COUNTY TRADE PULL FACTORS

Annual report for fiscal year 2012

(July 2011 – June 2012)

Kansas Department of Revenue
Office of Policy and Research
Issued December 2012

Introduction

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2012, which represents the period July 1, 2011 through June 30, 2012. Retail market data is presented three ways.

- The first measure is a location quotient of retail trade called the *County Trade Pull Factor* (CTPF). It is a measure of the relative strength of the retail business community. The County Trade Pull Factor is computed by dividing the per capita sales tax of a county by the statewide per capita sales tax. A CTPF of 1.00 is a perfect balance of trade. The purchases of county residents who shop elsewhere are offset by the purchases of out-of-county customers. CTPF values greater than 1.00 indicates that local businesses are pulling in trade from beyond their home county border. Thus, the balance of trade is favorable. A CTPF 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.
- The *Trade Area Capture* (TAC) of a county is a measure of the customer base served by a community. It is calculated by multiplying the county's population by the CTPF.
- The *Percent Market Share* (MS) is the percent the county's Trade Area Capture is of the state as a whole. TAC is calculated by dividing the county's TAC by the sum of all 105 county TAC numbers.

Prior year reports and can be found at the Department of Revenue's web site, www.ksrevenue.org.

Discussion

Tables 1 and 2 list the measures for each county. In Table 1 the report is sorted alphabetically by county. Table 2 is sorted by pull factor in descending order.

County Trade Pull Factor (CTPF)

Twenty-seven counties have a positive pull factor measure of 1.0 or greater, four more than in fiscal year 2011. The county with the highest trade pull factor is Ellis County with a CTPF of 1.73, a county whose pull factor has steadily increased over the last several years. Ness County has the 2nd highest pull factor of 1.68. Thomas County has the 3rd highest pull factor of 1.65, with Barber and Pottawatomie County having pull factors of 1.54 and 1.52 respectively.

 The remaining 22 counties with a CTPF greater than 1.0 are regarded as regional retail centers. Each contains one or more cities that draw shoppers into their county. They generally have large national chain stores that provide goods that may not be available in neighboring counties. Many also have higher education institutions or regional businesses that bring people into the county. Johnson County, which accounts for 19% of the population and 25% of the retail trade in the state, ranks 12th with a pull factor of 1.28.

As part of the greater Kansas City metropolitan area, it not only attracts shoppers from other Kansas counties but Missouri residents as well.

There are 6 counties with a trade factor of 0.40 or less, the same 6 counties as in fiscal year 2011, indicating that the county's residents do more of their shopping outside the county than within. Most of the counties with a low CTPF are located next to a county with a positive pull factor or are border counties and have access to trade centers in a neighboring state. Some of the low CTPF counties, such as Jefferson and Wabaunsee, are considered bedroom counties of a neighboring county and the residents in these counties would tend to shop where they work.

As done for the previous reports, the state of Kansas has been divided into eleven (11) regions. These regions have been used in the Governor's Economic Development Reporting. By adopting these regions for the pull factor report, comparisons with other economic reports can be easily made.

When the CTPF is reviewed by region, nine of the 11 regions have at least one county with a positive pull factor. Map 1 provides the county trade pull factors for each county. The regions without at least one county with a positive CTPF are regions XI (northeast) and II (southeast). The primary reason for region XI to not have a county with a positive CTPF is the proximity to regional shopping centers such as Topeka, Manhattan, and St Joseph Mo. In region II, Neosho County dropped below a positive factor due to the economic downturn over the last couple of years.

Trade Area Capture (TAC)

The *Trade Area Capture* of businesses in all 105 Kansas counties is the 2nd measure provided on the tables. TAC is calculated by multiplying the county's adjusted population figure by their corresponding CTPF. The TAC value is an estimate of the actual size of the customer base served by local businesses. Thus, the TAC value is an absolute one as compared to the pull factor, which represents a relative value. The TAC value estimates the size of the local market, identifying the number of shoppers that the county supports. The CTPF should be used to estimate the relative strength of the business community, not the absolute strength. For example, Allen County has a TAC of 11,358 customers (calculated by multiplying the county population of 13,331 by their CTPF of 0.85). By comparison, Johnson County has the highest TAC, followed by Sedgwick County. Respectively, their customer bases are 707,542 and 564,545. This is expected since they are the two largest population counties in the state.

Conversely, the counties with the lowest pull factor measure also have low trade area capture measures. The existing retail businesses in these counties do not support the overall retail needs of their residents. This could be due to the lack of a customer base to support the type of retail shopping missing in the community or the lack of necessary retailers to draw in a customer base.

Percent Market Share (MS)

The *Percent Market Share* (MS) measures the percent of the total customer base in Kansas captured by the retail county's retail businesses. The total customer base is calculated by dividing the county's trade area capture by the total TAC for all counties. The MS is presented as a percentage. Thus, Johnson County controls 24.5% of the Kansas market. Sedgwick County controls 19.5%.

Changes from prior years

Table 3 provides the change in the three measures from fiscal year 2011. Generally, all three measures will move in the same direction. If the percent change in CTPF is negative, the trade area capture and market share will also be negative. If the percent change in CTPF is relatively high, the counties trade area capture and market share will also show significant increase. There are a few exceptions, but the amount of variance is slight.

Table 4 provides the change in the three measures over a five (5) year timeframe, from fiscal year 2008 to fiscal year 2012. This table was developed to see if any trends could be identified due to the effect of destination sourcing (see the policy implications discussion below). Prior to fiscal year 2004, the measures did not change significantly in their values from year to year. Beginning with fiscal year 2004 some counties have had significant changes due to destination sourcing. However, now that destination sourcing has been in place for more than 5 years, the significant changes in the measures that were seen the last several years have lessened. Map 2 highlights the counties with 10% or more change in all three measures during the 5-year period. There were 30 counties with positive increases in all three measures of 10% or more vs. 43 in fiscal year 2009 and 23 in fiscal year 2010. In some instances, these are smaller population counties, and a small increase in sales results in significant increases in the measures. A few of the counties, such as Russell, are moving towards becoming trade centers as their pull factors reach or approach a value of 1.0. A growing number of counties with increasing measures are those near a trading center, and those increases may be due to destination sourcing. Likewise, there were only 2 counties, Clark and Wilson County, with decreases in all three measures vs. 19 in fiscal year 2009 and 6 in fiscal year 2010.

Policy Implications

In 2003 the Kansas Legislature passed a law that placed Kansas in conformity with the Streamlined Sales and Use Tax Agreement. Part of the legislation required Kansas to implement destination sourcing. Destination sourcing requires retail businesses to collect sales tax based on the place where the customer takes delivery of a purchase. Vehicle purchases are excluded from the sourcing requirement. Prior to the change, only telecommunications and utility sales were taxed in this manner. Full reporting of destination sourcing was not required until January 2005; therefore the impact could not be fully studied until now.

Destination sourcing results in charging the sales tax based on where delivery occurs, and in some industries this affects how sales are recorded. For instance with furniture

retailers, if the furniture is delivered to the purchaser's home, the sale is recorded as occurring at the taxing jurisdiction of the purchaser. The primary retailers affected by destination sourcing are those in furniture, home improvement (lumber), household and electronic appliances, and certain repair services.

Destination sourcing has affected the county trade pull factors as the measure is based on sales tax collections, although the impact has been slight and tended to result in raising the measures for counties neighboring a regional trade center county. Prior to the new law, all sales of a retailer were recorded based on the business location. With destination sourcing, sales that are delivered are recorded where the delivery occurred. If the sale were into a neighboring county, it would be recorded as such – resulting in a loss of sales tax collections in the county where the store is located. There has been an ongoing shift in the measures since destination sourcing was enacted. It is logical to conclude the changes seen in the measures could be related to the change to destination sourcing. Now that the 5-year analysis is comparing years in which destination sourcing was in effect for all of the years, there is less movement in the measures as compared to prior years.

FY 2012 Data Sources

The data used in this report consists of county population and state sales tax collections. The 2011 county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2012 and published as the official population reports for the state of Kansas, adjusted to remove the institutionalized population. The institutionalized population does not trade within the retail community, so should not impact the computing of the measures. People in prisons are part of the institutionalized population. To arrive at the adjusted population data for this report, state and federal prison populations were deducted from the city and county totals. This change started with the FY 2011 report. Prior to the FY 2011 report, group quarter data from the US Census was subtracted from the population data. This would consist primarily of nursing home populations. A review of the data shows that deducting group quarter data has no impact on the pull factor and other statistics presented herein and therefore the decision was to only adjust prison population. The Census counts are published on their web site: www.census.gov.

