	<b>80,144,384</b>	<b>106,770,323</b>	<b>127,947,084</b>	<b>102,068,253</b>	<b>416,930,044</b>

Table 6.13

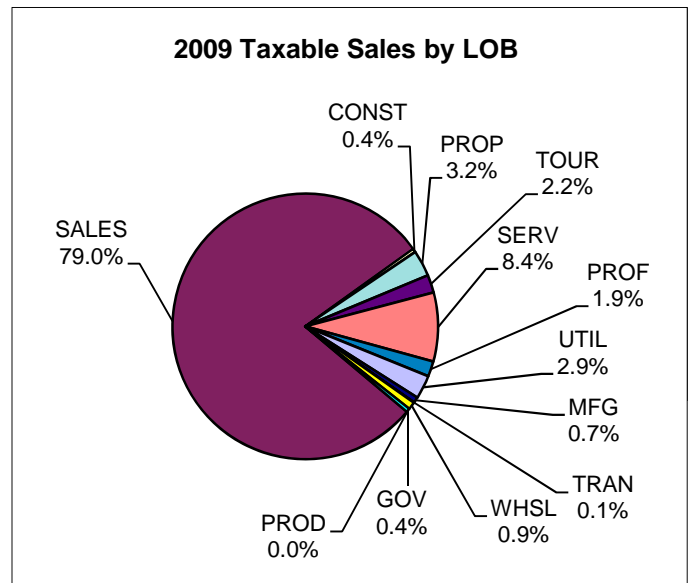
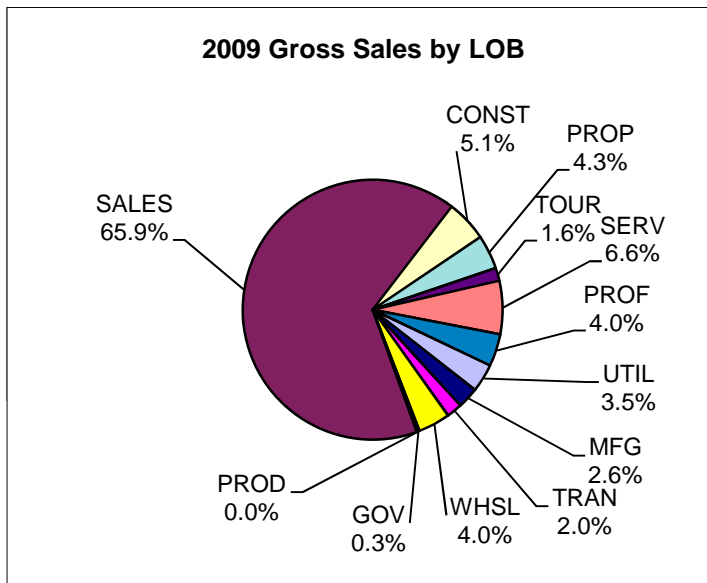


Chart 6.9

Chart 6.10

<b>Soldotna TAXABLE Sales by Line of Business by Quarter - 2006 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,838	7,794	13,080	15,436	38,148
Sales	35,518,704	47,785,845	66,320,974	43,277,557	192,903,080
Construction	210,809	309,731	282,051	244,168	1,046,759
Property	1,657,577	2,009,671	2,075,926	2,046,059	7,789,233
Tourism	466,350	1,395,914	2,878,175	571,882	5,312,321
Services	4,598,929	5,130,924	5,404,481	5,324,945	20,459,279
Professional	1,240,457	1,285,035	1,079,975	954,284	4,559,751
Utility	2,463,435	1,538,897	1,245,004	1,808,827	7,056,163
Manufacturing	93,780	324,198	1,031,254	228,810	1,678,042
Transporation & Warehousing	22,703	53,072	26,242	25,685	127,702
Wholesale	442,144	410,369	558,921	838,179	2,249,613
Government	243,126	265,403	310,536	243,428	1,062,493
<b>TOTAL</b>	<b>46,959,852</b>	<b>60,516,853</b>	<b>81,226,619</b>	<b>55,579,260</b>	<b>244,282,584</b>

Table 6.14



# Soldotna Sales

<b>Soldotna GROSS Sales by Line of Business by Quarter - 2008 in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	74,398	67,144	86,128	49,185	276,855
Sales	57,620,096	74,429,481	98,802,473	74,769,111	305,621,161
Construction	7,346,187	5,474,282	11,655,991	9,396,597	33,873,057
Property	4,301,652	5,629,677	5,140,874	4,540,667	19,612,870
Tourism	1,026,758	2,208,313	4,366,469	1,035,504	8,637,044
Services	6,611,406	8,694,118	7,553,458	6,549,038	29,408,020
Professional	3,270,102	3,617,747	3,859,050	8,804,448	19,551,347
Utility	3,763,996	2,681,735	2,323,815	3,668,034	12,437,580
Manufacturing	1,537,364	2,353,456	3,700,065	2,424,265	10,015,150
Transportation & Warehousing	1,062,540	3,573,842	4,389,892	1,724,660	10,750,934
Wholesale	2,649,179	3,420,857	4,204,743	3,758,557	14,033,336
Government	274,352	305,388	337,345	271,449	1,188,534
<b>TOTAL</b>	<b>89,538,030</b>	<b>112,456,040</b>	<b>146,420,303</b>	<b>116,991,515</b>	<b>465,405,888</b>

Table 6.15

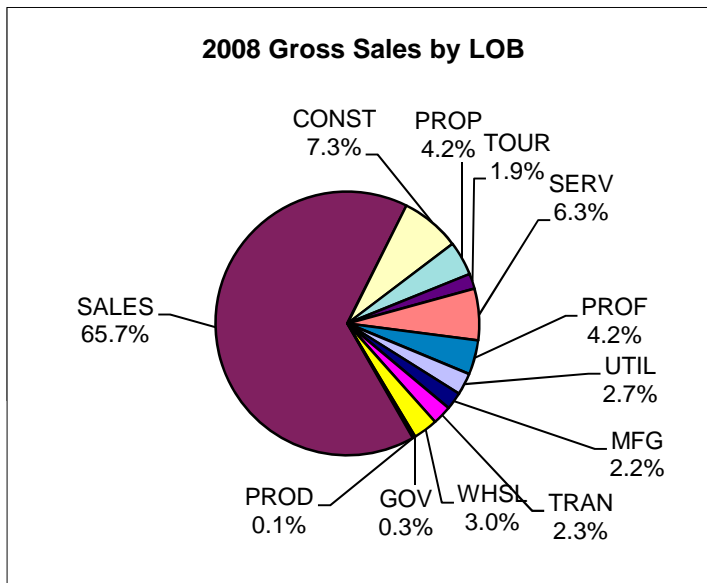


Chart 6.11

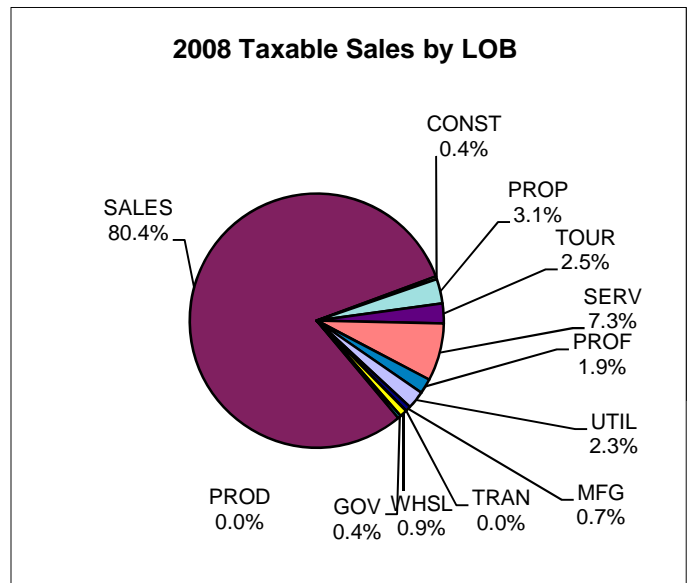


Chart 6.12

<b>Soldotna TAXABLE Sales by Line of Business by Quarter - 2008 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	3,369	17,310	20,390	9,508	50,577
Sales	36,872,041	49,975,174	75,154,546	47,997,606	209,999,367
Construction	184,451	242,024	268,726	249,333	944,534
Property	1,727,003	2,420,172	2,165,942	1,891,415	8,204,532
Tourism	792,767	1,715,773	3,353,308	740,589	6,602,437
Services	4,136,631	4,904,238	5,338,529	4,739,383	19,118,781
Professional	1,256,706	1,406,757	1,274,356	1,065,730	5,003,549
Utility	1,784,468	1,343,839	1,066,864	1,737,664	5,932,835
Manufacturing	123,233	336,282	1,182,129	159,379	1,801,023
Transportation & Warehousing	18,548	22,474	16,018	21,923	78,963
Wholesale	532,503	539,333	567,388	751,820	2,391,044
Government	228,831	255,936	258,870	223,504	967,141
<b>TOTAL</b>	<b>47,660,551</b>	<b>63,179,312</b>	<b>90,667,066</b>	<b>59,587,854</b>	<b>261,094,783</b>

Table 6.16

# Soldotna Sales

<b>Soldotna GROSS Sales by Line of Business by Quarter- 2007- in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	214,787	494,187	156,935	54,581	920,490
Sales	45,880,130	60,021,298	80,221,447	61,258,905	247,381,780
Construction	7,265,067	8,759,070	8,626,546	18,986,143	43,636,826
Property	4,023,704	4,458,148	5,160,907	5,232,397	18,875,156
Tourism	4,657,506	6,881,869	10,438,337	4,915,979	26,893,691
Services	5,783,803	8,786,410	9,298,488	8,464,222	32,332,923
Professional	2,766,453	3,331,477	2,788,887	6,820,710	15,707,527
Utility	3,646,985	2,351,351	2,280,478	2,769,007	11,047,821
Manufacturing	1,813,100	2,995,574	4,466,226	2,611,454	11,886,354
Transporation & Warehousing	654,875	1,050,794	2,504,599	1,485,613	5,695,881
Wholesale	2,283,909	3,495,025	3,985,512	4,004,963	13,769,409
Government	269,132	340,977	271,583	265,837	1,147,529
<b>TOTAL</b>	<b>79,259,451</b>	<b>102,966,180</b>	<b>130,199,945</b>	<b>116,869,811</b>	<b>429,295,387</b>

Table 6.17

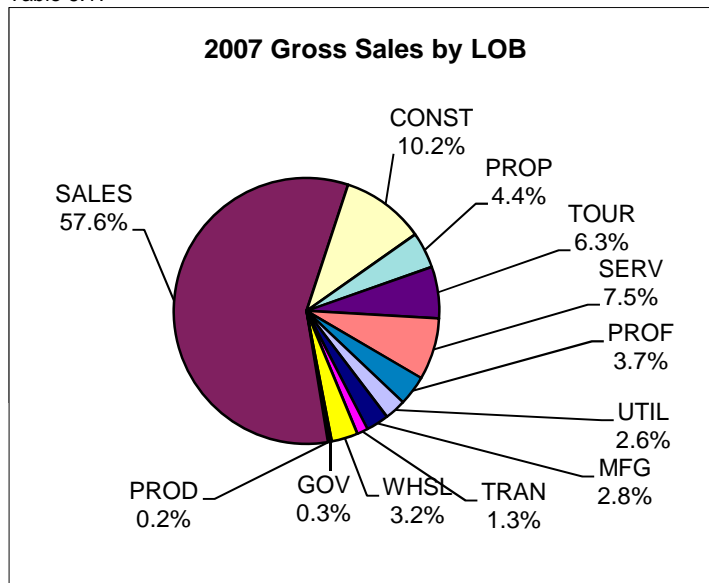


Chart 6.13

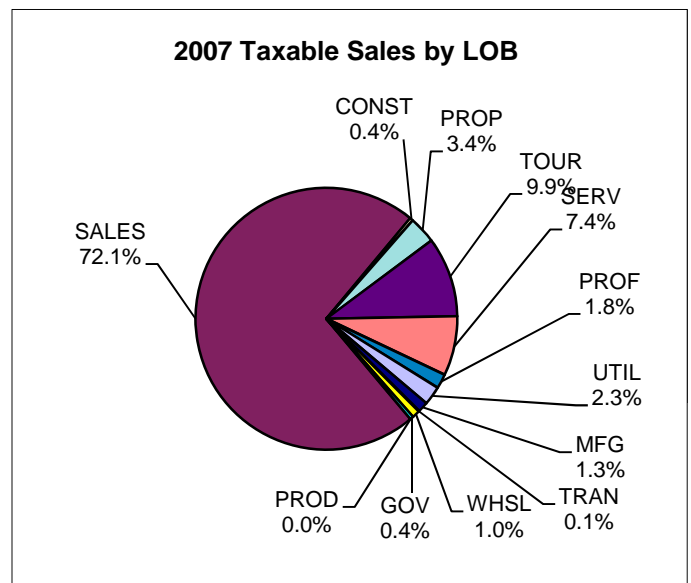


Chart 6.14

<b>Soldotna TAXABLE Sales by Line of Business by Quarter - 2007 - in \$</b>					
LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,838	17,491	18,088	5,716	43,133
Sales	31,845,883	42,044,799	59,266,959	42,499,615	175,657,256
Construction	198,072	241,760	264,300	281,056	985,188
Property	1,563,929	2,116,638	2,134,804	2,356,418	8,171,789
Tourism	4,316,624	6,247,463	9,078,308	4,399,684	24,042,079
Services	3,846,764	4,716,519	4,723,490	4,637,172	17,923,945
Professional	1,051,966	1,213,456	1,084,516	1,048,329	4,398,267
Utility	1,906,959	1,264,657	1,080,514	1,410,310	5,662,440
Manufacturing	423,409	757,253	1,679,741	253,947	3,114,350
Transporation & Warehousing	21,317	32,356	17,353	125,178	196,204
Wholesale	478,776	459,955	517,761	875,942	2,332,434
Government	226,083	294,789	227,333	219,931	968,136
<b>TOTAL</b>	<b>45,881,620</b>	<b>59,407,136</b>	<b>80,093,167</b>	<b>58,113,298</b>	<b>243,495,221</b>

