

**Mount Rogers
Planning District Commission**

**Five-Year Taxable Sales
Analysis
2000 - 2004**

April 2, 2005

Potential vs. Actual Retail Sales

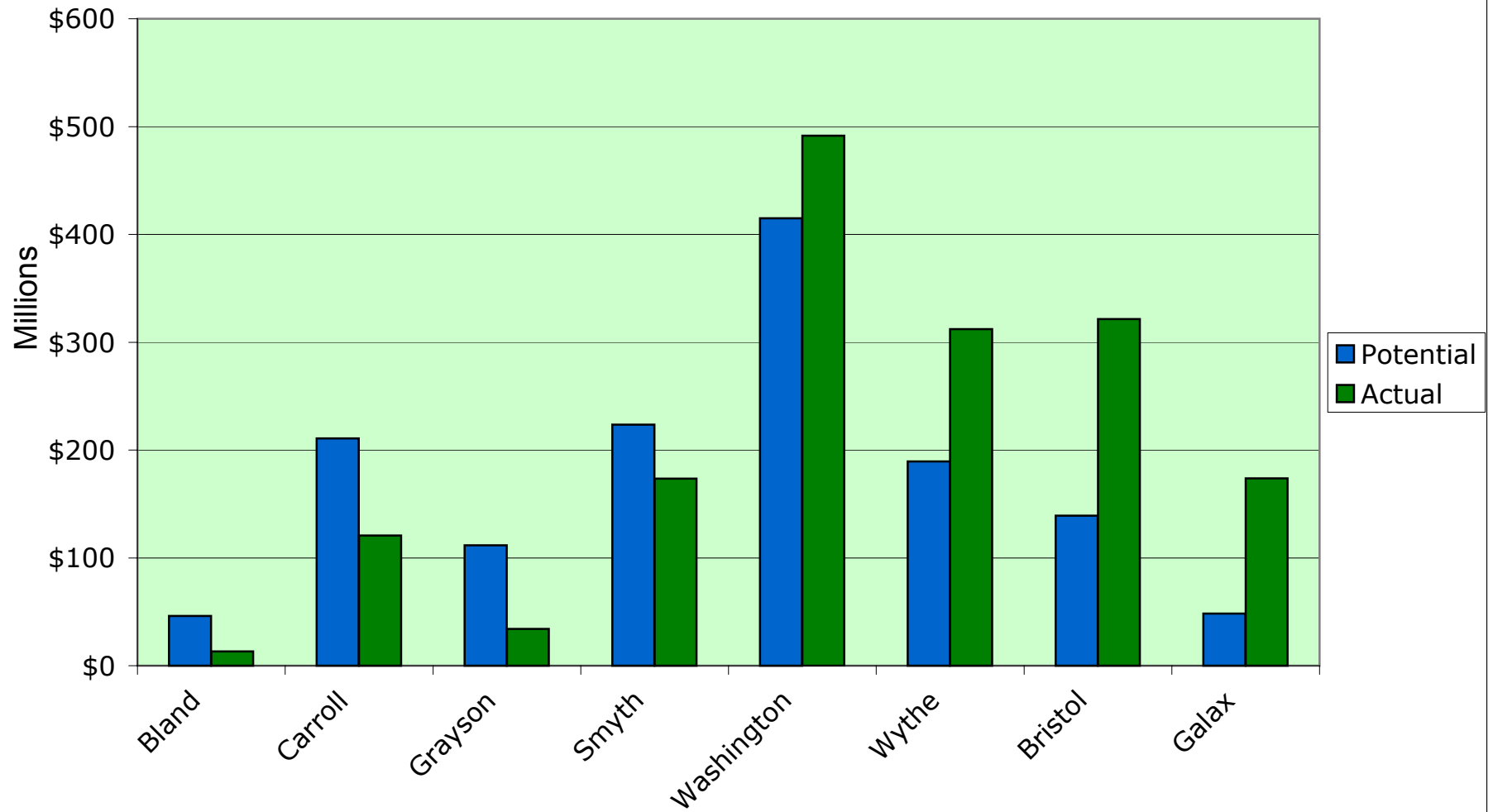
MRPDC 2004

Locality City/County	PC¹ Pop. Of City/County (2004)	VP² VA Taxable Sales Per Capita	II³ Index Of Income	PS⁴ Potential Sales	AS Actual Taxable Retail Sales (2004)	SP Locality's Sales Per Capita
Bland	7,000	\$10,898.54	0.61	\$46,218,675	\$13,358,063	\$1,908.29
Carroll	29,700	\$10,898.54	0.65	\$210,845,914	\$120,694,419	\$4,063.79
Grayson	16,700	\$10,898.54	0.61	\$111,568,835	\$34,032,056	\$2,037.85
Smyth	32,300	\$10,898.54	0.63	\$223,464,132	\$173,599,841	\$5,374.61
Washington	51,300	\$10,898.54	0.74	\$415,029,172	\$491,486,509	\$9,580.63
Wythe	27,500	\$10,898.54	0.63	\$189,332,756	\$312,234,014	\$11,353.96
Bristol	17,200	\$10,898.54	0.74	\$139,152,081	\$321,540,702	\$18,694.23
Galax	6,800	\$10,898.54	0.65	\$48,274,485	\$173,670,897	\$25,539.84

1. 2004 Provisional Population Estimates - Weldon Cooper Center for Public Service, University of Virginia
2. 2004 Virginia Provisional Population Estimate: 7,458,900 - Weldon Cooper Center for Public Service, University of Virginia
2004 Virginia Taxable Retail Sales: \$81,291,117,472 - 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, 2004