State sales tax collections are generated by the Department of Revenue from sales tax returns filed by the state's retailers. The department has improved the data series used for this report. In the past, more than $200 million was unallocated. This meant that the data user did not have any idea where these sales tax revenues originated. Thus, the prior reports were less accurate. For FY 2012, all but $7.4 million in sales tax revenue were allocated to counties. Appendix B lists the state sales tax collections for fiscal years 2011 and 2012. Sales tax reports issued by the department are available on their web site at http://www.ksrevenue.org.

County	Adjusted Population	Sate Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Allen	13,331	$ 9,544,375	$ 715.95	$ 0.85	11,358	0.4%	II
Anderson	8,070	$ 4,197,026	$ 520.08	$ 0.62	4,995	0.2%	I
Atchison	16,793	$ 9,302,327	$ 553.94	$ 0.66	11,070	0.4%	XI
Barber	4,888	$ 6,321,228	$ 1,293.21	$ 1.54	7,523	0.3%	V
Barton	27,841	$ 30,532,948	$ 1,096.69	$ 1.31	36,336	1.3%	V
Bourbon	14,985	$ 8,335,272	$ 556.24	$ 0.66	9,919	0.3%	II
Brown	10,010	$ 6,711,899	$ 670.52	$ 0.80	7,988	0.3%	XI
Butler	64,486	$ 38,244,447	$ 593.07	$ 0.71	45,513	1.6%	IV
Chase	2,817	$ 1,109,372	$ 393.81	$ 0.47	1,320	0.0%	III
Chautauqua	3,584	$ 1,425,196	$ 397.66	$ 0.47	1,696	0.1%	IV
Cherokee	21,385	$ 6,889,851	$ 322.18	$ 0.38	8,199	0.3%	II
Cheyenne	2,718	$ 1,376,975	$ 506.61	$ 0.60	1,639	0.1%	VIII
Clark	2,143	$ 1,126,942	$ 525.87	$ 0.63	1,341	0.0%	VI
Clay	8,573	$ 5,155,298	$ 601.34	$ 0.72	6,135	0.2%	III
Cloud	9,365	$ 7,923,833	$ 846.11	$ 1.01	9,430	0.3%	X
Coffey	8,533	$ 5,120,541	$ 600.09	$ 0.71	6,094	0.2%	I
Comanche	1,884	$ 2,096,556	$ 1,112.82	$ 1.32	2,495	0.1%	V
Cowley	35,467	$ 22,049,666	$ 621.70	$ 0.74	26,240	0.9%	IV
Crawford	39,220	$ 25,436,308	$ 648.55	$ 0.77	30,271	1.0%	II
Decatur	2,915	$ 1,327,985	$ 455.57	$ 0.54	1,580	0.1%	VIII
Dickinson	19,739	$ 11,653,830	$ 590.40	$ 0.70	13,869	0.5%	III
Doniphan	7,945	$ 2,619,923	$ 329.76	$ 0.39	3,118	0.1%	XI
Douglas	112,211	$ 85,545,286	$ 762.36	$ 0.91	101,804	3.5%	I
Edwards	3,020	$ 1,382,891	$ 457.91	$ 0.54	1,646	0.1%	V
Elk	2,811	$ 1,268,324	$ 451.20	$ 0.54	1,509	0.1%	IV
Ellis	28,742	$ 41,738,678	$ 1,452.18	$ 1.73	49,672	1.7%	IX
Ellsworth	5,660	$ 4,292,887	$ 758.46	$ 0.90	5,109	0.2%	X
Finney	37,083	$ 40,242,737	$ 1,085.21	$ 1.29	47,891	1.7%	VII
Ford	34,568	$ 31,797,021	$ 919.84	$ 1.09	37,840	1.3%	VI
Franklin	25,931	$ 15,748,903	$ 607.34	$ 0.72	18,742	0.6%	I
Geary	35,323	$ 26,770,131	$ 757.87	$ 0.90	31,858	1.1%	III
Gove	2,697	$ 2,752,005	$ 1,020.39	$ 1.21	3,275	0.1%	IX
Graham	2,641	$ 2,643,206	$ 1,000.84	$ 1.19	3,146	0.1%	IX
Grant	7,964	$ 6,084,899	$ 764.05	$ 0.91	7,241	0.3%	VII
Gray	6,113	$ 3,525,741	$ 576.76	$ 0.69	4,196	0.1%	VI
Greeley	1,258	$ 867,930	$ 689.93	$ 0.82	1,033	0.0%	VII
Greenwood	6,644	$ 3,087,916	$ 464.77	$ 0.55	3,675	0.1%	IV
Hamilton	2,666	$ 1,552,616	$ 582.38	$ 0.69	1,848	0.1%	VII
Harper	5,993	$ 5,706,160	$ 952.14	$ 1.13	6,791	0.2%	V
Harvey	34,846	$ 21,797,562	$ 625.54	$ 0.74	25,940	0.9%	IV
Haskell	4,285	$ 3,263,717	$ 761.66	$ 0.91	3,884	0.1%	VII
Hodgeman	1,966	$ 1,053,933	$ 536.08	$ 0.64	1,254	0.0%	VI
Jackson	13,433	$ 5,827,124	$ 433.79	$ 0.52	6,935	0.2%	XI
Jefferson	18,941	$ 5,385,733	$ 284.34	$ 0.34	6,409	0.2%	I
Jewell	3,096	$ 1,070,025	$ 345.62	$ 0.41	1,273	0.0%	X
Johnson	552,991	$ 594,542,378	$ 1,075.14	$ 1.28	707,542	24.5%	I
Kearny	3,987	$ 1,617,351	$ 405.66	$ 0.48	1,925	0.1%	VII
Kingman	7,853	$ 4,879,504	$ 621.36	$ 0.74	5,807	0.2%	V
Kiowa	2,549	$ 2,124,731	$ 833.55	$ 0.99	2,529	0.1%	V
Labette	21,511	$ 12,272,571	$ 570.53	$ 0.68	14,605	0.5%	II
Lane	1,749	$ 1,506,995	$ 861.63	$ 1.03	1,793	0.1%	VII
Leavenworth	72,044	$ 32,606,398	$ 452.59	$ 0.54	38,804	1.3%	I
Lincoln	3,215	$ 1,307,354	$ 406.64	$ 0.48	1,556	0.1%	X
Linn	9,612	$ 3,563,790	$ 370.76	$ 0.44	4,241	0.1%	I