Table 6.18

# Soldotna Sales

<b>Soldotna Annual Gross Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	40,627,047	53,363,505	64,724,383	54,057,905	212,772,840	
1996	44,155,649	54,086,799	66,745,597	53,262,403	218,250,448	2.6%
1997	43,136,587	56,048,000	71,982,003	61,417,298	232,583,888	6.6%
1998	46,245,330	61,860,448	76,091,735	66,596,151	250,793,664	7.8%
1999	51,429,980	67,872,794	87,697,762	70,577,461	277,577,997	10.7%
2000	55,201,896	72,515,215	89,530,301	72,007,899	289,255,311	4.2%
2001	60,802,277	75,042,511	95,670,432	77,603,011	309,118,231	6.9%
2002	62,331,750	79,762,672	103,625,416	80,180,782	325,900,620	5.4%
2003	64,254,952	85,227,616	106,268,314	82,155,118	337,906,000	3.7%
2004	69,929,668	89,310,129	107,196,637	94,822,445	361,258,879	6.9%
2005	65,958,153	87,630,570	113,939,869	128,504,871	396,033,463	9.6%
2006	72,457,151	99,012,814	121,167,794	140,217,422	432,855,181	9.3%
2007	79,259,451	102,966,180	130,199,945	116,869,811	429,295,387	-0.8%
2008	89,538,030	112,456,040	146,420,303	116,991,515	465,405,888	8.4%
2009	80,144,384	106,770,323	127,647,084	102,068,253	416,630,044	-10.5%
2010	79,624,968					
Change	-0.6%					

Table 6.19

<b>Soldotna Annual Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	23,569,520	32,168,958	41,181,901	32,127,968	129,048,347	
1996	26,114,766	32,996,657	41,676,112	32,537,647	133,325,182	3.3%
1997	26,296,124	33,910,547	44,323,596	35,806,409	140,336,676	8.7%
1998	27,184,841	37,240,899	46,529,812	36,834,109	147,789,661	5.3%
1999	28,439,928	38,203,092	50,494,117	38,804,887	155,942,024	5.5%
2000	29,664,420	38,766,616	50,523,183	40,481,909	159,436,128	2.2%
2001	32,492,377	42,914,074	54,143,248	42,868,739	172,418,438	8.1%
2002	33,736,608	43,504,958	57,489,123	42,248,703	176,979,392	2.6%
2003	34,464,122	47,026,039	62,579,271	46,558,340	190,627,772	7.7%
2004	37,385,342	49,011,743	66,181,487	47,480,976	200,059,548	4.9%
2005	38,716,680	52,146,002	69,952,376	50,395,386	211,210,444	5.6%
2006	42,117,565	55,438,172	75,557,720	54,431,570	227,545,027	7.7%
2007	45,881,620	59,407,136	80,093,167	58,113,298	243,495,221	7.0%
2008	47,660,551	63,179,312	90,667,066	59,587,854	261,094,783	7.2%
2009	46,959,852	60,516,853	81,226,619	58,579,260	247,282,584	-5.3%
2010	48,242,989					
Change	2.7%					

Table 6.20

<b>Soldotna Annual Non-Taxable Sales by Quarter - in \$</b>						
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	17,057,527	21,194,547	23,542,482	21,929,937	83,724,493	
1996	18,040,883	21,090,142	25,069,485	20,724,756	84,925,266	1.4%
1997	16,840,463	22,137,453	27,658,407	25,610,889	92,247,212	8.6%
1998	19,060,489	24,619,549	29,561,923	29,762,042	103,004,003	11.7%
1999	22,990,052	29,669,702	37,203,645	31,772,574	121,635,973	18.1%
2000	25,537,476	33,748,599	39,007,118	31,525,990	129,819,183	6.7%
2001	28,309,900	32,128,437	41,527,184	34,734,272	136,699,793	5.3%
2002	28,595,142	36,257,714	46,136,293	37,932,079	148,921,228	8.9%
2003	29,790,830	38,201,577	43,689,043	35,596,778	147,278,228	-1.1%
2004	32,544,326	40,298,386	41,015,150	47,341,469	161,199,331	9.5%
2005	27,241,473	35,484,568	43,987,493	78,109,485	184,823,019	14.7%
2006	30,339,586	43,574,642	45,610,074	85,785,852	205,310,154	11.1%
2007	33,377,831	43,559,044	50,106,778	58,756,513	185,800,166	-9.5%
2008	41,877,479	49,276,728	55,753,237	57,403,661	204,311,105	10.0%
2009	33,184,532	46,253,470	46,420,465	43,488,993	169,347,460	-17.1%
2010	31,381,979					
Change	-5.4%					

Table 6.21

# Soldotna Construction Permits

Soldotna First Quarter Permit Values by Type - 2003-2010- in \$									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Res. New	0	539,297	720,956	204,031	535,722	447,277	200,000	0	-100.0%
Res. Alter/Add	57,827	0	261,630	10,000	149,549	54,296	38,000	50,000	31.6%
Cml. New	0	4,465,026	195,000	312,410	0	1,464,737	0	0	N/A
Cml. Alter/Add	369,191	60,000	243,969	1,590,000	142,500	339,943	215,000	210,364	-2.2%
<b>TOTAL</b>	<b>427,018</b>	<b>5,064,323</b>	<b>1,421,555</b>	<b>2,116,441</b>	<b>827,771</b>	<b>2,306,253</b>	<b>453,000</b>	<b>260,364</b>	<b>-42.5%</b>
Annual Change		1086.0%	-71.9%	48.9%	-60.9%	178.6%	-80.4%	-42.5%	

Table 6.22

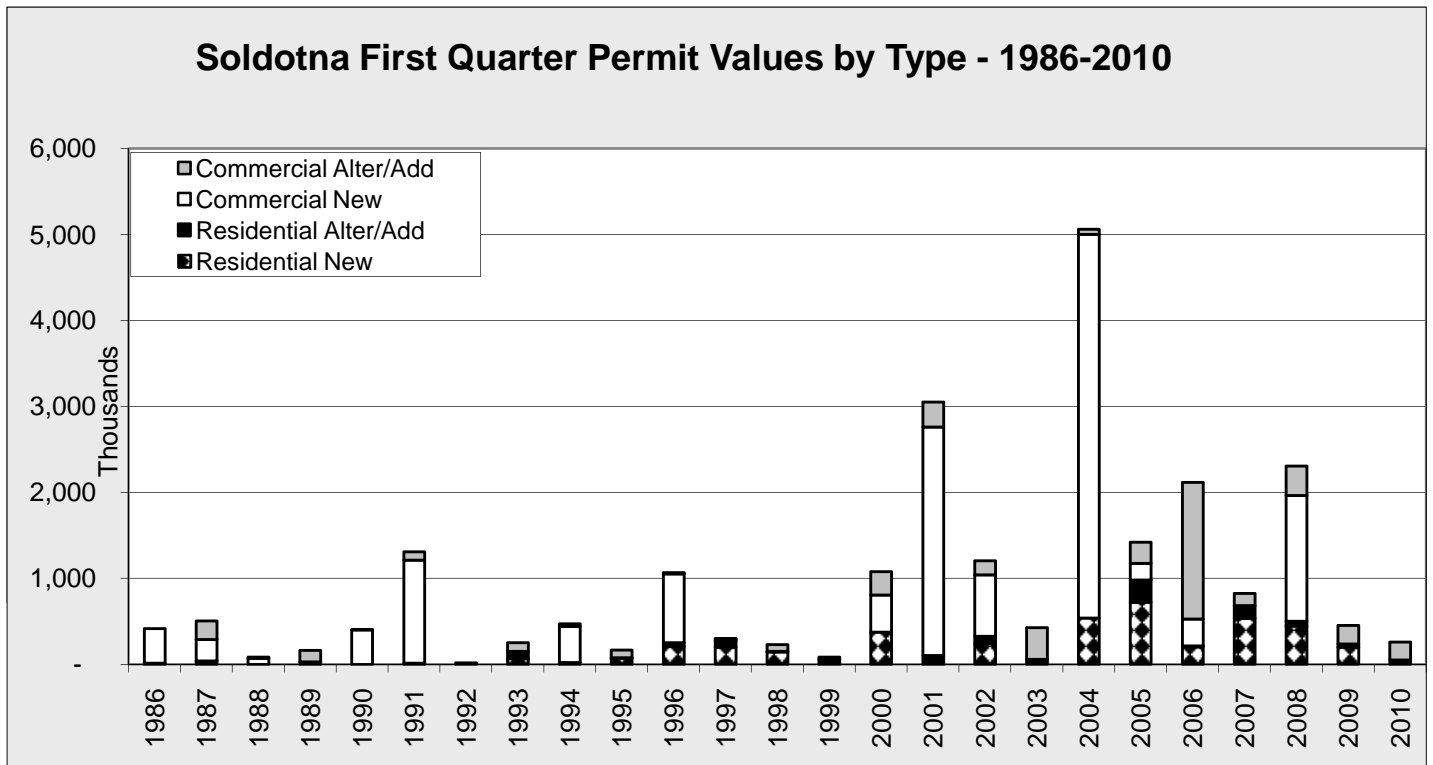


Chart 6.15

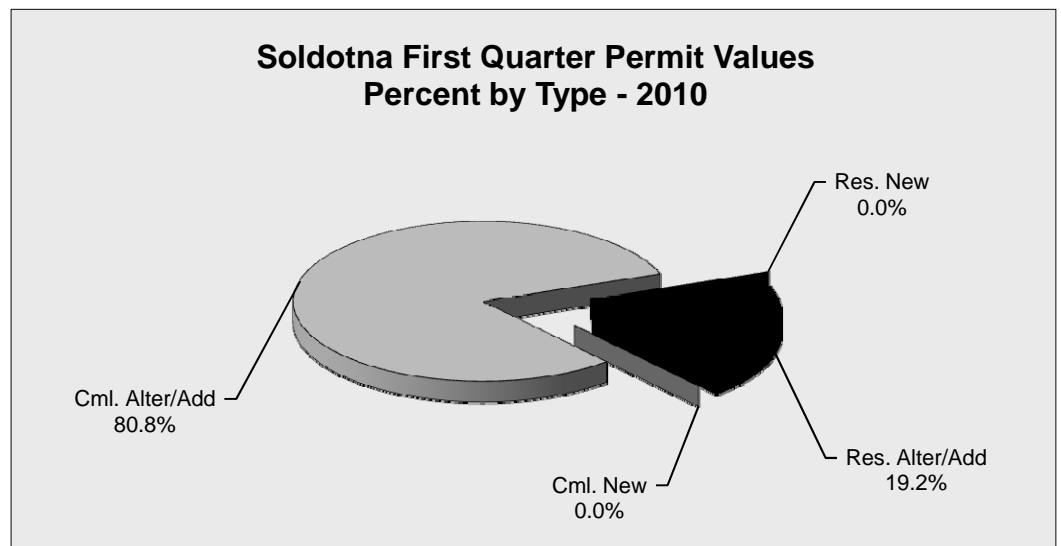


Chart 6.16

# Soldotna Construction Permits

Soldotna First Quarter Permit Volume by Type - 2003-2010									
	2003	2004	2005	2006	2007	2008	2009	2010	Annual Change
Residential New	0	2	4	1	2	3	1	0	-100.0%
Residential Alter/Add	3	0	3	1	2	3	5	1	-80.0%
Commercial New	0	4	2	1	0	5	0	0	N/A
Commercial Alter/Add	3	3	7	2	5	10	5	1	-80.0%
<b>TOTAL</b>	<b>6</b>	<b>9</b>	<b>16</b>	<b>5</b>	<b>9</b>	<b>21</b>	<b>11</b>	<b>2</b>	<b>-81.8%</b>
Annual Change		50.0%	77.8%	-68.8%	80.0%	133.3%	-47.6%	-81.8%	

