

COUNTY TRADE PULL FACTORS

Annual report for fiscal year 2010

(July 2009 – June 2010)

Kansas Department of Revenue
Office of Policy and Research
Issued December 2010

Introduction

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2010, which represents the period July 1, 2009 through June 30, 2010. 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-three counties have a positive pull factor measure of 1.0 or greater, compared to 22 counties in fiscal year 2009. The county with the highest trade pull factor is Thomas County with a CTPF of 1.58, a county whose pull factor has steadily increased over the last several years. Ellis County has the 2nd highest pull factor of 1.56. Pottawatomie County has the 3rd highest pull factor of 1.49, with Nesse County and Saline County having pull factors of 1.45 and 1.34 respectively.

The remaining 18 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 and typically is in the top 5 ranks 8th 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. It's drop can be explained by the economic downturn.

There are 6 counties with a trade factor of 0.40 or less, compared to 8 counties in fiscal year 2007, 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 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.

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.

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 10,709 customers (calculated by multiplying the county population of 13,014 by their CTPF of 0.82). By comparison, Johnson County has the highest TAC, followed by Sedgwick County. Respectively, their customer bases are 690,778 and 554,475. 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 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 24.9% of the Kansas market. Sedgwick County controls 20.0%.

Changes from prior years

Table 3 provides the change in the three measures from fiscal year 2009. 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 2006 to fiscal year 2010. 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 23 counties with positive increases in all three measures of 10% or more vs. 43 in fiscal year 2009. 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 and Comanche, 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 6 counties with decreases in all three measures vs 19 in fiscal year 2009. The counties with negative change are mostly trade center counties, which would coincide with the increases being seen in their neighboring counties.

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 the prior year's reports.

FY 2010 Data Sources

The data used in this report consists of county population and state sales tax collections. The 2009 county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2010 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 2009 population by county data with adjustments made for changes in state and federal prison populations. 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 2010, all but \$6.1 million in sales tax revenue were allocated to counties. Appendix B lists the state sales tax collections for fiscal years 2009 and 2010. Sales tax reports issued by the department are available on their web site at <http://www.ksrevenue.org>.

