

TABLE 3: TAXABLE RETAIL SALES FOR ADAMS AND ASOTIN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | ADAMS*              | UNITS        | ASOTIN*             |
|--|-----------------|--------------|---------------------|--------------|---------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>913</b>   | <b>\$19,191,566</b> | <b>883</b>   | <b>\$34,430,966</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 53           | 2,798,609           | 49           | 2,553,835           |
| NEW & USED AUTO DEALERS                                  | 4411            | 12           | 699,528             | 9            | 815,372             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 9            | 1,807               | 13           | 793,237             |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 32           | 2,097,274           | 27           | 945,226             |
| FURNITURE & HOME FURNISHING                              | 442             | 30           | 261,137             | 28           | 454,888             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 68           | 544,499             | 78           | 422,899             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 63           | 1,740,941           | 44           | 1,409,710           |
| BUILDING MATERIALS                                       | 4441            | 48           | 1,402,505           | 31           | 1,343,790           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 15           | 338,436             | 13           | 65,920              |
| FOOD & BEVERAGE STORES                                   | 445             | 23           | 848,289             | 24           | 1,874,013           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 11           | 829,396             | 5            | 1,771,137           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 12           | 18,893              | 19           | 102,876             |
| DRUG/HEALTH STORES                                       | 446             | 55           | 137,742             | 66           | 703,908             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 19           | 2,287,197           | 4            | 55,881              |
| APPAREL & ACCESSORIES                                    | 448             | 69           | 147,121             | 76           | 219,964             |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 62           | 136,005             | 71           | 121,053             |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 7            | 11,116              | 5            | 98,911              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 70           | 910,386             | 74           | 881,898             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 48           | 191,381             | 55           | 738,598             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 22           | 719,005             | 19           | 143,300             |
| GENERAL MERCHANDISE STORES                               | 452             | 14           | 4,623,661           | 13           | 23,451,957          |
| DEPARTMENT STORES  | 4521            | 4            | 80,720              | 4            | 78,926              |
| GENERAL MERCHANDISE STORES                               | 4529            | 10           | 4,542,941           | 9            | 23,373,031          |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 117          | 406,274             | 122          | 677,338             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 332          | 4,485,710           | 305          | 1,724,675           |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>7</b>     | <b>29,573</b>       | <b>3</b>     | <b>1,578</b>        |
| <b>MINING</b>  | <b>21</b>       | <b>3</b>     | <b>41,121</b>       | <b>D</b>     | <b>D</b>            |
| <b>UTILITIES</b>   | <b>22</b>       | <b>5</b>     | <b>49,066</b>       | <b>D</b>     | <b>D</b>            |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>301</b>   | <b>11,390,063</b>   | <b>207</b>   | <b>3,865,717</b>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 70           | 6,422,897           | 49           | 1,119,664           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 19           | 1,226,531           | 12           | 420,527             |
| SPECIAL TRADE CONTRACTORS                                | 238             | 212          | 3,740,635           | 146          | 2,325,526           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>163</b>   | <b>1,117,118</b>    | <b>120</b>   | <b>616,398</b>      |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>577</b>   | <b>11,945,497</b>   | <b>550</b>   | <b>3,272,048</b>    |
| DURABLE GOODS  | 423             | 407          | 10,497,419          | 381          | 2,143,053           |
| NONDURABLE GOODS   | 424             | 166          | 1,440,926           | 163          | 1,123,316           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 4            | 7,152               | 6            | 5,679               |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>17</b>    | <b>188,152</b>      | <b>9</b>     | <b>249,836</b>      |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>162</b>   | <b>2,269,187</b>    | <b>134</b>   | <b>2,233,300</b>    |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>33</b>    | <b>227,781</b>      | <b>34</b>    | <b>147,000</b>      |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>93</b>    | <b>1,012,267</b>    | <b>74</b>    | <b>1,054,480</b>    |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>111</b>   | <b>889,563</b>      | <b>107</b>   | <b>467,026</b>      |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>148</b>   | <b>535,348</b>      | <b>134</b>   | <b>837,342</b>      |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>8</b>     | <b>242,652</b>      | <b>11</b>    | <b>590,414</b>      |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>45</b>    | <b>3,541,101</b>    | <b>42</b>    | <b>5,967,367</b>    |
| ACCOMMODATIONS   | 721             | 7            | 401,757             | 8            | 925,534             |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 38           | 3,139,344           | 34           | 5,041,833           |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>113</b>   | <b>1,729,602</b>    | <b>83</b>    | <b>999,120</b>      |
| REPAIR & MAINTENANCE                                     | 811             | 77           | 1,402,303           | 47           | 550,796             |
| PERSONAL SERVICE   | 812             | 26           | 255,827             | 28           | 292,545             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 10           | 71,472              | 8            | 155,779             |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92.00</b>    | <b>5</b>     | <b>19,745</b>       | <b>3</b>     | <b>6,589</b>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>2,704</b> | <b>\$54,419,402</b> | <b>2,397</b> | <b>\$54,744,563</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR BENTON AND CHELAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | BENTON*              | UNITS        | CHELAN*              |
|--|-----------------|--------------|----------------------|--------------|----------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>2,680</u> | <u>\$345,057,198</u> | <u>2,038</u> | <u>\$119,220,876</u> |
| MOTOR VEHICLES & PARTS                                   | 441             | 180          | 75,079,428           | 120          | 30,734,249           |
| NEW & USED AUTO DEALERS                                  | 4411            | 55           | 59,696,101           | 29           | 23,360,600           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 33           | 5,190,822            | 24           | 2,689,281            |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 92           | 10,192,505           | 67           | 4,684,368            |
| FURNITURE & HOME FURNISHING                              | 442             | 109          | 14,278,659           | 79           | 4,205,442            |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 263          | 16,997,423           | 189          | 5,427,730            |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 150          | 28,763,750           | 119          | 14,567,154           |
| BUILDING MATERIALS                                       | 4441            | 114          | 26,841,705           | 91           | 13,805,842           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 36           | 1,922,045            | 28           | 761,312              |
| FOOD & BEVERAGE STORES                                   | 445             | 99           | 17,840,030           | 81           | 9,562,758            |
| GROCERY & CONVENIENCE STORES                             | 4451            | 34           | 16,628,825           | 30           | 9,001,181            |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 65           | 1,211,205            | 51           | 561,577              |
| DRUG/HEALTH STORES                                       | 446             | 195          | 10,314,778           | 141          | 3,196,908            |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 41           | 12,270,838           | 35           | 3,662,770            |
| APPAREL & ACCESSORIES                                    | 448             | 196          | 25,809,574           | 161          | 3,653,862            |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 166          | 22,293,920           | 137          | 3,217,806            |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 30           | 3,515,654            | 24           | 436,056              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 210          | 14,985,203           | 155          | 4,879,786            |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 153          | 12,285,506           | 110          | 3,809,686            |
| BOOK STORES & NEWS DEALERS                               | 4512            | 57           | 2,699,697            | 45           | 1,070,100            |
| GENERAL MERCHANDISE STORES                               | 452             | 29           | 89,398,379           | 21           | 23,294,066           |
| DEPARTMENT STORES  | 4521            | 9            | 28,399,409           | 5            | 6,488,457            |
| GENERAL MERCHANDISE STORES                               | 4529            | 20           | 60,998,970           | 16           | 16,805,609           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 229          | 6,685,733            | 197          | 2,748,157            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 979          | 32,633,403           | 740          | 13,287,994           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>20</u>    | <u>5,366,759</u>     | <u>26</u>    | <u>221,486</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>9</u>     | <u>413,051</u>       | <u>4</u>     | <u>44,913</u>        |
| <u>UTILITIES</u>   | <u>22</u>       | <u>11</u>    | <u>422,275</u>       | <u>13</u>    | <u>390,168</u>       |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>1,234</u> | <u>78,364,206</u>    | <u>790</u>   | <u>36,473,872</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 330          | 41,746,490           | 248          | 18,738,015           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 56           | 3,280,153            | 41           | 6,845,174            |
| SPECIAL TRADE CONTRACTORS                                | 238             | 848          | 33,337,563           | 501          | 10,890,683           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>624</u>   | <u>10,311,990</u>    | <u>413</u>   | <u>7,283,610</u>     |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>1,701</u> | <u>48,886,892</u>    | <u>1,279</u> | <u>24,352,596</u>    |
| DURABLE GOODS  | 423             | 1,195        | 37,298,841           | 891          | 17,615,162           |
| NONDURABLE GOODS   | 424             | 490          | 11,428,726           | 374          | 6,678,387            |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 16           | 159,325              | 14           | 59,047               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>46</u>    | <u>1,013,824</u>     | <u>30</u>    | <u>1,176,791</u>     |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>377</u>   | <u>28,240,449</u>    | <u>304</u>   | <u>11,242,239</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>104</u>   | <u>3,710,524</u>     | <u>80</u>    | <u>3,060,700</u>     |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>295</u>   | <u>13,851,386</u>    | <u>216</u>   | <u>5,917,395</u>     |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>496</u>   | <u>13,528,620</u>    | <u>332</u>   | <u>5,007,438</u>     |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>609</u>   | <u>10,771,306</u>    | <u>438</u>   | <u>5,004,971</u>     |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>80</u>    | <u>8,658,491</u>     | <u>59</u>    | <u>3,413,950</u>     |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>350</u>   | <u>73,720,851</u>    | <u>330</u>   | <u>33,033,356</u>    |
| ACCOMMODATIONS   | 721             | 37           | 9,019,736            | 125          | 9,743,327            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 313          | 64,701,115           | 205          | 23,290,029           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>452</u>   | <u>18,168,613</u>    | <u>323</u>   | <u>8,920,871</u>     |
| REPAIR & MAINTENANCE                                     | 811             | 285          | 14,081,922           | 217          | 6,804,805            |
| PERSONAL SERVICE   | 812             | 137          | 3,530,099            | 78           | 1,573,616            |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 30           | 556,592              | 28           | 542,450              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>10</u>    | <u>3,285,200</u>     | <u>7</u>     | <u>11,989</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>9,098</b> | <b>\$663,771,635</b> | <b>6,682</b> | <b>\$264,777,221</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR CLALLAM AND CLARK COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | CLALLAM*             | UNITS         | CLARK*               |
|--|-----------------|--------------|----------------------|---------------|----------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>1,801</b> | <b>\$102,028,920</b> | <b>3,530</b>  | <b>\$458,432,086</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 109          | 19,381,291           | 221           | 91,301,717           |
| NEW & USED AUTO DEALERS                                  | 4411            | 30           | 14,121,873           | 62            | 70,599,646           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 23           | 992,102              | 40            | 3,347,326            |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 56           | 4,267,316            | 119           | 17,354,745           |
| FURNITURE & HOME FURNISHING                              | 442             | 77           | 3,193,770            | 147           | 14,188,641           |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 161          | 4,324,782            | 342           | 16,829,600           |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 115          | 11,092,486           | 223           | 41,128,785           |
| BUILDING MATERIALS                                       | 4441            | 79           | 9,464,914            | 165           | 36,876,043           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 36           | 1,627,572            | 58            | 4,252,742            |
| FOOD & BEVERAGE STORES                                   | 445             | 66           | 10,313,728           | 176           | 41,505,692           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 27           | 9,998,782            | 82            | 38,601,391           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 39           | 314,946              | 94            | 2,904,301            |
| DRUG/HEALTH STORES                                       | 446             | 117          | 3,448,330            | 203           | 14,254,826           |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 23           | 7,101,176            | 105           | 17,720,005           |
| APPAREL & ACCESSORIES                                    | 448             | 128          | 1,591,092            | 224           | 24,424,734           |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 112          | 1,360,867            | 185           | 21,825,500           |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 16           | 230,225              | 39            | 2,599,234            |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 149          | 2,521,888            | 249           | 13,828,324           |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 105          | 2,260,873            | 182           | 11,595,248           |
| BOOK STORES & NEWS DEALERS                               | 4512            | 44           | 261,015              | 67            | 2,233,076            |
| GENERAL MERCHANDISE STORES                               | 452             | 25           | 26,616,643           | 32            | 119,662,305          |
| DEPARTMENT STORES  | 4521            | 5            | 1,968,749            | 8             | 29,966,991           |
| GENERAL MERCHANDISE STORES                               | 4529            | 20           | 24,647,894           | 24            | 89,695,314           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 190          | 2,375,693            | 298           | 12,603,147           |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 641          | 10,068,041           | 1,310         | 50,984,310           |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>21</b>    | <b>299,124</b>       | <b>28</b>     | <b>6,326,649</b>     |
