



# Miami County, Kansas

January 2023

## Economic Data Point

Janet McRae

Economic Development

### Annual Trade Pull Factor

County	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Butler	0.72	0.71	0.71	0.73	0.75	0.75	0.72	0.72	0.74	0.76	0.74	0.73
Douglas	0.91	0.91	0.91	0.89	0.91	0.94	0.95	0.94	0.93	0.9	0.89	0.91
Finney	1.27	1.29	1.31	1.35	1.38	1.35	1.35	1.35	1.41	1.42	1.46	1.42
Franklin	0.71	0.72	0.72	0.73	0.76	0.74	0.77	0.75	0.77	0.83	0.85	0.80
Harvey	0.75	0.74	0.74	0.74	0.76	0.74	0.75	0.72	0.73	0.73	0.73	0.71
Johnson	1.3	1.28	1.28	1.28	1.29	1.31	1.30	1.30	1.28	1.23	1.23	1.25
Leavenworth	0.56	0.54	0.54	0.54	0.57	0.58	0.58	0.59	0.58	0.60	0.60	0.58
Lyon	0.91	0.88	0.85	0.87	0.91	0.58	0.89	0.90	0.92	0.92	0.91	0.94
McPherson	1.03	0.98	0.98	1.03	1.09	1.00	0.99	1.00	1.10	1.03	1.00	0.95
<b>Miami</b>	<b>0.62</b>	<b>0.63</b>	<b>0.63</b>	<b>0.64</b>	<b>0.66</b>	<b>0.67</b>	<b>0.68</b>	<b>0.67</b>	<b>0.66</b>	<b>0.67</b>	<b>0.69</b>	<b>0.70</b>
Riley	0.86	0.85	0.79	0.77	0.77	0.79	0.79	0.77	0.76	0.72	0.74	0.75
Saline	1.32	1.32	1.30	1.32	1.34	1.32	1.31	1.32	1.31	1.33	1.36	1.36
Sumner	0.53	0.64	0.61	0.61	0.62	0.58	0.57	0.59	0.61	0.64	0.57	0.57

Source: Kansas Department of Revenue

The County Trade Pull Factor is a measure of the relative strength of the retail community. It is computed by dividing the per capita sales tax collections of a county by the statewide per capita sales tax collections. A factor of 1.00 is a perfect balance of trade indicating that the purchases of county residents who shop elsewhere are offset by the purchases of out-of-county customers. Pull factors greater than 1.00 show that local businesses are pulling in trade from beyond their home county border. Thus, the balance of trade is favorable. A pull factor value less than 1.00 indicates more trade is being lost than pulled in, that residents are shopping outside the county. This is an unfavorable balance of trade. A low factor is considered less than 0.40

While Miami County's trade factor is less than 1.0, that number stabilized after falling earlier in the decade. Data for the 2022 estimate was collected July 1, 2021 through June 30, 2022, and released in October, 2022. Changing sales tax rates do not factor into the calculation.

The Kansas Department of Revenue also reports data for the state's 100 largest cities, so Fontana's factor is not estimated. As part of those projections, an estimated trade area captured is provided. For example, Paola's 2022 pull factor is 1.63 capturing the retail sales generated by a population of 9,431 while the city's 2021 population was only 5,786. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.32 for a trade area captured of roughly 1,367

people – about 32% of the city’s 2021 estimated population of 4,280.

While Paola and Louisburg both draw trade from outside of their city limits, the remaining communities and unincorporated area brings the county’s overall pull factor to 0.70 for a trade area captured of 24,220 or 70% of the county’s actual 2021 population.

	2021		2022	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.28	7,842	1.16	7,481
Baldwin City	0.52	2,422	0.46	2,260
Basehor	0.50	3,329	0.47	3,371
Baxter Springs	0.60	2,326	0.54	2,079
Bonner Springs	1.47	11,721	1.57	12,277
Concordia	1.26	6,177	1.40	7,032
De Soto	0.51	3,363	0.52	3,326
Edwardsville	0.53	2,394	0.56	2,599
Fort Scott	1.21	9,223	1.22	9,182
Gardner	0.75	16,715	0.68	16,298
Garnett	1.07	3,501	0.92	2,933
Hesston	0.43	1,614	0.46	1,605
Iola	1.28	6,760	1.49	7,978
<b>Louisburg</b>	<b>1.31</b>	<b>6,025</b>	<b>1.15</b>	<b>5,746</b>
<b>Miami County</b>	<b>0.69</b>	<b>23,850</b>	<b>0.70</b>	<b>24,220</b>
<b>Osawatomie</b>	<b>0.37</b>	<b>1,572</b>	<b>0.32</b>	<b>1,367</b>
Ottawa	1.41	17,341	1.28	16,132
<b>Paola</b>	<b>1.67</b>	<b>9,478</b>	<b>1.63</b>	<b>9,431</b>
<b>Spring Hill</b>	<b>0.61</b>	<b>4,837</b>	<b>0.62</b>	<b>5,295</b>
Tonganoxie	0.55	3,102	0.54	3,094
Wamego	0.86	4,073	0.83	4,021

*This data point is shared with the local cities and chambers of commerce for their use.  
Miami County is an equal opportunity provider and employer.*