Table 1
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2010

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	13,014	\$ 7,175,432	\$ 551.36	0.82	10,709	0.4%	II
Anderson	7,754	\$ 2,999,054	\$ 386.78	0.58	4,476	0.2%	I
Atchison	16,098	\$ 7,381,157	\$ 458.51	0.68	11,016	0.4%	XI
Barber	4,528	\$ 3,619,725	\$ 799.41	1.19	5,402	0.2%	V
Barton	27,025	\$ 21,885,413	\$ 809.82	1.21	32,664	1.2%	V
Bourbon	14,679	\$ 6,934,444	\$ 472.41	0.71	10,350	0.4%	II
Brown	9,725	\$ 5,539,504	\$ 569.61	0.85	8,268	0.3%	XI
Butler	62,205	\$ 29,637,194	\$ 476.44	0.71	44,233	1.6%	IV
Chase	2,685	\$ 819,502	\$ 305.21	0.46	1,223	0.0%	III
Chautauqua	3,591	\$ 1,029,005	\$ 286.55	0.43	1,536	0.1%	IV
Cherokee	20,800	\$ 5,461,694	\$ 262.58	0.39	8,152	0.3%	II
Cheyenne	2,646	\$ 1,099,112	\$ 415.39	0.62	1,640	0.1%	VIII
Clark	2,035	\$ 796,241	\$ 391.27	0.58	1,188	0.0%	VI
Clay	8,539	\$ 3,862,375	\$ 452.32	0.68	5,765	0.2%	III
Cloud	8,917	\$ 6,709,826	\$ 752.48	1.12	10,014	0.4%	X
Coffey	8,310	\$ 3,788,359	\$ 455.88	0.68	5,654	0.2%	I
Comanche	1,803	\$ 1,024,404	\$ 568.17	0.85	1,529	0.1%	V
Cowley	32,581	\$ 17,061,798	\$ 523.67	0.78	25,465	0.9%	IV
Crawford	38,171	\$ 19,955,654	\$ 522.80	0.78	29,784	1.1%	II
Decatur	2,735	\$ 1,032,097	\$ 377.37	0.56	1,540	0.1%	VIII
Dickinson	18,685	\$ 9,434,950	\$ 504.95	0.75	14,082	0.5%	III
Doniphan	7,530	\$ 2,085,586	\$ 276.97	0.41	3,113	0.1%	XI
Douglas	115,800	\$ 66,763,589	\$ 576.54	0.86	99,644	3.6%	I
Edwards	3,012	\$ 1,046,319	\$ 347.38	0.52	1,562	0.1%	V
Elk	2,915	\$ 780,864	\$ 267.88	0.40	1,165	0.0%	IV
Ellis	27,416	\$ 28,735,877	\$ 1,048.14	1.56	42,888	1.5%	IX
Ellsworth	5,129	\$ 2,484,892	\$ 484.48	0.72	3,709	0.1%	X
Finney	41,837	\$ 30,478,469	\$ 728.51	1.09	45,489	1.6%	VII
Ford	33,190	\$ 23,395,102	\$ 704.88	1.05	34,917	1.3%	VI
Franklin	26,126	\$ 12,213,177	\$ 467.47	0.70	18,228	0.7%	I
Geary	31,523	\$ 21,072,285	\$ 668.47	1.00	31,450	1.1%	III
Gove	2,427	\$ 1,970,775	\$ 812.02	1.21	2,941	0.1%	IX
Graham	2,390	\$ 1,838,996	\$ 769.45	1.15	2,745	0.1%	IX
Grant	7,282	\$ 5,012,643	\$ 688.36	1.03	7,481	0.3%	VII
Gray	5,869	\$ 2,291,226	\$ 390.39	0.58	3,420	0.1%	VI
Greeley	1,207	\$ 560,455	\$ 464.34	0.69	836	0.0%	VII
Greenwood	6,503	\$ 2,200,096	\$ 338.32	0.50	3,284	0.1%	IV
Hamilton	2,582	\$ 1,102,537	\$ 427.01	0.64	1,646	0.1%	VII
Harper	5,499	\$ 3,131,772	\$ 569.52	0.85	4,674	0.2%	V
Harvey	33,456	\$ 17,486,375	\$ 522.67	0.78	26,098	0.9%	IV
Haskell	3,971	\$ 2,146,867	\$ 540.64	0.81	3,204	0.1%	VII
Hodgeman	1,871	\$ 643,025	\$ 343.68	0.51	960	0.0%	VI
Jackson	13,198	\$ 4,708,385	\$ 356.75	0.53	7,027	0.3%	XI
Jefferson	17,959	\$ 4,244,320	\$ 236.33	0.35	6,335	0.2%	I
Jewell	3,018	\$ 828,283	\$ 274.45	0.41	1,236	0.0%	X
Johnson	538,962	\$ 462,836,195	\$ 858.75	1.28	690,778	24.9%	I
Kearny	4,124	\$ 1,297,727	\$ 314.68	0.47	1,937	0.1%	VII
Kingman	7,373	\$ 3,493,675	\$ 473.85	0.71	5,214	0.2%	V
Kiowa	2,262	\$ 1,497,521	\$ 662.03	0.99	2,235	0.1%	V
Labette	21,185	\$ 10,050,179	\$ 474.40	0.71	15,000	0.5%	II
Lane	1,719	\$ 945,601	\$ 550.09	0.82	1,411	0.1%	VII
Leavenworth	68,952	\$ 26,195,090	\$ 379.90	0.57	39,096	1.4%	I
Lincoln	3,047	\$ 918,607	\$ 301.48	0.45	1,371	0.0%	X
Linn	9,226	\$ 2,594,727	\$ 281.24	0.42	3,873	0.1%	I

