

# **CITY TRADE PULL FACTORS**

**Annual report for Fiscal Year 2017  
(July 2016 through June 2017)**

**Kansas Department of Revenue  
Office of Research and Analysis  
Issued December 2017**

# Introduction

The City Trade Pull Factor report provides different measures of retail market data for selected cities for fiscal year 2017, which represents the period July 1, 2016 through June 30, 2017.

The Department of Revenue employs the following retail market measures.

## 1. City Trade Pull Factor (CiTPF)

The first measure is a quotient of retail trade captured by the city compared to the state, called *the City Trade Pull Factor* (CiTPF). The City Trade Pull Factor is computed by dividing the per capita sales tax of a city by the statewide per capita sales tax.<sup>1</sup> CiTPF values greater than 1.00 indicates that local businesses are pulling in trade from beyond their home city border. A CiTPF value less than 1.00 indicates more trade is being lost than pulled in, that residents are shopping outside the city. This is a simple and well-known measure of the relative strength of the retail business community.

## 2. Income-Adjusted City Trade Pull Factor (IA-CiTPF)

The CiTPF is not adjusted for differing income levels in each business community. The Department of Revenue also provides a variation of the Trade Pull Factor, *the Income-Adjusted City Trade Pull Factor* (IA-CiTPF). The formula of this measure is given as follows:

$$\text{IA-CiTPF} = \text{CiTPF} \times \frac{\text{State's per capita Income}}{\text{City's per capita Income}}$$

Any pull factor computed for a certain period of time must be treated carefully because it is subject to temporary distortions of the local economy. Lloyd (1995) suggests that local government practitioners should utilize information over the long-span by calculating trade pull factors for each year and looking for long-term trends. Lloyd notes “[p]ull factors increasing over time would indicate that the local area is becoming more efficient at competing for local retail sales. Decreasing pull factors would indicate that the local business community is losing sales to outside areas.”

## 3. Trade Area Capture (TAC)

The *Trade Area Capture* (TAC) of a city is a measure of the customer base served by a community. It is calculated by multiplying the city’s population by the CiTPF.

## 4. Market Share (MS)

The *Market Share* (MS) is the percent the city’s Trade Area Capture is of the state as a whole. MS is calculated by dividing the city’s TAC by the statewide population.

## 5. Percent of County Trade (PCT)

The *Percent of County Trade* (PCT) is a concentration factor that shows the percent capture of retail trade of the city within its county.

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<sup>1</sup> Sales tax denotes statewide sales tax. In fiscal year 2017, the statewide sales tax rate was 6.50%.

For historical data, please refer to the previous reports. Prior year reports and other community-related reports can be found at the Department of Revenue's web site.

The FY 2017 report consists of two tables.

- Table 1 list the FY 2017 measures for 100 cities in the state ranked by population.
- Table 2 lists cities with a percent of county trade of 65% or higher.

## **Policy Implications**

In 2003 the Kansas Legislature passed a law that placed Kansas in conformity with the Streamlined Sales Tax Agreement. This legislation required destination sourcing, under which retail businesses must collect sales tax based on the local rates in effect at the place where the customer takes delivery of a purchase. Vehicle purchases are excluded from the destination 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.

Destination sourcing results in charging the sales tax rate based on where delivery occurs and in some industries, this impacts 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 types of retailers affected by destination sourcing are furniture dealers, home improvement (lumber) stores, household and electronic appliance dealers, and certain repair service providers.

Destination sourcing affects the city trade pull factor because the measure is based on sales tax collections. Previously, 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 community, it would be recorded as such – resulting in a loss of sales tax collections in the city where the store is located. With a few exceptions, the overall impact of destination sourcing on most cities' total sales tax collections has not been significant, so determining if a change in a city's sales tax collections is a direct result of destination sourcing is challenging. Based on the changes seen in the historical data, many regional shopping areas' pull factors were staying constant or slightly decreasing. Likewise, smaller cities' pull factors showed slight increases. This ongoing shift in the measures since destination sourcing was enacted is anticipated to continue with the growth of Internet shopping and the delivery of goods to the purchaser's address.

