

**Mount Rogers
Planning District Commission**

**Five-Year Taxable Sales
Analysis
1999 - 2003**

May 3, 2004

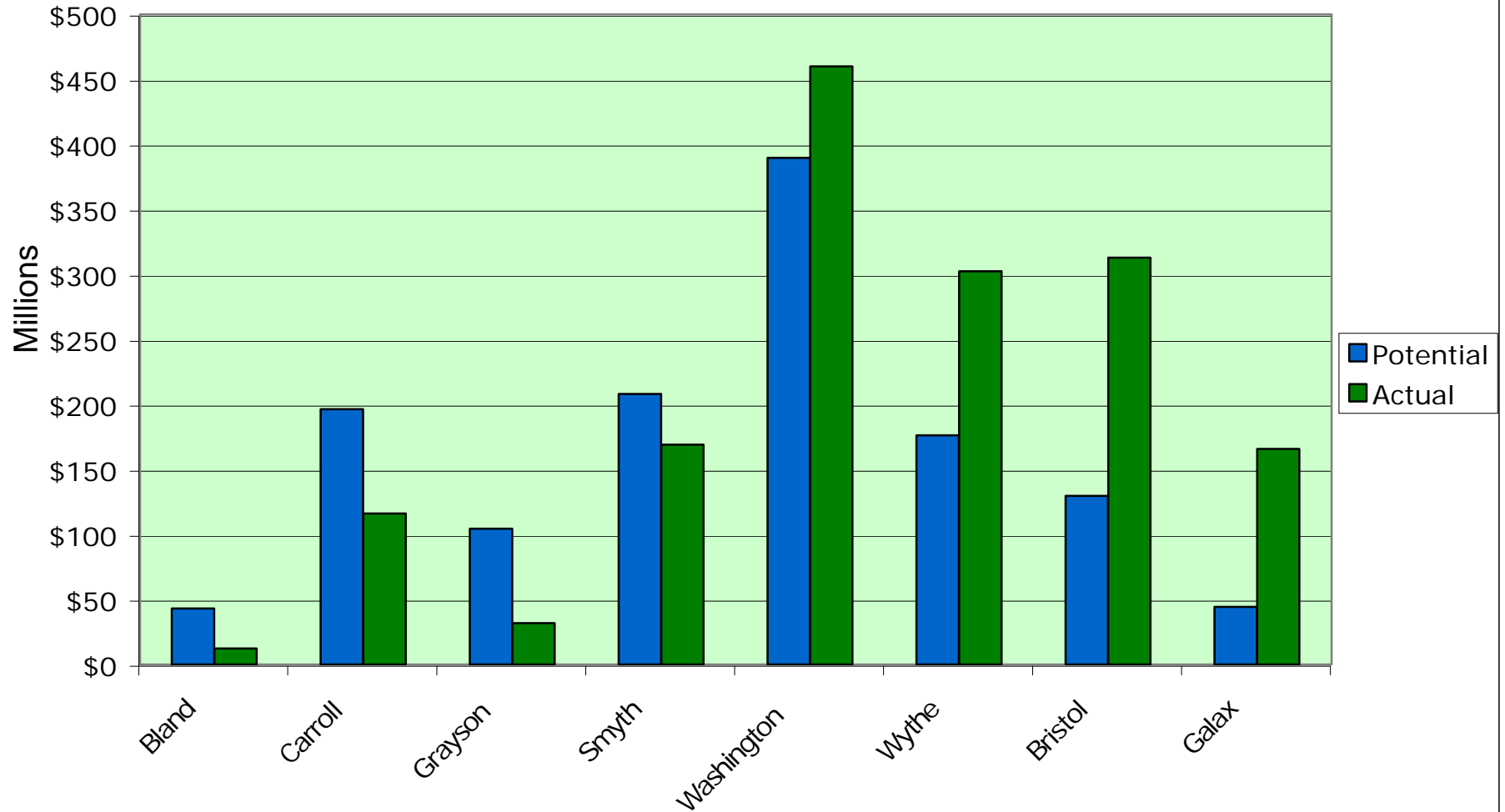
Potential vs. Actual Retail Sales MRPDC 2003

Locality City/County	PC¹ Pop. Of City/County (2003)	VP² VA Taxable Sales Per Capita	II³ Index Of Income	PS⁴ Potential Sales	AS Actual Taxable Retail Sales (2003)	SP Locality's Sales Per Capita
Bland	7,000	\$10,150.35	0.61	\$43,045,760	\$12,365,350	\$1,766.48
Carroll	29,700	\$10,150.35	0.65	\$196,371,330	\$116,146,622	\$3,910.66
Grayson	16,800	\$10,150.35	0.61	\$104,531,842	\$31,887,137	\$1,898.04
Smyth	32,300	\$10,150.35	0.63	\$208,123,306	\$169,084,303	\$5,234.81
Washington	51,700	\$10,150.35	0.74	\$389,551,332	\$459,997,264	\$8,897.43
Wythe	27,500	\$10,150.35	0.63	\$176,335,051	\$302,347,677	\$10,994.46
Bristol	17,200	\$10,150.35	0.74	\$129,599,283	\$312,919,626	\$18,193.00
Galax	6,700	\$10,150.35	0.65	\$44,299,256	\$165,711,946	\$24,733.13

1. 2003 Provisional Population Estimates - Weldon Cooper Center for Public Service, University of Virginia
2. 2003 Virginia Provisional Population Estimate: 7,386,300 - Weldon Cooper Center for Public Service, University of Virginia
2003 Virginia Taxable Retail Sales: \$74,973,561,726 - Virginia Department of Taxation
3. 2002 County and State Per Capita Personal Income - U.S. Department of Commerce Bureau of Economic Analysis
4. Potential Sales is calculated using this formula: $PS = (PC * VP * II)$.