Table 6.23

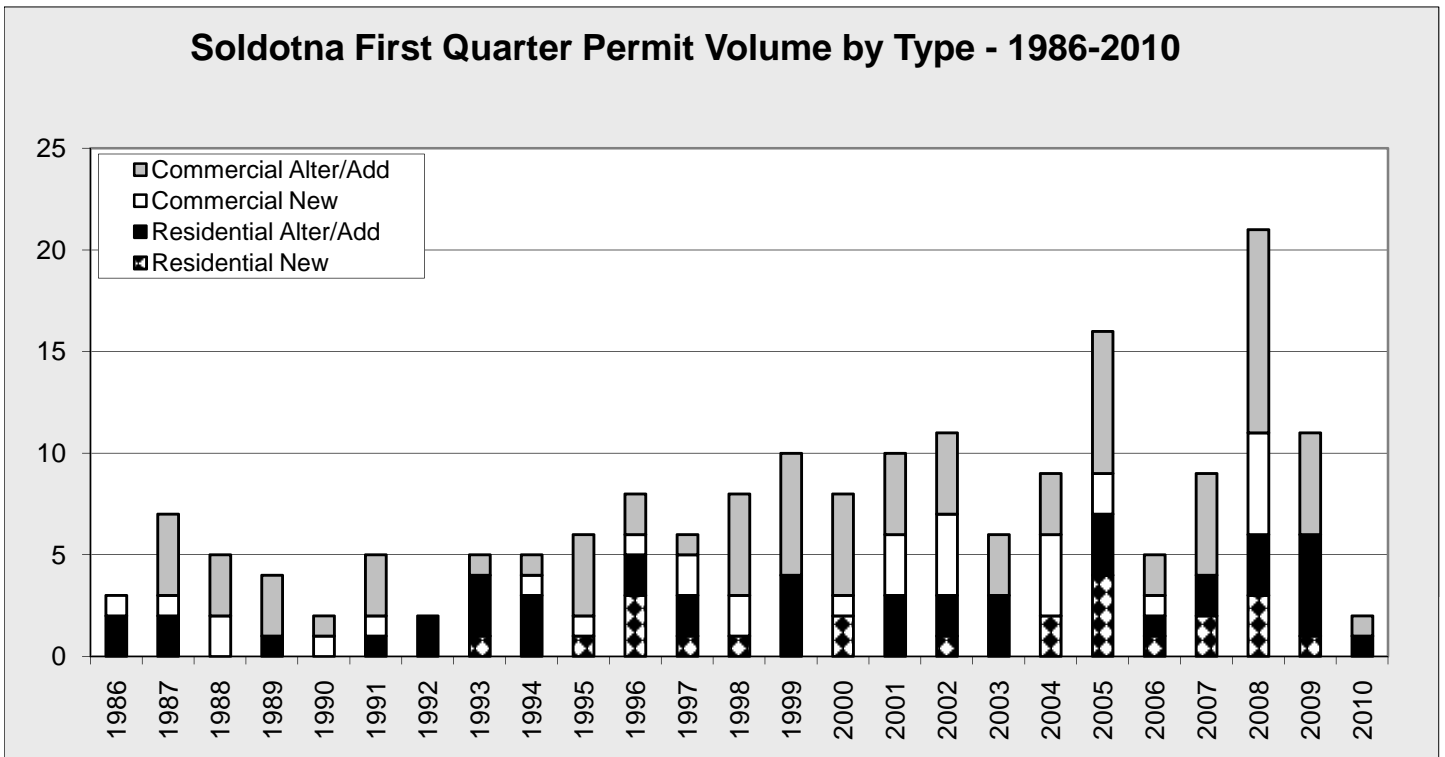


Chart 6.17

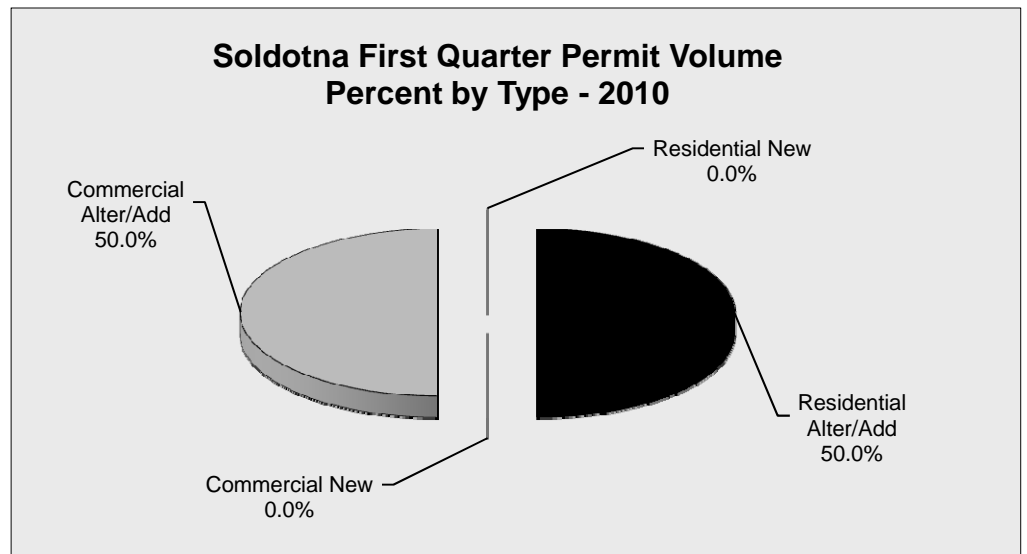


Chart 6.18

# Soldotna Construction Permits

Soldotna Annual Permit Values by Type - 2002-2009 - in \$									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Res. New	3,181,344	3,073,933	3,881,344	4,098,748	7,599,440	8,749,413	4,325,763	6,141,299	42.0%
Res. Alter/Add	755,187	263,629	277,984	493,990	782,177	733,440	659,809	519,587	-21.3%
Cml. New	4,397,059	3,769,181	28,329,025	5,814,828	12,924,852	3,661,554	13,119,066	1,631,347	-87.6%
Cml. Alter/Add	2,830,304	845,554	4,808,573	1,101,794	1,887,931	618,516	1,388,543	2,914,159	109.9%
TOTAL	11,163,894	7,952,297	37,296,926	11,509,360	23,194,400	13,762,923	19,493,181	11,206,392	-42.5%
Annual Change		-28.8%	369.0%	-69.1%	101.5%	-40.7%	41.6%	-42.5%	

Table 6.24

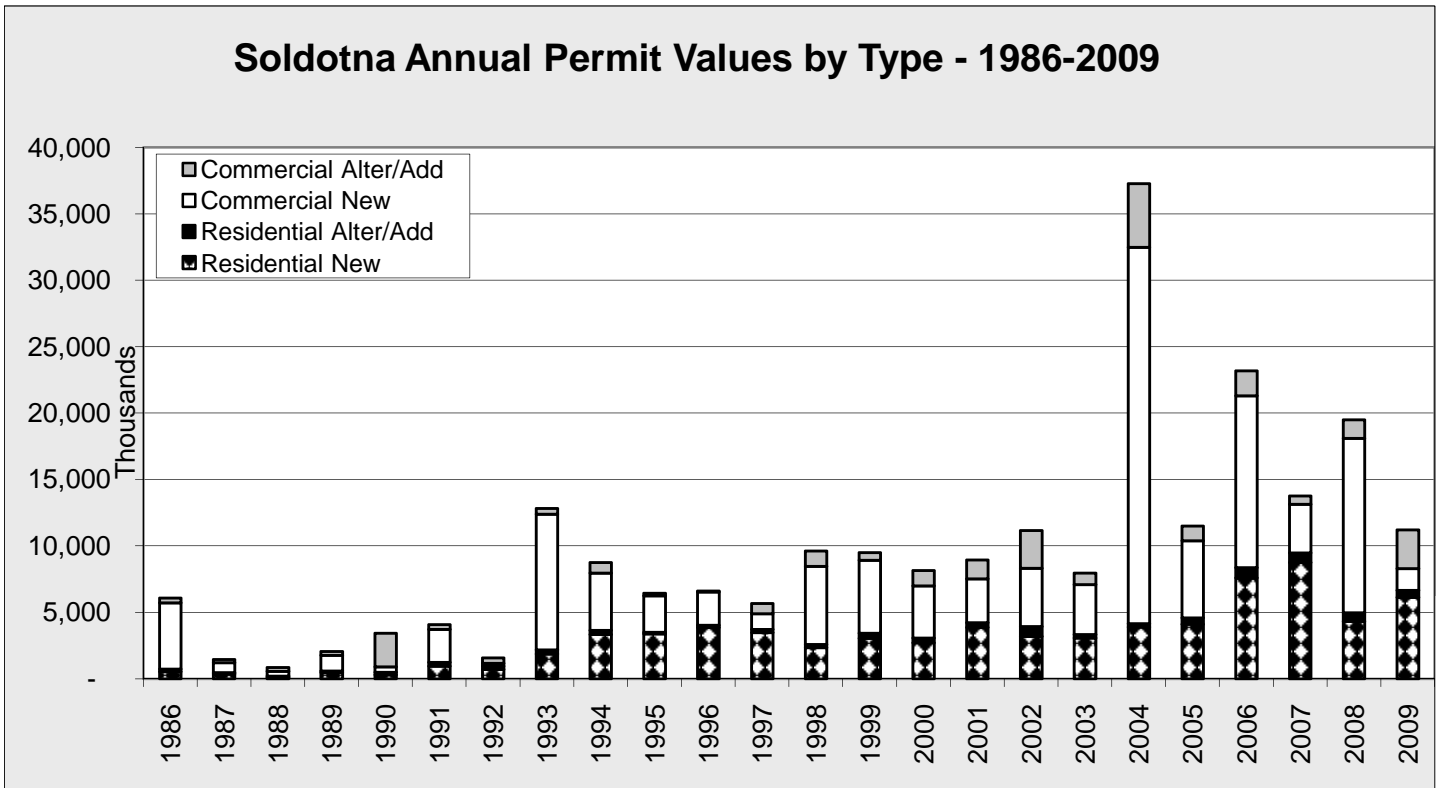


Chart 6.19

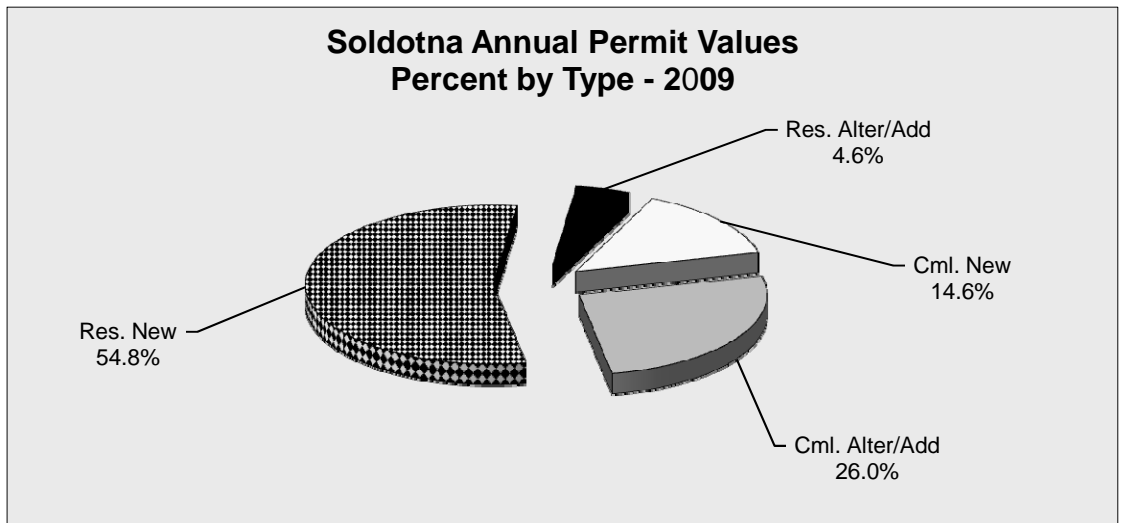


Chart 6.20

# Soldotna Construction Permits

Soldotna Annual Permit Volume by Type - 2002-2009									
	2002	2003	2004	2005	2006	2007	2008	2009	Annual Change
Residential New	24	24	19	23	29	30	25	34	36.0%
Residential Alter/Add	20	16	17	23	15	18	26	14	-46.2%
Commercial New	18	16	13	13	9	11	15	7	-53.3%
Commercial Alter/Add	29	18	18	22	11	21	25	37	48.0%
<b>TOTAL</b>	<b>91</b>	<b>74</b>	<b>67</b>	<b>81</b>	<b>64</b>	<b>80</b>	<b>91</b>	<b>0</b>	<b>-100.0%</b>
Annual Change		-18.7%	-9.5%	20.9%	-21.0%	25.0%	13.8%	-100.0%	