## **Data Sources**

The data used in this report consists of city's per capita income, city population, and state sales tax collections. Data on estimated per capita income (2012-2016) comes from US Census Bureau Quick Facts report. City populations are from the U.S. Census Bureau as

certified by the Division of the Budget July 1, 2017 and published as the official population reports for the state of Kansas, adjusted to remove the prison population, since this population does not trade within the retail community. State and federal prison population figures were obtained from the Kansas Department of Corrections and the Federal Bureau of Prisons and were deducted from the city and county totals.

State sales tax collections are generated by the Department of Revenue from sales tax returns filed by the state's retailers. Sales tax reports issued by the Department are available at <http://www.ksrevenue.gov>.

### **References**

1. Lloyd, M., 1995, "Measuring Local Economic Development with Pull Factors," *Journal of Extension Vol.33*, Extension Journal, Inc.
2. US Census Bureau, US Census, <<http://www.census.gov>>.
3. Kansas Department of Revenue, *Pull Factor Reports*, <<http://www.ksrevenue.gov>>.
4. Kansas Department of Corrections, *Population Report*, <<https://www.doc.ks.gov/>>.
5. Federal Bureau of Prisons, *USP Leavenworth*, <<https://www.bop.gov/>>.

**Table 1**  
**FY 2017 City Trade Pull Factors**  
**Top 100 cities by population**

City	State Sales Tax Collections	Adjusted Population CY 2016	Sales per Capita	Pull Factor	Income-Adjusted Pull Factor*	Trade Area Capture	Market Share	Percent of County Trade
Wichita	\$ 396,837,158	389,654	\$ 1,018.43	1.08	1.20	421,767	14.6%	72.5%
Overland Park	\$ 250,763,491	188,966	\$ 1,327.03	1.41	0.95	266,517	9.2%	35.0%
Kansas City	\$ 127,655,369	151,709	\$ 841.45	0.89	1.35	135,675	4.7%	89.9%
Olathe	\$ 157,238,322	135,473	\$ 1,160.66	1.23	1.06	167,116	5.8%	21.9%
Topeka	\$ 163,804,133	125,759	\$ 1,302.52	1.38	1.58	174,095	6.0%	91.2%
Lawrence	\$ 99,963,206	95,358	\$ 1,048.29	1.11	1.16	106,243	3.7%	93.7%
Shawnee	\$ 59,880,850	65,194	\$ 918.50	0.98	0.75	63,643	2.2%	8.3%
Manhattan	\$ 68,254,810	54,983	\$ 1,241.38	1.32	1.47	72,543	2.5%	**
Lenexa	\$ 77,417,763	52,903	\$ 1,463.39	1.56	1.12	82,281	2.8%	10.8%
Salina	\$ 65,493,739	47,336	\$ 1,383.59	1.47	1.65	69,608	2.4%	96.1%
Hutchinson	\$ 47,248,947	39,501	\$ 1,196.15	1.27	1.56	50,217	1.7%	84.3%
Leawood	\$ 42,983,340	34,565	\$ 1,243.55	1.32	0.46	45,684	1.6%	6.0%