Potential vs. Actual Sales

Mount Rogers Planning District, 2003



Bland County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	***	***	***				
2							
3							
4							
9							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Automotive Group							
10	790,242	890,327	926,949	931,023	896,715	13.47%	-3.68%
11							
12							
13	***	***	***	***	***		
14	2,335,826	2,370,982	2,332,425	2,482,940	2,683,005	14.86%	8.06%
19							
Total	\$3,126,068	\$3,261,309	\$3,259,374	\$3,413,963	\$3,579,720	14.51%	4.86%
Food Group							
20							
21							
22							
23							
24							
25	3,100,295	3,058,553	2,967,283	2,670,233	2,725,653	-12.08%	2.08%
26							
27	639,057	852,724	666,644	529,607	409,348	-35.94%	-22.71%
28							
29	***	***	***	***	***		
Total	\$3,739,352	\$3,911,277	\$3,633,927	\$3,199,840	\$3,135,001	-16.16%	-2.03%
Furniture, Home Furnishings, & Equipment Group							
30	***	***	***	***	***		
31							
32			***				
33	***	***	***	***	***		
39							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
General Merchandise Group							
40							
41							
42	***	***	***	***	***		
49	949,384	1,123,008	747,434	991,371	1,273,956	34.19%	28.50%
Total	\$949,384	\$1,123,008	\$747,434	\$991,371	\$1,273,956	34.19%	28.50%
Lumber, Building Material, & Supply Group							
50	***	***	***	***	***		
51	***	***	***	***	***		
52							
53	***	***	***	***	***		
54							
55					***		
59							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Fuel Group							
60	***	***	***	***	***		
61	***						
62							
69					***		
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70							
71							
72							
79	***	414,129	462,457	432,846	344,064	***	-20.51%
Total	\$0	\$414,129	\$462,457	\$432,846	\$344,064	0.00%	-20.51%
Miscellaneous							
80	***	***	***	***	***		
81	***	***	***	***	***		
82							
83	***	63,332	***	***	***		
84	116,223	117,756	121,522	122,126	122,462	5.37%	0.28%
85							
86	***	***	***	***	***		
87	241,746	235,969	268,431	264,103	229,103	-5.23%	-13.25%
88	566,989	102,884	102,438	116,077	141,094	-75.12%	21.55%
89	1,723,833	918,490	2,394,387	1,317,702	750,302	-56.47%	-43.06%
90	***	***	***	***	***		
91	0	0	0	0	0	0.00%	0.00%
00	3,036,387	2,309,941	2,572,980	2,682,353	2,789,648	-8.13%	4.00%
Total	\$5,685,178	\$3,748,372	\$5,459,758	\$4,502,361	\$4,032,609	-29.07%	-10.43%
TOTAL	\$13,499,982	\$12,458,095	\$13,562,950	\$12,540,381	\$12,365,350	-8.40%	-1.40%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Carroll County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	2,429,491	2,362,207	2,315,002	2,144,410	1,922,964	-20.85%	-10.33%
2	***			***	***		
3							
4	***	***	***	***	***		
9			***	***	***		
Total	\$2,429,491	\$2,362,207	\$2,315,002	\$2,144,410	\$1,922,964	-20.85%	-10.33%
Automotive Group							
10	2,524,535	2,491,177	2,373,082	2,348,009	2,306,639	-8.63%	-1.76%
11							
12					***		
13	1,235,484	1,212,861	341,347	630,919	644,036	-47.87%	2.08%
14	6,025,109	6,439,270	8,037,311	7,975,788	7,989,980	32.61%	0.18%
19		***	***	778,276	***		
Total	\$9,785,128	\$10,143,308	\$10,751,740	\$11,732,992	\$10,940,655	11.81%	-6.75%
Food Group							
20	***	***	***	***	***		
21	***	***	***	***	***		
22							
23	2,193,868	2,022,837	2,563,195	2,525,980	2,709,803	23.52%	7.28%
24	***	17,709,794	16,586,515	15,616,444	15,446,842	***	-1.09%
25	12,291,873	9,213,054	8,064,636	8,079,560	8,695,196	-29.26%	7.62%
26	***	***	***	***	***		
27	11,694,892	12,048,390	12,806,355	13,113,403	14,132,246	20.84%	7.77%
28							
29	1,047,977	1,020,177	1,047,657	1,038,155	1,057,634	0.92%	1.88%
Total	\$27,228,610	\$42,014,252	\$41,068,358	\$40,373,542	\$42,041,721	54.40%	4.13%
Furniture, Home Furnishings, & Equipment Group							
30	2,043,543	1,806,872	2,094,331	1,856,504	1,278,968	-37.41%	-31.11%
31	***	***	***	***	***		
32	***	***	280,271	***	356,446	***	***
33	44,605	53,322	45,319	48,005	36,921	-17.23%	-23.09%
39	***	***	***	***	***		
Total	\$2,088,148	\$1,860,194	\$2,419,921	\$1,904,509	\$1,672,335	-19.91%	-12.19%
General Merchandise Group							
40	***	***	***	***	***		
41	5,757,715	7,047,903	5,534,842	5,416,204	5,522,923	-4.08%	1.97%
42	1,532,838	1,440,028	1,097,152	1,199,209	1,302,908	-15.00%	8.65%
49	3,449,437	3,557,872	3,295,241	3,329,015	3,376,968	-2.10%	1.44%
Total	\$10,739,990	\$12,045,803	\$9,927,235	\$9,944,428	\$10,202,799	-5.00%	2.60%
Lumber, Building Material, & Supply Group							
50	943,337	1,037,911	1,057,934	1,071,132	1,191,592	26.32%	11.25%
51	306,757	413,566	317,530	360,636	383,274	24.94%	6.28%
52	***	***	***	***	***		
53	***	***	***	***	***		
54	***	***	***	***	***		
55	***	***	***	***	***		
59	***	***	***	***	***		
Total	\$1,250,094	\$1,451,477	\$1,375,464	\$1,431,768	\$1,574,866	25.98%	9.99%
Fuel Group							
60							
61			***				
62	***						
69					***		
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71		***	***	***	***		
72	***	***	***	***	***		
79	821,540	746,282	687,727	563,687	638,402	-22.29%	13.25%
Total	\$821,540	\$746,282	\$687,727	\$563,687	\$638,402	-22.29%	13.25%
Miscellaneous							
80	314,378	212,285	95,866	89,895	117,529	-62.62%	30.74%
81	258,763	231,285	243,571	220,349	215,665	-16.66%	-2.13%
82							
83	665,969	577,783	697,363	767,022	871,562	30.87%	13.63%