| <b>MINING</b>  | <b>21</b>       | <b>5</b>     | <b>200,461</b>       | <b>8</b>      | <b>289,874</b>       |
| <b>UTILITIES</b>   | <b>22</b>       | <b>9</b>     | <b>44,520</b>        | <b>12</b>     | <b>1,635,209</b>     |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>679</b>   | <b>21,426,951</b>    | <b>2,227</b>  | <b>136,123,298</b>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 185          | 10,077,396           | 604           | 66,319,676           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 34           | 1,185,566            | 75            | 13,692,016           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 460          | 10,163,989           | 1,548         | 56,111,606           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>384</b>   | <b>3,400,150</b>     | <b>807</b>    | <b>12,925,153</b>    |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>1,145</b> | <b>13,046,901</b>    | <b>2,117</b>  | <b>67,577,931</b>    |
| DURABLE GOODS  | 423             | 809          | 9,597,195            | 1,481         | 55,563,932           |
| NONDURABLE GOODS   | 424             | 325          | 3,414,458            | 610           | 11,828,690           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 11           | 35,248               | 26            | 185,309              |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>35</b>    | <b>634,738</b>       | <b>94</b>     | <b>3,423,549</b>     |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>272</b>   | <b>9,491,558</b>     | <b>478</b>    | <b>69,137,649</b>    |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>73</b>    | <b>780,947</b>       | <b>131</b>    | <b>7,367,848</b>     |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>154</b>   | <b>2,691,429</b>     | <b>357</b>    | <b>20,022,555</b>    |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>258</b>   | <b>2,632,777</b>     | <b>676</b>    | <b>13,414,680</b>    |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>396</b>   | <b>3,321,614</b>     | <b>1,113</b>  | <b>27,088,803</b>    |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>54</b>    | <b>1,673,839</b>     | <b>123</b>    | <b>13,178,494</b>    |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>263</b>   | <b>19,075,524</b>    | <b>621</b>    | <b>120,693,215</b>   |
| ACCOMMODATIONS   | 721             | 98           | 3,316,236            | 44            | 11,339,145           |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 165          | 15,759,288           | 577           | 109,354,070          |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>325</b>   | <b>7,813,237</b>     | <b>902</b>    | <b>35,694,233</b>    |
| REPAIR & MAINTENANCE                                     | 811             | 224          | 6,689,806            | 594           | 28,127,854           |
| PERSONAL SERVICE   | 812             | 77           | 907,687              | 267           | 7,007,379            |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 24           | 215,744              | 41            | 559,000              |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>7</b>     | <b>34,802</b>        | <b>12</b>     | <b>262,138</b>       |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>5,881</b> | <b>\$188,597,492</b> | <b>13,236</b> | <b>\$993,593,364</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR COLUMBIA AND COWLITZ COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | COLUMBIA*           | UNITS        | COWLITZ*             |
|--|-----------------|--------------|---------------------|--------------|----------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>435</b>   | <b>\$5,122,422</b>  | <b>1,950</b> | <b>\$143,956,170</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 15           | 220,379             | 120          | 42,432,090           |
| NEW & USED AUTO DEALERS                                  | 4411            | D            | D                   | 32           | 33,965,158           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | D            | D                   | 16           | 1,729,074            |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 12           | 107,208             | 72           | 6,737,858            |
| FURNITURE & HOME FURNISHING                              | 442             | 14           | 79,911              | 70           | 3,068,392            |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 38           | 130,365             | 170          | 3,311,282            |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 22           | 367,321             | 151          | 13,641,153           |
| BUILDING MATERIALS                                       | 4441            | 16           | 325,995             | 112          | 11,942,542           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 6            | 41,326              | 39           | 1,698,611            |
| FOOD & BEVERAGE STORES                                   | 445             | 8            | 580,066             | 68           | 11,383,631           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 4            | 577,700             | 31           | 10,815,136           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 4            | 2,366               | 37           | 568,495              |
| DRUG/HEALTH STORES                                       | 446             | 31           | 54,715              | 128          | 3,814,962            |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 3            | 126,477             | 49           | 11,684,101           |
| APPAREL & ACCESSORIES                                    | 448             | 40           | 19,795              | 118          | 2,453,009            |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 38           | 19,266              | 104          | 1,486,882            |
| JEWELRY & LUGGAGE STORES                                 | 4483            | D            | D                   | 14           | 966,127              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 45           | 89,412              | 137          | 3,144,384            |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 30           | 55,763              | 103          | 3,003,130            |
| BOOK STORES & NEWS DEALERS                               | 4512            | 15           | 33,649              | 34           | 141,254              |
| GENERAL MERCHANDISE STORES                               | 452             | 9            | 38,964              | 26           | 33,393,378           |
| DEPARTMENT STORES  | 4521            | 4            | 21,783              | 8            | 10,250,530           |
| GENERAL MERCHANDISE STORES                               | 4529            | 5            | 17,181              | 18           | 23,142,848           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 66           | 132,345             | 191          | 2,390,431            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 144          | 3,282,672           | 722          | 13,239,357           |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>D</b>     | <b>D</b>            | <b>28</b>    | <b>119,877</b>       |
| <b>MINING</b>  | <b>21</b>       | <b>D</b>     | <b>D</b>            | <b>6</b>     | <b>159,291</b>       |
| <b>UTILITIES</b>   | <b>22</b>       | <b>D</b>     | <b>D</b>            | <b>12</b>    | <b>57,322</b>        |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>97</b>    | <b>1,673,030</b>    | <b>904</b>   | <b>32,298,413</b>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 18           | 322,690             | 199          | 8,347,405            |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 6            | 574,531             | 51           | 12,359,236           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 73           | 775,809             | 654          | 11,591,772           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>47</b>    | <b>99,641</b>       | <b>413</b>   | <b>4,161,788</b>     |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>254</b>   | <b>19,301,331</b>   | <b>1,316</b> | <b>21,134,240</b>    |
| DURABLE GOODS  | 423             | 168          | 18,065,582          | 933          | 17,317,595           |
| NONDURABLE GOODS   | 424             | 82           | 1,221,793           | 370          | 3,742,196            |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 4            | 13,956              | 13           | 74,449               |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>6</b>     | <b>100,492</b>      | <b>46</b>    | <b>686,408</b>       |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>92</b>    | <b>518,127</b>      | <b>305</b>   | <b>14,703,255</b>    |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>23</b>    | <b>55,524</b>       | <b>77</b>    | <b>2,488,190</b>     |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>43</b>    | <b>716,597</b>      | <b>221</b>   | <b>6,036,056</b>     |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>58</b>    | <b>118,038</b>      | <b>311</b>   | <b>3,345,382</b>     |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>76</b>    | <b>136,610</b>      | <b>486</b>   | <b>4,586,334</b>     |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>5</b>     | <b>34,313</b>       | <b>36</b>    | <b>1,901,787</b>     |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>19</b>    | <b>543,383</b>      | <b>220</b>   | <b>29,707,254</b>    |
| ACCOMMODATIONS   | 721             | 6            | 98,166              | 32           | 2,433,784            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 13           | 445,217             | 188          | 27,273,470           |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>33</b>    | <b>448,688</b>      | <b>348</b>   | <b>8,884,106</b>     |
| REPAIR & MAINTENANCE                                     | 811             | 16           | 346,801             | 250          | 6,913,402            |
| PERSONAL SERVICE   | 812             | 16           | 63,439              | 80           | 1,570,206            |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | D            | D                   | 18           | 400,498              |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>3</b>     | <b>19,028</b>       | <b>9</b>     | <b>165,063</b>       |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>1,196</b> | <b>\$29,137,272</b> | <b>6,688</b> | <b>\$274,390,936</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR DOUGLAS AND FERRY COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | DOUGLAS*             | UNITS        | FERRY*              |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>1,120</u> | <u>\$57,922,725</u>  | <u>574</u>   | <u>\$4,255,169</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 59           | 12,794,673           | 23           | 857,673             |
| NEW & USED AUTO DEALERS                                  | 4411            | 13           | 10,540,927           | 3            | 46,655              |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 12           | 439,519              | 4            | 4,563               |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 34           | 1,814,227            | 16           | 806,455             |
| FURNITURE & HOME FURNISHING                              | 442             | 39           | 2,891,771            | 19           | 65,573              |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 97           | 2,310,431            | 47           | 241,159             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 70           | 2,309,025            | 35           | 454,235             |
| BUILDING MATERIALS                                       | 4441            | 58           | 1,174,266            | 27           | 292,406             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 12           | 1,134,759            | 8            | 161,829             |
| FOOD & BEVERAGE STORES                                   | 445             | 23           | 3,148,773            | 12           | 506,008             |
| GROCERY & CONVENIENCE STORES                             | 4451            | 9            | 2,930,187            | 7            | 505,400             |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 14           | 218,586              | 5            | 608                 |
| DRUG/HEALTH STORES                                       | 446             | 78           | 978,809              | 45           | 79,572              |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 10           | 1,476,231            | 10           | 796,945             |
| APPAREL & ACCESSORIES                                    | 448             | 97           | 2,080,411            | 50           | 54,302              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 84           | 1,444,446            | 48           | 54,075              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 13           | 635,965              | D            | D                   |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 92           | 742,709              | 56           | 74,085              |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 67           | 726,554              | 38           | 60,822              |
| BOOK STORES & NEWS DEALERS                               | 4512            | 25           | 16,155               | 18           | 13,263              |
| GENERAL MERCHANDISE STORES                               | 452             | 20           | 23,415,590           | 7            | 53,602              |
| DEPARTMENT STORES  | 4521            | 6            | 5,901,827            | 4            | 40,447              |
| GENERAL MERCHANDISE STORES                               | 4529            | 14           | 17,513,763           | 3            | 13,155              |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 145          | 1,037,627            | 93           | 252,465             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 390          | 4,736,675            | 177          | 819,550             |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>7</u>     | <u>32,514</u>        | <u>4</u>     | <u>19,108</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>0</u>     | <u>0</u>             | <u>5</u>     | <u>881,728</u>      |
| <u>UTILITIES</u>   | <u>22</u>       | <u>3</u>     | <u>25,889</u>        | <u>D</u>     | <u>D</u>            |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>412</u>   | <u>12,089,381</u>    | <u>96</u>    | <u>2,164,592</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 102          | 6,106,471            | 27           | 1,299,028           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 25           | 2,506,581            | 10           | 35,915              |
| SPECIAL TRADE CONTRACTORS                                | 238             | 285          | 3,476,329            | 59           | 829,649             |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>164</u>   | <u>1,564,816</u>     | <u>65</u>    | <u>229,596</u>      |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>647</u>   | <u>10,223,994</u>    | <u>280</u>   | <u>2,641,011</u>    |
| DURABLE GOODS  | 423             | 445          | 8,579,160            | 198          | 1,537,035           |
| NONDURABLE GOODS   | 424             | 195          | 1,635,854            | 78           | 1,094,168           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 7            | 8,980                | 4            | 9,808               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>19</u>    | <u>350,564</u>       | <u>4</u>     | <u>10,215</u>       |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>185</u>   | <u>4,679,547</u>     | <u>106</u>   | <u>776,504</u>      |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>41</u>    | <u>372,127</u>       | <u>22</u>    | <u>33,557</u>       |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>117</u>   | <u>1,788,553</u>     | <u>38</u>    | <u>513,626</u>      |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>160</u>   | <u>3,190,834</u>     | <u>57</u>    | <u>64,013</u>       |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>241</u>   | <u>916,442</u>       | <u>64</u>    | <u>113,643</u>      |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>17</u>    | <u>1,508,678</u>     | <u>5</u>     | <u>33,182</u>       |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>67</u>    | <u>7,250,160</u>     | <u>20</u>    | <u>607,746</u>      |
| ACCOMMODATIONS   | 721             | 5            | 269,227              | 9            | 137,190             |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 62           | 6,980,933            | 11           | 470,556             |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>122</u>   | <u>1,935,450</u>     | <u>38</u>    | <u>456,543</u>      |
| REPAIR & MAINTENANCE                                     | 811             | 75           | 1,277,616            | 25           | 408,883             |
| PERSONAL SERVICE   | 812             | 38           | 640,347              | 8            | 33,918              |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 9            | 17,487               | 5            | 13,742              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>4</u>     | <u>1,045</u>         | <u>3</u>     | <u>2,649</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>3,326</b> | <b>\$103,852,719</b> | <b>1,383</b> | <b>\$12,809,936</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR FRANKLIN AND GARFIELD COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | FRANKLIN*            | UNITS      | GARFIELD*           |
|--|-----------------|--------------|----------------------|------------|---------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>1,692</b> | <b>\$107,764,742</b> | <b>286</b> | <b>\$1,903,800</b>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 116          | 45,998,111           | 9          | 73,273              |