Table 1
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2012

County	Adjusted Population	Sate Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Logan	2,783	$ 2,703,075	$ 971.28	$ 1.16	3,217	0.1%	VIII
Lyon	33,764	$ 25,048,140	$ 741.86	$ 0.88	29,809	1.0%	III
Marion	12,538	$ 5,329,950	$ 425.10	$ 0.51	6,343	0.2%	III
Marshall	10,005	$ 7,772,881	$ 776.90	$ 0.92	9,250	0.3%	XI
McPherson	29,241	$ 24,156,315	$ 826.11	$ 0.98	28,748	1.0%	IV
Meade	4,531	$ 2,488,649.35	$ 549.25	$ 0.65	2,961.67	2.0%	VI
Miami	32,715	$ 17,257,250	$ 527.50	$ 0.63	20,537	0.7%	I
Mitchell	6,295	$ 5,427,543	$ 862.20	$ 1.03	6,459	0.2%	X
Montgomery	34,911	$ 24,270,125	$ 695.20	$ 0.83	28,883	1.01%	II
Morris	5,888	$ 2,875,567	$ 488.38	$ 0.58	3,422	0.1%	III
Morton	3,198	$ 2,458,916	$ 768.89	$ 0.92	2,926	0.1%	VII
Nemaha	10,113	$ 6,695,209	$ 662.04	$ 0.79	7,968	0.3%	XI
Neosho	16,449	$ 12,152,369	$ 738.79	$ 0.88	14,462	0.5%	II
Ness	3,120	$ 4,395,101	$ 1,408.69	$ 1.68	5,230	0.2%	VI
Norton	5,635	$ 3,609,031	$ 640.47	$ 0.76	4,295	0.1%	IX
Osage	16,306	$ 4,963,598	$ 304.40	$ 0.36	5,907	0.2%	I
Osborne	3,847	$ 2,876,772	$ 747.80	$ 0.89	3,424	0.1%	IX
Ottawa	6,119	$ 1,713,250	$ 279.99	0.33	2,039	1.40%	X
Pawnee	7,011	$ 3,647,588	$ 520.27	$ 0.62	4,341	0.2%	V
Phillips	5,555	$ 3,701,589	$ 666.35	$ 0.79	4,405	0.2%	IX
Pottawatomie	21,920	$ 27,972,008	$ 1,276.10	$ 1.52	33,288	1.2%	III
Pratt	9,676	$ 10,457,853	$ 1,080.80	$ 1.29	12,445	0.4%	V
Rawlins	2,512	$ 1,369,613	$ 545.23	$ 0.65	1,630	0.1%	VIII
Reno	64,607	$ 53,923,735	$ 834.64	$ 0.99	64,173	2.2%	IV
Republic	4,907	$ 3,009,219	$ 613.25	$ 0.73	3,581	0.1%	X
Rice	10,076	$ 6,171,483	$ 612.49	$ 0.73	7,344	0.3%	IV
Riley	72,997	$ 51,903,115	$ 711.03	$ 0.85	61,768	2.1%	III
Rooks	5,182	$ 4,520,167	$ 872.28	$ 1.04	5,379	0.2%	IX
Rush	3,238	$ 1,446,354	$ 446.68	$ 0.53	1,721	0.1%	V
Russell	6,956	$ 5,905,482	$ 848.98	$ 1.01	7,028	0.2%	IX
Saline	55,844	$ 61,911,807	$ 1,108.66	$ 1.32	73,679	2.6%	X
Scott	4,910	$ 4,572,013	$ 931.16	$ 1.11	5,441	0.2%	VII
Sedgwick	501,076	$ 474,382,504	$ 946.73	$ 1.13	564,545	19.5%	IV
Seward	23,328	$ 23,433,677	$ 1,004.53	$ 1.20	27,888	1.0%	VII
Shawnee	178,941	$ 161,445,918	$ 902.23	$ 1.07	192,131	6.7%	I
Sheridan	2,552	$ 1,854,019	$ 726.50	$ 0.86	2,206	0.1%	VIII
Sherman	6,054	$ 6,835,151	$ 1,129.03	$ 1.34	8,134	0.3%	VIII
Smith	3,834	$ 2,669,229	$ 696.20	$ 0.83	3,177	0.1%	IX
Stafford	4,371	$ 2,318,828	$ 530.50	$ 0.63	2,760	0.1%	V
Stanton	2,250	$ 1,364,340	$ 606.37	$ 0.72	1,624	0.1%	VII
Stevens	5,613	$ 3,916,503	$ 697.76	$ 0.83	4,661	0.2%	VII
Sumner	23,787	$ 12,744,638	$ 535.78	$ 0.64	15,167	0.5%	V
Thomas	7,977	$ 11,036,661	$ 1,383.56	$ 1.65	13,134	0.5%	VIII
Trego	2,930	$ 2,572,623	$ 878.03	$ 1.04	3,062	0.1%	IX
Wabaunsee	7,026	$ 1,741,328	$ 247.84	$ 0.29	2,072	0.1%	III
Wallace	1,527	$ 921,705	$ 603.61	$ 0.72	1,097	0.0%	VIII
Washington	5,845	$ 2,594,344	$ 443.86	$ 0.53	3,087	0.1%	XI
Wichita	2,276	$ 1,570,724	$ 690.12	$ 0.82	1,869	0.1%	VII
Wilson	9,300	$ 4,322,854	$ 464.82	$ 0.55	5,144	0.2%	II
Woodson	3,292	$ 1,384,502	$ 420.57	$ 0.50	1,648	0.1%	II
Wyandotte	158,224	$ 122,518,626	$ 774.34	$ 0.92	145,805	5.0%	I
	2,887,857	$ 2,412,697,149	$ 774.34	$ 1.00	2,887,730	100.0%	

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Ellis	28,742	$ 41,738,678	$ 1,452.18	$ 1.73	49,672	1.7%	IX
Ness	3,120	$ 4,395,101	$ 1,408.69	$ 1.68	5,230	0.2%	VI
Thomas	7,977	$ 11,036,661	$ 1,383.56	$ 1.65	13,134	0.5%	VIII
Barber	4,888	$ 6,321,228	$ 1,293.21	$ 1.54	7,523	0.3%	V
Pottawatomie	21,920	$ 27,972,008	$ 1,276.10	$ 1.52	33,288	1.2%	III
Sherman	6,054	$ 6,835,151	$ 1,129.03	$ 1.34	8,134	0.3%	VIII
Comanche	1,884	$ 2,096,556	$ 1,112.82	$ 1.32	2,495	0.1%	V
Saline	55,844	$ 61,911,807	$ 1,108.66	$ 1.32	73,679	2.6%	X
Barton	27,841	$ 30,532,948	$ 1,096.69	$ 1.31	36,336	1.3%	V
Finney	37,083	$ 40,242,737	$ 1,085.21	$ 1.29	47,891	1.7%	VII
Pratt	9,676	$ 10,457,853	$ 1,080.80	$ 1.29	12,445	0.4%	V
Johnson	552,991	$ 594,542,378	$ 1,075.14	$ 1.28	707,542	24.5%	I
Gove	2,697	$ 2,752,005	$ 1,020.39	$ 1.21	3,275	0.1%	IX
Seward	23,328	$ 23,433,677	$ 1,004.53	$ 1.20	27,888	1.0%	VII
Graham	2,641	$ 2,643,206	$ 1,000.84	$ 1.19	3,146	0.1%	IX
Logan	2,783	$ 2,703,075	$ 971.28	$ 1.16	3,217	0.1%	VIII
Harper	5,993	$ 5,706,160	$ 952.14	$ 1.13	6,791	0.2%	V
Sedgwick	501,076	$ 474,382,504	$ 946.73	$ 1.13	564,545	19.5%	IV
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Rooks	5,182	$ 4,520,167	$ 872.28	$ 1.04	5,379	0.2%	IX
Mitchell	6,295	$ 5,427,543	$ 862.20	$ 1.03	6,459	0.2%	X
Lane	1,749	$ 1,506,995	$ 861.63	$ 1.03	1,793	0.1%	VII
Russell	6,956	$ 5,905,482	$ 848.98	$ 1.01	7,028	0.2%	IX
Cloud	9,365	$ 7,923,833	$ 846.11	$ 1.01	9,430	0.3%	X
Reno	64,607	$ 53,923,735	$ 834.64	$ 0.99	64,173	2.2%	IV
Kiowa	2,549	$ 2,124,731	$ 833.55	$ 0.99	2,529	0.1%	V
McPherson	29,241	$ 24,156,315	$ 826.11	$ 0.98	28,748	1.0%	IV
Marshall	10,005	$ 7,772,881	$ 776.90	$ 0.92	9,250	0.3%	XI
Wyandotte	158,224	$ 122,518,626	$ 774.34	$ 0.92	145,805	5.0%	I
Morton	3,198	$ 2,458,916	$ 768.89	$ 0.92	2,926	0.1%	VII
Grant	7,964	$ 6,084,899	$ 764.05	$ 0.91	7,241	0.3%	VII
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Geary	35,323	$ 26,770,131	$ 757.87	$ 0.90	31,858	1.1%	III
Osborne	3,847	$ 2,876,772	$ 747.80	$ 0.89	3,424	0.1%	IX
Lyon	33,764	$ 25,048,140	$ 741.86	$ 0.88	29,809	1.0%	III
Neosho	16,449	$ 12,152,369	$ 738.79	$ 0.88	14,462	0.5%	II
Sheridan	2,552	$ 1,854,019	$ 726.50	$ 0.86	2,206	0.1%	VIII
Allen	13,331	$ 9,544,375	$ 715.95	$ 0.85	11,358	0.4%	II
Riley	72,997	$ 51,903,115	$ 711.03	$ 0.85	61,768	2.1%	III
Stevens	5,613	$ 3,916,503	$ 697.76	$ 0.83	4,661	0.2%	VII
Montgomery	34,911	$ 24,270,125	$ 695.20	0.83	28,883	1.01%	II
Smith	3,834	$ 2,669,229	$ 696.20	$ 0.83	3,177	0.1%	IX
Wichita	2,276	$ 1,570,724	$ 690.12	$ 0.82	1,869	0.1%	VII
Greeley	1,258	$ 867,930	$ 689.93	$ 0.82	1,033	0.0%	VII
Brown	10,010	$ 6,711,899	$ 670.52	$ 0.80	7,988	0.3%	XI
Phillips	5,555	$ 3,701,589	$ 666.35	$ 0.79	4,405	0.2%	IX
Nemaha	10,113	$ 6,695,209	$ 662.04	$ 0.79	7,968	0.3%	XI
Crawford	39,220	$ 25,436,308	$ 648.55	$ 0.77	30,271	1.0%	II
Norton	5,635	$ 3,609,031	$ 640.47	$ 0.76	4,295	0.1%	IX

