

COUNTY TRADE PULL FACTORS

Annual report for fiscal year 2005

(July 2004 – June 2005)

Kansas Department of Revenue
Office of Policy and Research
Issued July 2006
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Introduction

This is the first year for the Kansas Department of Revenue to publish the County Trade Pull Factor report. The Kansas State University's Department of Agricultural Economics prepared prior reports. The report was the effort of David Darling, Ph. D and with his recent retirement, the department assumed the publication of the pull factor report.

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2005, which represents the period July 1, 2004 through June 30, 2005. 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 other community related reports and can be found (or linked) at the Department of Revenue's web site, www.ksrevenue.org or at the Kansas State University's web site, www.agecon.ksu.edu/ddarling/d2002/dhome.html

The report was revised in April 2007 due to incorrect population data. The following counties were affected: Butler, Cowley, Ellsworth, Leavenworth, Norton, Reno and Shawnee. In all changes, the changes were minor and had little or no impact on the county's pull factor.

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)

Fourteen counties have a positive pull factor measure of 1.0 or greater. The county with the highest trade pull factor is Pottawatomie County. The high CTPF in Pottawatomie can be attributed to a relatively low population base and the strong retail presence that exists within the county's portion of the city of Manhattan. Johnson County has the 2nd higher CTPF. Johnson County makes up 18% of the population and 26% of the retail trade in the state of Kansas. As part of the greater Kansas City metropolitan area, it not only attracts shoppers from other Kansas counties but from Missouri residents as well.

The remaining 12 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.

There are 14 counties with a trade factor of 0.40 or less, indicating that the county's residents do more of their shopping outside the county than within. Eight of the counties neighbor a positive CTPF county. Of the remaining 6 counties with a low CTPF, six are border counties and have access to trade centers in a neighboring state. The remaining county, Chase County is situated between Topeka and Wichita and has Lyon County, home of Emporia to its east. 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.

In a change from the prior reports, the state of Kansas has been divided into eleven (11) regions. These regions are the ones 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. For this report, the 6 pull factor regions are provided for historical reference.

When the CTPF is reviewed by region, eight 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 3 regions that do not have at least one county with a positive CTPF are regions II (southeast), IV (south east central), and XI (northeast). The primary reason is their proximity to out-of-state shopping centers (Joplin, MO; Bartlesville, OK; St Joseph, Mo) or their proximity to high CTPF counties such as Johnson, Sedgwick, Shawnee counties.

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 9,406 customers (calculated by multiplying the county population of 13,760 by their CTPF of 0.68). By comparison, Johnson County has the highest TAC followed by Sedgwick County. Respectively, their customer bases are 702,767 and 539,462. This would be expected being 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 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 26.2% of the Kansas market. Sedgwick County controls 20%.

Changes from prior years

Table 3 provides the change in the three measures from fiscal year 2004. The change in the county trade pull factor is also on Map 2. 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.

Johnson County has a negative CTPF of -1.7%, however it's trade area capture increased slightly (0.7%). The Johnson County population and sales tax collections increased from the prior year, but the increase in sales tax was less than the statewide average and resulted in a slight decrease in the pull factor. However, because of the population size and the amount of retail within the county, there is an increase in the trade area capture measure.

Hodgeman County has a change in CTPF of 11.45%, an increase in TAC of 6.9% and yet a decrease in market share of -6.3%. The county had a decrease in population of 3% and an increase in state sales tax collections of 10%. This resulted in the increase in the CTPF but their market share is small and actually decreased which resulted in the negative change in market share.

Table 4 provides the change in the three measures over a five (5) year timeframe, from fiscal year 2001 to fiscal year 2005. This table was developed to see if any trends could be identified on 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 has had significant changes. Comparison of the fiscal year 2001 and 2005 values was developed to determine if any trends could be determined. Map 3 highlights the counties with 10% or more change in all three measures during the 5-year period. There were 20 counties with positive increases in all three measures of 10% or more, and of these, 10 had increases in excess of 15%. In many instances, they are smaller population counties and a small increase in sales results in significant increases in the measurers. A few of the counties, such as Leavenworth, Cloud, and Miami are moving towards becoming trade centers as their pull factor nears a value of 1.0. Others with increases are near a trading center and their increase may be partially due to destination sourcing. Likewise there were 4 counties with negative increases in all three measures of -10% or more. Three are border counties (Cheyenne, Labette, and Norton) and the fourth (Gray) is surrounded by trading centers.

Policy Implications

In 2003 the Kansas Legislature passed a law that placed Kansas in conformity with the Streamlined Sales Tax Agreement. As part of the legislation was the requirement that Kansas enforce 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 can not be fully studied at this time.

Destination sourcing results in charging the sales tax 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 purchasers. The primary retailers affected by destination sourcing are furniture, home improvement (lumber), household and electronic appliances, and certain repair services.

Destination sourcing affects the county trade pull factor reports as the measure is based on sales tax collections. 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. The overall impact of destination sourcing on a county's total sales has not been significant and determining if a change in sales tax is a direct result of destination sourcing is challenging. If you look only at the increase statewide to individual counties, there are several trade centers whose increase was less than the statewide gain. In fiscal year 2005, state sales tax collections increased by 3.8%. Counties with a positive CTPF who did not meet or exceed that rate of increase include Johnson (3.7% increase), Saline (1.6%), Shawnee (2.3%), Pratt (1.1%), Sherman (2.9%), Seward (-1.8%) and Reno (1.8%). In contrast, sales tax collections increased well above the statewide percentage in some counties that have low CTPF measures, such as Doniphan (22.5% increase), Wabaunsee (9.0%), Jefferson (10.2%), Jewell (13%), and Hodgeman (10.1%). Without further study of the sales tax data, the changes in collections, whether positive or negative, can not be directly tied to

destination sourcing, but it is probable that some part of the change may be explained by the sourcing change. For those who rely on CTPF reports, destination sourcing affects the pull factor measure in that the measure is less meaningful under the new tax policy. The department continues to monitor the impact on sourcing.

FY 2005 Data Sources

The data used in this report consists of county population and state sales tax collections. The county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2005 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 jails, prisons, and nursing homes are part of the institutionalized population. To arrive at the adjusted population data for this report, the 2000 U.S. Census Bureau's institutionalized population has been subtracted from the 2004 population by county data. Appendix A lists the county populations. 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 2005, all but \$6.4 million in sales tax revenue were allocated to counties compared to \$7 million in FY 2004. Appendix B lists the state sales tax collections for fiscal years 2004 and 2005. To review sales tax reports issued by the department, they are available on their Web site at <http://www.ksrevenue.org>

Table 1.
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2005

County	Adjusted Population	State Sales Tax Collection	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	PF Region	KS Econ Dev Region
Allen	13,760	\$ 5,983,999	\$ 434.88	0.68	9,404	0.35%	SE	II
Anderson	8,073	\$ 2,898,906	\$ 359.09	0.56	4,556	0.17%	SE	I
Atchison	16,535	\$ 7,520,066	\$ 454.80	0.71	11,818	0.44%	NE	XI
Barber	4,934	\$ 2,774,841	\$ 562.39	0.88	4,361	0.16%	SC	V
Barton	26,928	\$ 18,491,403	\$ 686.70	1.08	29,059	1.08%	SC	V
Bourbon	14,861	\$ 6,352,975	\$ 427.49	0.67	9,984	0.37%	SE	II
Brown	10,160	\$ 4,087,054	\$ 402.27	0.63	6,423	0.24%	NE	XI
Butler	59,767	\$ 25,368,641	\$ 424.46	0.67	39,866	1.48%	SC	IV
Chase	2,955	\$ 739,713	\$ 250.33	0.39	1,162	0.04%	NC	III
Chautauqua	4,024	\$ 936,840	\$ 232.81	0.37	1,472	0.05%	SC	IV
Cherokee	21,686	\$ 5,200,589	\$ 239.81	0.38	8,173	0.30%	SE	II
Cheyenne	2,925	\$ 865,886	\$ 296.03	0.47	1,361	0.05%	NW	VIII
Clark	2,297	\$ 612,772	\$ 266.77	0.42	963	0.04%	SW	VI
Clay	8,432	\$ 3,391,875	\$ 402.26	0.63	5,330	0.20%	NC	III
Cloud	9,433	\$ 5,676,601	\$ 601.78	0.95	8,921	0.33%	NC	X
Coffey	8,633	\$ 3,606,375	\$ 417.74	0.66	5,667	0.21%	SE	I
Comanche	1,833	\$ 857,959	\$ 468.06	0.74	1,348	0.05%	SW	V
Cowley	34,788	\$ 14,831,281	\$ 426.33	0.67	23,307	0.87%	SC	IV
Crawford	37,362	\$ 18,918,208	\$ 506.35	0.80	29,729	1.11%	SE	II
Decatur	3,154	\$ 877,712	\$ 278.29	0.44	1,379	0.05%	NW	VIII
Dickinson	18,802	\$ 8,797,424	\$ 467.90	0.74	13,825	0.51%	NC	III
Doniphan	7,968	\$ 1,954,596	\$ 245.31	0.39	3,072	0.11%	NE	XI
Douglas	102,203	\$ 64,154,030	\$ 627.71	0.99	100,816	3.75%	NE	I
Edwards	3,249	\$ 965,484	\$ 297.16	0.47	1,517	0.06%	SW	V
Elk	3,031	\$ 830,908	\$ 274.14	0.43	1,306	0.05%	SC	IV
Ellis	26,737	\$ 24,145,014	\$ 903.06	1.42	37,943	1.41%	NW	IX
Ellsworth	5,305	\$ 2,115,851	\$ 398.84	0.63	3,325	0.12%	NC	X
Finney	39,034	\$ 24,995,156	\$ 640.34	1.01	39,279	1.46%	SW	VII
Ford	32,776	\$ 19,813,228	\$ 604.50	0.95	31,136	1.16%	SW	VI
Franklin	25,734	\$ 12,202,056	\$ 474.16	0.75	19,175	0.71%	NE	I
Geary	24,883	\$ 14,321,831	\$ 575.57	0.90	22,506	0.84%	NC	III
Gove	2,792	\$ 1,367,929	\$ 489.95	0.77	2,150	0.08%	NW	IX
Graham	2,700	\$ 1,379,425	\$ 510.90	0.80	2,168	0.08%	NW	IX
Grant	7,614	\$ 4,373,753	\$ 574.44	0.90	6,873	0.26%	SW	VII
Gray	5,844	\$ 1,815,398	\$ 310.64	0.49	2,853	0.11%	SW	VI
Greeley	1,388	\$ 540,939	\$ 389.73	0.61	850	0.03%	SW	VII
Greenwood	7,375	\$ 2,122,039	\$ 287.73	0.45	3,335	0.12%	SC	IV
Hamilton	2,611	\$ 953,932	\$ 365.35	0.57	1,499	0.06%	SW	VII
Harper	6,070	\$ 3,020,563	\$ 497.62	0.78	4,747	0.18%	SC	V
Harvey	32,978	\$ 16,490,776	\$ 500.05	0.79	25,915	0.96%	SC	IV
Haskell	4,237	\$ 1,499,562	\$ 353.92	0.56	2,357	0.09%	SW	VII
Hodgeman	2,054	\$ 480,905	\$ 234.13	0.37	756	0.03%	SW	VI
Jackson	12,955	\$ 5,450,814	\$ 420.75	0.66	8,566	0.32%	NE	XI
Jefferson	18,658	\$ 3,976,728	\$ 213.14	0.33	6,249	0.23%	NE	I
Jewell	3,381	\$ 779,847	\$ 230.66	0.36	1,226	0.05%	NC	X
Johnson	492,916	\$ 447,090,615	\$ 907.03	1.43	702,590	26.12%	NE	I
Kearny	4,470	\$ 1,073,203	\$ 240.09	0.38	1,687	0.06%	SW	VII
Kingman	8,192	\$ 3,002,698	\$ 366.54	0.58	4,719	0.18%	SC	V
Kiowa	3,024	\$ 1,384,019	\$ 457.68	0.72	2,175	0.08%	SW	V
Labette	21,678	\$ 8,584,148	\$ 395.98	0.62	13,490	0.50%	SE	II