84	528,268	510,100	666,784	540,935	538,504	1.94%	-0.45%
85	***	***	***	***	***		
86	968,627	918,226	1,095,018	1,059,922	1,435,070	48.16%	35.39%
87	2,300,536	2,090,349	1,808,807	1,400,792	2,308,840	0.36%	64.82%
88	354,895	434,086	212,265	232,288	227,617	-35.86%	-2.01%
89	3,440,385	5,088,695	4,728,308	5,980,643	6,713,336	95.13%	12.25%
90	4,261,612	4,314,091	3,745,684	4,338,230	4,564,016	7.10%	5.20%
91	1,038,881	1,035,889	1,091,423	575,333	1,412,555	35.97%	145.52%
00	19,922,892	10,099,999	31,007,963	28,535,310	28,748,186	44.30%	0.75%
Total	\$34,055,206	\$25,512,788	\$45,393,052	\$43,740,719	\$47,152,880	38.46%	7.80%
TOTAL	\$88,398,207	\$96,136,311	\$113,938,509	\$111,836,055	\$116,146,622	31.39%	3.85%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Grayson County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	***	***	***	***	***		
2							
3							
4	***						
9							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Automotive Group							
10	964,809	995,728	836,662	912,022	743,475	-22.94%	-18.48%
11							
12							
13	***	***	***	***	***		
14	609,146	619,632	623,956	576,599	798,812	31.14%	38.54%
19					***		
Total	\$1,573,955	\$1,615,360	\$1,460,618	\$1,488,621	\$1,542,287	-2.01%	3.61%
Food Group							
20				***			
21							
22							
23	106,560	100,952	99,132	51,553	***	***	***
24	***	8,396,917	8,425,441	8,318,335	8,460,557	***	1.71%
25	5,843,957	3,606,025	3,275,618	2,471,413	2,150,405	-63.20%	-12.99%
26							
27	3,978,954	6,602,290	9,979,688	14,026,660	3,134,223	-21.23%	-77.66%
28							
29	265,137	593,317	***	***	***	***	
Total	\$10,194,608	\$19,299,501	\$21,779,879	\$24,867,961	\$13,745,185	34.83%	-44.73%
Furniture, Home Furnishings, & Equipment Group							
30	284,402	302,029	396,283	447,186	442,970	55.75%	-0.94%
31	***				***		
32	***	***		***	***		
33	***	***	***	***	***		
39	6,035	***	***	***	***	***	
Total	\$290,437	\$302,029	\$396,283	\$447,186	\$442,970	52.52%	-0.94%
General Merchandise Group							
40							
41		***					
42	***	***	***	***	***		
49	1,689,199	1,378,658	1,376,075	1,270,199	1,265,201	-25.10%	-0.39%
Total	\$1,689,199	\$1,378,658	\$1,376,075	\$1,270,199	\$1,265,201	-25.10%	-0.39%
Lumber, Building Material, & Supply Group							
50	4,425,404	4,944,692	***	***	2,643,033	-40.28%	***
51	***	***	***	***	***		
52							
53	***	***	***	***	***		
54							
55	***	145,990	***	***	***		
59							
Total	\$4,425,404	\$5,090,682	\$0	\$0	\$2,643,033	-40.28%	0.00%
Fuel Group							
60	***	***	***	***	***		
61							
62							
69							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70					***		
71	***	***		***			
72	***	***	***	***	***		
79	777,560	1,132,703	1,608,471	961,967	1,689,166	117.24%	75.60%
Total	\$777,560	\$1,132,703	\$1,608,471	\$961,967	\$1,689,166	117.24%	75.60%
Miscellaneous							
80	***	49,218	68,506	98,900	85,457	***	-13.59%
81	61,372	46,576	21,523	11,195	19,558	-68.13%	74.70%
82							
83	272,508	367,469	242,927	242,491	338,328	24.15%	39.52%
84	168,353	145,783	206,700	143,447	146,421	-13.03%	2.07%
85	162,675	158,614	***	176,498	164,493	1.12%	-6.80%
86	***	***	***	35,606	***		
87	108,346	94,081	194,097	159,086	118,974	9.81%	-25.21%
88	80,544	69,413	37,652	27,375	27,198	-66.23%	-0.65%
89	3,449,085	4,529,130	5,649,770	6,079,713	4,663,634	35.21%	-23.29%
90	218,625	442,841	297,314	575,613	678,225	210.22%	17.83%
91	0	0	0	0	0	0.00%	0.00%
00	9,438,079	3,690,827	6,729,625	6,017,653	4,317,007	-54.26%	-28.26%
Total	\$13,959,587	\$9,593,952	\$13,448,114	\$13,567,577	\$10,559,295	-24.36%	-22.17%
TOTAL	\$32,910,750	\$38,412,885	\$40,069,440	\$42,603,511	\$31,887,137	-3.11%	-25.15%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Smyth County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	2,537,380	2,452,457	2,120,743	1,904,964	2,168,212	-14.55%	13.82%
2							
3							
4	***	***	***	***	***		
9	***						
Total	\$2,537,380	\$2,452,457	\$2,120,743	\$1,904,964	\$2,168,212	-14.55%	13.82%
Automotive Group							
10	4,731,912	4,548,506	4,796,202	4,432,051	4,515,311	-4.58%	1.88%
11	***	***	***	***	***		
12							
13	1,052,867	1,122,275	1,134,672	1,368,389	1,206,967	14.64%	-11.80%
14	3,208,756	3,308,140	3,294,215	5,310,215	5,839,778	82.00%	9.97%
19	567,161	438,776	475,884	580,637	579,744	2.22%	-0.15%
Total	\$9,560,696	\$9,417,697	\$9,700,973	\$11,691,292	\$12,141,800	27.00%	3.85%
Food Group							
20	282,284	206,327	***	***	***	***	
21	***	***	***	***	***		
22	***	***	***	***	***		
23	***	***	***	***	159,107	***	***
24	***	37,426,509	***	***	***		
25	20,731,693	19,006,759	18,872,933	19,535,613	16,481,265	-20.50%	-15.63%
26	***	***	***	***	***		
27	16,455,412	16,576,756	16,429,933	15,711,601	16,542,858	0.53%	5.29%
28							
29	1,879,388	2,315,952	2,618,339	2,921,930	2,462,690	31.04%	-15.72%
Total	\$39,348,777	\$75,532,303	\$37,921,205	\$38,169,144	\$35,645,920	-9.41%	-6.61%
Furniture, Home Furnishings, & Equipment Group							
30	3,344,857	2,933,788	3,151,553	3,749,797	2,692,594	-19.50%	-28.19%
31	329,385	297,715	273,263	484,737	374,707	13.76%	-22.70%
32	426,021	436,243	564,248	512,919	758,408	78.02%	47.86%
33	73,885	86,881	***	***	***	***	
39	***	***	***	***	***		
Total	\$4,174,148	\$3,754,627	\$3,989,064	\$4,747,453	\$3,825,709	-8.35%	-19.42%