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Logan	2,492	\$ 1,610,537	\$ 646.28	0.96	2,404	0.1%	VIII
Lyon	33,175	\$ 19,580,899	\$ 590.23	0.88	29,224	1.1%	III
Marion	11,651	\$ 4,097,972	\$ 351.73	0.52	6,116	0.2%	III
Marshall	9,890	\$ 6,313,024	\$ 638.32	0.95	9,422	0.3%	XI
McPherson	28,208	\$ 19,789,590	\$ 701.56	1.05	29,536	1.1%	IV
Meade	4,293	\$ 1,760,372	\$ 410.06	0.61	2,627	0.1%	VI
Miami	30,363	\$ 13,334,389	\$ 439.17	0.66	19,901	0.7%	I
Mitchell	6,104	\$ 4,052,164	\$ 663.85	0.99	6,048	0.2%	X
Montgomery	33,697	\$ 19,226,819	\$ 570.58	0.85	28,696	1.0%	II
Morris	5,919	\$ 2,337,679	\$ 394.94	0.59	3,489	0.1%	III
Morton	2,974	\$ 1,626,316	\$ 546.84	0.82	2,427	0.1%	VII
Nemaha	9,514	\$ 4,879,042	\$ 512.83	0.77	7,282	0.3%	XI
Neosho	15,749	\$ 9,554,688	\$ 606.69	0.91	14,260	0.5%	II
Ness	2,759	\$ 2,674,493	\$ 969.37	1.45	3,992	0.1%	VI
Norton	4,617	\$ 2,549,330	\$ 552.16	0.82	3,805	0.1%	IX
Osage	15,885	\$ 4,135,742	\$ 260.36	0.39	6,173	0.2%	I
Osborne	3,736	\$ 1,861,189	\$ 498.18	0.74	2,778	0.1%	IX
Ottawa	5,802	\$ 1,277,490	\$ 220.18	0.33	1,907	0.1%	X
Pawnee	5,558	\$ 2,888,708	\$ 519.74	0.78	4,311	0.2%	V
Phillips	5,129	\$ 2,642,243	\$ 515.16	0.77	3,944	0.1%	IX
Pottawatomie	19,852	\$ 19,754,410	\$ 995.08	1.49	29,483	1.1%	III
Pratt	9,160	\$ 8,032,041	\$ 876.86	1.31	11,988	0.4%	V
Rawlins	2,375	\$ 994,599	\$ 418.78	0.63	1,484	0.1%	VIII
Reno	60,419	\$ 43,199,224	\$ 714.99	1.07	64,474	2.3%	IV
Republic	4,668	\$ 2,076,208	\$ 444.77	0.66	3,099	0.1%	X
Rice	9,926	\$ 4,284,865	\$ 431.68	0.64	6,395	0.2%	IV
Riley	70,914	\$ 39,345,055	\$ 554.83	0.83	58,722	2.1%	III
Rooks	4,787	\$ 3,032,064	\$ 633.40	0.95	4,525	0.2%	IX
Rush	3,055	\$ 1,081,409	\$ 353.98	0.53	1,614	0.1%	V
Russell	6,424	\$ 4,135,822	\$ 643.81	0.96	6,173	0.2%	IX
Saline	53,654	\$ 48,335,263	\$ 900.87	1.34	72,140	2.6%	X
Scott	4,474	\$ 3,103,336	\$ 693.64	1.04	4,632	0.2%	VII
Sedgwick	486,927	\$ 371,510,043	\$ 762.97	1.14	554,475	20.0%	IV
Seward	22,787	\$ 17,354,392	\$ 761.59	1.14	25,901	0.9%	VII
Shawnee	171,632	\$ 127,338,562	\$ 741.93	1.11	190,051	6.9%	I
Sheridan	2,391	\$ 1,283,430	\$ 536.78	0.80	1,916	0.1%	VIII
Sherman	5,788	\$ 5,024,420	\$ 868.08	1.30	7,499	0.3%	VIII
Smith	3,649	\$ 1,706,289	\$ 467.60	0.70	2,547	0.1%	IX
Stafford	4,272	\$ 1,820,398	\$ 426.12	0.64	2,717	0.1%	V
Stanton	2,052	\$ 934,015	\$ 455.17	0.68	1,394	0.1%	VII
Stevens	5,069	\$ 2,872,051	\$ 566.59	0.85	4,287	0.2%	VII
Sumner	23,106	\$ 8,290,818	\$ 358.82	0.54	12,374	0.4%	V
Thomas	7,225	\$ 7,671,771	\$ 1,061.84	1.58	11,450	0.4%	VIII
Trego	2,811	\$ 1,792,924	\$ 637.82	0.95	2,676	0.1%	IX
Wabaunsee	6,734	\$ 1,329,283	\$ 197.40	0.29	1,984	0.1%	III
Wallace	1,383	\$ 651,185	\$ 470.85	0.70	972	0.0%	VIII
Washington	5,502	\$ 1,904,838	\$ 346.21	0.52	2,843	0.1%	XI
Wichita	2,084	\$ 990,949	\$ 475.50	0.71	1,479	0.1%	VII
Wilson	9,307	\$ 3,404,381	\$ 365.79	0.55	5,081	0.2%	II
Woodson	3,126	\$ 972,397	\$ 311.07	0.46	1,451	0.1%	II
Wyandotte	153,969	\$ 92,664,969	\$ 601.84	0.90	138,301	5.0%	I
Total	2,772,123	\$ 1,862,927,930	\$ 672.02		2,763,056	100.00%	