Table 2
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2012

County	Adjusted Population	Sate Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Harvey	34,846	$ 21,797,562	$ 625.54	$ 0.74	25,940	0.9%	IV
Cowley	35,467	$ 22,049,666	$ 621.70	$ 0.74	26,240	0.9%	IV
Kingman	7,853	$ 4,879,504	$ 621.36	$ 0.74	5,807	0.2%	V
Republic	4,907	$ 3,009,219	$ 613.25	$ 0.73	3,581	0.1%	X
Rice	10,076	$ 6,171,483	$ 612.49	$ 0.73	7,344	0.3%	IV
Franklin	25,931	$ 15,748,903	$ 607.34	$ 0.72	18,742	0.6%	I
Stanton	2,250	$ 1,364,340	$ 606.37	$ 0.72	1,624	0.1%	VII
Wallace	1,527	$ 921,705	$ 603.61	$ 0.72	1,097	0.0%	VIII
Clay	8,573	$ 5,155,298	$ 601.34	$ 0.72	6,135	0.2%	III
Coffey	8,533	$ 5,120,541	$ 600.09	$ 0.71	6,094	0.2%	I
Butler	64,486	$ 38,244,447	$ 593.07	$ 0.71	45,513	1.6%	IV
Dickinson	19,739	$ 11,653,830	$ 590.40	$ 0.70	13,869	0.5%	III
Hamilton	2,666	$ 1,552,616	$ 582.38	$ 0.69	1,848	0.1%	VII
Gray	6,113	$ 3,525,741	$ 576.76	$ 0.69	4,196	0.1%	VI
Labette	21,511	$ 12,272,571	$ 570.53	$ 0.68	14,605	0.5%	II
Bourbon	14,985	$ 8,335,272	$ 556.24	$ 0.66	9,919	0.3%	II
Atchison	16,793	$ 9,302,327	$ 553.94	$ 0.66	11,070	0.4%	XI
Meade	4,531	$ 2,488,649	$ 549.25	$ 0.65	2,962	142.9%	VI
Rawlins	2,512	$ 1,369,613	$ 545.23	$ 0.65	1,630	0.1%	VIII
Hodgeman	1,966	$ 1,053,933	$ 536.08	$ 0.64	1,254	0.0%	VI
Sumner	23,787	$ 12,744,638	$ 535.78	$ 0.64	15,167	0.5%	V
Stafford	4,371	$ 2,318,828	$ 530.50	$ 0.63	2,760	0.1%	V
Miami	32,715	$ 17,257,250	$ 527.50	$ 0.63	20,537	0.7%	I
Clark	2,143	$ 1,126,942	$ 525.87	$ 0.63	1,341	0.0%	VI
Pawnee	7,011	$ 3,647,588	$ 520.27	$ 0.62	4,341	0.2%	V
Anderson	8,070	$ 4,197,026	$ 520.08	$ 0.62	4,995	0.2%	I
Cheyenne	2,718	$ 1,376,975	$ 506.61	$ 0.60	1,639	0.1%	VIII
Morris	5,888	$ 2,875,567	$ 488.38	$ 0.58	3,422	0.1%	III
Wilson	9,300	$ 4,322,854	$ 464.82	$ 0.55	5,144	0.2%	II
Greenwood	6,644	$ 3,087,916	$ 464.77	$ 0.55	3,675	0.1%	IV
Edwards	3,020	$ 1,382,891	$ 457.91	$ 0.54	1,646	0.1%	V
Decatur	2,915	$ 1,327,985	$ 455.57	$ 0.54	1,580	0.1%	VIII
Leavenworth	72,044	$ 32,606,398	$ 452.59	$ 0.54	38,804	1.3%	I
Elk	2,811	$ 1,268,324	$ 451.20	$ 0.54	1,509	0.1%	IV
Rush	3,238	$ 1,446,354	$ 446.68	$ 0.53	1,721	0.1%	V
Washington	5,845	$ 2,594,344	$ 443.86	$ 0.53	3,087	0.1%	XI
Jackson	13,433	$ 5,827,124	$ 433.79	$ 0.52	6,935	0.2%	XI
Marion	12,538	$ 5,329,950	$ 425.10	$ 0.51	6,343	0.2%	III
Woodson	3,292	$ 1,384,502	$ 420.57	$ 0.50	1,648	0.1%	II
Lincoln	3,215	$ 1,307,354	$ 406.64	$ 0.48	1,556	0.1%	X
Kearny	3,987	$ 1,617,351	$ 405.66	$ 0.48	1,925	0.1%	VII
Chautauqua	3,584	$ 1,425,196	$ 397.66	$ 0.47	1,696	0.1%	IV
Chase	2,817	$ 1,109,372	$ 393.81	$ 0.47	1,320	0.0%	III
Linn	9,612	$ 3,563,790	$ 370.76	$ 0.44	4,241	0.1%	I
Jewell	3,096	$ 1,070,025	$ 345.62	$ 0.41	1,273	0.0%	X
Doniphan	7,945	$ 2,619,923	$ 329.76	$ 0.39	3,118	0.1%	XI
Cherokee	21,385	$ 6,889,851	$ 322.18	$ 0.38	8,199	0.3%	II
Osage	16,306	$ 4,963,598	$ 304.40	$ 0.36	5,907	0.2%	I
Jefferson	18,941	$ 5,385,733	$ 284.34	$ 0.34	6,409	0.2%	I
Ottawa	6,119	$ 1,713,250	$279.99	$ 0.33	2,039	1.4%	X
Wabaunsee	7,026	$ 1,741,328	$ 247.84	$ 0.29	2,072	0.1%	III
	2,887,857	$ 2,412,697,149	$ 774.34	$ 1.00	2,887,730	100.0%	

Map 1. County Trade Pull Factors
By Kansas Economic Reporting Regions
Fiscal Year 2012

County	CTPF		County	CTPF
Cheyenne	0.60			
Rawlins	0.65			
Decatur	0.54			
Norton	0.76			
Phillips	0.79			
Smith	0.83			
Jewell	0.41			
Republic	0.73			
Washington	0.53			
Marshall	0.92			
Nemaha	0.79			
Brown	0.80			
Doniphan	0.39			

Region VIII
Sherman 1.34, Thomas 1.65, Sheridan 0.86, Graham 1.19, Rooks 1.04, Osborne 0.89

Region IX
Mitchell 1.03, Cloud 1.01, Atchison 0.66

Region X
Clay 0.72, Riley 0.85, Pottawatomie 1.52, Jackson 0.52, Leavenworth 0.54

Wallace 0.72, Logan 1.16, Gove 1.21, Trego 1.04, Ellis 1.73, Russell 1.01

Lincoln 0.48, Ottawa 0.33, Geary 0.90, Wabaunsee 0.29, Shawnee 1.07, Jefferson 0.34, Wyandotte 0.92

Ellsworth 0.90, Saline 1.32, Dickinson 0.70, Morris 0.58, Osage 0.36, Douglas 0.91, Johnson 1.28

Region VII
Greeley 0.82, Wichita 0.82, Scott 1.11, Lane 1.03, Ness 1.68, Rush 0.53, Barton 1.31

Rice 0.73, McPherson 0.98, Marion 0.51, Chase 0.47, Lyon 0.88, Coffey 0.71, Franklin 0.72, Miami 0.63

Hamilton 0.69, Kearny 0.48, Finney 1.29, Hodgeman 0.64, Pawnee 0.62, Stafford 0.63

Anderson 0.62, Linn 0.44

Reno 0.99, Harvey 0.74, Butler 0.71, Greenwood 0.55, Woodson 0.50, Allen 0.85, Bourbon 0.66

Region VI
Stanton 0.72, Grant 0.91, Haskell 0.91, Gray 0.69, Ford 1.09, Edwards 0.54, Kiowa 0.99, Pratt 1.29

Sedgwick 1.13, Elk 0.54, Wilson 0.57, Neosho 0.88, Crawford 0.77

Kingman 0.74

Region V
Morton 0.92, Stevens 0.83, Seward 1.20, Meade 0.66, Clark 0.63, Comanche 1.32, Barber 1.54, Harper 1.13, Sumner 0.64, Cowley 0.74, Chautauqua 0.47, Montgomery 0.83, Labette 0.68, Cherokee 0.38

Region I, II, III, IV

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27 counties with CTPF greater than 1.0

6 counties with CTPF of 0.40 or less

Table 3
Percent Change in Pull Factor, Trade Area Capture and Maret Share
Fiscal Year 2011 to 2012