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Fiscal Year 2005

County	Adjusted Population	State Sales Tax Collection	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	PF Region	KS Econ Dev Region
Lane	1,927	\$ 634,019	\$ 329.02	0.52	996	0.04%	SW	VII
Leavenworth	66,151	\$ 25,756,462	\$ 389.36	0.61	40,476	1.50%	NE	I
Lincoln	3,340	\$ 796,683	\$ 238.53	0.37	1,252	0.05%	NC	X
Linn	9,666	\$ 2,418,111	\$ 250.17	0.39	3,800	0.14%	SE	I
Logan	2,770	\$ 1,301,213	\$ 469.75	0.74	2,045	0.08%	NW	VIII
Lyon	35,291	\$ 19,217,593	\$ 544.55	0.86	30,200	1.12%	NC	III
Marion	12,679	\$ 3,917,631	\$ 308.99	0.49	6,156	0.23%	NC	III
Marshall	10,169	\$ 4,874,189	\$ 479.32	0.75	7,660	0.28%	NC	XI
Mcperson	28,755	\$ 16,873,449	\$ 586.80	0.92	26,516	0.99%	NC	IV
Meade	4,478	\$ 1,317,041	\$ 294.11	0.46	2,070	0.08%	SW	VI
Miami	29,106	\$ 13,468,643	\$ 462.74	0.73	21,166	0.79%	NE	I
Mitchell	6,324	\$ 3,643,078	\$ 576.07	0.91	5,725	0.21%	NC	X
Montgomery	34,418	\$ 18,524,654	\$ 538.23	0.85	29,111	1.08%	SE	II
Morris	5,902	\$ 2,224,912	\$ 376.98	0.59	3,496	0.13%	NC	III
Morton	3,212	\$ 1,562,390	\$ 486.42	0.76	2,455	0.09%	SW	VII
Nemaha	10,004	\$ 4,079,915	\$ 407.83	0.64	6,411	0.24%	NE	XI
Neosho	16,258	\$ 9,884,636	\$ 607.99	0.96	15,533	0.58%	SE	II
Ness	3,004	\$ 2,087,856	\$ 695.03	1.09	3,281	0.12%	SW	VI
Norton	5,058	\$ 2,128,808	\$ 420.88	0.66	3,345	0.12%	NW	IX
Osage	16,872	\$ 4,156,029	\$ 246.33	0.39	6,531	0.24%	NE	I
Osborne	3,987	\$ 1,601,514	\$ 401.68	0.63	2,517	0.09%	NW	IX
Ottawa	6,003	\$ 1,390,203	\$ 231.58	0.36	2,185	0.08%	NC	X
Pawnee	6,147	\$ 2,485,705	\$ 404.38	0.64	3,906	0.15%	SC	V
Phillips	5,440	\$ 2,249,360	\$ 413.49	0.65	3,535	0.13%	NW	IX
Pottawatomie	18,729	\$ 17,673,868	\$ 943.66	1.48	27,774	1.03%	NC	III
Pratt	9,273	\$ 6,844,213	\$ 738.08	1.16	10,755	0.40%	SC	V
Rawlins	2,715	\$ 771,788	\$ 284.27	0.45	1,213	0.05%	NW	VIII
Reno	60,710	\$ 40,406,358	\$ 665.56	1.05	63,497	2.36%	SC	IV
Republic	5,084	\$ 1,883,950	\$ 370.56	0.58	2,961	0.11%	NC	X
Rice	10,344	\$ 3,531,129	\$ 341.37	0.54	5,549	0.21%	SC	IV
Riley	62,642	\$ 30,042,430	\$ 479.59	0.75	47,211	1.76%	NC	III
Rooks	5,189	\$ 2,381,843	\$ 459.02	0.72	3,743	0.14%	NW	IX
Rush	3,378	\$ 796,178	\$ 235.70	0.37	1,251	0.05%	SC	V
Russell	6,806	\$ 3,426,547	\$ 503.46	0.79	5,385	0.20%	NW	IX
Saline	53,233	\$ 44,292,974	\$ 832.06	1.31	69,605	2.59%	NC	X
Scott	4,605	\$ 2,630,499	\$ 571.23	0.90	4,134	0.15%	SW	VII
Sedgwick	459,865	\$ 343,198,175	\$ 746.30	1.17	539,326	20.05%	SC	IV
Seward	23,011	\$ 15,870,093	\$ 689.67	1.08	24,939	0.93%	SW	VII
Shawnee	167,820	\$ 124,116,893	\$ 739.58	1.16	195,046	7.25%	NE	I
Sheridan	2,570	\$ 941,011	\$ 366.15	0.58	1,479	0.05%	NW	VIII
Sherman	6,146	\$ 4,461,413	\$ 725.91	1.14	7,011	0.26%	NW	VIII
Smith	4,075	\$ 1,404,793	\$ 344.73	0.54	2,208	0.08%	NW	IX
Stafford	4,442	\$ 1,520,035	\$ 342.20	0.54	2,389	0.09%	SC	V
Stanton	2,319	\$ 734,603	\$ 316.78	0.50	1,154	0.04%	SW	VII
Stevens	5,460	\$ 2,228,005	\$ 408.06	0.64	3,501	0.13%	SW	VII
Sumner	24,890	\$ 7,348,305	\$ 295.23	0.46	11,548	0.43%	SC	V
Thomas	7,683	\$ 5,916,437	\$ 770.07	1.21	9,298	0.35%	NW	VIII
Trego	3,049	\$ 1,370,585	\$ 449.52	0.71	2,154	0.08%	NW	IX
Wabaunsee	6,826	\$ 1,259,268	\$ 184.48	0.29	1,979	0.07%	NE	III
Wallace	1,554	\$ 546,279	\$ 351.53	0.55	858	0.03%	NW	VIII

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Washington	5,926	\$ 1,607,823	\$ 271.32	0.43	2,527	0.09%	NC	XI
Wichita	2,335	\$ 792,831	\$ 339.54	0.53	1,246	0.05%	SW	VII
Wilson	9,779	\$ 3,044,753	\$ 311.36	0.49	4,785	0.18%	SE	II
Woodson	3,439	\$ 926,885	\$ 269.52	0.42	1,457	0.05%	SE	II
Wyandotte	155,371	\$ 83,168,151	\$ 535.29	0.84	130,696	4.86%	NE	I
Statewide	2,689,428	1,711,408,775	\$ 636.35	1.00	2,689,428	100.00%		