Leavenworth	\$ 27,676,961	34,218	\$ 808.84	0.86	0.98	29,416	1.0%	66.2%
Dodge City	\$ 30,212,198	27,453	\$ 1,100.51	1.17	1.75	32,110	1.1%	89.5%
Garden City	\$ 40,463,387	26,747	\$ 1,512.82	1.61	2.07	43,005	1.5%	86.6%
Emporia	\$ 25,872,394	24,816	\$ 1,042.57	1.11	1.45	27,498	0.9%	92.3%
Junction City	\$ 22,043,517	24,180	\$ 911.64	0.97	1.25	23,428	0.8%	87.3%
Derby	\$ 28,060,858	23,633	\$ 1,187.36	1.26	1.13	29,824	1.0%	5.1%
Prairie Village	\$ 14,340,970	21,805	\$ 657.69	0.70	0.40	15,242	0.5%	2.0%
Gardner	\$ 13,628,759	21,110	\$ 645.61	0.69	0.74	14,485	0.5%	1.9%
Hays	\$ 33,173,977	21,027	\$ 1,577.68	1.68	1.80	35,258	1.2%	86.3%
Pittsburg	\$ 20,957,989	20,366	\$ 1,029.07	1.09	1.69	22,275	0.8%	69.9%
Liberal	\$ 21,020,972	20,350	\$ 1,032.97	1.10	1.54	22,342	0.8%	94.1%
Newton	\$ 16,446,823	19,105	\$ 860.86	0.91	1.07	17,480	0.6%	67.0%
Great Bend	\$ 21,151,084	15,535	\$ 1,361.51	1.45	1.74	22,480	0.8%	76.5%
McPherson	\$ 17,198,657	13,164	\$ 1,306.5	1.39	1.34	18,279	0.6%	64.0%
Andover	\$ 11,516,996	12,980	\$ 887.3	0.94	0.76	12,241	0.4%	26.0%
Ottawa	\$ 14,290,129	12,356	\$ 1,156.5	1.23	1.59	15,188	0.5%	77.2%
Arkansas City	\$ 9,837,435	12,063	\$ 815.5	0.87	1.31	10,455	0.4%	42.8%
Winfield	\$ 9,882,948	11,741	\$ 841.7	0.89	1.24	10,504	0.4%	43.0%
El Dorado	\$ 13,438,608	11,249	\$ 1,194.6	1.27	1.50	14,283	0.5%	30.3%
Haysville	\$ 3,790,805	11,245	\$ 337.1	0.36	0.47	4,029	0.1%	0.7%
Merriam	\$ 51,724,657	11,245	\$ 4,599.8	4.89	4.42	54,974	1.9%	7.2%
Atchison	\$ 8,844,563	10,679	\$ 828.2	0.88	1.17	9,400	0.3%	86.3%
Parsons	\$ 9,643,149	9,906	\$ 973.5	1.03	1.53	10,249	0.4%	74.9%
Lansing	\$ 4,879,902	9,782	\$ 498.9	0.53	0.50	5,186	0.2%	11.7%
Coffeyville	\$ 8,557,127	9,539	\$ 897.1	0.95	1.33	9,095	0.3%	36.7%
Mission	\$ 14,868,608	9,443	\$ 1,574.6	1.67	1.42	15,803	0.5%	2.1%
Augusta	\$ 6,382,858	9,321	\$ 684.8	0.73	0.91	6,784	0.2%	14.4%
Chanute	\$ 10,504,000	9,139	\$ 1,149.4	1.22	1.72	11,164	0.4%	83.0%
Independence	\$ 10,521,198	8,799	\$ 1,195.7	1.27	1.75	11,182	0.4%	45.1%
Wellington	\$ 6,475,863	7,889	\$ 820.9	0.87	1.10	6,883	0.2%	51.7%
Fort Scott	\$ 8,477,138	7,773	\$ 1,090.6	1.16	1.70	9,010	0.3%	87.9%
Bonner Springs	\$ 11,739,888	7,665	\$ 1,531.6	1.63	1.89	12,477	0.4%	**
Bel Aire	\$ 1,043,253	7,661	\$ 136.2	0.14	0.11	1,109	0.0%	0.2%
Park City	\$ 6,342,760	7,632	\$ 831.1	0.88	1.04	6,741	0.2%	1.2%
Valley Center	\$ 2,066,064	7,343	\$ 281.4	0.30	0.28	2,196	0.1%	0.4%
Roeland Park	\$ 8,852,316	6,786	\$ 1,304.5	1.39	1.21	9,408	0.3%	1.2%