County	County Trade Pull Factors			Trade Capture Area			% of Market Share		
	FY 2012	FY 2011	% Change	FY 2012	FY 2011	% Change	FY 2012	FY 2011	% Change
Allen	0.85	0.82	3.5%	11,358	10,709	6.1%	0.40%	0.39%	2.4%
Anderson	0.62	0.58	7.2%	4,995	4,476	11.6%	0.17%	0.16%	7.7%
Atchison	0.66	0.68	-3.7%	11,070	11,016	0.5%	0.39%	0.40%	-3.0%
Barber	1.54	1.19	29.0%	7,523	5,402	39.2%	0.26%	0.19%	34.4%
Barton	1.31	1.21	8.0%	36,336	32,664	11.2%	1.27%	1.18%	7.4%
Bourbon	0.66	0.71	-6.1%	9,919	10,350	-4.2%	0.35%	0.37%	-7.5%
Brown	0.80	0.85	-6.1%	7,988	8,268	-3.4%	0.28%	0.30%	-6.7%
Butler	0.71	0.71	-0.7%	45,513	44,233	2.9%	1.59%	1.60%	-0.7%
Chase	0.47	0.46	2.9%	1,320	1,223	7.9%	0.05%	0.04%	4.2%
Chautauqua	0.47	0.43	10.7%	1,696	1,536	10.4%	0.06%	0.06%	6.6%
Cherokee	0.38	0.39	-2.2%	8,199	8,152	0.6%	0.29%	0.29%	-2.9%
Cheyenne	0.60	0.62	-2.8%	1,639	1,640	-0.1%	0.06%	0.06%	-3.6%
Clark	0.63	0.58	7.2%	1,341	1,188	12.9%	0.05%	0.04%	9.0%
Clay	0.72	0.68	6.0%	6,135	5,765	6.4%	0.21%	0.21%	2.8%
Cloud	1.01	1.12	-10.3%	9,430	10,014	-5.8%	0.33%	0.36%	-9.1%
Coffey	0.71	0.68	5.0%	6,094	5,654	7.8%	0.21%	0.20%	4.1%
Comanche	1.32	0.85	56.2%	2,495	1,529	63.2%	0.09%	0.06%	57.6%
Cowley	0.74	0.78	-5.3%	26,240	25,465	3.0%	0.91%	0.92%	-0.5%
Crawford	0.77	0.78	-1.1%	30,271	29,784	1.6%	1.05%	1.07%	-1.9%
Decatur	0.54	0.56	-3.7%	1,580	1,540	2.6%	0.06%	0.06%	-0.9%
Dickinson	0.70	0.75	-6.8%	13,869	14,082	-1.5%	0.48%	0.51%	-4.9%
Doniphan	0.39	0.41	-5.1%	3,118	3,113	0.2%	0.11%	0.11%	-3.3%
Douglas	0.91	0.86	5.4%	101,804	99,644	2.2%	3.55%	3.59%	-1.4%
Edwards	0.54	0.52	5.1%	1,646	1,562	5.4%	0.06%	0.06%	1.7%
Elk	0.54	0.40	34.3%	1,509	1,165	29.5%	0.05%	0.04%	25.0%
Ellis	1.73	1.56	10.5%	49,672	42,888	15.8%	1.73%	1.55%	11.8%
Ellsworth	0.90	0.72	24.8%	5,109	3,709	37.8%	0.18%	0.13%	33.0%
Finney	1.29	1.09	18.8%	47,891	45,489	5.3%	1.67%	1.64%	1.6%
Ford	1.09	1.05	4.1%	37,840	34,917	8.4%	1.32%	1.26%	4.6%
Franklin	0.72	0.70	3.6%	18,742	18,228	2.8%	0.65%	0.66%	-0.7%
Geary	0.90	1.00	-9.6%	31,858	31,450	1.3%	1.11%	1.13%	-2.2%
Gove	1.21	1.21	0.2%	3,275	2,941	11.3%	0.11%	0.11%	7.5%
Graham	1.19	1.15	3.7%	3,146	2,745	14.6%	0.11%	0.10%	10.6%
Grant	0.91	1.03	-11.5%	7,241	7,481	-3.2%	0.25%	0.27%	-6.5%
Gray	0.69	0.58	17.8%	4,196	3,420	22.7%	0.15%	0.12%	18.5%
Greeley	0.82	0.69	18.5%	1,033	836	23.5%	0.04%	0.03%	19.2%
Greenwood	0.55	0.50	9.5%	3,675	3,284	11.9%	0.13%	0.12%	8.0%
Hamilton	0.69	0.64	8.7%	1,848	1,646	12.3%	0.06%	0.06%	8.4%
Harper	1.13	0.85	33.3%	6,791	4,674	45.3%	0.24%	0.17%	40.3%
Harvey	0.74	0.78	-4.6%	25,940	26,098	-0.6%	0.90%	0.94%	-4.0%
Haskell	0.91	0.81	12.3%	3,884	3,204	21.2%	0.14%	0.12%	17.0%
Hodgeman	0.64	0.51	24.4%	1,254	960	30.7%	0.04%	0.03%	26.2%
Jackson	0.52	0.53	-3.0%	6,935	7,027	-1.3%	0.24%	0.25%	-4.7%
Jefferson	0.34	0.35	-4.1%	6,409	6,335	1.2%	0.22%	0.23%	-2.3%
Jewell	0.41	0.41	0.4%	1,273	1,236	3.0%	0.04%	0.04%	-0.5%
Johnson	1.28	1.28	-0.2%	707,542	690,778	2.4%	24.64%	24.92%	-1.1%
Kearny	0.48	0.47	2.8%	1,925	1,937	-0.6%	0.07%	0.07%	-4.1%
Kingman	0.74	0.71	4.6%	5,807	5,214	11.4%	0.20%	0.19%	7.5%
Kiowa	0.99	0.99	0.4%	2,529	2,235	13.1%	0.09%	0.08%	9.2%
Labette	0.68	0.71	-4.1%	14,605	15,000	-2.6%	0.51%	0.54%	-6.0%
Lane	1.03	0.82	24.9%	1,793	1,411	27.1%	0.06%	0.05%	22.7%
Leavenworth	0.54	0.57	-5.0%	38,804	39,096	-0.7%	1.35%	1.41%	-4.2%
Lincoln	0.48	0.45	7.6%	1,556	1,371	13.5%	0.05%	0.05%	9.6%
Linn	0.44	0.42	5.1%	4,241	3,873	9.5%	0.15%	0.14%	5.7%
Logan	1.16	0.96	19.8%	3,217	2,404	33.8%	0.11%	0.09%	29.2%

Table 3
Percent Change in Pull Factor, Trade Area Capture and Maret Share
Fiscal Year 2011 to 2012