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Pottawatomie	18,729	\$ 17,673,868	\$ 943.66	1.48	27,774	1.03%	NC	III
Johnson	492,916	\$ 447,090,615	\$ 907.03	1.43	702,590	26.12%	NE	I
Ellis	26,737	\$ 24,145,014	\$ 903.06	1.42	37,943	1.41%	NW	IX
Saline	53,233	\$ 44,292,974	\$ 832.06	1.31	69,605	2.59%	NC	X
Thomas	7,683	\$ 5,916,437	\$ 770.07	1.21	9,298	0.35%	NW	VIII
Sedgwick	459,865	\$ 343,198,175	\$ 746.30	1.17	539,326	20.05%	SC	IV
Shawnee	167,820	\$ 124,116,893	\$ 739.58	1.16	195,046	7.25%	NE	I
Pratt	9,273	\$ 6,844,213	\$ 738.08	1.16	10,755	0.40%	SC	V
Sherman	6,146	\$ 4,461,413	\$ 725.91	1.14	7,011	0.26%	NW	VIII
Ness	3,004	\$ 2,087,856	\$ 695.03	1.09	3,281	0.12%	SW	VI
Seward	23,011	\$ 15,870,093	\$ 689.67	1.08	24,939	0.93%	SW	VII
Barton	26,928	\$ 18,491,403	\$ 686.70	1.08	29,059	1.08%	SC	V
Reno	60,710	\$ 40,406,358	\$ 665.56	1.05	63,497	2.36%	SC	IV
Finney	39,034	\$ 24,995,156	\$ 640.34	1.01	39,279	1.46%	SW	VII
Douglas	102,203	\$ 64,154,030	\$ 627.71	0.99	100,816	3.75%	NE	I
Neosho	16,258	\$ 9,884,636	\$ 607.99	0.96	15,533	0.58%	SE	II
Ford	32,776	\$ 19,813,228	\$ 604.50	0.95	31,136	1.16%	SW	VI
Cloud	9,433	\$ 5,676,601	\$ 601.78	0.95	8,921	0.33%	NC	X
Mcperson	28,755	\$ 16,873,449	\$ 586.80	0.92	26,516	0.99%	NC	IV
Mitchell	6,324	\$ 3,643,078	\$ 576.07	0.91	5,725	0.21%	NC	X
Geary	24,883	\$ 14,321,831	\$ 575.57	0.90	22,506	0.84%	NC	III
Grant	7,614	\$ 4,373,753	\$ 574.44	0.90	6,873	0.26%	SW	VII
Scott	4,605	\$ 2,630,499	\$ 571.23	0.90	4,134	0.15%	SW	VII
Barber	4,934	\$ 2,774,841	\$ 562.39	0.88	4,361	0.16%	SC	V
Lyon	35,291	\$ 19,217,593	\$ 544.55	0.86	30,200	1.12%	NC	III
Montgomery	34,418	\$ 18,524,654	\$ 538.23	0.85	29,111	1.08%	SE	II
Wyandotte	155,371	\$ 83,168,151	\$ 535.29	0.84	130,696	4.86%	NE	I
Graham	2,700	\$ 1,379,425	\$ 510.90	0.80	2,168	0.08%	NW	IX
Crawford	37,362	\$ 18,918,208	\$ 506.35	0.80	29,729	1.11%	SE	II
Russell	6,806	\$ 3,426,547	\$ 503.46	0.79	5,385	0.20%	NW	IX
Harvey	32,978	\$ 16,490,776	\$ 500.05	0.79	25,915	0.96%	SC	IV
Harper	6,070	\$ 3,020,563	\$ 497.62	0.78	4,747	0.18%	SC	V
Gove	2,792	\$ 1,367,929	\$ 489.95	0.77	2,150	0.08%	NW	IX
Morton	3,212	\$ 1,562,390	\$ 486.42	0.76	2,455	0.09%	SW	VII
Riley	62,642	\$ 30,042,430	\$ 479.59	0.75	47,211	1.76%	NC	III
Marshall	10,169	\$ 4,874,189	\$ 479.32	0.75	7,660	0.28%	NC	XI
Franklin	25,734	\$ 12,202,056	\$ 474.16	0.75	19,175	0.71%	NE	I
Logan	2,770	\$ 1,301,213	\$ 469.75	0.74	2,045	0.08%	NW	VIII
Comanche	1,833	\$ 857,959	\$ 468.06	0.74	1,348	0.05%	SW	V
Dickinson	18,802	\$ 8,797,424	\$ 467.90	0.74	13,825	0.51%	NC	III
Miami	29,106	\$ 13,468,643	\$ 462.74	0.73	21,166	0.79%	NE	I
Rooks	5,189	\$ 2,381,843	\$ 459.02	0.72	3,743	0.14%	NW	IX
Kiowa	3,024	\$ 1,384,019	\$ 457.68	0.72	2,175	0.08%	SW	V
Atchison	16,535	\$ 7,520,066	\$ 454.80	0.71	11,818	0.44%	NE	XI
Trego	3,049	\$ 1,370,585	\$ 449.52	0.71	2,154	0.08%	NW	IX
Allen	13,760	\$ 5,983,999	\$ 434.88	0.68	9,404	0.35%	SE	II
Bourbon	14,861	\$ 6,352,975	\$ 427.49	0.67	9,984	0.37%	SE	II
Cowley	34,788	\$ 14,831,281	\$ 426.33	0.67	23,307	0.87%	SC	IV
Butler	59,767	\$ 25,368,641	\$ 424.46	0.67	39,866	1.48%	SC	IV
Norton	5,058	\$ 2,128,808	\$ 420.88	0.66	3,345	0.12%	NW	IX

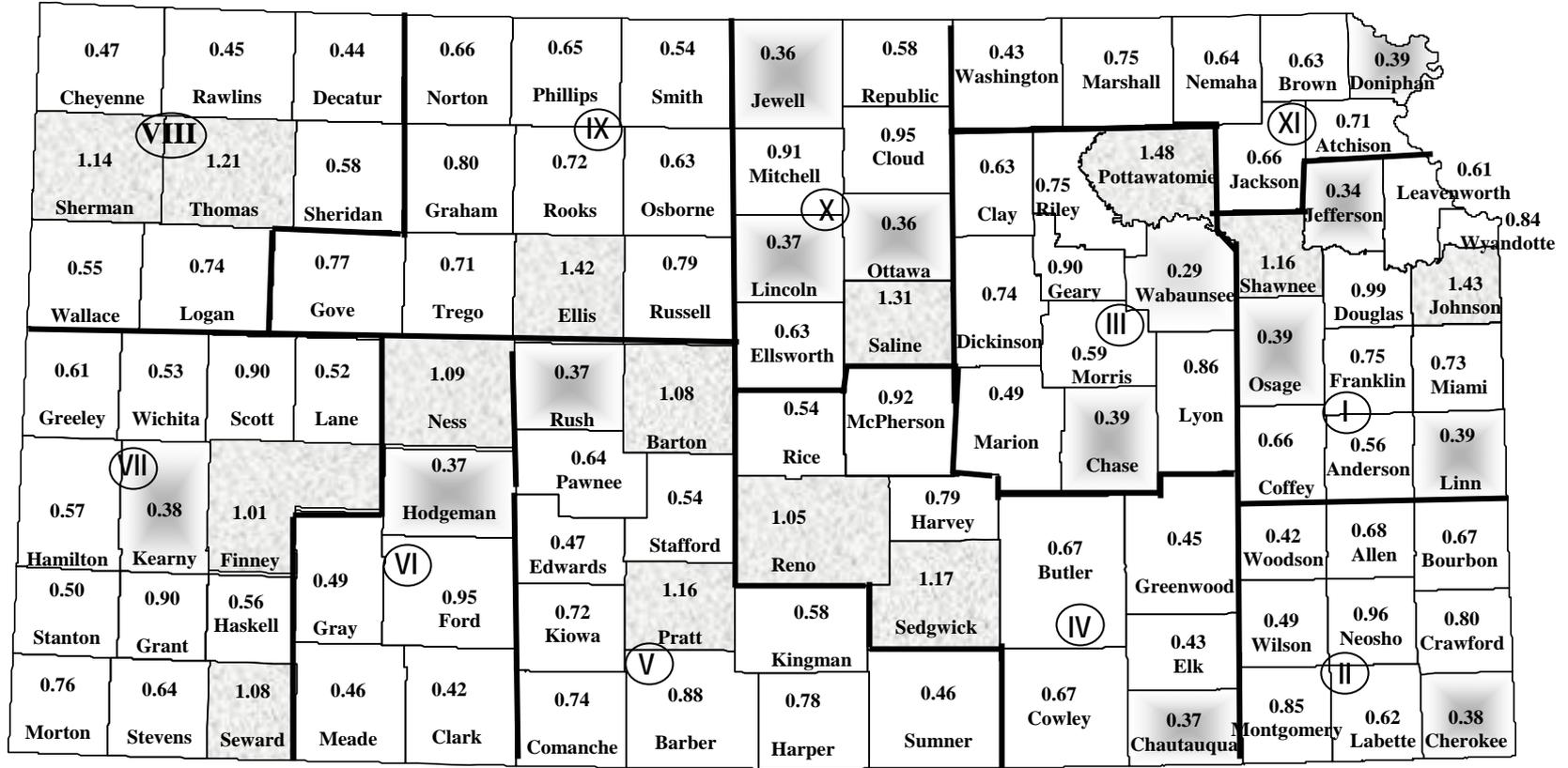
Table 1.
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2005