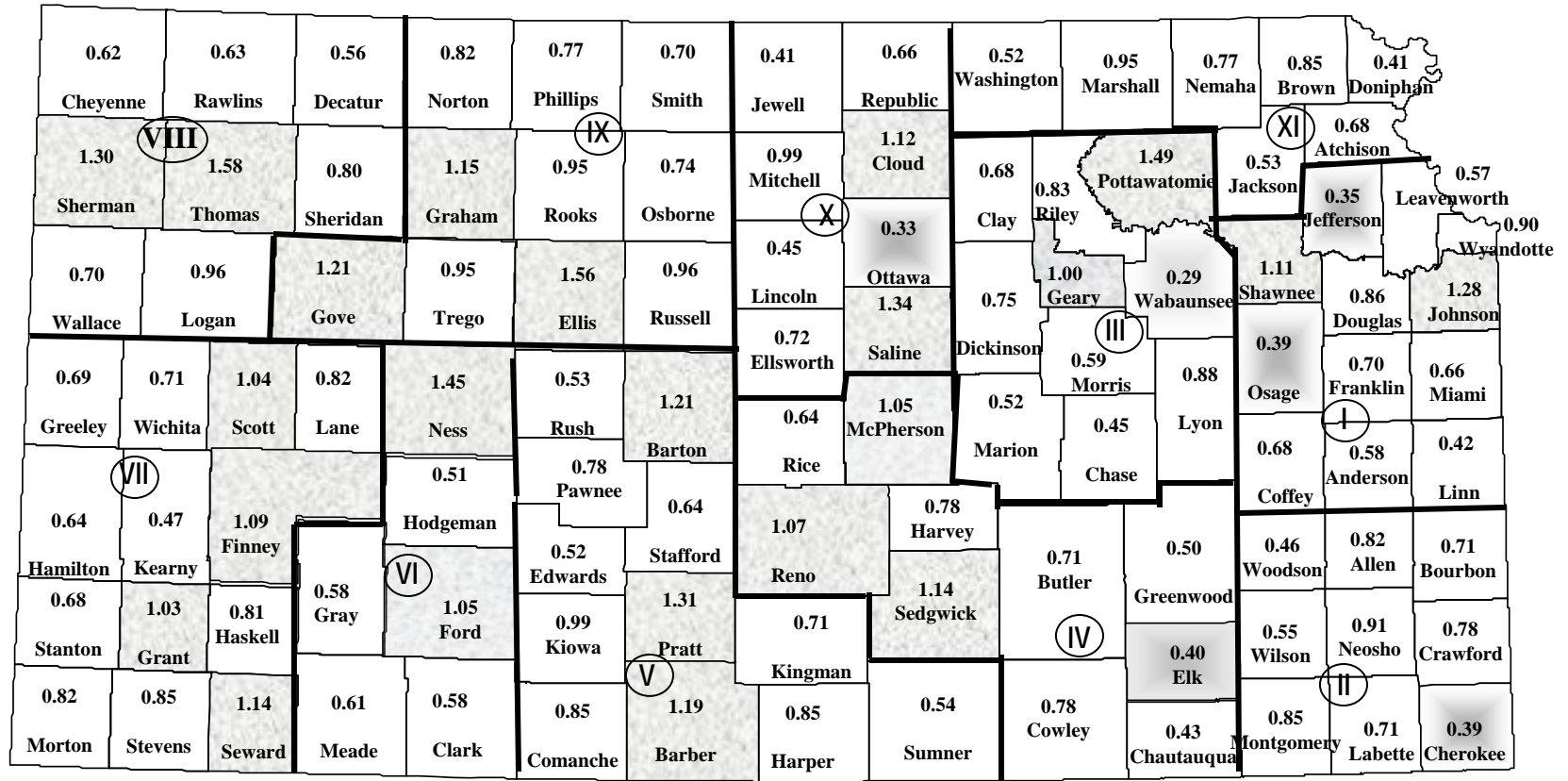
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 Fiscal Year 2010