| NEW & USED AUTO DEALERS                                  | 4411            | 28           | 33,047,188           | D          | D                   |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 21           | 6,595,373            | D          | D                   |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 67           | 6,355,550            | 5          | 65,181              |
| FURNITURE & HOME FURNISHING                              | 442             | 47           | 2,572,238            | 9          | 47,235              |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 160          | 2,669,838            | 24         | 18,808              |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 100          | 10,714,133           | 18         | 747,190             |
| BUILDING MATERIALS                                       | 4441            | 73           | 10,116,359           | 14         | 133,889             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 27           | 597,774              | 4          | 613,301             |
| FOOD & BEVERAGE STORES                                   | 445             | 54           | 5,810,817            | 5          | 242,465             |
| GROCERY & CONVENIENCE STORES                             | 4451            | 22           | 5,461,371            | D          | D                   |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 32           | 349,446              | 4          | 238                 |
| DRUG/HEALTH STORES                                       | 446             | 104          | 3,238,861            | 15         | 75,624              |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 27           | 5,752,868            | D          | D                   |
| APPAREL & ACCESSORIES                                    | 448             | 136          | 1,197,115            | 29         | 10,552              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 118          | 1,058,766            | 26         | 9,083               |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 18           | 138,349              | 3          | 1,469               |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 108          | 1,429,403            | 23         | 19,058              |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 78           | 629,854              | 18         | 17,178              |
| BOOK STORES & NEWS DEALERS                               | 4512            | 30           | 799,549              | 5          | 1,880               |
| GENERAL MERCHANDISE STORES                               | 452             | 17           | 14,238,273           | 5          | 24,104              |
| DEPARTMENT STORES  | 4521            | 4            | 303,465              | 3          | 15,943              |
| GENERAL MERCHANDISE STORES                               | 4529            | 13           | 13,934,808           | D          | D                   |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 177          | 1,699,578            | 49         | 61,500              |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 646          | 12,443,507           | 99         | 257,111             |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>18</b>    | <b>804,881</b>       | <b>D</b>   | <b>D</b>            |
| <b>MINING</b>  | <b>21</b>       | <b>D</b>     | <b>D</b>             | <b>D</b>   | <b>D</b>            |
| <b>UTILITIES</b>   | <b>22</b>       | <b>5</b>     | <b>53,457</b>        | <b>D</b>   | <b>D</b>            |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>734</b>   | <b>25,629,775</b>    | <b>56</b>  | <b>6,119,138</b>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 165          | 10,008,296           | 7          | 1,980,343           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 39           | 3,444,686            | 4          | 91,422              |
| SPECIAL TRADE CONTRACTORS                                | 238             | 530          | 12,176,793           | 45         | 4,047,373           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>297</b>   | <b>3,908,794</b>     | <b>46</b>  | <b>73,284</b>       |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>1,079</b> | <b>38,619,086</b>    | <b>146</b> | <b>827,361</b>      |
| DURABLE GOODS  | 423             | 751          | 31,452,259           | 97         | 649,592             |
| NONDURABLE GOODS   | 424             | 317          | 7,040,018            | 47         | 175,686             |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 11           | 126,809              | D          | D                   |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>41</b>    | <b>2,202,646</b>     | <b>3</b>   | <b>32,363</b>       |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>270</b>   | <b>10,150,726</b>    | <b>68</b>  | <b>281,209</b>      |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>76</b>    | <b>1,415,039</b>     | <b>12</b>  | <b>23,699</b>       |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>189</b>   | <b>8,566,750</b>     | <b>37</b>  | <b>723,148</b>      |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>252</b>   | <b>2,711,400</b>     | <b>42</b>  | <b>40,068</b>       |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>374</b>   | <b>3,885,184</b>     | <b>42</b>  | <b>112,580</b>      |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>29</b>    | <b>1,270,661</b>     | <b>D</b>   | <b>D</b>            |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>133</b>   | <b>18,942,621</b>    | <b>4</b>   | <b>96,183</b>       |
| ACCOMMODATIONS   | 721             | 18           | 3,416,958            | D          | D                   |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 115          | 15,525,663           | 3          | 83,236              |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>243</b>   | <b>6,277,458</b>     | <b>20</b>  | <b>142,875</b>      |
| REPAIR & MAINTENANCE                                     | 811             | 185          | 4,738,696            | 11         | 116,470             |
| PERSONAL SERVICE   | 812             | 48           | 1,477,562            | 9          | 26,405              |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 10           | 61,200               | 0          | 0                   |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>5</b>     | <b>406,388</b>       | <b>D</b>   | <b>D</b>            |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>5,438</b> | <b>\$232,928,725</b> | <b>771</b> | <b>\$10,400,522</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR GRANT AND GRAYS HARBOR COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | GRANT*               | UNITS        | GRAYS HARBOR*        |
|--|-----------------|--------------|----------------------|--------------|----------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>1,898</u> | <u>\$126,000,542</u> | <u>1,729</u> | <u>\$84,368,449</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 141          | 23,428,539           | 105          | 19,684,438           |
| NEW & USED AUTO DEALERS                                  | 4411            | 38           | 14,933,986           | 30           | 13,956,148           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 27           | 1,956,396            | 21           | 989,583              |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 76           | 6,538,157            | 54           | 4,738,707            |
| FURNITURE & HOME FURNISHING                              | 442             | 68           | 2,494,802            | 56           | 1,854,393            |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 170          | 17,186,718           | 143          | 2,257,524            |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 126          | 17,690,842           | 117          | 11,233,862           |
| BUILDING MATERIALS                                       | 4441            | 97           | 12,905,547           | 82           | 10,080,135           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 29           | 4,785,295            | 35           | 1,153,727            |
| FOOD & BEVERAGE STORES                                   | 445             | 73           | 8,597,369            | 85           | 8,953,107            |
| GROCERY & CONVENIENCE STORES                             | 4451            | 35           | 8,295,368            | 45           | 8,523,914            |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 38           | 302,001              | 40           | 429,193              |
| DRUG/HEALTH STORES                                       | 446             | 127          | 2,192,784            | 114          | 2,318,127            |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 45           | 7,809,167            | 39           | 8,378,559            |
| APPAREL & ACCESSORIES                                    | 448             | 122          | 2,225,093            | 117          | 1,534,098            |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 106          | 1,836,801            | 99           | 1,119,839            |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 16           | 388,292              | 18           | 414,259              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 135          | 2,736,045            | 121          | 1,317,966            |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 95           | 1,960,153            | 89           | 1,013,642            |
| BOOK STORES & NEWS DEALERS                               | 4512            | 40           | 775,892              | 32           | 304,324              |
| GENERAL MERCHANDISE STORES                               | 452             | 21           | 21,015,412           | 25           | 16,482,105           |
| DEPARTMENT STORES  | 4521            | 5            | 1,256,500            | 5            | 3,539,305            |
| GENERAL MERCHANDISE STORES                               | 4529            | 16           | 19,758,912           | 20           | 12,942,800           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 192          | 2,480,064            | 180          | 1,770,333            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 678          | 18,143,707           | 627          | 8,583,937            |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>18</u>    | <u>385,273</u>       | <u>23</u>    | <u>492,207</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>9</u>     | <u>115,504</u>       | <u>6</u>     | <u>286,042</u>       |
| <u>UTILITIES</u>   | <u>22</u>       | <u>10</u>    | <u>1,447,893</u>     | <u>10</u>    | <u>50,285</u>        |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>723</u>   | <u>51,558,578</u>    | <u>662</u>   | <u>25,876,827</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 180          | 24,392,983           | 187          | 11,552,668           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 53           | 4,790,527            | 33           | 4,633,738            |
| SPECIAL TRADE CONTRACTORS                                | 238             | 490          | 22,375,068           | 442          | 9,690,421            |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>387</u>   | <u>6,194,254</u>     | <u>361</u>   | <u>4,732,685</u>     |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>1,241</u> | <u>64,074,901</u>    | <u>1,068</u> | <u>15,786,177</u>    |
| DURABLE GOODS  | 423             | 885          | 53,634,774           | 745          | 12,305,158           |
| NONDURABLE GOODS   | 424             | 345          | 10,367,072           | 312          | 3,440,609            |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 11           | 73,055               | 11           | 40,410               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>36</u>    | <u>1,147,348</u>     | <u>32</u>    | <u>401,441</u>       |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>290</u>   | <u>12,709,517</u>    | <u>269</u>   | <u>9,501,209</u>     |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>82</u>    | <u>1,799,680</u>     | <u>75</u>    | <u>897,105</u>       |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>212</u>   | <u>8,883,963</u>     | <u>188</u>   | <u>4,207,083</u>     |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>301</u>   | <u>5,278,263</u>     | <u>258</u>   | <u>1,988,578</u>     |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>351</u>   | <u>5,484,740</u>     | <u>338</u>   | <u>2,504,651</u>     |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>38</u>    | <u>1,528,630</u>     | <u>46</u>    | <u>1,156,810</u>     |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>217</u>   | <u>21,426,711</u>    | <u>294</u>   | <u>22,081,874</u>    |
| ACCOMMODATIONS   | 721             | 49           | 3,260,266            | 104          | 6,346,340            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 168          | 18,166,445           | 190          | 15,735,534           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>334</u>   | <u>10,109,321</u>    | <u>261</u>   | <u>5,027,665</u>     |
| REPAIR & MAINTENANCE                                     | 811             | 233          | 8,339,166            | 180          | 3,762,772            |
| PERSONAL SERVICE   | 812             | 72           | 1,392,158            | 59           | 905,245              |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 29           | 377,997              | 22           | 359,648              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>8</u>     | <u>8,887</u>         | <u>6</u>     | <u>7,519</u>         |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>6,155</b> | <b>\$318,154,005</b> | <b>5,626</b> | <b>\$179,366,607</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR ISLAND AND JEFFERSON COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | ISLAND*              | UNITS        | JEFFERSON*          |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>1,919</b> | <b>\$63,588,645</b>  | <b>1,364</b> | <b>\$28,279,749</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 106          | 6,053,701            | 71           | 1,997,170           |
| NEW & USED AUTO DEALERS                                  | 4411            | 22           | 2,275,795            | 13           | 169,015             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 30           | 743,917              | 20           | 570,618             |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 54           | 3,033,989            | 38           | 1,257,537           |
| FURNITURE & HOME FURNISHING                              | 442             | 101          | 3,024,885            | 61           | 1,072,823           |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 154          | 3,621,207            | 109          | 1,548,604           |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 131          | 10,383,489           | 103          | 3,856,292           |
| BUILDING MATERIALS                                       | 4441            | 100          | 9,770,989            | 75           | 3,587,260           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 31           | 612,500              | 28           | 269,032             |
| FOOD & BEVERAGE STORES                                   | 445             | 62           | 6,875,451            | 39           | 3,072,553           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 14           | 6,172,584            | 8            | 2,947,780           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 48           | 702,867              | 31           | 124,773             |
| DRUG/HEALTH STORES                                       | 446             | 130          | 2,176,651            | 82           | 981,660             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 17           | 3,544,563            | 11           | 2,745,664           |
| APPAREL & ACCESSORIES                                    | 448             | 136          | 1,476,831            | 108          | 759,699             |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 115          | 1,149,482            | 95           | 665,467             |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 21           | 327,349              | 13           | 94,232              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 157          | 1,207,475            | 119          | 862,012             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 110          | 1,041,681            | 85           | 717,927             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 47           | 165,794              | 34           | 144,085             |
| GENERAL MERCHANDISE STORES                               | 452             | 23           | 11,081,860           | 17           | 2,492,338           |
| DEPARTMENT STORES  | 4521            | 5            | 510,813              | 4            | 228,835             |
| GENERAL MERCHANDISE STORES                               | 4529            | 18           | 10,571,047           | 13           | 2,263,503           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 199          | 3,283,664            | 160          | 1,343,923           |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 703          | 10,858,868           | 484          | 7,547,011           |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>16</b>    | <b>154,710</b>       | <b>16</b>    | <b>41,969</b>       |
| <b>MINING</b>  | <b>21</b>       | <b>6</b>     | <b>170,221</b>       | <b>3</b>     | <b>153,105</b>      |