County	County Trade Pull Factors			Trade Capture Area			% of Market Share		
	FY 2012	FY 2011	% Change	FY 2012	FY 2011	% Change	FY 2012	FY 2011	% Change
Lyon	0.88	0.88	0.2%	29,809	29,224	2.0%	1.04%	1.05%	-1.5%
Marion	0.51	0.52	-3.6%	6,343	6,116	3.7%	0.22%	0.22%	0.1%
Marshall	0.92	0.95	-3.0%	9,250	9,422	-1.8%	0.32%	0.34%	-5.2%
McPherson	0.98	1.05	-6.1%	28,748	29,536	-2.7%	1.00%	1.07%	-6.0%
Meade	0.65	0.61	6.6%	2,962	2,627	12.7%	0.10%	0.09%	8.8%
Miami	0.63	0.66	-4.2%	20,537	19,901	3.2%	0.72%	0.72%	-0.4%
Mitchell	1.03	0.99	3.6%	6,459	6,048	6.8%	0.22%	0.22%	3.1%
Montgomery	0.83	0.85	-2.7%	28,883	28,696	0.6%	1.01%	1.04%	-2.9%
Morris	0.58	0.59	-1.4%	3,422	3,489	-1.9%	0.12%	0.13%	-5.3%
Morton	0.92	0.82	12.1%	2,926	2,427	20.6%	0.10%	0.09%	16.4%
Nemaha	0.79	0.77	2.9%	7,968	7,282	9.4%	0.28%	0.26%	5.6%
Neosho	0.88	0.91	-2.9%	14,462	14,260	1.4%	0.50%	0.51%	-2.1%
Ness	1.68	1.45	15.9%	5,230	3,992	31.0%	0.18%	0.14%	26.5%
Norton	0.76	0.82	-7.5%	4,295	3,805	12.9%	0.15%	0.14%	9.0%
Osage	0.36	0.39	-6.8%	5,907	6,173	-4.3%	0.21%	0.22%	-7.6%
Osborne	0.89	0.74	19.7%	3,424	2,778	23.2%	0.12%	0.10%	19.0%
Ottawa	0.33	0.33	1.4%	2,039	1,907	6.9%	0.07%	0.07%	3.2%
Pawnee	0.62	0.78	-20.2%	4,341	4,311	0.7%	0.15%	0.16%	-2.8%
Phillips	0.79	0.77	3.1%	4,405	3,944	11.7%	0.15%	0.14%	7.8%
Pottawatomie	1.52	1.49	2.3%	33,288	29,483	12.9%	1.16%	1.06%	9.0%
Pratt	1.29	1.31	-1.7%	12,445	11,988	3.8%	0.43%	0.43%	0.2%
Rawlins	0.65	0.63	3.8%	1,630	1,484	9.8%	0.06%	0.05%	6.0%
Reno	0.99	1.07	-6.9%	64,173	64,474	-0.5%	2.23%	2.33%	-3.9%
Republic	0.73	0.66	9.9%	3,581	3,099	15.6%	0.12%	0.11%	11.6%
Rice	0.73	0.64	13.1%	7,344	6,395	14.8%	0.26%	0.23%	10.9%
Riley	0.85	0.83	2.2%	61,768	58,722	5.2%	2.15%	2.12%	1.6%
Rooks	1.04	0.95	9.8%	5,379	4,525	18.9%	0.19%	0.16%	14.8%
Rush	0.53	0.53	0.6%	1,721	1,614	6.6%	0.06%	0.06%	3.0%
Russell	1.01	0.96	5.1%	7,028	6,173	13.9%	0.24%	0.22%	9.9%
Saline	1.32	1.34	-1.9%	73,679	72,140	2.1%	2.57%	2.60%	-1.4%
Scott	1.11	1.04	7.0%	5,441	4,632	17.5%	0.19%	0.17%	13.4%
Sedgwick	1.13	1.14	-1.1%	564,545	554,475	1.8%	19.66%	20.00%	-1.7%
Seward	1.20	1.14	5.2%	27,888	25,901	7.7%	0.97%	0.93%	4.0%
Shawnee	1.07	1.11	-3.0%	192,131	190,051	1.1%	6.69%	6.86%	-2.4%
Sheridan	0.86	0.80	7.9%	2,206	1,916	15.2%	0.08%	0.07%	11.2%
Sherman	1.34	1.30	3.7%	8,134	7,499	8.5%	0.28%	0.27%	4.7%
Smith	0.83	0.70	18.7%	3,177	2,547	24.7%	0.11%	0.09%	20.4%
Stafford	0.63	0.64	-0.7%	2,760	2,717	1.6%	0.10%	0.10%	-1.9%
Stanton	0.72	0.68	6.2%	1,624	1,394	16.5%	0.06%	0.05%	12.5%
Stevens	0.83	0.85	-1.8%	4,661	4,287	8.7%	0.16%	0.15%	5.0%
Sumner	0.64	0.54	19.1%	15,167	12,374	22.6%	0.53%	0.45%	18.3%
Thomas	1.65	1.58	3.9%	13,134	11,450	14.7%	0.46%	0.41%	10.7%
Trego	1.04	0.95	9.8%	3,062	2,676	14.4%	0.11%	0.10%	10.5%
Wabaunsee	0.29	0.29	0.1%	2,072	1,984	4.5%	0.07%	0.07%	0.8%
Wallace	0.72	0.70	2.2%	1,097	972	12.9%	0.04%	0.04%	9.0%
Washington	0.53	0.52	2.2%	3,087	2,843	8.6%	0.11%	0.10%	4.8%
Wichita	0.82	0.71	15.7%	1,869	1,479	26.4%	0.07%	0.05%	22.0%
Wilson	0.55	0.55	1.3%	5,144	5,081	1.2%	0.18%	0.18%	-2.2%
Woodson	0.50	0.46	7.8%	1,648	1,451	13.5%	0.06%	0.05%	9.6%
Wyandotte	0.92	0.90	2.6%	145,805	138,301	5.4%	5.08%	4.99%	1.8%
Total	1.00	1.00	0.0%	2,871,259	2,772,123	3.6%	100.00%	100.00%	0.0%

Table 4
Percent Change in Measures over 5-year Period
Fiscal Year 2008 - 2012

County	County Trade Pull Factors	Trade Area Capture	Market Share
Allen	4.5%	5.3%	0.1%
Anderson	13.1%	17.2%	11.4%
Atchison	-1.5%	1.7%	-3.3%
Barber	20.5%	24.7%	18.6%
Barton	8.6%	10.6%	5.1%
Bourbon	-0.6%	2.0%	-3.0%
Brown	9.6%	11.2%	5.7%
Butler	-1.2%	4.4%	-0.7%
Chase	10.0%	11.9%	6.4%
Chautauqua	19.3%	17.0%	11.3%
Cherokee	0.0%	1.4%	-3.6%
Cheyenne	-4.3%	-5.3%	-10.0%
Clark	12.6%	17.9%	12.1%
Clay	6.6%	7.2%	1.9%
Cloud	2.9%	6.6%	1.4%
Coffey	11.4%	14.2%	8.6%
Comanche	53.1%	58.6%	50.8%
Cowley	1.3%	7.8%	2.5%
Crawford	0.0%	2.7%	-2.3%
Decatur	-3.7%	-1.0%	-5.9%
Dickinson	-2.8%	3.0%	-2.1%
Doniphan	7.9%	11.9%	6.4%
Douglas	6.5%	5.9%	0.6%
Edwards	14.4%	13.4%	7.8%
Elk	23.0%	17.0%	11.3%
Ellis	11.9%	18.5%	12.6%
Ellsworth	32.7%	42.5%	35.4%
Finney	13.7%	10.7%	5.3%
Ford	13.5%	19.5%	13.6%
Franklin	1.0%	0.1%	-4.8%
Geary	-18.2%	15.9%	10.2%
Gove	18.0%	23.1%	17.1%
Graham	9.5%	12.9%	7.3%
Grant	-17.4%	-11.4%	-15.8%
Gray	23.5%	37.1%	30.4%
Greeley	28.9%	27.7%	21.4%
Greenwood	11.6%	8.6%	3.2%
Hamilton	5.3%	8.4%	3.1%
Harper	36.1%	44.3%	37.2%
Harvey	-6.4%	-0.3%	-5.2%
Haskell	-2.5%	4.6%	-0.6%
Hodgeman	30.6%	32.6%	26.0%
Jackson	-1.6%	0.1%	-4.8%
Jefferson	3.5%	7.6%	2.3%
Jewell	-3.3%	-5.2%	-9.9%
Johnson	-4.4%	1.1%	-3.8%
Kearny	10.4%	7.3%	2.0%
Kingman	18.4%	21.9%	15.9%
Kiowa	8.2%	-4.7%	-9.4%
Labette	-1.6%	-1.0%	-5.9%
Lane	43.8%	45.9%	38.7%
Leavenworth	-0.8%	5.8%	0.6%
Lincoln	13.0%	13.3%	7.7%
Linn	11.7%	11.2%	5.7%

County	Pull Factors	Capture	Share
Logan	29.7%	40.4%	33.4%
Lyon	6.5%	1.1%	-3.9%
Marion	9.7%	15.5%	9.8%
Marshall	6.5%	7.1%	1.8%
McPherson	6.5%	9.1%	3.8%
Meade	10%	16.5%	10.7%
Miami	-3.0%	4.1%	-1.0%
Mitchell	10.0%	14.2%	8.5%
Montgomery	-9.0%	-6.0%	-11.0%
Morris	-0.4%	-0.5%	-5.4%
Morton	12.1%	20.3%	14.4%
Nemaha	16.9%	21.3%	15.3%
Neosho	-11.9%	-9.0%	-13.5%
Ness	17.4%	25.7%	19.5%
Norton	-1.1%	20.5%	14.6%
Osage	-1.8%	-1.4%	-6.3%
Osborne	29.4%	32.4%	25.9%
Ottawa	-10.1%	-5.7%	-10.3%
Pawnee	-13.1%	5.6%	0.4%
Phillips	8.6%	15.7%	10.0%
Pottawatomie	0.7%	14.7%	9.0%
Pratt	-3.6%	0.5%	-4.5%
Rawlins	19.5%	19.7%	13.8%
Reno	-3.1%	3.9%	-1.2%
Republic	23.5%	27.3%	21.0%
Rice	20.4%	22.2%	16.1%
Riley	9.7%	16.7%	10.9%
Rooks	10.6%	15.5%	9.8%
Rush	22.7%	27.3%	21.0%
Russell	6.8%	13.2%	7.6%
Saline	3.3%	7.0%	1.8%
Scott	19.0%	30.4%	24.0%
Sedgwick	-2.2%	3.9%	-1.3%
Seward	-1.2%	0.7%	-4.3%
Shawnee	-3.1%	2.6%	-2.4%
Sheridan	6.7%	11.2%	5.7%
Sherman	12.4%	15.5%	9.9%
Smith	33.3%	32.8%	26.3%
Stafford	2.4%	3.7%	-1.4%
Stanton	7.8%	15.1%	9.5%
Stevens	-17.6%	-7.6%	-12.1%
Sumner	26.5%	28.0%	21.7%
Thomas	7.6%	19.3%	13.4%
Trego	9.9%	14.3%	8.7%
Wabaunsee	1.3%	5.3%	0.1%
Wallace	-9.4%	-3.4%	-8.1%
Washington	13.3%	17.0%	11.2%
Wichita	26.3%	32.2%	25.6%
Wilson	-11.9%	-15.0%	-19.2%
Woodson	10.0%	13.0%	7.5%
Wyandotte	3.0%	6.6%	1.3%