General Merchandise Group							
40	***	***	***	***	***		
41	26,703,005	35,821,617	31,734,148	3,917,868	2,044,746	-92.34%	-47.81%
42	1,925,675	1,435,742	491,819	338,134	363,106	-81.14%	7.39%
49	9,569,324	9,812,181	8,601,835	8,771,299	8,099,482	-15.36%	-7.66%
Total	\$38,198,004	\$47,069,540	\$40,827,802	\$13,027,301	\$10,507,334	-72.49%	-19.34%
Lumber, Building Material, & Supply Group							
50	9,815,441	9,798,028	9,065,660	8,842,718	9,031,766	-7.98%	2.14%
51							
52	***	***	***	***	***		
53	985,650	858,752	794,275	***	***	***	
54	***	***	***	***	***		
55	106,633	90,876	67,061	105,309	134,681	26.30%	27.89%
59							
Total	\$10,907,724	\$10,747,656	\$9,926,996	\$8,948,027	\$9,166,447	-15.96%	2.44%
Fuel Group							
60	699,551	1,037,858	1,058,711	967,613	1,558,692	122.81%	61.09%
61							
62							
69	***				***		
Total	\$699,551	\$1,037,858	\$1,058,711	\$967,613	\$1,558,692	122.81%	61.09%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	***	***	***	***	***		
72	371,007	242,044	139,859	***	168,207	-54.66%	***
79	2,586,485	3,035,096	3,367,183	3,249,115	3,495,122	35.13%	7.57%
Total	\$2,957,492	\$3,277,140	\$3,507,042	\$3,249,115	\$3,663,329	23.87%	12.75%
Miscellaneous							
80	362,529	355,500	303,104	256,305	277,303	-23.51%	8.19%
81	751,909	733,447	766,602	715,538	288,491	-61.63%	-59.68%
82	***	***	***	***	***		
83	962,959	768,013	711,356	550,372	522,756	-45.71%	-5.02%
84	583,665	576,468	431,461	547,445	581,592	-0.36%	6.24%
85	927,179	967,656	968,288	790,954	722,233	-22.10%	-8.69%
86	181,369	300,030	348,792	400,703	311,202	71.59%	-22.34%
87	1,277,090	1,416,630	1,300,110	1,287,836	1,086,079	-14.96%	-15.67%
88	1,077,654	741,150	646,388	601,229	700,147	-35.03%	16.45%
89	9,418,504	10,086,950	15,970,564	12,551,322	10,520,469	11.70%	-16.18%
90	3,206,517	3,403,594	3,184,286	3,789,357	3,883,821	21.12%	2.49%
91	953,706	979,421	1,020,154	528,178	1,349,440	41.49%	155.49%
00	41,909,182	5,296,703	38,577,146	66,091,665	69,863,327	66.70%	5.71%
Total	\$61,612,263	\$25,625,562	\$64,228,251	\$88,110,904	\$90,106,860	46.25%	2.27%
TOTAL	\$169,996,035	\$178,914,840	\$173,280,787	\$170,815,883	\$169,084,303	-0.54%	-1.01%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Washington County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	5,842,946	6,355,237	7,062,917	4,352,925	4,433,168	-24.13%	1.84%
2							
3							
4	***	***	***	***	***		
9	***	25,699	***	***	***		
Total	\$5,842,946	\$6,380,936	\$7,062,917	\$4,352,925	\$4,433,168	-24.13%	1.84%
Automotive Group							
10	11,953,043	13,117,634	12,165,998	11,312,267	11,342,287	-5.11%	0.27%
11	***	***	***				
12	***	***	61,081	***	***		
13	***	817,483	753,191	825,439	1,868,918	***	126.42%
14	7,283,721	8,431,423	8,027,222	9,255,672	9,338,763	28.21%	0.90%
19	1,029,787	982,719	968,147	985,607	965,156	-6.28%	-2.07%
Total	\$20,266,551	\$23,349,259	\$21,975,639	\$22,378,985	\$23,515,124	16.03%	5.08%
Food Group							
20	***	***	***	***	***		
21					***		
22							
23	945,142	810,969	884,818	654,273	542,863	-42.56%	-17.03%
24	40,017,228	36,783,344	38,606,811	38,676,382	40,874,726	2.14%	5.68%
25	21,255,170	20,881,493	20,383,810	19,636,055	16,273,880	-23.44%	-17.12%
26							
27	36,744,204	37,495,696	38,827,262	39,304,837	36,940,733	0.53%	-6.01%
28	***	***	***	***	***		
29	5,282,145	6,742,807	7,578,679	10,643,218	13,126,322	148.50%	23.33%
Total	\$104,243,889	\$102,714,309	\$106,281,380	\$108,914,765	\$107,758,524	3.37%	-1.06%
Furniture, Home Furnishings, & Equipment Group							
30	10,617,076	10,309,636	10,361,269	10,888,878	11,493,501	8.25%	5.55%
31	299,287	194,556	213,585	129,120	150,898	-49.58%	16.87%
32	956,691	867,919	506,501	914,275	695,652	-27.29%	-23.91%
33	1,214,230	1,369,293	1,249,530	1,279,543	783,048	-35.51%	-38.80%
39	2,106,327	1,753,641	1,153,800	587,518	764,235	-63.72%	30.08%
Total	\$15,193,611	\$14,495,045	\$13,484,685	\$13,799,334	\$13,887,334	-8.60%	0.64%
General Merchandise Group							
40	***	2,651,994	2,872,097	99,179,798	108,436,060	***	9.33%
41	101,621,401	126,701,937	123,566,170	32,407,580	24,196,597	-76.19%	-25.34%
42	1,657,676	2,652,679	1,272,008	1,281,196	1,647,670	-0.60%	28.60%
49	8,300,756	8,407,507	8,714,787	9,639,373	9,905,741	19.34%	2.76%
Total	\$111,579,833	\$140,414,117	\$136,425,062	\$142,507,947	\$144,186,068	29.22%	1.18%
Lumber, Building Material, & Supply Group							
50	22,769,039	19,552,990	17,012,905	15,839,966	16,610,385	-27.05%	4.86%
51	4,567,883	4,449,814	5,445,196	5,732,604	5,665,502	24.03%	-1.17%
52	***	***	***	***	***		
53	35,270,793	38,780,580	39,253,708	42,715,052	45,963,121	30.31%	7.60%
54	***	***	***	***	***		
55	2,446,750	***	***	***	***	***	
59	372,797	221,290	247,558	257,364	266,034	-28.64%	3.37%
Total	\$65,427,262	\$62,974,674	\$61,959,367	\$64,544,986	\$68,505,042	4.70%	6.14%
Fuel Group							
60	2,324,736	3,254,404	2,663,514	2,688,316	3,997,699	71.96%	48.71%
61			***	***	***		
62							
69	2,135,754	-3,081,229	331,479	88,811	2,178,184	1.99%	2352.61%
Total	\$4,460,490	\$173,175	\$2,994,993	\$2,777,127	\$6,175,883	38.46%	122.38%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	237,875	274,971	104,803	53,883	58,671	-75.34%	8.89%