County	Adjusted Population	State Sales Tax Collection	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	PF Region	KS Econ Dev Region
Jackson	12,955	\$ 5,450,814	\$ 420.75	0.66	8,566	0.32%	NE	XI
Coffey	8,633	\$ 3,606,375	\$ 417.74	0.66	5,667	0.21%	SE	I
Phillips	5,440	\$ 2,249,360	\$ 413.49	0.65	3,535	0.13%	NW	IX
Stevens	5,460	\$ 2,228,005	\$ 408.06	0.64	3,501	0.13%	SW	VII
Nemaha	10,004	\$ 4,079,915	\$ 407.83	0.64	6,411	0.24%	NE	XI
Pawnee	6,147	\$ 2,485,705	\$ 404.38	0.64	3,906	0.15%	SC	V
Brown	10,160	\$ 4,087,054	\$ 402.27	0.63	6,423	0.24%	NE	XI
Clay	8,432	\$ 3,391,875	\$ 402.26	0.63	5,330	0.20%	NC	III
Osborne	3,987	\$ 1,601,514	\$ 401.68	0.63	2,517	0.09%	NW	IX
Ellsworth	5,305	\$ 2,115,851	\$ 398.84	0.63	3,325	0.12%	NC	X
Labette	21,678	\$ 8,584,148	\$ 395.98	0.62	13,490	0.50%	SE	II
Greeley	1,388	\$ 540,939	\$ 389.73	0.61	850	0.03%	SW	VII
Leavenworth	66,151	\$ 25,756,462	\$ 389.36	0.61	40,476	1.50%	NE	I
Morris	5,902	\$ 2,224,912	\$ 376.98	0.59	3,496	0.13%	NC	III
Republic	5,084	\$ 1,883,950	\$ 370.56	0.58	2,961	0.11%	NC	X
Kingman	8,192	\$ 3,002,698	\$ 366.54	0.58	4,719	0.18%	SC	V
Sheridan	2,570	\$ 941,011	\$ 366.15	0.58	1,479	0.05%	NW	VIII
Hamilton	2,611	\$ 953,932	\$ 365.35	0.57	1,499	0.06%	SW	VII
Anderson	8,073	\$ 2,898,906	\$ 359.09	0.56	4,556	0.17%	SE	I
Haskell	4,237	\$ 1,499,562	\$ 353.92	0.56	2,357	0.09%	SW	VII
Wallace	1,554	\$ 546,279	\$ 351.53	0.55	858	0.03%	NW	VIII
Smith	4,075	\$ 1,404,793	\$ 344.73	0.54	2,208	0.08%	NW	IX
Stafford	4,442	\$ 1,520,035	\$ 342.20	0.54	2,389	0.09%	SC	V
Rice	10,344	\$ 3,531,129	\$ 341.37	0.54	5,549	0.21%	SC	IV
Wichita	2,335	\$ 792,831	\$ 339.54	0.53	1,246	0.05%	SW	VII
Lane	1,927	\$ 634,019	\$ 329.02	0.52	996	0.04%	SW	VII
Stanton	2,319	\$ 734,603	\$ 316.78	0.50	1,154	0.04%	SW	VII
Wilson	9,779	\$ 3,044,753	\$ 311.36	0.49	4,785	0.18%	SE	II
Gray	5,844	\$ 1,815,398	\$ 310.64	0.49	2,853	0.11%	SW	VI
Marion	12,679	\$ 3,917,631	\$ 308.99	0.49	6,156	0.23%	NC	III
Edwards	3,249	\$ 965,484	\$ 297.16	0.47	1,517	0.06%	SW	V
Cheyenne	2,925	\$ 865,886	\$ 296.03	0.47	1,361	0.05%	NW	VIII
Sumner	24,890	\$ 7,348,305	\$ 295.23	0.46	11,548	0.43%	SC	V
Meade	4,478	\$ 1,317,041	\$ 294.11	0.46	2,070	0.08%	SW	VI
Greenwood	7,375	\$ 2,122,039	\$ 287.73	0.45	3,335	0.12%	SC	IV
Rawlins	2,715	\$ 771,788	\$ 284.27	0.45	1,213	0.05%	NW	VIII
Decatur	3,154	\$ 877,712	\$ 278.29	0.44	1,379	0.05%	NW	VIII
Elk	3,031	\$ 830,908	\$ 274.14	0.43	1,306	0.05%	SC	IV
Washington	5,926	\$ 1,607,823	\$ 271.32	0.43	2,527	0.09%	NC	XI
Woodson	3,439	\$ 926,885	\$ 269.52	0.42	1,457	0.05%	SE	II
Clark	2,297	\$ 612,772	\$ 266.77	0.42	963	0.04%	SW	VI
Chase	2,955	\$ 739,713	\$ 250.33	0.39	1,162	0.04%	NC	III
Linn	9,666	\$ 2,418,111	\$ 250.17	0.39	3,800	0.14%	SE	I
Osage	16,872	\$ 4,156,029	\$ 246.33	0.39	6,531	0.24%	NE	I
Doniphan	7,968	\$ 1,954,596	\$ 245.31	0.39	3,072	0.11%	NE	XI
Kearny	4,470	\$ 1,073,203	\$ 240.09	0.38	1,687	0.06%	SW	VII
Cherokee	21,686	\$ 5,200,589	\$ 239.81	0.38	8,173	0.30%	SE	II
Lincoln	3,340	\$ 796,683	\$ 238.53	0.37	1,252	0.05%	NC	X
Rush	3,378	\$ 796,178	\$ 235.70	0.37	1,251	0.05%	SC	V
Hodgeman	2,054	\$ 480,905	\$ 234.13	0.37	756	0.03%	SW	VI

Table 1.
 County Trade Pull Factors, Trade Area Capture, Market Share
 Fiscal Year 2005

County	Adjusted Population	State Sales Tax Collection	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	PF Region	KS Econ Dev Region
Chautauqua	4,024	\$ 936,840	\$ 232.81	0.37	1,472	0.05%	SC	IV
Ottawa	6,003	\$ 1,390,203	\$ 231.58	0.36	2,185	0.08%	NC	X
Jewell	3,381	\$ 779,847	\$ 230.66	0.36	1,226	0.05%	NC	X
Jefferson	18,658	\$ 3,976,728	\$ 213.14	0.33	6,249	0.23%	NE	I
Wabaunsee	6,826	\$ 1,259,268	\$ 184.48	0.29	1,979	0.07%	NE	III
Statewide	2,689,428	1,711,408,775	\$ 636.35	1.00	2,689,428	100.00%		

Map 1. County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2005



14 counties with CTPF greater than 1.0

14 counties with CTPF less than 0.40

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Shares
from Fiscal Year 2004 to 2005

County	County Trade Pull Factors FY 2004	FY 2005	Percent Change	Trade Area Capture FY 2004	FY 2005	Percent Change	Market Share FY 2004	FY 2005	Percent Change
Allen	0.70	0.68	-2.3%	9,546.00	9,406.05	-1.5%	0.36%	0.35%	-2.9%
Anderson	0.57	0.56	-1.0%	4,586.00	4,556.69	-0.6%	0.17%	0.17%	-0.4%
Atchison	0.67	0.71	6.7%	10,927.00	11,820.54	8.2%	0.41%	0.44%	7.2%
Barber	0.87	0.88	1.6%	4,304.00	4,361.68	1.3%	0.16%	0.16%	1.3%
Barton	1.05	1.08	2.8%	28,371.00	29,066.02	2.4%	1.06%	1.08%	1.9%
Bourbon	0.65	0.67	3.4%	9,738.00	9,986.03	2.5%	0.37%	0.37%	0.3%
Brown	0.57	0.63	10.9%	5,846.00	6,424.30	9.9%	0.22%	0.24%	8.6%
Butler	0.66	0.66	0.6%	38,996.00	39,876.12	2.3%	1.46%	1.48%	1.5%
Chase	0.41	0.39	-4.0%	1,235.00	1,162.73	-5.9%	0.05%	0.04%	-13.6%
Chautauqua	0.37	0.37	-1.1%	1,502.00	1,472.59	-2.0%	0.06%	0.05%	-8.8%
Cherokee	0.37	0.38	1.9%	8,061.00	8,174.63	1.4%	0.30%	0.30%	1.3%
Cheyenne	0.54	0.47	-13.8%	1,581.00	1,361.06	-13.9%	0.06%	0.05%	-15.7%
Clark	0.41	0.42	2.3%	934.00	963.20	3.1%	0.04%	0.04%	-10.5%
Clay	0.64	0.63	-1.2%	5,365.00	5,331.57	-0.6%	0.20%	0.20%	-0.9%
Cloud	0.87	0.95	8.7%	8,245.00	8,922.86	8.2%	0.31%	0.33%	7.0%
Coffey	0.64	0.66	2.6%	5,596.00	5,668.74	1.3%	0.21%	0.21%	0.3%
Comanche	0.71	0.74	3.6%	1,309.00	1,348.60	3.0%	0.05%	0.05%	0.3%
Cowley	0.68	0.67	-1.6%	23,816.00	23,312.79	-2.1%	0.89%	0.87%	-2.6%
Crawford	0.78	0.80	2.0%	29,397.00	29,736.90	1.2%	1.10%	1.11%	0.5%
Decatur	0.43	0.44	1.7%	1,368.00	1,379.65	0.9%	0.05%	0.05%	2.6%
Dickinson	0.70	0.74	5.1%	13,243.00	13,828.38	4.4%	0.50%	0.51%	2.8%
Doniphan	0.32	0.39	20.5%	2,583.00	3,072.36	18.9%	0.10%	0.11%	14.2%
Douglas	0.96	0.99	2.8%	98,647.00	100,841.57	2.2%	3.70%	3.75%	1.3%
Edwards	0.46	0.47	1.5%	1,479.00	1,517.61	2.6%	0.06%	0.06%	-6.0%
Elk	0.42	0.43	2.6%	1,289.00	1,306.08	1.3%	0.05%	0.05%	-2.9%
Ellis	1.38	1.42	2.9%	36,984.00	37,952.74	2.6%	1.39%	1.41%	1.5%
Ellsworth	0.57	0.60	5.3%	3,163.00	3,325.83	5.1%	0.12%	0.12%	3.0%
Finney	1.03	1.01	-2.3%	40,090.00	39,289.05	-2.0%	1.50%	1.46%	-2.6%
Ford	0.97	0.95	-2.0%	31,679.00	31,143.75	-1.7%	1.19%	1.16%	-2.7%
Franklin	0.79	0.75	-5.7%	19,924.00	19,180.00	-3.7%	0.75%	0.71%	-4.9%
Geary	0.82	0.90	10.3%	21,507.00	22,512.01	4.7%	0.81%	0.84%	3.3%
Gove	0.75	0.77	2.7%	2,136.00	2,150.20	0.7%	0.08%	0.08%	-0.1%
Graham	0.72	0.80	11.5%	1,997.00	2,168.27	8.6%	0.07%	0.08%	15.1%
Grant	0.95	0.90	-5.0%	7,321.00	6,874.95	-6.1%	0.27%	0.26%	-5.3%
Gray	0.48	0.49	1.7%	2,817.00	2,853.56	1.3%	0.11%	0.11%	-3.6%
Greeley	0.63	0.61	-2.8%	883.00	850.28	-3.7%	0.03%	0.03%	5.4%
Greenwood	0.45	0.45	0.5%	3,268.00	3,335.56	2.1%	0.12%	0.12%	3.3%
Hamilton	0.56	0.57	2.6%	1,475.00	1,499.45	1.7%	0.06%	0.06%	-7.1%
Harper	0.74	0.78	5.7%	4,479.00	4,747.92	6.0%	0.17%	0.18%	3.8%
Harvey	0.81	0.79	-3.0%	26,388.00	25,921.30	-1.8%	0.99%	0.96%	-2.7%
Haskell	0.54	0.56	3.0%	2,276.00	2,357.11	3.6%	0.09%	0.09%	-2.6%
Hodgeman	0.33	0.37	11.5%	707.00	755.92	6.9%	0.03%	0.03%	-6.3%
Jackson	0.64	0.66	3.3%	8,158.00	8,567.95	5.0%	0.31%	0.32%	2.7%
Jefferson	0.31	0.34	8.1%	5,839.00	6,250.88	7.1%	0.22%	0.23%	5.6%
Jewell	0.33	0.36	9.9%	1,117.00	1,225.82	9.7%	0.04%	0.05%	13.9%
Johnson	1.45	1.43	-1.7%	697,902.00	702,766.73	0.7%	26.17%	26.12%	-0.2%
Kearny	0.37	0.38	2.0%	1,681.00	1,686.93	0.4%	0.06%	0.06%	4.5%
Kingman	0.53	0.58	8.7%	4,335.00	4,719.84	8.9%	0.16%	0.18%	9.7%
Kiowa	0.65	0.72	10.7%	2,022.00	2,175.49	7.6%	0.08%	0.08%	1.1%
Labette	0.64	0.62	-2.7%	13,882.00	13,493.13	-2.8%	0.52%	0.50%	-3.5%