Table 6.25

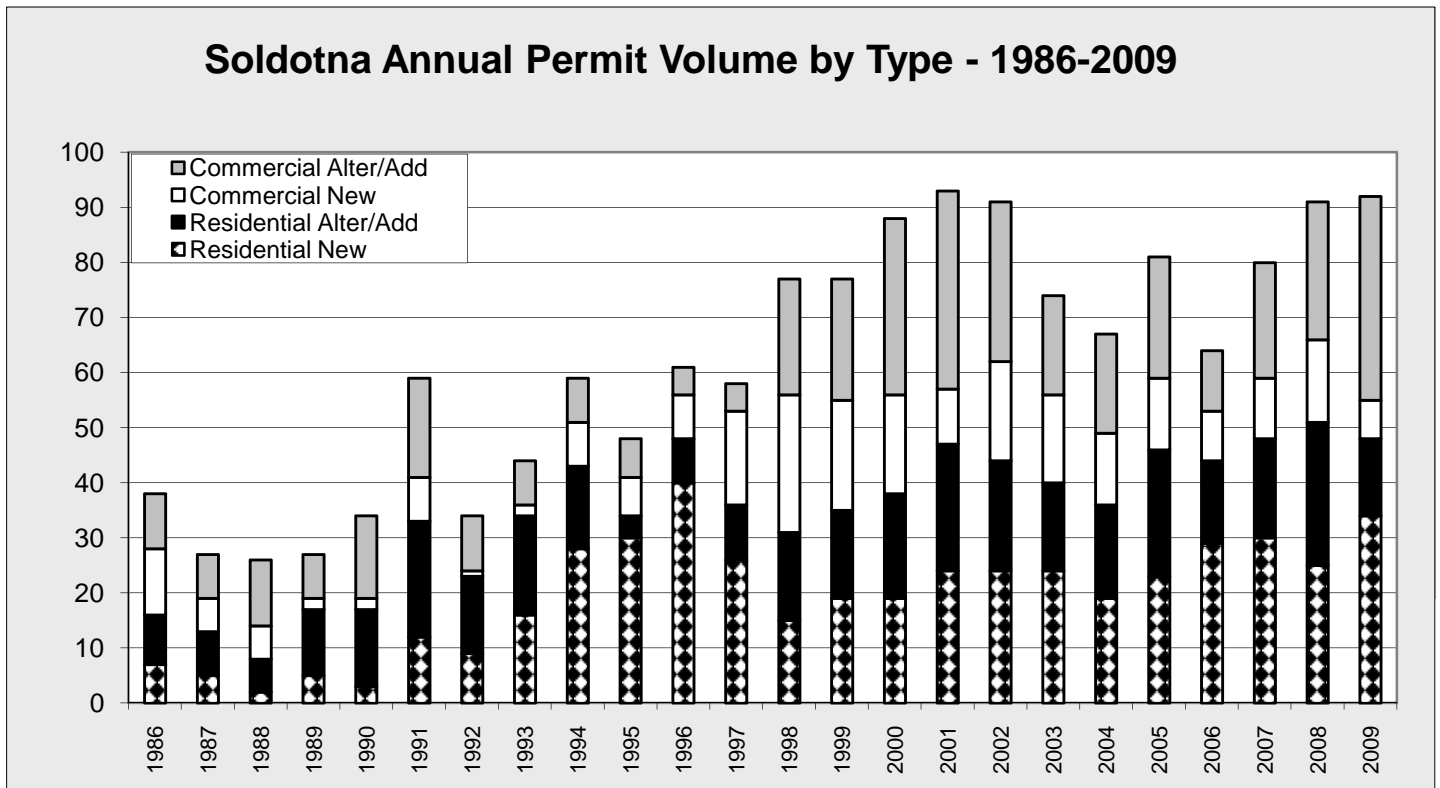


Chart 6.21

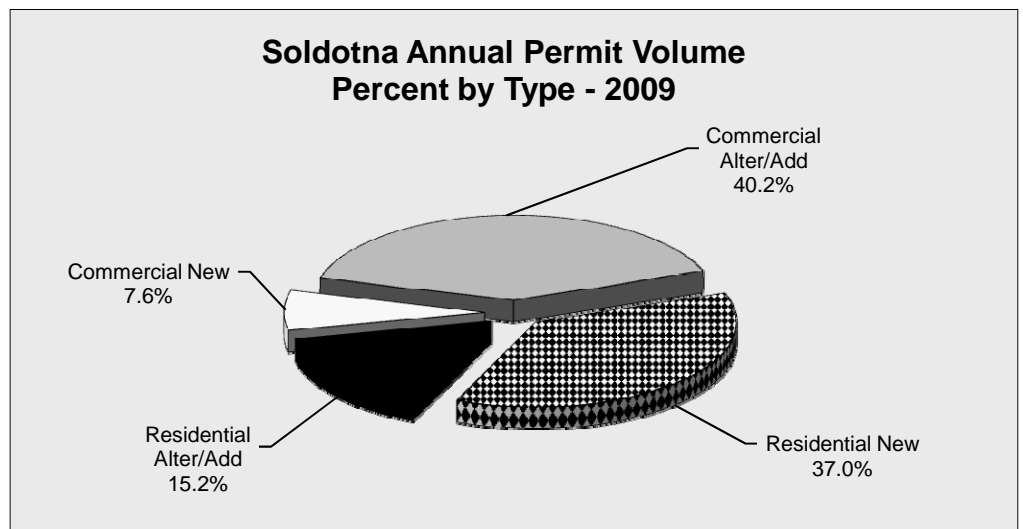


Chart 6.22

# Soldotna Construction Permits

Soldotna Annual Permit Values by Quarter by Type - 2002-YTD 2010 in \$					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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	526,191	3,073,933
Residential - Add/Alter	57,827	130,080	70,722	5,000	263,629
Commercial - New	0	2,116,490	1,371,200	281,491	3,769,181
Commercial - Add/Alter	369,191	88,000	328,000	60,363	845,554
<b>TOTAL</b>	<b>427,018</b>	<b>4,233,924</b>	<b>2,418,310</b>	<b>873,045</b>	<b>7,952,297</b>
<b>2004</b>					
Residential - New	539,297	1,777,087	1,270,100	294,860	3,881,344
Residential - Add/Alter	0	74,809	145,721	57,454	277,984
Commercial - New	4,465,026	1,366,297	21,996,101	501,601	28,329,025
Commercial - Add/Alter	60,000	530,380	368,193	3,850,000	4,808,573
<b>TOTAL</b>	<b>5,064,323</b>	<b>3,748,573</b>	<b>23,780,115</b>	<b>4,703,915</b>	<b>37,296,926</b>
<b>2005</b>					
Residential - New	720,956	1,916,999	1,295,670	165,123	4,098,748
Residential - Add/Alter	261,630	141,950	88,410	2,000	493,990
Commercial - New	195,000	4,099,828	1,520,000	0	5,814,828
Commercial - Add/Alter	243,969	673,458	191,650	2,717	1,111,794
<b>TOTAL</b>	<b>1,421,555</b>	<b>6,832,235</b>	<b>3,095,730</b>	<b>169,840</b>	<b>11,519,360</b>
<b>2006</b>					
Residential - New	204,031	2,116,499	5,106,077	172,833	7,599,440
Residential - Add/Alter	10,000	140,730	368,788	262,659	782,177
Commercial - New	312,410	4,965,648	7,646,794	0	12,924,852
Commercial - Add/Alter	1,590,000	8,451	92,090	197,390	1,887,931
<b>TOTAL</b>	<b>2,116,441</b>	<b>7,231,328</b>	<b>13,213,749</b>	<b>632,882</b>	<b>23,194,400</b>
<b>2007</b>					
Residential - New	535,722	6,083,538	2,042,153	88,000	8,749,413
Residential - Add/Alter	149,549	224,588	110,638	248,665	733,440
Commercial - New	0	1,461,142	546,300	1,654,112	3,661,554
Commercial - Add/Alter	142,500	107,937	66,811	301,268	618,516
<b>TOTAL</b>	<b>827,771</b>	<b>7,877,205</b>	<b>2,765,902</b>	<b>2,292,045</b>	<b>13,762,923</b>
<b>2008</b>					
Residential - New	447,277	3,273,346	597,140	8,000	4,325,763
Residential - Add/Alter	54,296	173,875	426,638	5,000	659,809
Commercial - New	1,464,737	832,900	10,645,283	176,146	13,119,066
Commercial - Add/Alter	339,943	932,000	41,600		1,313,543
<b>TOTAL</b>	<b>2,306,253</b>	<b>5,212,121</b>	<b>11,710,661</b>	<b>189,146</b>	<b>19,418,181</b>
<b>2009</b>					
Residential - New	200,000	3,861,545	2,079,754	0	6,141,299
Residential - Add/Alter	38,000	221,185	180,402	80,000	519,587
Commercial - New	0	138,790	645,587	846,970	1,631,347
Commercial - Add/Alter	215,000	1,073,356	1,184,100	441,703	2,914,159
<b>TOTAL</b>	<b>453,000</b>	<b>5,294,876</b>	<b>4,089,843</b>	<b>1,368,673</b>	<b>11,206,392</b>
<b>2010 YTD</b>					
Residential - New	0				0
Residential - Add/Alter	50,000				50,000
Commercial - New	0				0
Commercial - Add/Alter	210,364				210,364
<b>TOTAL</b>	<b>260,364</b>				<b>260,364</b>

Table 6.26



# Soldotna Construction Permits

Soldotna Annual Permit Volume by Quarter by Type - 2002-YTD 2010					
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Total
<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>					
Residential - New	0	15	4	5	24
Residential - Add/Alter	3	8	4	1	16
Commercial - New	0	6	8	2	16
Commercial - Add/Alter	3	7	3	5	18
TOTAL	6	36	19	13	74
<b>2004</b>					
Residential - New	2	9	7	1	19
Residential - Add/Alter	0	8	6	3	17
Commercial - New	4	3	4	2	13
Commercial - Add/Alter	3	6	7	2	18
TOTAL	9	26	24	8	67
<b>2005</b>					
Residential - New	4	11	7	1	23
Residential - Add/Alter	3	12	7	1	23
Commercial - New	2	9	2	0	13
Commercial - Add/Alter	7	8	4	3	22
TOTAL	16	40	20	5	81
<b>2006</b>					
Residential - New	1	13	14	1	29
Residential - Add/Alter	1	6	5	3	15
Commercial - New	1	5	3	0	9
Commercial - Add/Alter	2	1	5	3	11
TOTAL	5	25	27	7	64
<b>2007</b>					
Residential - New	2	16	10	2	30
Residential - Add/Alter	2	5	5	6	18
Commercial - New	0	5	2	4	11
Commercial - Add/Alter	5	7	5	4	21
TOTAL	9	33	22	16	80
<b>2008</b>					
Residential - New	3	19	2	1	25
Residential - Add/Alter	3	7	15	1	26
Commercial - New	5	3	6	1	15
Commercial - Add/Alter	10	8	5	2	25
TOTAL	21	37	28	5	91
<b>2009</b>					
Residential - New	1	18	15	0	34
Residential - Add/Alter	5	12	6	3	26
Commercial - New	0	1	5	1	7
Commercial - Add/Alter	5	11	13	8	37
TOTAL	11	42	39	12	104
<b>2010 YTD</b>					
Residential - New	0				0
Residential - Add/Alter	1				1
Commercial - New	0				0
Commercial - Add/Alter	1				1
TOTAL	2				2

Table 6.27

**OTHER KBP**

# Other KPB Sales

**Other First Quarter GROSS Sales by Line of Business - 2005-2010 - in \$**

LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	36,538,406	40,220,280	24,173,429	22,362,999	30,543,919	63,002,331	106.3%	32,458,412
SALES	23,916,370	26,429,085	30,989,203	31,168,664	30,256,867	27,217,949	-10.0%	-3,038,918
CONST	18,506,019	17,738,801	24,731,474	24,416,707	24,184,818	17,839,765	-26.2%	-6,345,053
PROP	4,281,988	5,253,730	6,006,851	5,452,621	7,383,903	4,788,153	-35.2%	-2,595,750
TOUR	3,709,869	4,408,817	5,614,807	3,985,862	2,576,530	4,011,115	55.7%	1,434,585
SERV	12,371,018	14,278,716	17,088,512	21,002,299	24,922,393	24,571,008	-1.4%	-351,385
PROF	3,641,426	4,310,305	4,900,707	4,442,316	4,881,718	4,792,941	-1.8%	-88,777
UTIL	11,994,977	14,204,879	16,970,630	18,070,633	22,921,067	15,180,230	-33.8%	-7,740,837
MANU	26,699,106	14,096,873	36,580,606	27,963,561	25,369,107	6,703,253	-73.6%	-18,665,854
TRAN	8,011,943	6,141,716	4,657,909	5,097,072	6,100,677	20,443,754	235.1%	14,343,077
WHLS	33,200,844	25,362,523	25,345,211	32,500,366	115,349,743	30,339,598	-73.7%	-85,010,145
GOV	172,954	116,915	25,127	303,976	339,520	265,343	-21.8%	-74,177
<b>TOTAL</b>	<b>183,044,920</b>	<b>172,562,640</b>	<b>197,084,466</b>	<b>196,767,076</b>	<b>294,830,262</b>	<b>219,155,440</b>	<b>-25.7%</b>	<b>-75,674,822</b>