| <b>UTILITIES</b>   | <b>22</b>       | <b>17</b>    | <b>358,707</b>       | <b>3</b>     | <b>5,003</b>        |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>1,109</b> | <b>25,786,379</b>    | <b>521</b>   | <b>10,812,801</b>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 298          | 14,784,138           | 144          | 5,375,288           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 46           | 2,148,901            | 23           | 1,155,453           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 765          | 8,853,340            | 354          | 4,282,060           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>364</b>   | <b>2,868,673</b>     | <b>278</b>   | <b>7,870,019</b>    |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>1,013</b> | <b>14,412,340</b>    | <b>752</b>   | <b>4,318,406</b>    |
| DURABLE GOODS  | 423             | 682          | 5,275,482            | 513          | 3,039,837           |
| NONDURABLE GOODS   | 424             | 320          | 9,097,111            | 232          | 1,270,267           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 11           | 39,747               | 7            | 8,302               |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>23</b>    | <b>247,458</b>       | <b>23</b>    | <b>283,203</b>      |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>264</b>   | <b>10,357,787</b>    | <b>204</b>   | <b>4,143,267</b>    |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>62</b>    | <b>797,486</b>       | <b>54</b>    | <b>362,274</b>      |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>178</b>   | <b>2,220,002</b>     | <b>114</b>   | <b>902,701</b>      |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>279</b>   | <b>2,504,728</b>     | <b>186</b>   | <b>1,008,882</b>    |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>518</b>   | <b>4,801,445</b>     | <b>293</b>   | <b>1,793,314</b>    |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>62</b>    | <b>2,392,509</b>     | <b>25</b>    | <b>950,361</b>      |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>201</b>   | <b>16,770,713</b>    | <b>132</b>   | <b>8,744,100</b>    |
| ACCOMMODATIONS   | 721             | 66           | 2,168,097            | 39           | 2,002,826           |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 135          | 14,602,616           | 93           | 6,741,274           |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>294</b>   | <b>4,878,700</b>     | <b>181</b>   | <b>2,979,758</b>    |
| REPAIR & MAINTENANCE                                     | 811             | 203          | 3,439,837            | 117          | 2,558,797           |
| PERSONAL SERVICE   | 812             | 72           | 1,043,319            | 49           | 294,800             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 19           | 395,544              | 15           | 126,161             |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>6</b>     | <b>31,404</b>        | <b>5</b>     | <b>9,873</b>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>6,331</b> | <b>\$152,341,907</b> | <b>4,154</b> | <b>\$72,658,785</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections



TABLE 3: TAXABLE RETAIL SALES FOR KING AND KITSAP COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS         | KING*                  | UNITS         | KITSAP*            |
|--|-----------------|---------------|------------------------|---------------|--------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>11,099</b> | <b>\$3,905,454,095</b> | <b>3,236</b>  | <b>382,686,066</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 720           | 840,995,494            | 187           | 90,859,243         |
| NEW & USED AUTO DEALERS                                  | 4411            | 303           | 694,807,382            | 53            | 72,507,649         |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 144           | 60,157,076             | 41            | 5,168,437          |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 273           | 86,031,036             | 93            | 13,183,157         |
| FURNITURE & HOME FURNISHING                              | 442             | 585           | 190,605,310            | 172           | 11,002,399         |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 939           | 375,384,261            | 298           | 18,877,057         |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 666           | 251,785,114            | 235           | 39,168,435         |
| BUILDING MATERIALS                                       | 4441            | 489           | 238,409,196            | 167           | 35,309,308         |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 177           | 13,375,918             | 68            | 3,859,127          |
| FOOD & BEVERAGE STORES                                   | 445             | 1,048         | 261,695,129            | 146           | 28,834,956         |
| GROCERY & CONVENIENCE STORES                             | 4451            | 661           | 237,234,481            | 62            | 28,274,817         |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 387           | 24,460,648             | 84            | 560,139            |
| DRUG/HEALTH STORES                                       | 446             | 571           | 148,866,192            | 191           | 10,665,477         |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 343           | 79,277,373             | 59            | 14,522,764         |
| APPAREL & ACCESSORIES                                    | 448             | 907           | 367,358,855            | 237           | 17,435,140         |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 690           | 326,655,221            | 197           | 14,715,453         |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 217           | 40,703,634             | 40            | 2,719,687          |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 692           | 169,564,048            | 236           | 15,809,005         |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 521           | 136,767,556            | 177           | 11,942,630         |
| BOOK STORES & NEWS DEALERS                               | 4512            | 171           | 32,796,492             | 59            | 3,866,375          |
| GENERAL MERCHANDISE STORES                               | 452             | 86            | 603,242,393            | 37            | 86,591,773         |
| DEPARTMENT STORES  | 4521            | 13            | 217,331,457            | 7             | 22,577,204         |
| GENERAL MERCHANDISE STORES                               | 4529            | 73            | 385,910,936            | 30            | 64,014,569         |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 542           | 131,298,647            | 277           | 9,946,887          |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 4,000         | 485,381,279            | 1,161         | 38,972,930         |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>121</b>    | <b>5,482,620</b>       | <b>30</b>     | <b>227,007</b>     |
| <b>MINING</b>  | <b>21</b>       | <b>28</b>     | <b>1,982,756</b>       | <b>6</b>      | <b>318,585</b>     |
| <b>UTILITIES</b>   | <b>22</b>       | <b>49</b>     | <b>4,114,933</b>       | <b>12</b>     | <b>116,540</b>     |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>11,290</b> | <b>1,512,468,722</b>   | <b>2,108</b>  | <b>87,454,596</b>  |
| CONSTRUCTION OF BUILDINGS                                | 236             | 4,165         | 911,656,301            | 648           | 47,523,444         |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 300           | 158,337,955            | 69            | 7,832,441          |
| SPECIAL TRADE CONTRACTORS                                | 238             | 6,825         | 442,474,466            | 1,391         | 32,098,711         |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>2,717</b>  | <b>193,607,628</b>     | <b>763</b>    | <b>8,992,073</b>   |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>4,434</b>  | <b>765,380,495</b>     | <b>1,770</b>  | <b>41,124,886</b>  |
| DURABLE GOODS  | 423             | 3,015         | 652,255,332            | 1,211         | 28,307,618         |
| NONDURABLE GOODS   | 424             | 1,354         | 109,812,668            | 538           | 12,685,708         |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 65            | 3,312,495              | 21            | 131,560            |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>405</b>    | <b>51,764,024</b>      | <b>57</b>     | <b>1,470,487</b>   |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>1,035</b>  | <b>470,304,156</b>     | <b>438</b>    | <b>37,294,025</b>  |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>234</b>    | <b>70,284,304</b>      | <b>105</b>    | <b>4,029,927</b>   |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>1,116</b>  | <b>252,170,971</b>     | <b>308</b>    | <b>12,589,900</b>  |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>3,171</b>  | <b>269,005,529</b>     | <b>620</b>    | <b>7,716,436</b>   |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>5,009</b>  | <b>289,327,093</b>     | <b>987</b>    | <b>18,173,283</b>  |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>840</b>    | <b>127,328,746</b>     | <b>100</b>    | <b>6,302,186</b>   |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>5,090</b>  | <b>1,259,790,773</b>   | <b>496</b>    | <b>75,350,980</b>  |
| ACCOMMODATIONS   | 721             | 340           | 274,122,849            | 50            | 5,513,784          |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 4,750         | 985,667,924            | 446           | 69,837,196         |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>4,263</b>  | <b>364,114,159</b>     | <b>694</b>    | <b>23,675,659</b>  |
| REPAIR & MAINTENANCE                                     | 811             | 2,538         | 210,676,904            | 470           | 18,119,119         |
| PERSONAL SERVICE   | 812             | 1,554         | 146,984,464            | 185           | 5,130,342          |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 171           | 6,452,791              | 39            | 426,198            |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>39</b>     | <b>2,686,852</b>       | <b>11</b>     | <b>623,583</b>     |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>50,940</b> | <b>\$9,545,267,856</b> | <b>11,741</b> | <b>708,146,219</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR KITTITAS AND KLICKITAT COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | KITTITAS*            | UNITS        | KLICKITAT*          |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>1,451</u> | <u>\$49,105,937</u>  | <u>907</u>   | <u>\$12,074,082</u> |
| MOTOR VEHICLES & PARTS                                   | 441             | 69           | 10,269,128           | 49           | 2,059,952           |
| NEW & USED AUTO DEALERS                                  | 4411            | 13           | 5,674,655            | 10           | 647,978             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 17           | 2,081,836            | 6            | 15,229              |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 39           | 2,512,637            | 33           | 1,396,745           |
| FURNITURE & HOME FURNISHING                              | 442             | 55           | 1,770,971            | 24           | 121,753             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 128          | 1,528,750            | 80           | 355,124             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 96           | 4,406,477            | 57           | 1,673,230           |
| BUILDING MATERIALS                                       | 4441            | 76           | 2,686,978            | 44           | 734,325             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 20           | 1,719,499            | 13           | 938,905             |
| FOOD & BEVERAGE STORES                                   | 445             | 43           | 5,807,303            | 27           | 1,604,303           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 11           | 4,956,260            | 10           | 1,565,462           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 32           | 851,043              | 17           | 38,841              |
| DRUG/HEALTH STORES                                       | 446             | 85           | 930,209              | 59           | 488,387             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 32           | 4,322,034            | 13           | 2,384,615           |
| APPAREL & ACCESSORIES                                    | 448             | 117          | 1,125,258            | 71           | 105,826             |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 99           | 865,649              | 66           | 94,566              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 18           | 259,609              | 5            | 11,260              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 123          | 1,002,537            | 77           | 179,563             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 85           | 981,504              | 55           | 157,235             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 38           | 21,033               | 22           | 22,328              |
| GENERAL MERCHANDISE STORES                               | 452             | 20           | 8,875,608            | 7            | 149,241             |
| DEPARTMENT STORES  | 4521            | 4            | 155,510              | 4            | 55,603              |
| GENERAL MERCHANDISE STORES                               | 4529            | 16           | 8,720,098            | 3            | 93,638              |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 169          | 1,524,943            | 122          | 665,067             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 514          | 7,542,719            | 321          | 2,287,021           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>22</u>    | <u>457,195</u>       | <u>18</u>    | <u>285,998</u>      |
| <u>MINING</u>  | <u>21</u>       | <u>4</u>     | <u>19,924</u>        | <u>3</u>     | <u>22,825</u>       |
| <u>UTILITIES</u>   | <u>22</u>       | <u>6</u>     | <u>104,284</u>       | <u>D</u>     | <u>D</u>            |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>562</u>   | <u>28,335,622</u>    | <u>303</u>   | <u>11,387,789</u>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 142          | 17,653,504           | 73           | 6,644,952           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 24           | 3,720,914            | 24           | 895,760             |
| SPECIAL TRADE CONTRACTORS                                | 238             | 396          | 6,961,204            | 206          | 3,847,077           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>283</u>   | <u>1,882,109</u>     | <u>160</u>   | <u>1,397,872</u>    |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>919</u>   | <u>12,328,785</u>    | <u>602</u>   | <u>6,058,148</u>    |
| DURABLE GOODS  | 423             | 615          | 7,680,873            | 433          | 4,814,646           |
| NONDURABLE GOODS   | 424             | 295          | 4,620,276            | 165          | 1,231,472           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 9            | 27,636               | 4            | 12,030              |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>20</u>    | <u>1,426,947</u>     | <u>15</u>    | <u>726,557</u>      |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>229</u>   | <u>6,040,246</u>     | <u>163</u>   | <u>2,550,791</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>63</u>    | <u>1,138,753</u>     | <u>34</u>    | <u>270,265</u>      |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>179</u>   | <u>2,817,014</u>     | <u>109</u>   | <u>1,010,534</u>    |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>224</u>   | <u>1,733,002</u>     | <u>125</u>   | <u>1,252,470</u>    |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>276</u>   | <u>7,448,761</u>     | <u>146</u>   | <u>855,571</u>      |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>38</u>    | <u>10,528,320</u>    | <u>17</u>    | <u>267,668</u>      |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>166</u>   | <u>17,086,324</u>    | <u>62</u>    | <u>2,663,143</u>    |
| ACCOMMODATIONS   | 721             | 38           | 3,420,093            | 16           | 388,000             |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 128          | 13,666,231           | 46           | 2,275,143           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>203</u>   | <u>3,850,632</u>     | <u>95</u>    | <u>1,523,586</u>    |
| REPAIR & MAINTENANCE                                     | 811             | 130          | 3,132,185            | 62           | 1,193,705           |
| PERSONAL SERVICE   | 812             | 59           | 571,370              | 26           | 214,142             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 14           | 147,077              | 7            | 115,739             |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>5</u>     | <u>28,139</u>        | <u>7</u>     | <u>3,437</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>4,650</b> | <b>\$144,331,994</b> | <b>2,768</b> | <b>\$42,400,660</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR LEWIS AND LINCOLN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | LEWIS*               | UNITS        | LINCOLN*            |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>1,923</u> | <u>\$109,271,586</u> | <u>817</u>   | <u>\$6,460,450</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 141          | 25,287,732           | 41           | 1,182,503           |
| NEW & USED AUTO DEALERS                                  | 4411            | 40           | 16,846,304           | 9            | 559,670             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 22           | 2,988,124            | 8            | 108,297             |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 79           | 5,453,304            | 24           | 514,536             |
