



Miami County, Kansas

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Economic Data Point

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Economic Development

Annual Trade Pull Factor

County	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Butler	0.71	0.73	0.71	0.72	0.71	0.71	0.73	0.75	0.75	0.72	0.72	0.74
Douglas	0.85	0.85	0.86	0.91	0.91	0.91	0.89	0.91	0.94	0.95	0.94	0.93
Finney	1.13	1.15	1.09	1.27	1.29	1.31	1.35	1.38	1.35	1.35	1.35	1.41
Franklin	0.71	0.70	0.7	0.71	0.72	0.72	0.73	0.76	0.74	0.77	0.75	0.77
Harvey	0.79	0.79	0.78	0.75	0.74	0.74	0.74	0.76	0.74	0.75	0.72	0.73
Johnson	1.34	1.30	1.28	1.3	1.28	1.28	1.28	1.29	1.31	1.30	1.30	1.28
Leavenworth	0.54	0.55	0.57	0.56	0.54	0.54	0.54	0.57	0.58	0.58	0.59	0.58
Lyon	0.83	0.82	0.88	0.91	0.88	0.85	0.87	0.91	0.58	0.89	0.90	0.92
McPherson	0.92	0.99	1.05	1.03	0.98	0.98	1.03	1.09	1.00	0.99	1.00	1.10
Miami	0.65	0.63	0.66	0.62	0.63	0.63	0.64	0.66	0.67	0.68	0.67	0.66
Riley	0.77	0.78	0.83	0.86	0.85	0.79	0.77	0.77	0.79	0.79	0.77	0.76
Saline	1.28	1.33	1.34	1.32	1.32	1.30	1.32	1.34	1.32	1.31	1.32	1.31
Sumner	0.50	0.53	0.54	0.53	0.64	0.61	0.61	0.62	0.58	0.57	0.59	0.61

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 2019 estimate was collected July 1, 2018 through June 30, 2019, and released in December, 2019. 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 data 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 2019 pull factor is 1.62 capturing the retail sales generated by a population of 9,203 while the

city's 2018 population was only 5,670. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.35 for a trade area captured of roughly 1,488 people – about 34% of the city's 2018 estimated population of 4,266.

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 0.66 for a trade area captured of 22,293 or 66% of the county's population.

	2018		2019	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.22	7,808	1.21	7,602
Baldwin City	0.47	2,193	0.48	2,237
Basehor	0.43	2,596	0.44	2,752
Baxter Springs	0.48	1,882	0.50	1,953
Bonner Springs	1.53	11,889	1.52	11,847
Concordia	1.35	6,875	1.42	7,034
De Soto	0.49	2,981	0.47	2,999
Edwardsville	0.63	2,831	0.55	2,454
Gardner	0.70	15,046	0.70	15,242
Garnett	1.04	3,396	0.97	3,160
Hesston	0.41	1,538	0.42	1,570
Iola	1.51	8,103	1.62	8,617
Louisburg	1.33	5,953	1.31	5,904
Miami County	0.67	22,502	0.66	22,293
Osawatomie	0.33	1,423	0.35	1,488
Ottawa	1.25	15,442	1.28	15,715
Paola	1.70	9,491	1.62	9,203
Spring Hill	0.61	4,057	0.57	4,006
Tonganoxie	0.49	2,693	0.48	2,639
Wamego	0.84	3,943	0.82	3,928

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