



Miami County, Kansas

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Economic Data Point

Janet McRae

Economic Development

Annual Trade Pull Factor

County	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Butler	0.71	0.72	0.71	0.71	0.73	0.75	0.75	0.72	0.72	0.74	0.76	0.74
Douglas	0.86	0.91	0.91	0.91	0.89	0.91	0.94	0.95	0.94	0.93	0.9	0.89
Finney	1.09	1.27	1.29	1.31	1.35	1.38	1.35	1.35	1.35	1.41	1.42	1.46
Franklin	0.7	0.71	0.72	0.72	0.73	0.76	0.74	0.77	0.75	0.77	0.83	0.85
Harvey	0.78	0.75	0.74	0.74	0.74	0.76	0.74	0.75	0.72	0.73	0.73	0.73
Johnson	1.28	1.3	1.28	1.28	1.28	1.29	1.31	1.30	1.30	1.28	1.23	1.23
Leavenworth	0.57	0.56	0.54	0.54	0.54	0.57	0.58	0.58	0.59	0.58	0.60	0.60
Lyon	0.88	0.91	0.88	0.85	0.87	0.91	0.58	0.89	0.90	0.92	0.92	0.91
McPherson	1.05	1.03	0.98	0.98	1.03	1.09	1.00	0.99	1.00	1.10	1.03	1.00
Miami	0.66	0.62	0.63	0.63	0.64	0.66	0.67	0.68	0.67	0.66	0.67	0.69
Riley	0.83	0.86	0.85	0.79	0.77	0.77	0.79	0.79	0.77	0.76	0.72	0.74
Saline	1.34	1.32	1.32	1.30	1.32	1.34	1.32	1.31	1.32	1.31	1.33	1.36
Sumner	0.54	0.53	0.64	0.61	0.61	0.62	0.58	0.57	0.59	0.61	0.64	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 2021 estimate was collected July 1, 2020 through June 30, 2021, and released in December, 2021. 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 2021 pull factor is 1.67 capturing the retail sales generated by a population of 9,478 while the city's 2020 population was only 5,768. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.37 for a trade area captured of roughly 1,572

people – about 37% of the city’s 2020 estimated population of 4,255.

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 0.69 for a trade area captured of 23,850 or 70% of the county’s actual 2020 population.

	2020		2021	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.22	7,594	1.28	7,842
Baldwin City	0.49	2,298	0.52	2,422
Basehor	0.42	2,727	0.50	3,329
Baxter Springs	0.50	1,975	0.60	2,326
Bonner Springs	1.56	12,310	1.47	11,721
Concordia	1.41	7,030	1.26	6,177
De Soto	0.51	3,325	0.51	3,363
Edwardsville	0.54	2,429	0.53	2,394
Fort Scott	1.13	8,732	1.21	9,223
Gardner	0.73	16,063	0.75	16,715
Garnett	1.01	3,267	1.07	3,501
Hesston	0.42	1,562	0.43	1,614
Iola	1.60	8,424	1.28	6,760
Louisburg	1.30	5,916	1.31	6,025
Miami County	0.67	22,878	0.69	23,850
Osawatomie	0.35	1,508	0.37	1,572
Ottawa	1.36	16,647	1.41	17,341
Paola	1.66	9,477	1.67	9,478
Spring Hill	0.59	4,315	0.61	4,837
Tonganoxie	0.50	2,797	0.55	3,102
Wamego	0.81	3,818	0.86	4,073

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