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Thomas	7,225	\$ 7,671,771	\$ 1,061.84	1.58	11,450	0.4%	VIII
Ellis	27,416	\$ 28,735,877	\$ 1,048.14	1.56	42,888	1.5%	IX
Pottawatomie	19,852	\$ 19,754,410	\$ 995.08	1.49	29,483	1.1%	III
Ness	2,759	\$ 2,674,493	\$ 969.37	1.45	3,992	0.1%	VI
Saline	53,654	\$ 48,335,263	\$ 900.87	1.34	72,140	2.6%	X
Pratt	9,160	\$ 8,032,041	\$ 876.86	1.31	11,988	0.4%	V
Sherman	5,788	\$ 5,024,420	\$ 868.08	1.30	7,499	0.3%	VIII
Johnson	538,962	\$ 462,836,195	\$ 858.75	1.28	690,778	24.9%	I
Gove	2,427	\$ 1,970,775	\$ 812.02	1.21	2,941	0.1%	IX
Barton	27,025	\$ 21,885,413	\$ 809.82	1.21	32,664	1.2%	V
Barber	4,528	\$ 3,619,725	\$ 799.41	1.19	5,402	0.2%	V
Graham	2,390	\$ 1,838,996	\$ 769.45	1.15	2,745	0.1%	IX
Sedgwick	486,927	\$ 371,510,043	\$ 762.97	1.14	554,475	20.0%	IV
Seward	22,787	\$ 17,354,392	\$ 761.59	1.14	25,901	0.9%	VII
Cloud	8,917	\$ 6,709,826	\$ 752.48	1.12	10,014	0.4%	X
Shawnee	171,632	\$ 127,338,562	\$ 741.93	1.11	190,051	6.9%	I
Finney	41,837	\$ 30,478,469	\$ 728.51	1.09	45,489	1.6%	VII
Reno	60,419	\$ 43,199,224	\$ 714.99	1.07	64,474	2.3%	IV
Ford	33,190	\$ 23,395,102	\$ 704.88	1.05	34,917	1.3%	VI
McPherson	28,208	\$ 19,789,590	\$ 701.56	1.05	29,536	1.1%	IV
Scott	4,474	\$ 3,103,336	\$ 693.64	1.04	4,632	0.2%	VII
Grant	7,282	\$ 5,012,643	\$ 688.36	1.03	7,481	0.3%	VII
Geary	31,523	\$ 21,072,285	\$ 668.47	1.00	31,450	1.1%	III
Mitchell	6,104	\$ 4,052,164	\$ 663.85	0.99	6,048	0.2%	X
Kiowa	2,262	\$ 1,497,521	\$ 662.03	0.99	2,235	0.1%	V
Logan	2,492	\$ 1,610,537	\$ 646.28	0.96	2,404	0.1%	VIII
Russell	6,424	\$ 4,135,822	\$ 643.81	0.96	6,173	0.2%	IX
Marshall	9,890	\$ 6,313,024	\$ 638.32	0.95	9,422	0.3%	XI
Trego	2,811	\$ 1,792,924	\$ 637.82	0.95	2,676	0.1%	IX
Rooks	4,787	\$ 3,032,064	\$ 633.40	0.95	4,525	0.2%	IX
Neosho	15,749	\$ 9,554,688	\$ 606.69	0.91	14,260	0.5%	II
Wyandotte	153,969	\$ 92,664,969	\$ 601.84	0.90	138,301	5.0%	I
Lyon	33,175	\$ 19,580,899	\$ 590.23	0.88	29,224	1.1%	III
Douglas	115,800	\$ 66,763,589	\$ 576.54	0.86	99,644	3.6%	I
Montgomery	33,697	\$ 19,226,819	\$ 570.58	0.85	28,696	1.0%	II
Brown	9,725	\$ 5,539,504	\$ 569.61	0.85	8,268	0.3%	XI
Harper	5,499	\$ 3,131,772	\$ 569.52	0.85	4,674	0.2%	V
Comanche	1,803	\$ 1,024,404	\$ 568.17	0.85	1,529	0.1%	V
Stevens	5,069	\$ 2,872,051	\$ 566.59	0.85	4,287	0.2%	VII
Riley	70,914	\$ 39,345,055	\$ 554.83	0.83	58,722	2.1%	III
Norton	4,617	\$ 2,549,330	\$ 552.16	0.82	3,805	0.1%	IX
Allen	13,014	\$ 7,175,432	\$ 551.36	0.82	10,709	0.4%	II
Lane	1,719	\$ 945,601	\$ 550.09	0.82	1,411	0.1%	VII
Morton	2,974	\$ 1,626,316	\$ 546.84	0.82	2,427	0.1%	VII
Haskell	3,971	\$ 2,146,867	\$ 540.64	0.81	3,204	0.1%	VII
Sheridan	2,391	\$ 1,283,430	\$ 536.78	0.80	1,916	0.1%	VIII
Cowley	32,581	\$ 17,061,798	\$ 523.67	0.78	25,465	0.9%	IV
Crawford	38,171	\$ 19,955,654	\$ 522.80	0.78	29,784	1.1%	II
Harvey	33,456	\$ 17,486,375	\$ 522.67	0.78	26,098	0.9%	IV
Pawnee	5,558	\$ 2,888,708	\$ 519.74	0.78	4,311	0.2%	V
Phillips	5,129	\$ 2,642,243	\$ 515.16	0.77	3,944	0.1%	IX
Nemaha	9,514	\$ 4,879,042	\$ 512.83	0.77	7,282	0.3%	XI
Dickinson	18,685	\$ 9,434,950	\$ 504.95	0.75	14,082	0.5%	III
Osborne	3,736	\$ 1,861,189	\$ 498.18	0.74	2,778	0.1%	IX
Ellsworth	5,129	\$ 2,484,892	\$ 484.48	0.72	3,709	0.1%	X
Butler	62,205	\$ 29,637,194	\$ 476.44	0.71	44,233	1.6%	IV