72	970,139	959,111	944,828	906,857	799,707	-17.57%	-11.82%
79	14,878,970	15,330,458	14,525,289	13,924,924	15,106,358	1.53%	8.48%
Total	\$16,086,984	\$16,564,540	\$15,574,920	\$14,885,664	\$15,964,736	-0.76%	7.25%
Miscellaneous							
80	762,773	673,185	386,710	264,364	270,744	-64.51%	2.41%
81	3,362,929	3,355,779	3,250,035	3,155,476	3,337,945	-0.74%	5.78%
82	5,807,165	5,972,992	6,124,620	6,340,454	5,891,957	1.46%	-7.07%
83	2,930,661	2,761,826	2,729,946	2,705,601	2,681,951	-8.49%	-0.87%
84	10,791,110	5,709,812	4,964,607	4,966,368	5,562,868	-48.45%	12.01%
85	1,622,738	1,518,561	1,501,431	1,295,745	1,215,728	-25.08%	-6.18%
86	887,740	1,062,467	1,078,396	1,524,421	1,081,507	21.83%	-29.05%
87	6,366,931	6,767,410	6,622,803	6,525,651	6,900,410	8.38%	5.74%
88	673,968	569,763	540,694	479,196	561,112	-16.75%	17.09%
89	16,656,116	21,674,520	28,032,846	25,919,740	27,813,314	66.99%	7.31%
90	10,230,090	9,397,010	9,891,933	9,994,765	11,447,625	11.90%	14.54%
91	1,753,075	1,778,538	1,974,985	1,044,264	2,597,672	48.18%	148.76%
00	7,657,632	6,922,262	6,419,237	6,082,267	6,208,552	-18.92%	2.08%
Total	\$69,502,928	\$68,164,125	\$73,518,243	\$70,298,312	\$75,571,385	8.73%	7.50%
TOTAL	\$412,604,494	\$435,230,180	\$439,277,206	\$444,460,045	\$459,997,264	11.49%	3.50%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Wythe County	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	15,315,631	13,682,648	11,342,964	12,783,246	15,088,942	-1.48%	18.04%
2							
3							
4	2,775,280	2,735,607	2,549,985	2,753,666	2,229,510	-19.67%	-19.03%
9		***	***		***		
Total	\$18,090,911	\$16,418,255	\$13,892,949	\$15,536,912	\$17,318,452	-4.27%	11.47%
Automotive Group							
10	5,191,433	4,899,935	5,501,043	5,746,871	6,271,736	20.81%	9.13%
11							
12	***	***	***	***	***		
13	6,163,098	8,279,737	5,786,330	7,145,885	8,985,430	45.79%	25.74%
14	25,489,427	26,940,664	23,598,604	18,610,598	19,924,625	-21.83%	7.06%
19	3,907	77,318	-57,152	55,262	247,061	6223.55%	347.07%
Total	\$36,847,865	\$40,197,654	\$34,828,825	\$31,558,616	\$35,428,852	-3.85%	12.26%
Food Group							
20	***	***	***				
21	***	***	***	***	***		
22							
23	938,504	856,241	908,526	842,059	839,225	-10.58%	-0.34%
24	22,857,797	24,376,431	21,597,716	19,435,334	19,985,938	-12.56%	2.83%
25	20,096,043	19,332,688	21,286,734	26,164,099	29,937,469	48.97%	14.42%
26							
27	28,051,449	30,267,602	29,940,654	33,122,372	34,502,142	23.00%	4.17%
28		***	***	***	***		
29	2,673,432	3,408,436	3,447,933	5,348,111	6,446,526	141.13%	20.54%
Total	\$74,617,225	\$78,241,398	\$77,181,563	\$84,911,975	\$91,711,300	22.91%	8.01%
Furniture, Home Furnishings, & Equipment Group							
30	3,075,190	2,992,378	3,420,197	4,225,099	3,959,675	28.76%	-6.28%
31	369,906	259,392	205,235	170,097	147,647	-60.09%	-13.20%
32	616,622	273,578	87,008	108,223	124,048	-79.88%	14.62%
33	1,209,104	1,069,310	962,927	794,025	652,329	-46.05%	-17.85%
39	***	1,239,805	253,771	***	***		
Total	\$5,270,822	\$5,834,463	\$4,929,138	\$5,297,444	\$4,883,699	-7.34%	-7.81%
General Merchandise Group							
40	1,674,671	1,682,566	1,596,569	41,093,601	47,929,474	2762.02%	16.63%
41	***	16,155,371	28,866,037	13,077,275	9,566,622	***	-26.85%
42	1,930,175	1,815,885	859,067	688,366	497,384	-74.23%	-27.74%
49	8,462,800	8,217,893	7,075,378	6,852,877	7,090,907	-16.21%	3.47%
Total	\$12,067,646	\$27,871,715	\$38,397,051	\$61,712,119	\$65,084,387	439.33%	5.46%
Lumber, Building Material, & Supply Group							
50	9,873,222	19,182,400	13,131,815	11,010,432	12,704,853	28.68%	15.39%
51	***	***	***	***	***		
52	***	***	***	***	***		
53	***	***	***	22,518,390	***		***
54	***						
55	***	***	***	***	***		
59	***	***					
Total	\$9,873,222	\$19,182,400	\$13,131,815	\$33,528,822	\$12,704,853	28.68%	-62.11%
Fuel Group							
60	***	***	***	***	***		
61							
62							
69	248,244	***	***	***	***	***	
Total	\$248,244	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70					***		
71	224,947	***	121,626	134,528	***	***	***
72	220,596	***	***	89,745	46,039	-79.13%	-48.70%
79	4,764,114	4,822,011	5,590,944	5,147,036	5,930,259	24.48%	15.22%
Total	\$5,209,657	\$4,822,011	\$5,712,570	\$5,371,309	\$5,976,298	14.72%	11.26%
Miscellaneous							
80	814,763	1,311,871	1,146,002	1,254,287	952,290	16.88%	-24.08%
81	4,476,446	4,275,547	4,320,694	4,317,188	4,297,535	-4.00%	-0.46%
82	***	***	***	***	***		
83	1,114,119	1,031,564	844,033	687,899	584,821	-47.51%	-14.98%
84	1,084,548	1,026,751	919,842	972,780	803,959	-25.87%	-17.35%
85	1,635,219	1,682,886	1,252,338	1,150,508	1,056,792	-35.37%	-8.15%
86	13,582	76,498	264,959	529,123	509,268	3649.58%	-3.75%
87	1,123,349	1,403,486	1,172,522	1,381,914	1,362,840	21.32%	-1.38%
88	-190,198	487,845	435,483	428,544	487,288	156.20%	13.71%
89	9,938,525	10,781,945	14,040,454	10,225,306	10,642,569	7.08%	4.08%
90	15,037,114	14,778,822	14,875,168	14,715,825	15,372,301	2.23%	4.46%
91	851,935	862,441	929,873	477,947	1,203,152	41.23%	151.73%
00	28,057,792	10,890,244	18,661,053	5,658,922	31,347,677	11.73%	453.95%
Total	\$63,957,194	\$48,609,900	\$58,862,421	\$41,800,243	\$68,620,492	7.29%	64.16%
TOTAL	\$226,182,786	\$241,177,796	\$246,937,332	\$279,717,440	\$302,347,677	33.67%	8.09%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

