

Iowa Retail Almanac: 1998-2008

Retail Data by Industry



Retail Trade Analysis Program
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Introduction

This publication is intended as a resource for existing or potential business owners, community leaders, and economic development professionals to determine retail industry conditions by category in Iowa. Data is represented in both tables and graphs and show the last ten years performance in each retail or service business category.

Using data from the Iowa Department of Revenue sales and use tax reports, calculations are made to determine the performance of each retail category. It is important to note that the figures in this report are based on taxable sales so within certain categories, for example grocery stores, sales may be underreported here due to the fact that the majority of grocery store sales are not taxable. Additionally, this report does report some businesses that pay a use tax so the figures in this report may not match those published annually in the Iowa State University Retail Trade Analysis Program's annual reports for Iowa's communities and counties.

The figures included for each category include the number of businesses per category and the sales per business in real 2008 dollars (inflation adjusted). Trends in the number of businesses can identify which categories are growing or declining when analyzed with the average sales per firm. For example, if the number of businesses is increasing but the sales per firm are decreasing this might indicate that a category has become saturated. This phenomenon results from too much entry by new businesses which decreases sales per firm and most likely, profits per firm. If the sales per firm are increasing but the number of businesses are decreasing this indicates that the category is experiencing consolidation whereby large firms dominate and smaller firms exit the market. Consolidation is major structural change in a category and is becoming more common due to large big box retailers, population trends in rural areas, and the overall economic climate. If sales per firm and the number of businesses are both increasing this can indicate a category with growth potential and an inference can be made that there may be increasing consumer demand in this category. Also reported here are actual sales (nominal), real sales, and sales per capita which represent the amount the average Iowan spends in a particular category annually. Finally, a population threshold is reported for each retail and service category. The population threshold is the average population required to sustain a certain type of business. If the population threshold is 6,000 for a category that means on average, all other things being equal, a business of that type would be unsustainable in a community or area with less than 6,000 residents. Many retail and service categories are experiencing increasing population thresholds due to the consolidation of trade spatially as well as structurally.

Any questions or requests for additional analysis or presentations can be directed to the author:

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Building Materials Dealers

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	801	\$1,208,880,373	\$1,490,604,652	\$1,862,092	\$521	3,574
1999	765	\$1,356,470,797	\$1,658,277,258	\$2,169,100	\$578	3,753
2000	757	\$1,511,089,310	\$1,809,687,796	\$2,390,605	\$618	3,866
2001	770	\$1,437,733,710	\$1,681,559,895	\$2,185,263	\$574	3,807
2002	746	\$1,598,106,368	\$1,834,794,912	\$2,458,687	\$626	3,925
2003	705	\$1,645,669,192	\$1,857,414,438	\$2,635,565	\$633	4,161
2004	688	\$1,820,575,270	\$2,018,376,131	\$2,932,621	\$686	4,274
2005	667	\$1,974,874,303	\$2,128,097,309	\$3,191,747	\$722	4,424
2006	658	\$2,064,341,891	\$2,159,353,442	\$3,280,446	\$728	4,503
2007	669	\$2,056,672,264	\$2,096,505,876	\$3,134,962	\$704	4,454
2008	679	\$2,015,125,350	\$2,015,125,350	\$2,966,692	\$673	4,408

Category Performance:

Change in Real Sales per Firm 1998-2008: 59.3%

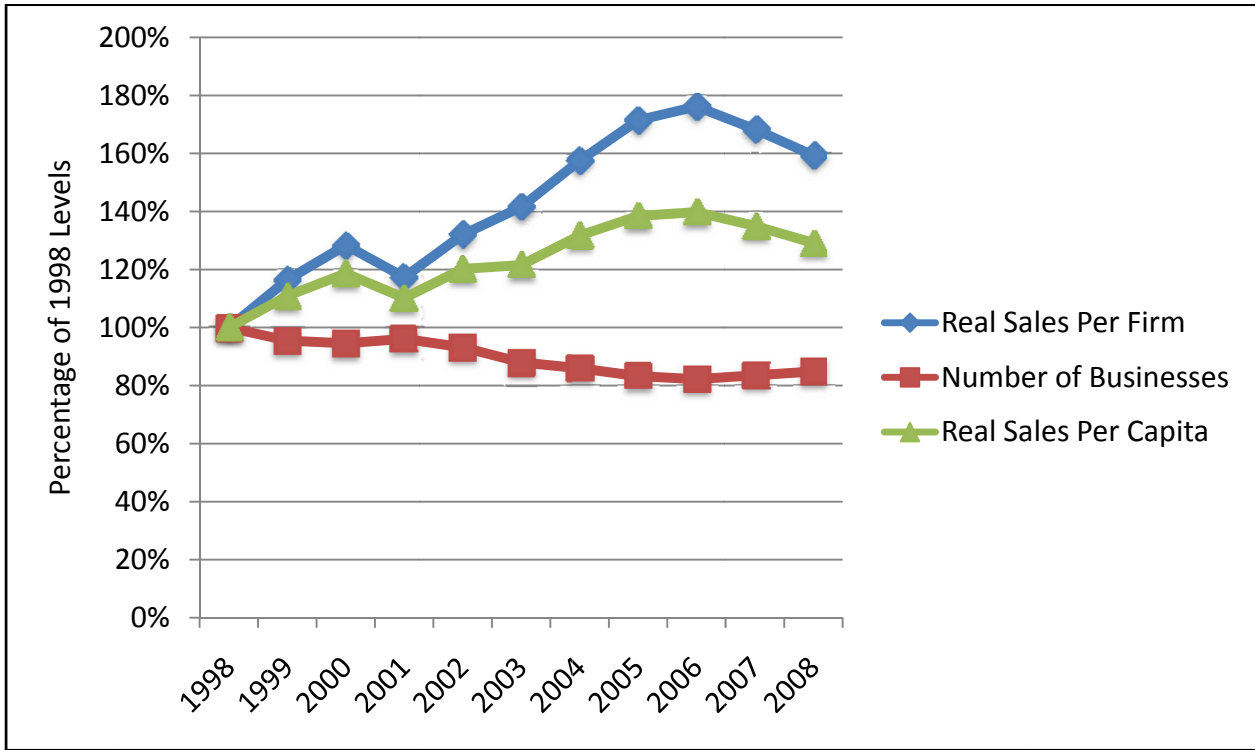
Change in Real Sales per Firm 2007-2008: -5.4%

Change in Number of Firms 1998-2008: -15.2%

Threshold Level: Increasing

Change in Population Required 1998-2008: 23.3%

Building Materials Dealers



Paint & Glass Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	168	\$65,114,064	\$80,288,612	\$479,335	\$28	17,081
1999	169	\$66,568,252	\$81,379,281	\$482,248	\$28	17,004
2000	160	\$65,569,965	\$78,526,904	\$492,332	\$27	18,347
2001	156	\$62,738,077	\$73,377,868	\$469,618	\$25	18,748
2002	166	\$69,062,191	\$79,290,690	\$477,655	\$27	17,646
2003	155	\$68,149,353	\$76,918,006	\$497,851	\$26	18,983
2004	154	\$71,065,279	\$78,786,340	\$510,770	\$27	19,069
2005	146	\$70,925,137	\$76,427,949	\$522,584	\$26	20,167
2006	143	\$75,617,377	\$79,097,675	\$554,099	\$27	20,766
2007	152	\$79,280,065	\$80,815,561	\$533,436	\$27	19,662
2008	151	\$78,285,678	\$78,285,678	\$517,591	\$26	19,795

Category Performance:

Change in Real Sales per Firm 1998-2008: 8.0%

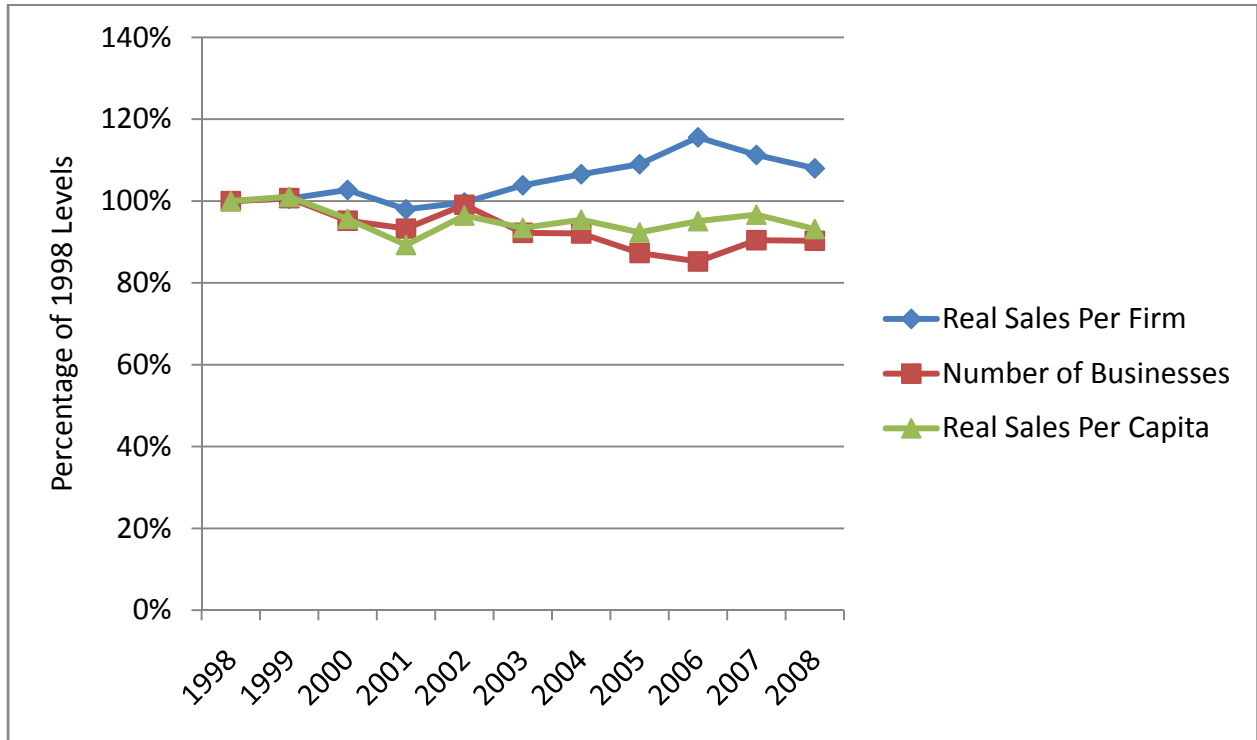
Change in Real Sales per Firm 2007-2008: -3.0%

Change in Number of Firms 1998-2008: -10.1%

Threshold Level:

Change in Population Required 1998-2008: 15.9%

Paint and Glass Stores



Hardware Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	505	\$260,720,193	\$321,479,893	\$637,225	\$112	5,671
1999	493	\$273,751,747	\$334,659,837	\$679,168	\$117	5,823
2000	488	\$309,961,548	\$371,211,435	\$760,290	\$127	5,993
2001	476	\$227,709,348	\$266,326,723	\$560,098	\$91	6,161
2002	467	\$235,256,750	\$270,099,598	\$578,992	\$92	6,279
2003	435	\$233,816,720	\$263,901,490	\$606,670	\$90	6,742
2004	413	\$242,479,203	\$268,823,950	\$650,512	\$91	7,118
2005	411	\$252,622,748	\$272,222,789	\$661,940	\$92	7,172
2006	406	\$270,778,310	\$283,240,910	\$698,498	\$96	7,310
2007	418	\$281,992,132	\$287,453,753	\$688,100	\$97	7,130
2008	417	\$292,526,401	\$292,526,401	\$701,923	\$98	7,184

Category Performance:

Change in Real Sales per Firm 1998-2008: -9.0%

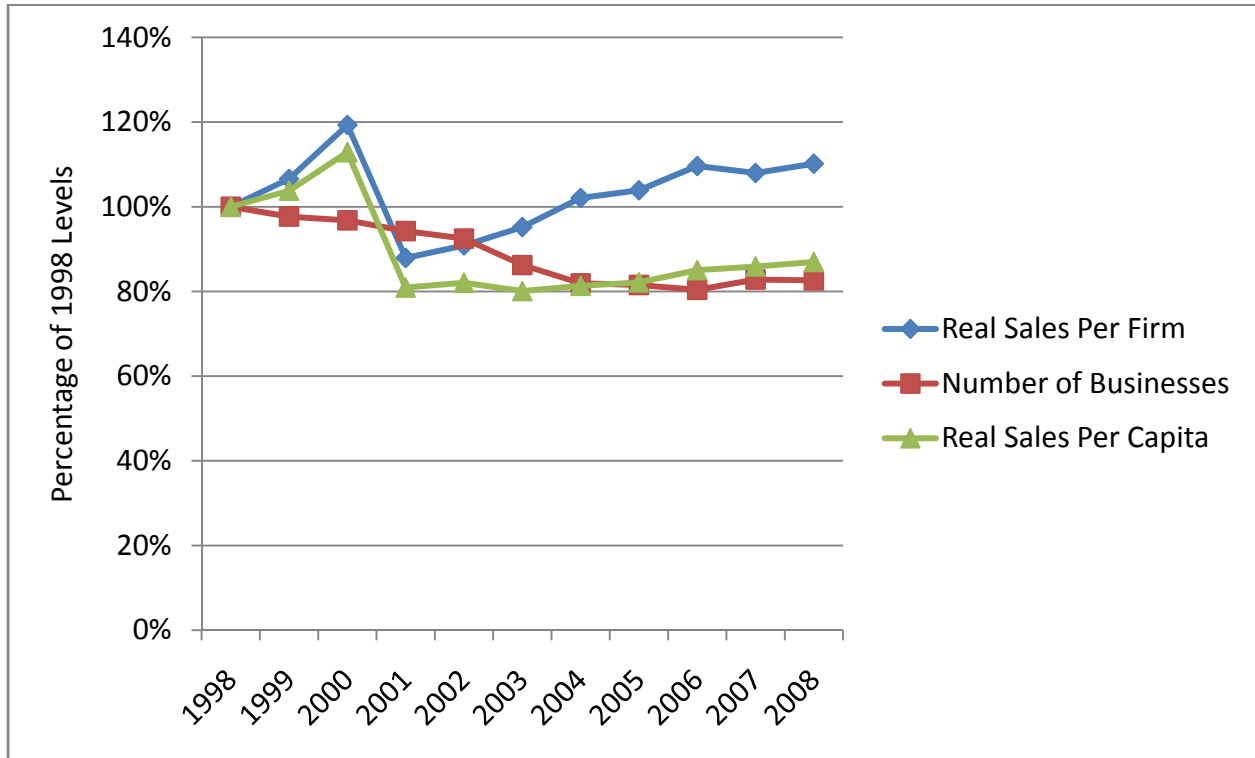
Change in Real Sales per Firm 2007-2008: 1.8%

Change in Number of Firms 1998-2008: -17.4%

Threshold Level:

Change in Population Required 1998-2008: 26.7 %

Hardware Stores



Garden Supply Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	435	\$62,032,704	\$76,489,154	\$175,736	\$27	6,573
1999	433	\$62,941,041	\$76,945,038	\$177,908	\$27	6,634
2000	438	\$66,289,622	\$79,388,769	\$181,356	\$27	6,685
2001	453	\$67,497,991	\$78,945,019	\$174,175	\$27	6,463
2002	448	\$66,191,491	\$75,994,823	\$169,631	\$26	6,539
2003	447	\$69,587,148	\$78,540,799	\$175,805	\$27	6,565
2004	451	\$72,162,462	\$80,002,729	\$177,390	\$27	6,522
2005	438	\$79,852,257	\$86,047,691	\$196,456	\$29	6,734
2006	429	\$80,989,506	\$84,717,056	\$197,476	\$29	6,910
2007	449	\$80,114,104	\$81,665,753	\$181,782	\$27	6,630
2008	458	\$80,152,201	\$80,152,201	\$175,196	\$27	6,544

Category Performance:

Change in Real Sales per Firm 1998-2008: -0.3%

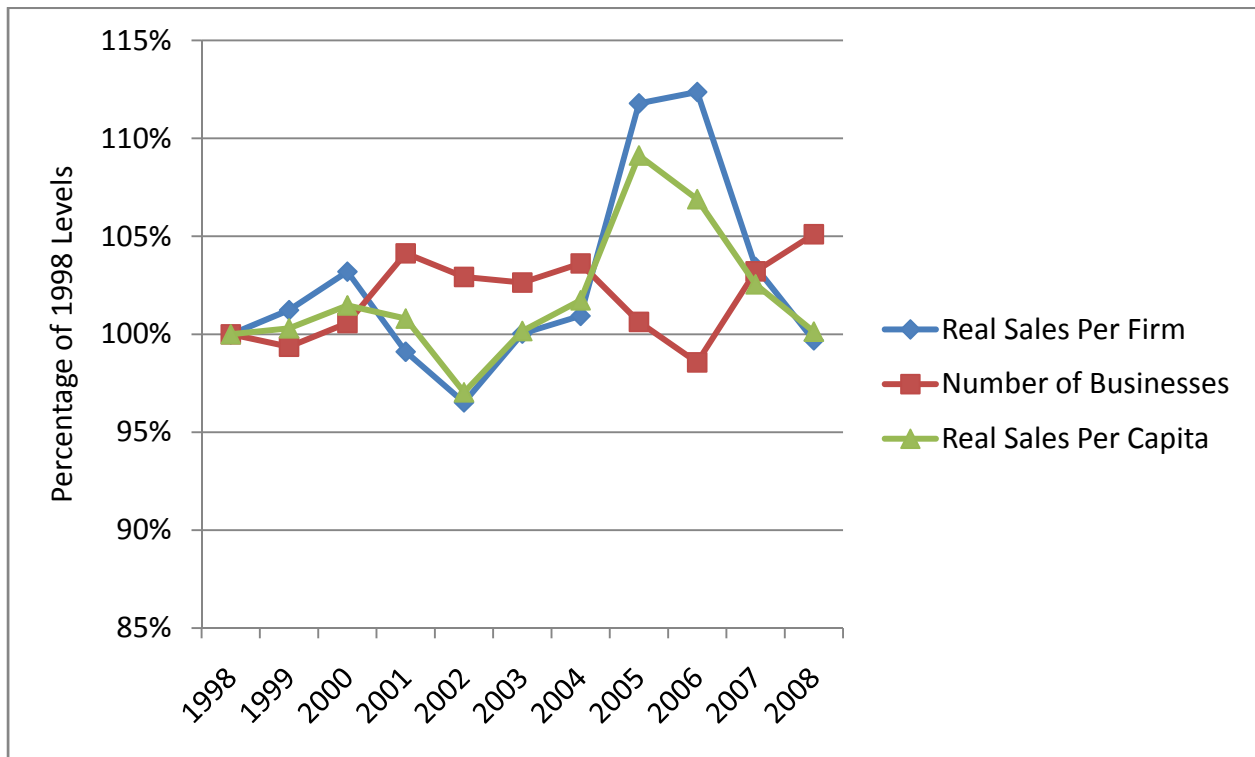
Change in Real Sales per Firm 2007-2008: -3.6%

Change in Number of Firms 1998-2008: 5.3%

Threshold Level:

Change in Population Required 1998-2008: 0.4%

Garden Supply Stores



Department Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	213	\$2,217,078,587	\$2,733,759,047	\$12,864,748	\$956	13,464
1999	231	\$2,661,277,897	\$3,253,395,962	\$14,099,224	\$1,134	12,435
2000	242	\$3,083,558,862	\$3,692,884,865	\$15,291,449	\$1,262	12,117
2001	266	\$3,352,144,982	\$3,920,637,406	\$14,725,399	\$1,338	11,003
2002	267	\$3,543,822,983	\$4,068,683,103	\$15,267,104	\$1,389	10,992
2003	268	\$3,642,490,732	\$4,111,163,354	\$15,368,835	\$1,402	10,964
2004	276	\$3,740,721,186	\$4,147,141,004	\$15,025,873	\$1,410	10,657
2005	274	\$3,901,242,268	\$4,203,924,858	\$15,370,840	\$1,425	10,784
2006	267	\$3,888,609,615	\$4,067,583,279	\$15,234,394	\$1,372	11,103
2007	283	\$4,174,174,509	\$4,255,019,887	\$15,048,700	\$1,428	10,535
2008	279	\$4,189,601,016	\$4,189,601,016	\$15,003,048	\$1,399	10,722

Category Performance:

Change in Real Sales per Firm 1998-2008: 16.6%

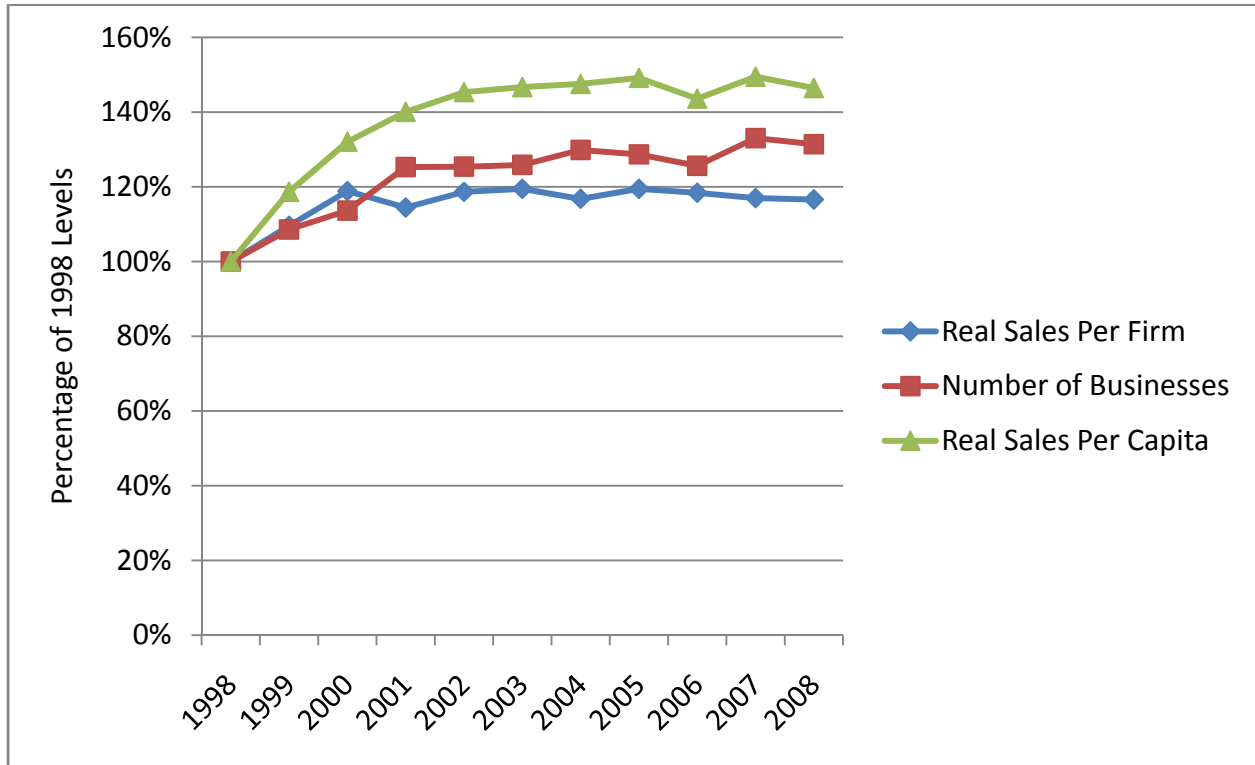
Change in Real Sales per Firm 2007-2008: -0.3%

Change in Number of Firms 1998-2008: 31%

Threshold Level:

Change in Population Required 1998-2008: -20.4 %

Department Stores



Variety Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	170	\$463,617,705	\$571,661,782	\$3,362,716	\$200	16,830
1999	163	\$485,133,558	\$593,072,809	\$3,644,073	\$207	17,631
2000	157	\$245,453,092	\$293,955,799	\$1,878,312	\$100	18,699
2001	162	\$171,338,563	\$200,395,980	\$1,240,842	\$68	18,139
2002	163	\$152,489,840	\$175,074,443	\$1,074,076	\$60	17,971
2003	153	\$142,539,367	\$160,879,647	\$1,053,222	\$55	19,200
2004	154	\$146,626,073	\$162,556,622	\$1,055,562	\$55	19,100
2005	161	\$152,692,817	\$164,539,673	\$1,021,986	\$56	18,320
2006	155	\$141,067,097	\$147,559,725	\$950,465	\$50	19,094
2007	149	\$136,518,985	\$139,163,084	\$932,416	\$47	19,958
2008	155	\$150,563,476	\$150,563,476	\$969,813	\$50	19,285

Category Performance:

Change in Real Sales per Firm 1998-2008: -71.2%

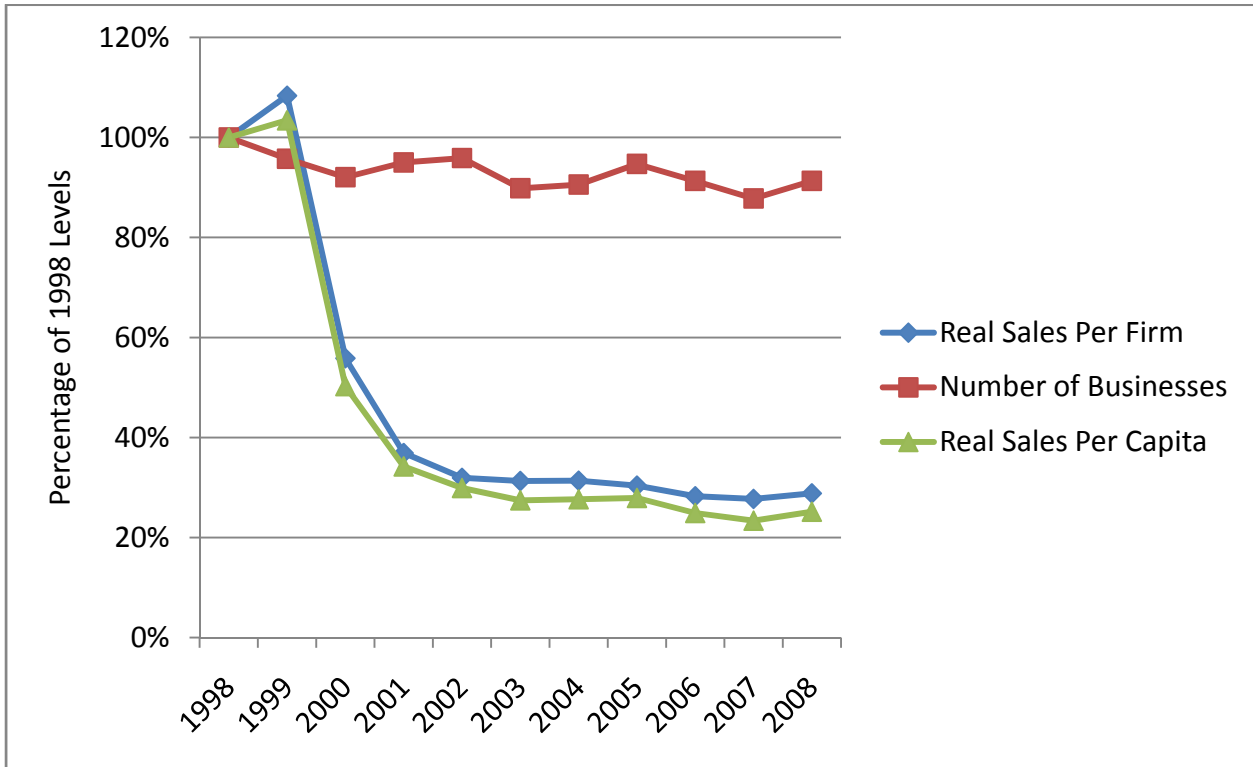
Change in Real Sales per Firm 2007-2008: 4.0%

Change in Number of Firms 1998-2008: -8.8%

Threshold Level:

Change in Population Required 1998-2008: 14.6%

Variety Stores



Miscellaneous General Merchandise

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,571	\$764,572,707	\$942,753,030	\$600,193	\$330	1,821
1999	1,597	\$816,808,254	\$998,543,098	\$625,164	\$348	1,796
2000	1,593	\$841,865,927	\$1,008,222,667	\$633,107	\$345	1,838
2001	1,615	\$885,307,517	\$1,035,447,388	\$641,045	\$353	1,814
2002	1,543	\$883,648,621	\$1,014,521,953	\$657,606	\$346	1,899
2003	1,433	\$879,016,633	\$992,118,096	\$692,457	\$338	2,047
2004	1,366	\$846,471,293	\$938,438,241	\$687,123	\$319	2,154
2005	1,313	\$833,790,830	\$898,481,498	\$684,557	\$305	2,247
2006	1,239	\$822,035,192	\$859,869,448	\$694,003	\$290	2,393
2007	1,284	\$848,314,772	\$864,744,926	\$673,740	\$290	2,321
2008	1,235	\$878,479,049	\$878,479,049	\$711,319	\$293	2,424

Category Performance:

Change in Real Sales per Firm 1998-2008: 18.5%

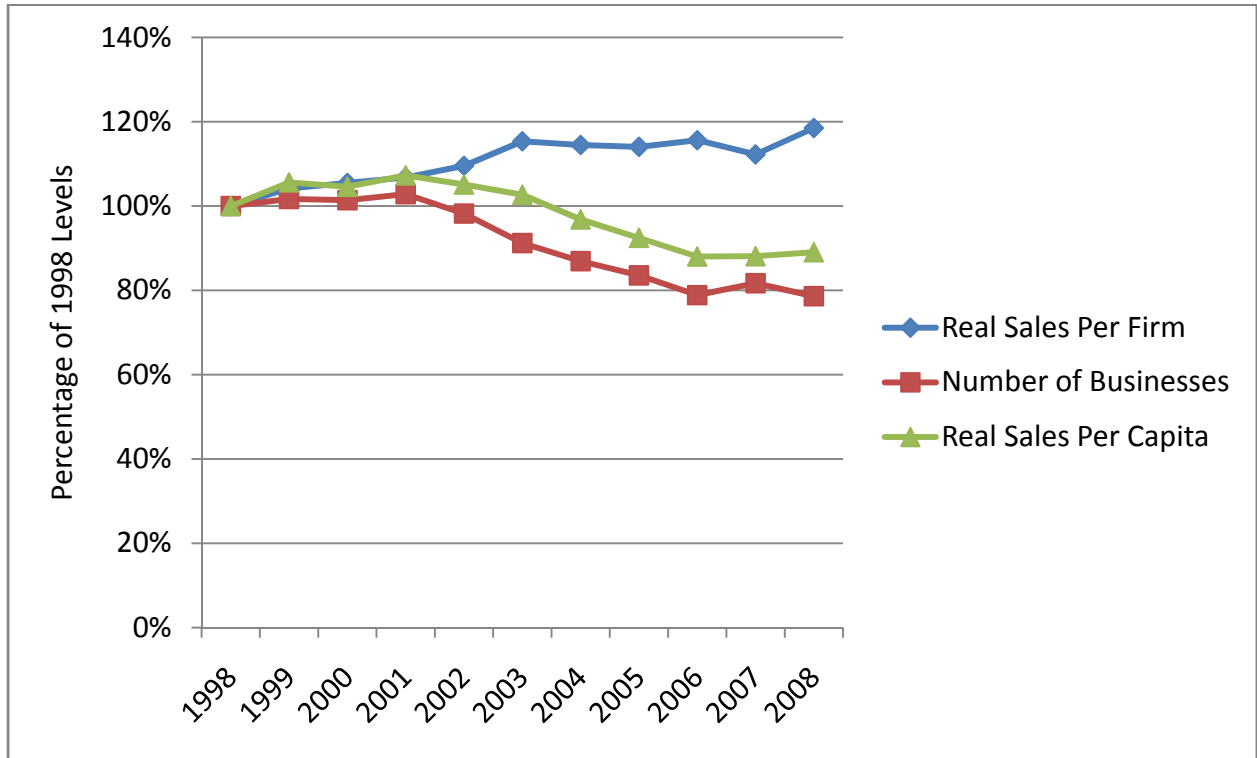
Change in Real Sales per Firm 2007-2008: 5.6%

Change in Number of Firms 1998-2008: -21.4%

Threshold Level:

Change in Population Required 1998-2008: 33.1%

Miscellaneous General Merchandise



Grocery Stores and Convenience Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	949	\$1,158,090,790	\$1,427,978,779	\$1,505,513	\$499	3,016
1999	929	\$1,230,705,734	\$1,504,530,237	\$1,620,388	\$524	3,090
2000	911	\$1,226,627,184	\$1,469,014,592	\$1,612,530	\$502	3,212
2001	935	\$1,149,462,127	\$1,344,400,149	\$1,437,861	\$459	3,133
2002	955	\$1,187,963,876	\$1,363,908,009	\$1,428,176	\$466	3,067
2003	986	\$1,225,950,897	\$1,383,691,757	\$1,402,983	\$472	2,974
2004	998	\$1,257,182,592	\$1,393,772,275	\$1,396,915	\$474	2,948
2005	1,006	\$1,291,625,324	\$1,391,837,634	\$1,383,193	\$472	2,931
2006	1,029	\$1,347,655,427	\$1,409,681,409	\$1,370,619	\$476	2,882
2007	1,086	\$1,429,773,699	\$1,457,465,544	\$1,342,667	\$489	2,744
2008	1,084	\$1,490,298,001	\$1,490,298,001	\$1,374,814	\$498	2,762

Category Performance:

Change in Real Sales per Firm 1998-2008: -8.9%

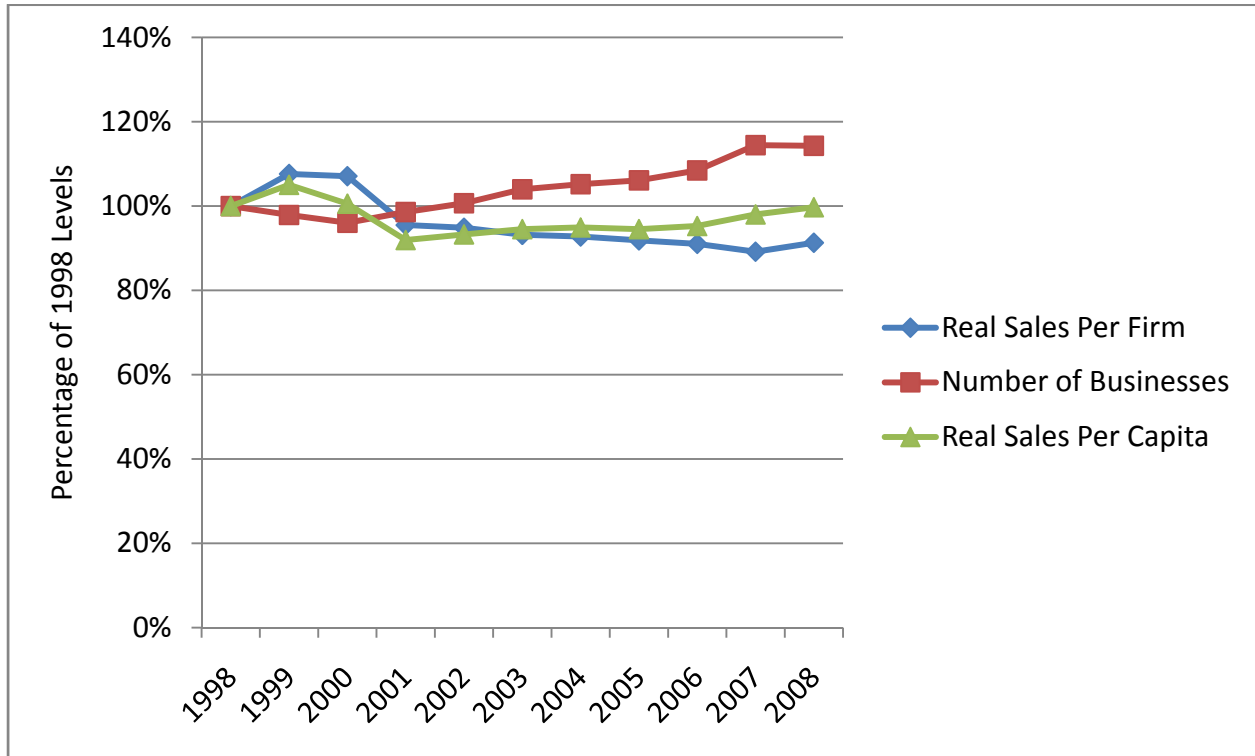
Change in Real Sales per Firm 2007-2008: 2.4%

Change in Number of Firms 1998-2008: 14.2%

Threshold Level:

Change in Population Required 1998-2008: -8.4%

Grocery Stores and Convenience Stores



Specialized Groceries

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	605	\$54,509,170.00	\$67,212,293	\$111,095	\$23	4,729
1999	675	\$56,631,339	\$69,231,466	\$102,641	\$24	4,254
2000	690	\$ 56,373,330	\$67,512,970	\$97,809	\$23	4,240
2001	638	\$57,298,726	\$67,016,054	\$105,000	\$23	4,590
2002	619	\$62,695,486	\$71,981,040	\$116,333	\$25	4,734
2003	571	\$57,634,462	\$65,050,183	\$113,923	\$22	5,136
2004	566	\$60,183,115	\$66,721,857	\$117,935	\$23	5,199
2005	569	\$66,881,048	\$72,070,095	\$126,772	\$24	5,188
2006	553	\$68,166,056	\$71,303,406	\$128,998	\$24	5,363
2007	614	\$73,472,516	\$74,895,531	\$122,079	\$25	4,855
2008	624	\$73,900,979	\$73,900,979	\$118,384	\$25	4,796

Category Performance:

Change in Real Sales per Firm 1998-2008: 6.6%

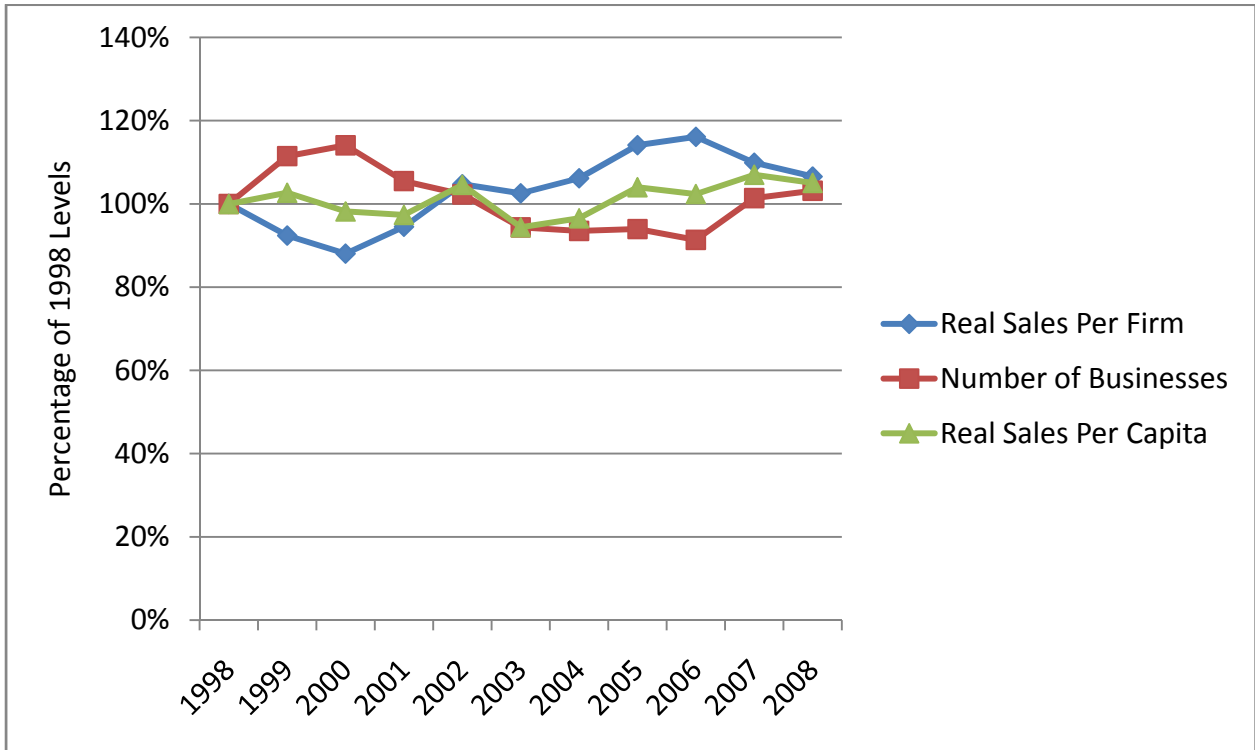
Change in Real Sales per Firm 2007-2008: -2.7%

Change in Number of Firms 1998-2008: 3.1%

Threshold Level:

Change in Population Required 1998-2008: 1.4%

Specialized Groceries



Automobile Dealers

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	851	\$383,010,276	\$472,269,144	\$555,284	\$165	3,364
1999	836	\$406,205,172	\$496,583,340	\$593,999	\$173	3,432
2000	830	424,989,556	\$508,969,528	\$613,401	\$174	3,527
2001	841	\$442,758,365	\$517,846,041	\$615,750	\$177	3,483
2002	833	\$476,751,811	\$547,361,436	\$657,491	\$187	3,519
2003	801	\$477,656,509	\$539,115,699	\$672,843	\$184	3,660
2004	770	\$487,777,416	\$540,773,188	\$702,075	\$184	3,819
2005	776	\$501,120,164	\$540,000,177	\$696,325	\$183	3,803
2006	764	\$523,179,681	\$547,259,081	\$716,308	\$185	3,880
2007	811	\$552,395,034	\$563,093,817	\$694,534	\$189	3,674
2008	823	\$588,191,253	\$588,191,253	\$714,692	\$196	3,638

Category Performance:

Change in Real Sales per Firm 1998-2008: 28.7%

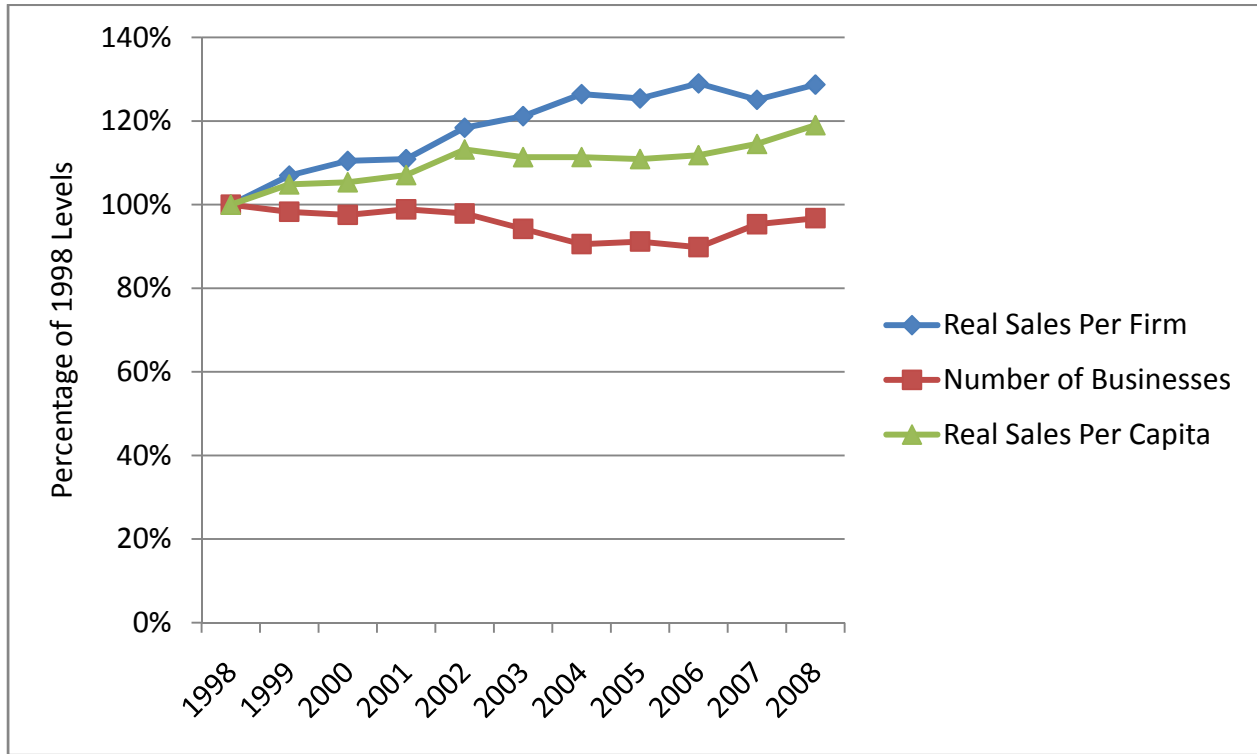
Change in Real Sales per Firm 2007-2008: 2.9%

Change in Number of Firms 1998-2008: -3.2%

Threshold Level:

Change in Population Required 1998-2008: 8.1%

Automobile Dealers



Automotive Parts

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,360	\$435,520,094	\$537,016,145	\$394,792	\$188	2,103
1999	1,390	\$457,941,129	\$559,830,231	\$402,683	\$195	2,064
2000	1,370	\$440,240,214	\$527,233,789	\$384,842	\$180	2,136
2001	1,427	\$486,127,869	\$568,570,607	\$398,577	\$194	2,054
2002	1,382	\$504,101,783	\$578,762,093	\$418,786	\$198	2,120
2003	1,302	\$474,184,645	\$535,197,116	\$410,979	\$182	2,252
2004	1,289	\$487,913,922	\$540,924,525	\$419,728	\$184	2,282
2005	1,290	\$497,219,980	\$535,797,392	\$415,266	\$182	2,286
2006	1,279	\$511,138,728	\$534,663,941	\$418,033	\$180	2,318
2007	1,326	\$513,221,799	\$523,161,875	\$394,616	\$176	2,247
2008	1,323	\$528,863,863	\$528,863,863	\$399,821	\$177	2,263

Category Performance:

Change in Real Sales per Firm 1998-2008: 1.3 %

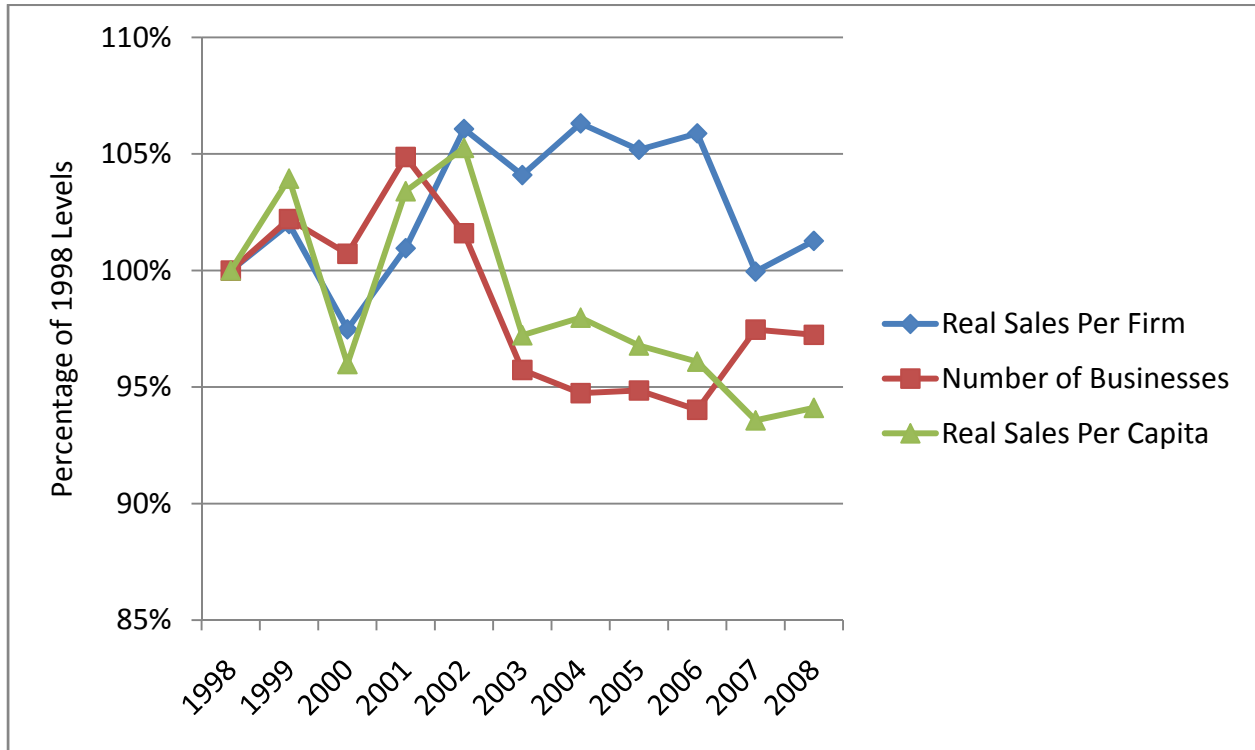
Change in Real Sales per Firm 2007-2008: 1.3%

Change in Number of Firms 1998-2008: -2.7%

Threshold Level:

Change in Population Required 1998-2008: 7.6%

Automotive Parts



Gas Stations

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,340	\$335,867,862	\$414,140,397	\$309,175	\$145	2,136
1999	1,280	\$345,932,835	\$422,900,776	\$330,327	\$147	2,241
2000	1,245	\$369,179,630	\$442,131,293	\$355,126	\$151	2,350
2001	1,239	\$377,827,727	\$441,903,774	\$356,734	\$151	2,365
2002	1,212	\$396,144,857	\$454,816,139	\$375,261	\$155	2,417
2003	1,186	\$418,477,751	\$472,322,518	\$398,164	\$161	2,472
2004	1,196	\$474,961,814	\$526,565,204	\$440,272	\$179	2,459
2005	1,165	\$453,428,070	\$488,607,834	\$419,316	\$166	2,531
2006	1,145	\$480,765,152	\$502,892,418	\$439,399	\$170	2,590
2007	1,184	\$493,961,142	\$503,528,177	\$425,277	\$169	2,516
2008	1,143	\$520,290,725	\$520,290,725	\$455,197	\$174	2,619

Category Performance:

Change in Real Sales per Firm 1998-2008: 47.2%

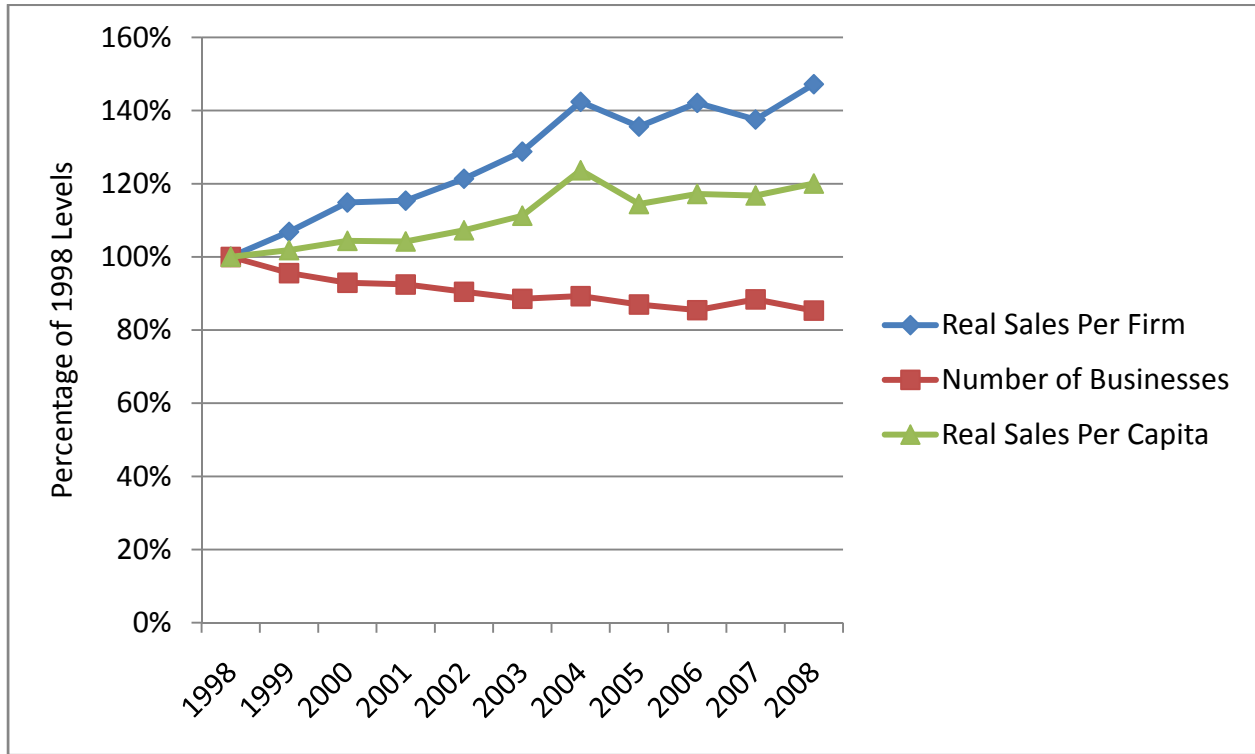
Change in Real Sales per Firm 2007-2008: 7.0 %

Change in Number of Firms 1998-2008: -14.7%

Threshold Level:

Change in Population Required 1998-2008: 22.6%

Gas Stations



Recreational Vehicles

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	406	\$107,306,009	\$132,313,205	\$325,694	\$46	7,043
1999	395	\$118,893,039	\$145,346,013	\$368,431	\$51	7,274
2000	393	\$129,924,759	\$155,598,514	\$395,925	\$53	7,446
2001	401	\$133,204,669	\$155,794,935	\$388,274	\$53	7,301
2002	393	\$128,793,483	\$147,868,522	\$376,495	\$50	7,458
2003	376	\$135,834,116	\$153,311,643	\$408,015	\$52	7,805
2004	366	\$148,083,413	\$164,172,298	\$448,252	\$56	8,031
2005	364	\$159,858,214	\$172,261,006	\$472,920	\$58	8,097
2006	375	\$170,987,927	\$178,857,664	\$476,636	\$60	7,900
2007	390	\$178,272,417	\$181,725,196	\$465,664	\$61	7,633
2008	388	\$189,690,618	\$189,690,618	\$488,893	\$63	7,716

Category Performance:

Change in Real Sales per Firm 1998-2008: 50.1%

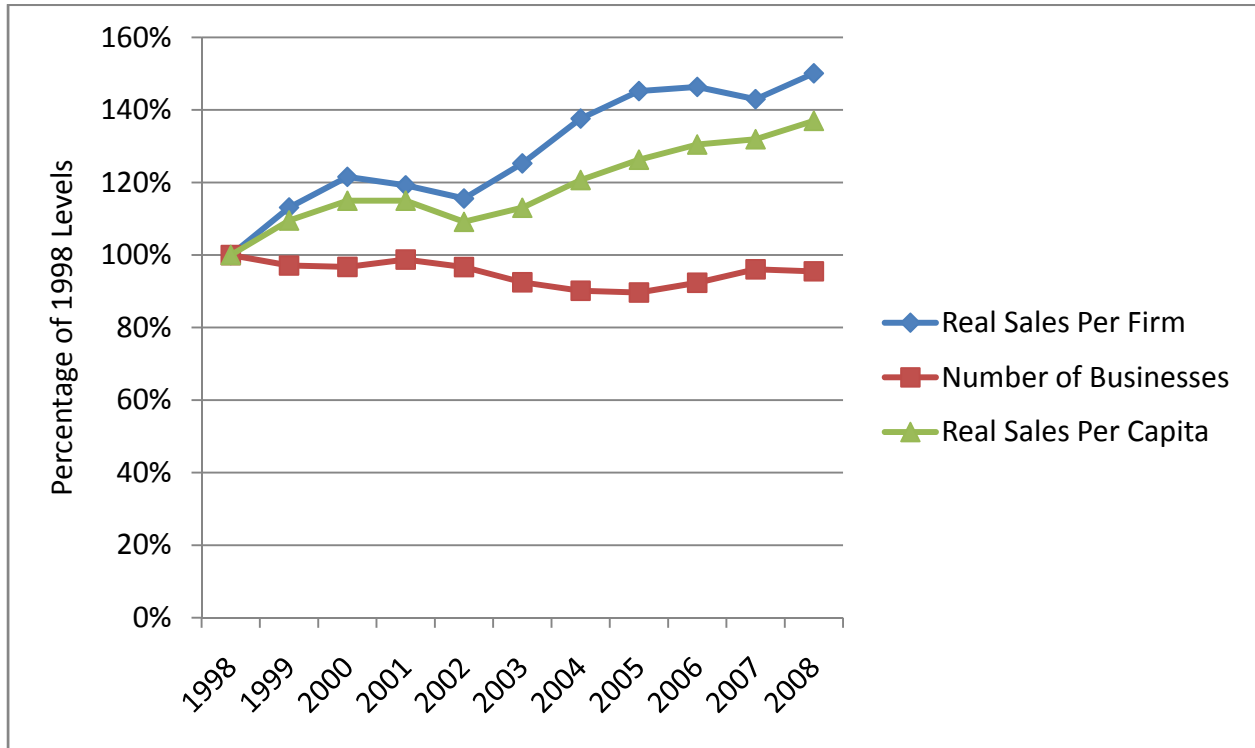
Change in Real Sales per Firm 2007-2008: 5.0%

Change in Number of Firms 1998-2008: -4.4%

Threshold Level:

Change in Population Required 1998-2008: 9.6%

Recreational Vehicles



Clothing and Clothing Accessories

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,481	\$530,545,200	\$654,186,436	\$441,794	\$229	1,932
1999	1,440	\$541,485,827	\$661,963,114	\$459,856	\$231	1,993
2000	1,241	\$539,614,408	\$646,244,800	\$520,745	\$221	2,358
2001	1,261	\$585,519,096	\$684,817,656	\$543,183	\$234	2,324
2002	1,231	\$586,042,159	\$672,838,300	\$546,468	\$230	2,379
2003	1,182	\$584,252,404	\$659,427,093	\$557,891	\$225	2,481
2004	1,142	\$591,525,338	\$655,793,058	\$574,375	\$223	2,576
2005	1,150	\$614,870,665	\$662,576,148	\$576,153	\$225	2,565
2006	1,205	\$657,976,020	\$688,259,435	\$571,170	\$232	2,460
2007	1,296	\$686,727,462	\$700,027,994	\$540,249	\$235	2,299
2008	1,296	\$706,085,489	\$706,085,489	\$544,714	\$236	2,310

Category Performance:

Change in Real Sales per Firm 1998-2008: 23.3%

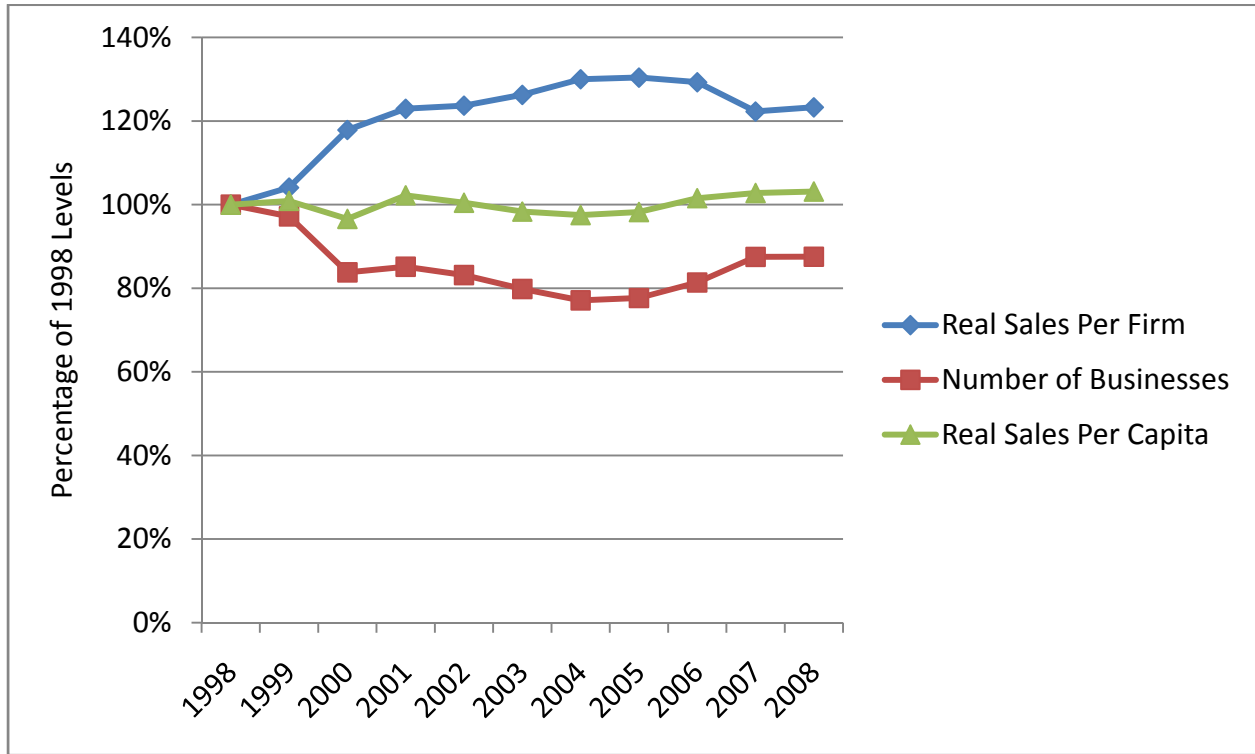
Change in Real Sales per Firm 2007-2008: 0.8%

Change in Number of Firms 1998-2008: 12.5%

Threshold Level:

Change in Population Required 1998-2008: 19.6%

Clothing and Clothing Accessories



Shoe Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	278	\$118,717,050	\$146,383,539	\$527,508	\$51	10,310
1999	259	\$111,849,995	\$136,735,935	\$528,959	\$48	11,100
2000	251	\$116,451,984	\$139,463,454	\$555,078	\$48	11,647
2001	262	\$120,899,391	\$141,402,796	\$540,221	\$48	11,192
2002	242	\$117,510,071	\$134,913,974	\$556,920	\$46	12,092
2003	236	\$112,860,187	\$127,381,701	\$540,325	\$43	12,440
2004	234	\$116,950,472	\$129,656,843	\$554,089	\$44	12,570
2005	242	\$127,342,684	\$137,222,720	\$567,622	\$47	12,200
2006	242	\$135,088,629	\$141,306,097	\$585,118	\$48	12,275
2007	245	\$138,693,077	\$141,379,283	\$577,648	\$47	12,170
2008	241	\$135,486,889	\$135,486,889	\$563,355	\$45	12,449

Category Performance:

Change in Real Sales per Firm 1998-2008: 6.8%

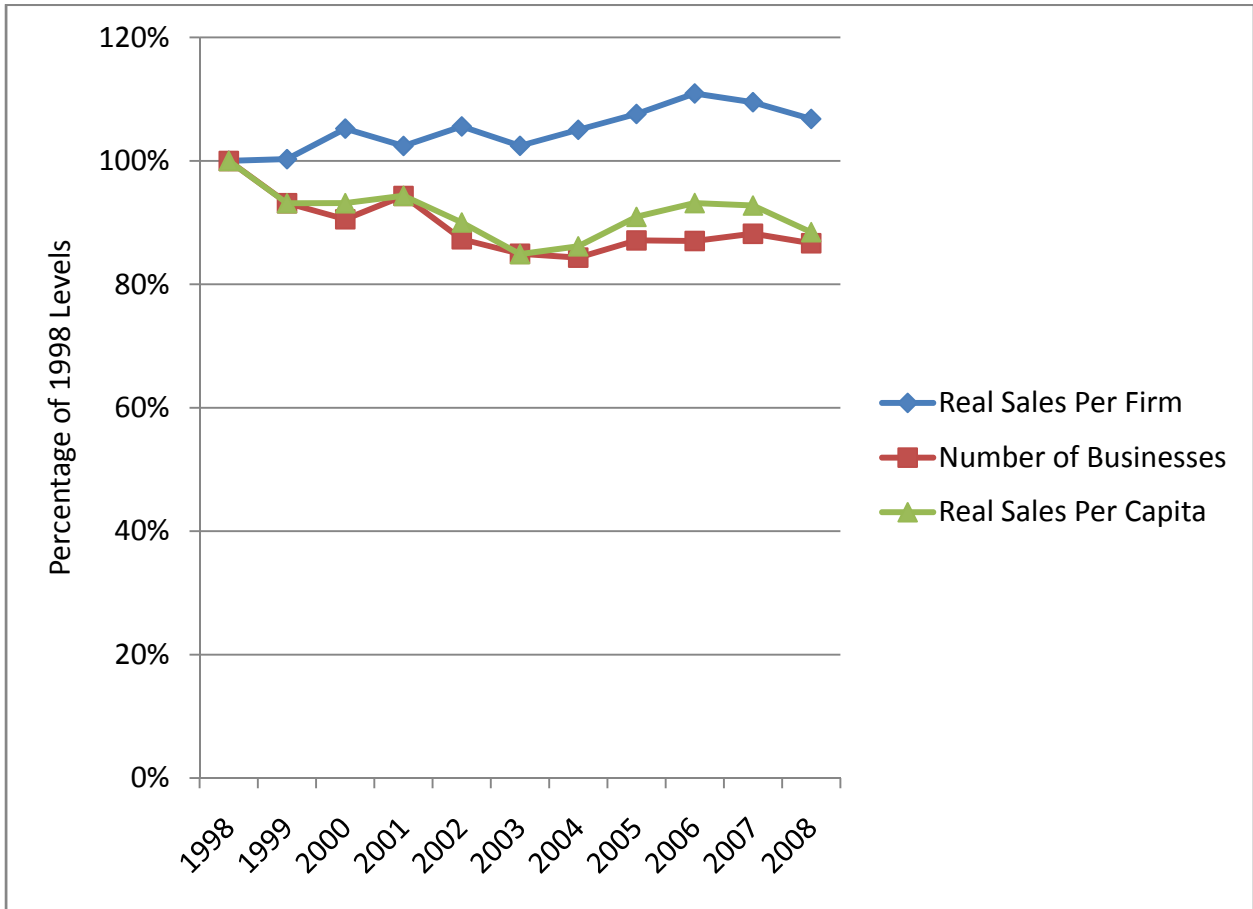
Change in Real Sales per Firm 2007-2008: -2.6%

Change in Number of Firms 1998-2008: -13.3%

Threshold Level:

Change in Population Required 1998-2008: 20.1%

Shoe Stores



Furniture Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	609	\$335,465,542	\$413,644,318	\$679,498	\$145	4,700
1999	592	\$363,256,832	\$444,079,257	\$750,451	\$155	4,849
2000	587	\$382,906,050	\$458,570,120	\$781,543	\$157	4,987
2001	576	\$365,455,034	\$427,432,788	\$741,749	\$146	5,084
2002	542	\$348,512,761	\$400,129,462	\$737,906	\$137	5,402
2003	529	\$363,449,488	\$410,213,869	\$775,818	\$140	5,547
2004	523	\$371,049,130	\$411,362,672	\$786,169	\$140	5,621
2005	527	\$383,701,049	\$413,470,958	\$784,575	\$140	5,597
2006	520	\$393,281,967	\$411,382,811	\$791,501	\$139	5,703
2007	527	\$382,377,890	\$389,783,782	\$739,628	\$131	5,652
2008	514	\$367,201,739	\$367,201,739	\$714,748	\$123	5,828