**Table 1**  
**FY 2017 City Trade Pull Factors**  
**Top 100 cities by population**

	State Sales Tax Collections	Adjusted Population CY 2016	Sales per Capita	Pull Factor	Income- Adjusted Pull Factor*	Trade Area Capture	Market Share	Percent of County Trade
Pratt	\$ 9,155,627	6,771	\$ 1,352.2	1.44	1.77	9,731	0.3%	86.0%
Abilene	\$ 7,274,764	6,469	\$ 1,124.6	1.20	1.32	7,732	0.3%	60.9%
Eudora	\$ 1,822,453	6,379	\$ 285.7	0.30	0.32	1,937	0.1%	1.7%
Mulvane	\$ 1,619,432	5,335	\$ 303.5	0.32	0.31	1,721	0.1%	0.3%
Spring Hill	\$ 2,077,911	3,563	\$ 583.2	0.62	0.67	2,208	0.1%	0.3%
De Soto	\$ 2,913,789	6,071	\$ 480.0	0.51	0.52	3,097	0.1%	**
Ulysses	\$ 3,778,209	6,035	\$ 626.0	0.67	0.82	4,016	0.1%	76.1%
Basehor	\$ 2,305,575	5,651	\$ 408.0	0.43	0.36	2,450	0.1%	5.5%
Paola	\$ 8,849,541	5,568	\$ 1,589.4	1.69	1.98	9,405	0.3%	42.2%
Iola	\$ 7,398,495	5,454	\$ 1,356.5	1.44	2.10	7,863	0.3%	75.8%
Colby	\$ 10,026,130	5,419	\$ 1,850.2	1.97	2.31	10,656	0.4%	88.1%
Tonganoxie	\$ 2,553,857	5,326	\$ 479.5	0.51	0.50	2,714	0.1%	6.1%
Concordia	\$ 6,551,498	5,179	\$ 1,265.0	1.34	1.59	6,963	0.2%	80.6%
Wamego	\$ 3,692,898	4,715	\$ 783.2	0.83	n/a	3,925	0.1%	11.7%
Goddard	\$ 5,184,015	4,710	\$ 1,100.6	1.17	n/a	5,510	0.2%	0.9%
Baldwin City	\$ 1,942,353	4,677	\$ 415.3	0.44	n/a	2,064	0.1%	1.8%
Russell	\$ 2,173,934	4,500	\$ 483.1	0.51	n/a	2,311	0.1%	45.8%
Goodland	\$ 6,702,525	4,441	\$ 1,509.2	1.60	n/a	7,124	0.2%	93.6%
Maize	\$ 1,413,283	4,438	\$ 318.5	0.34	n/a	1,502	0.1%	0.3%
Edwardsville	\$ 2,422,442	4,390	\$ 551.8	0.59	n/a	2,575	0.1%	1.7%
Louisburg	\$ 5,526,616	4,382	\$ 1,261.2	1.34	n/a	5,874	0.2%	26.4%
Osawatomie	\$ 1,386,438	4,308	\$ 321.8	0.34	n/a	1,474	0.1%	6.6%
Clay Center	\$ 4,395,355	4,069	\$ 1,080.2	1.15	n/a	4,671	0.2%	80.0%
Rose Hill	\$ 1,190,636	4,015	\$ 296.5	0.32	n/a	1,265	0.0%	2.7%