Bland County	2000 \$	2001 \$	2002 \$	2003 \$	2004 \$	2000-2004 % Change	2003-2004 % Change
Apparel Group							
1	***	***					
2							
3							
4							
9							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Automotive Group							
10	890,327	926,949	931,023	896,715	912,934	2.54%	1.81%
11							
12							
13	***	***	***	***	***		
14	2,370,982	2,332,425	2,482,940	2,683,005	1,415,172	-40.31%	-47.25%
19							
Total	\$3,261,309	\$3,259,374	\$3,413,963	\$3,579,720	\$2,328,106	-28.61%	-34.96%
Food Group							
20							
21							
22							
23							
24							
25	3,058,553	2,967,283	2,670,233	2,725,653	4,281,465	39.98%	57.08%
26							
27	852,724	666,644	529,607	409,348	1,100,056	29.00%	168.73%
28							
29	***	***	***	***	***		
Total	\$3,911,277	\$3,633,927	\$3,199,840	\$3,135,001	\$5,381,521	37.59%	71.66%
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	1,123,008	747,434	991,371	1,273,956	1,210,966	7.83%	-4.94%
Total	\$1,123,008	\$747,434	\$991,371	\$1,273,956	\$1,210,966	7.83%	-4.94%
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	***	***	***
Total	\$414,129	\$462,457	\$432,846	\$344,064	\$0	0.00%	0.00%
Miscellaneous							
80	***	***	***	***	***		
81	***	***	***	***	***		
82							
83	63,332	***	***	***	***		
84	117,756	121,522	122,126	122,462	94,184	-20.02%	-23.09%
85							
86	***	***	***	***	***		
87	235,969	268,431	264,103	229,103	161,385	-31.61%	-29.56%
88	102,884	102,438	116,077	141,094	157,786	53.36%	11.83%
89	918,490	2,394,387	1,317,702	750,302	700,471	-23.74%	-6.64%
90	***	***	***	***	***		
91	0	0	0	0	0	0.00%	0.00%
00	2,309,941	2,572,980	2,682,353	2,789,648	3,324,063	43.90%	19.16%
Total	\$3,748,372	\$5,459,758	\$4,502,361	\$4,032,609	\$4,437,889	18.40%	10.05%
TOTAL	\$12,458,095	\$13,562,950	\$12,540,381	\$12,365,350	\$13,358,482	7.23%	8.03%

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

Carroll County	2000	2001	2002	2003	2004	2000-2004	2003-2004
	\$	\$	\$	\$	\$	% Change	% Change
Apparel Group							
1	2,362,207	2,315,002	2,144,410	1,922,964	1,734,607	-26.57%	-9.80%
2			***	***	***		
3							
4	***	***	***	***	***		
9	***	***	***	***	***		
Total	\$2,362,207	\$2,315,002	\$2,144,410	\$1,922,964	\$1,734,607	-26.57%	-9.80%
Automotive Group							
10	2,491,177	2,373,082	2,348,009	2,306,639	2,322,553	-6.77%	0.69%
11							
12				***	***		
13	1,212,861	341,347	630,919	644,036	659,914	-45.59%	2.47%
14	6,439,270	8,037,311	7,975,788	7,989,980	9,490,140	47.38%	18.78%
19	***	***	778,276	***	***		
Total	\$10,143,308	\$10,751,740	\$11,732,992	\$10,940,655	\$12,472,607	22.96%	14.00%
Food Group							
20	***	***	***	***	***		
21	***	***	***	***	***		
22							
23	2,022,837	2,563,195	2,525,980	2,709,803	2,991,706	47.90%	10.40%
24	17,709,794	16,586,515	15,616,444	15,446,842	14,402,289	-18.68%	-6.76%
25	9,213,054	8,064,636	8,079,560	8,695,196	8,141,034	-11.64%	-6.37%
26	***	***	***	***	***		
27	12,048,390	12,806,355	13,113,403	14,132,246	15,582,790	29.34%	10.26%
28							
29	1,020,177	1,047,657	1,038,155	1,057,634	935,568	-8.29%	-11.54%
Total	\$42,014,252	\$41,068,358	\$40,373,542	\$42,041,721	\$42,053,387	0.09%	0.03%
Furniture, Home Furnishings, & Equipment Group							
30	1,806,872	2,094,331	1,856,504	1,278,968	927,467	-48.67%	-27.48%
31	***	***	***	***	***		
32	***	280,271	***	356,446	***	***	***
33	53,322	45,319	48,005	36,921	24,888	-53.33%	-32.59%
39	***	***	***	***	***		
Total	\$1,860,194	\$2,419,921	\$1,904,509	\$1,672,335	\$952,355	-48.80%	-43.05%
General Merchandise Group							
40	***	***	***	***	***		
41	7,047,903	5,534,842	5,416,204	5,522,923	5,758,169	-18.30%	4.26%
42	1,440,028	1,097,152	1,199,209	1,302,908	1,322,108	-8.19%	1.47%
49	3,557,872	3,295,241	3,329,015	3,376,968	3,550,967	-0.19%	5.15%
Total	\$12,045,803	\$9,927,235	\$9,944,428	\$10,202,799	\$10,631,244	-11.74%	4.20%
Lumber, Building Material, & Supply Group							
50	1,037,911	1,057,934	1,071,132	1,191,592	1,071,381	3.22%	-10.09%
51	413,566	317,530	360,636	383,274	376,705	-8.91%	-1.71%
52	***	***	***	***	***		
53	***	***	***	***	***		
54	***	***	***	***	***		
55	***	***	***	***	***		
59	***	***	***	***	***		
Total	\$1,451,477	\$1,375,464	\$1,431,768	\$1,574,866	\$1,448,086	-0.23%	-8.05%
Fuel Group							
60							
61		***					
62							
69				***	***		
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	***	***	***	***	***		
72	***	***	***	***	***		
79	746,282	687,727	563,687	638,402	862,355	15.55%	35.08%
Total	\$746,282	\$687,727	\$563,687	\$638,402	\$862,355	15.55%	35.08%
Miscellaneous							
80	212,285	95,866	89,895	117,529	137,601	-35.18%	17.08%
81	231,285	243,571	220,349	215,665	219,986	-4.89%	2.00%
82							
83	577,783	697,363	767,022	871,562	974,998	68.75%	11.87%
84	510,100	666,784	540,935	538,504	686,584	34.60%	27.50%
85	***	***	***	***	***		
86	918,226	1,095,018	1,059,922	1,435,070	1,224,777	33.39%	-14.65%
87	2,090,349	1,808,807	1,400,792	2,308,840	2,137,027	2.23%	-7.44%
88	434,086	212,265	232,288	227,617	236,443	-45.53%	3.88%
89	5,088,695	4,728,308	5,980,643	6,713,336	8,451,331	66.08%	25.89%
90	4,314,091	3,745,684	4,338,230	4,564,016	4,593,102	6.47%	0.64%
91	1,035,889	1,091,423	575,333	1,412,555	998,938	-3.57%	-29.28%
00	10,099,999	31,007,963	28,535,310	28,748,186	30,878,991	205.73%	7.41%
Total	\$25,512,788	\$45,393,052	\$43,740,719	\$47,152,880	\$50,539,778	98.10%	7.18%
TOTAL	\$96,136,311	\$113,938,509	\$111,836,055	\$116,146,622	\$120,694,419	25.55%	3.92%