Category Performance:

Change in Real Sales per Firm 1998-2008: 5.2%

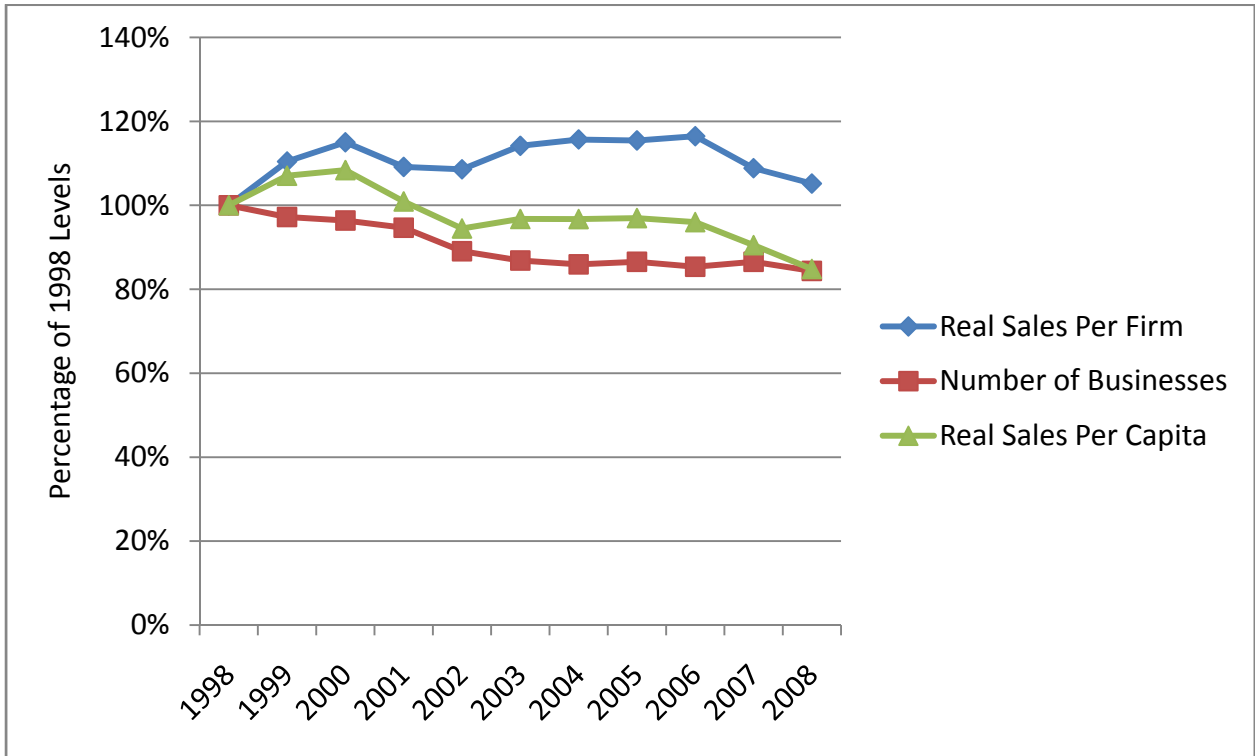
Change in Real Sales per Firm 2007-2008: -3.4%

Change in Number of Firms 1998-2008: -15.6%

Threshold Level:

Change in Population Required 1998-2008: 24.0%

Furniture Stores



Home Furnishings Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	569	\$152,490,852	\$188,028,178	\$330,454	\$66	5,028
1999	570	\$171,895,242	\$210,140,883	\$368,992	\$73	5,038
2000	571	\$179,057,391	\$214,439,989	\$375,387	\$73	5,123
2001	591	\$183,633,575	\$214,776,111	\$363,719	\$73	4,961
2002	576	\$170,549,859	\$195,809,253	\$340,094	\$67	5,088
2003	535	\$176,338,620	\$199,027,788	\$371,841	\$68	5,479
2004	514	\$181,266,656	\$200,960,816	\$390,974	\$68	5,722
2005	503	\$198,939,432	\$214,374,388	\$426,404	\$73	5,867
2006	480	\$203,336,633	\$212,695,223	\$443,346	\$72	6,179
2007	499	\$197,419,780	\$201,243,405	\$403,091	\$68	5,966
2008	501	\$198,884,417	\$198,884,417	\$396,975	\$66	5,976

Category Performance:

Change in Real Sales per Firm 1998-2008: 20.1%

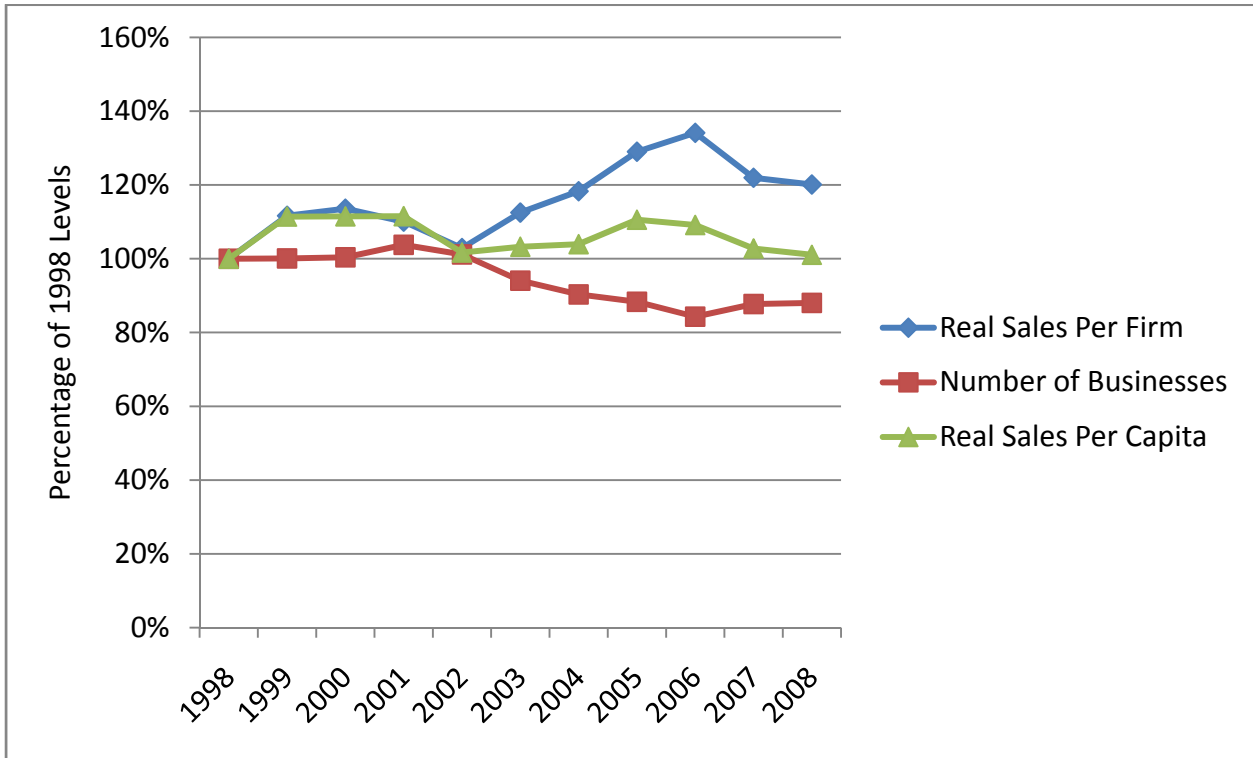
Change in Real Sales per Firm 2007-2008: -1.5%

Change in Number of Firms 1998-2008: -12.0%

Threshold Level:

Change in Population Required 1998-2008: 18.9%

Home Furnishings Stores



Appliances & Entertainment Equipment Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,428	\$529,684,407	\$653,125,039	\$457,370	\$228	2,004
1999	1,368	\$600,419,458	\$734,009,117	\$536,654	\$256	2,098
2000	1,281	\$628,221,126	\$752,360,630	\$587,552	\$257	2,285
2001	1,227	\$651,591,299	\$762,095,087	\$621,358	\$260	2,388
2002	1,147	\$657,009,013	\$754,315,744	\$657,929	\$258	2,555
2003	1,035	\$646,788,047	\$730,009,082	\$705,152	\$249	2,833
2004	972	\$735,132,940	\$815,003,259	\$838,696	\$277	3,027
2005	940	\$799,859,240	\$861,917,284	\$916,933	\$292	3,138
2006	878	\$843,753,830	\$882,587,688	\$1,005,511	\$298	3,377
2007	869	\$855,985,045	\$872,563,756	\$1,003,812	\$293	3,427
2008	891	\$903,411,094	\$903,411,094	\$1,014,499	\$302	3,362

Category Performance:

Change in Real Sales per Firm 1998-2008: 122.0%

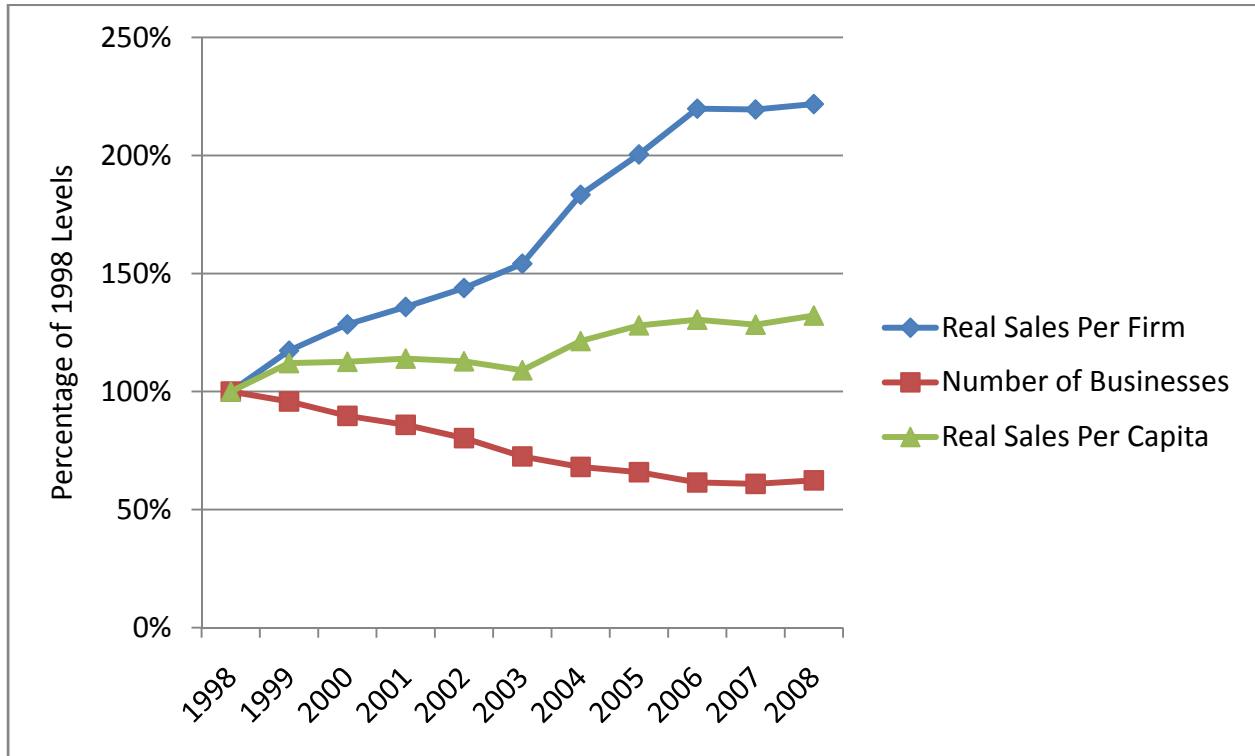
Change in Real Sales per Firm 2007-2008: 1.1%

Change in Number of Firms 1998-2008: -37.6%

Threshold Level:

Change in Population Required 1998-2008: 67.8%

Appliances & Entertainment Equipment Stores



Restaurants, Taverns and Bars

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	6,968	\$2,279,937,981	\$2,811,267,547	\$403,454	\$983	411
1999	6,856	\$2,342,817,918	\$2,864,080,584	\$417,748	\$998	419
2000	6,675	\$2,385,110,700	\$2,856,420,000	\$427,912	\$976	438
2001	6,656	\$2,404,765,179	\$2,812,590,853	\$422,549	\$960	440
2002	6,626	\$2,465,627,242	\$2,830,800,507	\$427,242	\$966	442
2003	6,587	\$2,500,867,509	\$2,822,649,559	\$428,502	\$962	445
2004	6,594	\$2,575,409,674	\$2,855,221,368	\$432,987	\$971	446
2005	6,678	\$2,710,570,974	\$2,920,873,894	\$437,404	\$990	442
2006	6,860	\$2,895,133,556	\$3,028,382,381	\$441,471	\$1,022	432
2007	7,473	\$3,084,773,400	\$3,144,519,266	\$420,770	\$1,056	399
2008	7,630	\$3,274,849,728	\$3,274,849,728	\$429,235	\$1,094	392

Category Performance:

Change in Real Sales per Firm 1998-2008: 6.4%

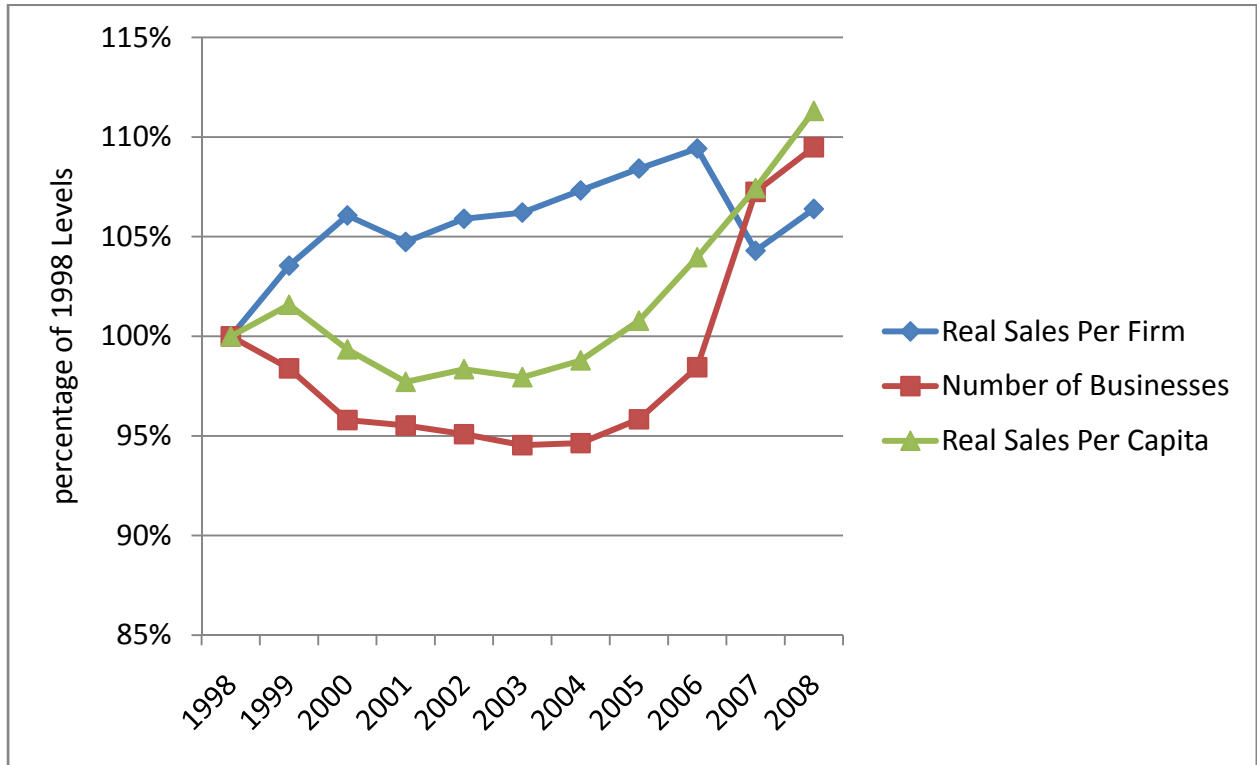
Change in Real Sales per Firm 2007-2008: 2.0%

Change in Number of Firms 1998-2008: 9.5%

Threshold Level:

Change in Population Required 1998-2008: -4.6%

Restaurants, Taverns and Bars



Drug Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	546	\$241,709,077	\$298,038,319	\$545,608	\$104	5,238
1999	549	\$245,187,671	\$299,740,429	\$546,224	\$104	5,229
2000	558	\$251,209,629	\$300,849,855	\$538,916	\$103	5,242
2001	663	\$252,551,736	\$295,382,147	\$445,356	\$101	4,417
2002	671	\$256,725,191	\$294,747,636	\$439,594	\$101	4,369
2003	639	\$231,876,732	\$261,711,887	\$409,725	\$89	4,591
2004	649	\$244,446,954	\$271,005,492	\$417,413	\$92	4,530
2005	692	\$260,129,170	\$280,311,606	\$405,221	\$95	4,264
2006	685	\$265,762,479	\$277,994,225	\$405,683	\$94	4,326
2007	738	\$287,180,992	\$292,743,111	\$396,671	\$98	4,036
2008	754	\$326,841,084	\$326,841,084	\$433,764	\$109	3,973

Category Performance:

Change in Real Sales per Firm 1998-2008: -20.5%

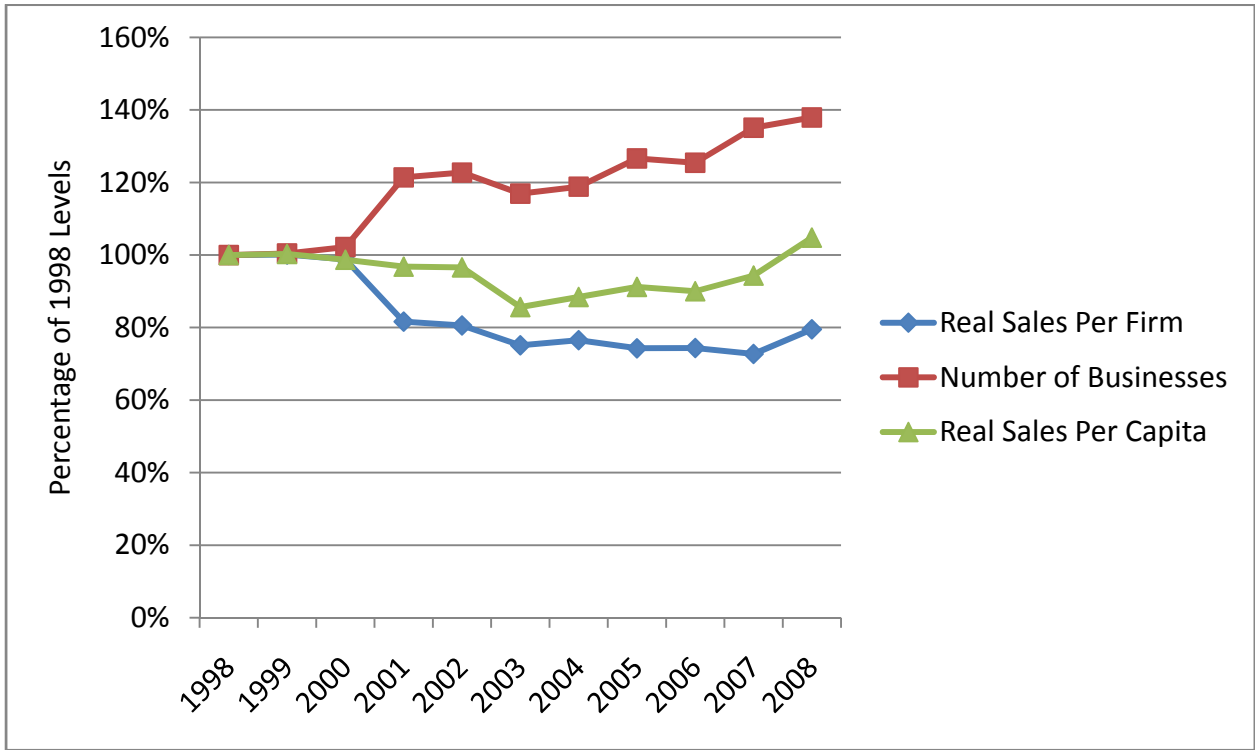
Change in Real Sales per Firm 2007-2008: 9.4 %

Change in Number of Firms 1998-2008: 38.1%

Threshold Level:

Change in Population Required 1998-2008: -24.1%

Drug Stores



Liquor Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	100	\$33,156,297	\$40,883,227	\$410,887	\$14	28,754
1999	99	\$36,321,118	\$44,402,345	\$447,379	\$15	28,911
2000	103	\$40,809,578	\$48,873,746	\$474,502	\$17	28,411
2001	114	\$47,811,359	\$55,919,718	\$489,450	\$19	25,640
2002	115	\$50,447,780	\$57,919,380	\$502,554	\$20	25,417
2003	110	\$49,933,299	\$56,358,125	\$512,347	\$19	26,662
2004	113	\$46,702,096	\$51,776,160	\$458,196	\$18	26,030
2005	123	\$45,166,128	\$48,670,397	\$397,309	\$17	24,077
2006	130	\$44,660,598	\$46,716,107	\$359,355	\$16	22,803
2007	155	\$41,665,255	\$42,472,227	\$274,014	\$14	19,218
2008	153	\$41,032,099	\$41,032,099	\$268,623	\$14	19,601

Category Performance:

Change in Real Sales per Firm 1998-2008: -34.6%

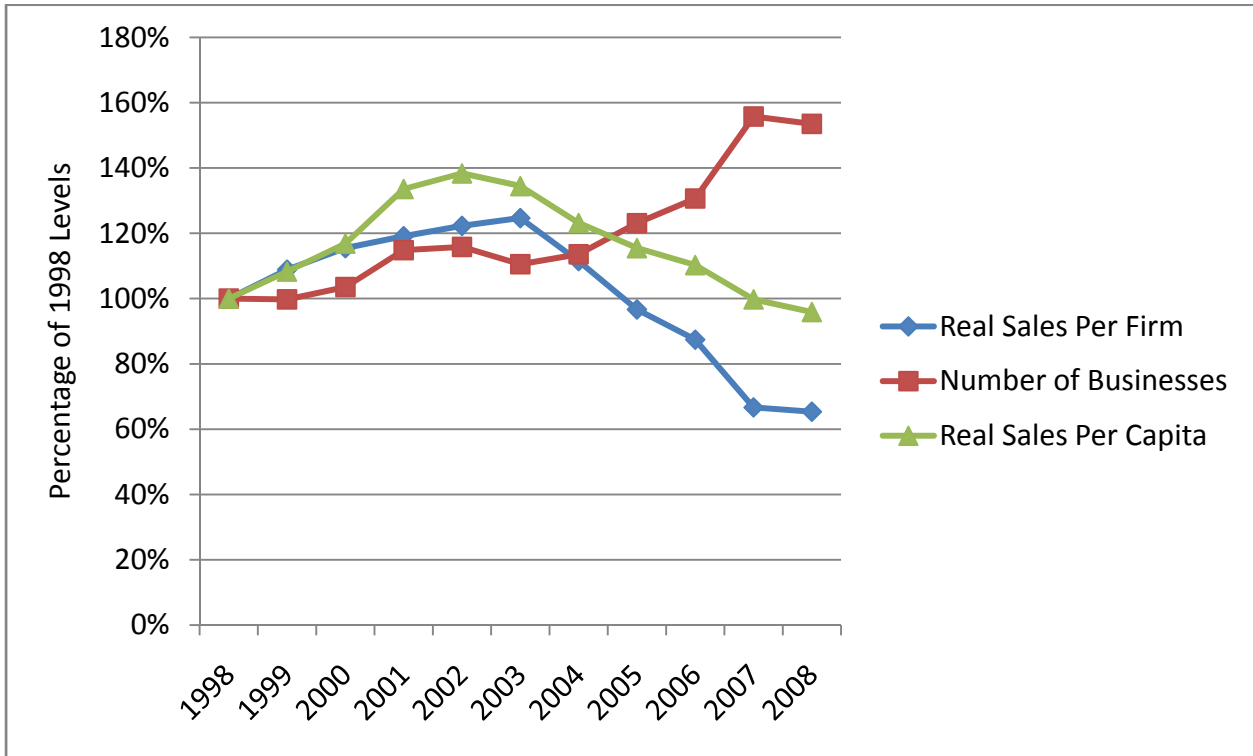
Change in Real Sales per Firm 2007-2008: -2.0%

Change in Number of Firms 1998-2008: 53%

Threshold Level:

Change in Population Required 1998-2008: -30.1%

Liquor Stores



Used Merchandise Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	2,466	\$87,218,780	\$107,544,735	\$43,607	\$38	1,160
1999	2,363	\$92,106,474	\$112,599,601	\$47,661	\$39	1,215
2000	2,319	\$84,843,161	\$101,608,576	\$43,811	\$35	1,262
2001	2,260	\$82,823,596	\$96,869,703	\$42,872	\$33	1,296
2002	2,127	\$81,847,543	\$93,969,625	\$44,179	\$32	1,377
2003	1,820	\$82,222,421	\$92,801,830	\$50,990	\$32	1,611
2004	1,688	\$77,553,382	\$85,979,359	\$50,951	\$29	1,743
2005	1,630	\$78,833,880	\$84,950,302	\$52,109	\$29	1,809
2006	1,493	\$75,965,241	\$79,461,549	\$53,214	\$27	1,985
2007	1,540	\$76,728,112	\$78,214,181	\$50,805	\$26	1,935
2008	1,498	\$76,513,682	\$76,513,682	\$51,094	\$26	1,999

Category Performance:

Change in Real Sales per Firm 1998-2008: 17.2%

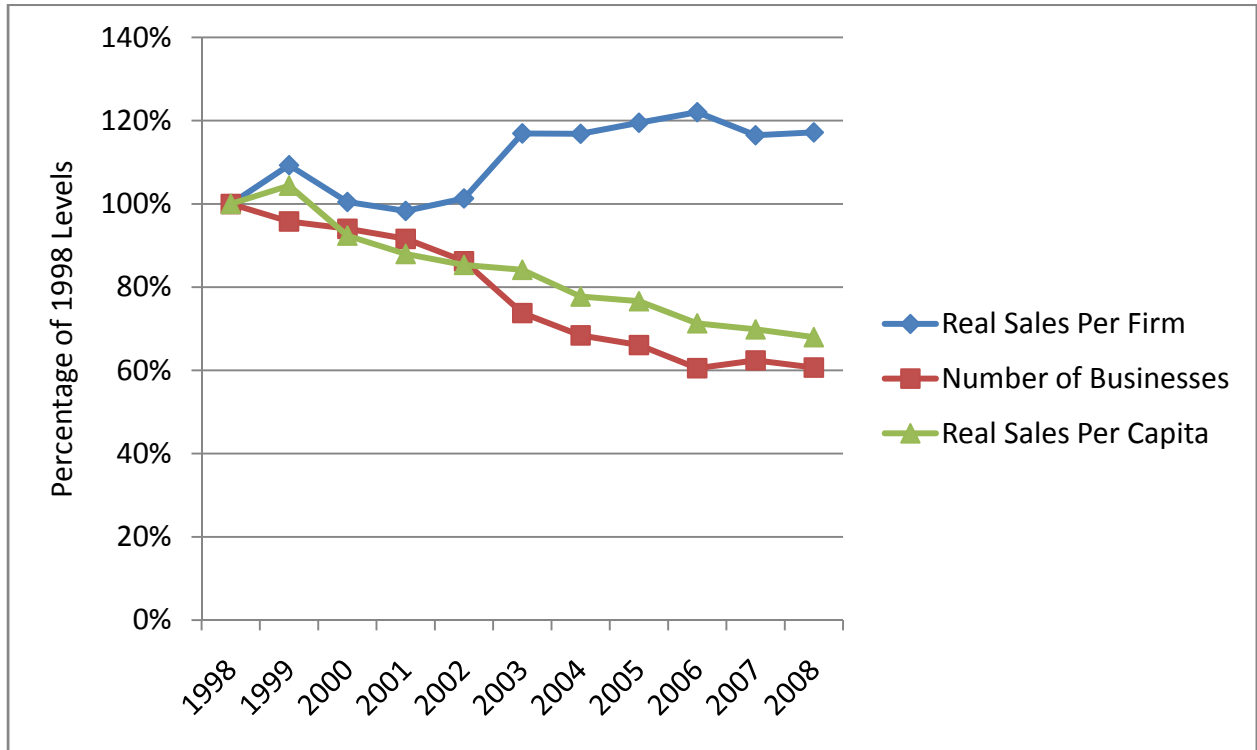
Change in Real Sales per Firm 2007-2008: 0.6%

Change in Number of Firms 1998-2008: -39.3%

Threshold Level:

Change in Population Required 1998-2008: 72.3%

Used Merchandise Stores



Sporting Goods Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,701	\$208,420,588	\$256,992,094	\$151,061	\$90	1,682
1999	1,593	\$232,026,612	\$283,651,115	\$178,089	\$99	1,802
2000	1,543	\$227,095,287	\$271,970,404	\$176,318	\$93	1,897
2001	1,499	\$223,613,740	\$261,536,538	\$174,474	\$89	1,954
2002	1,470	\$236,155,174	\$271,131,084	\$184,443	\$93	1,993
2003	1,342	\$226,720,829	\$255,892,584	\$190,645	\$87	2,185
2004	1,293	\$239,023,859	\$264,993,192	\$204,944	\$90	2,275
2005	1,248	\$247,702,017	\$266,920,277	\$213,836	\$90	2,363
2006	1,211	\$289,032,923	\$302,335,694	\$249,606	\$102	2,447
2007	1,303	\$328,561,277	\$334,924,849	\$257,140	\$112	2,287
2008	1,299	\$336,632,364	\$336,632,364	\$259,247	\$112	2,306

Category Performance:

Change in Real Sales per Firm 1998-2008: 72.0%

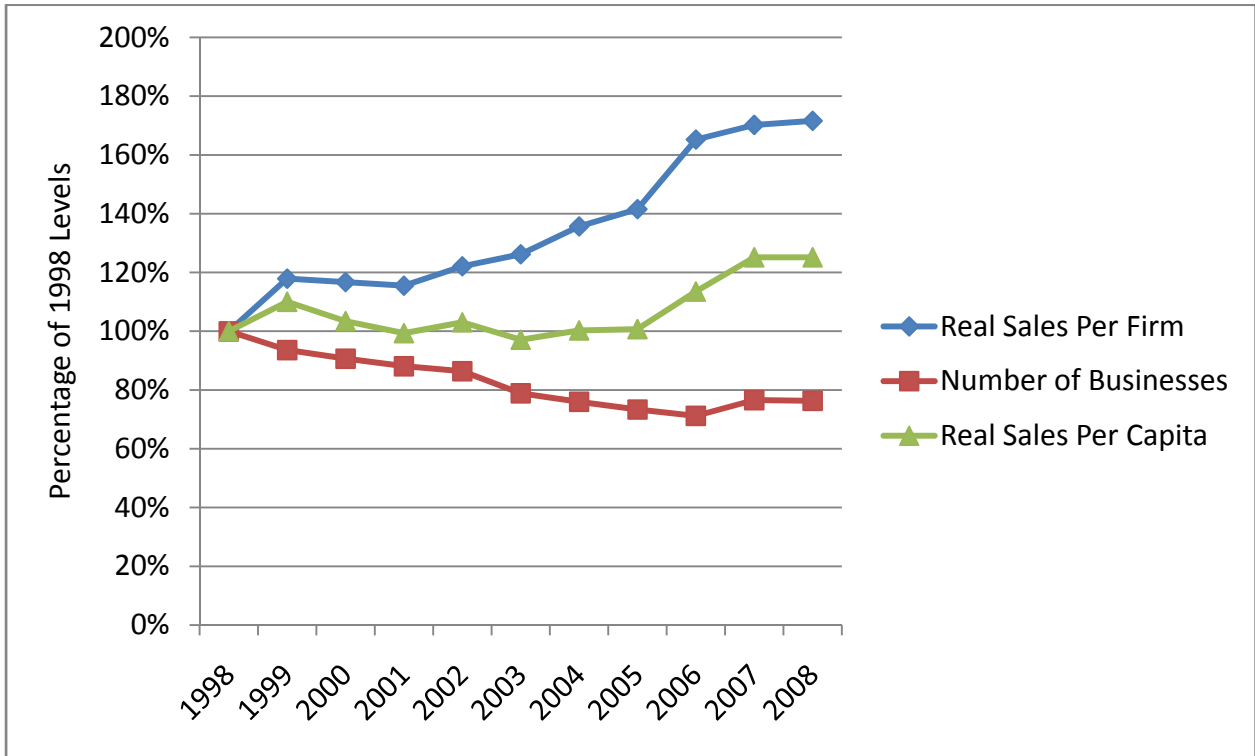
Change in Real Sales per Firm 2007-2008: .8%

Change in Number of Firms 1998-2008: -23.6%

Threshold Level:

Change in Population Required 1998-2008: 37.1%

Sporting Goods Stores



Books & Stationery Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	583	\$144,303,780	\$177,933,144	\$305,072	\$62	4,905
1999	546	\$136,224,098	\$166,533,127	\$305,006	\$58	5,255
2000	518	\$140,632,054	\$168,421,622	\$325,295	\$58	5,652
2001	509	\$142,092,230	\$166,189,743	\$326,342	\$57	5,752
2002	497	\$148,007,876	\$169,928,675	\$341,737	\$58	5,891
2003	454	\$150,987,557	\$170,414,850	\$375,363	\$58	6,460
2004	417	\$174,095,927	\$193,011,006	\$462,856	\$66	7,054
2005	413	\$161,925,086	\$174,488,239	\$422,490	\$59	7,142
2006	396	\$160,803,125	\$168,204,106	\$425,026	\$57	7,491
2007	430	\$166,240,171	\$169,459,909	\$394,552	\$57	6,935
2008	427	\$170,717,991	\$170,717,991	\$399,574	\$57	7,008