Table 7.1

For complete listing of Lines of Business, see page 11

Other First Quarter GROSS Sales History	
2005	183,044,920
2006	172,562,640
2007	197,084,466
2008	196,767,076
2009	294,830,262
2010	219,155,440

Table 7.2

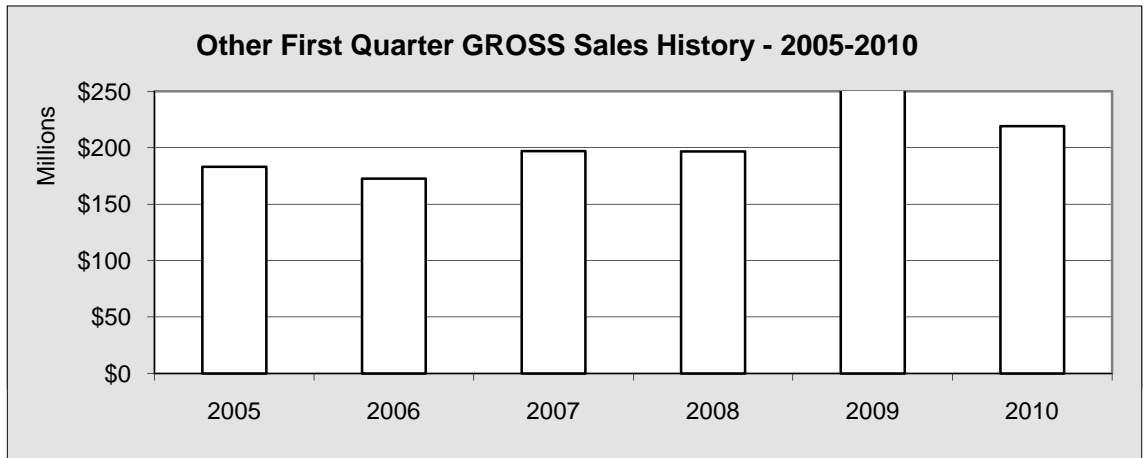


Chart 7.1

Other Five Year Change First Quarter GROSS Sales		
LOB	2005	2010
PROD	36,538,406	63,002,331
SALES	23,916,370	27,217,949
CONST	18,506,019	17,839,765
PROP	4,281,988	4,788,153
TOUR	3,709,869	4,011,115
SERV	12,371,018	24,571,008
PROF	3,641,426	4,792,941
UTIL	11,994,977	15,180,230
MANU	26,699,106	6,703,253
TRAN	8,011,943	20,443,754
WHLS	33,200,844	30,339,598
GOV	172,954	265,343
<b>TOTAL</b>	<b>183,044,920</b>	<b>219,155,440</b>

Table 7.3

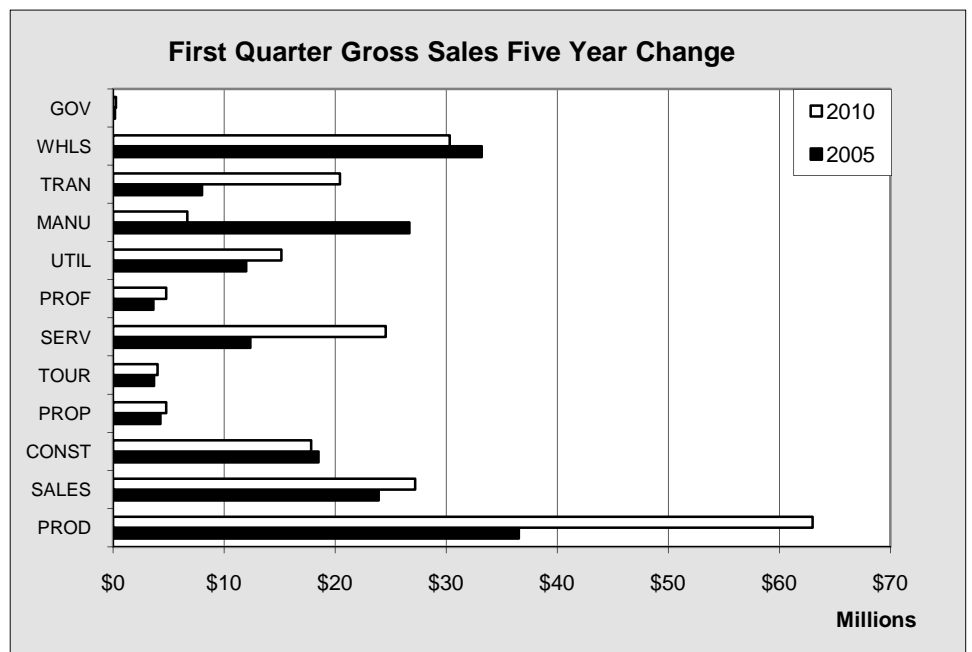


Chart 7.2

# Other KPB Sales

Other First Quarter TAXABLE Sales by Line of Business - 2005-2010- in \$								
LOB	2005	2006	2007	2008	2009	2010	Annual Percent Change	Annual Amount Change
PROD	894,075	817,940	850,813	932,006	1,064,683	938,376	-11.9%	-126,307
SALES	11,867,506	13,180,926	13,608,780	14,834,003	1,898,478	1,623,271	-14.5%	-275,207
CONST	1,156,435	1,196,682	1,380,806	1,452,914	1,243,143	1,100,064	-11.5%	-143,079
PROP	1,813,926	2,071,450	2,251,263	2,510,208	2,350,622	1,862,831	-20.8%	-487,791
TOUR	3,487,011	3,952,527	4,043,848	3,633,093	2,090,223	2,393,851	14.5%	303,628
SERV	6,990,386	7,264,243	7,776,443	9,333,066	10,227,200	9,606,193	-6.1%	-621,007
PROF	991,452	1,105,820	1,163,097	1,030,647	1,070,609	1,031,699	-3.6%	-38,910
UTIL	7,721,399	9,589,952	11,366,562	13,389,645	15,477,763	10,372,713	-33.0%	-5,105,050
MANU	371,358	381,815	403,949	484,679	345,178	378,541	9.7%	33,363
TRAN	446,209	180,526	154,472	169,494	200,684	203,329	1.3%	2,645
WHLS	5,372,788	6,219,778	7,055,149	7,835,965	6,814,344	6,722,518	-1.3%	-91,826
GOV	21,317	1,500	12,918	9,766	9,412	17,102	81.7%	7,690
TOTAL	41,133,862	45,963,159	50,068,100	55,615,486	42,792,339	36,250,488	-15.3%	-6,541,851

Table 7.4 For complete listing of Lines of Business, see page 11

NOTE: LOB Category SALES does not include general retail due to prepared food exemption tracking inconsistencies

Other First Quarter TAXABLE Sales History	
2005	41,133,862
2006	45,963,159
2007	50,068,100
2008	55,615,486
2009	42,792,339
2010	36,250,488

Table 7.5

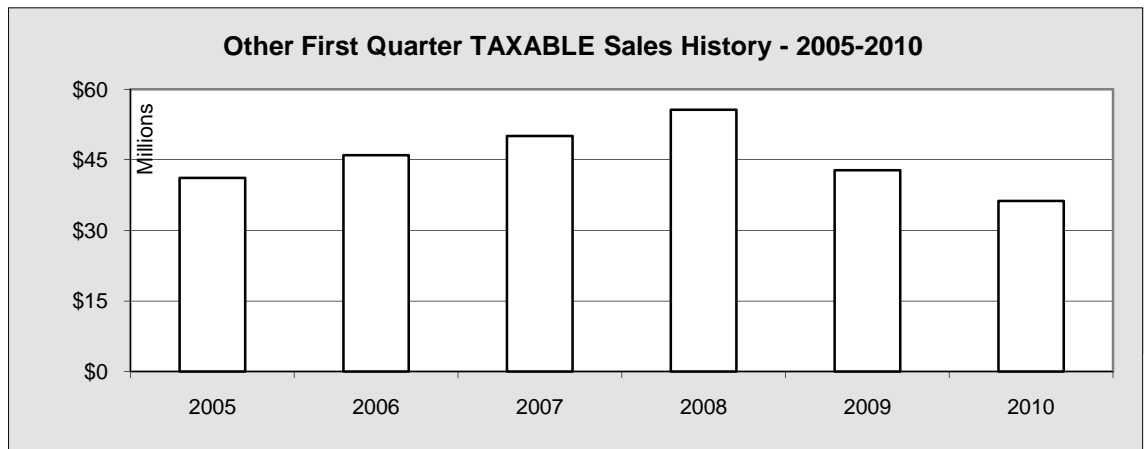


Chart 7.3

Other Five Year Change First Quarter TAXABLE Sales		
LOB	2005	2010
PROD	894,075	938,376
SALES	11,867,506	1,623,271
CONST	1,156,435	1,100,064
PROP	1,813,926	1,862,831
TOUR	3,487,011	2,393,851
SERV	6,990,386	9,606,193
PROF	991,452	1,031,699
UTIL	7,721,399	10,372,713
MANU	371,358	378,541
TRAN	446,209	203,329
WHLS	5,372,788	6,722,518
GOV	21,317	17,102
TOTAL	41,133,862	36,250,488

Table 7.6

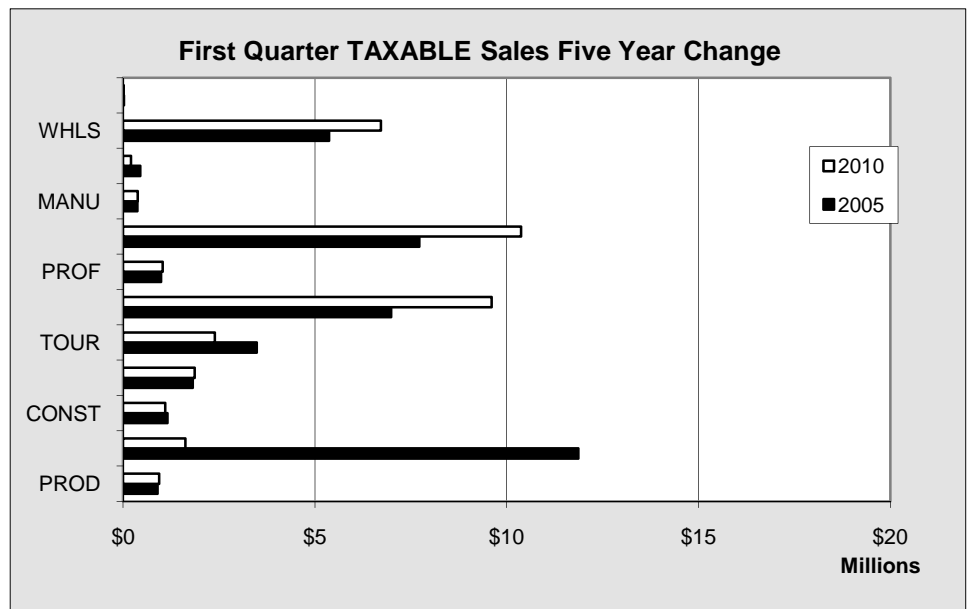


Chart 7.4

# Other KPB Sales

Other Annual GROSS Sales by Line of Business - 2004-2009- in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	147,140,780	153,182,362	175,123,026	148,522,424	159,516,682	173,740,103	8.9%	14,223,421
SALES	143,382,467	149,803,836	156,580,806	167,378,000	186,671,626	162,125,779	-13.1%	-24,545,847
CONST	121,240,100	126,832,067	154,241,220	166,892,716	149,383,384	180,743,378	21.0%	31,359,994
PROP	24,867,031	26,574,731	29,109,553	34,102,197	34,417,613	31,097,640	-9.6%	-3,319,973
TOUR	66,630,028	69,825,987	74,506,229	78,138,957	69,275,667	54,931,398	-20.7%	-14,344,269
SERV	63,181,724	63,766,927	70,084,535	85,664,928	114,481,526	123,823,048	8.2%	9,341,522
PROF	17,160,184	17,007,030	21,149,978	23,394,233	27,438,146	23,951,138	-12.7%	-3,487,008
UTIL	36,341,683	43,002,998	49,256,836	55,585,131	57,647,745	68,915,295	19.5%	11,267,550
MANU	131,419,015	187,397,786	121,518,657	126,541,825	189,882,175	68,898,655	-63.7%	-120,983,520
TRAN	35,308,579	36,122,095	37,924,615	26,049,567	32,818,314	38,880,882	18.5%	6,062,568
WHLS	315,068,865	330,371,937	359,368,992	385,468,249	458,484,194	427,674,850	-6.7%	-30,809,344
GOV	1,063,212	820,042	512,629	139,082	537,738	566,330	5.3%	28,592
TOTAL	1,102,803,668	1,204,707,798	1,249,377,076	1,297,877,309	1,480,554,810	1,355,348,496	-8.5%	-125,206,314

Table 7.7

For complete listing of Lines of Business, see page 11

Other Annual GROSS Sales History	
2004	1,204,707,798
2005	1,249,377,076
2006	1,249,377,076
2007	1,297,877,309
2008	1,480,554,810
2009	1,355,348,496