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

Grayson County	2000	2001	2002	2003	2004	2000-2004	2003-2004
	\$	\$	\$	\$	\$	% Change	% Change
Apparel Group							
1	***	***	***	***	***		
2							
3							
4							
9							
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Automotive Group							
10	995,728	836,662	912,022	743,475	912,049	-8.40%	22.67%
11							
12							
13	***	***	***	***	***		
14	619,632	623,956	576,599	798,812	990,478	59.85%	23.99%
19				***	***		
Total	\$1,615,360	\$1,460,618	\$1,488,621	\$1,542,287	\$1,902,527	17.78%	23.36%
Food Group							
20			***				
21							
22							
23	100,952	99,132	51,553	***	***	***	***
24	8,396,917	8,425,441	8,318,335	8,460,557	8,501,789	1.25%	0.49%
25	3,606,025	3,275,618	2,471,413	2,150,405	2,398,908	-33.48%	11.56%
26							
27	6,602,290	9,979,688	14,026,660	3,134,223	3,033,647	-54.05%	-3.21%
28							
29	593,317	***	***	***	***	***	
Total	\$19,299,501	\$21,779,879	\$24,867,961	\$13,745,185	\$13,934,344	-27.80%	1.38%
Furniture, Home Furnishings, & Equipment Group							
30	302,029	396,283	447,186	442,970	458,662	51.86%	3.54%
31				***			
32	***		***	***	***		
33	***	***	***	***	***		
39	***	***	***	***	***	***	
Total	\$302,029	\$396,283	\$447,186	\$442,970	\$458,662	51.86%	3.54%
General Merchandise Group							
40							
41	***						
42	***	***	***	***	***		
49	1,378,658	1,376,075	1,270,199	1,265,201	1,957,465	41.98%	54.72%
Total	\$1,378,658	\$1,376,075	\$1,270,199	\$1,265,201	\$1,957,465	41.98%	54.72%
Lumber, Building Material, & Supply Group							
50	4,944,692	***	***	2,643,033	***	***	***
51	***	***	***	***	***		
52							
53	***	***	***	***	***		
54							
55	145,990	***	***	***	***		
59							
Total	\$5,090,682	\$0	\$0	\$2,643,033	\$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	1,132,703	1,608,471	961,967	1,689,166	1,799,315	58.85%	6.52%
Total	\$1,132,703	\$1,608,471	\$961,967	\$1,689,166	\$1,799,315	58.85%	6.52%
Miscellaneous							
80	49,218	68,506	98,900	85,457	62,771	27.54%	-26.55%
81	46,576	21,523	11,195	19,558	13,795	-70.38%	-29.47%
82							
83	367,469	242,927	242,491	338,328	395,371	7.59%	16.86%
84	145,783	206,700	143,447	146,421	153,810	5.51%	5.05%
85	158,614	***	176,498	164,493	183,232	15.52%	11.39%
86	***	***	35,606	***	***		
87	94,081	194,097	159,086	118,974	77,365	-17.77%	-34.97%
88	69,413	37,652	27,375	27,198	35,624	-48.68%	30.98%
89	4,529,130	5,649,770	6,079,713	4,663,634	6,114,790	35.01%	31.12%
90	442,841	297,314	575,613	678,225	619,488	39.89%	-8.66%
91	0	0	0	0	0	0.00%	0.00%
00	3,690,827	6,729,625	6,017,653	4,317,007	6,323,497	71.33%	46.48%
Total	\$9,593,952	\$13,448,114	\$13,567,577	\$10,559,295	\$13,979,743	45.71%	32.39%
TOTAL	\$38,412,885	\$40,069,440	\$42,603,511	\$31,887,137	\$34,032,056	-11.40%	6.73%