| FURNITURE & HOME FURNISHING                              | 442             | 76           | 2,622,607            | 39           | 203,737             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 165          | 3,000,296            | 65           | 381,353             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 131          | 12,088,649           | 54           | 1,317,271           |
| BUILDING MATERIALS                                       | 4441            | 99           | 9,775,683            | 42           | 541,558             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 32           | 2,312,966            | 12           | 775,713             |
| FOOD & BEVERAGE STORES                                   | 445             | 69           | 9,348,614            | 15           | 978,074             |
| GROCERY & CONVENIENCE STORES                             | 4451            | 42           | 9,153,348            | 7            | 976,168             |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 27           | 195,266              | 8            | 1,906               |
| DRUG/HEALTH STORES                                       | 446             | 130          | 3,484,595            | 58           | 347,961             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 52           | 8,552,040            | 14           | 407,764             |
| APPAREL & ACCESSORIES                                    | 448             | 123          | 6,754,694            | 68           | 72,380              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 107          | 5,402,077            | 63           | 68,920              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 16           | 1,352,617            | 5            | 3,460               |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 141          | 4,198,798            | 74           | 177,169             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 102          | 4,149,055            | 49           | 161,769             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 39           | 49,743               | 25           | 15,400              |
| GENERAL MERCHANDISE STORES                               | 452             | 25           | 20,489,857           | 9            | 88,163              |
| DEPARTMENT STORES  | 4521            | 5            | 3,015,874            | 4            | 58,722              |
| GENERAL MERCHANDISE STORES                               | 4529            | 20           | 17,473,983           | 5            | 29,441              |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 175          | 2,050,365            | 107          | 303,609             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 695          | 11,393,339           | 273          | 1,000,466           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>27</u>    | <u>354,758</u>       | <u>6</u>     | <u>50,515</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>16</u>    | <u>220,150</u>       | <u>D</u>     | <u>D</u>            |
| <u>UTILITIES</u>   | <u>22</u>       | <u>11</u>    | <u>279,095</u>       | <u>3</u>     | <u>97,770</u>       |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>772</u>   | <u>21,955,852</u>    | <u>222</u>   | <u>5,920,332</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 191          | 10,720,462           | 52           | 4,005,769           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 47           | 3,281,930            | 15           | 275,960             |
| SPECIAL TRADE CONTRACTORS                                | 238             | 534          | 7,953,460            | 155          | 1,638,603           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>395</u>   | <u>4,429,278</u>     | <u>104</u>   | <u>304,879</u>      |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>1,229</u> | <u>15,385,768</u>    | <u>408</u>   | <u>4,483,499</u>    |
| DURABLE GOODS  | 423             | 884          | 11,023,939           | 286          | 2,246,243           |
| NONDURABLE GOODS   | 424             | 330          | 4,307,879            | 120          | 2,229,663           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 15           | 53,950               | D            | D                   |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>37</u>    | <u>1,074,197</u>     | <u>8</u>     | <u>109,971</u>      |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>294</u>   | <u>11,294,266</u>    | <u>117</u>   | <u>1,378,067</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>76</u>    | <u>604,026</u>       | <u>22</u>    | <u>82,315</u>       |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>195</u>   | <u>3,423,937</u>     | <u>69</u>    | <u>666,113</u>      |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>266</u>   | <u>2,302,012</u>     | <u>86</u>    | <u>215,750</u>      |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>420</u>   | <u>7,054,811</u>     | <u>120</u>   | <u>409,836</u>      |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>36</u>    | <u>4,371,333</u>     | <u>10</u>    | <u>159,447</u>      |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>223</u>   | <u>21,816,070</u>    | <u>37</u>    | <u>876,094</u>      |
| ACCOMMODATIONS   | 721             | 42           | 1,906,216            | 9            | 96,070              |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 181          | 19,909,854           | 28           | 780,024             |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>342</u>   | <u>7,260,183</u>     | <u>73</u>    | <u>3,031,494</u>    |
| REPAIR & MAINTENANCE                                     | 811             | 248          | 5,840,271            | 54           | 2,913,945           |
| PERSONAL SERVICE   | 812             | 76           | 1,283,136            | 17           | 114,949             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 18           | 136,776              | D            | D                   |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>5</u>     | <u>27,386</u>        | <u>6</u>     | <u>8,515</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>6,267</b> | <b>\$211,124,708</b> | <b>2,110</b> | <b>\$24,313,519</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR MASON AND OKANOGAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | MASON*               | UNITS        | OKANOGAN*           |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>1,560</b> | <b>\$46,571,139</b>  | <b>1,376</b> | <b>\$45,723,697</b> |
| MOTOR VEHICLES & PARTS                                   | 441             | 89           | 7,239,308            | 88           | 8,486,025           |
| NEW & USED AUTO DEALERS                                  | 4411            | 19           | 3,792,647            | 23           | 5,798,092           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 15           | 77,358               | 16           | 375,187             |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 55           | 3,369,303            | 49           | 2,312,746           |
| FURNITURE & HOME FURNISHING                              | 442             | 68           | 1,224,331            | 46           | 904,001             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 132          | 1,503,885            | 114          | 1,546,367           |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 135          | 4,763,131            | 101          | 6,471,252           |
| BUILDING MATERIALS                                       | 4441            | 103          | 3,707,015            | 72           | 5,908,464           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 32           | 1,056,116            | 29           | 562,788             |
| FOOD & BEVERAGE STORES                                   | 445             | 49           | 4,247,882            | 42           | 4,593,326           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 20           | 4,121,195            | 23           | 4,377,854           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 29           | 126,687              | 19           | 215,472             |
| DRUG/HEALTH STORES                                       | 446             | 96           | 977,552              | 87           | 1,071,684           |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 26           | 4,301,248            | 34           | 2,827,813           |
| APPAREL & ACCESSORIES                                    | 448             | 108          | 394,268              | 105          | 1,028,492           |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 95           | 290,804              | 92           | 958,169             |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 13           | 103,464              | 13           | 70,323              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 107          | 568,163              | 107          | 1,305,790           |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 74           | 393,691              | 74           | 1,213,971           |
| BOOK STORES & NEWS DEALERS                               | 4512            | 33           | 174,472              | 33           | 91,819              |
| GENERAL MERCHANDISE STORES                               | 452             | 22           | 14,075,890           | 16           | 12,648,882          |
| DEPARTMENT STORES  | 4521            | 4            | 283,869              | 4            | 875,988             |
| GENERAL MERCHANDISE STORES                               | 4529            | 18           | 13,792,021           | 12           | 11,772,894          |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 169          | 1,445,507            | 156          | 1,263,344           |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 559          | 5,829,974            | 480          | 3,576,721           |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>19</b>    | <b>350,744</b>       | <b>17</b>    | <b>279,419</b>      |
| <b>MINING</b>  | <b>21</b>       | <b>3</b>     | <b>121,147</b>       | <b>D</b>     | <b>D</b>            |
| <b>UTILITIES</b>   | <b>22</b>       | <b>6</b>     | <b>43,956</b>        | <b>9</b>     | <b>299,827</b>      |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>857</b>   | <b>27,923,929</b>    | <b>406</b>   | <b>11,049,411</b>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 232          | 14,072,625           | 143          | 6,191,089           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 32           | 2,423,920            | 21           | 954,797             |
| SPECIAL TRADE CONTRACTORS                                | 238             | 593          | 11,427,384           | 242          | 3,903,525           |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>305</b>   | <b>1,714,727</b>     | <b>238</b>   | <b>1,312,545</b>    |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>867</b>   | <b>8,299,867</b>     | <b>796</b>   | <b>10,259,431</b>   |
| DURABLE GOODS  | 423             | 603          | 5,883,379            | 574          | 6,807,520           |
| NONDURABLE GOODS   | 424             | 258          | 2,395,933            | 214          | 3,426,509           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 6            | 20,555               | 8            | 25,402              |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>22</b>    | <b>340,432</b>       | <b>23</b>    | <b>659,163</b>      |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>229</b>   | <b>7,135,172</b>     | <b>214</b>   | <b>5,301,341</b>    |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>50</b>    | <b>611,300</b>       | <b>48</b>    | <b>555,749</b>      |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>155</b>   | <b>2,312,537</b>     | <b>127</b>   | <b>1,782,092</b>    |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>225</b>   | <b>1,573,498</b>     | <b>174</b>   | <b>2,087,654</b>    |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>363</b>   | <b>2,945,040</b>     | <b>227</b>   | <b>1,067,578</b>    |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>38</b>    | <b>889,860</b>       | <b>29</b>    | <b>1,448,785</b>    |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>122</b>   | <b>10,479,016</b>    | <b>147</b>   | <b>9,120,729</b>    |
| ACCOMMODATIONS   | 721             | 17           | 1,725,610            | 56           | 2,746,706           |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 105          | 8,753,406            | 91           | 6,374,023           |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>213</b>   | <b>3,608,567</b>     | <b>198</b>   | <b>4,107,898</b>    |
| REPAIR & MAINTENANCE                                     | 811             | 153          | 3,026,649            | 137          | 3,445,554           |
| PERSONAL SERVICE   | 812             | 45           | 469,586              | 41           | 471,611             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 15           | 112,332              | 20           | 190,733             |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>8</b>     | <b>31,293</b>        | <b>7</b>     | <b>4,721</b>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>5,042</b> | <b>\$114,952,224</b> | <b>4,038</b> | <b>\$95,617,145</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR PACIFIC AND PEND OREILLE COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | PACIFIC*            | UNITS        | PEND OREILLE*       |
|--|-----------------|--------------|---------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>968</u>   | <u>\$13,749,476</u> | <u>764</u>   | <u>\$5,465,468</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 39           | 819,375             | 37           | 746,691             |
| NEW & USED AUTO DEALERS                                  | 4411            | 5            | 118,603             | 6            | 373,568             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 7            | 7,298               | 9            | 44,997              |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 27           | 693,474             | 22           | 328,126             |
| FURNITURE & HOME FURNISHING                              | 442             | 41           | 793,396             | 30           | 206,345             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 81           | 487,205             | 72           | 373,701             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 53           | 2,504,872           | 46           | 361,772             |
| BUILDING MATERIALS                                       | 4441            | 37           | 2,376,557           | 35           | 350,958             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 16           | 128,315             | 11           | 10,814              |
| FOOD & BEVERAGE STORES                                   | 445             | 33           | 2,294,642           | 15           | 1,610,526           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 17           | 2,201,782           | 5            | 1,561,981           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 16           | 92,860              | 10           | 48,545              |
| DRUG/HEALTH STORES                                       | 446             | 63           | 443,478             | 51           | 88,622              |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 13           | 2,240,446           | 12           | 421,077             |
| APPAREL & ACCESSORIES                                    | 448             | 78           | 147,894             | 57           | 67,949              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 67           | 119,936             | 53           | 65,405              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 11           | 27,958              | 4            | 2,544               |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 80           | 223,973             | 72           | 102,899             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 56           | 199,587             | 50           | 85,557              |
| BOOK STORES & NEWS DEALERS                               | 4512            | 24           | 24,386              | 22           | 17,342              |
| GENERAL MERCHANDISE STORES                               | 452             | 9            | 914,797             | 10           | 107,780             |
| DEPARTMENT STORES  | 4521            | 4            | 91,058              | 4            | 59,534              |
| GENERAL MERCHANDISE STORES                               | 4529            | 5            | 823,739             | 6            | 48,246              |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 135          | 559,782             | 106          | 312,448             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 343          | 2,319,616           | 256          | 1,065,658           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>6</u>     | <u>14,777</u>       | <u>7</u>     | <u>135,038</u>      |
| <u>MINING</u>  | <u>21</u>       | <u>D</u>     | <u>D</u>            | <u>5</u>     | <u>50,408</u>       |
| <u>UTILITIES</u>   | <u>22</u>       | <u>3</u>     | <u>7,947</u>        | <u>5</u>     | <u>318,722</u>      |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>296</u>   | <u>7,984,148</u>    | <u>178</u>   | <u>3,837,982</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 81           | 4,486,665           | 47           | 2,194,043           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 12           | 88,489              | 15           | 395,673             |
| SPECIAL TRADE CONTRACTORS                                | 238             | 203          | 3,408,994           | 116          | 1,248,266           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>157</u>   | <u>658,221</u>      | <u>102</u>   | <u>549,076</u>      |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>535</u>   | <u>3,547,731</u>    | <u>406</u>   | <u>7,572,486</u>    |
| DURABLE GOODS  | 423             | 371          | 2,700,353           | 290          | 6,874,309           |