Fairway	\$ 2,256,786	3,972	\$ 568.2	0.60	n/a	2,399	0.1%	0.3%
Baxter Springs	\$ 1,802,432	3,963	\$ 454.8	0.48	n/a	1,916	0.1%	23.4%
Scott City	\$ 3,813,716	3,890	\$ 980.4	1.04	n/a	4,053	0.1%	84.8%
Hugoton	\$ 2,752,678	3,835	\$ 717.8	0.76	n/a	2,926	0.1%	72.9%
Hesston	\$ 1,453,450	3,803	\$ 382.2	0.41	n/a	1,545	0.1%	5.9%
Beloit	\$ 4,638,287	3,769	\$ 1,230.6	1.31	n/a	4,930	0.2%	77.9%
Lyons	\$ 2,190,203	3,671	\$ 596.6	0.63	n/a	2,328	0.1%	38.9%
Mission Hills	\$ 14,868,608	9,443	\$ 1,574.6	1.67	n/a	15,803	0.5%	2.1%
Frontenac	\$ 2,585,230	3,414	\$ 757.2	0.80	n/a	2,748	0.1%	8.6%
Larned	\$ 3,031,862	3,362	\$ 901.8	0.96	n/a	3,222	0.1%	80.0%
Lindsborg	\$ 1,765,246	3,338	\$ 528.8	0.56	n/a	1,876	0.1%	6.6%
Marysville	\$ 5,164,043	3,294	\$ 1,567.7	1.67	n/a	5,488	0.2%	61.1%
Holton	\$ 5,129,144	3,285	\$ 1,561.4	1.66	n/a	5,451	0.2%	75.2%
Garnett	\$ 3,248,138	3,264	\$ 995.1	1.06	n/a	3,452	0.1%	72.0%
Columbus	\$ 2,889,529	3,104	\$ 930.9	0.99	n/a	3,071	0.1%	37.5%
Hiawatha	\$ 4,226,851	3,065	\$ 1,379.1	1.47	n/a	4,492	0.2%	58.1%
Kingman	\$ 2,492,060	3,000	\$ 830.7	0.88	n/a	2,649	0.1%	55.1%
Hillsboro	\$ 2,505,598	2,887	\$ 867.9	0.92	n/a	2,663	0.1%	45.7%
Galena	\$ 1,106,608	2,886	\$ 383.4	0.41	n/a	1,176	0.0%	14.4%
Osage City	\$ 1,899,656	2,837	\$ 669.6	0.71	n/a	2,019	0.1%	35.3%
Girard	\$ 1,355,104	2,748	\$ 493.1	0.52	n/a	1,440	0.0%	4.5%
St. Marys	\$ 1,835,156	2,664	\$ 688.9	0.73	n/a	1,950	0.1%	5.8%
Burlington	\$ 2,709,703	2,610	\$ 1,038.2	1.10	n/a	2,880	0.1%	46.8%
Hoisington	\$ 1,505,415	2,586	\$ 582.1	0.62	n/a	1,600	0.1%	5.4%
Sabetha	\$ 2,699,422	2,584	\$ 1,044.7	1.11	n/a	2,869	0.1%	**
Phillipsburg	\$ 2,398,634	2,543	\$ 943.2	1.00	n/a	2,549	0.1%	69.8%
South Hutchinson	\$ 2,251,247	2,539	\$ 886.7	0.94	n/a	2,393	0.1%	4.0%
Clearwater	\$ 720,259	2,519	\$ 285.9	0.30	n/a	766	0.0%	0.1%