Category Performance:

Change in Real Sales per Firm 1998-2008: 31.0%

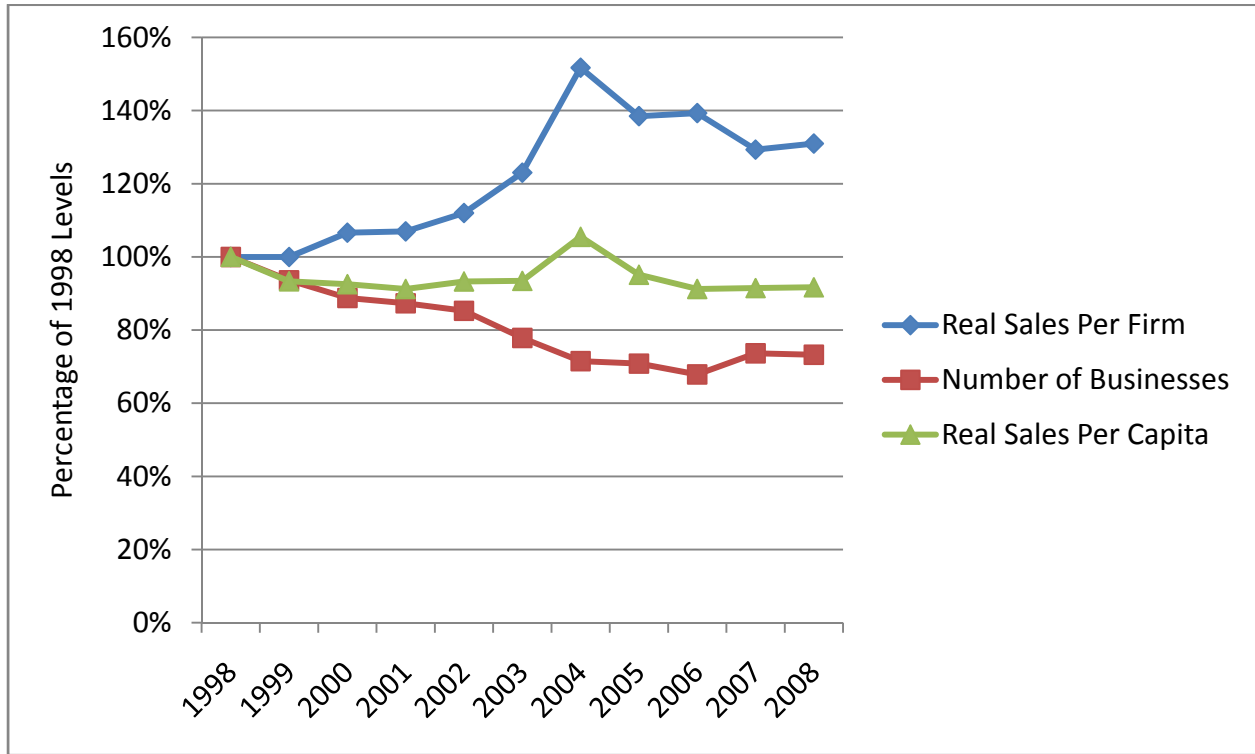
Change in Real Sales per Firm 2007-2008: 1.3%

Change in Number of Firms 1998-2008: -26.8%

Threshold Level:

Change in Population Required 1998-2008: 42.9%

Books & Stationery Stores



Jewelry Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	498	\$155,822,921	\$192,136,771	\$385,817	\$67	5,745
1999	500	\$157,742,367	\$192,839,079	\$385,871	\$67	5,742
2000	491	\$167,062,187	\$200,074,475	\$407,484	\$68	5,960
2001	488	\$160,573,500	\$187,805,263	\$385,242	\$64	6,009
2002	473	\$161,101,637	\$184,961,696	\$391,453	\$63	6,200
2003	463	\$158,609,998	\$179,018,056	\$386,648	\$61	6,334
2004	483	\$163,833,000	\$181,633,038	\$376,442	\$62	6,096
2005	492	\$171,708,546	\$185,030,761	\$375,888	\$63	5,992
2006	489	\$173,193,421	\$181,164,666	\$370,291	\$61	6,059
2007	534	\$176,053,353	\$179,463,153	\$336,231	\$60	5,581
2008	544	\$181,085,046	\$181,085,046	\$332,724	\$60	5,501

Category Performance:

Change in Real Sales per Firm 1998-2008: -13.8%

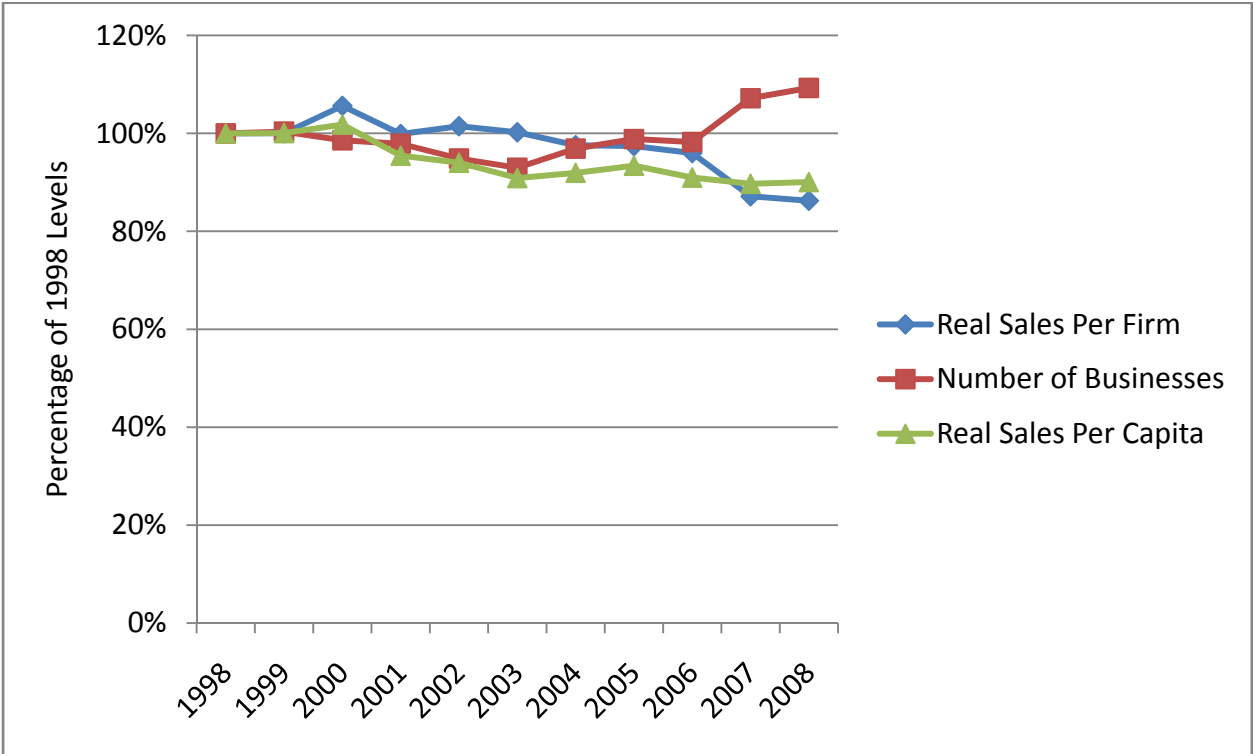
Change in Real Sales per Firm 2007-2008: -1.0%

Change in Number of Firms 1998-2008: 9.2%

Threshold Level:

Change in Population Required 1998-2008: -4.2%

Jewelry Stores



Hobby & Toy Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	4,034	\$169,112,362	\$208,523,258	\$51,688	\$73	709
1999	3,877	\$158,585,006	\$193,869,200	\$50,011	\$68	740
2000	3,763	\$171,570,265	\$205,473,371	\$54,600	\$70	778
2001	3,739	\$172,678,576	\$201,963,247	\$54,023	\$69	784
2002	3,528	\$168,633,769	\$193,609,379	\$54,882	\$66	830
2003	3,025	\$171,978,574	\$194,106,743	\$64,173	\$66	970
2004	2,809	\$173,465,551	\$192,312,141	\$68,475	\$65	1,047
2005	2,660	\$170,391,584	\$183,611,621	\$69,033	\$62	1,109
2006	2,443	\$170,846,822	\$178,710,065	\$73,167	\$60	1,214
2007	2,521	\$170,473,442	\$173,775,170	\$68,924	\$58	1,181
2008	2,414	\$177,959,388	\$177,959,388	\$73,735	\$59	1,241

Category Performance:

Change in Real Sales per Firm 1998-2008: 42.7%

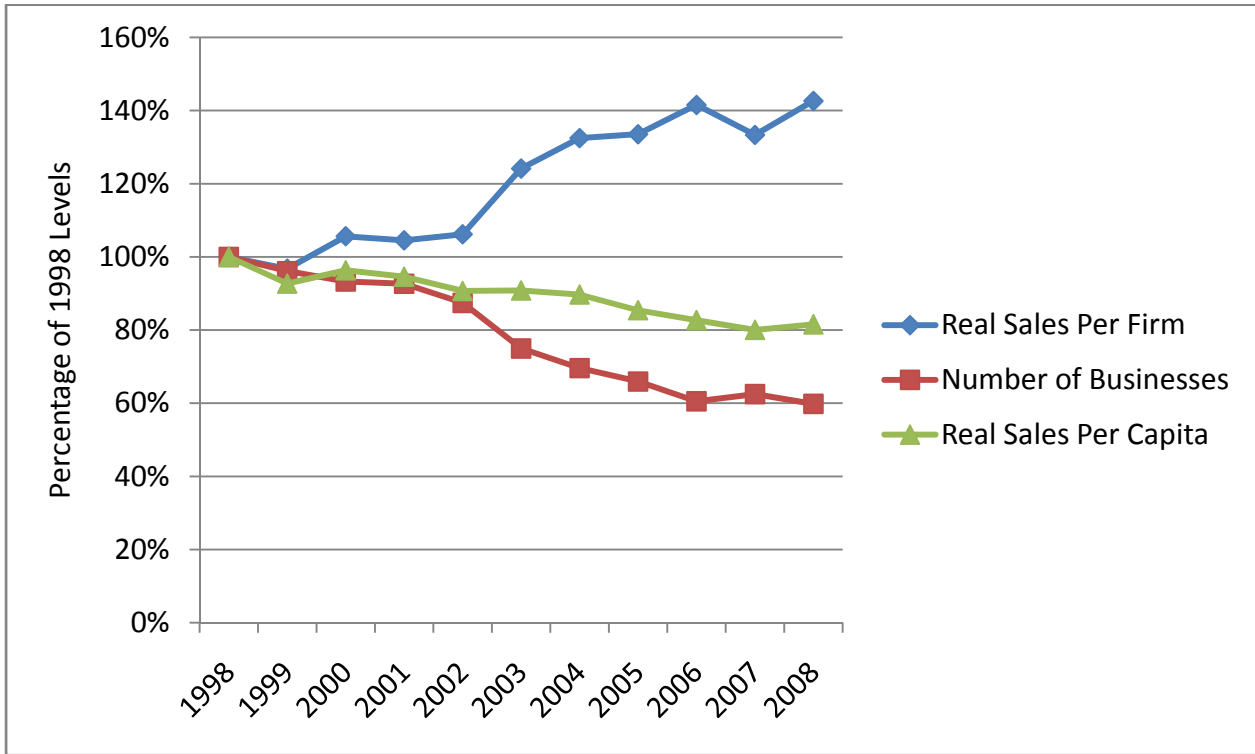
Change in Real Sales per Firm 2007-2008: 7.0%

Change in Number of Firms 1998-2008: -40.2%

Threshold Level:

Change in Population Required 1998-2008: 75%

Hobby & Toy Stores



Gift & Novelty Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,009	\$284,651,791	\$350,988,645	\$347,858	\$123	2,836
1999	1,010	\$174,375,348	\$213,172,797	\$211,167	\$74	2,842
2000	1,014	\$170,139,636	\$203,760,043	\$200,897	\$70	2,885
2001	1,108	\$168,461,490	\$197,030,982	\$177,826	\$67	2,644
2002	1,093	\$153,523,322	\$176,260,990	\$161,263	\$60	2,680
2003	1,045	\$144,443,787	\$163,029,105	\$155,971	\$56	2,806
2004	1,029	\$146,721,564	\$162,662,488	\$158,040	\$55	2,858
2005	1,052	\$146,620,377	\$157,996,096	\$150,222	\$54	2,804
2006	1,035	\$148,636,135	\$155,477,129	\$150,183	\$52	2,863
2007	1,108	\$130,628,776	\$133,158,793	\$120,152	\$45	2,688
2008	1,085	\$123,911,666	\$123,911,666	\$114,204	\$41	2,759

Category Performance:

Change in Real Sales per Firm 1998-2008: -67.2%

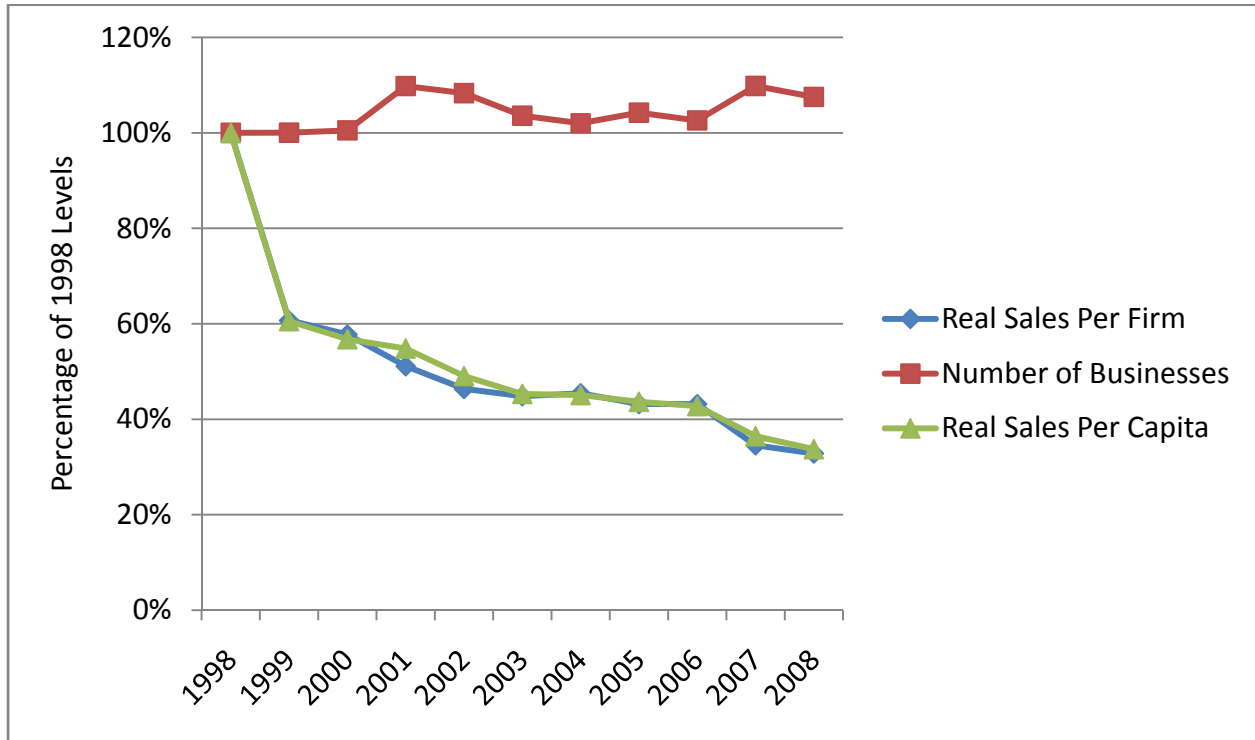
Change in Real Sales per Firm 2007-2008: -5.0%

Change in Number of Firms 1998-2008: 7.5%

Threshold Level:

Change in Population Required 1998-2008: -2.7%

Gift & Novelty Stores



Mail Order Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	156	\$21,178,635	\$26,114,223	\$167,668	\$9	18,369
1999	155	\$24,548,607	\$30,010,522	\$193,616	\$10	18,512
2000	143	\$23,938,213	\$28,668,519	\$200,830	\$10	20,500
2001	142	\$31,479,318	\$36,817,916	\$259,738	\$13	20,666
2002	144	\$19,164,438	\$22,002,799	\$153,330	\$8	20,413
2003	128	\$17,771,193	\$20,057,780	\$156,701	\$7	22,912
2004	123	\$17,703,927	\$19,627,414	\$159,572	\$7	23,913
2005	122	\$16,025,043	\$17,268,365	\$141,255	\$6	24,126
2006	128	\$15,318,008	\$16,023,021	\$124,936	\$5	23,114
2007	151	\$16,278,846	\$16,594,135	\$110,077	\$6	19,759
2008	155	\$16,639,994	\$16,639,994	\$107,182	\$6	19,285

Category Performance:

Change in Real Sales per Firm 1998-2008: -36.1%

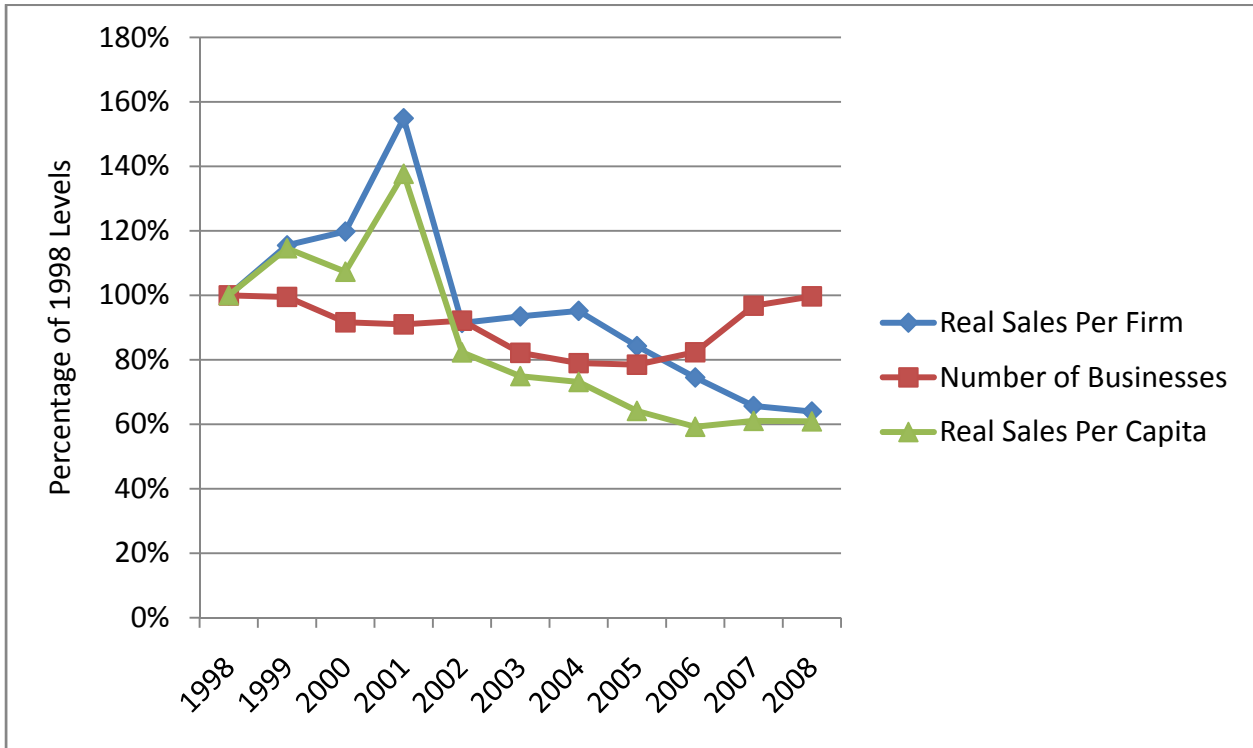
Change in Real Sales per Firm 2007-2008: -2.6%

Change in Number of Firms 1998-2008: -0.6%

Threshold Level:

Change in Population Required 1998-2008: 5.0%

Mail Order Stores



Vending Machines

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	414	\$62,834,777	\$77,478,147	\$187,032	\$27	6,907
1999	406	\$63,328,112	\$77,418,230	\$190,803	\$27	7,072
2000	407	\$67,903,914	\$81,322,053	\$199,931	\$28	7,194
2001	395	\$70,195,792	\$82,100,342	\$208,112	\$28	7,426
2002	400	\$70,092,604	\$80,473,713	\$201,436	\$27	7,332
2003	364	\$70,790,981	\$79,899,527	\$219,806	\$27	8,068
2004	360	\$80,766,595	\$89,541,680	\$248,900	\$30	8,176
2005	370	\$87,203,458	\$93,969,244	\$253,799	\$32	7,966
2006	366	\$117,830,495	\$123,253,656	\$336,989	\$42	8,105
2007	398	\$94,711,783	\$96,546,160	\$242,731	\$32	7,489
2008	401	\$95,857,820	\$95,857,820	\$239,196	\$32	7,471

Category Performance:

Change in Real Sales per Firm 1998-2008: 27.9%

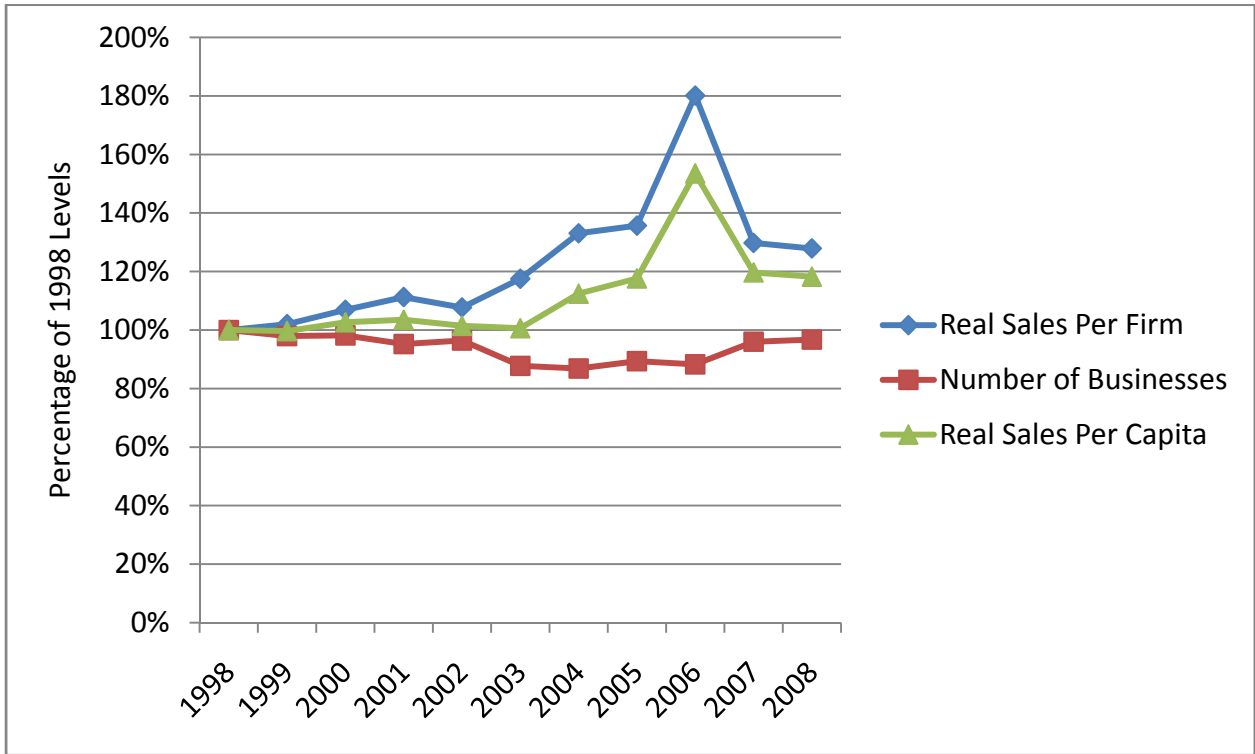
Change in Real Sales per Firm 2007-2008: -1.5%

Change in Number of Firms 1998-2008: -3.1%

Threshold Level:

Change in Population Required 1998-2008: 8.2%

Vending Machines



Direct Selling

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,474	\$67,949,665	\$83,785,037	\$56,832	\$29	1,941
1999	1,329	\$67,910,595	\$83,020,287	\$62,480	\$29	2,159
2000	1,202	\$68,542,197	\$82,086,463	\$68,277	\$28	2,434
2001	1,170	\$69,559,898	\$81,356,606	\$69,521	\$28	2,503
2002	1,158	\$79,690,143	\$91,492,701	\$79,009	\$31	2,530
2003	988	\$86,530,089	\$97,663,757	\$98,900	\$33	2,970
2004	950	\$107,391,945	\$119,059,806	\$125,293	\$40	3,095
2005	992	\$107,739,806	\$116,098,929	\$117,006	\$39	2,972
2006	1,005	\$117,979,593	\$123,409,616	\$122,826	\$42	2,950
2007	1,118	\$154,965,036	\$157,966,398	\$141,262	\$53	2,664
2008	1,190	\$149,148,734	\$149,148,734	\$125,388	\$50	2,517

Category Performance:

Change in Real Sales per Firm 1998-2008: 120.6%

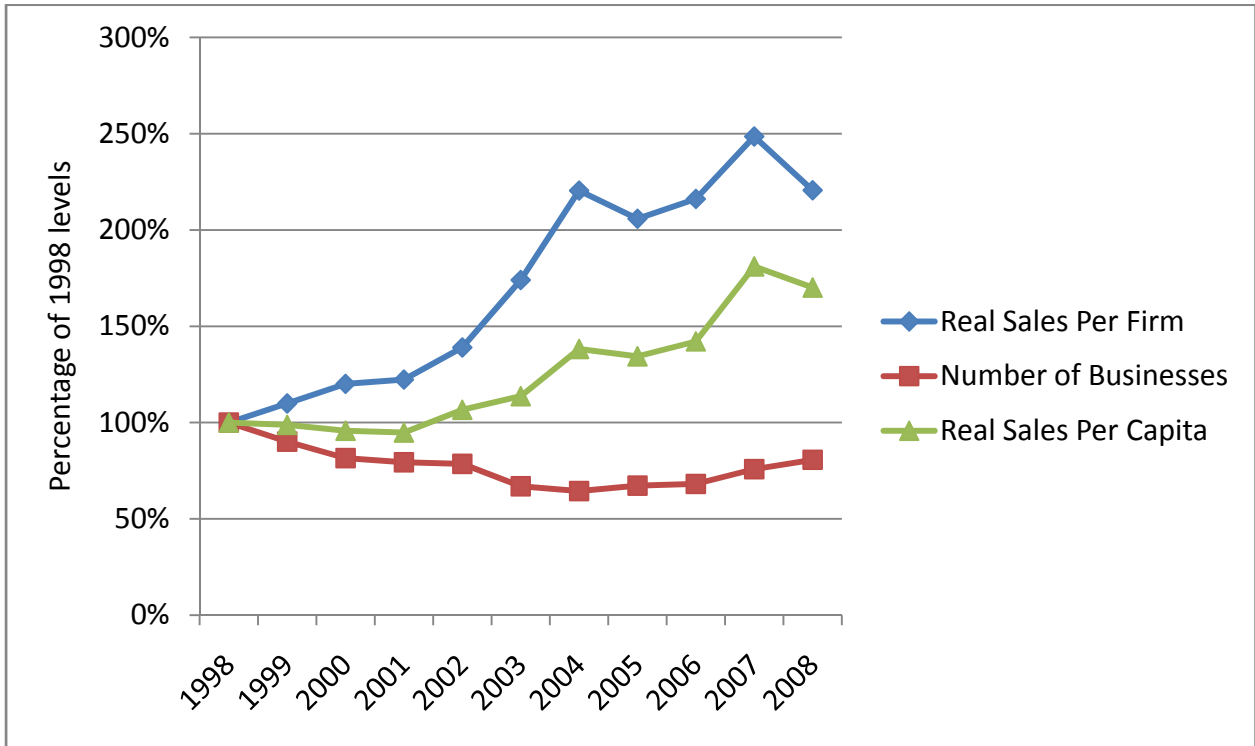
Change in Real Sales per Firm 2007-2008: -11.2%

Change in Number of Firms 1998-2008: -19.3%

Threshold Level:

Change in Population Required 1998-2008: 29.7%

Direct Selling



Fuel & Ice Dealers

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	232	\$59,575,781	\$73,459,656	\$317,320	\$26	12,359
1999	114	\$33,750,516	\$41,259,800	\$361,136	\$14	25,115
2000	107	\$34,622,716	\$41,464,331	\$386,614	\$14	27,285
2001	104	\$46,192,915	\$54,026,801	\$521,998	\$18	28,304
2002	95	\$37,665,339	\$43,243,788	\$454,003	\$15	30,753
2003	82	\$32,608,172	\$36,803,806	\$448,827	\$13	35,766
2004	89	\$33,920,347	\$37,605,706	\$424,923	\$13	33,236
2005	87	\$29,314,828	\$31,589,254	\$365,194	\$11	34,098
2006	110	\$26,884,014	\$28,121,354	\$256,816	\$9	27,072
2007	111	\$23,494,276	\$23,949,313	\$215,760	\$8	26,835
2008	116	\$29,199,302	\$29,199,302	\$252,262	\$10	25,866

Category Performance:

Change in Real Sales per Firm 1998-2008: -20.5%

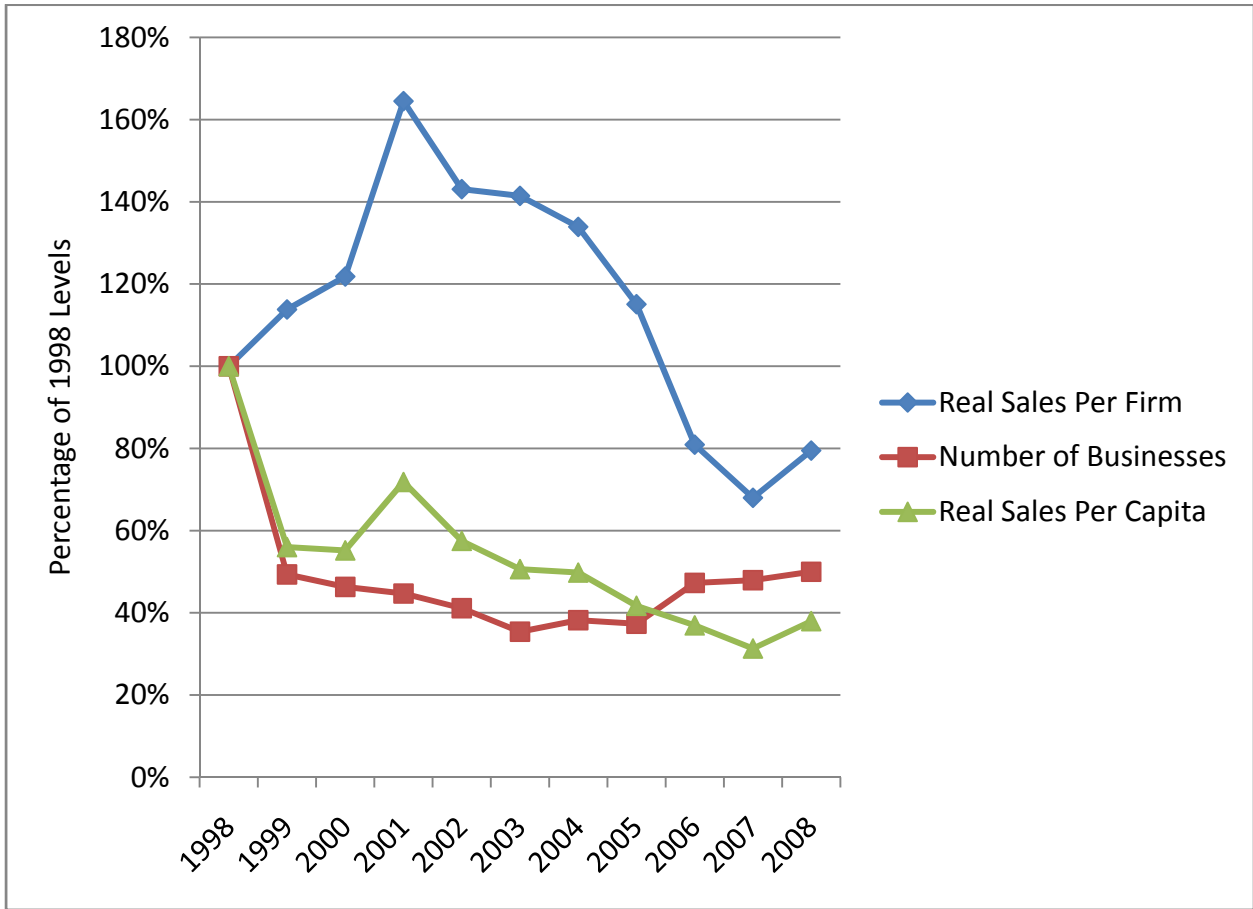
Change in Real Sales per Firm 2007-2008: 16.9%

Change in Number of Firms 1998-2008: -50.0%

Threshold Level:

Change in Population Required 1998-2008: 109.3%

Fuel & Ice Dealers



Florists

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	594	\$70,723,152	\$87,204,873	\$146,810	\$30	4,817
1999	556	\$70,642,608	\$86,360,156	\$155,464	\$30	5,165
2000	550	\$70,080,914	\$83,929,238	\$152,599	\$29	5,321
2001	556	\$67,392,713	\$78,821,887	\$141,766	\$27	5,269
2002	519	\$64,433,580	\$73,976,556	\$142,605	\$25	5,647
2003	492	\$60,369,243	\$68,136,843	\$138,419	\$23	5,958
2004	497	\$60,346,504	\$66,902,998	\$134,614	\$23	5,918
2005	488	\$60,454,595	\$65,145,038	\$133,426	\$22	6,041
2006	493	\$60,321,341	\$63,097,637	\$127,987	\$21	6,013
2007	511	\$62,002,264	\$63,203,123	\$123,685	\$21	5,829
2008	492	\$61,624,257	\$61,624,257	\$125,316	\$21	6,088

Category Performance:

Change in Real Sales per Firm 1998-2008: -14.6%

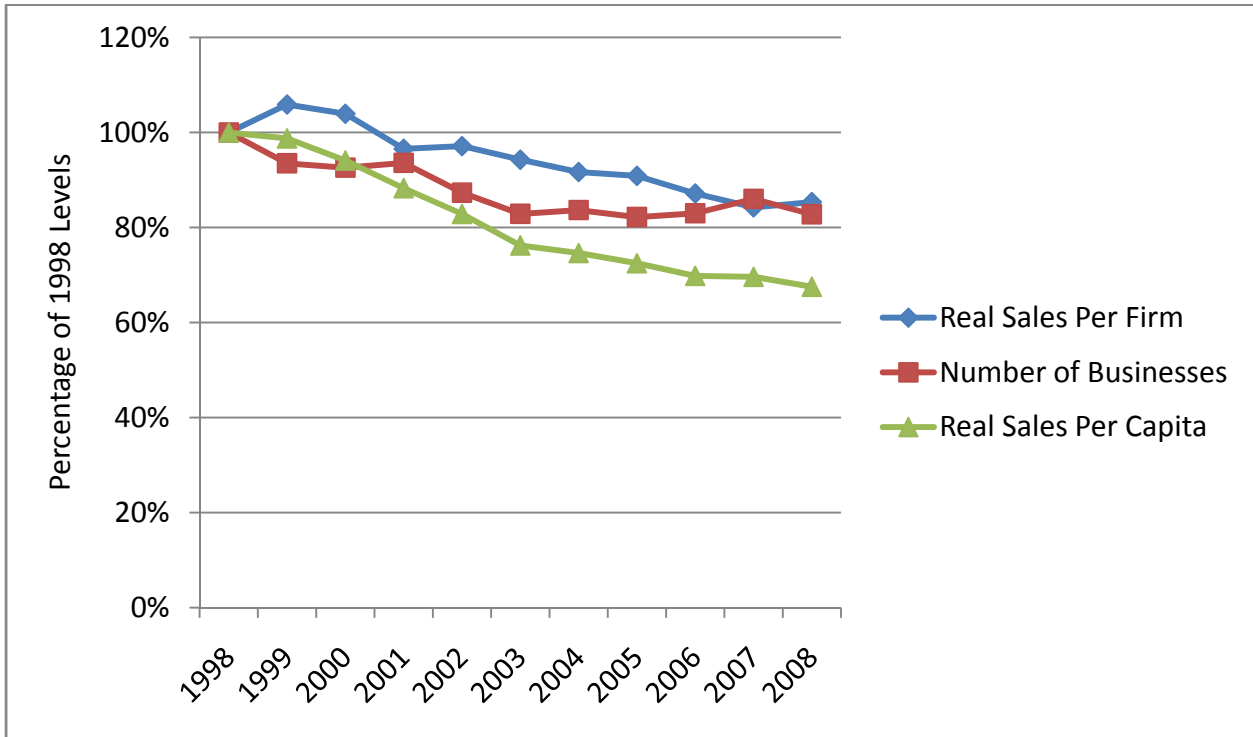
Change in Real Sales per Firm 2007-2008: 1.3%

Change in Number of Firms 1998-2008: -17.2%

Threshold Level:

Change in Population Required 1998-2008: 26.4%

Florists



Other Specialty Stores

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	3,766	\$434,251,902	\$535,452,407	\$142,171	\$187	760
1999	3,858	\$504,811,050	\$617,128,423	\$159,971	\$215	744
2000	4,011	\$583,638,584	\$698,968,364	\$174,274	\$239	730
2001	4,231	\$609,887,110	\$713,318,257	\$168,613	\$244	692
2002	4,276	\$580,052,820	\$665,961,906	\$155,735	\$227	685
2003	4,161	\$613,857,796	\$692,841,756	\$166,508	\$236	705
2004	4,249	\$635,584,498	\$704,639,133	\$165,856	\$240	692
2005	4,251	\$649,972,107	\$700,400,977	\$164,771	\$237	694
2006	4,221	\$682,448,914	\$713,858,697	\$169,111	\$241	702
2007	4,615	\$689,731,540	\$703,090,255	\$152,357	\$236	645
2008	4,716	\$669,639,033	\$669,639,033	\$142,001	\$224	635

Category Performance:

Change in Real Sales per Firm 1998-2008: -0.1%

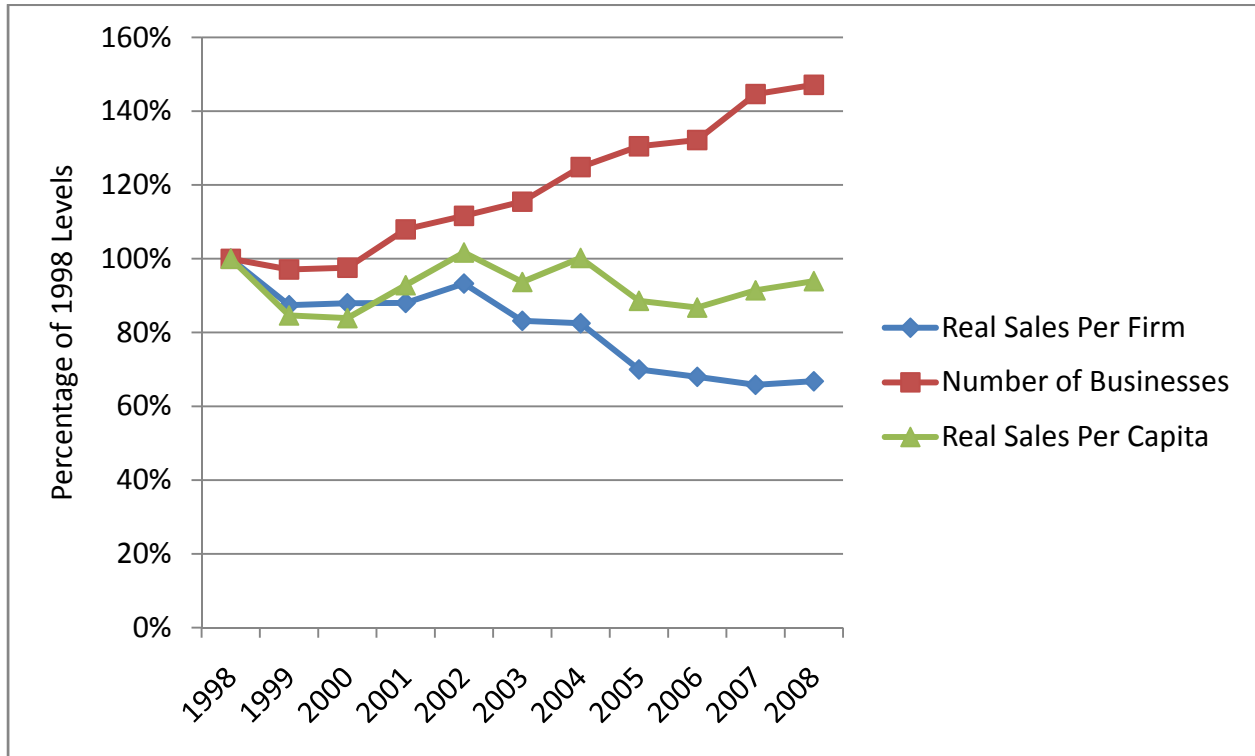
Change in Real Sales per Firm 2007-2008: -6.8%

Change in Number of Firms 1998-2008: 25.2%

Threshold Level:

Change in Population Required 1998-2008: -16.4%

Other Specialty Stores



Finance, Insurance & Real Estate

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	900	\$116,778,616	\$143,993,361	\$160,082	\$50	3,181
1999	874	\$99,973,481	\$122,216,969	\$139,916	\$43	3,285
2000	878	\$103,184,934	\$123,574,771	\$140,786	\$42	3,334
2001	971	\$117,018,002	\$136,863,160	\$140,914	\$47	3,016
2002	1,004	\$130,603,140	\$149,946,200	\$149,312	\$51	2,917
2003	1,039	\$122,541,891	\$138,309,132	\$133,150	\$47	2,823
2004	1,123	\$133,834,779	\$148,375,586	\$132,095	\$50	2,619
2005	1,174	\$122,053,259	\$131,522,908	\$112,030	\$45	2,512
2006	1,189	\$123,759,316	\$129,455,351	\$108,855	\$44	2,493
2007	1,301	\$134,489,951	\$137,094,751	\$105,356	\$46	2,289
2008	1,324	\$141,536,878	\$141,536,878	\$106,921	\$47	2,262

Category Performance:

Change in Real Sales per Firm 1998-2008: -33.2%

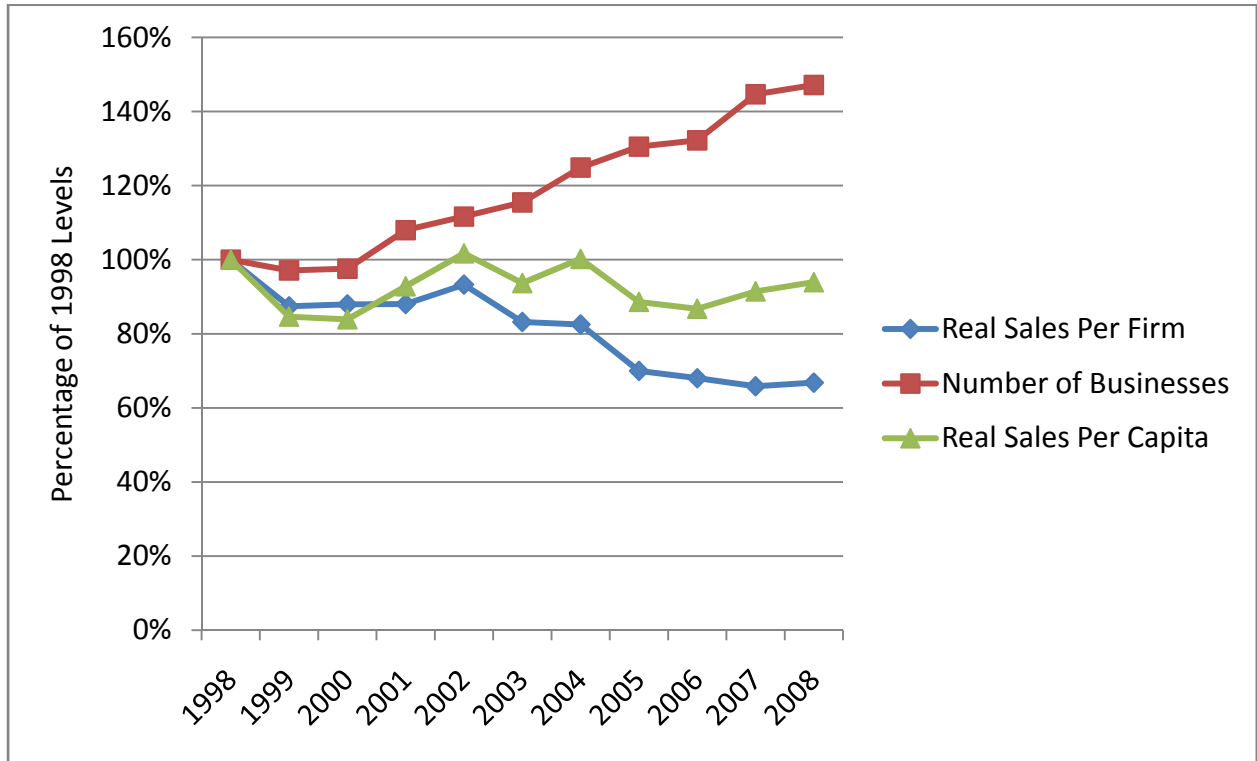
Change in Real Sales per Firm 2007-2008: 1.5%

Change in Number of Firms 1998-2008: 47.1%

Threshold Level:

Change in Population Required 1998-2008: -28.9%

Finance, Insurance & Real Estate



Hotels & Other Lodging Places

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	959	\$439,712,746	\$542,185,877	\$565,513	\$190	2,984
1999	969	\$488,233,993	\$596,863,072	\$615,958	\$208	2,961
2000	966	\$501,605,523	\$600,725,177	\$622,191	\$205	3,031
2001	963	\$495,190,318	\$579,169,963	\$601,267	\$198	3,041
2002	968	\$483,927,369	\$555,599,735	\$574,115	\$190	3,027
2003	946	\$490,021,875	\$553,072,094	\$584,488	\$189	3,099
2004	942	\$503,058,213	\$557,714,205	\$592,053	\$190	3,122
2005	932	\$526,192,719	\$567,018,016	\$608,552	\$192	3,165
2006	962	\$563,841,273	\$589,792,127	\$613,408	\$199	3,083
2007	1,022	\$603,479,777	\$615,167,968	\$601,926	\$207	2,915
2008	1,055	\$645,437,562	\$645,437,562	\$612,079	\$216	2,839

Category Performance:

Change in Real Sales per Firm 1998-2008: 8.2%

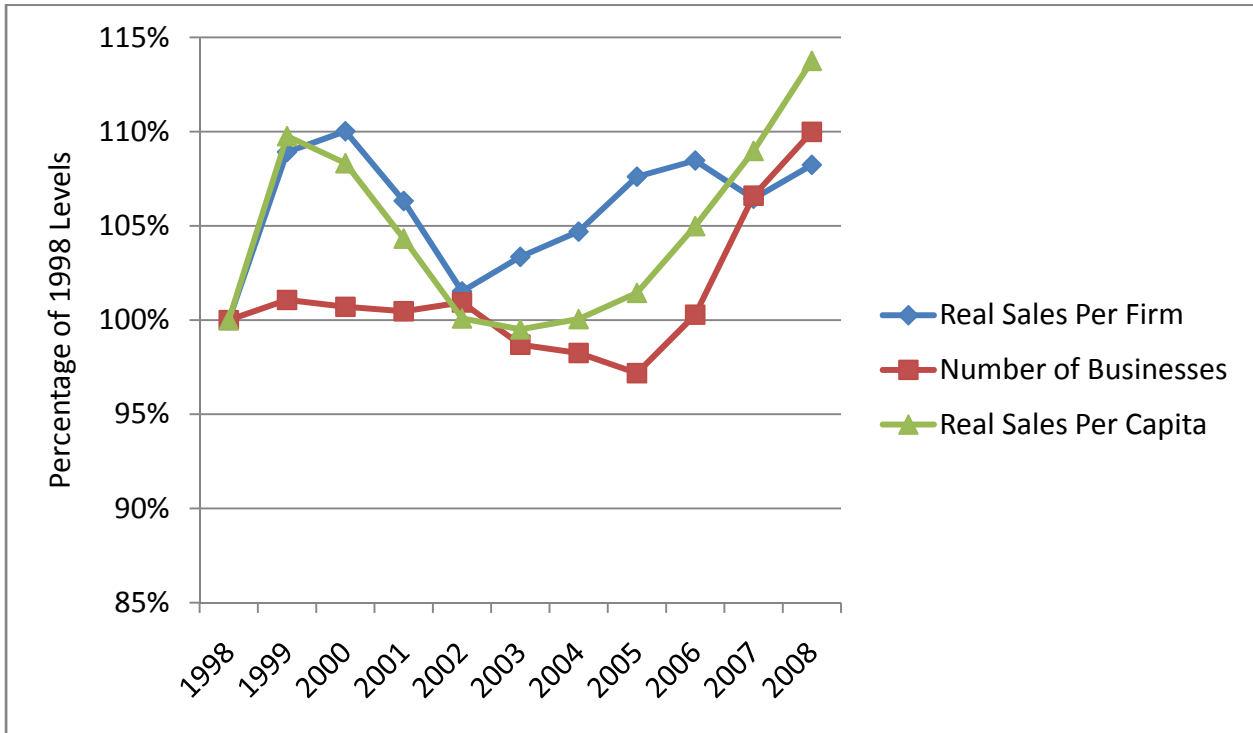
Change in Real Sales per Firm 2007-2008: 1.7%

Change in Number of Firms 1998-2008: 10.0%

Threshold Level:

Change in Population Required 1998-2008: -4.9%

Hotels & Other Lodging Places



Laundry & Cleaning

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	969	\$124,367,821	\$153,351,197	\$158,257	\$54	2,953
1999	1,011	\$131,680,298	\$160,978,359	\$159,266	\$56	2,839
2000	997	\$118,497,662	\$141,913,368	\$142,412	\$48	2,937
2001	956	\$113,357,340	\$132,581,684	\$138,720	\$45	3,065
2002	924	\$114,361,583	\$131,299,177	\$142,137	\$45	3,171
2003	879	\$109,007,501	\$123,033,297	\$140,049	\$42	3,338
2004	835	\$108,847,178	\$120,673,146	\$144,475	\$41	3,522
2005	817	\$111,385,917	\$120,027,928	\$146,913	\$41	3,610
2006	785	\$112,271,277	\$117,438,574	\$149,699	\$40	3,779
2007	818	\$116,843,321	\$119,106,341	\$145,562	\$40	3,640
2008	817	\$118,149,960	\$118,149,960	\$144,703	\$39	3,667

Category Performance:

Change in Real Sales per Firm 1998-2008: -8.6%

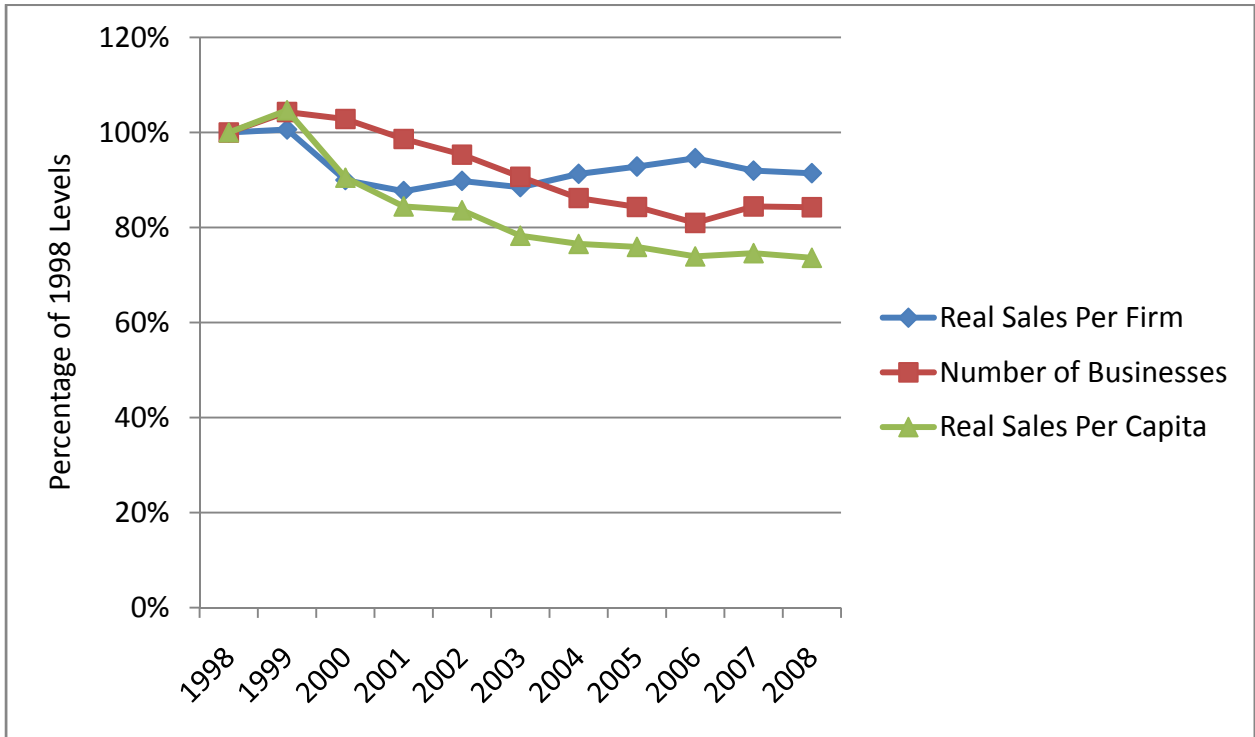
Change in Real Sales per Firm 2007-2008: -0.6%

Change in Number of Firms 1998-2008: -15.7%

Threshold Level:

Change in Population Required 1998-2008: 24.2%

Laundry & Cleaning



Photographic Studios

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	735	\$56,260,956	\$69,372,326	\$94,448	\$24	3,895
1999	832	\$75,526,147	\$92,330,253	\$110,941	\$32	3,448
2000	837	\$74,861,629	\$89,654,646	\$107,082	\$31	3,495
2001	875	\$76,023,072	\$88,915,874	\$101,676	\$30	3,350
2002	888	\$73,809,050	\$84,740,586	\$95,455	\$29	3,300
2003	795	\$72,592,515	\$81,932,861	\$103,093	\$28	3,690
2004	803	\$67,099,609	\$74,389,810	\$92,669	\$25	3,664
2005	827	\$63,640,787	\$68,578,434	\$82,975	\$23	3,569
2006	877	\$65,078,876	\$68,074,138	\$77,622	\$23	3,380
2007	983	\$64,769,139	\$66,023,587	\$67,165	\$22	3,030
2008	1,018	\$62,958,352	\$62,958,352	\$61,830	\$21	2,940

Category Performance:

Change in Real Sales per Firm 1998-2008: -34.5%

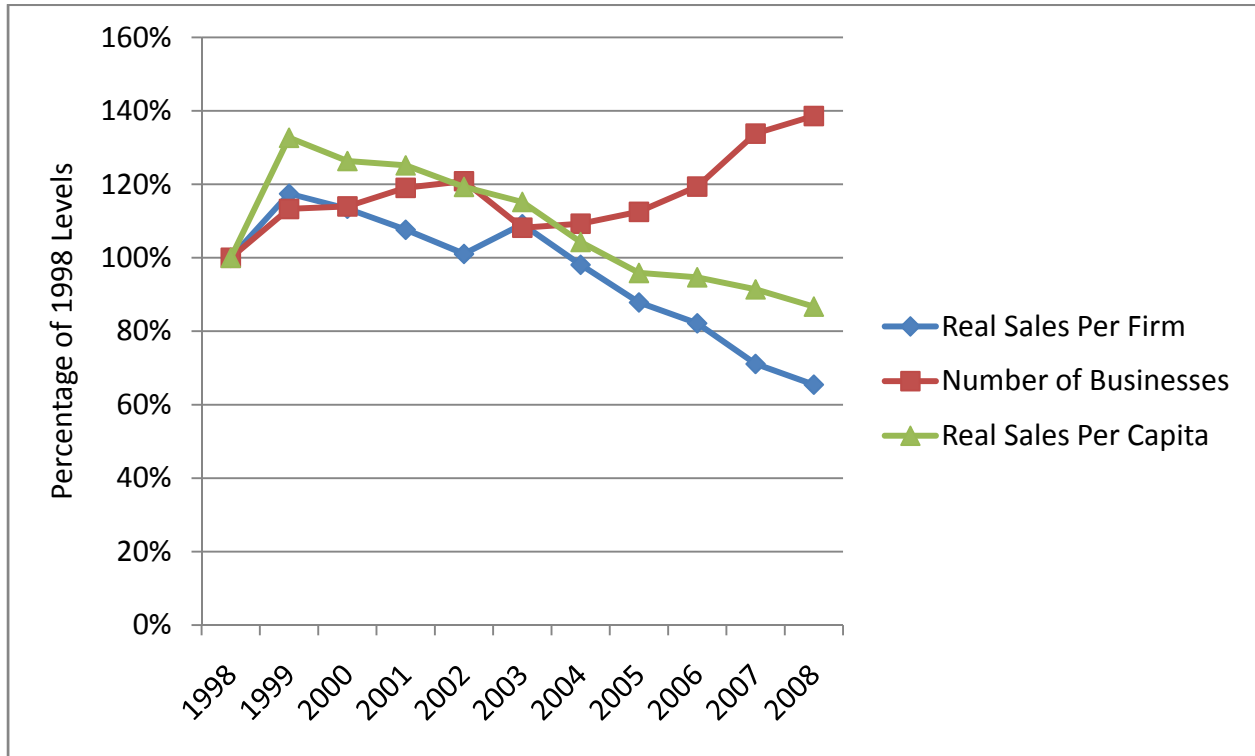
Change in Real Sales per Firm 2007-2008: -7.9%

Change in Number of Firms 1998-2008: 38.5%

Threshold Level:

Change in Population Required 1998-2008: -24.5%

Photographic Studios



Beauty & Barber Shops

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	5,945	\$216,787,466	\$267,308,836	\$44,962	\$93	481
1999	5,809	\$219,441,511	\$268,265,906	\$46,181	\$93	494
2000	5,729	\$226,435,824	\$271,180,628	\$47,339	\$93	511
2001	5,667	\$236,402,876	\$276,494,592	\$48,790	\$94	517
2002	5,642	\$246,090,922	\$282,538,372	\$50,078	\$96	519
2003	5,467	\$249,636,563	\$281,756,843	\$51,542	\$96	537
2004	5,550	\$258,298,182	\$286,361,621	\$51,594	\$97	530
2005	5,666	\$266,855,339	\$287,559,633	\$50,756	\$97	521
2006	5,745	\$280,844,033	\$293,769,909	\$51,139	\$99	516
2007	6,237	\$301,109,396	\$306,941,280	\$49,215	\$103	478
2008	6,352	\$316,326,724	\$316,326,724	\$49,802	\$106	471

Category Performance:

Change in Real Sales per Firm 1998-2008: 10.8%

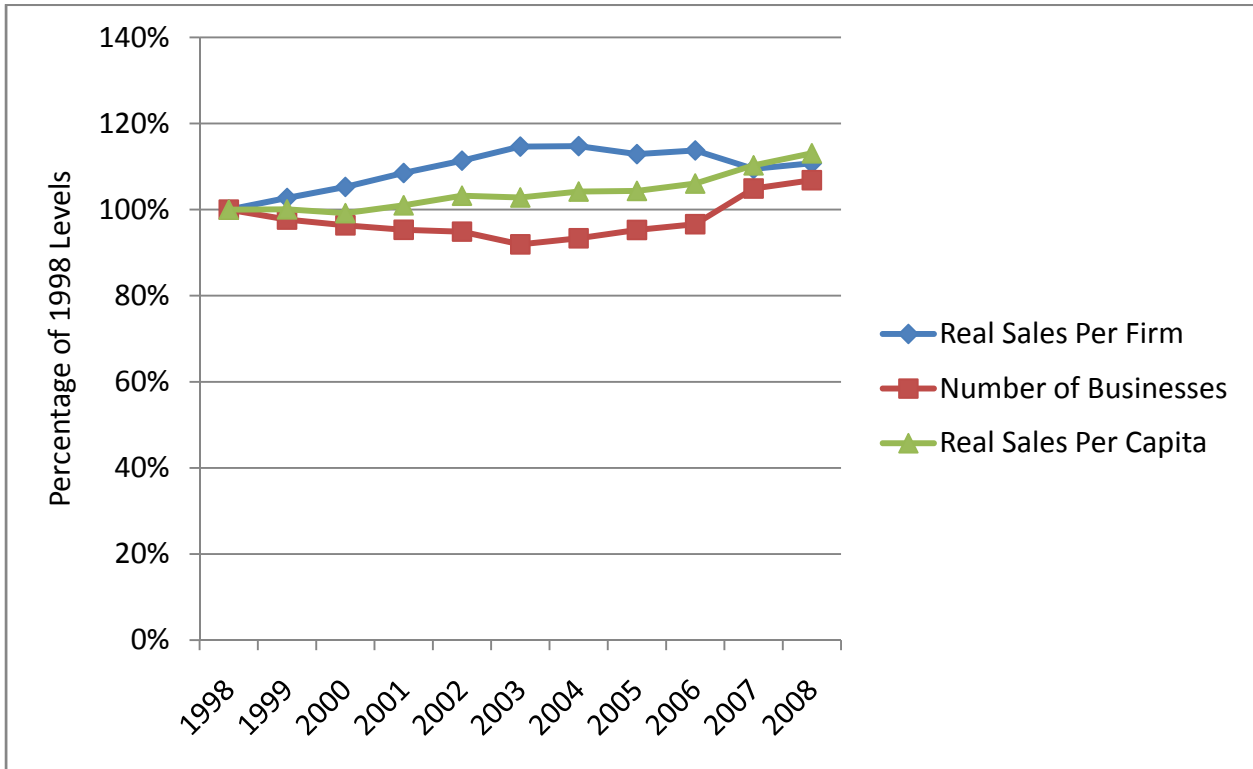
Change in Real Sales per Firm 2007-2008: 1.2%

Change in Number of Firms 1998-2008: 6.8%

Threshold Level:

Change in Population Required 1998-2008: -2.0%

Beauty & Barber Shops



Shoe Repair Shops

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	83	\$3,651,907	\$4,502,968	\$54,253	\$2	34,470
1999	74	\$3,575,804	\$4,371,399	\$59,475	\$2	39,040
2000	69	\$4,041,644	\$4,840,292	\$70,149	\$2	42,410
2001	59	\$3,612,782	\$4,225,476	\$71,923	\$1	49,863
2002	56	\$3,611,932	\$4,146,879	\$74,719	\$1	52,780
2003	49	\$3,380,803	\$3,815,805	\$78,676	\$1	60,470
2004	45	\$2,385,621	\$2,644,813	\$58,774	\$1	65,364
2005	40	\$2,048,409	\$2,207,337	\$54,841	\$1	73,278
2006	38	\$1,947,829	\$2,037,478	\$53,267	\$1	77,500
2007	35	\$1,877,621	\$1,913,987	\$54,685	\$1	85,106
2008	32	\$1,932,872	\$1,932,872	\$60,402	\$1	93,562

Category Performance:

Change in Real Sales per Firm 1998-2008: 11.3%

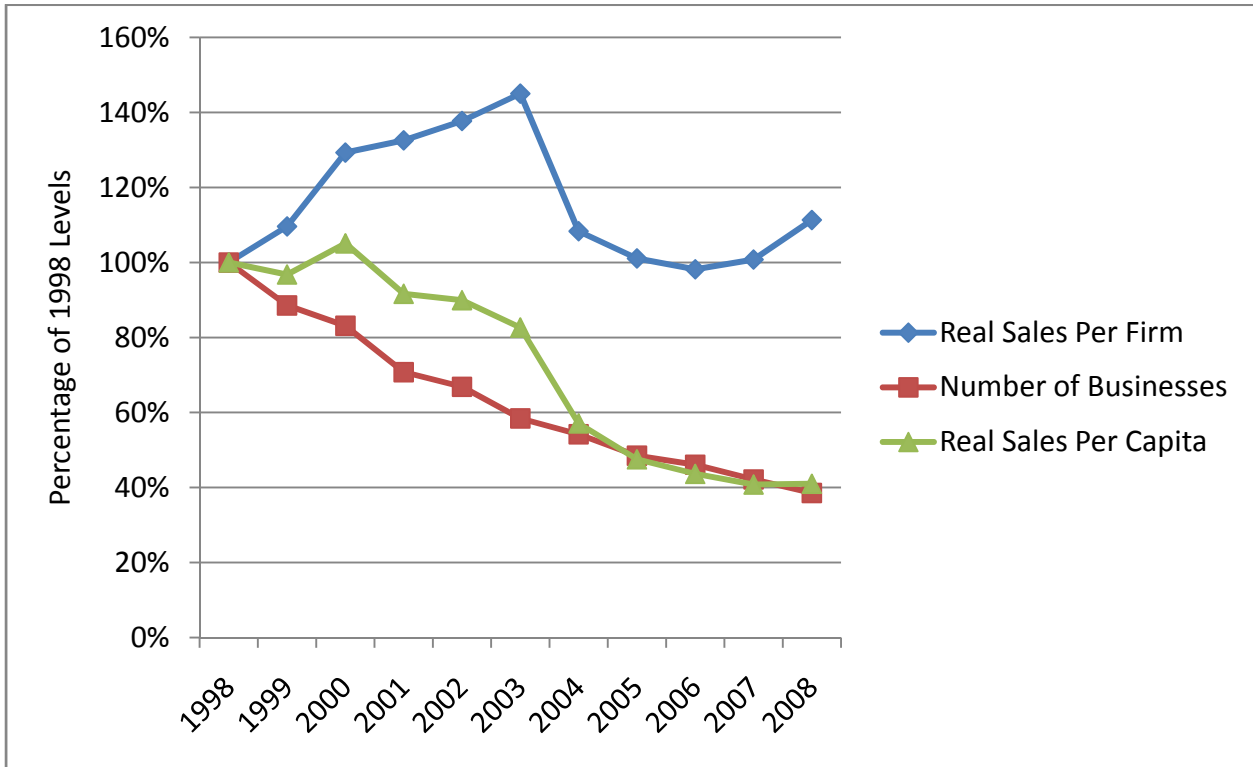
Change in Real Sales per Firm 2007-2008: 10.5%

Change in Number of Firms 1998-2008: -61.4%

Threshold Level:

Change in Population Required 1998-2008: 171.4%

Shoe Repair Shops



Funeral Homes

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	440	\$82,722,134	\$102,000,165	\$231,819	\$36	6,502
1999	426	\$81,264,887	\$99,345,828	\$233,343	\$35	6,740
2000	425	\$81,251,946	\$97,307,720	\$229,094	\$33	6,890
2001	433	\$83,676,523	\$97,867,278	\$225,891	\$33	6,762
2002	435	\$81,113,403	\$93,126,754	\$213,962	\$32	6,730
2003	427	\$78,776,537	\$88,912,570	\$208,348	\$30	6,872
2004	419	\$77,763,408	\$86,212,204	\$205,634	\$29	7,016
2005	415	\$78,105,287	\$84,165,180	\$202,808	\$29	7,107
2006	415	\$81,223,307	\$84,961,618	\$204,727	\$29	7,143
2007	432	\$83,173,817	\$84,784,727	\$196,147	\$28	6,891
2008	434	\$82,223,543	\$82,223,543	\$189,455	\$27	6,899

Category Performance:

Change in Real Sales per Firm 1998-2008: -18.3%

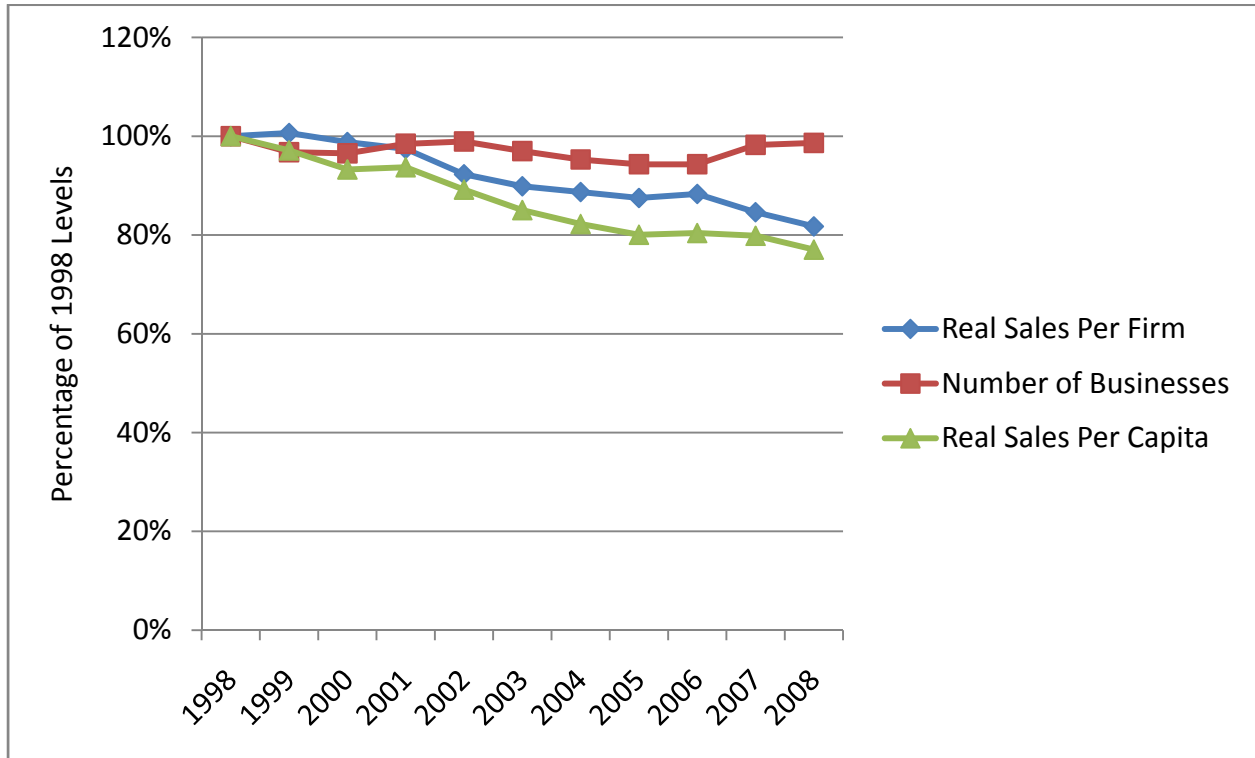
Change in Real Sales per Firm 2007-2008: -3.4%

Change in Number of Firms 1998-2008: -1.4%

Threshold Level:

Change in Population Required 1998-2008: 6.1%

Funeral Homes



Other Personal Services

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,355	\$71,507,765	\$88,172,337	\$65,084	\$31	2,112
1999	1,284	\$73,671,438	\$90,062,883	\$70,142	\$31	2,235
2000	1,169	\$71,457,783	\$85,578,183	\$73,191	\$29	2,503
2001	1,042	\$63,308,085	\$74,044,544	\$71,077	\$25	2,812
2002	961	\$61,929,932	\$71,102,103	\$73,968	\$24	3,047
2003	796	\$60,806,444	\$68,630,298	\$86,219	\$23	3,684
2004	712	\$61,282,365	\$67,940,538	\$95,489	\$23	4,134
2005	691	\$66,117,966	\$71,247,808	\$103,108	\$24	4,268
2006	649	\$71,615,741	\$74,911,863	\$115,516	\$25	4,571
2007	683	\$76,149,956	\$77,624,828	\$113,653	\$26	4,361
2008	674	\$73,796,030	\$73,796,030	\$109,571	\$25	4,445

Category Performance:

Change in Real Sales per Firm 1998-2008: 68.4%

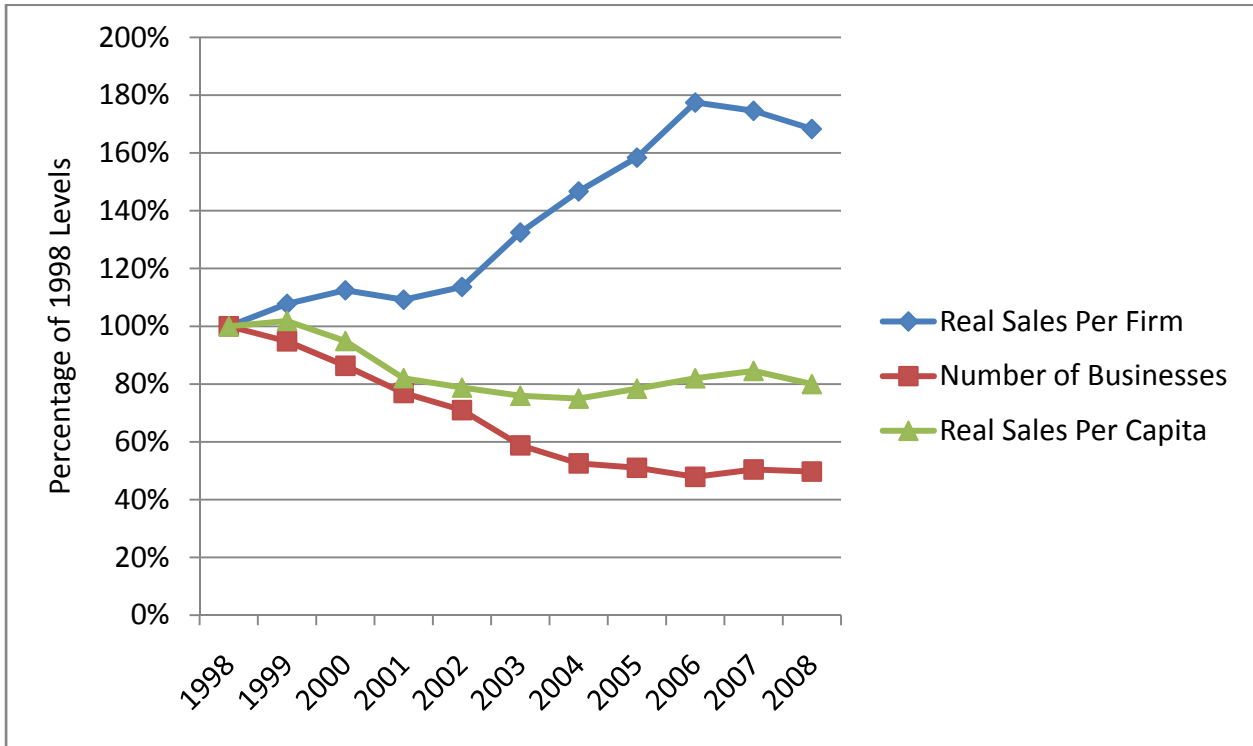
Change in Real Sales per Firm 2007-2008: -3.6%

Change in Number of Firms 1998-2008: -50.3%

Threshold Level:

Change in Population Required 1998-2008: 110.5%

Other Personal Services



Building Maintenance

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,117	\$94,967,505	\$117,099,266	\$104,881	\$41	2,562
1999	1,153	\$109,157,970	\$133,444,951	\$115,762	\$47	2,489
2000	1,146	\$113,031,202	\$135,366,709	\$118,173	\$46	2,555
2001	1,139	\$121,027,912	\$141,553,113	\$124,333	\$48	2,573
2002	1,112	\$119,203,875	\$136,858,639	\$123,102	\$47	2,635
2003	1,060	\$121,359,745	\$136,974,881	\$129,191	\$47	2,766
2004	1,045	\$118,519,557	\$131,396,405	\$125,768	\$45	2,815
2005	1,064	\$130,383,194	\$140,499,131	\$132,048	\$48	2,772
2006	1,101	\$139,685,610	\$146,114,655	\$132,711	\$49	2,692
2007	1,201	\$144,046,343	\$146,836,231	\$122,236	\$49	2,480
2008	1,223	\$154,781,348	\$154,781,348	\$126,611	\$52	2,449

Category Performance:

Change in Real Sales per Firm 1998-2008: 20.7%

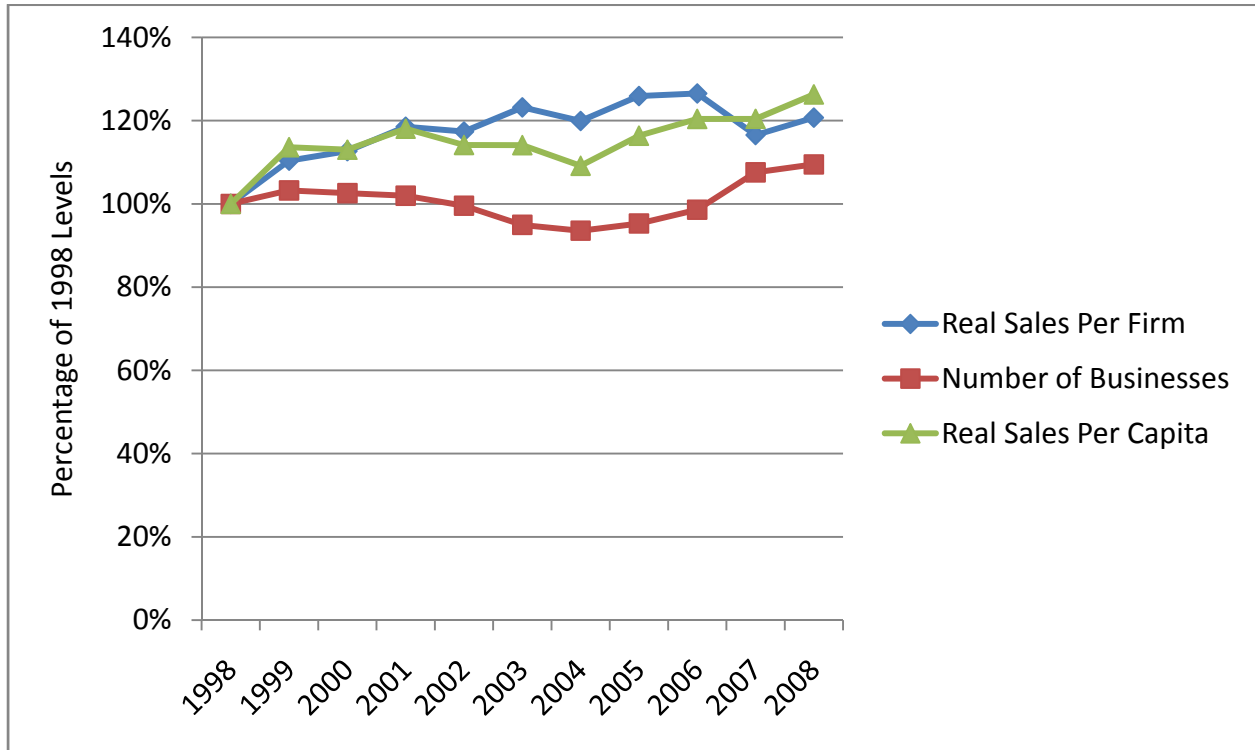
Change in Real Sales per Firm 2007-2008: 3.6%

Change in Number of Firms 1998-2008: 9.5%

Threshold Level:

Change in Population Required 1998-2008: 4.4%

Building Maintenance



Employment Agencies

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	111	\$41,213,942	\$50,818,671	\$456,797	\$18	25,717
1999	113	\$37,139,523	\$45,402,840	\$402,686	\$16	25,449
2000	104	\$31,368,254	\$37,566,771	\$361,219	\$13	28,138
2001	127	\$36,096,396	\$42,218,007	\$333,081	\$14	23,112
2002	125	\$32,142,378	\$36,902,845	\$294,633	\$13	23,387
2003	115	\$29,754,128	\$33,582,537	\$291,389	\$11	25,447
2004	113	\$31,643,418	\$35,081,395	\$311,835	\$12	26,145
2005	119	\$47,390,315	\$51,067,150	\$430,039	\$17	24,837
2006	117	\$50,156,420	\$52,464,874	\$449,378	\$18	25,391
2007	132	\$50,830,277	\$51,814,757	\$394,029	\$17	22,652
2008	144	\$58,257,366	\$58,257,366	\$405,975	\$19	20,864

Category Performance:

Change in Real Sales per Firm 1998-2008: -11.1%

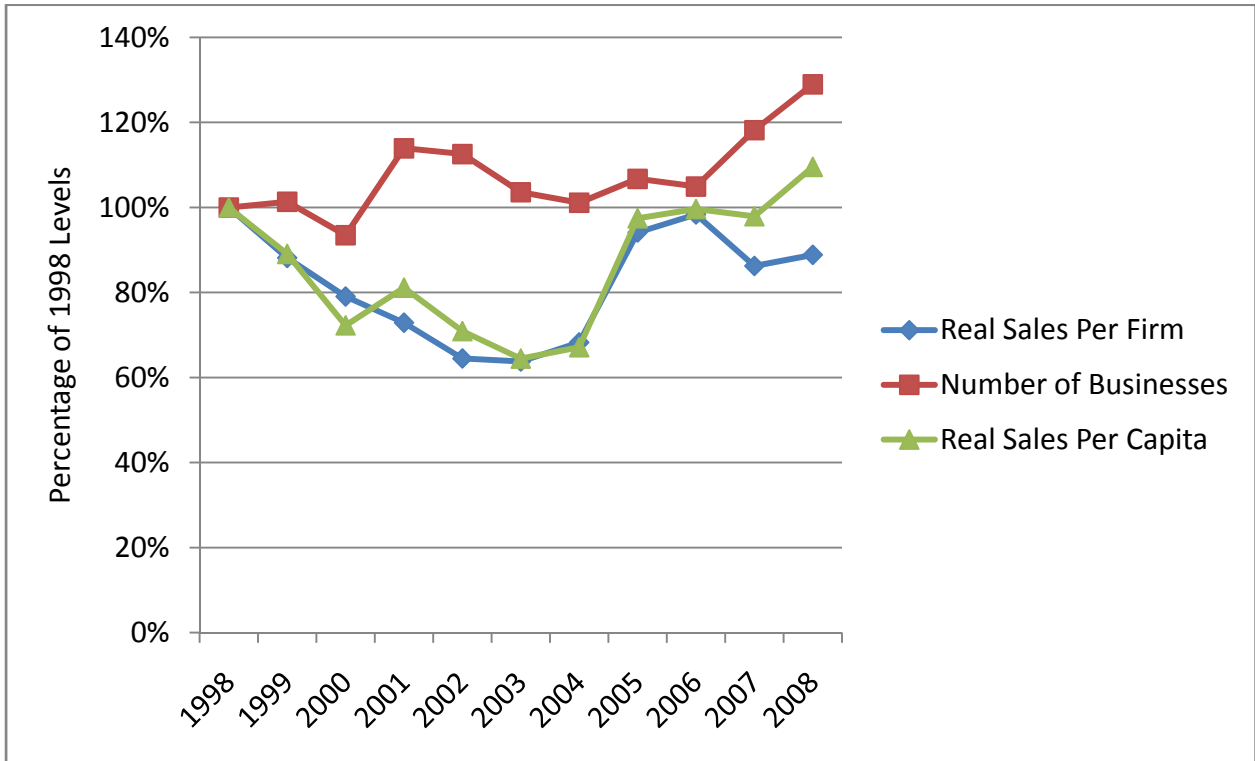
Change in Real Sales per Firm 2007-2008: 3.0%

Change in Number of Firms 1998-2008: 29.7%

Threshold Level:

Change in Population Required 1998-2008: -18.9%

Employment Agencies



Other Business Services

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	2,815	\$497,976,443	\$614,027,673	\$218,127	\$215	1,016
1999	2,975	\$526,891,807	\$644,122,013	\$216,493	\$224	964
2000	2,950	\$528,771,161	\$633,258,875	\$214,664	\$216	992
2001	3,130	\$523,491,597	\$612,270,874	\$195,645	\$209	936
2002	3,171	\$522,644,641	\$600,051,253	\$189,216	\$205	924
2003	3,119	\$565,604,245	\$638,379,509	\$204,674	\$218	940
2004	3,315	\$571,770,832	\$633,892,275	\$191,219	\$216	887
2005	3,564	\$627,719,204	\$676,421,556	\$189,779	\$229	828
2006	3,775	\$707,148,396	\$739,694,975	\$195,933	\$250	785
2007	4,373	\$768,701,031	\$783,589,226	\$179,188	\$263	681
2008	4,533	\$805,583,645	\$805,583,645	\$177,725	\$269	661

Category Performance:

Change in Real Sales per Firm 1998-2008: -18.5%

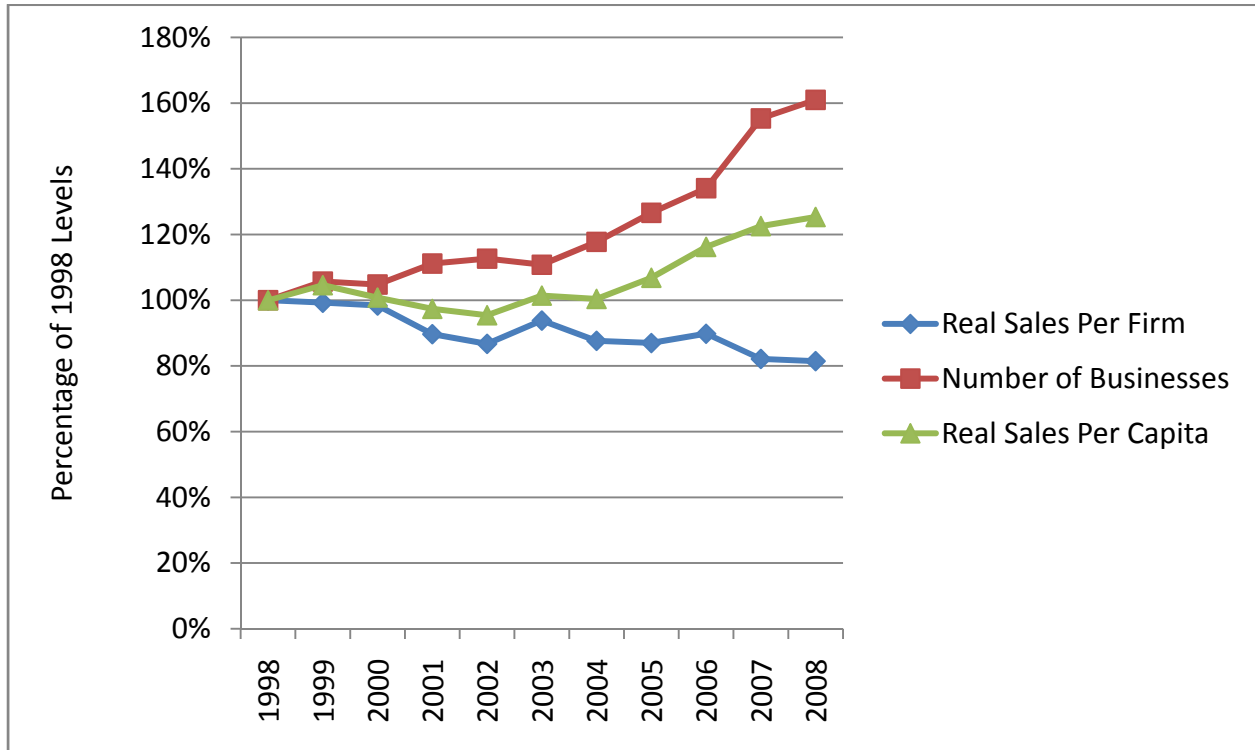
Change in Real Sales per Firm 2007-2008: -0.8%

Change in Number of Firms 1998-2008: 61.0%

Threshold Level:

Change in Population Required 1998-2008: -34.9%

Other Business Services



Automobile Rental & Storage

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	277	\$76,841,454	\$94,749,018	\$342,363	\$33	10,338
1999	214	\$77,482,011	\$94,721,285	\$443,141	\$33	13,424
2000	214	\$76,554,096	\$91,681,552	\$429,422	\$31	13,706
2001	174	\$76,846,050	\$89,878,421	\$517,286	\$31	16,860
2002	150	\$69,833,172	\$80,175,858	\$534,506	\$27	19,528
2003	158	\$65,338,174	\$73,745,117	\$466,004	\$25	18,533
2004	154	\$66,247,272	\$73,444,869	\$476,915	\$25	19,100
2005	172	\$71,528,106	\$77,077,700	\$447,476	\$26	17,123
2006	182	\$73,153,927	\$76,520,844	\$419,867	\$26	16,266
2007	196	\$79,338,281	\$80,874,904	\$412,101	\$27	15,178
2008	200	\$87,039,010	\$87,039,010	\$435,195	\$29	14,970

Category Performance:

Change in Real Sales per Firm 1998-2008: 27.1%

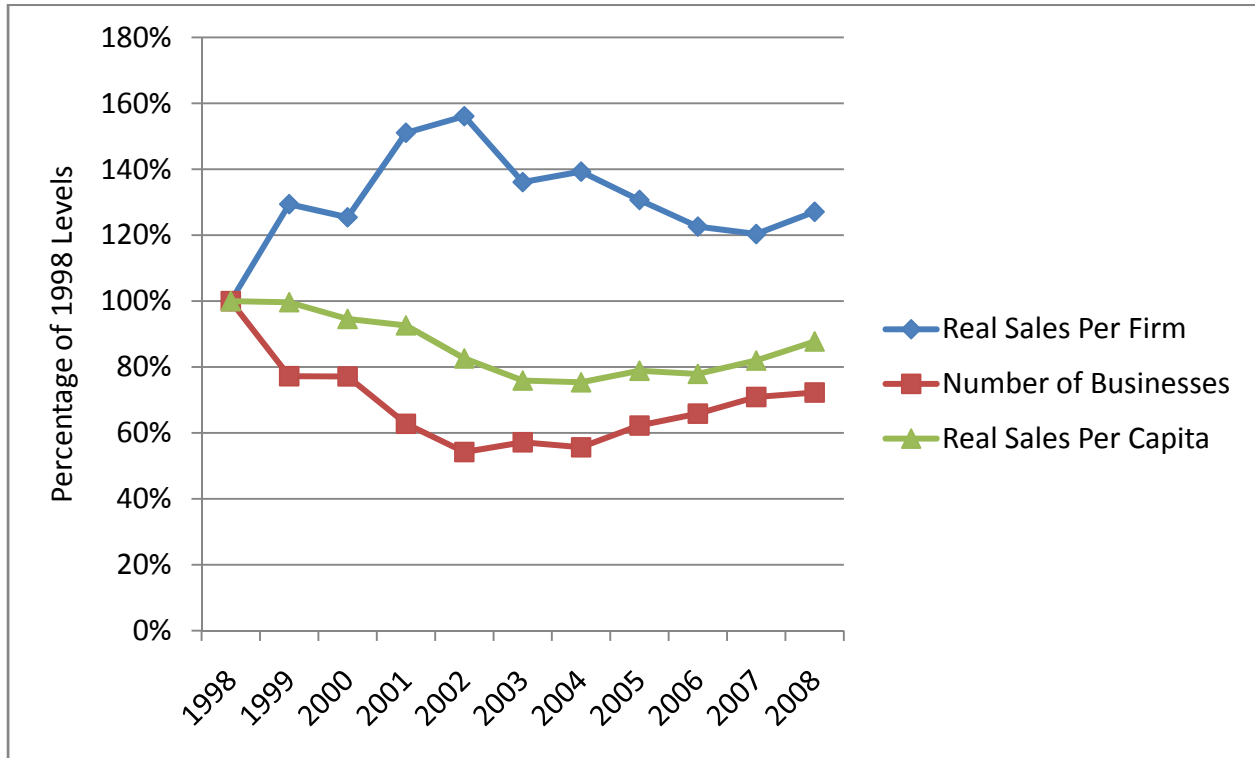
Change in Real Sales per Firm 2007-2008: 5.6%

Change in Number of Firms 1998-2008: -27.8%

Threshold Level:

Change in Population Required 1998-2008: 44.8%

Automobile Rental & Storage



Automobile Repair & Service

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	4,766	\$578,182,894	\$712,925,887	\$149,586	\$249	600
1999	4,702	\$627,460,326	\$767,066,413	\$163,136	\$267	610
2000	4,656	\$647,282,609	\$775,188,753	\$166,501	\$265	629
2001	4,600	\$650,919,845	\$761,309,760	\$165,493	\$260	637
2002	4,587	\$694,882,078	\$797,798,023	\$173,916	\$272	639
2003	4,414	\$687,934,241	\$776,449,482	\$175,896	\$265	664
2004	4,284	\$698,805,020	\$774,728,404	\$180,842	\$263	687
2005	4,258	\$719,166,875	\$774,964,305	\$181,991	\$263	693
2006	4,212	\$746,385,530	\$780,738,002	\$185,360	\$263	704
2007	4,465	\$787,993,369	\$803,255,218	\$179,910	\$270	667
2008	4,514	\$848,533,148	\$848,533,148	\$187,978	\$283	663

Category Performance:

Change in Real Sales per Firm 1998-2008: 25.7%

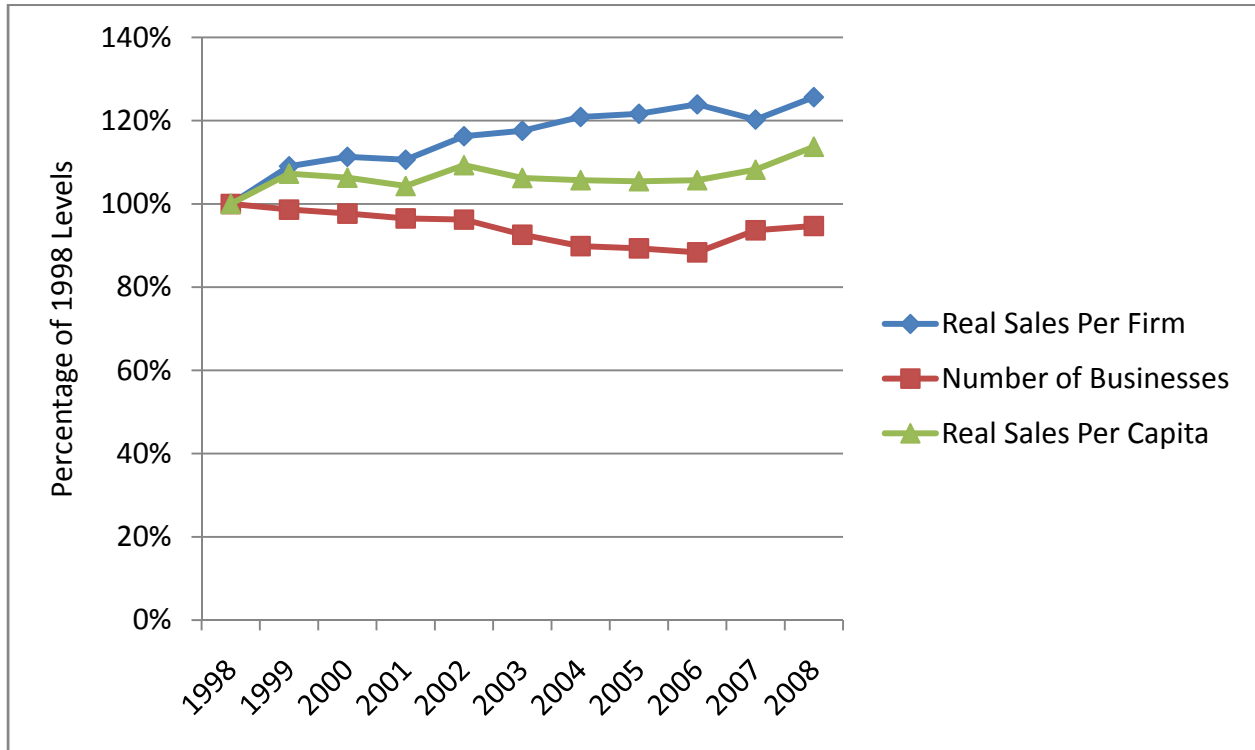
Change in Real Sales per Firm 2007-2008: 4.5%

Change in Number of Firms 1998-2008: -5.3%

Threshold Level:

Change in Population Required 1998-2008: 10.5%

Automobile Repair & Service



Electrical Repair

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	809	\$85,491,923	\$105,415,441	\$130,384	\$37	3,539
1999	769	\$87,083,121	\$106,458,583	\$138,438	\$37	3,731
2000	735	\$85,843,956	\$102,807,133	\$139,969	\$35	3,984
2001	697	\$81,085,940	\$94,837,357	\$136,163	\$32	4,206
2002	672	\$81,200,043	\$93,226,226	\$138,833	\$32	4,362
2003	607	\$83,972,663	\$94,777,272	\$156,205	\$32	4,834
2004	552	\$82,697,419	\$91,682,283	\$166,242	\$31	5,333
2005	547	\$88,726,724	\$95,610,694	\$174,791	\$32	5,392
2006	542	\$89,885,156	\$94,022,130	\$173,393	\$32	5,467
2007	578	\$102,706,019	\$104,695,228	\$181,212	\$35	5,156
2008	580	\$104,222,023	\$104,222,023	\$179,848	\$35	5,167

Category Performance:

Change in Real Sales per Firm 1998-2008: 37.9%

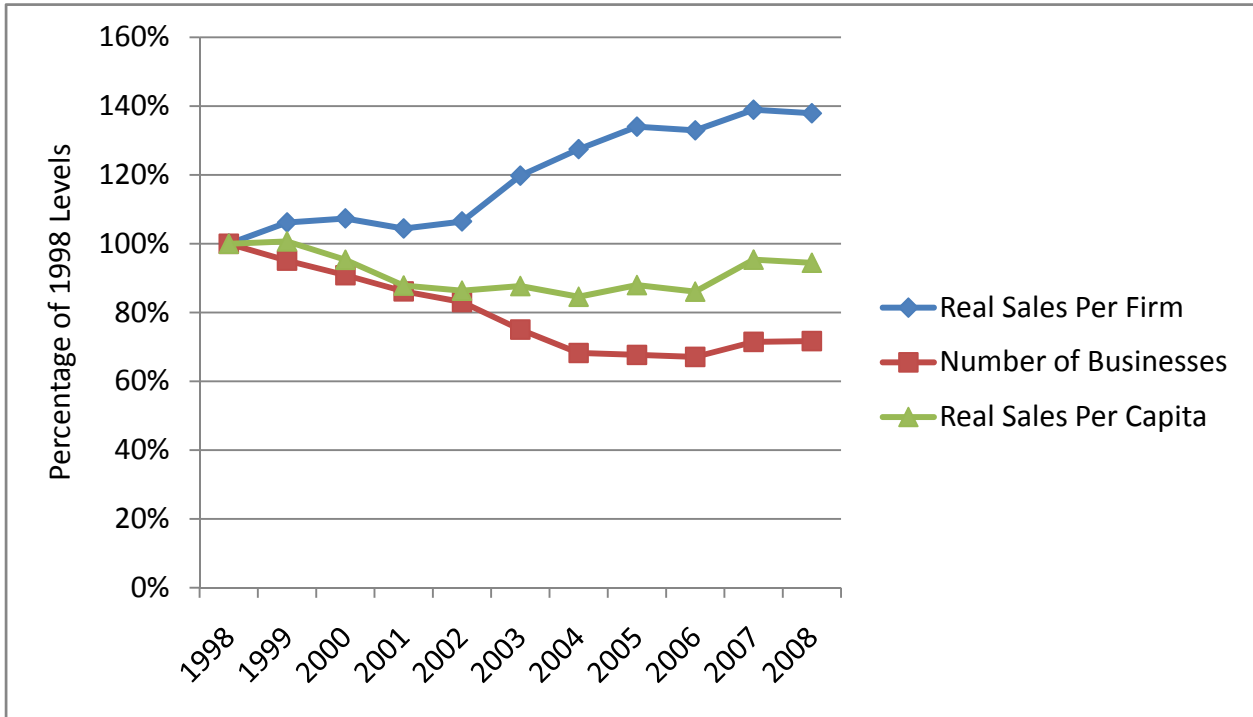
Change in Real Sales per Firm 2007-2008: -0.8%

Change in Number of Firms 1998-2008: -28.3%

Threshold Level:

Change in Population Required 1998-2008: 46.0%

Electrical Repair



Watch & Jewelry Repair

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	54	\$2,964,694	\$3,655,603	\$68,329	\$1	53,477
1999	50	\$3,575,534	\$4,371,068	\$86,986	\$2	57,103
2000	50	\$3,935,333	\$4,712,974	\$94,259	\$2	58,526
2001	45	\$4,124,710	\$4,824,222	\$107,804	\$2	65,462
2002	38	\$4,395,094	\$5,046,032	\$134,561	\$2	78,114
2003	34	\$2,872,935	\$3,242,590	\$94,674	\$1	85,629
2004	38	\$3,233,188	\$3,584,466	\$94,953	\$1	77,917
2005	38	\$2,984,020	\$3,215,539	\$85,748	\$1	78,652
2006	38	\$3,125,333	\$3,269,177	\$85,469	\$1	77,500
2007	39	\$3,204,304	\$3,266,365	\$83,219	\$1	75,891
2008	42	\$2,913,273	\$2,913,273	\$68,953	\$1	70,864

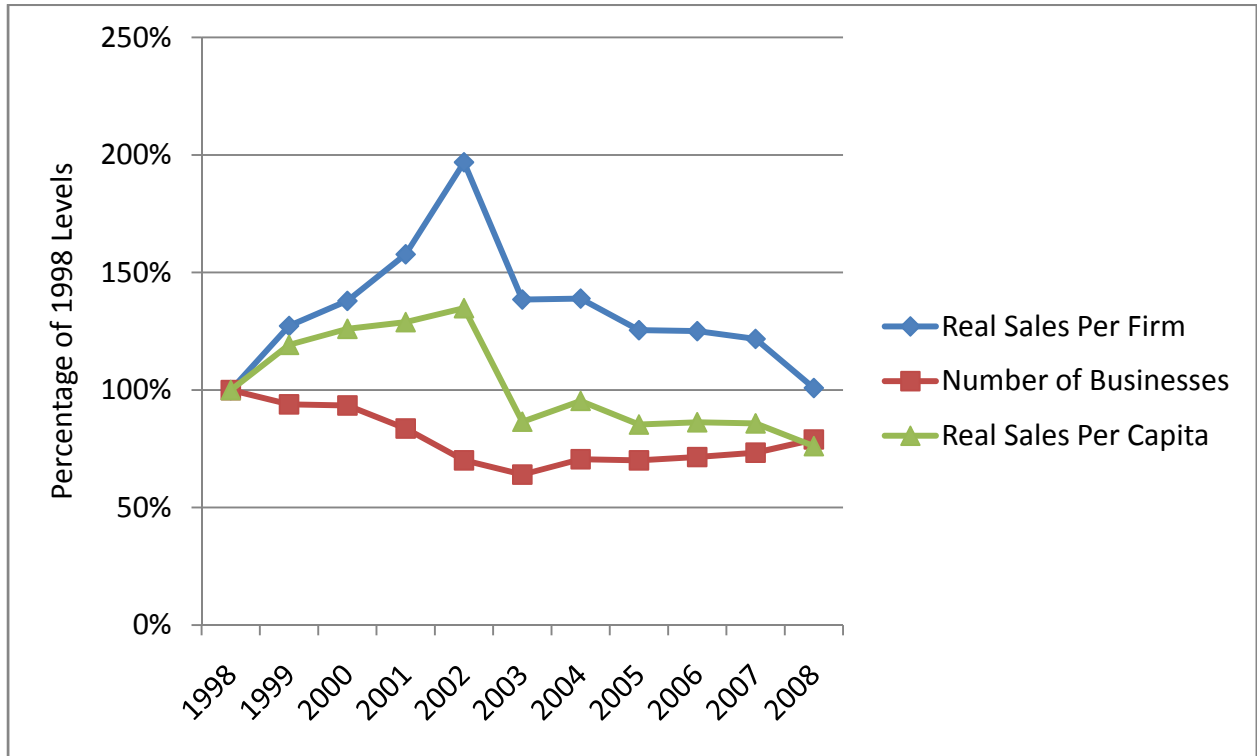
Category Performance:

Change in Real Sales per Firm 1998-2008: 0.9%
Change in Real Sales per Firm 2007-2008: -17.1%
Change in Number of Firms 1998-2008: -22.2%

Threshold Level:

Change in Population Required 1998-2008: 32.5%

Watch & Jewelry Repair



Furniture Repair

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	607	\$11,948,110	\$14,732,565	\$24,281	\$5	4,715
1999	578	\$12,205,353	\$14,920,969	\$25,837	\$5	4,969
2000	547	\$12,195,849	\$14,605,807	\$26,702	\$5	5,350
2001	509	\$11,141,495	\$13,030,988	\$25,614	\$4	5,758
2002	483	\$10,671,277	\$12,251,753	\$25,392	\$4	6,071
2003	409	\$10,272,113	\$11,593,807	\$28,347	\$4	7,171
2004	359	\$9,274,632	\$10,282,297	\$28,661	\$3	8,199
2005	347	\$9,711,401	\$10,464,872	\$30,136	\$4	8,494
2006	310	\$9,392,574	\$9,824,868	\$31,668	\$3	9,555
2007	332	\$8,815,308	\$8,986,043	\$27,107	\$3	8,986
2008	324	\$10,058,636	\$10,058,636	\$31,069	\$3	9,248

Category Performance:

Change in Real Sales per Firm 1998-2008: 28.0%

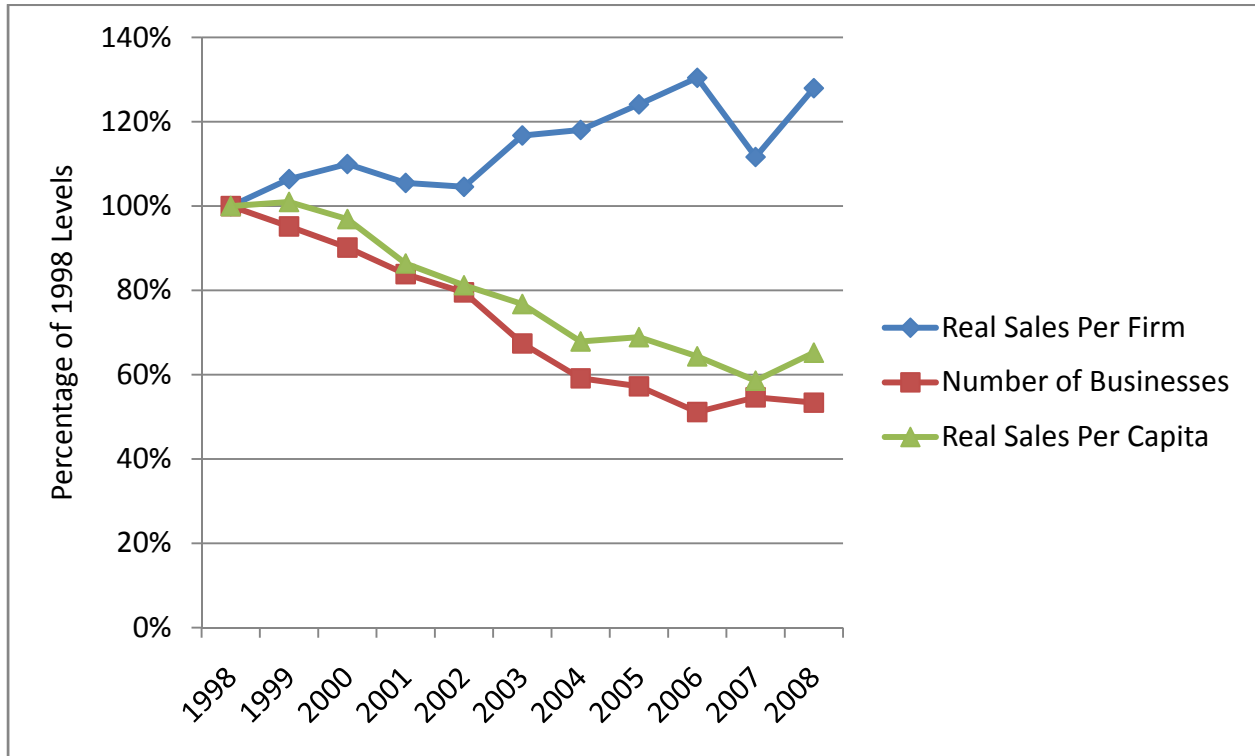
Change in Real Sales per Firm 2007-2008: 14.6%

Change in Number of Firms 1998-2008: -46.6%

Threshold Level:

Change in Population Required 1998-2008: 96.1%

Furniture Repair



Miscellaneous Repair

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	3,082	\$242,882,491	\$299,485,192	\$97,188	\$105	928
1999	2,982	\$247,709,905	\$302,823,845	\$101,542	\$106	962
2000	2,931	\$248,246,251	\$297,300,899	\$101,442	\$102	998
2001	2,885	\$238,902,743	\$279,418,413	\$96,844	\$95	1,015
2002	2,774	\$254,369,236	\$292,042,751	\$105,288	\$100	1,056
2003	2,504	\$225,749,864	\$254,796,686	\$101,776	\$87	1,171
2004	2,342	\$229,116,371	\$254,009,280	\$108,458	\$86	1,256
2005	2,303	\$253,046,090	\$272,678,976	\$118,402	\$92	1,281
2006	2,206	\$267,983,468	\$280,317,435	\$127,056	\$95	1,344
2007	2,277	\$269,664,344	\$274,887,201	\$120,737	\$92	1,308
2008	2,246	\$265,898,525	\$265,898,525	\$118,414	\$89	1,333

Category Performance:

Change in Real Sales per Firm 1998-2008: 21.8%

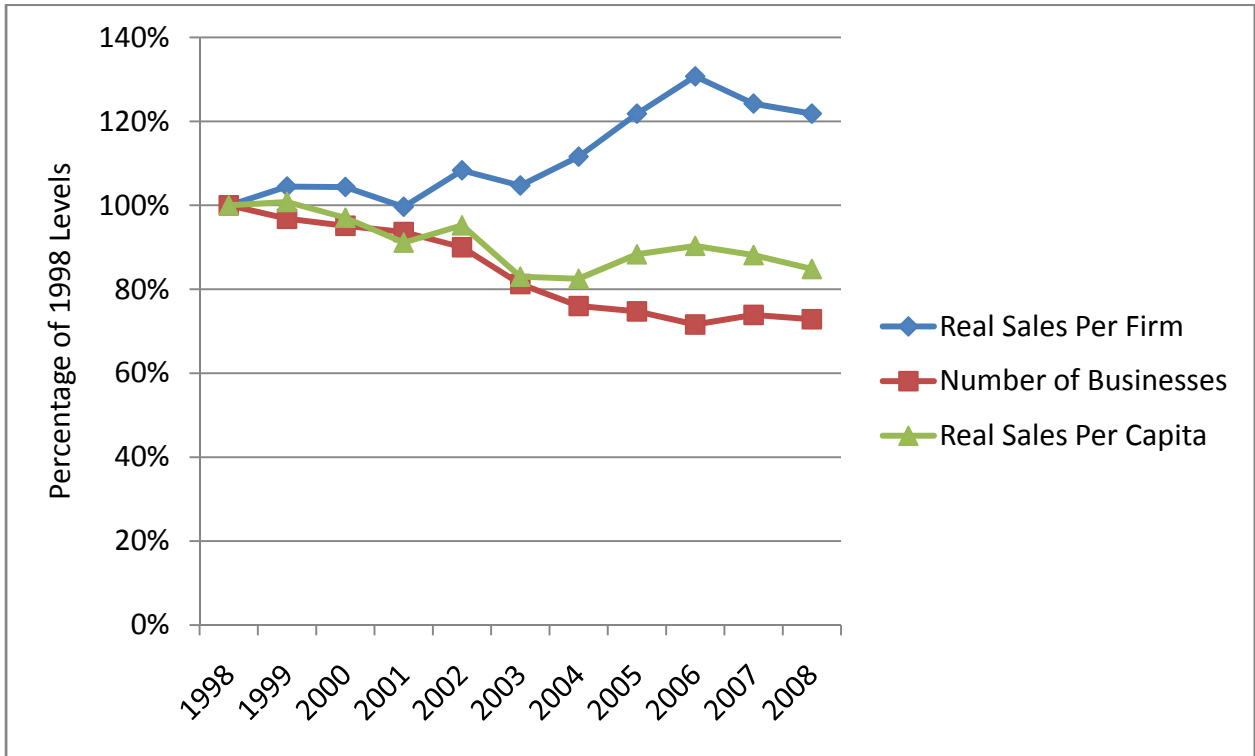
Change in Real Sales per Firm 2007-2008: -1.9%

Change in Number of Firms 1998-2008: -27.1%

Threshold Level:

Change in Population Required 1998-2008: 43.6%

Miscellaneous Repair



Motion Picture Theaters

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	156	\$56,138,036	\$69,220,760	\$445,150	\$24	18,399
1999	151	\$62,358,380	\$76,232,738	\$504,018	\$27	18,971
2000	152	\$70,717,761	\$84,691,929	\$556,269	\$29	19,221
2001	154	\$64,624,409	\$75,584,104	\$490,010	\$26	18,991
2002	166	\$63,140,232	\$72,491,656	\$437,355	\$25	17,673
2003	165	\$78,705,179	\$88,832,030	\$539,193	\$30	17,802
2004	175	\$83,282,216	\$92,330,616	\$529,115	\$31	16,856
2005	188	\$85,214,919	\$91,826,421	\$489,089	\$31	15,709
2006	231	\$91,193,663	\$95,390,861	\$412,501	\$32	12,819
2007	254	\$95,463,413	\$97,312,348	\$383,497	\$33	11,739
2008	242	\$91,773,842	\$91,773,842	\$380,016	\$31	12,397

Category Performance:

Change in Real Sales per Firm 1998-2008: -14.6%

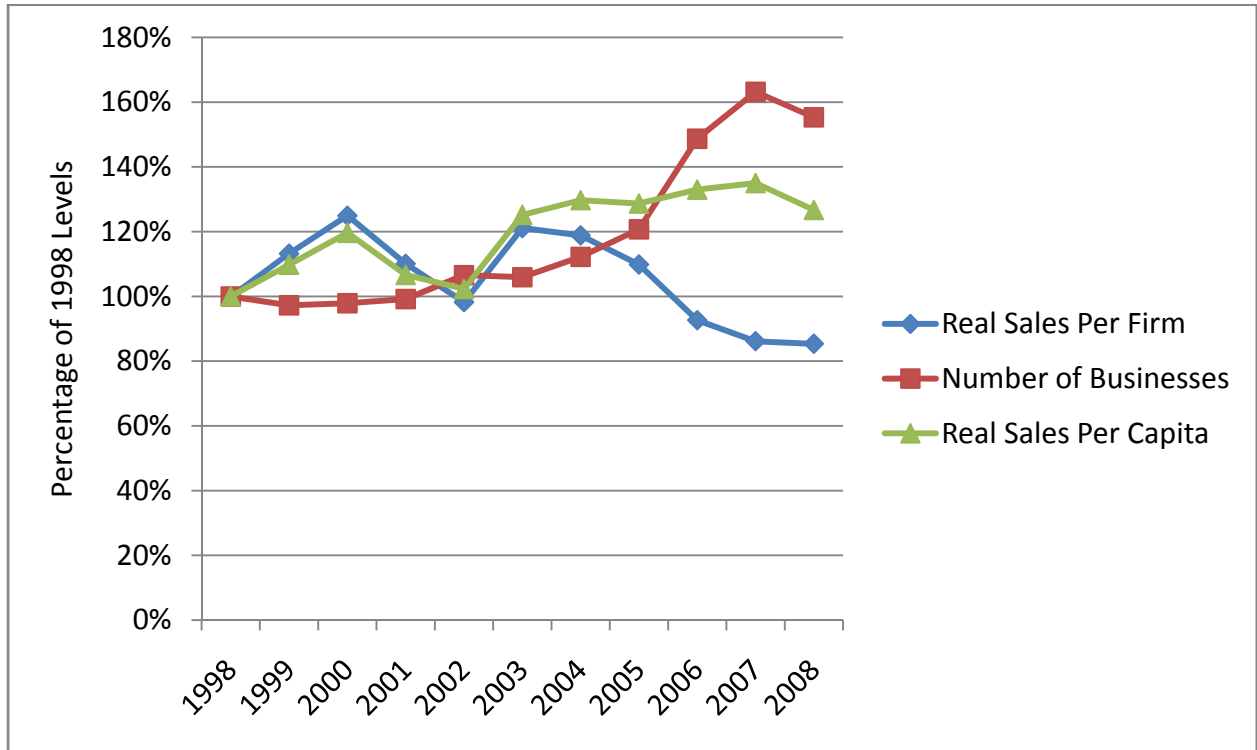
Change in Real Sales per Firm 2007-2008: -0.9%

Change in Number of Firms 1998-2008: 55.1%

Threshold Level:

Change in Population Required 1998-2008: -32.6%

Motion Picture Theaters



Arts, Entertainment & Recreation

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,975	\$310,872,547	\$383,320,033	\$194,135	\$134	1,449
1999	1,928	\$319,798,018	\$390,951,122	\$202,775	\$136	1,488
2000	1,894	\$332,580,358	\$398,299,830	\$210,268	\$136	1,545
2001	1,869	\$343,879,557	\$402,198,312	\$215,166	\$137	1,567
2002	1,865	\$351,697,916	\$403,786,356	\$216,507	\$138	1,571
2003	1,729	\$362,552,491	\$409,201,457	\$236,669	\$140	1,696
2004	1,679	\$368,729,659	\$408,791,196	\$243,473	\$139	1,752
2005	1,681	\$373,349,817	\$402,316,613	\$239,296	\$136	1,754
2006	1,631	\$405,335,535	\$423,991,145	\$260,038	\$143	1,818
2007	1,759	\$438,058,594	\$446,542,909	\$253,862	\$150	1,693
2008	1,805	\$458,673,534	\$458,673,534	\$254,078	\$153	1,658

Category Performance:

Change in Real Sales per Firm 1998-2008: 30.9%

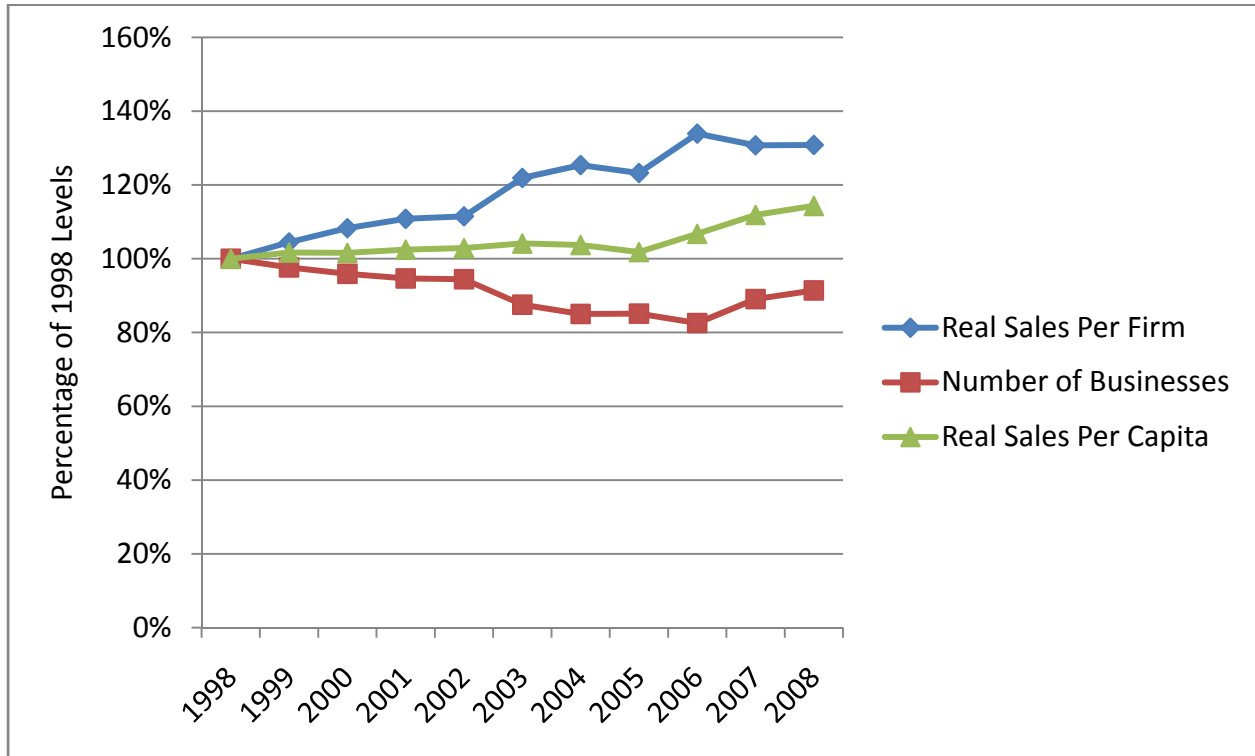
Change in Real Sales per Firm 2007-2008: 0.0%

Change in Number of Firms 1998-2008: -8.6%

Threshold Level:

Change in Population Required 1998-2008: 14.4%

Arts, Entertainment & Recreation



Educational Institutions-Athletic Events

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	161	\$34,003,460	\$41,927,818	\$260,421	\$15	17,770
1999	155	\$32,218,251	\$39,386,615	\$253,698	\$14	18,483
2000	150	\$37,276,701	\$44,642,756	\$298,115	\$15	19,541
2001	161	\$33,896,500	\$39,645,029	\$245,861	\$14	18,167
2002	160	\$31,085,025	\$35,688,892	\$223,405	\$12	18,337
2003	149	\$36,479,710	\$41,173,488	\$275,869	\$14	19,650
2004	152	\$37,206,559	\$41,248,957	\$272,270	\$14	19,415
2005	168	\$39,538,186	\$42,605,804	\$253,606	\$14	17,556
2006	184	\$41,602,130	\$43,516,872	\$236,184	\$15	16,089
2007	217	\$50,588,899	\$51,568,704	\$238,193	\$17	13,759
2008	235	\$48,333,535	\$48,333,535	\$205,675	\$16	12,740

Category Performance:

Change in Real Sales per Firm 1998-2008: -21.0%

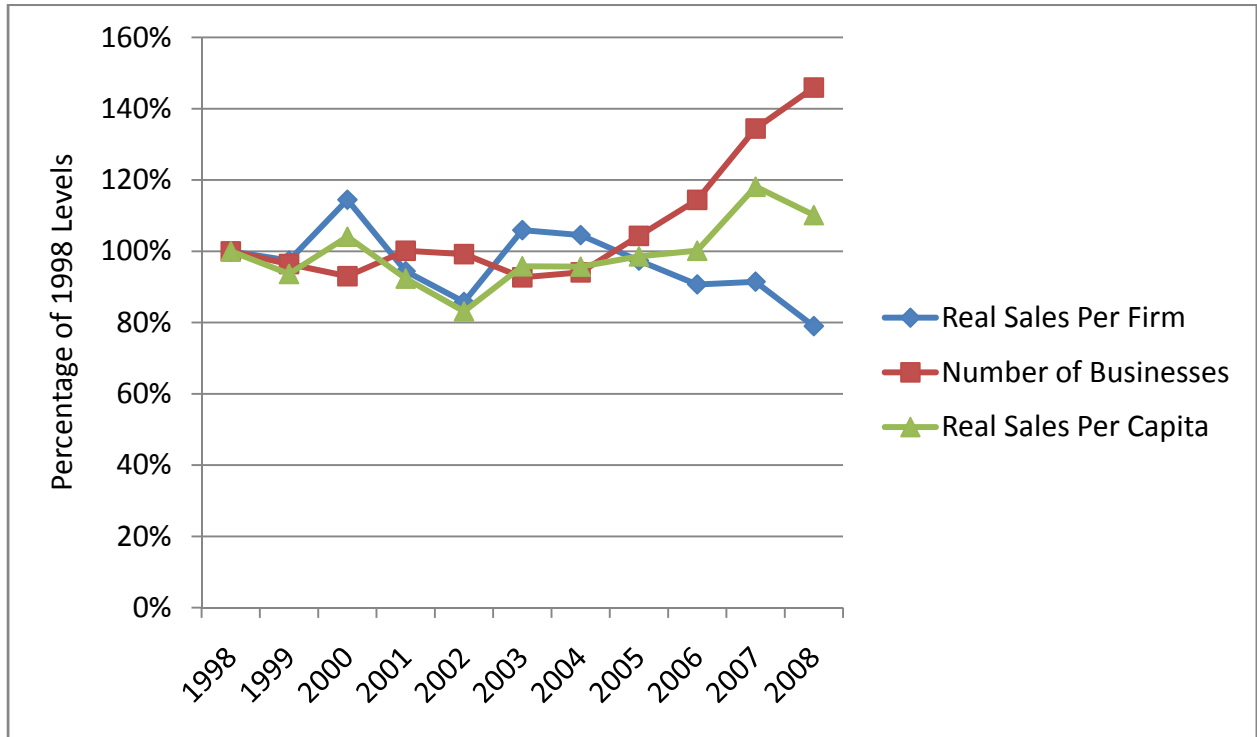
Change in Real Sales per Firm 2007-2008: 13.7%

Change in Number of Firms 1998-2008: 46.0%

Threshold Level:

Change in Population Required 1998-2008: -28.3%

Educational Institutions-Athletic Events



Construction Materials

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,365	\$770,484,118	\$950,042,069	\$695,874	\$332	2,096
1999	1,347	\$813,552,172	\$994,562,557	\$738,628	\$347	2,131
2000	1,308	\$861,021,340	\$1,031,163,281	\$788,653	\$352	2,238
2001	1,280	\$828,253,761	\$968,717,849	\$756,811	\$331	2,289
2002	1,236	\$824,363,491	\$946,456,362	\$766,051	\$323	2,371
2003	1,147	\$783,137,306	\$883,902,151	\$770,789	\$301	2,557
2004	1,085	\$777,258,223	\$861,705,347	\$794,016	\$293	2,710
2005	1,058	\$845,783,869	\$911,405,031	\$861,645	\$309	2,788
2006	1,038	\$917,025,991	\$959,232,208	\$924,561	\$324	2,857
2007	1,049	\$864,502,591	\$881,246,270	\$840,483	\$296	2,841
2008	1,010	\$859,711,595	\$859,711,595	\$851,200	\$287	2,964

Category Performance:

Change in Real Sales per Firm 1998-2008: 22.3%

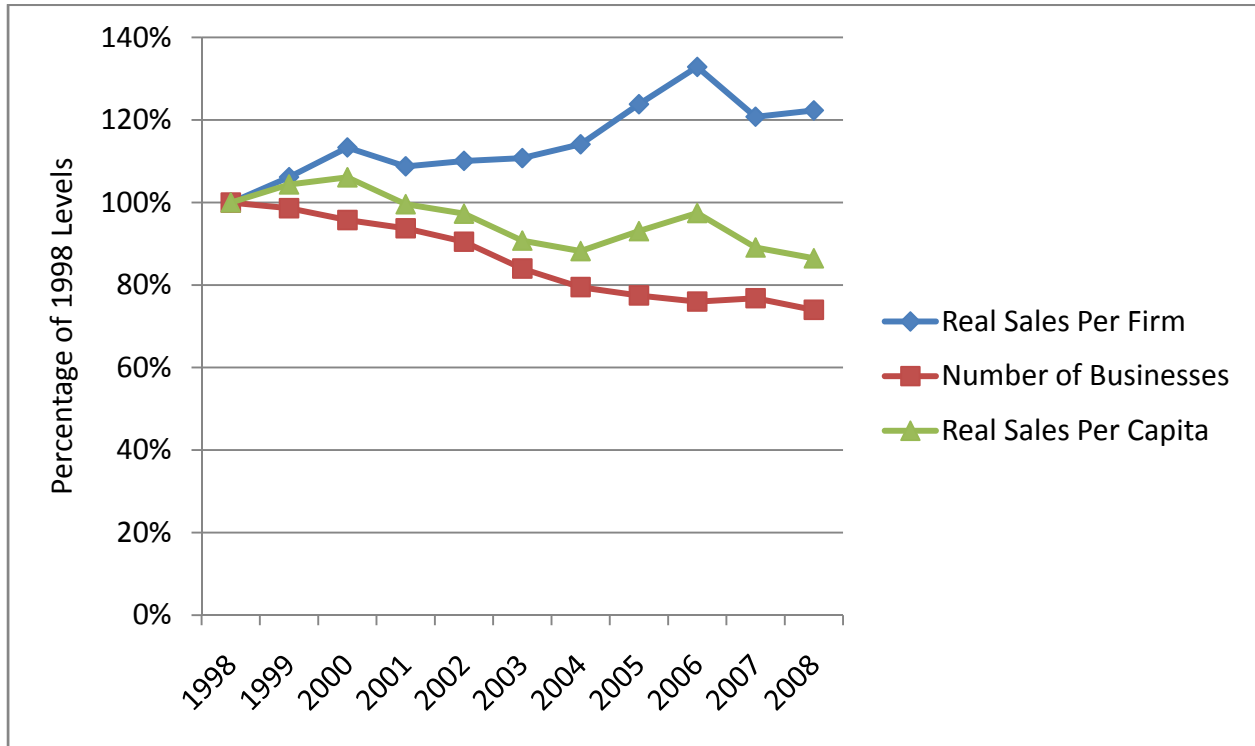
Change in Real Sales per Firm 2007-2008: 1.3%

Change in Number of Firms 1998-2008: -26.0%

Threshold Level:

Change in Population Required 1998-2008: 41.4%

Construction Materials



Farm & Garden Equipment

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	2,843	\$1,092,921,539	\$1,347,622,120	\$474,056	\$471	1,006
1999	2,756	\$1,096,430,960	\$1,340,380,147	\$486,438	\$467	1,041
2000	2,612	\$1,020,101,525	\$1,221,678,473	\$467,762	\$417	1,120
2001	2,505	\$980,847,087	\$1,147,189,575	\$457,914	\$392	1,169
2002	2,338	\$901,731,499	\$1,035,283,007	\$442,807	\$353	1,253
2003	2,112	\$862,666,014	\$973,663,673	\$461,015	\$332	1,389
2004	1,939	\$866,202,540	\$960,313,237	\$495,390	\$326	1,517
2005	1,845	\$915,195,584	\$986,202,138	\$534,527	\$334	1,599
2006	1,752	\$923,986,753	\$966,513,340	\$551,663	\$326	1,692
2007	1,796	\$946,686,126	\$965,021,535	\$537,467	\$324	1,659
2008	1,751	\$960,178,299	\$960,178,299	\$548,282	\$321	1,710

Category Performance:

Change in Real Sales per Firm 1998-2008: 15.7%

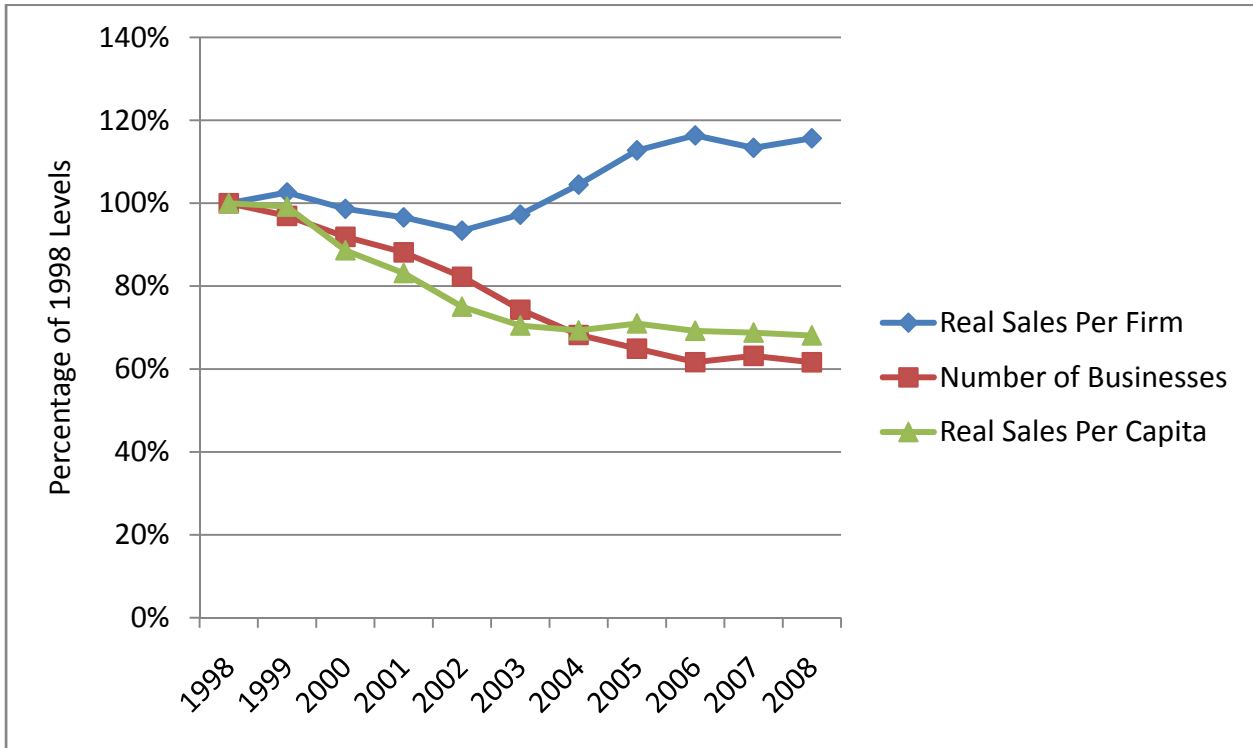
Change in Real Sales per Firm 2007-2008: 2.0%

Change in Number of Firms 1998-2008: -38.4%

Threshold Level:

Change in Population Required 1998-2008: 70.0%

Farm & Garden Equipment



Miscellaneous Non-Durable Goods

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	2,158	\$424,984,811	\$524,025,661	\$242,886	\$183	1,326
1999	2,070	\$435,437,538	\$532,319,729	\$257,159	\$186	1,386
2000	1,955	\$479,672,825	\$574,458,473	\$293,803	\$196	1,497
2001	1,831	\$450,857,736	\$527,318,989	\$288,074	\$180	1,600
2002	1,701	\$437,679,422	\$502,502,207	\$295,503	\$172	1,723
2003	1,554	\$408,359,929	\$460,902,854	\$296,591	\$157	1,887
2004	1,416	\$382,465,852	\$424,019,792	\$299,502	\$144	2,078
2005	1,374	\$390,831,399	\$421,154,525	\$306,573	\$143	2,147
2006	1,314	\$413,842,328	\$432,889,464	\$329,569	\$146	2,257
2007	1,353	\$425,776,855	\$434,023,298	\$320,727	\$146	2,201
2008	1,305	\$433,955,576	\$433,955,576	\$332,469	\$145	2,294

Category Performance:

Change in Real Sales per Firm 1998-2008: 36.9%

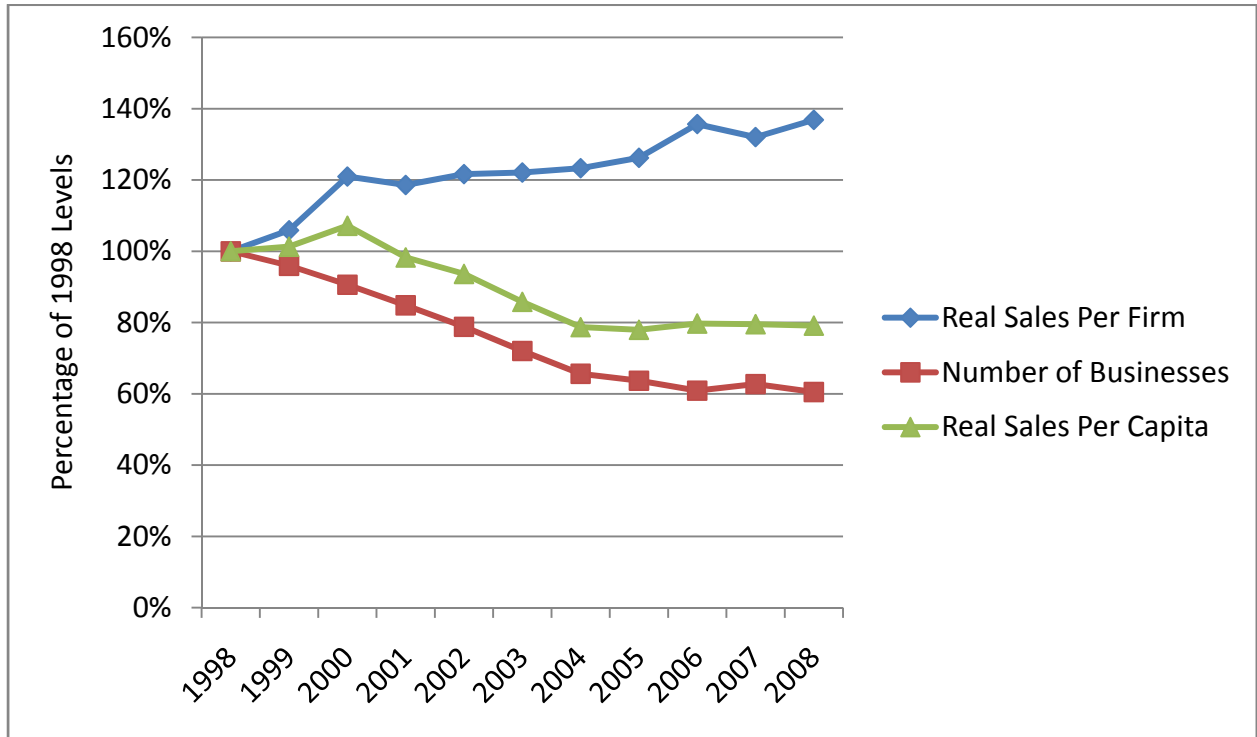
Change in Real Sales per Firm 2007-2008: 3.7%

Change in Number of Firms 1998-2008: -39.5%

Threshold Level:

Change in Population Required 1998-2008: 73.0%

Miscellaneous Non-Durable Goods



Agriculture Production & Services

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	2,307	\$173,238,706	\$213,611,228	\$92,593	\$75	1,240
1999	2,357	\$206,636,510	\$252,611,870	\$107,198	\$88	1,218
2000	2,368	\$221,088,879	\$264,777,101	\$111,803	\$90	1,236
2001	2,410	\$229,213,477	\$268,085,938	\$111,239	\$92	1,216
2002	2,430	\$243,069,090	\$279,068,990	\$114,867	\$95	1,206
2003	2,350	\$244,526,873	\$275,989,699	\$117,455	\$94	1,248
2004	2,390	\$248,169,150	\$275,132,095	\$115,106	\$94	1,231
2005	2,420	\$264,354,819	\$284,865,107	\$117,701	\$97	1,219
2006	2,481	\$286,471,925	\$299,656,825	\$120,805	\$101	1,195
2007	2,710	\$327,336,584	\$333,676,436	\$123,116	\$112	1,099
2008	2,907	\$354,454,909	\$354,454,909	\$121,952	\$118	1,030

Category Performance:

Change in Real Sales per Firm 1998-2008: 31.7%

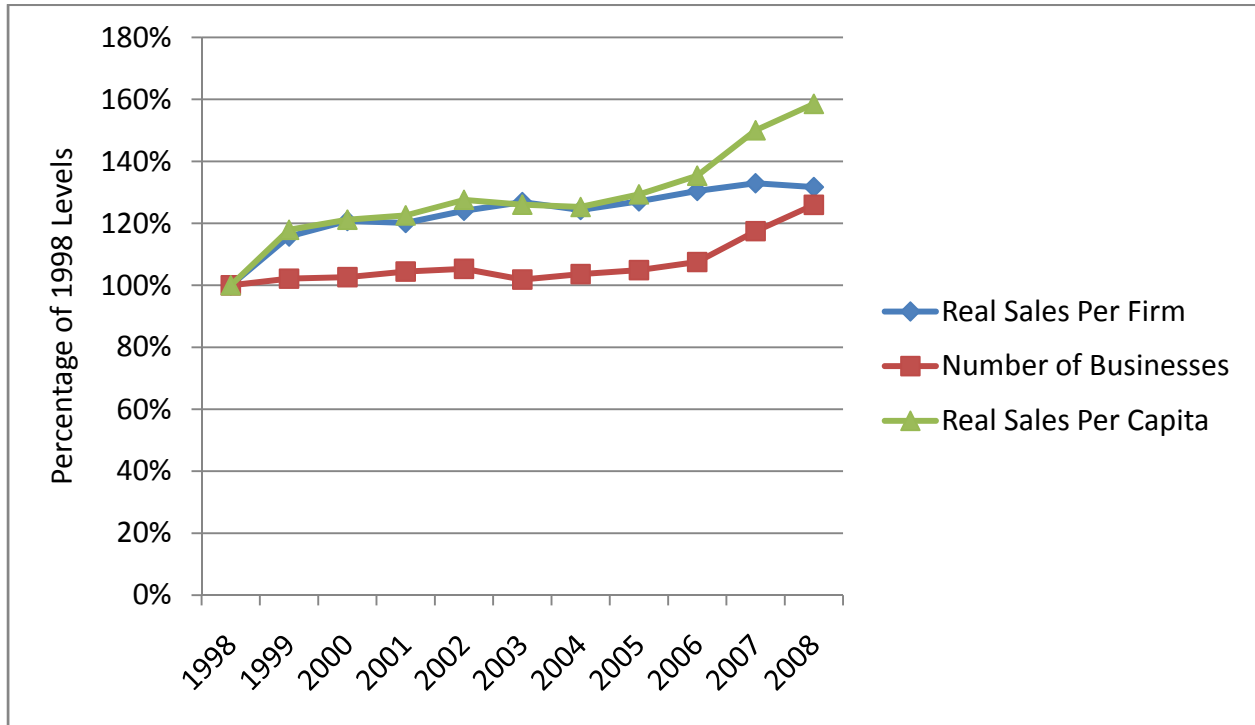
Change in Real Sales per Firm 2007-2008: -0.9%

Change in Number of Firms 1998-2008: 26.0%

Threshold Level:

Change in Population Required 1998-2008: -16.9%

Agriculture Production & Services



General Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,620	\$214,020,268	\$263,896,755	\$162,924	\$92	1,766
1999	1,643	\$237,522,235	\$290,369,480	\$176,731	\$101	1,746
2000	1,629	\$267,606,397	\$320,486,703	\$196,769	\$110	1,797
2001	1,647	\$276,551,989	\$323,452,619	\$196,419	\$110	1,779
2002	1,581	\$273,635,329	\$314,162,261	\$198,680	\$107	1,852
2003	1,509	\$266,301,864	\$300,566,438	\$199,216	\$102	1,944
2004	1,484	\$321,320,934	\$356,231,634	\$240,129	\$121	1,983
2005	1,484	\$331,670,401	\$357,403,449	\$240,878	\$121	1,988
2006	1,482	\$334,317,264	\$349,704,251	\$236,047	\$118	2,001
2007	1,591	\$329,959,512	\$336,350,165	\$211,474	\$113	1,873
2008	1,605	\$338,174,448	\$338,174,448	\$210,701	\$113	1,865

Category Performance:

Change in Real Sales per Firm 1998-2008: 29.3%

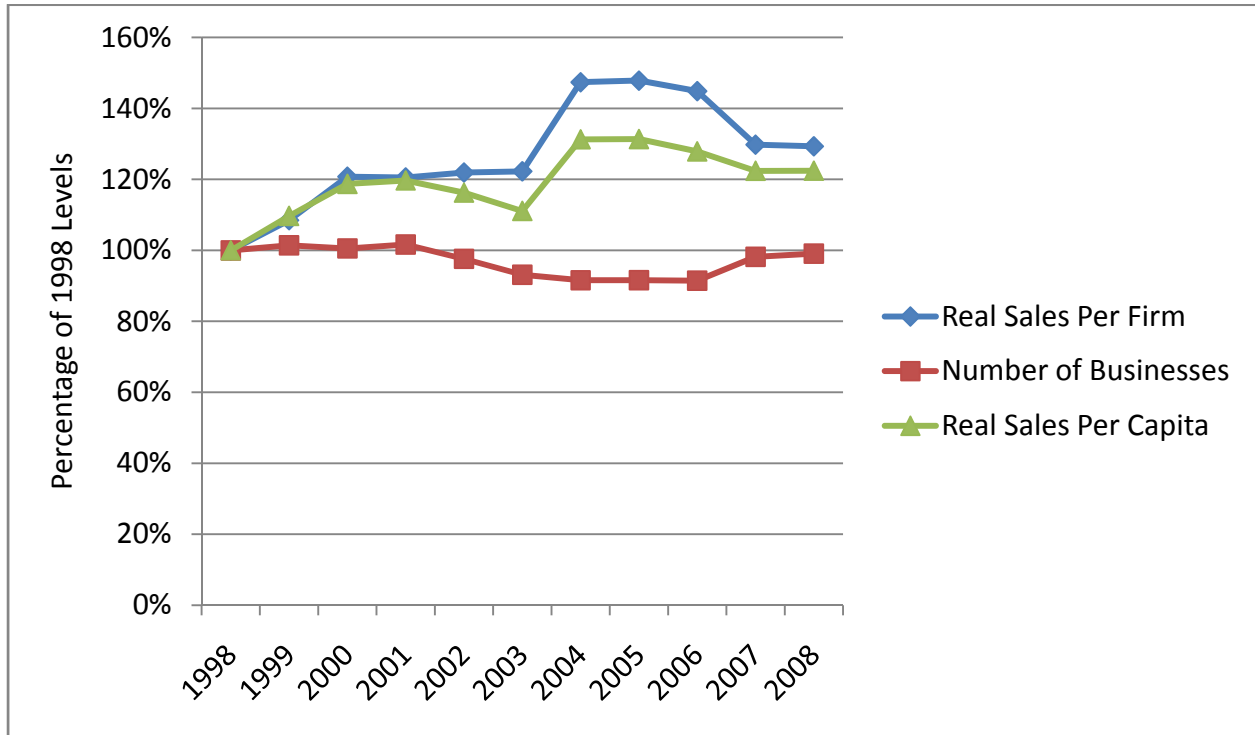
Change in Real Sales per Firm 2007-2008: -0.0%

Change in Number of Firms 1998-2008: -0.9%

Threshold Level:

Change in Population Required 1998-2008: 5.6%

General Contractors



Plumbing & Heating Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,503	\$250,553,738	\$308,944,190	\$205,552	\$108	1,904
1999	1,473	\$256,172,356	\$313,169,139	\$212,606	\$109	1,948
2000	1,450	\$267,986,130	\$320,941,473	\$221,301	\$110	2,018
2001	1,424	\$263,801,474	\$308,539,736	\$216,633	\$105	2,057
2002	1,419	\$282,112,314	\$323,894,735	\$228,256	\$111	2,064
2003	1,345	\$281,723,863	\$317,972,757	\$236,455	\$108	2,181
2004	1,315	\$294,735,363	\$326,757,609	\$248,485	\$111	2,237
2005	1,340	\$308,846,410	\$332,808,631	\$248,411	\$113	2,201
2006	1,363	\$341,215,059	\$356,919,518	\$261,863	\$120	2,175
2007	1,467	\$372,033,039	\$379,238,572	\$258,513	\$127	2,030
2008	1,506	\$399,774,550	\$399,774,550	\$265,455	\$134	1,988

Category Performance:

Change in Real Sales per Firm 1998-2008: 29.1%

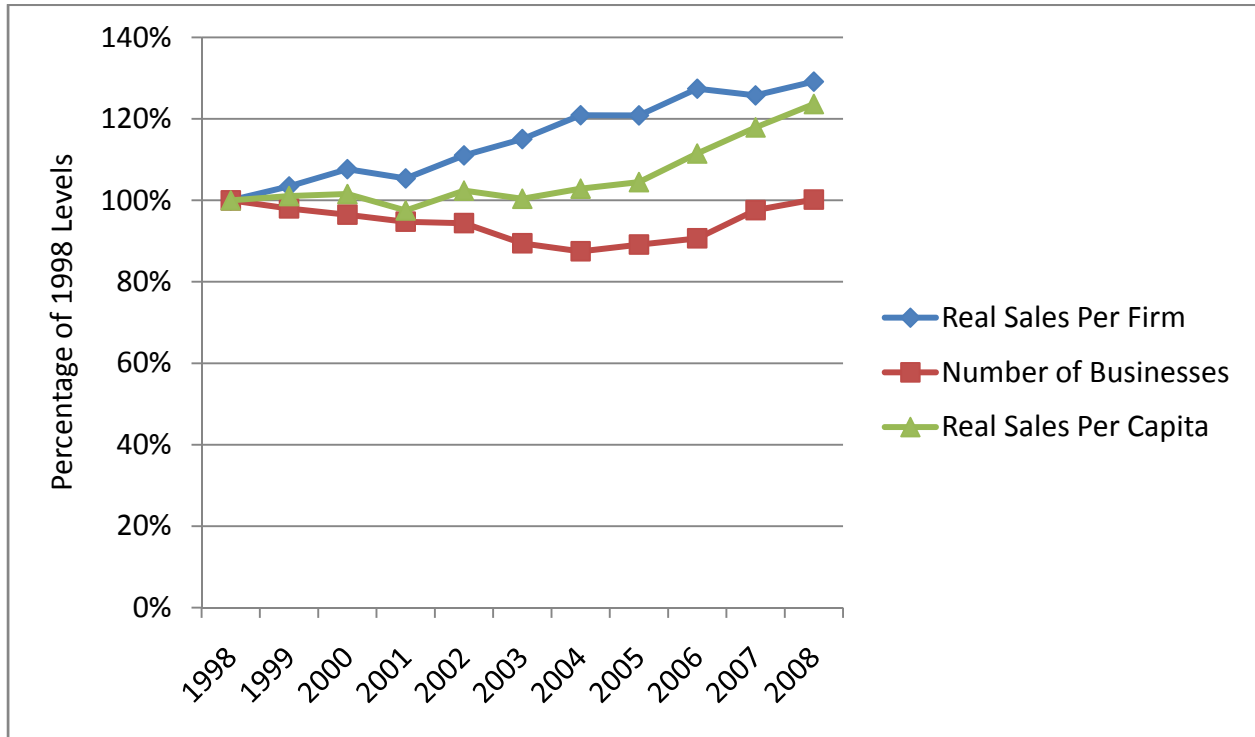
Change in Real Sales per Firm 2007-2008: 2.7%

Change in Number of Firms 1998-2008: 0.1%

Threshold Level:

Change in Population Required 1998-2008: 4.4%

Plumbing & Heating Contractors



Painting Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	674	\$29,145,814	\$35,938,118	\$53,360	\$13	4,248
1999	641	\$29,118,344	\$35,596,998	\$55,577	\$12	4,480
2000	635	\$31,155,159	\$37,311,568	\$58,805	\$13	4,612
2001	620	\$29,657,484	\$34,687,116	\$55,924	\$12	4,723
2002	603	\$30,124,107	\$34,585,657	\$57,356	\$12	4,858
2003	546	\$28,751,245	\$32,450,615	\$59,406	\$11	5,369
2004	531	\$29,232,994	\$32,409,084	\$61,063	\$11	5,542
2005	516	\$29,397,184	\$31,678,000	\$61,391	\$11	5,716
2006	500	\$31,680,656	\$33,138,762	\$66,244	\$11	5,926
2007	566	\$37,070,070	\$37,788,043	\$66,763	\$13	5,263
2008	571	\$37,443,944	\$37,443,944	\$65,634	\$13	5,248

Category Performance:

Change in Real Sales per Firm 1998-2008: 23.0%

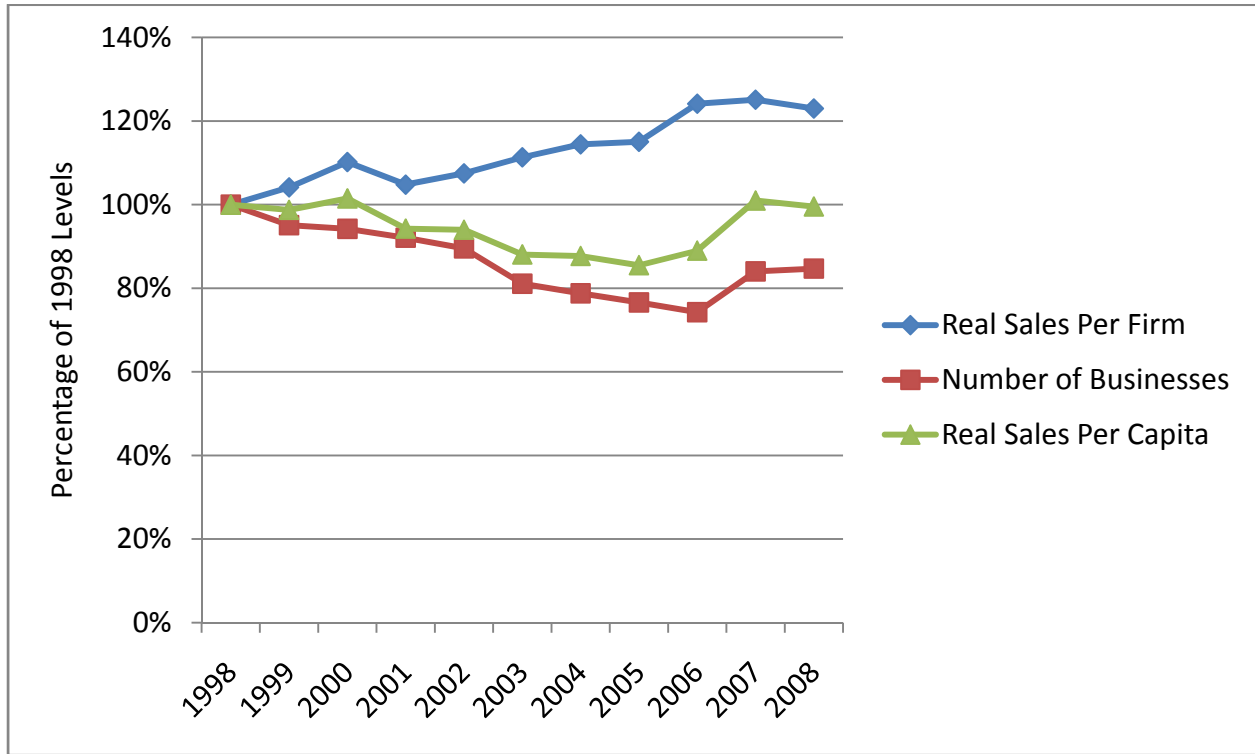
Change in Real Sales per Firm 2007-2008: -1.7%

Change in Number of Firms 1998-2008: -15.3%

Threshold Level:

Change in Population Required 1998-2008: 23.5%

Painting Contractors



Electrical Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	935	\$153,788,814	\$189,628,624	\$202,757	\$66	3,059
1999	921	\$154,564,025	\$188,953,576	\$205,217	\$66	3,116
2000	912	\$126,222,466	\$151,164,630	\$165,751	\$52	3,209
2001	896	\$124,945,508	\$146,135,097	\$163,188	\$50	3,271
2002	854	\$126,394,182	\$145,113,871	\$170,022	\$50	3,432
2003	798	\$113,290,451	\$127,867,326	\$160,285	\$44	3,676
2004	789	\$112,710,929	\$124,956,684	\$158,424	\$42	3,729
2005	787	\$115,837,941	\$124,825,367	\$158,710	\$42	3,750
2006	803	\$119,552,816	\$125,055,247	\$155,832	\$42	3,694
2007	867	\$125,576,752	\$128,008,922	\$147,646	\$43	3,436
2008	870	\$130,866,453	\$130,866,453	\$150,508	\$44	3,443

Category Performance:

Change in Real Sales per Firm 1998-2008: -25.8%

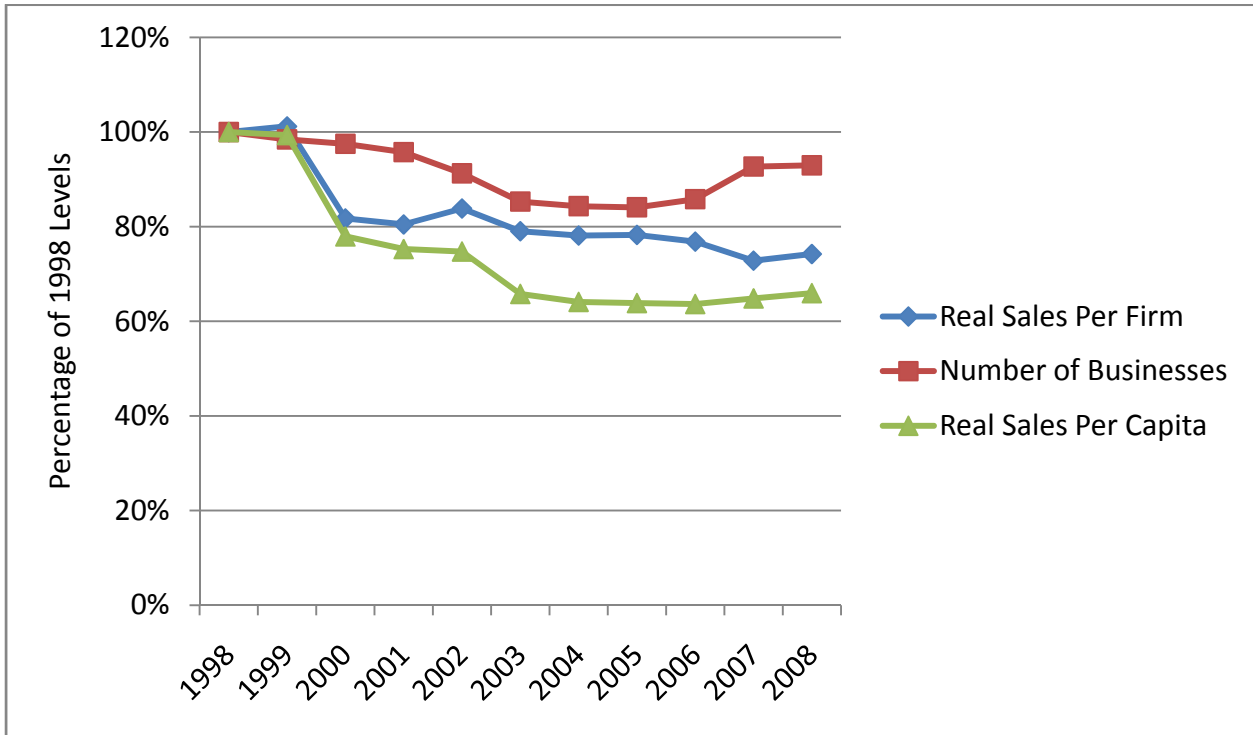
Change in Real Sales per Firm 2007-2008: 1.9%

Change in Number of Firms 1998-2008: -7.0%

Threshold Level:

Change in Population Required 1998-2008: 12.6%

Electrical Contractors



Carpentry Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	638	\$57,210,513	\$70,543,173	\$110,569	\$25	4,484
1999	610	\$56,989,590	\$69,669,425	\$114,259	\$24	4,706
2000	612	\$59,891,492	\$71,726,338	\$117,248	\$25	4,784
2001	605	\$64,993,494	\$76,015,782	\$125,698	\$26	4,844
2002	564	\$66,090,526	\$75,878,905	\$134,477	\$26	5,191
2003	487	\$66,148,969	\$74,660,236	\$153,385	\$25	6,025
2004	461	\$69,059,938	\$76,563,124	\$166,171	\$26	6,384
2005	453	\$72,976,094	\$78,638,032	\$173,690	\$27	6,515
2006	460	\$79,707,352	\$83,375,891	\$181,350	\$28	6,448
2007	485	\$79,966,710	\$81,515,505	\$168,247	\$27	6,148
2008	489	\$84,336,642	\$84,336,642	\$172,556	\$28	6,126

Category Performance:

Change in Real Sales per Firm 1998-2008: 56.1%

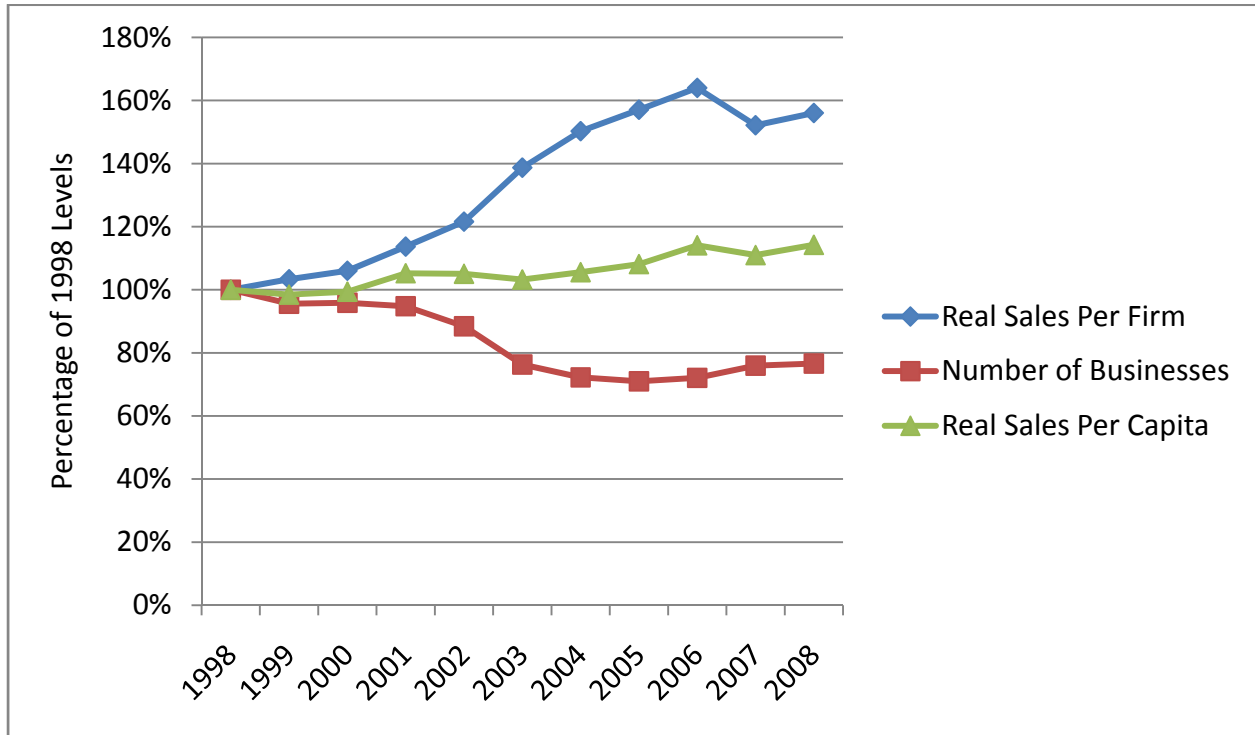
Change in Real Sales per Firm 2007-2008: 2.6%

Change in Number of Firms 1998-2008: -23.4%

Threshold Level:

Change in Population Required 1998-2008: 36.6%

Carpentry Contractors



Other Special Trade Contractors

Year	Number of Businesses	Taxable Sales	Real Taxable Sales	Real Sales per Firm	Real Sales per Capita	Population Threshold
1998	1,186	\$246,557,145	\$304,016,208	\$256,391	\$106	2,413
1999	1,152	\$244,690,001	\$299,132,031	\$259,720	\$104	2,491
2000	1,148	\$248,595,822	\$297,719,547	\$259,338	\$102	2,549
2001	1,171	\$231,125,517	\$270,322,242	\$230,798	\$92	2,501
2002	1,164	\$262,213,494	\$301,048,788	\$258,744	\$103	2,518
2003	1,117	\$274,578,978	\$309,908,553	\$277,385	\$106	2,625
2004	1,090	\$293,816,390	\$325,738,792	\$298,911	\$111	2,699
2005	1,064	\$286,038,987	\$308,231,667	\$289,623	\$105	2,771
2006	1,067	\$305,233,633	\$319,282,043	\$299,304	\$108	2,779
2007	1,157	\$321,950,523	\$328,186,058	\$283,714	\$110	2,575
2008	1,181	\$344,002,992	\$344,002,992	\$291,404	\$115	2,536

Category Performance:

Change in Real Sales per Firm 1998-2008: 13.7%

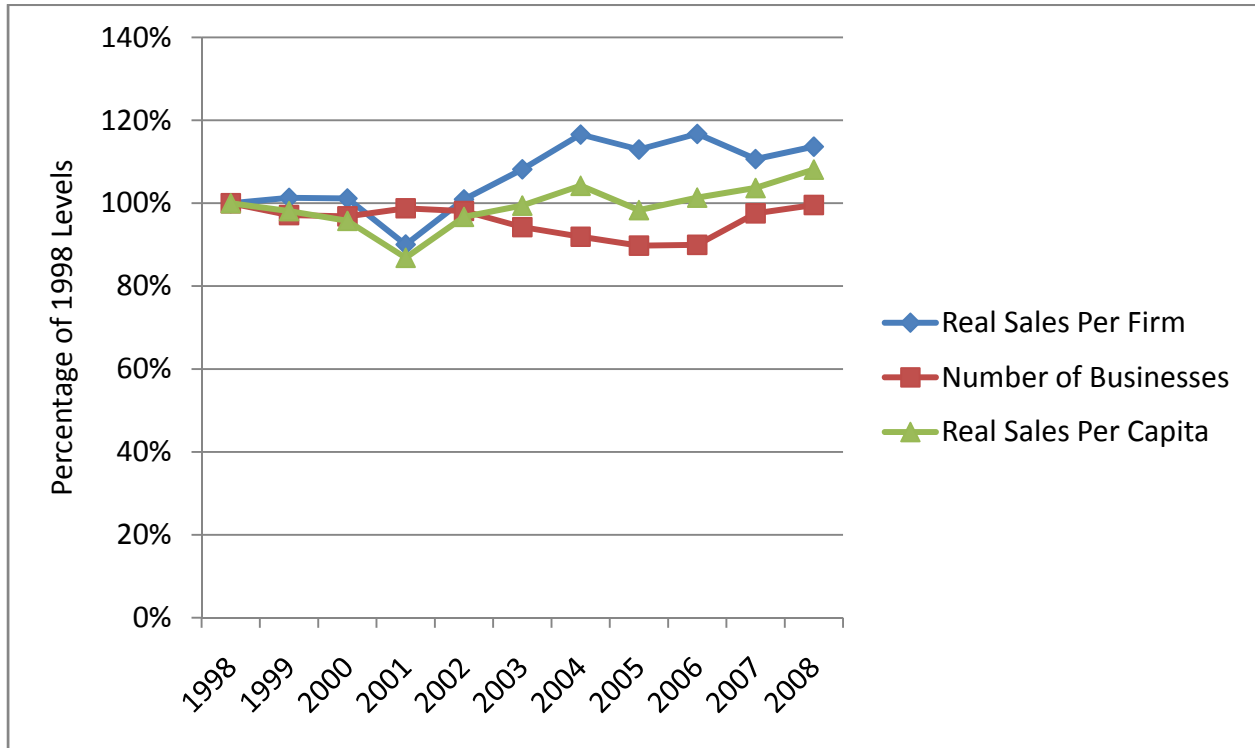
Change in Real Sales per Firm 2007-2008: 2.7%

Change in Number of Firms 1998-2008: -0.4%

Threshold Level:

Change in Population Required 1998-2008: 5.1%

Other Special Trade Contractors



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