| NONDURABLE GOODS   | 424             | 159          | 843,589             | 113          | 691,735             |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 5            | 3,789               | 3            | 6,442               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>12</u>    | <u>90,379</u>       | <u>4</u>     | <u>5,186</u>        |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>163</u>   | <u>2,848,420</u>    | <u>132</u>   | <u>1,642,707</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>42</u>    | <u>284,177</u>      | <u>25</u>    | <u>280,326</u>      |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>79</u>    | <u>505,339</u>      | <u>51</u>    | <u>551,699</u>      |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>113</u>   | <u>382,006</u>      | <u>90</u>    | <u>247,800</u>      |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>178</u>   | <u>1,295,449</u>    | <u>117</u>   | <u>326,226</u>      |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>21</u>    | <u>362,994</u>      | <u>6</u>     | <u>88,944</u>       |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>134</u>   | <u>6,286,376</u>    | <u>36</u>    | <u>1,465,802</u>    |
| ACCOMMODATIONS   | 721             | 61           | 2,344,708           | 11           | 126,013             |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 73           | 3,941,668           | 25           | 1,339,789           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>110</u>   | <u>1,635,080</u>    | <u>73</u>    | <u>570,265</u>      |
| REPAIR & MAINTENANCE                                     | 811             | 70           | 1,244,780           | 45           | 466,350             |
| PERSONAL SERVICE   | 812             | 28           | 165,637             | 23           | 75,126              |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 12           | 224,663             | 5            | 28,789              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>5</u>     | <u>17,287</u>       | <u>4</u>     | <u>2,992</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>2,824</b> | <b>\$39,911,857</b> | <b>2,005</b> | <b>\$23,111,127</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR PIERCE AND SAN JUAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS         | PIERCE*                | UNITS        | SAN JUAN*           |
|--|-----------------|---------------|------------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>5,910</u>  | <u>\$1,315,439,675</u> | <u>1,154</u> | <u>\$18,052,403</u> |
| MOTOR VEHICLES & PARTS                                   | 441             | 493           | 407,628,746            | 45           | 1,692,408           |
| NEW & USED AUTO DEALERS                                  | 4411            | 196           | 336,855,332            | 10           | 167,905             |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 86            | 26,894,297             | 18           | 1,157,655           |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 211           | 43,879,117             | 17           | 366,848             |
| FURNITURE & HOME FURNISHING                              | 442             | 267           | 41,218,413             | 52           | 658,941             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 533           | 71,874,897             | 95           | 840,391             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 390           | 97,810,753             | 86           | 3,665,691           |
| BUILDING MATERIALS                                       | 4441            | 292           | 89,922,791             | 67           | 3,539,796           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 98            | 7,887,962              | 19           | 125,895             |
| FOOD & BEVERAGE STORES                                   | 445             | 368           | 81,783,696             | 46           | 2,952,032           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 224           | 78,243,990             | 14           | 2,693,388           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 144           | 3,539,706              | 32           | 258,644             |
| DRUG/HEALTH STORES                                       | 446             | 317           | 39,469,801             | 70           | 496,811             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 175           | 45,715,552             | 7            | 1,511,341           |
| APPAREL & ACCESSORIES                                    | 448             | 374           | 70,051,862             | 97           | 394,650             |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 311           | 60,274,507             | 87           | 360,408             |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 63            | 9,777,355              | 10           | 34,242              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 397           | 47,740,647             | 94           | 331,648             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 292           | 41,331,409             | 70           | 181,574             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 105           | 6,409,238              | 24           | 150,074             |
| GENERAL MERCHANDISE STORES                               | 452             | 55            | 254,162,737            | 12           | 227,254             |
| DEPARTMENT STORES  | 4521            | 11            | 81,400,208             | 5            | 92,308              |
| GENERAL MERCHANDISE STORES                               | 4529            | 44            | 172,762,529            | 7            | 134,946             |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 355           | 25,863,156             | 150          | 1,189,101           |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 2,186         | 132,119,415            | 400          | 4,092,135           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>69</u>     | <u>1,662,423</u>       | <u>11</u>    | <u>468,615</u>      |
| <u>MINING</u>  | <u>21</u>       | <u>18</u>     | <u>442,951</u>         | <u>3</u>     | <u>6,030</u>        |
| <u>UTILITIES</u>   | <u>22</u>       | <u>39</u>     | <u>1,528,242</u>       | <u>6</u>     | <u>95,905</u>       |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>4,800</u>  | <u>311,857,685</u>     | <u>441</u>   | <u>28,229,231</u>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 1,404         | 158,486,602            | 168          | 20,602,838          |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 168           | 36,748,336             | 18           | 1,515,996           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 3,228         | 116,622,747            | 255          | 6,110,397           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>1,333</u>  | <u>44,962,195</u>      | <u>205</u>   | <u>1,249,652</u>    |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>2,836</u>  | <u>139,927,602</u>     | <u>546</u>   | <u>2,925,717</u>    |
| DURABLE GOODS  | 423             | 1,975         | 111,049,052            | 355          | 1,477,188           |
| NONDURABLE GOODS   | 424             | 819           | 27,469,228             | 181          | 1,442,798           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 42            | 1,409,322              | 10           | 5,731               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>164</u>    | <u>11,037,059</u>      | <u>36</u>    | <u>233,805</u>      |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>629</u>    | <u>121,562,527</u>     | <u>173</u>   | <u>2,658,531</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>169</u>    | <u>18,680,979</u>      | <u>36</u>    | <u>189,587</u>      |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>606</u>    | <u>58,880,055</u>      | <u>94</u>    | <u>831,606</u>      |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>1,163</u>  | <u>31,848,249</u>      | <u>154</u>   | <u>946,865</u>      |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>2,037</u>  | <u>55,447,073</u>      | <u>235</u>   | <u>2,486,681</u>    |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>263</u>    | <u>33,123,553</u>      | <u>31</u>    | <u>778,429</u>      |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>1,488</u>  | <u>269,162,156</u>     | <u>139</u>   | <u>5,981,322</u>    |
| ACCOMMODATIONS   | 721             | 110           | 22,900,039             | 75           | 2,723,796           |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 1,378         | 246,262,117            | 64           | 3,257,526           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>1,846</u>  | <u>92,137,685</u>      | <u>118</u>   | <u>2,157,307</u>    |
| REPAIR & MAINTENANCE                                     | 811             | 1,248         | 72,367,636             | 77           | 1,883,307           |
| PERSONAL SERVICE   | 812             | 516           | 18,331,047             | 30           | 226,501             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 82            | 1,439,002              | 11           | 47,499              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>24</u>     | <u>698,116</u>         | <u>5</u>     | <u>4,283</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>23,394</b> | <b>\$2,508,398,225</b> | <b>3,387</b> | <b>\$67,295,969</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SKAGIT AND SKAMANIA COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | SKAGIT*              | UNITS        | SKAMANIA*           |
|--|-----------------|--------------|----------------------|--------------|---------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>2,552</u> | <u>\$252,021,327</u> | <u>624</u>   | <u>\$3,816,812</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 186          | 84,490,296           | 23           | 234,630             |
| NEW & USED AUTO DEALERS                                  | 4411            | 45           | 63,643,654           | 7            | 81,243              |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 54           | 11,966,277           | 4            | 579                 |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 87           | 8,880,365            | 12           | 152,808             |
| FURNITURE & HOME FURNISHING                              | 442             | 118          | 6,228,420            | 20           | 94,728              |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 228          | 9,871,899            | 54           | 374,843             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 175          | 17,813,196           | 37           | 432,545             |
| BUILDING MATERIALS                                       | 4441            | 131          | 16,299,238           | 30           | 373,323             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 44           | 1,513,958            | 7            | 59,222              |
| FOOD & BEVERAGE STORES                                   | 445             | 106          | 14,782,207           | 9            | 619,183             |
| GROCERY & CONVENIENCE STORES                             | 4451            | 44           | 13,589,431           | 5            | 617,610             |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 62           | 1,192,776            | 4            | 1,573               |
| DRUG/HEALTH STORES                                       | 446             | 174          | 6,623,483            | 43           | 85,110              |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 59           | 8,827,805            | 8            | 570,936             |
| APPAREL & ACCESSORIES                                    | 448             | 185          | 15,267,720           | 60           | 50,989              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 156          | 12,575,032           | 57           | 50,629              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 29           | 2,692,688            | 3            | 360                 |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 179          | 9,644,242            | 50           | 67,458              |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 134          | 9,410,983            | 35           | 59,058              |
| BOOK STORES & NEWS DEALERS                               | 4512            | 45           | 233,259              | 15           | 8,400               |
| GENERAL MERCHANDISE STORES                               | 452             | 24           | 52,587,023           | 8            | 70,650              |
| DEPARTMENT STORES  | 4521            | 7            | 13,926,826           | 4            | 42,113              |
| GENERAL MERCHANDISE STORES                               | 4529            | 17           | 38,660,197           | 4            | 28,537              |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 220          | 3,762,325            | 99           | 244,305             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 898          | 22,122,711           | 213          | 971,435             |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>28</u>    | <u>347,479</u>       | <u>5</u>     | <u>15,417</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>10</u>    | <u>238,572</u>       | <u>D</u>     | <u>D</u>            |
| <u>UTILITIES</u>   | <u>22</u>       | <u>13</u>    | <u>67,765</u>        | <u>D</u>     | <u>D</u>            |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>1,337</u> | <u>60,230,030</u>    | <u>231</u>   | <u>8,752,822</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 343          | 35,647,500           | 46           | 1,169,642           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 57           | 6,614,031            | 16           | 6,715,261           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 937          | 17,968,499           | 169          | 867,919             |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>613</u>   | <u>8,342,938</u>     | <u>67</u>    | <u>154,178</u>      |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>1,609</u> | <u>41,413,907</u>    | <u>303</u>   | <u>1,175,364</u>    |
| DURABLE GOODS  | 423             | 1,121        | 24,357,127           | 214          | 994,043             |
| NONDURABLE GOODS   | 424             | 471          | 16,872,618           | 85           | 174,201             |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 17           | 184,162              | 4            | 7,120               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>71</u>    | <u>3,424,105</u>     | <u>10</u>    | <u>185,990</u>      |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>349</u>   | <u>18,004,490</u>    | <u>118</u>   | <u>1,298,372</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>98</u>    | <u>2,060,368</u>     | <u>21</u>    | <u>60,430</u>       |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>264</u>   | <u>8,113,332</u>     | <u>60</u>    | <u>552,340</u>      |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>449</u>   | <u>4,780,254</u>     | <u>65</u>    | <u>192,518</u>      |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>690</u>   | <u>8,519,291</u>     | <u>106</u>   | <u>247,562</u>      |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>57</u>    | <u>3,545,865</u>     | <u>6</u>     | <u>63,738</u>       |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>339</u>   | <u>42,251,164</u>    | <u>28</u>    | <u>5,036,054</u>    |
| ACCOMMODATIONS   | 721             | 55           | 4,387,743            | 10           | 4,268,435           |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 284          | 37,863,421           | 18           | 767,619             |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>507</u>   | <u>14,250,065</u>    | <u>60</u>    | <u>303,959</u>      |
| REPAIR & MAINTENANCE                                     | 811             | 369          | 11,211,297           | 41           | 135,274             |
| PERSONAL SERVICE   | 812             | 109          | 2,604,018            | 17           | 112,084             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 29           | 434,750              | D            | D                   |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>12</u>    | <u>293,601</u>       | <u>3</u>     | <u>4,741</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>8,998</b> | <b>\$467,904,553</b> | <b>1,710</b> | <b>\$21,862,326</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR SNOHOMISH AND SPOKANE COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS         | SNOHOMISH*             | UNITS         | SPOKANE*               |
|--|-----------------|---------------|------------------------|---------------|------------------------|
| <b>RETAIL TRADE</b>                                      | <b>44-45</b>    | <b>5,619</b>  | <b>\$1,209,802,214</b> | <b>4,241</b>  | <b>\$787,869,412</b>   |
| MOTOR VEHICLES & PARTS                                   | 441             | 419           | 309,910,407            | 337           | 185,754,269            |
| NEW & USED AUTO DEALERS                                  | 4411            | 163           | 244,962,073            | 140           | 139,073,637            |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 75            | 17,533,443             | 55            | 19,772,913             |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 181           | 47,414,891             | 142           | 26,907,719             |
| FURNITURE & HOME FURNISHING                              | 442             | 290           | 38,807,917             | 173           | 26,611,750             |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 530           | 62,158,001             | 417           | 51,552,292             |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 386           | 87,451,837             | 253           | 65,334,684             |