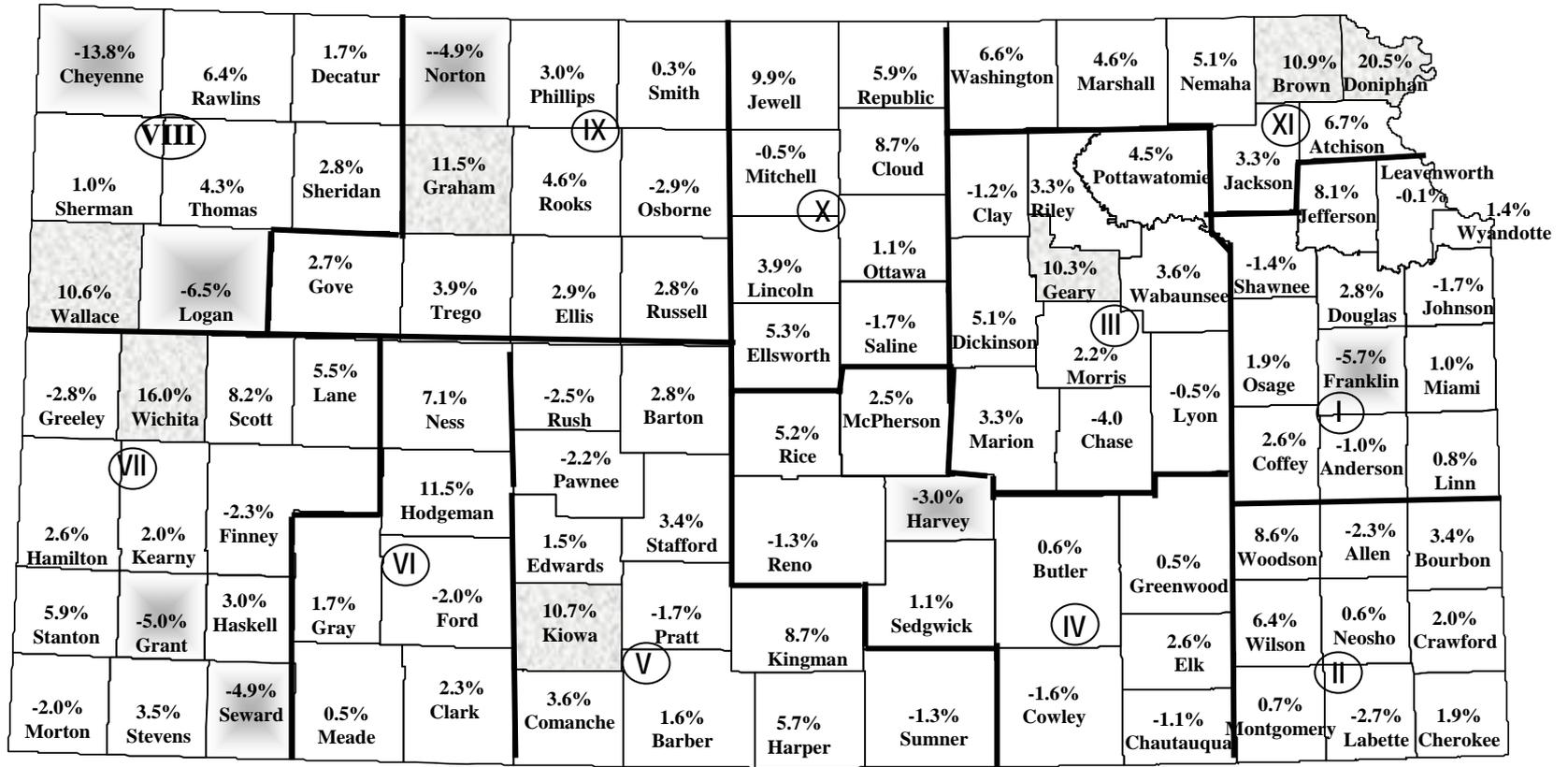
Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Shares
from Fiscal Year 2004 to 2005