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

Smyth County	2000	2001	2002	2003	2004	2000-2004	2003-2004
	\$	\$	\$	\$	\$	% Change	% Change
Apparel Group							
1	2,452,457	2,120,743	1,904,964	2,168,212	2,647,720	7.96%	22.12%
2							
3							
4	***	***	***	***	***		
9							
Total	\$2,452,457	\$2,120,743	\$1,904,964	\$2,168,212	\$2,647,720	7.96%	22.12%
Automotive Group							
10	4,548,506	4,796,202	4,432,051	4,515,311	4,494,817	-1.18%	-0.45%
11	***	***	***	***	***		
12							
13	1,122,275	1,134,672	1,368,389	1,206,967	1,172,403	4.47%	-2.86%
14	3,308,140	3,294,215	5,310,215	5,839,778	6,282,706	89.92%	7.58%
19	438,776	475,884	580,637	579,744	495,350	12.89%	-14.56%
Total	\$9,417,697	\$9,700,973	\$11,691,292	\$12,141,800	\$12,445,276	32.15%	2.50%
Food Group							
20	206,327	***	***	***	***	***	
21	***	***	***	***	***		
22	***	***	***	***	***		
23	***	***	***	159,107	243,012	***	***
24	37,426,509	***	***	***	***		
25	19,006,759	18,872,933	19,535,613	16,481,265	16,799,823	-11.61%	1.93%
26	***	***	***	***	***		
27	16,576,756	16,429,933	15,711,601	16,542,858	18,815,264	13.50%	13.74%
28							
29	2,315,952	2,618,339	2,921,930	2,462,690	2,375,647	2.58%	-3.53%
Total	\$75,532,303	\$37,921,205	\$38,169,144	\$35,645,920	\$38,233,746	-49.38%	7.26%
Furniture, Home Furnishings, & Equipment Group							
30	2,933,788	3,151,553	3,749,797	2,692,594	3,041,511	3.67%	12.96%
31	297,715	273,263	484,737	374,707	318,305	6.92%	-15.05%
32	436,243	564,248	512,919	758,408	712,329	63.29%	-6.08%
33	86,881	***	***	***	43,740	-49.66%	***
39	***	***	***	***	***		
Total	\$3,754,627	\$3,989,064	\$4,747,453	\$3,825,709	\$4,115,885	9.62%	7.58%
General Merchandise Group							
40	***	***	***	***	***		
41	35,821,617	31,734,148	3,917,868	2,044,746	1,980,781	-94.47%	-3.13%
42	1,435,742	491,819	338,134	363,106	334,851	-76.68%	-7.78%
49	9,812,181	8,601,835	8,771,299	8,099,482	8,612,297	-12.23%	6.33%
Total	\$47,069,540	\$40,827,802	\$13,027,301	\$10,507,334	\$10,927,929	-76.78%	4.00%
Lumber, Building Material, & Supply Group							
50	9,798,028	9,065,660	8,842,718	9,031,766	9,173,372	-6.38%	1.57%
51							
52	***	***	***	***	***		
53	858,752	794,275	***	***	***	***	
54	***	***	***	***	***		
55	90,876	67,061	105,309	134,681	169,082	86.06%	25.54%
59							
Total	\$10,747,656	\$9,926,996	\$8,948,027	\$9,166,447	\$9,342,454	-13.07%	1.92%
Fuel Group							
60	1,037,858	1,058,711	967,613	1,558,692	2,185,475	110.58%	40.21%
61							
62							
69				***	***		
Total	\$1,037,858	\$1,058,711	\$967,613	\$1,558,692	\$2,185,475	110.58%	40.21%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	***	***	***	***	***		
72	242,044	139,859	***	168,207	221,072	-8.66%	31.43%
79	3,035,096	3,367,183	3,249,115	3,495,122	4,226,788	39.26%	20.93%
Total	\$3,277,140	\$3,507,042	\$3,249,115	\$3,663,329	\$4,447,860	35.72%	21.42%
Miscellaneous							
80	355,500	303,104	256,305	277,303	280,787	-21.02%	1.26%
81	733,447	766,602	715,538	288,491	593,416	-19.09%	105.70%
82	***	***	***	***	***		
83	768,013	711,356	550,372	522,756	616,876	-19.68%	18.00%
84	576,468	431,461	547,445	581,592	1,260,805	118.71%	116.79%
85	967,656	968,288	790,954	722,233	779,330	-19.46%	7.91%
86	300,030	348,792	400,703	311,202	221,406	-26.21%	-28.85%
87	1,416,630	1,300,110	1,287,836	1,086,079	1,751,315	23.63%	61.25%
88	741,150	646,388	601,229	700,147	801,452	8.14%	14.47%
89	10,086,950	15,970,564	12,551,322	10,520,469	9,918,767	-1.67%	-5.72%
90	3,403,594	3,184,286	3,789,357	3,883,821	3,483,143	2.34%	-10.32%
91	979,421	1,020,154	528,178	1,349,440	1,076,092	9.87%	-20.26%
00	5,296,703	38,577,146	66,091,665	69,863,327	68,470,107	1192.69%	-1.99%
Total	\$25,625,562	\$64,228,251	\$88,110,904	\$90,106,860	\$89,253,496	248.30%	-0.95%
TOTAL	\$178,914,840	\$173,280,787	\$170,815,883	\$169,084,303	\$173,599,841	-2.97%	2.67%