| BUILDING MATERIALS                                       | 4441            | 290           | 79,136,741             | 189           | 59,850,833             |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 96            | 8,315,096              | 64            | 5,483,851              |
| FOOD & BEVERAGE STORES                                   | 445             | 353           | 82,140,251             | 195           | 54,877,618             |
| GROCERY & CONVENIENCE STORES                             | 4451            | 203           | 78,203,444             | 89            | 53,169,607             |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 150           | 3,936,807              | 106           | 1,708,011              |
| DRUG/HEALTH STORES                                       | 446             | 310           | 41,326,262             | 272           | 25,036,799             |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 156           | 30,788,025             | 95            | 19,005,317             |
| APPAREL & ACCESSORIES                                    | 448             | 350           | 115,349,134            | 294           | 54,822,213             |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 278           | 97,449,984             | 246           | 48,505,617             |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 72            | 17,899,150             | 48            | 6,316,596              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 367           | 46,150,122             | 320           | 39,297,048             |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 274           | 42,750,864             | 234           | 30,955,248             |
| BOOK STORES & NEWS DEALERS                               | 4512            | 93            | 3,399,258              | 86            | 8,341,800              |
| GENERAL MERCHANDISE STORES                               | 452             | 52            | 245,871,656            | 41            | 167,392,514            |
| DEPARTMENT STORES  | 4521            | 9             | 68,351,954             | 10            | 46,540,051             |
| GENERAL MERCHANDISE STORES                               | 4529            | 43            | 177,519,702            | 31            | 120,852,463            |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 384           | 26,909,950             | 319           | 16,026,610             |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 2,022         | 122,938,652            | 1,525         | 82,158,298             |
| <b>AGRICULTURE, FORESTRY, FISHING</b>                    | <b>11</b>       | <b>61</b>     | <b>548,356</b>         | <b>26</b>     | <b>231,560</b>         |
| <b>MINING</b>  | <b>21</b>       | <b>17</b>     | <b>831,051</b>         | <b>8</b>      | <b>145,149</b>         |
| <b>UTILITIES</b>   | <b>22</b>       | <b>29</b>     | <b>1,587,218</b>       | <b>16</b>     | <b>442,781</b>         |
| <b>CONSTRUCTION</b>                                      | <b>23</b>       | <b>5,067</b>  | <b>265,427,249</b>     | <b>2,151</b>  | <b>157,385,671</b>     |
| CONSTRUCTION OF BUILDINGS                                | 236             | 1,512         | 132,805,745            | 637           | 91,992,401             |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 159           | 31,571,314             | 74            | 5,442,657              |
| SPECIAL TRADE CONTRACTORS                                | 238             | 3,396         | 101,050,190            | 1,440         | 59,950,613             |
| <b>MANUFACTURING</b>                                     | <b>31-33</b>    | <b>1,368</b>  | <b>38,102,476</b>      | <b>976</b>    | <b>26,586,206</b>      |
| <b>WHOLESALE TRADE</b>                                   | <b>42</b>       | <b>2,787</b>  | <b>146,606,729</b>     | <b>2,345</b>  | <b>131,689,048</b>     |
| DURABLE GOODS  | 423             | 1,955         | 112,673,932            | 1,654         | 104,846,017            |
| NONDURABLE GOODS   | 424             | 799           | 33,496,845             | 656           | 26,315,781             |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 33            | 435,952                | 35            | 527,250                |
| <b>TRANSPORTATION &amp; WAREHOUSING</b>                  | <b>48-49</b>    | <b>171</b>    | <b>7,145,626</b>       | <b>93</b>     | <b>5,746,073</b>       |
| <b>INFORMATION</b>                                       | <b>51</b>       | <b>610</b>    | <b>113,709,956</b>     | <b>530</b>    | <b>81,397,179</b>      |
| <b>FINANCE, INSURANCE</b>                                | <b>52</b>       | <b>156</b>    | <b>14,334,309</b>      | <b>144</b>    | <b>14,537,470</b>      |
| <b>REAL ESTATE, RENTAL/LEASING</b>                       | <b>53</b>       | <b>554</b>    | <b>39,328,779</b>      | <b>417</b>    | <b>36,428,511</b>      |
| <b>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</b> | <b>54</b>       | <b>1,155</b>  | <b>30,601,198</b>      | <b>831</b>    | <b>27,131,889</b>      |
| <b>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</b>       | <b>55-62</b>    | <b>2,169</b>  | <b>54,567,752</b>      | <b>1,142</b>  | <b>36,528,291</b>      |
| <b>ARTS, ENTERTAINMENT &amp; RECREATION</b>              | <b>71</b>       | <b>235</b>    | <b>19,743,627</b>      | <b>159</b>    | <b>10,141,982</b>      |
| <b>ACCOMMODATIONS &amp; FOOD SERVICES</b>                | <b>72</b>       | <b>1,473</b>  | <b>251,592,256</b>     | <b>895</b>    | <b>184,864,431</b>     |
| ACCOMMODATIONS   | 721             | 97            | 19,851,954             | 80            | 30,728,719             |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 1,376         | 231,740,302            | 815           | 154,135,712            |
| <b>OTHER SERVICES</b>                                    | <b>81</b>       | <b>1,719</b>  | <b>73,912,710</b>      | <b>1,023</b>  | <b>49,135,715</b>      |
| REPAIR & MAINTENANCE                                     | 811             | 1,137         | 58,207,160             | 664           | 34,243,023             |
| PERSONAL SERVICE   | 812             | 508           | 14,422,469             | 300           | 12,910,787             |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 74            | 1,283,081              | 59            | 1,981,905              |
| <b>PUBLIC ADMINISTRATION, OTHER</b>                      | <b>92,00</b>    | <b>17</b>     | <b>567,823</b>         | <b>19</b>     | <b>804,017</b>         |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>23,207</b> | <b>\$2,268,409,329</b> | <b>15,016</b> | <b>\$1,551,065,385</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections



TABLE 3: TAXABLE RETAIL SALES FOR STEVENS AND THURSTON COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | STEVENS*            | UNITS         | THURSTON*            |
|--|-----------------|--------------|---------------------|---------------|----------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>1,297</u> | <u>\$37,991,352</u> | <u>3,314</u>  | <u>\$447,036,511</u> |
| MOTOR VEHICLES & PARTS                                   | 441             | 77           | 7,138,736           | 187           | 90,259,820           |
| NEW & USED AUTO DEALERS                                  | 4411            | 18           | 4,480,345           | 51            | 68,850,371           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 11           | 497,659             | 46            | 6,429,484            |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 48           | 2,160,732           | 90            | 14,979,965           |
| FURNITURE & HOME FURNISHING                              | 442             | 46           | 949,901             | 169           | 14,636,800           |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 112          | 1,278,137           | 339           | 28,699,172           |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 92           | 3,071,024           | 226           | 42,717,778           |
| BUILDING MATERIALS                                       | 4441            | 70           | 2,339,314           | 167           | 38,111,694           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 22           | 731,710             | 59            | 4,606,084            |
| FOOD & BEVERAGE STORES                                   | 445             | 28           | 3,079,998           | 143           | 31,229,647           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 11           | 3,023,229           | 62            | 29,078,927           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 17           | 56,769              | 81            | 2,150,720            |
| DRUG/HEALTH STORES                                       | 446             | 92           | 540,511             | 216           | 11,008,394           |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 29           | 2,783,696           | 79            | 14,322,186           |
| APPAREL & ACCESSORIES                                    | 448             | 95           | 328,946             | 223           | 19,358,367           |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 86           | 298,697             | 180           | 16,127,440           |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 9            | 30,249              | 43            | 3,230,927            |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 103          | 1,108,174           | 235           | 29,678,769           |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 70           | 1,063,562           | 173           | 26,798,643           |
| BOOK STORES & NEWS DEALERS                               | 4512            | 33           | 44,612              | 62            | 2,880,126            |
| GENERAL MERCHANDISE STORES                               | 452             | 15           | 9,872,115           | 33            | 106,943,626          |
| DEPARTMENT STORES  | 4521            | 4            | 155,129             | 10            | 32,070,679           |
| GENERAL MERCHANDISE STORES                               | 4529            | 11           | 9,716,986           | 23            | 74,872,947           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 154          | 1,058,715           | 282           | 9,652,492            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 454          | 6,781,399           | 1,182         | 48,529,460           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>12</u>    | <u>60,677</u>       | <u>45</u>     | <u>377,062</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>5</u>     | <u>133,221</u>      | <u>13</u>     | <u>615,585</u>       |
| <u>UTILITIES</u>   | <u>22</u>       | <u>7</u>     | <u>13,850</u>       | <u>11</u>     | <u>230,485</u>       |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>409</u>   | <u>9,744,616</u>    | <u>2,318</u>  | <u>135,443,920</u>   |
| CONSTRUCTION OF BUILDINGS                                | 236             | 112          | 7,052,104           | 631           | 72,249,318           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 19           | 292,169             | 89            | 20,627,383           |
| SPECIAL TRADE CONTRACTORS                                | 238             | 278          | 2,400,343           | 1,598         | 42,567,219           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>201</u>   | <u>874,156</u>      | <u>752</u>    | <u>14,218,369</u>    |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>721</u>   | <u>4,324,165</u>    | <u>1,905</u>  | <u>53,404,712</u>    |
| DURABLE GOODS  | 423             | 509          | 3,362,309           | 1,330         | 45,020,904           |
| NONDURABLE GOODS   | 424             | 204          | 931,634             | 555           | 8,264,605            |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 8            | 30,222              | 20            | 119,203              |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>15</u>    | <u>217,832</u>      | <u>64</u>     | <u>1,367,771</u>     |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>205</u>   | <u>5,201,209</u>    | <u>464</u>    | <u>48,064,685</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>47</u>    | <u>564,258</u>      | <u>113</u>    | <u>4,106,332</u>     |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>105</u>   | <u>815,045</u>      | <u>324</u>    | <u>13,545,332</u>    |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>148</u>   | <u>963,975</u>      | <u>657</u>    | <u>21,603,900</u>    |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>217</u>   | <u>888,390</u>      | <u>1,118</u>  | <u>21,328,478</u>    |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>22</u>    | <u>1,872,365</u>    | <u>109</u>    | <u>8,871,818</u>     |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>95</u>    | <u>5,482,124</u>    | <u>510</u>    | <u>86,585,608</u>    |
| ACCOMMODATIONS   | 721             | 19           | 469,864             | 36            | 7,816,074            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 76           | 5,012,260           | 474           | 78,769,534           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>153</u>   | <u>2,977,079</u>    | <u>811</u>    | <u>27,897,944</u>    |
| REPAIR & MAINTENANCE                                     | 811             | 105          | 2,477,194           | 545           | 21,928,315           |
| PERSONAL SERVICE   | 812             | 38           | 392,176             | 217           | 5,569,172            |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 10           | 107,709             | 49            | 400,457              |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>7</u>     | <u>6,052</u>        | <u>16</u>     | <u>819,970</u>       |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>3,666</b> | <b>\$72,130,366</b> | <b>12,544</b> | <b>\$885,518,482</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WAHAKIUM AND WALLA WALLA COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS               | WAHAKIUM*                 | UNITS               | WALLA WALLA*                |
|--|-----------------|---------------------|---------------------------|---------------------|-----------------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>442</u>          | <u>\$1,810,384</u>        | <u>1,611</u>        | <u>\$67,005,319</u>         |
| MOTOR VEHICLES & PARTS                                   | 441             | 15                  | 209,974                   | 77                  | 12,287,224                  |
| NEW & USED AUTO DEALERS                                  | 4411            | 3                   | 26,554                    | 16                  | 8,013,547                   |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 5                   | 877                       | 15                  | 1,225,058                   |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 7                   | 182,543                   | 46                  | 3,048,619                   |
| FURNITURE & HOME FURNISHING                              | 442             | 12                  | 45,293                    | 50                  | 1,514,313                   |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 41                  | 68,186                    | 164                 | 2,979,756                   |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 31                  | 193,642                   | 107                 | 7,423,290                   |
| BUILDING MATERIALS                                       | 4441            | 23                  | 192,060                   | 81                  | 6,082,943                   |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 8                   | 1,582                     | 26                  | 1,340,347                   |
| FOOD & BEVERAGE STORES                                   | 445             | 6                   | 173,615                   | 75                  | 6,667,582                   |
| GROCERY & CONVENIENCE STORES                             | 4451            | D                   | D                         | 17                  | 5,953,356                   |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 4                   | 2,690                     | 58                  | 714,226                     |
| DRUG/HEALTH STORES                                       | 446             | 26                  | 67,802                    | 106                 | 1,921,288                   |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 6                   | 464,120                   | 22                  | 2,405,611                   |
| APPAREL & ACCESSORIES                                    | 448             | 42                  | 19,342                    | 117                 | 1,646,037                   |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 39                  | 18,380                    | 103                 | 1,246,662                   |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 3                   | 962                       | 14                  | 399,375                     |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 31                  | 19,124                    | 127                 | 3,763,278                   |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 21                  | 17,240                    | 88                  | 1,539,150                   |
| BOOK STORES & NEWS DEALERS                               | 4512            | 10                  | 1,884                     | 39                  | 2,224,128                   |
| GENERAL MERCHANDISE STORES                               | 452             | 9                   | 69,671                    | 21                  | 15,506,515                  |
| DEPARTMENT STORES  | 4521            | 3                   | 18,673                    | 6                   | 4,492,950                   |
