



# Miami County, Kansas

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## Economic Data Point

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Economic Development

### Annual Trade Pull Factor

County	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Butler	0.69	0.69	0.71	0.73	0.71	0.72	0.71	0.71	0.73	0.75	0.75	0.72
Douglas	0.97	0.87	0.85	0.85	0.86	0.91	0.91	0.91	0.89	0.91	0.94	0.95
Finney	1.01	1.05	1.13	1.15	1.09	1.27	1.29	1.31	1.35	1.38	1.35	1.35
Franklin	0.75	0.7	0.71	0.70	0.7	0.71	0.72	0.72	0.73	0.76	0.74	0.77
Harvey	0.77	0.78	0.79	0.79	0.78	0.75	0.74	0.74	0.74	0.76	0.74	0.75
Johnson	1.38	1.35	1.34	1.30	1.28	1.3	1.28	1.28	1.28	1.29	1.31	1.30
Leavenworth	0.60	0.57	0.54	0.55	0.57	0.56	0.54	0.54	0.54	0.57	0.58	0.58
Lyon	0.85	0.85	0.83	0.82	0.88	0.91	0.88	0.85	0.87	0.91	0.58	0.89
McPherson	0.92	0.94	0.92	0.99	1.05	1.03	0.98	0.98	1.03	1.09	1.00	0.99
<b>Miami</b>	<b>0.72</b>	<b>0.67</b>	<b>0.65</b>	<b>0.63</b>	<b>0.66</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>
Riley	0.79	0.86	0.77	0.78	0.83	0.86	0.85	0.79	0.77	0.77	0.79	0.79
Saline	1.31	1.32	1.28	1.33	1.34	1.32	1.32	1.30	1.32	1.34	1.32	1.31
Sumner	0.47	0.47	0.5	0.53	0.54	0.53	0.64	0.61	0.61	0.62	0.58	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 dramatically between 2006 and 2007. Data for the 2017 estimate was collected July 1, 2016 through June 30, 2017, and released in December, 2017. Changing sales tax rates do not factor into the calculation.

In 2017, the Kansas Department of Revenue altered its data reporting to include additional cities making historic trend data unavailable. However, pull factor information is available for four of the county's five cities. The estimates were calculated for the state's 100 largest cities, so Fontana's factor was not estimated.

As part of those estimates, an estimated trade area captured is provided. For example, Paola's pull factor is 1.69 capturing the retail sales generated by a population of 9,405 while the city's 2016 population was only 5,568. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.34 for a trade area captured of roughly 1,474 people – slightly more than 30% of the city's 2016 population.

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 0.68 for a trade area captured of 22,265 or 68% of the county's population.

	2017	
	Pull Factor	Trade Area Captured
Abilene	1.20	7,732
Baldwin City	0.44	2,064
Basehor	0.43	2,450
Baxter Springs	0.48	1,916
Bonner Springs	1.63	12,477
Concordia	1.34	6,963
De Soto	0.52	3,097
Edwardsville	0.59	2,575
Eudora	0.30	1,937
Gardner	0.69	14,485
Garnett	1.06	3,452
Hesston	0.41	1,545
Iola	1.44	7,863
<b>Louisburg</b>	<b>1.34</b>	<b>5,874</b>
<b>Miami County</b>	<b>0.68</b>	<b>22,265</b>
<b>Osawatomie</b>	<b>0.34</b>	<b>1,474</b>
Ottawa	1.23	15,188
<b>Paola</b>	<b>1.69</b>	<b>9,405</b>
<b>Spring Hill</b>	<b>0.62</b>	<b>2,208</b>
Tonganoxie	0.51	2,714
Wamego	0.83	3,925

*This data point is shared with the local cities and chambers of commerce for their use.*

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