Map 2.
Changes in All Measures exceeding 10%
By Kansas Economic Reporting Regions
over 5-Year Period (FY 2008 to FY 2012)
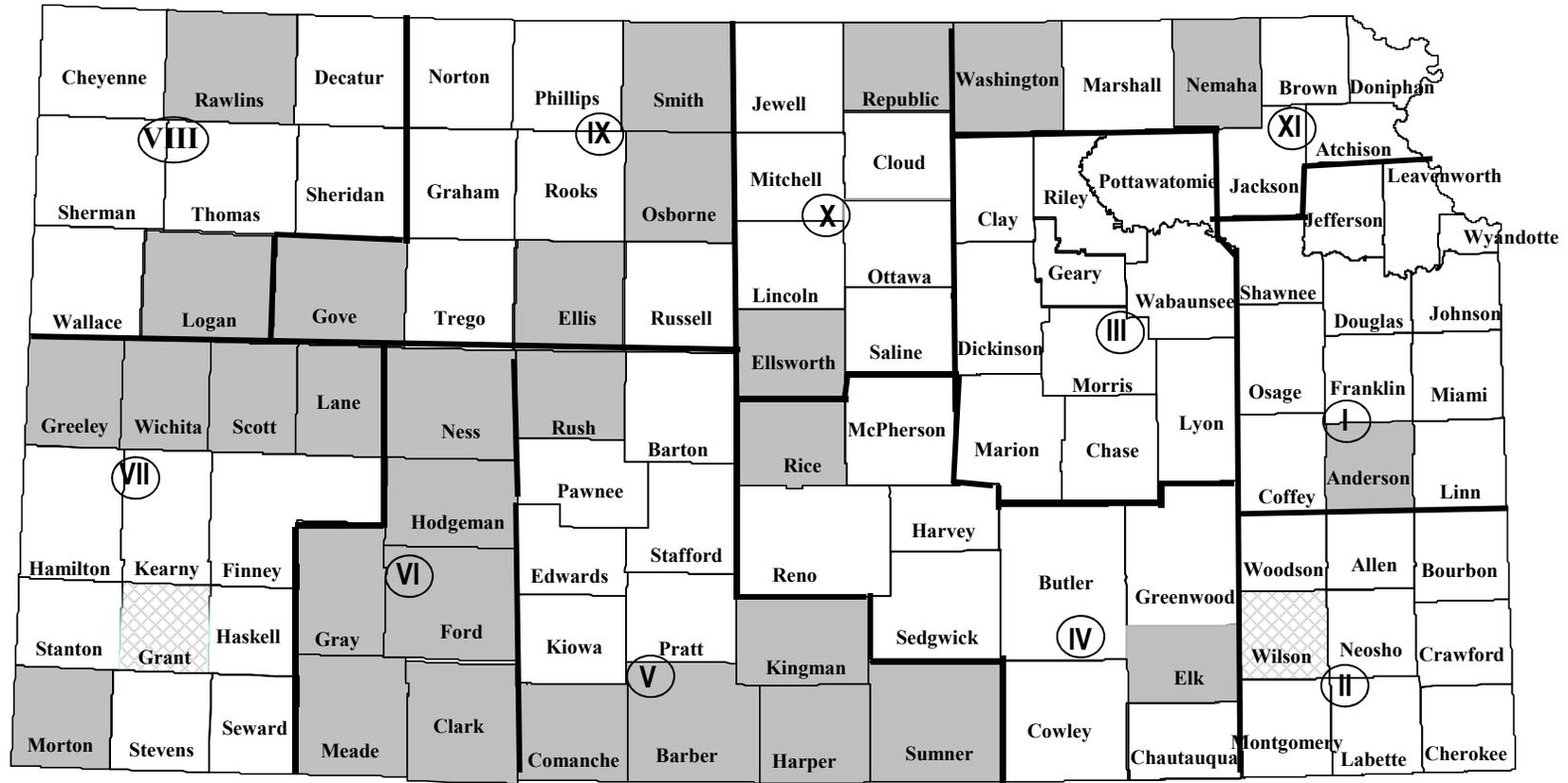
	30 counties with an increase in measures greater than 10%
	2 county with a decrease in measures greater than a -10%

Appendex A
Kansas Population as of July 1, 2011
Certified to the Secretary of State by Division of the Budget on July 1, 2012
Adjusted for Institutionalized Population

County	Certified July 1, 2012 Total Population	Institutionalized Population	2011 Net Population
Allen	13,331	-	13,331
Anderson	8,070	-	8,070
Atchison	16,793	-	16,793
Barber	4,888	-	4,888
Barton	27,841	-	27,841
Bourbon	14,985	-	14,985
Brown	10,010	-	10,010
Butler	65,817	1,331	64,486
Chase	2,817	-	2,817
Chautauqua	3,584	-	3,584
Cherokee	21,385	-	21,385
Cheyenne	2,718	-	2,718
Clark	2,143	-	2,143
Clay	8,573	-	8,573
Cloud	9,365	-	9,365
Coffey	8,533	-	8,533
Comanche	1,884	-	1,884
Cowley	36,272	805	35,467
Crawford	39,220	-	39,220
Decatur	2,915	-	2,915
Dickinson	19,739	-	19,739
Doniphan	7,945	-	7,945
Douglas	112,211	-	112,211
Edwards	3,020	-	3,020
Elk	2,811	-	2,811
Ellis	28,742	-	28,742
Ellsworth	6,483	823	5,660
Finney	37,083	-	37,083
Ford	34,568	-	34,568
Franklin	25,931	-	25,931
Geary	35,323	-	35,323
Gove	2,697	-	2,697
Graham	2,641	-	2,641
Grant	7,964	-	7,964
Gray	6,113	-	6,113
Greeley	1,258	-	1,258
Greenwood	6,644	-	6,644
Hamilton	2,666	-	2,666
Harper	5,993	-	5,993
Harvey	34,846	-	34,846
Haskell	4,285	-	4,285
Hodgeman	1,966	-	1,966
Jackson	13,433	-	13,433
Jefferson	18,941	-	18,941
Jewell	3,096	-	3,096
Johnson	552,991	-	552,991
Kearny	3,987	-	3,987
Kingman	7,853	-	7,853
Kiowa	2,549	-	2,549
Labette	21,511	-	21,511
Lane	1,749	-	1,749
Leavenworth	77,176	5,132	72,044
Lincoln	3,215	-	3,215
Linn	9,612	-	9,612
Logan	2,783	-	2,783
Lyon	33,764	-	33,764
Marion	12,538	-	12,538

Appendex A
Kansas Population as of July 1, 2011
Certified to the Secretary of State by Division of the Budget on July 1, 2012
Adjusted for Institutionalized Population

County	Certified July 1, 2012 Total Population	Institutionalized Population	2011 Net Population
Marshall	10,005	-	10,005
McPherson	29,241	-	29,241
Meade	4,531	-	4,531
Miami	32,715	-	32,715
Mitchell	6,295	-	6,295
Montgomery	34,911	-	34,911
Morris	5,888	-	5,888
Morton	3,198	-	3,198
Nemaha	10,113	-	10,113
Neosho	16,449	-	16,449
Ness	3,120	-	3,120
Norton	5,635	847	4,788
Osage	16,306	-	16,306
Osborne	3,847	-	3,847
Ottawa	6,119	-	6,119
Pawnee	7,011	-	7,011
Phillips	5,555	-	5,555
Pottawatomie	21,920	-	21,920
Pratt	9,676	-	9,676
Rawlins	2,512	-	2,512
Reno	64,607	1,841	62,766
Republic	4,907	-	4,907
Rice	10,076	-	10,076
Riley	72,997	-	72,997
Rooks	5,182	-	5,182
Rush	3,238	-	3,238
Russell	6,956	-	6,956
Saline	55,844	-	55,844
Scott	4,910	-	4,910
Sedgwick	501,076	-	501,076
Seward	23,328	-	23,328
Shawnee	178,941	626	178,315
Sheridan	2,552	-	2,552
Sherman	6,054	-	6,054
Smith	3,834	-	3,834
Stafford	4,371	-	4,371
Stanton	2,250	-	2,250
Stevens	5,613	-	5,613
Sumner	23,787	-	23,787
Thomas	7,977	-	7,977
Trego	2,930	-	2,930
Wabaunsee	7,026	-	7,026
Wallace	1,527	-	1,527
Washington	5,845	-	5,845
Wichita	2,276	-	2,276
Wilson	9,300	-	9,300
Woodson	3,292	-	3,292
Wyandotte	158,224	-	158,224
Statewide	2,871,238	11,405	2,859,833