County	County Trade Pull Factors FY 2004	FY 2005	Percent Change	Trade Area Capture FY 2004	FY 2005	Percent Change	Market Share FY 2004	FY 2005	Percent Change
Lane	0.49	0.52	5.5%	937.00	996.59	6.4%	0.04%	0.04%	-7.4%
Leavenworth	0.61	0.61	-0.1%	39,684.00	40,485.72	2.0%	1.49%	1.50%	1.0%
Lincoln	0.39	0.37	-3.9%	1,340.00	1,252.28	-6.5%	0.05%	0.05%	-6.9%
Linn	0.39	0.39	0.8%	3,771.00	3,800.95	0.8%	0.14%	0.14%	0.9%
Logan	0.79	0.74	-6.5%	2,220.00	2,045.33	-7.9%	0.08%	0.08%	-5.0%
Lyon	0.86	0.86	-0.5%	30,355.00	30,207.49	-0.5%	1.14%	1.12%	-1.5%
Marion	0.47	0.49	3.3%	6,089.00	6,157.99	1.1%	0.23%	0.23%	-0.5%
Marshall	0.72	0.75	4.6%	7,471.00	7,661.57	2.6%	0.28%	0.28%	1.7%
Mcperson	0.90	0.92	2.5%	25,826.00	26,522.81	2.7%	0.97%	0.99%	1.6%
Meade	0.46	0.46	0.5%	2,101.00	2,070.21	-1.5%	0.08%	0.08%	-3.8%
Miami	0.72	0.73	1.0%	20,690.00	21,170.91	2.3%	0.78%	0.79%	0.9%
Mitchell	0.91	0.91	-0.5%	5,873.00	5,726.43	-2.5%	0.22%	0.21%	-3.2%
Montgomery	0.84	0.85	0.7%	28,804.00	29,118.28	1.1%	1.08%	1.08%	0.2%
Morris	0.58	0.59	2.2%	3,423.00	3,497.27	2.2%	0.13%	0.13%	0.0%
Morton	0.78	0.76	-2.0%	2,544.00	2,455.87	-3.5%	0.10%	0.09%	-8.7%
Nemaha	0.61	0.64	5.1%	6,104.00	6,413.08	5.1%	0.23%	0.24%	3.7%
Neosho	0.95	0.96	0.6%	15,421.00	15,537.33	0.8%	0.58%	0.58%	-0.4%
Ness	1.02	1.09	7.1%	3,146.00	3,281.83	4.3%	0.12%	0.12%	1.7%
Norton	0.70	0.67	-4.9%	3,501.00	3,346.20	-4.4%	0.13%	0.12%	-4.3%
Osage	0.38	0.39	1.9%	6,279.00	6,532.72	4.0%	0.24%	0.24%	1.2%
Osborne	0.65	0.63	-2.9%	2,653.00	2,517.37	-5.1%	0.10%	0.09%	-6.4%
Ottawa	0.36	0.36	1.1%	2,178.00	2,185.21	0.3%	0.08%	0.08%	1.5%
Pawnee	0.65	0.64	-2.2%	3,971.00	3,907.20	-1.6%	0.15%	0.15%	-3.2%
Phillips	0.67	0.65	-3.0%	3,685.00	3,535.69	-4.1%	0.14%	0.13%	-6.1%
Pottawatomie	1.42	1.48	4.5%	26,363.00	27,780.96	5.4%	0.99%	1.03%	4.3%
Pratt	1.18	1.16	-1.7%	10,953.00	10,758.19	-1.8%	0.41%	0.40%	-2.5%
Rawlins	0.42	0.45	6.4%	1,180.00	1,213.15	2.8%	0.04%	0.05%	12.7%
Reno	1.06	1.05	-1.3%	64,469.00	63,513.40	-1.5%	2.42%	2.36%	-2.4%
Republic	0.55	0.58	5.9%	2,857.00	2,961.32	3.7%	0.11%	0.11%	0.1%
Rice	0.51	0.54	5.2%	5,196.00	5,550.46	6.8%	0.19%	0.21%	8.6%
Riley	0.73	0.75	3.3%	45,172.00	47,222.69	4.5%	1.69%	1.76%	3.9%
Rooks	0.69	0.72	4.6%	3,601.00	3,743.94	4.0%	0.14%	0.14%	-0.6%
Rush	0.38	0.37	-2.5%	1,268.00	1,251.49	-1.3%	0.05%	0.05%	-7.0%
Russell	0.77	0.79	2.8%	5,154.00	5,386.07	4.5%	0.19%	0.20%	5.4%
Saline	1.33	1.31	-1.7%	70,569.00	69,622.64	-1.3%	2.65%	2.59%	-2.3%
Scott	0.83	0.90	8.2%	3,933.00	4,134.79	5.1%	0.15%	0.15%	2.5%
Sedgwick	1.16	1.17	1.1%	534,231.00	539,461.69	1.0%	20.03%	20.05%	0.1%
Seward	1.14	1.08	-4.9%	26,150.00	24,945.67	-4.6%	0.98%	0.93%	-5.4%
Shawnee	1.18	1.16	-1.4%	196,292.00	195,095.18	-0.6%	7.36%	7.25%	-1.5%
Sheridan	0.56	0.58	2.8%	1,472.00	1,479.14	0.5%	0.06%	0.05%	-8.4%
Sherman	1.13	1.14	1.0%	7,015.00	7,012.75	0.0%	0.26%	0.26%	0.3%
Smith	0.54	0.54	0.3%	2,211.00	2,208.15	-0.1%	0.08%	0.08%	2.6%
Stafford	0.52	0.54	3.4%	2,366.00	2,389.29	1.0%	0.09%	0.09%	-1.3%
Stanton	0.47	0.50	5.9%	1,113.00	1,154.70	3.7%	0.04%	0.04%	7.3%
Stevens	0.62	0.64	3.5%	3,314.00	3,502.13	5.7%	0.12%	0.13%	8.5%
Sumner	0.47	0.46	-1.3%	11,585.00	11,550.55	-0.3%	0.43%	0.43%	-0.1%
Thomas	1.16	1.21	4.3%	9,096.00	9,299.85	2.2%	0.34%	0.35%	1.7%
Trego	0.68	0.71	3.9%	2,043.00	2,154.38	5.5%	0.08%	0.08%	0.1%
Wabaunsee	0.28	0.29	3.6%	1,869.00	1,979.40	5.9%	0.07%	0.07%	5.1%
Wallace	0.50	0.55	10.5%	806.00	858.68	6.5%	0.03%	0.03%	6.4%

Table 3
 Percent Change in Pull Factor, Trade Area Capture and Market Shares
 from Fiscal Year 2004 to 2005

County	County Trade Pull Factors FY 2004	FY 2005	Percent Change	Trade Area Capture FY 2004	FY 2005	Percent Change	Market Share FY 2004	FY 2005	Percent Change
Washington	0.40	0.43	6.6%	2,408.00	2,527.28	5.0%	0.09%	0.09%	4.4%
Wichita	0.46	0.53	16.0%	1,125.00	1,246.22	10.8%	0.04%	0.05%	15.8%
Wilson	0.46	0.49	6.4%	4,575.00	4,785.95	4.6%	0.17%	0.18%	4.7%
Woodson	0.39	0.42	8.6%	1,358.00	1,456.94	7.3%	0.05%	0.05%	8.3%
Wyandotte	0.83	0.84	1.4%	128,961.00	130,729.22	1.4%	4.84%	4.86%	0.4%

Map 2. Percent Change in County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2004 to 2005



 7 counties with percent change greater than 10%

 7 counties with negative percent change of -3 or more

Table 4
Percent Change in Measures over 5-Year Period
Fiscal Year 2001-2005

County	Percent Change from FY 2001 to FY 2005		
	CTPF	TAC	MS
Allen	6.1%	4.2%	2.1%
Anderson	7.7%	7.7%	5.5%
Atchison	25.6%	26.8%	24.1%
Barber	12.2%	8.6%	6.3%
Barton	-5.6%	-7.1%	-9.1%
Bourbon	-0.5%	-2.5%	-4.6%
Brown	13.8%	10.9%	8.5%
Butler	-0.4%	2.4%	0.2%
Chase	2.5%	3.8%	1.6%
Chautauqua	23.3%	20.6%	18.1%
Cherokee	-5.3%	-6.9%	-8.9%
Cheyenne	-14.3%	-18.1%	-19.8%
Clark	15.0%	13.6%	11.2%
Clay	3.5%	1.4%	-0.7%
Cloud	14.9%	12.4%	10.1%
Coffey	7.6%	6.9%	4.7%
Comanche	27.2%	23.3%	20.7%
Cowley	-2.6%	-3.1%	-5.1%
Crawford	0.4%	0.7%	-1.4%
Decatur	2.6%	-2.3%	-4.3%
Dickinson	10.8%	10.7%	8.4%
Doniphan	6.9%	3.8%	1.6%
Douglas	6.3%	9.3%	7.0%
Edwards	25.5%	24.9%	22.3%
Elk	-1.6%	-3.9%	-5.9%
Ellis	7.5%	6.7%	4.5%
Ellsworth	4.3%	1.8%	-0.4%
Finney	-5.3%	-7.2%	-9.2%
Ford	-7.9%	-5.1%	-7.1%
Franklin	0.7%	5.2%	3.0%
Geary	22.3%	14.6%	12.2%
Gove	8.1%	2.1%	0.0%
Graham	6.7%	2.9%	0.8%
Grant	-9.8%	-11.0%	-12.8%
Gray	-12.0%	-11.5%	-13.3%
Greeley	12.4%	5.7%	3.5%
Greenwood	4.3%	1.1%	-1.0%
Hamilton	2.5%	1.9%	-0.3%
Harper	20.3%	18.4%	15.9%
Harvey	-2.7%	-0.5%	-2.5%
Haskell	23.3%	22.9%	20.4%
Hodgeman	-1.9%	-4.9%	-6.9%
Jackson	10.2%	14.0%	11.6%
Jefferson	12.1%	13.9%	11.5%
Jewell	15.2%	9.7%	7.4%
Johnson	-5.6%	0.8%	-1.3%
Kearny	9.7%	8.6%	6.3%
Kingman	14.2%	12.5%	10.2%

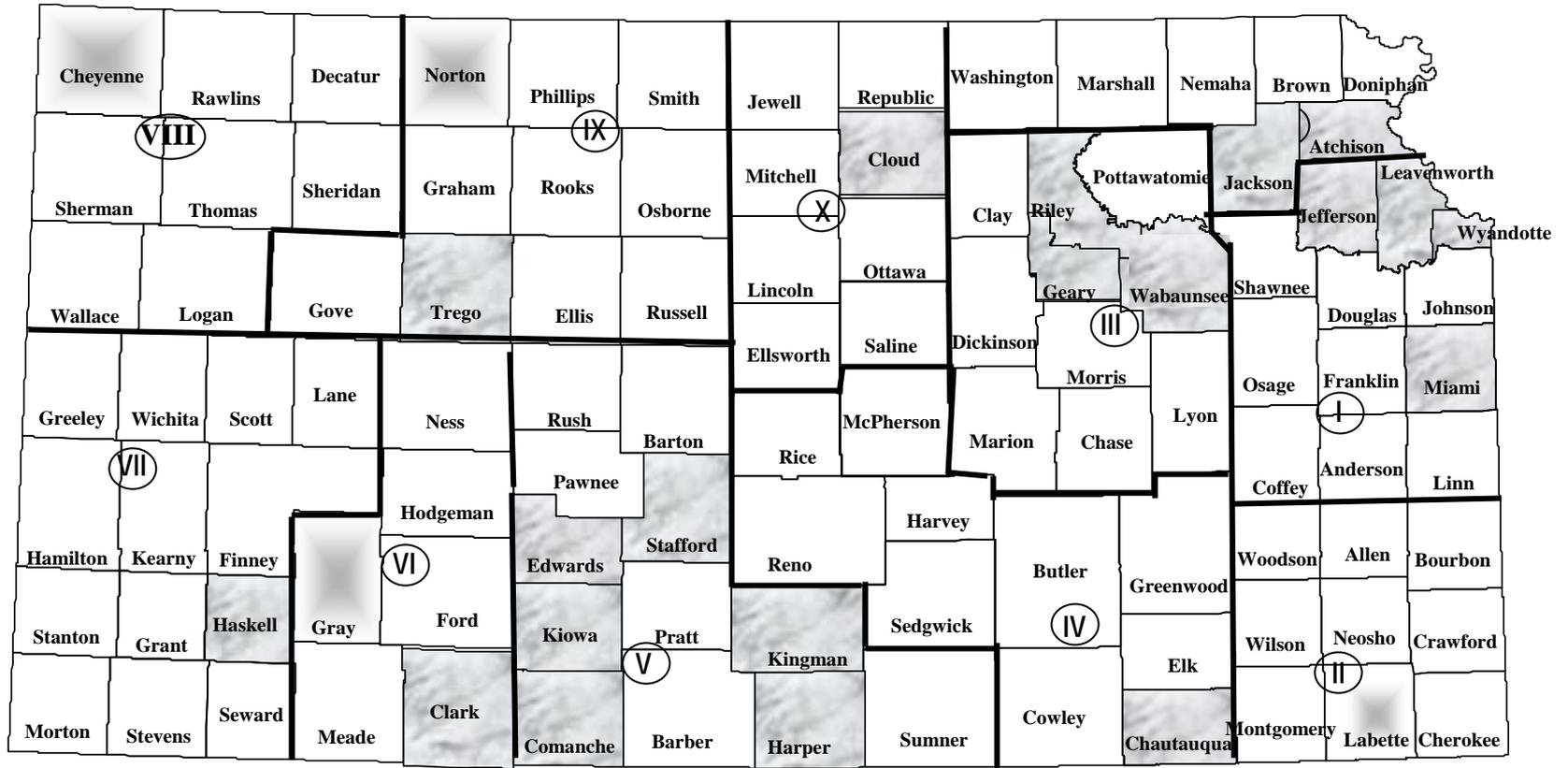
Table 4
Percent Change in Measures over 5-Year Period
Fiscal Year 2001-2005