Table 7.8

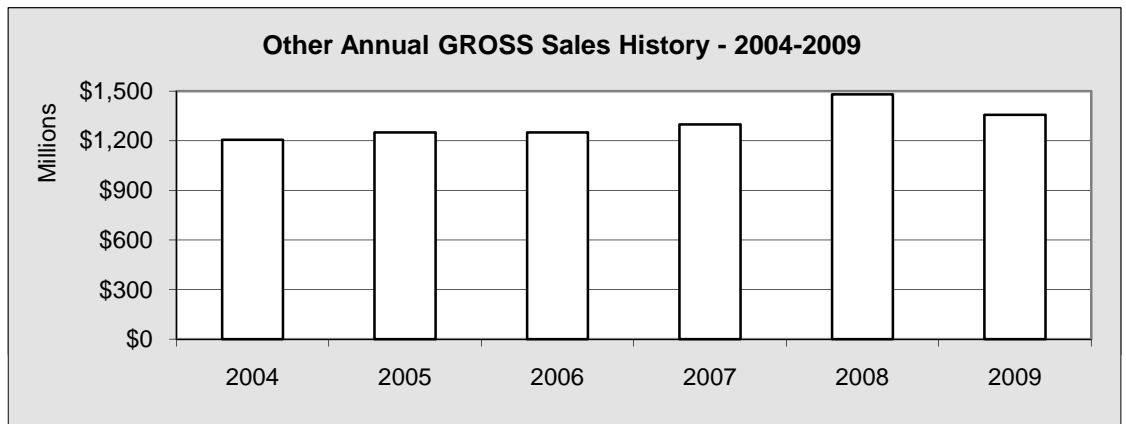


Chart 7.5

Five Year Change Annual GROSS Sales		
LOB	2004	2009
PROD	153,182,362	173,740,103
SALES	149,803,836	162,125,779
CONST	126,832,067	180,743,378
PROP	26,574,731	31,097,640
TOUR	69,825,987	54,931,398
SERV	63,766,927	123,823,048
PROF	17,007,030	23,951,138
UTIL	43,002,998	68,915,295
MANU	187,397,786	68,898,655
TRAN	36,122,095	38,880,882
WHLS	330,371,937	427,674,850
GOV	820,042	566,330
TOTAL	1,204,707,798	1,355,348,496

Table 7.9

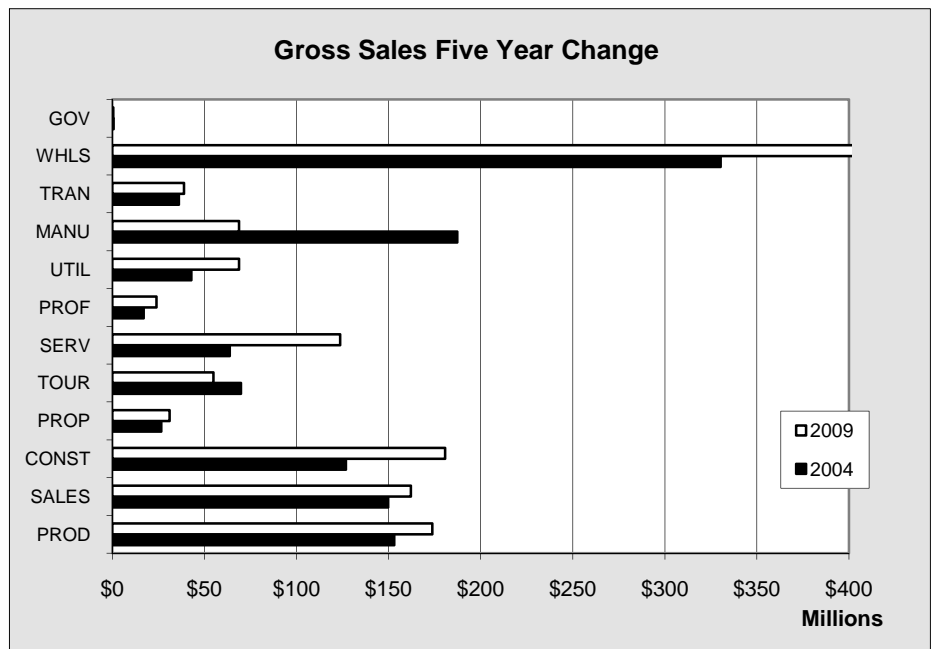


Chart 7.6

# Other KPB Sales

Other Annual TAXABLE Sales by Line of Business - 2004-2009 - in \$								
LOB	2004	2005	2006	2007	2008	2009	Annual Percent Change	Annual Amount Change
PROD	5,331,875	4,502,307	4,628,764	5,244,276	6,011,202	6,068,679	1.0%	57,477
SALES	68,560,411	69,150,050	75,416,814	80,153,012	94,935,337	30,246,229	-68.1%	-64,689,108
CONST	7,202,164	6,783,831	7,378,366	8,168,541	8,194,860	6,763,325	-17.5%	-1,431,535
PROP	9,312,213	9,995,154	11,243,745	12,556,206	13,240,502	11,212,407	-15.3%	-2,028,095
TOUR	49,103,371	51,654,969	54,875,324	66,029,697	58,673,244	44,581,850	-24.0%	-14,091,394
SERV	28,861,016	32,872,996	34,605,111	38,082,365	46,716,874	45,290,828	-3.1%	-1,426,046
PROF	4,399,051	4,637,341	5,106,239	5,705,529	5,517,029	4,841,176	-12.3%	-675,853
UTIL	22,822,064	26,157,508	31,333,082	34,536,924	36,976,492	43,607,869	17.9%	6,631,377
MANU	2,625,421	3,277,627	3,224,883	3,693,017	3,545,266	3,133,927	-11.6%	-411,339
TRAN	750,682	930,506	1,034,665	936,846	1,001,155	971,673	-2.9%	-29,482
WHLS	19,787,056	22,775,440	26,747,293	28,410,764	31,982,913	26,984,426	-15.6%	-4,998,487
GOV	30,667	50,936	15,303	26,808	53,750	48,579	-9.6%	-5,171
<b>TOTAL</b>	<b>218,785,991</b>	<b>232,788,665</b>	<b>255,609,589</b>	<b>283,543,985</b>	<b>306,848,624</b>	<b>223,750,968</b>	<b>-27.1%</b>	<b>-83,097,656</b>

Table 7.10

For complete listing of Lines of Business, see page 11

Other Annual TAXABLE Sales History	
2004	218,785,991
2005	232,788,665
2006	255,609,589
2007	283,543,985
2008	306,848,624
2009	223,750,968

Table 7.11

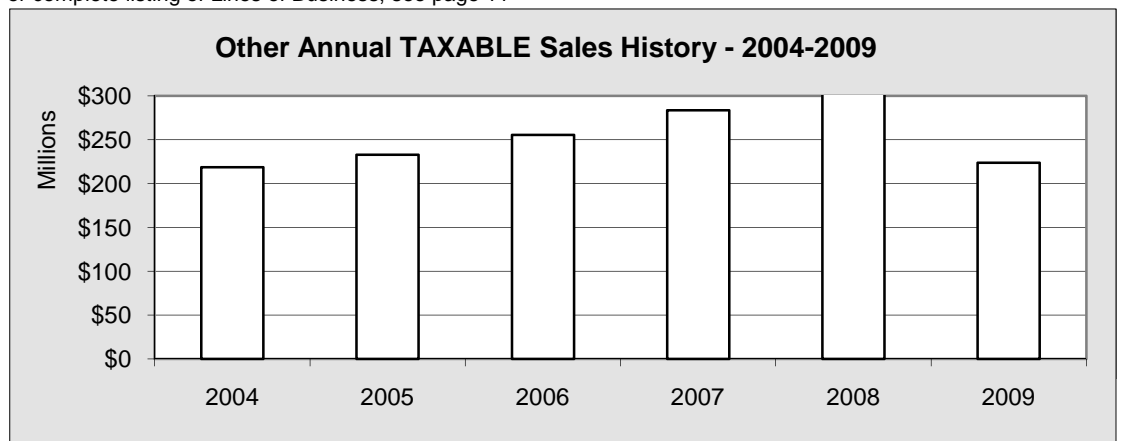
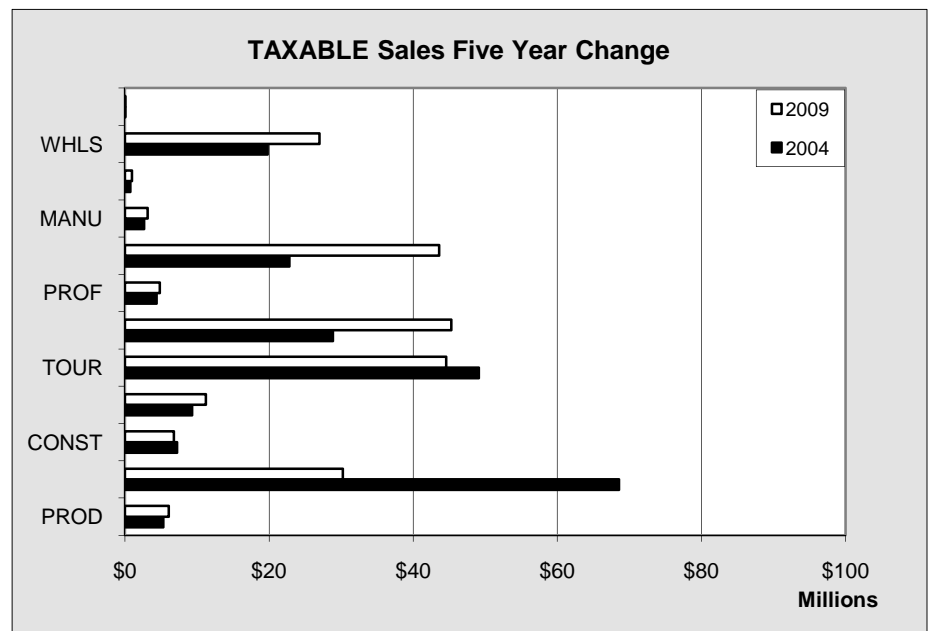


Chart 7.7

Five Year Change Annual TAXABLE Sales		
LOB	2004	2009
PROD	5,331,875	6,068,679
SALES	68,560,411	30,246,229
CONST	7,202,164	6,763,325
PROP	9,312,213	11,212,407
TOUR	49,103,371	44,581,850
SERV	28,861,016	45,290,828
PROF	4,399,051	4,841,176
UTIL	22,822,064	43,607,869
MANU	2,625,421	3,133,927
TRAN	750,682	971,673
WHLS	19,787,056	26,984,426
GOV	30,667	48,579
<b>TOTAL</b>	<b>218,785,991</b>	<b>223,750,968</b>

Table 7.12

Chart 7.8



# Other KPB Sales

**Other GROSS Sales by Line of Business by Quarter - 2009 - in \$**

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	30,543,919	31,187,936	31,513,596	80,494,652	173,740,103
Sales	30,256,867	46,385,788	50,050,775	35,432,349	162,125,779
Construction	24,184,818	38,928,009	60,520,518	57,110,033	180,743,378
Property	7,383,903	8,409,588	8,788,931	6,515,218	31,097,640
Tourism	2,576,530	15,576,145	32,093,322	4,685,401	54,931,398
Services	24,922,393	28,307,461	33,206,408	37,386,781	123,823,043
Professional	4,881,718	6,087,818	6,478,867	6,502,735	23,951,138
Utility	22,921,067	15,346,728	14,268,976	16,378,524	68,915,295
Manufacturing	25,369,107	14,148,692	21,272,629	8,108,227	68,898,655
Transporation & Warehousing	6,100,677	6,621,102	10,322,190	15,836,913	38,880,882
Wholesale	115,349,743	31,553,391	38,795,805	241,976,211	427,675,150
Government	339,520	48,630	95,541	82,639	566,330
<b>TOTAL</b>	<b>294,830,262</b>	<b>242,601,288</b>	<b>307,407,558</b>	<b>510,509,683</b>	<b>1,355,348,791</b>

