



# Miami County, Kansas

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## Economic Data Point

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Economic Development

### Annual Trade Pull Factor

**Retail Pull Factors Measuring Regional Sales and Market Captured**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Butler	0.67	0.69	0.69	0.71	0.73	0.71	0.72	0.71	0.71	0.73	0.75	0.75
Douglas	0.99	0.97	0.87	0.85	0.85	0.86	0.91	0.91	0.91	0.89	0.91	0.94
Finney	1.01	1.01	1.05	1.13	1.15	1.09	1.27	1.29	1.31	1.35	1.38	1.35
Franklin	0.75	0.75	0.7	0.71	0.70	0.7	0.71	0.72	0.72	0.73	0.76	0.74
Harvey	0.79	0.77	0.78	0.79	0.79	0.78	0.75	0.74	0.74	0.74	0.76	0.74
Johnson	1.43	1.38	1.35	1.34	1.30	1.28	1.3	1.28	1.28	1.28	1.29	1.31
Leavenworth	0.61	0.60	0.57	0.54	0.55	0.57	0.56	0.54	0.54	0.54	0.57	0.58
Lyon	0.86	0.85	0.85	0.83	0.82	0.88	0.91	0.88	0.85	0.87	0.91	0.58
McPherson	0.92	0.92	0.94	0.92	0.99	1.05	1.03	0.98	0.98	1.03	1.09	1.00
<b>Miami County</b>	<b>0.73</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>
Riley	0.75	0.79	0.86	0.77	0.78	0.83	0.86	0.85	0.79	0.77	0.77	0.79
Saline	1.31	1.31	1.32	1.28	1.33	1.34	1.32	1.32	1.30	1.32	1.34	1.32
Sumner	0.46	0.47	0.47	0.5	0.53	0.54	0.53	0.64	0.61	0.61	0.62	0.58

**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 of 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 has stabilized after falling dramatically between 2006 and 2007. Data for the 2016 estimate is collected July 1, 2015 through June 30, 2016. It was released in April, 2017. Changing sales tax rates are not factored into the calculation.

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