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

Washington County	2000 \$	2001 \$	2002 \$	2003 \$	2004 \$	2000-2004 % Change	2003-2004 % Change
Apparel Group							
1	6,355,237	7,062,917	4,352,925	4,433,168	4,006,796	-36.95%	-9.62%
2							
3							
4	***	***	***	***	***		
9	25,699	***	***	***	91,337	255.41%	***
Total	\$6,380,936	\$7,062,917	\$4,352,925	\$4,433,168	\$4,098,133	-35.78%	-7.56%
Automotive Group							
10	13,117,634	12,165,998	11,312,267	11,342,287	14,606,864	11.35%	28.78%
11	***	***					
12	***	61,081	***	***	***		
13	817,483	753,191	825,439	1,868,918	1,569,797	92.03%	-16.01%
14	8,431,423	8,027,222	9,255,672	9,338,763	12,421,843	47.33%	33.01%
19	982,719	968,147	985,607	965,156	843,855	-14.13%	-12.57%
Total	\$23,349,259	\$21,975,639	\$22,378,985	\$23,515,124	\$29,442,359	26.10%	25.21%
Food Group							
20	***	***	***	***	***		
21				***	***		
22							
23	810,969	884,818	654,273	542,863	462,471	-42.97%	-14.81%
24	36,783,344	38,606,811	38,676,382	40,874,726	45,052,785	22.48%	10.22%
25	20,881,493	20,383,810	19,636,055	16,273,880	15,623,136	-25.18%	-4.00%
26							
27	37,495,696	38,827,262	39,304,837	36,940,733	40,370,269	7.67%	9.28%
28	***	***	***	***	***		
29	6,742,807	7,578,679	10,643,218	13,126,322	14,814,191	119.70%	12.86%
Total	\$102,714,309	\$106,281,380	\$108,914,765	\$107,758,524	\$116,322,852	13.25%	7.95%
Furniture, Home Furnishings, & Equipment Group							
30	10,309,636	10,361,269	10,888,878	11,493,501	12,406,749	20.34%	7.95%
31	194,556	213,585	129,120	150,898	***	***	***
32	867,919	506,501	914,275	695,652	1,050,605	21.05%	51.02%
33	1,369,293	1,249,530	1,279,543	783,048	***	***	***
39	1,753,641	1,153,800	587,518	764,235	801,869	-54.27%	4.92%
Total	\$14,495,045	\$13,484,685	\$13,799,334	\$13,887,334	\$14,259,223	-1.63%	2.68%
General Merchandise Group							
40	2,651,994	2,872,097	99,179,798	108,436,060	108,880,429	4005.61%	0.41%
41	126,701,937	123,566,170	32,407,580	24,196,597	22,241,900	-82.45%	-8.08%
42	2,652,679	1,272,008	1,281,196	1,647,670	2,702,544	1.88%	64.02%
49	8,407,507	8,714,787	9,639,373	9,905,741	10,627,451	26.40%	7.29%
Total	\$140,414,117	\$136,425,062	\$142,507,947	\$144,186,068	\$144,452,324	2.88%	0.18%
Lumber, Building Material, & Supply Group							
50	19,552,990	17,012,905	15,839,966	16,610,385	18,369,004	-6.06%	10.59%
51	4,449,814	5,445,196	5,732,604	5,665,502	***	***	***
52	***	***	***	***			
53	38,780,580	39,253,708	42,715,052	45,963,121	49,992,273	28.91%	8.77%
54	***	***	***	***	***		
55	***	***	***	***	***		
59	221,290	247,558	257,364	266,034	243,046	9.83%	-8.64%
Total	\$62,974,674	\$61,959,367	\$64,544,986	\$68,505,042	\$68,604,323	8.94%	0.14%
Fuel Group							
60	3,254,404	2,663,514	2,688,316	3,997,699	4,774,879	46.72%	19.44%
61		***	***	***	***		
62							
69	-3,081,229	331,479	88,811	2,178,184	65,189	-102.12%	-97.01%
Total	\$173,175	\$2,994,993	\$2,777,127	\$6,175,883	\$4,840,068	2694.90%	-21.63%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	274,971	104,803	53,883	58,671	82,117	-70.14%	39.96%
72	959,111	944,828	906,857	799,707	830,347	-13.43%	3.83%
79	15,330,458	14,525,289	13,924,924	15,106,358	16,770,367	9.39%	11.02%
Total	\$16,564,540	\$15,574,920	\$14,885,664	\$15,964,736	\$17,682,831	6.75%	10.76%
Miscellaneous							
80	673,185	386,710	264,364	270,744	269,760	-59.93%	-0.36%
81	3,355,779	3,250,035	3,155,476	3,337,945	3,182,475	-5.16%	-4.66%
82	5,972,992	6,124,620	6,340,454	5,891,957	5,975,448	0.04%	1.42%
83	2,761,826	2,729,946	2,705,601	2,681,951	2,826,231	2.33%	5.38%
84	5,709,812	4,964,607	4,966,368	5,562,868	7,037,484	23.25%	26.51%
85	1,518,561	1,501,431	1,295,745	1,215,728	1,482,741	-2.36%	21.96%
86	1,062,467	1,078,396	1,524,421	1,081,507	994,721	-6.38%	-8.02%
87	6,767,410	6,622,803	6,525,651	6,900,410	7,927,023	17.14%	14.88%
88	569,763	540,694	479,196	561,112	625,388	9.76%	11.46%
89	21,674,520	28,032,846	25,919,740	27,813,314	34,958,025	61.29%	25.69%
90	9,397,010	9,891,933	9,994,765	11,447,625	11,249,459	19.71%	-1.73%
91	1,778,538	1,974,985	1,044,264	2,597,672	1,893,855	6.48%	-27.09%
00	6,922,262	6,419,237	6,082,267	6,208,552	13,361,786	93.03%	115.22%
Total	\$68,164,125	\$73,518,243	\$70,298,312	\$75,571,385	\$91,784,396	34.65%	21.45%
TOTAL	\$435,230,180	\$439,277,206	\$444,460,045	\$459,997,264	\$491,486,509	12.93%	6.85%