Table 7.13

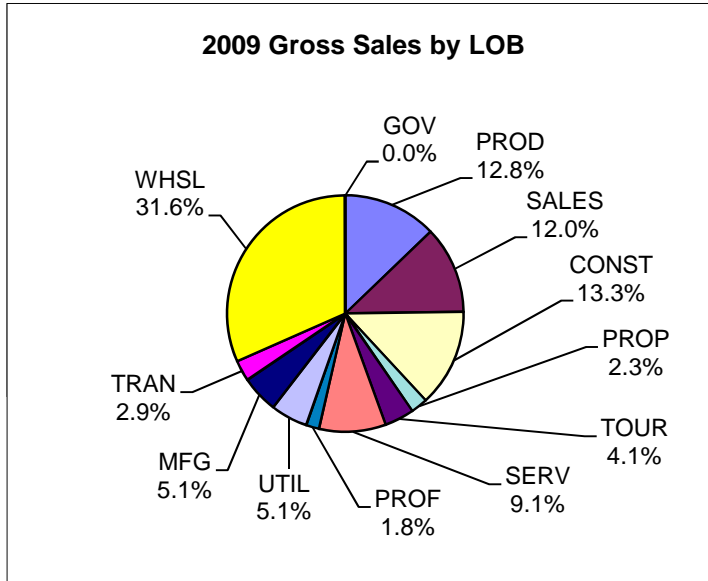


Chart 7.9

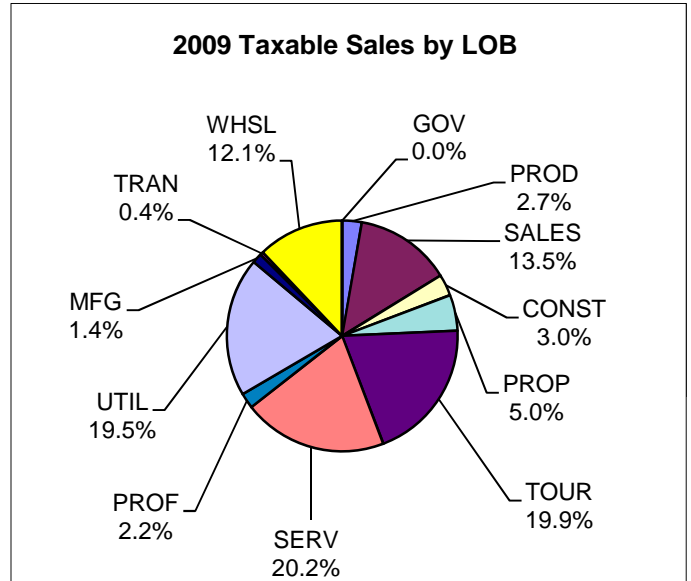


Chart 7.10

**Other TAXABLE Sales by Line of Business by Quarter - 2009 - in \$**

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	1,064,683	2,344,035	1,425,873	1,234,088	6,068,679
Sales	1,898,478	6,967,318	19,436,752	1,943,681	30,246,229
Construction	1,243,143	1,690,078	2,201,205	1,628,899	6,763,325
Property	2,350,622	2,971,392	3,511,466	2,378,927	11,212,407
Tourism	2,090,223	13,293,950	26,694,592	2,503,085	44,581,850
Services	10,227,200	11,623,560	12,547,085	10,892,983	45,290,828
Professional	1,070,609	1,247,072	1,292,453	1,231,042	4,841,176
Utility	15,477,763	9,625,962	8,157,236	10,346,908	43,607,869
Manufacturing	345,178	913,507	1,336,317	538,925	3,133,927
Transporation & Warehousing	200,684	265,519	275,179	230,291	971,673
Wholesale	6,814,344	6,476,637	6,584,868	7,108,577	26,984,426
Government	9,412	12,563	15,241	11,363	48,579
<b>TOTAL</b>	<b>42,792,339</b>	<b>57,431,593</b>	<b>83,478,267</b>	<b>40,048,769</b>	<b>223,750,968</b>

Table 7.14

# Other KPB Sales

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

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	22,133,605	33,080,374	45,784,936	58,517,767	159,516,682
Sales	32,556,411	51,980,833	59,083,336	43,051,046	186,671,626
Construction	25,278,709	31,838,817	51,316,980	40,948,878	149,383,384
Property	5,550,990	8,408,459	11,126,489	9,331,675	34,417,613
Tourism	2,945,041	21,073,270	41,298,197	3,959,159	69,275,667
Services	22,393,415	29,435,249	33,621,532	29,031,330	114,481,526
Professional	5,180,824	7,835,377	7,977,031	6,444,914	27,438,146
Utility	15,739,528	12,833,201	12,367,684	16,707,332	57,647,745
Manufacturing	27,926,865	64,537,243	68,693,298	28,724,769	189,882,175
Transporation & Warehousing	5,093,222	8,126,006	10,602,554	8,996,532	32,818,314
Wholesale	32,500,366	40,939,315	48,422,043	336,622,470	458,484,194
Government	303,976	16,321	145,292	72,149	537,738
<b>TOTAL</b>	<b>197,602,952</b>	<b>310,104,465</b>	<b>390,439,372</b>	<b>582,408,021</b>	<b>1,480,554,810</b>

Table 7.15

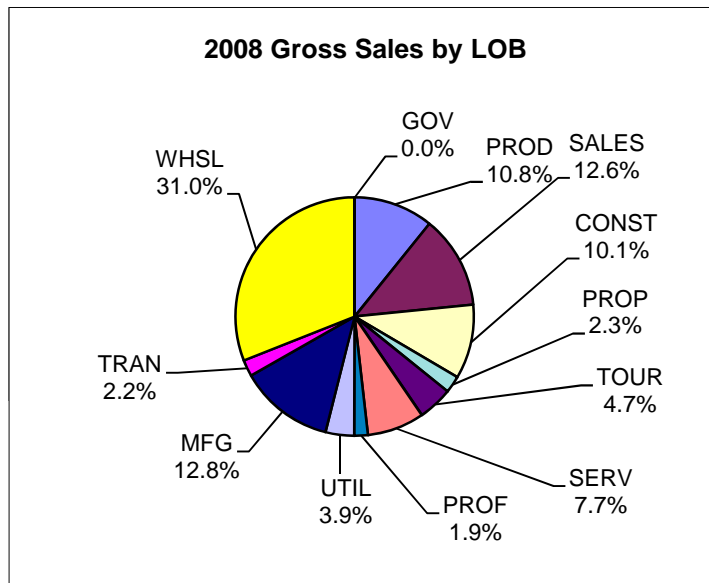


Chart 7.11

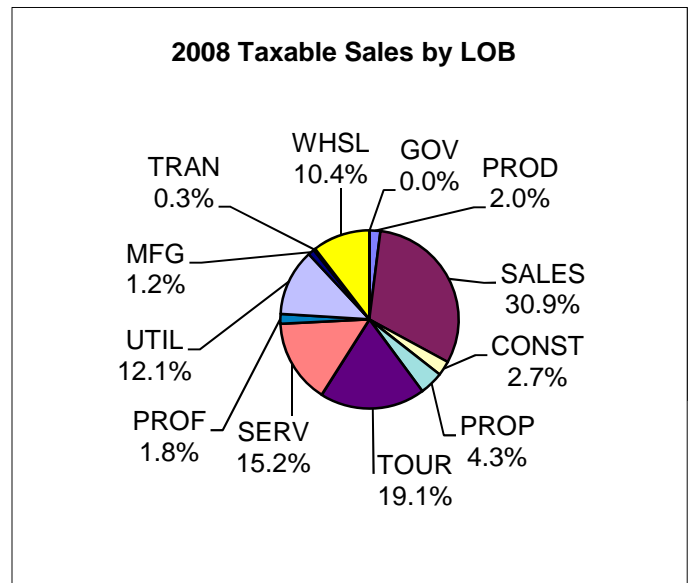


Chart 7.12

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

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	912,669	1,939,300	1,578,775	1,580,458	6,011,202
Sales	15,978,538	26,163,244	32,285,768	20,507,787	94,935,337
Construction	1,495,920	1,999,973	2,692,592	2,006,375	8,194,860
Property	2,447,819	3,474,005	4,293,198	3,025,480	13,240,502
Tourism	2,636,558	18,479,839	34,464,374	3,092,473	58,673,244
Services	9,616,542	11,747,596	13,378,435	11,974,301	46,716,874
Professional	1,136,067	1,444,504	1,642,198	1,294,260	5,517,029
Utility	10,713,306	8,221,322	7,283,566	10,758,298	36,976,492
Manufacturing	407,765	940,643	1,586,836	610,022	3,545,266
Transporation & Warehousing	172,168	269,454	331,301	228,232	1,001,155
Wholesale	7,751,412	7,678,214	8,500,458	8,052,829	31,982,913
Government	15,266	8,551	16,273	13,660	53,750
<b>TOTAL</b>	<b>53,284,030</b>	<b>82,366,645</b>	<b>108,053,774</b>	<b>63,144,175</b>	<b>306,848,624</b>

Table 7.16



# Other KPB Sales

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

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	24,020,876	33,722,566	38,946,321	51,832,661	148,522,424
Sales	31,083,771	46,992,667	49,938,317	39,363,245	167,378,000
Construction	24,864,188	37,494,171	54,728,513	49,805,844	166,892,716
Property	6,001,714	8,171,623	9,730,259	10,198,601	34,102,197
Tourism	5,503,621	21,990,753	45,401,959	5,242,624	78,138,957
Services	17,094,489	21,589,435	24,183,117	22,797,887	85,664,928
Professional	4,900,707	5,367,801	6,515,407	6,610,318	23,394,233
Utility	16,970,630	12,163,388	12,726,668	13,724,445	55,585,131
Manufacturing	36,584,755	29,712,912	51,910,751	8,333,407	126,541,825
Transportation & Warehousing	4,658,253	6,698,060	8,671,902	6,021,352	26,049,567
Wholesale	25,345,813	29,204,686	35,865,559	295,052,191	385,468,249
Government	25,127	7,764	12,940	93,251	139,082
<b>TOTAL</b>	<b>197,053,944</b>	<b>253,115,826</b>	<b>338,631,713</b>	<b>509,075,826</b>	<b>1,297,877,309</b>

Table 7.17

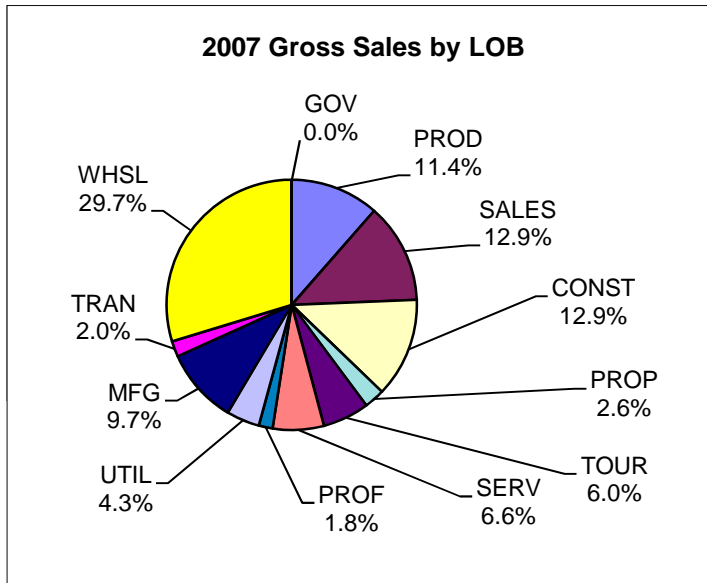


Chart 7.13

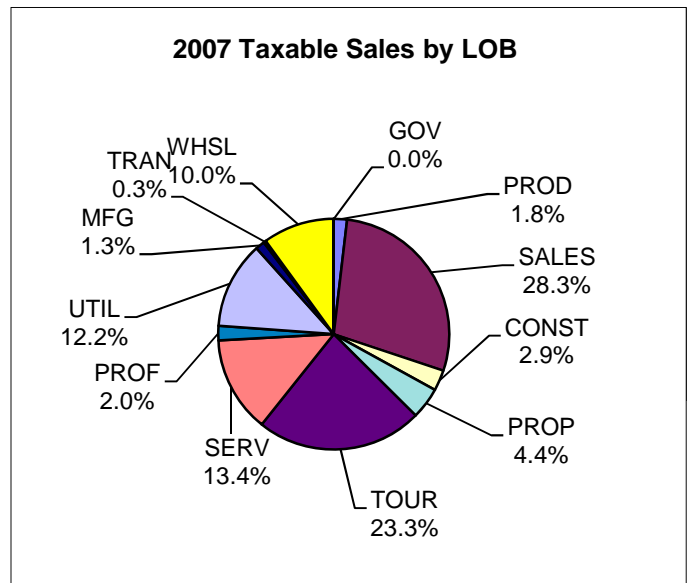


Chart 7.14

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

LOB	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
Resource Production	831,139	1,764,037	1,387,047	1,262,053	5,244,276
Sales	13,703,348	22,280,866	26,073,089	18,095,709	80,153,012
Construction	1,380,642	2,023,788	2,577,681	2,186,430	8,168,541
Property	2,287,467	3,230,635	4,212,275	2,825,829	12,556,206
Tourism	3,937,072	19,442,729	38,176,410	4,473,486	66,029,697
Services	7,646,756	9,823,932	11,027,912	9,583,765	38,082,365
Professional	1,262,078	1,472,696	1,572,158	1,398,597	5,705,529
Utility	11,366,562	7,552,563	6,796,828	8,820,971	34,536,924
Manufacturing	405,938	1,036,940	1,463,674	786,465	3,693,017
Transportation & Warehousing	155,418	206,472	324,649	250,307	936,846
Wholesale	7,055,149	6,331,399	6,876,790	8,147,426	28,410,764
Government	12,918	3,500	4,600	5,790	26,808
<b>TOTAL</b>	<b>50,044,487</b>	<b>75,169,557</b>	<b>100,493,113</b>	<b>57,836,828</b>	<b>283,543,985</b>