\*Only available for cities with population over 5,000.

\*\*City is located in two or more counties

**Table 2  
FY 2017 City Trade Pull Factors  
Cities with >65% of County Trade**

City	State Sales Tax Collections	Adjusted Population CY 2016	Sales per Capita	FY 2017 Pull Factor	FY 2017	FY 2017 Trade Area Capture	Market Share	Percent of County Trade
					Income-Adjusted Pull Factor*			
Salina	\$ 65,493,739	47,336	\$ 1,383.59	1.47	1.59	69,608	2.4%	96.1%
Liberal	\$ 21,020,972	20,350	\$ 1,032.97	1.10	1.48	22,342	0.8%	94.1%
Lawrence	\$ 99,963,206	95,358	\$ 1,048.29	1.11	1.12	106,243	3.7%	93.7%
Goodland	\$ 6,702,525	4,441	\$ 1,509.24	1.60	n/a	7,124	0.2%	93.6%
Emporia	\$ 25,872,394	24,816	\$ 1,042.57	1.11	1.39	27,498	0.9%	92.3%
Topeka	\$ 163,804,133	125,759	\$ 1,302.52	1.38	1.52	174,095	6.0%	91.2%
Kansas City	\$ 127,655,369	151,709	\$ 841.45	0.89	1.29	135,675	4.7%	89.9%
Dodge City	\$ 68,254,810	54,983	\$ 1,241.38	1.32	1.90	72,543	2.5%	79.4%
Colby	\$ 10,026,130	5,419	\$ 1,850.18	1.97	2.22	10,656	0.4%	88.1%
Fort Scott	\$ 8,477,138	7,773	\$ 1,090.59	1.16	1.64	9,010	0.3%	87.9%
Junction City	\$ 22,043,517	24,180	\$ 911.64	0.97	1.20	23,428	0.8%	87.3%
Garden City	\$ 40,463,387	26,747	\$ 1,512.82	1.61	1.98	43,005	1.5%	86.6%
Hays	\$ 33,173,977	21,027	\$ 1,577.68	1.68	1.73	35,258	1.2%	86.3%
Atchison	\$ 8,844,563	10,679	\$ 828.22	0.88	1.12	9,400	0.3%	86.3%
Pratt	\$ 9,155,627	6,771	\$ 1,352.18	1.44	1.70	9,731	0.3%	86.0%
Scott City	\$ 3,813,716	3,890	\$ 980.39	1.04	n/a	4,053	0.1%	84.8%
Hutchinson	\$ 47,248,947	39,501	\$ 1,196.15	1.27	1.50	50,217	1.7%	84.3%
Chanute	\$ 10,504,000	9,139	\$ 1,149.36	1.22	1.66	11,164	0.4%	83.0%
Concordia	\$ 6,551,498	5,179	\$ 1,265.01	1.34	1.52	6,963	0.2%	80.6%
Larned	\$ 3,031,862	3,362	\$ 901.80	0.96	n/a	3,222	0.1%	80.0%
Clay Center	\$ 4,395,355	4,069	\$ 1,080.21	1.15	n/a	4,671	0.2%	80.0%
Norton	\$ 2,751,869	1,934	\$ 1,422.89	1.51	n/a	2,925	0.1%	78.1%
Beloit	\$ 4,638,287	3,769	\$ 1,230.64	1.31	n/a	4,930	0.2%	77.9%
Ottawa	\$ 14,290,129	12,356	\$ 1,156.53	1.23	1.52	15,188	0.5%	77.2%
Great Bend	\$ 21,151,084	15,535	\$ 1,361.51	1.45	1.67	22,480	0.8%	76.5%
Ulysses	\$ 3,778,209	6,035	\$ 626.0	0.67	0.78	4,016	0.1%	76.1%
Iola	\$ 7,398,495	5,454	\$ 1,356.5	1.44	2.02	7,863	0.3%	75.8%
Holton	\$ 5,129,144	3,285	\$ 1,561.4	1.66	n/a	5,451	0.2%	75.2%
Parsons	\$ 9,643,149	9,906	\$ 973.5	1.03	1.47	10,249	0.4%	74.9%
Wakeeney	\$ 1,772,768	1,776	\$ 998.2	1.06	n/a	1,884	0.1%	74.7%
Syracuse	\$ 1,254,881	1,705	\$ 736.0	0.78	n/a	1,334	0.0%	74.7%
Oberlin	\$ 1,045,364	1,700	\$ 614.9	0.65	n/a	1,111	0.0%	72.9%
Hugoton	\$ 2,752,678	3,835	\$ 717.8	0.76	n/a	2,926	0.1%	72.9%
Wichita	\$ 396,837,158	389,654	\$ 1,018.4	1.08	1.15	421,767	14.6%	72.5%
Garnett	\$ 3,248,138	3,264	\$ 995.1	1.06	n/a	3,452	0.1%	72.0%
Council Grove	\$ 2,237,356	2,060	\$ 1,086.1	1.15	n/a	2,378	0.1%	72.0%
Hill City	\$ 1,413,567	1,455	\$ 971.5	1.03	n/a	1,502	0.1%	70.2%
Pittsburg	\$ 20,957,989	20,366	\$ 1,029.1	1.09	n/a	22,275	0.8%	69.9%
Phillipsburg	\$ 2,398,634	2,543	\$ 943.2	1.00	n/a	2,549	0.1%	69.8%
Newton	\$ 16,446,823	19,105	\$ 860.9	0.91	1.02	17,480	0.6%	67.0%
Yates Center	\$ 882,768	1,351	\$ 653.4	0.69	n/a	938	0.0%	66.4%
Leavenworth	\$ 27,676,961	34,218	\$ 808.8	0.86	n/a	29,416	1.0%	66.2%
Smith Center	\$ 1,443,491	1,583	\$ 911.9	0.97	n/a	1,534	0.1%	65.0%

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