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

Wythe County	2000	2001	2002	2003	2004	2000-2004	2003-2004
	\$	\$	\$	\$	\$	% Change	% Change
Apparel Group							
1	13,682,648	11,342,964	12,783,246	15,088,942	16,643,076	21.64%	10.30%
2							
3							
4	2,735,607	2,549,985	2,753,666	2,229,510	2,297,750	-16.01%	3.06%
9	***	***		***	***		
Total	\$16,418,255	\$13,892,949	\$15,536,912	\$17,318,452	\$18,940,826	15.36%	9.37%
Automotive Group							
10	4,899,935	5,501,043	5,746,871	6,271,736	6,449,935	31.63%	2.84%
11							
12	***	***	***	***	***		
13	8,279,737	5,786,330	7,145,885	8,985,430	8,496,293	2.62%	-5.44%
14	26,940,664	23,598,604	18,610,598	19,924,625	15,656,352	-41.89%	-21.42%
19	77,318	-57,152	55,262	247,061	184,403	138.50%	-25.36%
Total	\$40,197,654	\$34,828,825	\$31,558,616	\$35,428,852	\$30,786,983	-23.41%	-13.10%
Food Group							
20	***	***			***		
21	***	***	***	***	***		
22							
23	856,241	908,526	842,059	839,225	918,304	7.25%	9.42%
24	24,376,431	21,597,716	19,435,334	19,985,938	19,337,497	-20.67%	-3.24%
25	19,332,688	21,286,734	26,164,099	29,937,469	35,489,865	83.57%	18.55%
26							
27	30,267,602	29,940,654	33,122,372	34,502,142	37,150,994	22.74%	7.68%
28	***	***	***	***	***		
29	3,408,436	3,447,933	5,348,111	6,446,526	3,597,293	5.54%	-44.20%
Total	\$78,241,398	\$77,181,563	\$84,911,975	\$91,711,300	\$96,493,953	23.33%	5.21%
Furniture, Home Furnishings, & Equipment Group							
30	2,992,378	3,420,197	4,225,099	3,959,675	4,503,199	50.49%	13.73%
31	259,392	205,235	170,097	147,647	116,433	-55.11%	-21.14%
32	273,578	87,008	108,223	124,048	161,272	-41.05%	30.01%
33	1,069,310	962,927	794,025	652,329	602,365	-43.67%	-7.66%
39	1,239,805	253,771	***	***	***		
Total	\$5,834,463	\$4,929,138	\$5,297,444	\$4,883,699	\$5,383,269	-7.73%	10.23%
General Merchandise Group							
40	1,682,566	1,596,569	41,093,601	47,929,474	51,133,151	2939.00%	6.68%
41	16,155,371	28,866,037	13,077,275	9,566,622	8,944,477	-44.63%	-6.50%
42	1,815,885	859,067	688,366	497,384	474,287	-73.88%	-4.64%
49	8,217,893	7,075,378	6,852,877	7,090,907	7,246,687	-11.82%	2.20%
Total	\$27,871,715	\$38,397,051	\$61,712,119	\$65,084,387	\$67,798,602	143.25%	4.17%
Lumber, Building Material, & Supply Group							
50	19,182,400	13,131,815	11,010,432	12,704,853	13,566,098	-29.28%	6.78%
51	***	***	***	***	***		
52	***	***	***	***	***		
53	***	***	22,518,390	***	***		***
54							
55	***	***	***	***	***		
59	***						
Total	\$19,182,400	\$13,131,815	\$33,528,822	\$12,704,853	\$13,566,098	-29.28%	6.78%
Fuel Group							
60	***	***	***	***	***		
61							
62							
69	***	***	***	***	***		
Total	\$0	\$0	\$0	\$0	\$0	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70				***	***		
71	***	121,626	134,528	***	***	***	***
72	***	***	89,745	46,039	***	***	***
79	4,822,011	5,590,944	5,147,036	5,930,259	7,390,154	53.26%	24.62%
Total	\$4,822,011	\$5,712,570	\$5,371,309	\$5,976,298	\$7,390,154	53.26%	23.66%
Miscellaneous							
80	1,311,871	1,146,002	1,254,287	952,290	716,223	-45.40%	-24.79%
81	4,275,547	4,320,694	4,317,188	4,297,535	4,885,940	14.28%	13.69%
82	***	***	***	***	***		
83	1,031,564	844,033	687,899	584,821	631,549	-38.78%	7.99%
84	1,026,751	919,842	972,780	803,959	531,242	-48.26%	-33.92%
85	1,682,886	1,252,338	1,150,508	1,056,792	1,032,985	-38.62%	-2.25%
86	76,498	264,959	529,123	509,268	650,760	750.69%	27.78%
87	1,403,486	1,172,522	1,381,914	1,362,840	1,323,374	-5.71%	-2.90%
88	487,845	435,483	428,544	487,288	503,536	521.24%	3.33%
89	10,781,945	14,040,454	10,225,306	10,642,569	13,540,485	25.58%	27.23%
90	14,778,822	14,875,168	14,715,825	15,372,301	14,410,692	-2.49%	-6.26%
91	862,441	929,873	477,947	1,203,152	945,788	9.66%	-21.39%
00	10,890,244	18,661,053	5,658,922	31,347,677	32,701,555	200.28%	4.32%
Total	\$48,609,900	\$58,862,421	\$41,800,243	\$68,620,492	\$71,874,129	47.86%	4.74%
TOTAL	\$241,177,796	\$246,937,332	\$279,717,440	\$302,347,677	\$312,234,014	29.46%	3.27%