Appendix B
Kansas Department of Revenue
Office of Policy and Research
State Sales Tax Collections for Fiscal Year 2011 and 2012

		Fiscal Year 2011 (July 10-June 11)		Fiscal Year 2012 (July 11-June 12)	Per Cent Change
Allen	$	8,936,264.82	$	9,544,374.88	6.8%
Anderson	$	3,775,882.25	$	4,197,025.67	11.2%
Atchison	$	8,697,999.06	$	9,302,326.53	6.9%
Barber	$	5,547,678.82	$	6,321,228.32	13.9%
Barton	$	28,039,762.03	$	30,532,947.61	8.9%
Bourbon	$	8,243,162.67	$	8,335,272.46	1.1%
Brown	$	6,251,121.00	$	6,711,898.70	7.4%
Butler	$	37,054,961.22	$	38,244,446.74	3.2%
Chase	$	1,023,677.80	$	1,109,371.86	8.4%
Chautauqua	$	1,255,061.32	$	1,425,195.98	13.6%
Cherokee	$	6,510,213.53	$	6,889,851.42	5.8%
Cheyenne	$	1,327,363.63	$	1,376,975.08	3.7%
Clark	$	1,013,458.32	$	1,126,942.19	11.2%
Clay	$	4,864,013.14	$	5,155,298.34	6.0%
Cloud	$	7,703,762.08	$	7,923,832.50	2.9%
Coffey	$	5,065,164.16	$	5,120,540.95	1.1%
Comanche	$	1,229,927.03	$	2,096,556.03	70.5%
Cowley	$	21,217,174.53	$	22,049,666.41	3.9%
Crawford	$	24,077,437.57	$	25,436,307.53	5.6%
Decatur	$	1,243,673.40	$	1,327,985.12	6.8%
Dickinson	$	11,045,879.08	$	11,653,829.60	5.5%
Doniphan	$	2,544,103.79	$	2,619,923.28	3.0%
Douglas	$	80,459,674.21	$	85,545,285.95	6.3%
Edwards	$	1,313,749.74	$	1,382,890.83	5.3%
Elk	$	1,033,424.13	$	1,268,324.33	22.7%
Ellis	$	37,294,648.51	$	41,738,678.28	11.9%
Ellsworth	$	3,144,281.79	$	4,292,886.66	36.5%
Finney	$	37,542,469.59	$	40,242,737.08	7.2%
Ford	$	28,806,708.63	$	31,797,021.11	10.4%
Franklin	$	14,776,417.61	$	15,748,903.01	6.6%
Geary	$	25,697,152.22	$	26,770,130.64	4.2%
Gove	$	2,543,517.98	$	2,752,005.12	8.2%
Graham	$	2,517,859.47	$	2,643,205.98	5.0%
Grant	$	5,801,985.89	$	6,084,899.26	4.9%
Gray	$	2,991,284.14	$	3,525,741.06	17.9%
Greeley	$	772,817.91	$	867,929.85	12.3%
Greenwood	$	2,750,296.32	$	3,087,915.85	12.3%
Hamilton	$	1,515,377.81	$	1,552,615.81	2.5%
Harper	$	4,096,122.50	$	5,706,159.86	39.3%
Harvey	$	20,719,971.63	$	21,797,562.40	5.2%
Haskell	$	3,088,069.06	$	3,263,716.91	5.7%
Hodgeman	$	1,039,255.03	$	1,053,933.19	1.4%
Jackson	$	5,723,416.55	$	5,827,124.00	1.8%
Jefferson	$	5,186,426.25	$	5,385,732.95	3.8%
Jewell	$	1,112,740.63	$	1,070,024.89	-3.8%
Johnson	$	565,771,358.37	$	594,542,377.75	5.1%
Kearny	$	1,739,792.09	$	1,617,351.17	-7.0%
Kingman	$	4,541,275.11	$	4,879,503.54	7.4%
Kiowa	$	1,720,565.48	$	2,124,731.16	23.5%
Labette	$	11,778,453.68	$	12,272,571.40	4.2%
Lane	$	1,222,021.75	$	1,506,995.45	23.3%
Leavenworth	$	31,948,808.81	$	32,606,398.46	2.1%
Lincoln	$	1,167,796.06	$	1,307,354.12	12.0%
Linn	$	3,268,865.62	$	3,563,789.94	9.0%
Logan	$	2,336,806.65	$	2,703,075.21	15.7%
Lyon	$	24,516,573.13	$	25,048,140.02	2.2%

Appendix B
Kansas Department of Revenue
Office of Policy and Research
State Sales Tax Collections for Fiscal Year 2011 and 2012

	Fiscal Year 2011 (July 10-June 11)		Fiscal Year 2012 (July 11-June 12)		Per Cent Change
Marion	$	5,440,063.04	$	5,329,950.18	-2.0%
Marshall	$	7,599,791.61	$	7,772,880.99	2.3%
Mcpherson	$	24,079,071.53	$	24,156,315.03	0.3%
Meade	$	2,424,123.17	$	2,488,649.35	2.7%
Miami	$	16,389,656.82	$	17,257,250.45	5.3%
Mitchell	$	5,196,742.95	$	5,427,543.03	4.4%
Montgomery	$	23,528,720.95	$	24,370,125.38	3.6%
Morris	$	2,850,761.44	$	2,875,566.87	0.9%
Morton	$	2,372,435.68	$	2,458,915.81	3.6%
Nemaha	$	6,350,480.85	$	6,695,208.71	5.4%
Neosho	$	11,738,732.11	$	12,152,368.78	3.5%
Ness	$	3,853,000.81	$	4,395,100.68	14.1%
Norton	$	3,343,490.39	$	3,609,031.32	7.9%
Osage	$	5,070,889.92	$	4,963,597.78	-2.1%
Osborne	$	2,361,607.91	$	2,876,771.73	21.8%
Ottawa	$	1,624,491.56	$	1,713,250.03	5.5%
Pawnee	$	3,894,141.82	$	3,647,588.16	-6.3%
Phillips	$	3,358,250.23	$	3,701,588.71	10.2%
Pottawatomie	$	25,394,882.84	$	27,972,008.18	10.1%
Pratt	$	9,601,429.89	$	10,457,852.93	8.9%
Rawlins	$	1,200,528.44	$	1,369,612.86	14.1%
Reno	$	52,462,584.05	$	53,923,734.56	2.8%
Republic	$	2,769,629.90	$	3,009,219.37	8.7%
Rice	$	5,563,253.76	$	6,171,482.58	10.9%
Riley	$	49,013,004.48	$	51,903,114.59	5.9%
Rooks	$	4,044,410.08	$	4,520,167.40	11.8%
Rush	$	1,658,579.15	$	1,446,354.02	-12.8%
Russell	$	5,533,112.74	$	5,905,482.06	6.7%
Saline	$	58,808,922.21	$	61,911,807.38	5.3%
Scott	$	4,036,801.18	$	4,572,012.87	13.3%
Sedgwick	$	448,082,396.94	$	474,382,504.09	5.9%
Seward	$	21,727,765.87	$	23,433,677.33	7.9%
Shawnee	$	154,379,341.49	$	161,445,918.11	4.6%
Sheridan	$	1,610,076.95	$	1,854,019.05	15.2%
Sherman	$	6,223,224.07	$	6,835,151.01	9.8%
Smith	$	2,138,753.07	$	2,669,229.17	24.8%
Stafford	$	2,167,637.07	$	2,318,828.00	7.0%
Stanton	$	1,189,867.67	$	1,364,340.11	14.7%
Stevens	$	3,715,919.77	$	3,916,503.37	5.4%
Sumner	$	10,328,585.68	$	12,744,637.78	23.4%
Thomas	$	10,015,520.59	$	11,036,661.01	10.2%
Trego	$	2,302,180.52	$	2,572,623.40	11.7%
Wabaunsee	$	1,686,229.93	$	1,741,328.00	3.3%
Wallace	$	768,758.31	$	921,704.97	19.9%
Washington	$	2,525,594.21	$	2,594,344.05	2.7%
Wichita	$	1,302,609.19	$	1,570,723.52	20.6%
Wilson	$	4,322,429.74	$	4,322,854.24	0.0%
Woodson	$	1,548,646.00	$	1,384,502.31	-10.6%
Wyandotte	$	113,760,168.79	$	122,518,625.76	7.7%
Not Designated	$	7,715,485.64	$	7,427,830.37	-3.7%
Total	$	2,285,682,508.61	$	2,420,190,067.88	5.9%