County	Percent Change from FY 2001 to FY 2005		
	CTPF	TAC	MS
Kiowa	23.5%	21.6%	19.1%
Labette	-10.2%	-11.1%	-13.0%
Lane	8.7%	1.3%	-0.8%
Leavenworth	13.1%	16.9%	14.5%
Lincoln	-6.9%	-10.4%	-12.3%
Linn	1.6%	2.6%	0.5%
Logan	0.2%	-4.3%	-6.3%
Lyon	-6.3%	-5.9%	-7.9%
Marion	1.7%	-1.5%	-3.6%
Marshall	13.5%	9.5%	7.2%
McPherson	5.4%	4.6%	2.5%
Meade	7.8%	6.5%	4.3%
Miami	19.6%	23.6%	21.0%
Mitchell	7.0%	3.5%	1.3%
Montgomery	-3.1%	-4.6%	-6.6%
Morris	7.6%	5.2%	3.0%
Morton	3.3%	-0.3%	-2.4%
Nemaha	4.0%	3.4%	1.2%
Neosho	8.9%	7.5%	5.3%
Ness	4.5%	-3.8%	-5.8%
Norton	-10.0%	-10.8%	-12.6%
Osage	-1.7%	-0.6%	-2.7%
Osborne	8.2%	2.0%	-0.1%
Ottawa	4.1%	3.8%	1.7%
Pawnee	1.9%	-1.0%	-3.1%
Phillips	1.3%	-3.9%	-5.9%
Pottawatomie	7.6%	10.8%	8.5%
Pratt	11.7%	10.2%	7.9%
Rawlins	5.3%	-0.3%	-2.4%
Reno	-0.1%	-1.0%	-3.0%
Republic	7.3%	-0.9%	-3.0%
Rice	7.5%	6.6%	4.4%
Riley	17.5%	22.8%	20.2%
Rooks	8.9%	4.3%	2.2%
Rush	2.9%	2.2%	0.1%
Russell	14.7%	11.6%	9.3%
Saline	-3.3%	-2.8%	-4.8%
Scott	12.6%	5.5%	3.3%
Sedgwick	-1.2%	0.6%	-1.5%
Seward	-12.6%	-9.4%	-11.3%
Shawnee	-3.8%	-2.8%	-4.9%
Sheridan	7.5%	3.0%	0.9%
Sherman	-2.5%	-7.2%	-9.1%
Smith	8.5%	2.1%	0.0%
Stafford	40.5%	33.2%	30.4%
Stanton	-5.1%	-6.5%	-8.4%
Stevens	0.8%	3.5%	1.3%
Sumner	0.3%	-1.6%	-3.6%

Table 4
 Percent Change in Measures over 5-Year Period
 Fical Year 2001-2005

County	Percent Change from FY 2001 to FY 2005		
	CTPF	TAC	MS
Thomas	5.9%	2.2%	0.0%
Trego	16.4%	15.1%	12.7%
Wabaunsee	14.4%	16.0%	13.6%
Wallace	6.4%	-1.7%	-3.7%
Washington	4.9%	1.3%	-0.8%
Wichita	16.4%	8.2%	5.9%
Wilson	13.1%	9.8%	7.5%
Woodson	13.6%	7.2%	5.0%
Wyandotte	16.0%	15.3%	12.9%

Map 3. Changes in Measures exceeding 10% By Kansas Economic Reporting Regions over 5-Year Period



Increase in measures greater than 10%

Decrease in measures greater - 10%

Appendix A
 Kansas Population
 as of July 1, 2004
 Certified to the Secretary of State by Division of the Budget
 on July 1, 2005

County	Total Population	Institutionalized	Net Population
Allen	13,949	189	13,760
Anderson	8,191	118	8,073
Atchison	16,848	313	16,535
Barber	4,999	65	4,934
Barton	27,367	439	26,928
Bourbon	15,066	205	14,861
Brown	10,362	202	10,160
Butler	61,828	2,061	59,767
Chase	3,068	113	2,955
Chautauqua	4,178	154	4,024
Cherokee	21,950	264	21,686
Cheyenne	2,979	54	2,925
Clark	2,343	46	2,297
Clay	8,597	165	8,432
Cloud	9,779	346	9,433
Coffey	8,759	126	8,633
Comanche	1,903	70	1,833
Cowley	35,772	984	34,788
Crawford	38,060	698	37,362
Decatur	3,274	120	3,154
Dickinson	19,132	330	18,802
Doniphan	8,062	94	7,968
Douglas	102,786	583	102,203
Edwards	3,308	59	3,249
Elk	3,117	86	3,031
Ellis	27,060	323	26,737
Ellsworth	6,350	1,045	5,305
Finney	39,271	237	39,034
Ford	33,278	502	32,776
Franklin	26,049	315	25,734
Geary	25,111	228	24,883
Gove	2,845	53	2,792
Graham	2,745	45	2,700
Grant	7,685	71	7,614
Gray	5,980	136	5,844
Greeley	1,415	27	1,388
Greenwood	7,538	163	7,375
Hamilton	2,654	43	2,611
Harper	6,238	168	6,070
Harvey	33,769	791	32,978
Haskell	4,272	35	4,237
Hodgeman	2,089	35	2,054
Jackson	13,169	214	12,955
Jefferson	18,906	248	18,658
Jewell	3,422	41	3,381
Johnson	496,691	3,775	492,916
Kearny	4,515	45	4,470
Kingman	8,390	198	8,192
Kiowa	3,084	60	3,024
Labette	22,269	591	21,678

Appendix A
 Kansas Population
 as of July 1, 2004
 Certified to the Secretary of State by Division of the Budget
 on July 1, 2005

Lane	1,950	23	1,927
Leavenworth	72,439	6,288	66,151
Lincoln	3,416	76	3,340
Linn	9,775	109	9,666
Logan	2,827	57	2,770
Lyon	35,717	426	35,291
Marion	13,010	331	12,679
Marshall	10,402	233	10,169
McPherson	29,413	658	28,755
Meade	4,592	114	4,478
Miami	29,712	606	29,106
Mitchell	6,564	240	6,324
Montgomery	34,975	557	34,418
Morris	5,977	75	5,902
Morton	3,269	57	3,212
Nemaha	10,458	454	10,004
Neosho	16,555	297	16,258
Ness	3,080	76	3,004
Norton	5,799	741	5,058
Osage	17,091	219	16,872
Osborne	4,100	113	3,987
Ottawa	6,175	172	6,003
Pawnee	6,795	648	6,147
Phillips	5,583	143	5,440
Pottawatomie	18,871	142	18,729
Pratt	9,417	144	9,273
Rawlins	2,765	50	2,715
Reno	63,676	2,966	60,710
Republic	5,224	140	5,084
Rice	10,497	153	10,344
Riley	63,069	427	62,642
Rooks	5,386	197	5,189
Rush	3,466	88	3,378
Russell	6,978	172	6,806
Saline	53,943	710	53,233
Scott	4,691	86	4,605
Sedgwick	463,802	3,937	459,865
Seward	23,237	226	23,011
Shawnee	171,716	3,896	167,820
Sheridan	2,614	44	2,570
Sherman	6,218	72	6,146
Smith	4,179	104	4,075
Stafford	4,512	70	4,442
Stanton	2,374	55	2,319
Stevens	5,520	60	5,460
Sumner	25,272	382	24,890
Thomas	7,801	118	7,683
Trego	3,158	109	3,049
Wabaunsee	6,938	112	6,826
Wallace	1,579	25	1,554
Washington	6,107	181	5,926
Wichita	2,360	25	2,335

Appendix A
Kansas Population
as of July 1, 2004
Certified to the Secretary of State by Division of the Budget
on July 1, 2005

Wilson	9,946	167	9,779
Woodson	3,553	114	3,439
Wyandotte	156,487	1,116	155,371
Statewide	2,735,502	46,074	2,689,428