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

City of Bristol	2000 \$	2001 \$	2002 \$	2003 \$	2004 \$	2000-2004 % Change	2003-2004 % Change
Apparel Group							
1	15,740,097	14,905,512	15,343,545	16,797,674	16,112,212	2.36%	-4.08%
2							
3	***	***	***				
4	***	1,872,810	1,875,500	1,798,107	***	***	***
9	135,428	***	***	261,290	***	***	***
Total	\$15,875,525	\$16,778,322	\$17,219,045	\$18,857,071	\$16,112,212	1.49%	-14.56%
Automotive Group							
10	6,386,549	6,051,505	6,823,736	6,924,908	7,151,167	11.97%	3.27%
11							
12				***	***		
13	4,254,481	4,617,698	5,279,765	5,331,451	5,780,420	35.87%	8.42%
14	2,305,645	2,141,061	2,884,266	3,614,778	3,652,694	58.42%	1.05%
19	2,059,989	1,370,937	1,500,475	1,169,762	1,375,594	-33.22%	17.60%
Total	\$15,006,664	\$14,181,201	\$16,488,242	\$17,040,899	\$17,959,875	19.68%	5.39%
Food Group							
20	863,849	985,160	1,151,932	1,119,653	1,156,157	33.84%	3.26%
21							
22	***	9,356	5,140	4,510	***	***	***
23	***	***	***	***	***	***	***
24	***	***	***	***	***		
25	7,810,398	7,968,578	8,270,091	7,392,728	6,243,541	-20.06%	-15.54%
26							
27	43,196,481	45,425,229	44,362,614	49,965,978	51,624,213	19.51%	3.32%
28							
29	4,233,722	3,675,161	4,284,641	3,648,004	3,176,699	-24.97%	-12.92%
Total	\$56,104,450	\$58,063,484	\$58,074,418	\$62,130,873	\$62,200,610	10.87%	0.11%
Furniture, Home Furnishings, & Equipment Group							
30	5,957,710	5,692,457	6,560,791	7,733,828	11,014,103	84.87%	42.41%
31	1,140,595	1,106,514	894,111	1,270,194	1,481,080	29.85%	16.60%
32	2,076,751	1,630,057	1,771,249	1,038,201	478,251	-76.97%	-53.93%
33	3,459,287	4,231,076	4,128,710	3,654,518	2,416,686	-30.14%	-33.87%
39	2,098,903	995,155	664,687	605,882	578,967	-72.42%	-4.44%
Total	\$14,733,246	\$13,655,259	\$14,019,548	\$14,302,623	\$15,969,087	8.39%	11.65%
General Merchandise Group							
40	42,741,116	45,295,952	41,554,235	41,728,781	42,548,069	-0.45%	1.96%
41	1,769,732	1,555,027	1,585,290	1,642,214	1,678,193	-5.17%	2.19%
42	996,311	852,994	884,589	915,269	916,795	-7.98%	0.17%
49	5,187,912	5,095,191	5,934,537	5,159,266	5,033,446	-2.98%	-2.44%
Total	\$50,695,071	\$52,799,164	\$49,958,651	\$49,445,530	\$50,176,503	-1.02%	1.48%
Lumber, Building Material, & Supply Group							
50	12,751,808	11,335,010	18,554,585	19,093,444	21,918,300	71.88%	14.79%
51	***	***	***	***	***		
52	***	***	***	***	***		
53	423,238	298,030	279,257	281,780	***	***	***
54							
55	***	***	***	***	***		
59	***	***	***	***	***		
Total	\$13,175,046	\$11,633,040	\$18,833,842	\$19,375,224	\$21,918,300	66.36%	13.13%
Fuel Group							
60	3,582,791	3,386,860	3,124,145	3,439,849	2,936,905	-18.03%	-14.62%
61	***						
62							
69	***	***	***	***	***		
Total	\$3,582,791	\$3,386,860	\$3,124,145	\$3,439,849	\$2,936,905	-18.03%	-14.62%
Machinery, Equipment, & Supplies Group							
70	***	***	***	***	***		
71	24,353	94,195	247,968	342,341	438,608	1701.04%	28.12%
72	2,080,706	2,303,700	2,484,129	2,718,784	2,685,620	29.07%	-1.22%
79	8,453,288	9,823,782	8,535,553	8,273,787	8,973,718	6.16%	8.46%
Total	\$10,558,347	\$12,221,677	\$11,267,650	\$11,334,912	\$12,097,946	14.58%	6.73%
Miscellaneous							
80	456,050	415,462	578,283	552,878	433,438	-4.96%	-21.60%
81	19,312,072	13,942,976	11,839,247	13,819,216	15,979,028	-17.26%	15.63%
82	***	***	***	***	***		
83	1,882,870	1,799,381	1,911,599	2,011,080	1,779,259	-5.50%	-11.53%
84	3,448,703	2,854,804	2,747,710	2,732,135	1,544,618	-55.21%	-43.46%
85	7,699,669	7,967,415	8,840,177	7,495,595	8,488,454	10.24%	13.25%
86	162,279	195,128	180,385	158,194	148,581	-8.44%	-6.08%
87	4,618,725	4,761,063	5,008,094	4,659,159	4,473,749	-3.14%	-3.98%
88	1,527,278	1,329,871	1,140,841	1,044,344	1,052,984	-31.05%	0.83%
89	23,157,152	22,886,682	20,114,286	22,001,035	24,198,569	4.50%	9.99%
90	3,739,773	3,385,683	4,207,702	4,188,483	4,632,437	23.87%	10.60%
91	1,563,094	1,821,990	1,011,955	2,557,020	2,266,597	45.01%	-11.36%
00	56,368,004	53,572,605	54,242,595	55,773,506	57,171,550	1.43%	2.51%
Total	\$123,935,669	\$114,933,060	\$111,822,874	\$116,992,645	\$122,169,264	-1.43%	4.42%
TOTAL	\$303,666,809	\$297,652,067	\$300,808,415	\$312,919,626	\$321,540,702	5.89%	2.76%