City of Bristol	1999	2000	2001	2002	2003	1999-2003	2002-2003
	\$	\$	\$	\$	\$	% Change	% Change
Apparel Group							
1	16,822,942	15,740,097	14,905,512	15,343,545	16,797,674	-0.15%	9.48%
2							
3	***	***	***	***			
4	1,702,533	***	1,872,810	1,875,500	1,798,107	5.61%	-4.13%
9	114,613	135,428	***	***	261,290	127.98%	***
Total	\$18,640,088	\$15,875,525	\$16,778,322	\$17,219,045	\$18,857,071	1.16%	9.51%
Automotive Group							
10	6,166,534	6,386,549	6,051,505	6,823,736	6,924,908	12.30%	1.48%
11							
12					***		
13	4,124,956	4,254,481	4,617,698	5,279,765	5,331,451	29.25%	0.98%
14	2,433,114	2,305,645	2,141,061	2,884,266	3,614,778	48.57%	25.33%
19	2,220,923	2,059,989	1,370,937	1,500,475	1,169,762	-47.33%	-22.04%
Total	\$14,945,527	\$15,006,664	\$14,181,201	\$16,488,242	\$17,040,899	14.02%	3.35%
Food Group							
20	795,383	863,849	985,160	1,151,932	1,119,653	40.77%	-2.80%
21	***						
22	208,893	***	9,356	5,140	4,510	-97.84%	-12.26%
23	599,665	***	***	***	***	***	
24	***	***	***	***	***		
25	9,365,207	7,810,398	7,968,578	8,270,091	7,392,728	-21.06%	-10.61%
26							
27	40,277,346	43,196,481	45,425,229	44,362,614	49,965,978	24.05%	12.63%
28							
29	3,991,465	4,233,722	3,675,161	4,284,641	3,648,004	-8.60%	-14.86%
Total	\$55,237,959	\$56,104,450	\$58,063,484	\$58,074,418	\$62,130,873	12.48%	6.98%
Furniture, Home Furnishings, & Equipment Group							
30	6,548,587	5,957,710	5,692,457	6,560,791	7,733,828	18.10%	17.88%
31	1,377,089	1,140,595	1,106,514	894,111	1,270,194	-7.76%	42.06%
32	2,420,150	2,076,751	1,630,057	1,771,249	1,038,201	-57.10%	-41.39%
33	3,974,496	3,459,287	4,231,076	4,128,710	3,654,518	-8.05%	-11.49%
39	1,193,778	2,098,903	995,155	664,687	605,882	-49.25%	-8.85%
Total	\$15,514,100	\$14,733,246	\$13,655,259	\$14,019,548	\$14,302,623	-7.81%	2.02%
General Merchandise Group							
40	41,697,761	42,741,116	45,295,952	41,554,235	41,728,781	0.07%	0.42%
41	1,615,691	1,769,732	1,555,027	1,585,290	1,642,214	1.64%	3.59%
42	1,187,296	996,311	852,994	884,589	915,269	-22.91%	3.47%
49	4,586,353	5,187,912	5,095,191	5,934,537	5,159,266	12.49%	-13.06%
Total	\$49,087,101	\$50,695,071	\$52,799,164	\$49,958,651	\$49,445,530	0.73%	-1.03%
Lumber, Building Material, & Supply Group							
50	14,294,144	12,751,808	11,335,010	18,554,585	19,093,444	33.58%	2.90%
51	***	***	***	***	***		
52	***	***	***	***	***		
53	246,514	423,238	298,030	279,257	281,780	14.31%	0.90%
54							
55	***	***	***	***	***		
59	***	***	***	***	***		
Total	\$14,540,658	\$13,175,046	\$11,633,040	\$18,833,842	\$19,375,224	33.25%	2.87%
Fuel Group							
60	2,557,979	3,582,791	3,386,860	3,124,145	3,439,849	34.48%	10.11%
61	***	***					
62							
69	***	***	***	***	***		
Total	\$2,557,979	\$3,582,791	\$3,386,860	\$3,124,145	\$3,439,849	34.48%	10.11%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	27,068	24,353	94,195	247,968	342,341	1164.74%	38.06%
72	2,213,482	2,080,706	2,303,700	2,484,129	2,718,784	22.83%	9.45%
79	5,907,741	8,453,288	9,823,782	8,535,553	8,273,787	40.05%	-3.07%
Total	\$8,148,291	\$10,558,347	\$12,221,677	\$11,267,650	\$11,334,912	39.11%	0.60%
Miscellaneous							
80	318,413	456,050	415,462	578,283	552,878	73.64%	-4.39%
81	22,437,266	19,312,072	13,942,976	11,839,247	13,819,216	-38.41%	16.72%
82	***	***	***	***	***		
83	1,707,672	1,882,870	1,799,381	1,911,599	2,011,080	17.77%	5.20%
84	3,401,249	3,448,703	2,854,804	2,747,710	2,732,135	-19.67%	-0.57%
85	7,646,733	7,699,669	7,967,415	8,840,177	7,495,595	-1.98%	-15.21%
86	144,836	162,279	195,128	180,385	158,194	9.22%	-12.30%
87	4,921,917	4,618,725	4,761,063	5,008,094	4,659,159	-5.34%	-6.97%
88	1,038,642	1,527,278	1,329,871	1,140,841	1,044,344	1095.17%	-8.46%
89	24,480,789	23,157,152	22,886,682	20,114,286	22,001,035	-10.13%	9.38%
90	5,812,535	3,739,773	3,385,683	4,207,702	4,188,483	-27.94%	-0.46%
91	1,478,028	1,563,094	1,821,990	1,011,955	2,557,020	73.00%	152.68%
00	48,755,919	56,368,004	53,572,605	54,242,595	55,773,506	14.39%	2.82%
Total	\$122,143,999	\$123,935,669	\$114,933,060	\$111,822,874	\$116,992,645	-4.22%	4.62%
TOTAL	\$300,815,702	\$303,666,809	\$297,652,067	\$300,808,415	\$312,919,626	4.02%	4.03%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