Table 7.18

# Other KPB Sales

## Other Annual Gross Sales by Quarter - in \$

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	129,319,512	176,942,172	232,992,009	155,265,007	694,518,700	
1996	118,786,765	164,578,524	200,339,231	146,554,575	630,259,095	-9.3%
1997	121,205,814	175,801,297	252,318,601	180,020,471	729,346,183	15.7%
1998	153,607,622	211,191,964	235,128,992	193,091,815	793,020,393	8.7%
1999	139,467,460	180,730,033	232,742,495	182,290,390	735,230,378	-7.3%
2000	126,664,981	183,977,517	225,474,396	172,187,791	708,304,685	-3.7%
201	170,550,210	217,647,967	286,402,452	290,090,088	964,690,717	36.2%
2002	159,548,666	216,025,032	262,921,008	224,634,715	863,129,421	-10.5%
2003	154,468,221	208,425,856	284,006,188	215,378,758	862,279,023	-0.1%
2004	159,173,241	188,780,789	327,922,328	426,927,310	1,102,803,668	27.9%
2005	184,979,440	243,131,973	328,022,121	448,574,264	1,204,707,798	9.2%
2006	172,566,546	261,640,105	336,224,136	478,946,289	1,249,377,076	3.7%
2007	197,053,944	253,115,826	338,631,713	509,075,826	1,297,877,309	3.9%
2008	197,602,952	310,104,465	390,439,372	582,408,021	1,480,554,810	14.1%
2009	294,830,262	242,601,288	307,407,558	510,509,683	1,355,348,791	-8.5%
2010	219,155,440					
Change	-25.7%					

Table 7.19

## Other Annual Taxable Sales by Quarter - in \$

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	29,644,424	44,645,720	52,741,544	35,750,019	162,781,707	
1996	30,771,780	44,983,027	53,390,165	35,276,802	164,421,774	1.0%
1997	31,351,194	47,363,481	56,193,073	37,525,660	172,433,408	4.9%
1998	33,492,756	49,242,778	58,040,464	38,773,336	179,549,334	4.1%
1999	34,368,956	50,767,013	61,333,821	41,006,238	187,476,028	4.4%
2000	35,696,361	55,205,057	66,472,925	41,967,937	199,342,280	6.3%
2001	38,055,259	57,871,082	68,871,018	46,773,634	211,570,993	6.1%
2002	41,860,984	57,515,479	69,125,012	42,247,807	210,749,282	-0.4%
2003	38,386,873	58,301,294	69,993,550	43,042,009	209,723,726	-0.5%
2004	39,079,687	58,517,472	75,693,357	45,495,475	218,785,991	4.3%
2005	41,198,163	63,286,728	79,531,269	48,772,505	232,788,665	6.4%
2006	45,961,527	68,388,554	87,328,037	53,931,471	255,609,589	9.8%
2007	50,044,487	75,169,557	100,493,113	57,836,828	283,543,985	10.9%
2008	53,284,030	82,366,645	108,053,774	63,144,175	306,848,624	8.2%
2009	42,792,339	57,431,593	83,478,267	40,048,769	223,750,968	-27.1%
2010	36,250,488					
Change	-15.3%					

Table 7.20

## Other Annual Non-Taxable Sales by Quarter - in \$

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total	Annual Change
1995	99,675,088	132,296,452	180,250,465	119,514,988	531,736,993	
1996	88,014,985	119,595,497	146,949,066	111,277,773	465,837,321	-12.4%
1997	89,854,620	128,437,816	196,125,528	142,494,811	556,912,775	19.6%
1998	120,114,866	161,949,186	177,088,528	154,318,479	613,471,059	10.2%
1999	105,098,504	129,963,020	171,408,674	141,284,152	547,754,350	-10.7%
2000	90,968,620	128,772,460	159,001,471	130,219,854	508,962,405	-7.1%
2001	132,494,951	159,776,885	217,531,434	243,316,454	753,119,724	48.0%
2002	117,687,682	158,509,553	193,795,996	182,386,908	652,380,139	-13.4%
2003	116,081,348	150,124,562	214,012,638	172,336,749	652,555,297	0.0%
2004	120,093,554	130,263,317	252,228,971	381,431,835	884,017,677	35.5%
2005	143,781,277	179,845,245	248,490,852	399,801,759	971,919,133	9.9%
2006	126,605,019	193,251,551	248,896,099	425,014,818	993,767,487	2.2%
2007	147,009,457	177,946,269	238,138,600	451,238,998	1,014,333,324	2.1%
2008	144,318,922	227,737,820	282,385,598	519,263,846	1,173,706,186	15.7%
2008	252,037,923	185,169,695	223,929,291	470,460,914	1,131,597,823	-3.6%
2010	182,904,952					
Change	-27.4%					

Table 7.21

**DIRECTORY  
OF LOCAL  
OFFICIALS**

# Local Officials Directory

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

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

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

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

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

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

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

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

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

# Local Officials Directory

## Kenai Peninsula Borough Mayors

### Kenai Peninsula Borough

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

### City of Homer

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

### City of Kachemak

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

### City of Kenai

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

### City of Seldovia

Mayor Keith Gain      148 Dock Street, P.O. Box-B  
Seldovia, AK 99663  
907-234-7643

### City of Seward

Mayor William Dunham      410 Adams Street  
Seward, AK 99664  
907-224-4046

### City of Soldotna

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

Table 8.1

# Local Officials Directory

## **Kenai Peninsula Borough Mayor & Assembly**

144 N. Binkley Soldotna, Alaska 99669

Phone 907-714-2160

Assembly/Clerk Fax: 907-714-2388

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

<b>Office / District</b>	<b>Name / Address</b>	<b>Phone / Fax / E-Mail</b>	<b>Term Expires</b>	<b>Previously Elected</b>
<b>Borough Mayor</b>	<b>David R. Carey</b> 144 N. Binkley St. Soldotna, AK 99669	714-2150 W  <a href="mailto:dcarey@borough.kenai.ak.us">dcarey@borough.kenai.ak.us</a>	2011	
<b>Assembly 1</b>  <b>Kalifornsky</b>	<b>Gary Knopp</b> 50465 Patrick Drive Kenai, AK 99611	283-9494 H 283-9800 F  <a href="mailto:pa12gary@hotmail.com">pa12gary@hotmail.com</a>	2012	2006
<b>Assembly 2</b>  <b>Kenai</b>	<b>Hal Smalley - Vice President</b> 105 Linwood Lane Kenai, AK 99611	283-7469 H  <a href="mailto:hvsmalley@yahoo.com">hvsmalley@yahoo.com</a>	2011	
<b>Assembly 3</b>  <b>Nikiski</b>	<b>Gary Superman</b> P.O. Box 8425 Nikiski, AK 99635	776-8448 H 776-8098 F 252-5264 W  <a href="mailto:gsuperman@gci.net">gsuperman@gci.net</a>	2010	1989, 2001, 2004
<b>Assembly 4</b>  <b>Soldotna</b>	<b>Pete Sprague - President</b> 188 Farnsworth Blvd. Soldotna, AK 99669	262-4073 H 262-8615 F  <a href="mailto:psprague@acsalaska.net">psprague@acsalaska.net</a>	2010	1998, 2001, 2002, 2004
<b>Assembly 5</b>  <b>Sterling / Funny River</b>	<b>Charles "Charlie" Peirce</b> Sterling AK 99672	260-6647  <a href="mailto:cpierce@gci.net">cpierce@gci.net</a>	2011	
<b>Assembly 6</b>  <b>East Peninsula</b>	<b>Sue McClure</b> P.O. Box 3686 Seward, AK 99664	224-6784 H 224-5707 F  <a href="mailto:suemccl@gmail.com">suemccl@gmail.com</a>	2012	2000, 2003, 2006
<b>Assembly 7</b>  <b>Central</b>	<b>Paul Fischer</b> P.O. Box 889 Kasilof, AK 99610	262-9269 H 262-4902 F  <a href="mailto:akjfischer@hotmail.com">akjfischer@hotmail.com</a>	2010	1998, 2001, 2002, 2004, 2007
<b>Assembly 8</b>  <b>Homer</b>	<b>Bill Smith</b> P.O. Box 150 Homer, AK 99603	235-8932 H  <a href="mailto:bsmith@xyz.net">bsmith@xyz.net</a>	2011	2006, 2008
<b>Assembly 9</b>  <b>South Peninsula</b>	<b>Mako Haggerty</b> P.O. Box 2001 Homer, AK 99603	235-5104 H 235-6652 F  <a href="mailto:mako@xyz.net">mako@xyz.net</a>	2012	
<b>Borough Clerk</b>	<b>Johni Blankenship</b> 144 N. Binkley St. Soldotna, AK 99669	714-2160 262-8615 Fax  <a href="mailto:assemblyclerk@borough.kenai.ak.us">assemblyclerk@borough.kenai.ak.us</a>		

Table 8.2

# Local Officials Directory

<b>KENAI PENINSULA BOROUGH</b>		
<b>PLANNING COMMISSION MEMBERS</b>		
<b>Member</b>	<b>Contact Information</b>	<b>Term Expires</b>
<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, 2010
<b>VICE CHAIRMAN</b> Blair Martin P.O. Box 1776 Soldotna, Alaska 99669-1776	283-5227 - home	Kalifornsky Beach Term Expires July 31, 2012
JoAnne Collins P.O. Box 341 Anchor Point, Alaska 99556-0962	235-8071 home	Anchor Point/Ninilchik Term Expires July 31, 2010
Linda Murphy P.O. Box 4124 Soldotna, Alaska 99669	262-1686 - home	Soldotna City Term Expires July 31, 2011
Dr. Rick Foster P.O. Box 3328 Homer, AK 99603-3328	235-9100 - home	Homer City Term Expires July 31, 2010
Mari Anne Gross 57485 Clover Avenue Homer, Alaska 99603	235-7330 - home	Southwest Borough Term Expires July 31, 2011
Cindy Ecklund P.O. Box 1837 Seward, Alaska 99664-1837	907-224-6895 - home	Seward City Term Expires July 31, 2011
Harry Lockwood 37085 Rafie Court Soldotna, Alaska 99669		Ridgeway Term Expires July 31, 2010
James Isham P.O. Box 51 Soldotna, Alaska 99669-0051	262-9200 - home	Sterling Term Expires July 31, 2012
Brent Johnson 20773 Porcupine Lane Clam Gulch, Alaska 99568-9713	262-4763 - home	Kasilof/Clam Gulch Term Expires July 31, 2009
Paulette Bokenko-Carluccio P.O. Box 116 Seldovia, Alaska 99663-0278	399-3711 - home	Seldovia City Term Expires July 31, 2012
Todd Petersen P.O. Box 651 Seward, Alaska 99664-0651	288-5050 - home 224-3350 - work 224-2388 - work fax	East Peninsula Term Expires July 31, 2010
Jason Tauriainen P.O. Box 7373 Nikiski, Alaska 99635-7373	776-3988 - home	Northwest Borough Term Expires July 31, 2011

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

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

Table 8.3

# Local Officials Directory

<b>Kenai Peninsula Borough School District</b>			
148 North Binkley Street Soldotna, AK 99669 907-262-5846			
<u>Board of Education</u>			
Sammie Crawford - Treasurer	36615 Chinulna Drive		Term Expires
District 1	Kenai, AK 99611	904-283-9271	2010
Sunni Hilts - Clerk	P.O. Box 144		Term Expires
District 9	Seldovia, AK 99663	907-234-7692	2010
Lynn Hohl	P.O. Box 333		Term Expires
District 6	Seward, AK 99664	907-224-7300	2010
Tim Navarre	P.O. Box 92	907-394-2303	Term Expires
District 2	Kenai, AK 99611		2012
Joe Arness - President	P.O. Box 1470		Term Expires
District 3	Kenai AK 99611	907-776-8089	2011
Penny Vadla	399 W. Riverview Avenue		Term Expires
District 4	Soldotna, AK 99669	907-262-7249	2011
Marty Anderson	P.O. Box 1388		Term Expires
District 5	Sterling, AK 99672	907-260-7500	2012
Bill Holt	P.O. Box 794		Term Expires
District 7	Kasilof AK 99610	907-283-7260	2011
Elizabeth Downing Vice - President	1247 Bay Avenue		Term Expires
District 8	Homer, AK 99603	907-235-8555	2012
Student Representative	Ninilchik School		Term Expires
Destini Riley	P.O. Box 39010		9/2010
	Ninilchik, AK 99639		

Table 8.4

<u>Administration</u>
Dr. Steve Atwater, Superintendent of Schools Sean Dusek, Assistant Superintendent Dave Jones, Assistant Superintendent Laruie Olson, Director of Finance

Table 8.5



# Local Officials Directory

<b>Kenai Peninsula Borough Department Directors</b>	
Switchboard	(907) 262-4441 or (800) 478-4441
Assessing	Tom Anderson
Capital Projects	Kevin Lyon
Clerk	Johni Blankenship
Finance	Craig Chapman
Legal	Colette Thompson
Maintenance	Loran Maggi
Resource Planning	Max Best
Road Maintenance	Doug Schoessler
Solid Waste	Jack Maryott

Table 8.6

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

Table 8.7

**RECYCLE \* RECYCLE \* RECYCLE**

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