| GENERAL MERCHANDISE STORES                               | 4529            | 6                   | 50,998                    | 15                  | 11,013,565                  |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 83                  | 100,669                   | 178                 | 1,990,493                   |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 140                 | 378,946                   | 567                 | 8,899,932                   |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>7</u>            | <u>44,194</u>             | <u>14</u>           | <u>73,093</u>               |
| <u>MINING</u>  | <u>21</u>       | <u>3</u>            | <u>72,464</u>             | <u>D</u>            | <u>D</u>                    |
| <u>UTILITIES</u>   | <u>22</u>       | <u>D</u>            | <u>D</u>                  | <u>7</u>            | <u>51,202</u>               |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>81</u>           | <u>1,648,501</u>          | <u>535</u>          | <u>26,974,482</u>           |
| CONSTRUCTION OF BUILDINGS                                | 236             | 17                  | 1,052,281                 | 140                 | 16,012,957                  |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 7                   | 175,211                   | 22                  | 3,037,270                   |
| SPECIAL TRADE CONTRACTORS                                | 238             | 57                  | 421,009                   | 373                 | 7,924,255                   |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>33</u>           | <u>96,648</u>             | <u>344</u>          | <u>5,015,765</u>            |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>180</u>          | <u>678,105</u>            | <u>1,088</u>        | <u>17,768,977</u>           |
| DURABLE GOODS  | 423             | 129                 | 627,115                   | 746                 | 12,314,325                  |
| NONDURABLE GOODS   | 424             | 49                  | 50,238                    | 332                 | 5,416,876                   |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | D                   | D                         | 10                  | 37,776                      |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>6</u>            | <u>54,616</u>             | <u>27</u>           | <u>591,538</u>              |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>82</u>           | <u>518,007</u>            | <u>263</u>          | <u>8,012,800</u>            |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>14</u>           | <u>32,317</u>             | <u>69</u>           | <u>786,840</u>              |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>39</u>           | <u>75,048</u>             | <u>161</u>          | <u>2,893,325</u>            |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>44</u>           | <u>39,441</u>             | <u>244</u>          | <u>2,461,832</u>            |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>61</u>           | <u>62,954</u>             | <u>346</u>          | <u>3,222,151</u>            |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>4</u>            | <u>32,138</u>             | <u>28</u>           | <u>1,155,073</u>            |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>14</u>           | <u>291,660</u>            | <u>148</u>          | <u>17,633,532</u>           |
| ACCOMMODATIONS   | 721             | 5                   | 18,398                    | 33                  | 2,830,732                   |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 9                   | 273,262                   | 115                 | 14,802,800                  |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>28</u>           | <u>75,360</u>             | <u>214</u>          | <u>4,473,180</u>            |
| REPAIR & MAINTENANCE                                     | 811             | 21                  | 61,282                    | 144                 | 3,371,086                   |
| PERSONAL SERVICE   | 812             | 7                   | 14,078                    | 55                  | 973,774                     |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 0                   | 0                         | 15                  | 128,320                     |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>D</u>            | <u>D</u>                  | <u>6</u>            | <u>45,785</u>               |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b><u>1,042</u></b> | <b><u>\$5,537,000</u></b> | <b><u>5,106</u></b> | <b><u>\$158,164,926</u></b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR WHATCOM AND WHITMAN COUNTIES  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS         | WHATCOM*             | UNITS        | WHITMAN*             |
|--|-----------------|---------------|----------------------|--------------|----------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>3,214</u>  | <u>\$345,587,759</u> | <u>1,469</u> | <u>\$47,759,378</u>  |
| MOTOR VEHICLES & PARTS                                   | 441             | 201           | 57,624,513           | 80           | 10,551,734           |
| NEW & USED AUTO DEALERS                                  | 4411            | 48            | 42,398,240           | 22           | 8,258,060            |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 57            | 4,605,515            | 12           | 135,964              |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 96            | 10,620,758           | 46           | 2,157,710            |
| FURNITURE & HOME FURNISHING                              | 442             | 124           | 9,280,850            | 60           | 968,165              |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 293           | 16,170,826           | 150          | 3,243,421            |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 191           | 34,739,543           | 89           | 2,476,440            |
| BUILDING MATERIALS                                       | 4441            | 133           | 30,682,366           | 70           | 2,403,008            |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 58            | 4,057,177            | 19           | 73,432               |
| FOOD & BEVERAGE STORES                                   | 445             | 135           | 25,932,371           | 41           | 4,127,335            |
| GROCERY & CONVENIENCE STORES                             | 4451            | 48            | 24,990,988           | 14           | 4,090,216            |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 87            | 941,383              | 27           | 37,119               |
| DRUG/HEALTH STORES                                       | 446             | 197           | 12,697,248           | 96           | 899,835              |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 84            | 10,132,108           | 15           | 1,598,439            |
| APPAREL & ACCESSORIES                                    | 448             | 254           | 24,011,728           | 116          | 873,781              |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 211           | 21,884,658           | 104          | 652,416              |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 43            | 2,127,070            | 12           | 221,365              |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 251           | 14,324,695           | 123          | 4,665,949            |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 182           | 12,468,924           | 86           | 731,695              |
| BOOK STORES & NEWS DEALERS                               | 4512            | 69            | 1,855,771            | 37           | 3,934,254            |
| GENERAL MERCHANDISE STORES                               | 452             | 40            | 89,561,274           | 16           | 8,754,883            |
| DEPARTMENT STORES  | 4521            | 8             | 26,914,849           | 4            | 150,836              |
| GENERAL MERCHANDISE STORES                               | 4529            | 32            | 62,646,425           | 12           | 8,604,047            |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 288           | 13,916,757           | 174          | 2,366,692            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 1,156         | 37,195,846           | 509          | 7,232,704            |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>41</u>     | <u>348,921</u>       | <u>11</u>    | <u>102,742</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>7</u>      | <u>842,825</u>       | <u>4</u>     | <u>32,853</u>        |
| <u>UTILITIES</u>   | <u>22</u>       | <u>12</u>     | <u>92,177</u>        | <u>7</u>     | <u>11,174</u>        |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>1,562</u>  | <u>106,891,011</u>   | <u>405</u>   | <u>24,931,603</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 536           | 55,013,858           | 107          | 18,497,692           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 55            | 12,357,655           | 19           | 302,934              |
| SPECIAL TRADE CONTRACTORS                                | 238             | 971           | 39,519,498           | 279          | 6,130,977            |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>808</u>    | <u>13,145,399</u>    | <u>281</u>   | <u>2,267,303</u>     |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>2,004</u>  | <u>54,902,319</u>    | <u>958</u>   | <u>14,567,619</u>    |
| DURABLE GOODS  | 423             | 1,396         | 40,301,099           | 646          | 11,511,917           |
| NONDURABLE GOODS   | 424             | 584           | 14,276,514           | 299          | 3,026,443            |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 24            | 324,706              | 13           | 29,259               |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>72</u>     | <u>4,105,447</u>     | <u>21</u>    | <u>725,157</u>       |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>444</u>    | <u>30,819,580</u>    | <u>233</u>   | <u>5,559,146</u>     |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>104</u>    | <u>2,548,733</u>     | <u>55</u>    | <u>452,155</u>       |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>310</u>    | <u>14,394,050</u>    | <u>120</u>   | <u>3,004,243</u>     |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>564</u>    | <u>9,788,262</u>     | <u>219</u>   | <u>2,863,841</u>     |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>823</u>    | <u>19,523,589</u>    | <u>248</u>   | <u>3,295,842</u>     |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>104</u>    | <u>10,660,210</u>    | <u>23</u>    | <u>889,106</u>       |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>509</u>    | <u>79,212,041</u>    | <u>127</u>   | <u>13,691,237</u>    |
| ACCOMMODATIONS   | 721             | 75            | 8,887,695            | 15           | 1,941,472            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 434           | 70,324,346           | 112          | 11,749,765           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>662</u>    | <u>23,091,102</u>    | <u>153</u>   | <u>2,962,744</u>     |
| REPAIR & MAINTENANCE                                     | 811             | 448           | 18,104,616           | 96           | 2,292,421            |
| PERSONAL SERVICE   | 812             | 177           | 4,484,691            | 46           | 643,562              |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 37            | 501,795              | 11           | 26,761               |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>9</u>      | <u>171,700</u>       | <u>6</u>     | <u>50,882</u>        |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>11,249</b> | <b>\$716,125,125</b> | <b>4,340</b> | <b>\$123,167,025</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections

TABLE 3: TAXABLE RETAIL SALES FOR YAKIMA COUNTY  
 BY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS)  
 1ST QUARTER, 2012

| INDUSTRY   | NAICS           | UNITS        | YAKIMA*              |
|--|-----------------|--------------|----------------------|
| <u>RETAIL TRADE</u>                                      | <u>44-45</u>    | <u>2,885</u> | <u>\$319,980,657</u> |
| MOTOR VEHICLES & PARTS                                   | 441             | 259          | 80,101,785           |
| NEW & USED AUTO DEALERS                                  | 4411            | 110          | 61,129,652           |
| RV, BOAT, MOTORCYCLE DEALERS                             | 4412            | 37           | 5,326,298            |
| AUTOMOTIVE PARTS & TIRE                                  | 4413            | 112          | 13,645,835           |
| FURNITURE & HOME FURNISHING                              | 442             | 110          | 8,420,878            |
| ELECTRONICS & APPLIANCE STORES                           | 443             | 287          | 12,589,486           |
| BUILDING MATERIALS, GARDEN EQUIP & SUPPLIES              | 444             | 177          | 32,410,753           |
| BUILDING MATERIALS                                       | 4441            | 131          | 26,709,765           |
| LAWN & GARDEN SUPPLIES & EQUIP.                          | 4442            | 46           | 5,700,988            |
| FOOD & BEVERAGE STORES                                   | 445             | 184          | 23,839,135           |
| GROCERY & CONVENIENCE STORES                             | 4451            | 109          | 22,863,435           |
| OTHER FOOD & BEVERAGE STORES                             | 4452, 4453      | 75           | 975,700              |
| DRUG/HEALTH STORES                                       | 446             | 172          | 7,278,155            |
| GAS STATIONS & CONVENIENCE STORES W/PUMPS                | 447             | 68           | 10,573,663           |
| APPAREL & ACCESSORIES                                    | 448             | 192          | 14,918,405           |
| CLOTHING & SHOE STORES                                   | 4481, 4482      | 163          | 12,926,203           |
| JEWELRY & LUGGAGE STORES                                 | 4483            | 29           | 1,992,202            |
| SPORTING GOODS, TOYS, BOOK & MUSIC STORES                | 451             | 192          | 7,973,022            |
| SPORTING GOODS, TOYS, HOBBY/CRAFT STORES                 | 4511            | 142          | 7,575,236            |
| BOOK STORES & NEWS DEALERS                               | 4512            | 50           | 397,786              |
| GENERAL MERCHANDISE STORES                               | 452             | 36           | 84,012,945           |
| DEPARTMENT STORES  | 4521            | 10           | 21,605,562           |
| GENERAL MERCHANDISE STORES                               | 4529            | 26           | 62,407,383           |
| E-COMMERCE & MAIL ORDER                                  | 4541            | 236          | 5,124,438            |
| MISCELLANEOUS RETAILERS                                  | 453, 4542, 4543 | 972          | 32,737,992           |
| <u>AGRICULTURE, FORESTRY, FISHING</u>                    | <u>11</u>       | <u>38</u>    | <u>555,994</u>       |
| <u>MINING</u>  | <u>21</u>       | <u>10</u>    | <u>623,684</u>       |
| <u>UTILITIES</u>   | <u>22</u>       | <u>19</u>    | <u>338,529</u>       |
| <u>CONSTRUCTION</u>                                      | <u>23</u>       | <u>1,061</u> | <u>71,866,493</u>    |
| CONSTRUCTION OF BUILDINGS                                | 236             | 302          | 43,042,891           |
| HEAVY CONSTRUCTION & HIGHWAYS                            | 237             | 47           | 1,996,189            |
| SPECIAL TRADE CONTRACTORS                                | 238             | 712          | 26,827,413           |
| <u>MANUFACTURING</u>                                     | <u>31-33</u>    | <u>609</u>   | <u>19,479,740</u>    |
| <u>WHOLESALE TRADE</u>                                   | <u>42</u>       | <u>1,757</u> | <u>70,986,902</u>    |
| DURABLE GOODS  | 423             | 1,223        | 51,382,275           |
| NONDURABLE GOODS   | 424             | 509          | 19,372,096           |
| ELECTRONIC MARKETS, AGENTS & BROKERS                     | 425             | 25           | 232,531              |
| <u>TRANSPORTATION &amp; WAREHOUSING</u>                  | <u>48-49</u>    | <u>71</u>    | <u>1,590,733</u>     |
| <u>INFORMATION</u>                                       | <u>51</u>       | <u>370</u>   | <u>35,461,982</u>    |
| <u>FINANCE, INSURANCE</u>                                | <u>52</u>       | <u>107</u>   | <u>4,576,823</u>     |
| <u>REAL ESTATE, RENTAL/LEASING</u>                       | <u>53</u>       | <u>307</u>   | <u>20,213,266</u>    |
| <u>PROFESSIONAL, SCIENTIFIC &amp; TECHNICAL SERVICES</u> | <u>54</u>       | <u>475</u>   | <u>8,562,493</u>     |
| <u>MANAGEMENT, EDUCATION &amp; HEALTH SERVICES</u>       | <u>55-62</u>    | <u>610</u>   | <u>11,130,247</u>    |
| <u>ARTS, ENTERTAINMENT &amp; RECREATION</u>              | <u>71</u>       | <u>71</u>    | <u>4,616,015</u>     |
| <u>ACCOMMODATIONS &amp; FOOD SERVICES</u>                | <u>72</u>       | <u>463</u>   | <u>63,606,584</u>    |
| ACCOMMODATIONS   | 721             | 63           | 8,152,346            |
| RESTAURANTS, FOOD SERVICES & DRINKING PLACES             | 722             | 400          | 55,454,238           |
| <u>OTHER SERVICES</u>                                    | <u>81</u>       | <u>599</u>   | <u>19,288,382</u>    |
| REPAIR & MAINTENANCE                                     | 811             | 428          | 14,131,851           |
| PERSONAL SERVICE   | 812             | 137          | 4,055,459            |
| RELIGIOUS, CIVIC & OTHER ORGANIZATION                    | 813, 814        | 34           | 1,101,072            |
| <u>PUBLIC ADMINISTRATION, OTHER</u>                      | <u>92,00</u>    | <u>14</u>    | <u>153,335</u>       |
| <b>TOTAL ALL INDUSTRIES</b>                              |                 | <b>9,466</b> | <b>\$653,031,859</b> |

\*Taxable Retail Sales Based upon Local 0.5 - 1.0% County/City Sales Tax Collections