City of Galax	1999 \$	2000 \$	2001 \$	2002 \$	2003 \$	1999-2003 % Change	2002-2003 % Change
Apparel Group							
1	2,890,015	5,314,835	3,929,808	3,814,669	4,063,754	40.61%	6.53%
2							
3							
4	***	***		***			
9							
Total	\$2,890,015	\$5,314,835	\$3,929,808	\$3,814,669	\$4,063,754	40.61%	6.53%
Automotive Group							
10	6,437,673	5,165,219	3,713,140	3,886,891	4,646,814	-27.82%	19.55%
11							
12							
13	***	***	***	***	***		
14	807,317	3,903,207	7,788,476	7,320,679	7,208,556	792.90%	-1.53%
19	***	***	***	***	***		
Total	\$7,244,990	\$9,068,426	\$11,501,616	\$11,207,570	\$11,855,370	63.64%	5.78%
Food Group							
20	258,567	***	***	263,499	***	***	***
21							
22							
23	***	***	***				
24	***	***	***	***	***		
25	16,575,679	8,762,571	6,293,848	4,305,477	4,007,545	-75.82%	-6.92%
26	***	***	***	***	***		
27	14,323,257	15,038,111	14,426,017	15,432,059	15,660,056	9.33%	1.48%
28							
29	856,215	357,077	893,780	419,482	343,850	-59.84%	-18.03%
Total	\$32,013,718	\$24,157,759	\$21,613,645	\$20,420,517	\$20,011,451	-37.49%	-2.00%
Furniture, Home Furnishings, & Equipment Group							
30	4,629,844	4,121,299	4,612,444	5,826,301	7,422,599	60.32%	27.40%
31	647,035	589,910	***	***	***	***	
32	***	***	***	1,212,188	1,001,387	***	-17.39%
33	***	***	***	***	***		
39	***	***	***	***	***		
Total	\$5,276,879	\$4,711,209	\$4,612,444	\$7,038,489	\$8,423,986	59.64%	19.68%
General Merchandise Group							
40	***	***	***	***	***		
41	40,776,920	70,888,379	67,162,049	8,292,269	4,183,243	-89.74%	-49.55%
42	***	***	***	***	***		
49	3,582,130	3,801,132	3,290,395	3,932,630	3,988,523	11.35%	1.42%
Total	\$44,359,050	\$74,689,511	\$70,452,444	\$12,224,899	\$8,171,766	-81.58%	-33.15%
Lumber, Building Material, & Supply Group							
50	7,029,093	6,536,939	5,612,509	***	***	***	
51	***	***	***	***	***		
52	***	***	***	***	***		
53	***	***	***	***	***		
54	***	***	***	***	***		
55	1,526,272	1,380,590	1,382,801	1,453,180	***	***	***
59					***		
Total	\$8,555,365	\$7,917,529	\$6,995,310	\$1,453,180	\$0	0.00%	0.00%
Fuel Group							
60	***	***	***	***	***		
61							
62							
69	3,119,758	4,133,314	***	***	***	***	
Total	\$3,119,758	\$4,133,314	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70				***	***		
71	***	***	135,809	100,669	128,177	***	27.33%
72	***	***	***	***	***		
79	1,458,889	1,384,649	1,470,630	1,708,023	1,288,148	-11.70%	-24.58%
Total	\$1,458,889	\$1,384,649	\$1,606,439	\$1,808,692	\$1,416,325	-2.92%	-21.69%
Miscellaneous							
80	***	***	***	***	***		
81	117,451	103,966	98,191	88,139	123,333	5.01%	39.93%
82							
83	421,291	396,239	380,404	242,319	43,679	-89.63%	-81.97%
84	774,106	1,037,804	980,247	925,434	787,727	1.76%	-14.88%
85	1,509,923	1,885,157	1,729,063	1,778,551	1,748,107	15.77%	-1.71%
86	126,907	96,027	127,454	***	13,284	-89.53%	***
87	1,204,360	868,841	1,048,517	918,914	915,401	-23.99%	-0.38%
88	650,659	572,556	414,989	427,943	374,686	539.09%	-12.44%
89	5,230,821	4,711,361	5,768,803	5,782,829	4,893,468	-6.45%	-15.38%
90	***	***	***	242,795	***		***
91	0	0	0	0	0	0.00%	0.00%
00	44,188,788	44,142,554	29,837,725	92,933,886	102,869,609	132.80%	10.69%
Total	\$54,224,306	\$53,814,505	\$40,385,393	\$103,340,810	\$111,769,294	106.12%	8.16%
TOTAL	\$159,142,970	\$185,191,737	\$161,097,099	\$161,308,826	\$165,711,946	4.13%	2.73%

