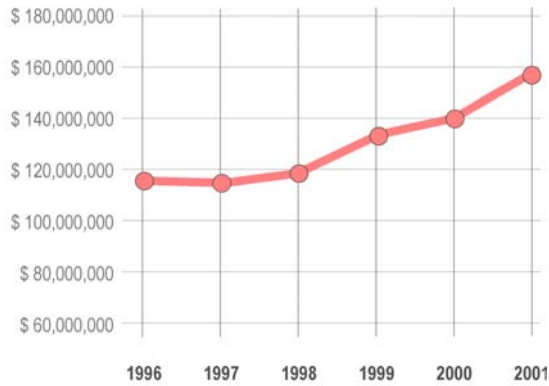


Retail Sales

Economic vitality can also be viewed in terms of how much business is being done in a community. For example, in year 1997, taxable business sales in Mountlake Terrace amounted to a little below \$120,000,000, while in year 2001, business sales equaled about \$160,000,000. (See Figure EV-7.) In general, the same period also saw an increase in taxable units, i.e., the number of items sold. (See Figure EV-9.) The change in amounts from year to year reflects various factors, such as new businesses being opened in town and fluctuations in the larger region's economic health.

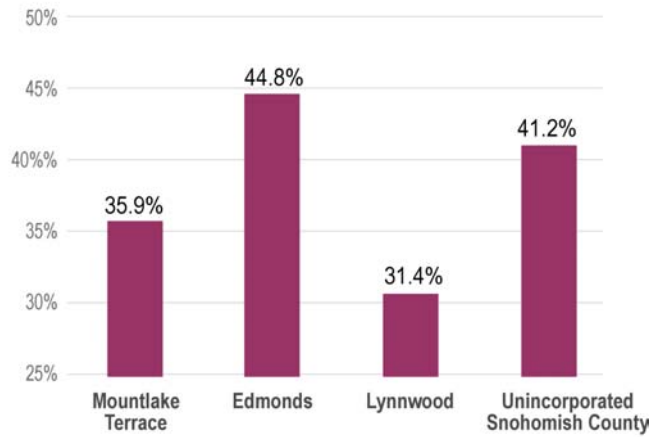
Figure EV-7
Taxable Retail Sales
City of Mountlake Terrace



Source: Washington State Dept. of Revenue
 Snohomish County Economic Development Council

Retail sales reported within the City have increased 36% since 1996. Comparisons to Edmonds, Lynnwood, and the County for this same time period follow in Figure EV-8.

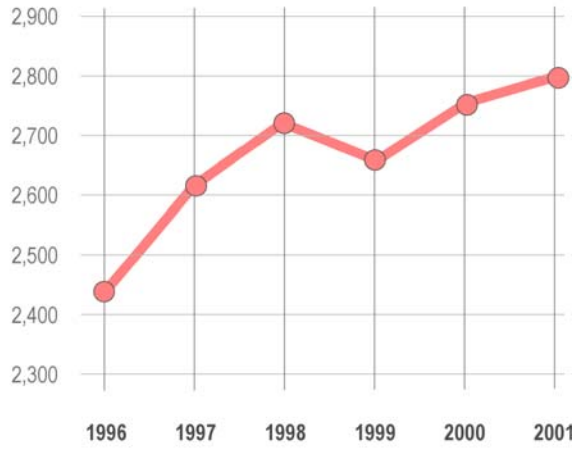
Figure EV-8
Percent Change in Taxable Retail Sales 1996 to 2001



Source: Washington State Dept. of Revenue
 Snohomish County Economic Development Council

Figure EV-9

Number of Taxable Units 1996 to 2001
City of Mountlake Terrace



Source: Washington State Dept. of Revenue
Snohomish County Economic Development Council

More recent data for the first quarter of 2002 shows a 6.2% decline in retail sales, as compared to the first quarter of 2001. This is consistent with state trends.