

GROSS BUSINESS SALES IN CITY OF SOLDOTNA

Business Type	2017	2016	2013	1-Year Change (2016 to 2017)		5-Year Change (2013 to 2017)	
GRAND TOTAL	\$528,569,530	\$436,379,712	\$500,663,480	\$92,189,818	21%	\$27,906,050	6%
1. Retail Trade	\$314,307,803	\$235,997,663	\$261,132,299	\$78,310,140	33%	\$53,175,504	20%
2. Construction Contracting	\$37,693,099	\$29,499,026	\$73,914,467	\$8,194,073	28%	-\$36,221,368	-49%
3. Restaurant/Bar	\$28,446,960	\$28,655,607	\$25,677,948	-\$208,647	-1%	\$2,769,012	11%
4. Wholesale Trade	\$25,758,531	\$23,931,698	\$31,766,317	\$1,826,833	8%	-\$6,007,786	-19%
5. Health Care, Social Asst	\$21,421,449	\$23,877,617	\$9,101,448	-\$2,456,168	-10%	\$12,320,001	135%
6. Utilities	\$17,426,408	\$16,087,408	\$14,103,475	\$1,339,000	8%	\$3,322,933	24%
7. Services	\$12,251,854	\$10,300,119	\$9,759,972	\$1,951,735	19%	\$2,491,882	26%
8. Prof, Scientific, Technical Svs	\$11,743,831	\$12,022,805	\$10,883,340	-\$278,974	-2%	\$860,491	8%
9. Rental Residential Prop	\$10,616,185	\$12,899,244	\$11,112,446	-\$2,283,059	-18%	(\$496,261)	-4%
10. Information	\$7,973,003	\$8,040,624	\$10,089,659	-\$67,621	-1%	(\$2,116,656)	-21%
11. Manufacturing	\$7,449,355	\$5,310,578	\$7,551,307	\$2,138,777	40%	(\$101,952)	-1%
12. Rental Non-Residential Prop	\$5,807,798	\$5,799,264	\$6,712,062	\$8,534	0%	(\$904,264)	-13%
13. Telecommunications	\$5,009,860	\$4,864,608	\$3,070,786	\$145,252	3%	\$1,939,074	63%
14. Hotel/Motel/B&B	\$4,920,292	\$5,621,859	\$4,971,347	-\$701,567	-12%	(\$51,055)	-1%
15. Transportation, Warehousing	\$4,451,535	\$415,337	\$3,451,013	\$4,036,198	972%	\$1,000,522	29%
16. Admin, Waste Mgmt	\$3,089,622	\$3,121,890	\$3,656,157	-\$32,268	-1%	(\$566,535)	-15%
17. Rental Commercial Prop	\$2,490,939	\$1,979,971	\$2,218,991	\$510,968	26%	\$271,948	12%
18. Public Admin	\$2,275,242	\$2,052,799	\$1,611,616	\$222,443	11%	\$663,626	41%
19. Arts & Entertainment	\$1,775,764	\$2,163,784	\$4,046,387	-\$388,020	-18%	(\$2,270,623)	-56%
20. Educational Svs	\$1,357,810	\$1,008,755	\$715,994	\$349,055	35%	\$641,816	90%
21. Rental Personal Prop	\$795,737	\$593,240	\$856,427	\$202,497	34%	(\$60,690)	-7%
22. Guiding (Water & Land)	\$626,930	\$517,523	\$604,514	\$109,407	21%	\$22,416	4%
23. Finance & Insurance	\$556,807	\$1,385,075	\$441,968	-\$828,268	-60%	\$114,839	26%
24. Other	\$322,716	\$233,218	-	\$89,498	38%	-	-
Ag, Forestry, Fishing, & Hunt	-	-	\$88,245	-	-	-	-
Mining/Quarrying	-	-	\$3,125,295	-	-	-	-

Source: Kenai Peninsula Borough Finance Department - confidential

NOTES: Overall sales are up 21% or \$92 million, the largest increase in the borough. In Transportation & Warehousing, 2016 was quite low due to some businesses closing in 2015; then in 2017 some businesses relocated to Soldotna increasing gross sales in this area. Construction Contracting is up 28% or \$8.2 million, the largest increase is linked to paving work. There has been a lot of building on the Hospital too, which could contribute to the higher gross sales here and in health care. Manufacturing was up \$2 million or 40%, linked to higher fish processing and other manufacturing sales.