Table 2
 County Trade Pull Factors, Trade Area Capture, Market Share
 Fiscal Year 2010

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
Wichita	2,084	\$ 990,949	\$ 475.50	0.71	1,479	0.1%	VII
Labette	21,185	\$ 10,050,179	\$ 474.40	0.71	15,000	0.5%	II
Kingman	7,373	\$ 3,493,675	\$ 473.85	0.71	5,214	0.2%	V
Bourbon	14,679	\$ 6,934,444	\$ 472.41	0.71	10,350	0.4%	II
Wallace	1,383	\$ 651,185	\$ 470.85	0.70	972	0.0%	VIII
Smith	3,649	\$ 1,706,289	\$ 467.60	0.70	2,547	0.1%	IX
Franklin	26,126	\$ 12,213,177	\$ 467.47	0.70	18,228	0.7%	I
Greeley	1,207	\$ 560,455	\$ 464.34	0.69	836	0.0%	VII
Atchison	16,098	\$ 7,381,157	\$ 458.51	0.68	11,016	0.4%	XI
Coffey	8,310	\$ 3,788,359	\$ 455.88	0.68	5,654	0.2%	I
Stanton	2,052	\$ 934,015	\$ 455.17	0.68	1,394	0.1%	VII
Clay	8,539	\$ 3,862,375	\$ 452.32	0.68	5,765	0.2%	III
Republic	4,668	\$ 2,076,208	\$ 444.77	0.66	3,099	0.1%	X
Miami	30,363	\$ 13,334,389	\$ 439.17	0.66	19,901	0.7%	I
Rice	9,926	\$ 4,284,865	\$ 431.68	0.64	6,395	0.2%	IV
Hamilton	2,582	\$ 1,102,537	\$ 427.01	0.64	1,646	0.1%	VII
Stafford	4,272	\$ 1,820,398	\$ 426.12	0.64	2,717	0.1%	V
Rawlins	2,375	\$ 994,599	\$ 418.78	0.63	1,484	0.1%	VIII
Cheyenne	2,646	\$ 1,099,112	\$ 415.39	0.62	1,640	0.1%	VIII
Meade	4,293	\$ 1,760,372	\$ 410.06	0.61	2,627	0.1%	VI
Morris	5,919	\$ 2,337,679	\$ 394.94	0.59	3,489	0.1%	III
Clark	2,035	\$ 796,241	\$ 391.27	0.58	1,188	0.0%	VI
Gray	5,869	\$ 2,291,226	\$ 390.39	0.58	3,420	0.1%	VI
Anderson	7,754	\$ 2,999,054	\$ 386.78	0.58	4,476	0.2%	I
Leavenworth	68,952	\$ 26,195,090	\$ 379.90	0.57	39,096	1.4%	I
Decatur	2,735	\$ 1,032,097	\$ 377.37	0.56	1,540	0.1%	VIII
Wilson	9,307	\$ 3,404,381	\$ 365.79	0.55	5,081	0.2%	II
Sumner	23,106	\$ 8,290,818	\$ 358.82	0.54	12,374	0.4%	V
Jackson	13,198	\$ 4,708,385	\$ 356.75	0.53	7,027	0.3%	XI