Appendix B
 Kansas Department of Revenue
 Office of Policy and Research
 State Sales Tax Collections by County
 Fiscal Years 2004 2005

	Fiscal Year 2004 (Jul 03-Jun 04)	Fiscal Year 2005 (Jul 04-Jun 05)	Per Cent Change
Allen	\$ 5,897,665.73	\$ 5,983,998.57	1.5%
Anderson	\$ 2,832,974.92	\$ 2,898,905.74	2.3%
Atchison	\$ 6,750,558.76	\$ 7,520,066.11	11.4%
Barber	\$ 2,659,229.58	\$ 2,774,841.47	4.3%
Barton	\$ 17,528,045.25	\$ 18,491,402.69	5.5%
Bourbon	\$ 6,016,044.76	\$ 6,352,974.72	5.6%
Brown	\$ 3,611,717.75	\$ 4,087,054.30	13.2%
Butler	\$ 24,092,081.85	\$ 25,368,641.33	5.3%
Chase	\$ 763,030.71	\$ 739,713.44	-3.1%
Chautauqua	\$ 927,745.71	\$ 936,840.40	1.0%
Cherokee	\$ 4,980,434.87	\$ 5,200,589.13	4.4%
Cheyenne	\$ 976,598.17	\$ 865,885.90	-11.3%
Clark	\$ 577,046.98	\$ 612,771.93	6.2%
Clay	\$ 3,314,479.35	\$ 3,391,875.33	2.3%
Cloud	\$ 5,093,650.23	\$ 5,676,600.99	11.4%
Coffey	\$ 3,457,085.18	\$ 3,606,375.16	4.3%
Comanche	\$ 808,804.34	\$ 857,959.24	6.1%
Cowley	\$ 14,713,853.18	\$ 14,831,280.64	0.8%
Crawford	\$ 18,161,620.53	\$ 18,918,208.13	4.2%
Decatur	\$ 845,218.19	\$ 877,712.14	3.8%
Dickinson	\$ 8,181,374.80	\$ 8,797,424.31	7.5%
Doniphan	\$ 1,595,858.05	\$ 1,954,596.13	22.5%
Douglas	\$ 60,944,885.92	\$ 64,154,029.57	5.3%
Edwards	\$ 913,728.85	\$ 965,484.42	5.7%
Elk	\$ 796,626.79	\$ 830,908.07	4.3%
Ellis	\$ 22,849,199.52	\$ 24,145,013.76	5.7%
Ellsworth	\$ 1,953,984.20	\$ 2,115,850.52	8.3%
Finney	\$ 24,768,136.16	\$ 24,995,156.22	0.9%
Ford	\$ 19,571,660.88	\$ 19,813,227.93	1.2%
Franklin	\$ 12,309,208.78	\$ 12,202,055.54	-0.9%
Geary	\$ 13,287,101.92	\$ 14,321,831.41	7.8%
Gove	\$ 1,319,813.68	\$ 1,367,928.68	3.6%
Graham	\$ 1,233,607.72	\$ 1,379,425.46	11.8%
Grant	\$ 4,523,194.64	\$ 4,373,752.62	-3.3%
Gray	\$ 1,740,478.47	\$ 1,815,398.07	4.3%
Greeley	\$ 545,738.41	\$ 540,938.86	-0.9%
Greenwood	\$ 2,018,835.43	\$ 2,122,039.47	5.1%
Hamilton	\$ 911,314.80	\$ 953,931.91	4.7%
Harper	\$ 2,767,217.57	\$ 3,020,563.47	9.2%
Harvey	\$ 16,302,922.87	\$ 16,490,775.82	1.2%
Haskell	\$ 1,405,834.62	\$ 1,499,561.84	6.7%
Hodgeman	\$ 436,620.49	\$ 480,904.88	10.1%
Jackson	\$ 5,039,956.30	\$ 5,450,813.88	8.2%
Jefferson	\$ 3,607,695.46	\$ 3,976,727.69	10.2%
Jewell	\$ 690,301.43	\$ 779,846.86	13.0%
Johnson	\$ 431,171,107.44	\$ 447,090,614.78	3.7%
Kearny	\$ 1,038,302.76	\$ 1,073,202.85	3.4%
Kingman	\$ 2,678,443.30	\$ 3,002,697.55	12.1%

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 Kansas Department of Revenue
 Office of Policy and Research
 State Sales Tax Collections by County
 Fiscal Years 2004 2005

	Fiscal Year 2004 (Jul 03-Jun 04)	Fiscal Year 2005 (Jul 04-Jun 05)	Per Cent Change
Kiowa	\$ 1,248,994.15	\$ 1,384,018.74	10.8%
Labette	\$ 8,576,666.53	\$ 8,584,147.67	0.1%
Lane	\$ 578,890.78	\$ 634,018.89	9.5%
Leavenworth	\$ 24,516,970.73	\$ 25,756,462.39	5.1%
Lincoln	\$ 827,837.91	\$ 796,683.47	-3.8%
Linn	\$ 2,329,749.95	\$ 2,418,111.25	3.8%
Logan	\$ 1,371,574.77	\$ 1,301,212.96	-5.1%
Lyon	\$ 18,753,733.98	\$ 19,217,592.54	2.5%
Marion	\$ 3,761,825.63	\$ 3,917,631.15	4.1%
Marshall	\$ 4,615,909.14	\$ 4,874,188.94	5.6%
Mcperson	\$ 15,955,361.96	\$ 16,873,449.38	5.8%
Meade	\$ 1,297,945.28	\$ 1,317,040.76	1.5%
Miami	\$ 12,782,425.44	\$ 13,468,643.11	5.4%
Mitchell	\$ 3,628,368.12	\$ 3,643,077.60	0.4%
Montgomery	\$ 17,795,594.44	\$ 18,524,653.84	4.1%
Morris	\$ 2,114,496.62	\$ 2,224,912.44	5.2%
Morton	\$ 1,571,623.87	\$ 1,562,389.63	-0.6%
Nemaha	\$ 3,771,116.98	\$ 4,079,915.13	8.2%
Neosho	\$ 9,526,966.32	\$ 9,884,635.57	3.8%
Ness	\$ 1,943,637.92	\$ 2,087,856.04	7.4%
Norton	\$ 2,162,913.79	\$ 2,128,808.03	-1.6%
Osage	\$ 3,879,403.20	\$ 4,156,029.19	7.1%
Osborne	\$ 1,638,958.69	\$ 1,601,513.59	-2.3%
Ottawa	\$ 1,345,885.02	\$ 1,390,202.73	3.3%
Pawnee	\$ 2,453,385.64	\$ 2,485,705.07	1.3%
Phillips	\$ 2,276,566.08	\$ 2,249,360.22	-1.2%
Pottawatomie	\$ 16,287,617.19	\$ 17,673,867.83	8.5%
Pratt	\$ 6,766,909.81	\$ 6,844,213.07	1.1%
Rawlins	\$ 729,234.19	\$ 771,787.99	5.8%
Reno	\$ 39,829,680.41	\$ 40,406,357.61	1.4%
Republic	\$ 1,764,869.57	\$ 1,883,950.20	6.7%
Rice	\$ 3,209,899.34	\$ 3,531,129.01	10.0%
Riley	\$ 27,907,946.53	\$ 30,042,429.51	7.6%
Rooks	\$ 2,224,628.58	\$ 2,381,843.04	7.1%
Rush	\$ 783,572.89	\$ 796,178.38	1.6%
Russell	\$ 3,184,470.63	\$ 3,426,546.58	7.6%
Saline	\$ 43,598,194.72	\$ 44,292,973.56	1.6%
Scott	\$ 2,429,570.73	\$ 2,630,498.52	8.3%
Sedgwick	\$ 330,053,418.47	\$ 343,198,175.35	4.0%
Seward	\$ 16,155,575.28	\$ 15,870,092.81	-1.8%
Shawnee	\$ 121,271,467.37	\$ 124,116,893.11	2.3%
Sheridan	\$ 909,416.12	\$ 941,011.20	3.5%
Sherman	\$ 4,333,695.29	\$ 4,461,413.14	2.9%
Smith	\$ 1,365,751.77	\$ 1,404,792.92	2.9%
Stafford	\$ 1,461,773.96	\$ 1,520,035.37	4.0%
Stanton	\$ 687,321.80	\$ 734,602.54	6.9%
Stevens	\$ 2,047,603.34	\$ 2,228,004.91	8.8%
Sumner	\$ 7,157,531.78	\$ 7,348,305.34	2.7%

Appendix B
 Kansas Department of Revenue
 Office of Policy and Research
 State Sales Tax Collections by County
 Fiscal Years 2004 2005

	Fiscal Year 2004 (Jul 03-Jun 04)	Fiscal Year 2005 (Jul 04-Jun 05)	Per Cent Change
Thomas	\$ 5,619,840.48	\$ 5,916,437.16	5.3%
Trego	\$ 1,262,393.70	\$ 1,370,585.07	8.6%
Wabaunsee	\$ 1,154,809.69	\$ 1,259,267.81	9.0%
Wallace	\$ 497,747.95	\$ 546,278.91	9.8%
Washington	\$ 1,487,707.05	\$ 1,607,823.11	8.1%
Wichita	\$ 694,986.07	\$ 792,830.93	14.1%
Wilson	\$ 2,826,720.37	\$ 3,044,753.20	7.7%
Woodson	\$ 838,778.08	\$ 926,885.15	10.5%
Wyandotte	\$ 79,673,410.04	\$ 83,168,151.26	4.4%
Not Designated	\$ 7,001,551.75	\$ 6,380,263.29	-8.9%
Statewide	\$ 1,654,555,935.19	\$ 1,717,789,038.14	3.8%