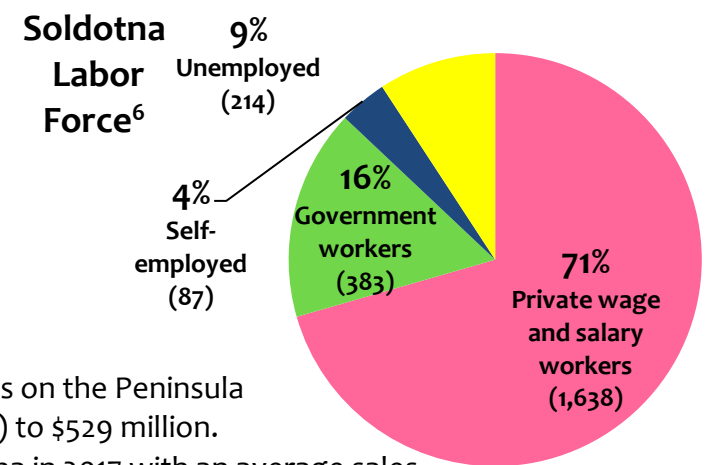
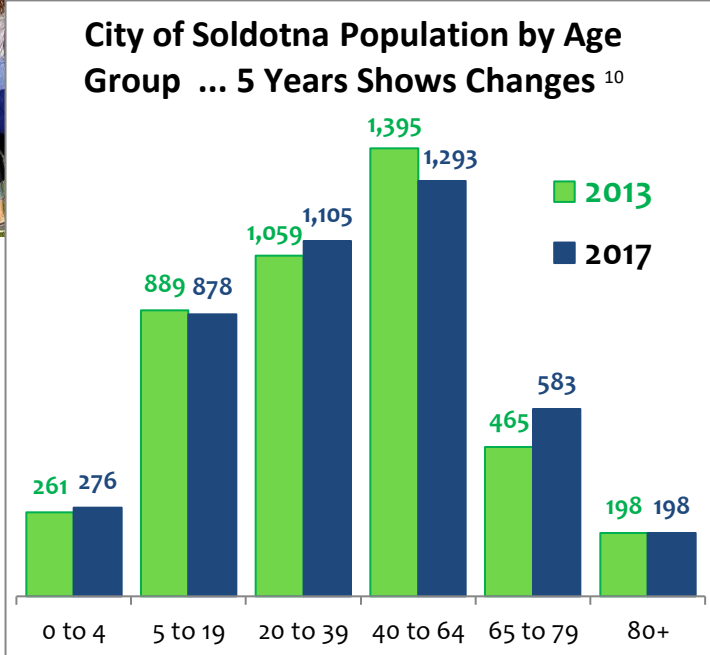
CITY OF SOLDOTNA TAX INFORMATION ¹¹

Year		2017	2016	2013
Sales Tax	Rate	City=3% Borough=3% Total in City of Soldotna=6%		
	Tax Revenue to City (from city's 3%)	\$7,058,408	\$6,920,246	\$7,640,536
Property Tax	Mill Rate	7.61 mill Total (w/ 0.5 mill city, 4.5 mill boro, 0.01 mill Cent Hosp, 2.6 mill Cent Emer Serv)	7.73	7.67
	Assessed Value (Real & Personal)	\$572,521,814	\$563,599,002	\$486,608,006
	Tax Revenue to City	\$297,474	\$287,379	\$347,121

Soldotna



Population		2017	2016
Population ¹		4,333	4,376
No. of Permanent Fund Dividends ² (zip code 99669, which includes Soldotna, Sterling, Kasilof, Kalifornsky, Funny River, Ridgeway, Coho)		14,108	14,507
PK-12 th Grade School Enrollment ³ (all boro schools in Soldotna)		2,794	2,852
Housing ⁴			
Total Housing Units	+/- 151	1,892	1,810
Occupied Housing Units	+/- 141	1,696	1,638
Median Value Owner-Occupied Units	+/- \$11,668	\$223,000	\$220,800
Median Monthly Rent (For Renters)	+/- \$96	\$1,019	\$1,018
Income ⁵			
Total Households	+/- 141	1,696	1,638
Median Household Income	+/- \$7,062	\$67,434	\$65,048
Mean Household Income	+/- \$7,237	\$74,051	\$83,221
Total Families	+/- 96	1,092	1,071
Median Family Income	+/- \$4,729	\$69,138	\$68,036
Mean Family Income	+/- \$8,121	\$77,416	\$96,829
Per Capita Income	+/- \$3,260	\$31,210	\$33,507



Soldotna...

- **Business Growth.** The largest increase in gross business sales on the Peninsula in 2017 was in Soldotna, where sales jumped \$92 million (21%) to \$529 million.
- **Home prices increasing.** 54 homes sold in the City of Soldotna in 2017 with an average sales price of \$260,187 (16% higher than last year).⁷ There were 16 new homes built in Soldotna in 2017⁸
- **K-12 Education is Big.** About one-third (31%) of all Peninsula students attend school in Soldotna (more than any other place).³
- **Local Commercial Fishing Stats.** In 2016, 112 Soldotna residents landed 3.6 million pounds of commercial fish in Alaska and earned an estimated gross of \$4.4 million⁹



Sources: 1 - ADOLWD, Population Estm 2010-2017; 2 - AK Dept of Revenue; 3 - AK Dept of Education; 4, 5, 6 - US Census, ACS 2011-2015 and 2012-2016 5-year estimates; 7-MLS c/o Redoubt Realty; 8-AHFC/ADOLWD Housing Market Indicators; 9 - CFEC; 10 - ADOLWD Pop By Age & Class 2010-2017; 11 - Alaska Taxable reports; Photo - Summertime crowds courtesy of City of Soldotna