



# Miami County, Kansas

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## Economic Data Point

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Economic Development

### Annual Trade Pull Factor

County	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Butler	0.71	0.72	0.71	0.71	0.73	0.75	0.75	0.72	0.72	0.74	0.76
Douglas	0.86	0.91	0.91	0.91	0.89	0.91	0.94	0.95	0.94	0.93	0.9
Finney	1.09	1.27	1.29	1.31	1.35	1.38	1.35	1.35	1.35	1.41	1.42
Franklin	0.7	0.71	0.72	0.72	0.73	0.76	0.74	0.77	0.75	0.77	0.83
Harvey	0.78	0.75	0.74	0.74	0.74	0.76	0.74	0.75	0.72	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
Leavenworth	0.57	0.56	0.54	0.54	0.54	0.57	0.58	0.58	0.59	0.58	0.6
Lyon	0.88	0.91	0.88	0.85	0.87	0.91	0.58	0.89	0.90	0.92	0.92
McPherson	1.05	1.03	0.98	0.98	1.03	1.09	1.00	0.99	1.00	1.10	1.03
<b>Miami</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>	<b>0.67</b>	<b>0.66</b>	<b>0.67</b>
Riley	0.83	0.86	0.85	0.79	0.77	0.77	0.79	0.79	0.77	0.76	0.72
Saline	1.34	1.32	1.32	1.30	1.32	1.34	1.32	1.31	1.32	1.31	1.33
Sumner	0.54	0.53	0.64	0.61	0.61	0.62	0.58	0.57	0.59	0.61	0.64

**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 2020 estimate was collected July 1, 2019 through June 30, 2020, and released in December, 2020. 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 are not estimated. As part of those projections, an estimated trade area captured is provided. For example, Paola's 2020 pull factor is 1.66 capturing the retail sales generated by a population of 9,477 while the city's 2019 population was only 5,719. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.35 for a trade area captured of

roughly 1,508 people – about 35% of the city’s 2019 estimated population of 4,284.

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 0.67 for a trade area captured of 22,878 or 67% of the county’s actual population.

	2019		2020	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.21	7,602	1.22	7,594
Baldwin City	0.48	2,237	0.49	2,298
Basehor	0.44	2,752	0.42	2,727
Baxter Springs	0.50	1,953	0.50	1,975
Bonner Springs	1.52	11,847	1.56	12,310
Concordia	1.42	7,034	1.41	7,030
De Soto	0.47	2,999	0.51	3,325
Edwardsville	0.55	2,454	0.54	2,429
Fort Scott	1.15	8,930	1.13	8,732
Gardner	0.70	15,242	0.73	16,063
Garnett	0.97	3,160	1.01	3,267
Hesston	0.42	1,570	0.42	1,562
Iola	1.62	8,617	1.60	8,424
<b>Louisburg</b>	<b>1.31</b>	<b>5,904</b>	<b>1.30</b>	<b>5,916</b>
<b>Miami County</b>	<b>0.66</b>	<b>22,293</b>	<b>0.67</b>	<b>22,878</b>
<b>Osawatomie</b>	<b>0.35</b>	<b>1,488</b>	<b>0.35</b>	<b>1,508</b>
Ottawa	1.28	15,715	1.36	16,647
<b>Paola</b>	<b>1.62</b>	<b>9,203</b>	<b>1.66</b>	<b>9,477</b>
<b>Spring Hill</b>	<b>0.57</b>	<b>4,006</b>	<b>0.59</b>	<b>4,315</b>
Tonganoxie	0.48	2,639	0.50	2,797
Wamego	0.82	3,928	0.81	3,818

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