*** WITHHELD TO AVOID IDENTIFICATION. AMOUNT IS INCLUDED IN CODE 00 AND IN TOTAL TAXABLE SALES.

Business Classification Code

Many businesses fall into more than one class. For example, grocery stores sell many nonfood items, while department stores, hotels, and other establishments sell food. Therefore, the classifications reflect the principal business activity as reported by dealers.

Apparel Group

- 01** – Clothing
- 02** – Furriers
- 03** – Millinery
- 04** – Shoes
- 09** – Other Apparel

Automotive Group

- 10** – Accessories, batteries, repair parts, tires, etc.
- 11** – Aircraft
- 12** – Boats, boat motors, and boating accessories
- 13** – Motor vehicle dealers, motorcycle dealers
- 14** – Service stations, garages and auto repair shops, truck stops
- 19** – Other automotive/installation of windshields and other glass for cars, trailers, mobile homes, etc.

Food Group

- 20** – Bakery Products
- 21** – Candy and confections
- 22** – Dairy Products
- 23** – Fruit stands, vegetable stands, roadside markets, rolling markets
- 24** – Groceries, meats, seafood-chain
- 25** – Groceries, meats, seafood-nonchain/including meat processing concerns, etc.
- 26** – Private membership clubs
- 27** – Restaurants, cafeterias, delicatessens, grills, cafes, snack bars, drive-ins, catering, etc.
- 28** – Taverns, beer parlors, dance halls
- 29** – Other food

Furniture, Home Furnishings, and Equipment Group

- 30** – Furniture, household/floor coverings, interior decorators, reupholstering dealers, etc.
- 31** – Household appliances, appliance repairs
- 32** – Office furniture, business machines, and equipment
- 33** – Radios, television sets, musical instruments, repairs thereto

- 39 – Other furniture and household equipment/sewing machines, lawn mowers and repairs thereto

General Merchandise Group

- 40 – Department stores
- 41 – Dry goods, variety stores, fabric and yarn, trading stamp redemption stores
- 42 – Drug stores, selling a variety of merchandise in addition to prescription drugs, wholesale drugs
- 49 – Other general merchandise, funeral directors, cemeteries, religious supplies, feed and seed stores, feed mills, advertising agencies, pet shops, horses, liquid embroidery, mail order, retail merchants, cosmetics

Lumber, Building Material, and Supply Group

- 50 – Building materials/lumber, brick, tile, roofing, ready mix concrete, stone, quarry, sand and gravel
- 51 – Cabinet shops, millwork, pre-cut lumber stock
- 52 – Electrical supplies
- 53 – Hardware supplies, locksmiths
- 54 – Paint, wallpaper, and glass
- 55 – Plumbing, heating, refrigeration, air-conditioning, well-drilling supplies
- 59 – Other building supplies

Fuel Group

- 60 – Fuel Oil
- 61 – Bottled Gas
- 62 – Wood
- 69 – Coal, other fuels

Machinery, Equipment, and Supplies Group

- 70 – Construction or road maintenance machinery, equipment, supplies
- 71 – Professional equipment, supplies, dental supplies, etc.
- 72 – Service-establishment equipment, supplies, beauty supplies, welding supplies, snap-on tool dealers, etc.
- 79 – Other machinery, equipment, supplies, electronic, communication, pollution control, farm equipment, alarm systems, signs, leasing and rental companies

Miscellaneous Group

- 80 – Antiques
- 81 – Books, stationery/paper products, printing, office supplies, business forms, etc.
- 82 – Cigar stores, newsstands
- 83 – Florists, nurserymen, garden supplies, fertilizer Christmas tree dealers
- 84 – Gifts and novelties, ceramics, art and curio shops, coin and stamp dealers

- 85** – Jewelry, luggage, leather goods
- 86** – Salvage, surplus, secondhand goods, pawnshops, flea markets
- 87** – Sporting goods, photographic supplies, hobby shops, toy shops, firearms, photo studios, portraits, commercial photography, gun repair shops, golf courses, bowling alleys, pool parlors
- 88** – Vending machine sales
- 89** – Retail sales, and/or rentals of tangible personal property by shoe repair shops, beauty shops, business schools, music instructors, manufacturer’s agents, wholesale merchandise brokers, optical companies, auctioneers and auction markets, livestock auctions, manufacturers, banks, hearing aid companies
- 90** – Hotels, motels, tourist camps, etc.
- 91** – Alcoholic beverage
- 00** – Other miscellaneous and unidentifiable

Note: Door to door vendors are not included in the number of registered dealers shown under code 49 for the individual cities and counties but are reflected in the state totals.