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

City of Galax	2000 \$	2001 \$	2002 \$	2003 \$	2004 \$	2000-2004 % Change	2003-2004 % Change
Apparel Group							
1	5,314,835	3,929,808	3,814,669	4,063,754	4,191,806	-21.13%	3.15%
2							
3							
4	***		***				
9							
Total	\$5,314,835	\$3,929,808	\$3,814,669	\$4,063,754	\$4,191,806	-21.13%	3.15%
Automotive Group							
10	5,165,219	3,713,140	3,886,891	4,646,814	4,508,372	-12.72%	-2.98%
11							
12							
13	***	***	***	***	***		
14	3,903,207	7,788,476	7,320,679	7,208,556	7,620,955	95.25%	5.72%
19	***	***	***	***	***		
Total	\$9,068,426	\$11,501,616	\$11,207,570	\$11,855,370	\$12,129,327	33.75%	2.31%
Food Group							
20	***	***	263,499	***	***	***	***
21							
22							
23	***	***			***		
24	***	***	***	***	***		
25	8,762,571	6,293,848	4,305,477	4,007,545	4,794,314	-45.29%	19.63%
26	***	***	***	***	***		
27	15,038,111	14,426,017	15,432,059	15,660,056	17,397,892	15.69%	11.10%
28							
29	357,077	893,780	419,482	343,850	***	***	***
Total	\$24,157,759	\$21,613,645	\$20,420,517	\$20,011,451	\$22,192,206	-8.14%	10.90%
Furniture, Home Furnishings, & Equipment Group							
30	4,121,299	4,612,444	5,826,301	7,422,599	7,772,873	88.60%	4.72%
31	589,910	***	***	***	***	***	
32	***	***	1,212,188	1,001,387	649,366	***	-35.15%
33	***	***	***	***	***		
39	***	***	***	***	***		
Total	\$4,711,209	\$4,612,444	\$7,038,489	\$8,423,986	\$8,422,239	78.77%	-0.02%
General Merchandise Group							
40	***	***	***	***	***		
41	70,888,379	67,162,049	8,292,269	4,183,243	4,121,707	-94.19%	-1.47%
42	***	***	***	***	***		
49	3,801,132	3,290,395	3,932,630	3,988,523	3,822,326	0.56%	-4.17%
Total	\$74,689,511	\$70,452,444	\$12,224,899	\$8,171,766	\$7,944,033	-89.36%	-2.79%
Lumber, Building Material, & Supply Group							
50	6,536,939	5,612,509	***	***	***	***	
51	***	***	***	***	***		
52	***	***	***	***	***		
53	***	***	***	***	***		
54	***	***	***	***	***		
55	1,380,590	1,382,801	1,453,180	***	***	***	***
59				***			
Total	\$7,917,529	\$6,995,310	\$1,453,180	\$0	\$0	0.00%	0.00%
Fuel Group							
60	***	***	***	***	***		
61							
62							
69	4,133,314	***	***	***	1,459,679	-64.69%	
Total	\$4,133,314	\$0	\$0	\$0	\$1,459,679	0.00%	0.00%
Machinery, Equipment, & Supplies Group							
70			***	***	***		
71	***	135,809	100,669	128,177	140,779	***	9.83%
72	***	***	***	***	***		
79	1,384,649	1,470,630	1,708,023	1,288,148	1,193,861	-13.78%	-7.32%
Total	\$1,384,649	\$1,606,439	\$1,808,692	\$1,416,325	\$1,334,640	-3.61%	-5.77%
Miscellaneous							
80	***	***	***	***	***		
81	103,966	98,191	88,139	123,333	95,025	-8.60%	-22.95%
82							
83	396,239	380,404	242,319	43,679	121,462	-69.35%	178.08%
84	1,037,804	980,247	925,434	787,727	672,842	-35.17%	-14.58%
85	1,885,157	1,729,063	1,778,551	1,748,107	1,722,784	-8.61%	-1.45%
86	96,027	127,454	***	13,284	375,353	290.88%	2725.60%
87	868,841	1,048,517	918,914	915,401	962,564	10.79%	5.15%
88	572,556	414,989	427,943	374,686	358,066	-37.46%	-4.44%
89	4,711,361	5,768,803	5,782,829	4,893,468	4,432,637	-5.92%	-9.42%
90	***	***	242,795	***	***		***
91	0	0	0	0	196,888		
00	44,142,554	29,837,725	92,933,886	102,869,609	107,059,346	142.53%	4.07%
Total	\$53,814,505	\$40,385,393	\$103,340,810	\$111,769,294	\$115,996,967	115.55%	3.78%
TOTAL	\$185,191,737	\$161,097,099	\$161,308,826	\$165,711,946	\$173,670,897	-6.22%	4.80%

*** 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, stationary/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.