Rush	3,055	\$ 1,081,409	\$ 353.98	0.53	1,614	0.1%	V
Marion	11,651	\$ 4,097,972	\$ 351.73	0.52	6,116	0.2%	III
Edwards	3,012	\$ 1,046,319	\$ 347.38	0.52	1,562	0.1%	V
Washington	5,502	\$ 1,904,838	\$ 346.21	0.52	2,843	0.1%	XI
Hodgeman	1,871	\$ 643,025	\$ 343.68	0.51	960	0.0%	VI
Greenwood	6,503	\$ 2,200,096	\$ 338.32	0.50	3,284	0.1%	IV
Kearny	4,124	\$ 1,297,727	\$ 314.68	0.47	1,937	0.1%	VII
Woodson	3,126	\$ 972,397	\$ 311.07	0.46	1,451	0.1%	II
Chase	2,685	\$ 819,502	\$ 305.21	0.46	1,223	0.0%	III
Lincoln	3,047	\$ 918,607	\$ 301.48	0.45	1,371	0.0%	X
Chautauqua	3,591	\$ 1,029,005	\$ 286.55	0.43	1,536	0.1%	IV
Linn	9,226	\$ 2,594,727	\$ 281.24	0.42	3,873	0.1%	I
Doniphan	7,530	\$ 2,085,586	\$ 276.97	0.41	3,113	0.1%	XI
Jewell	3,018	\$ 828,283	\$ 274.45	0.41	1,236	0.0%	X
Elk	2,915	\$ 780,864	\$ 267.88	0.40	1,165	0.0%	IV
Cherokee	20,800	\$ 5,461,694	\$ 262.58	0.39	8,152	0.3%	II
Osage	15,885	\$ 4,135,742	\$ 260.36	0.39	6,173	0.2%	I
Jefferson	17,959	\$ 4,244,320	\$ 236.33	0.35	6,335	0.2%	I
Ottawa	5,802	\$ 1,277,490	\$ 220.18	0.33	1,907	0.1%	X
Wabaunsee	6,734	\$ 1,329,283	\$ 197.40	0.29	1,984	0.1%	III
Total	2,772,123	\$ 1,862,927,930	\$ 672.02		2,763,056	100.00%	

Map 1. County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2010



23 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 Market Share
from Fiscal Year 2009 to 2010

County	County Trade Pull Factors			Trade Capture Area			% of Market Share		
	FY 2010	FY 2009	% Change	FY 2010	FY 2009	% Change	FY 2010	FY 2009	% Change
Allen	0.82	0.80	2.6%	10,709	10,536	1.6%	0.39%	0.38%	1.0%
Anderson	0.58	0.55	4.5%	4,476	4,343	3.1%	0.16%	0.16%	2.5%
Atchison	0.68	0.68	0.1%	11,016	11,057	-0.4%	0.40%	0.40%	-1.0%
Barber	1.19	1.33	-10.2%	5,402	6,121	-11.7%	0.19%	0.22%	-12.3%
Barton	1.21	1.24	-2.4%	32,664	33,780	-3.3%	1.18%	1.23%	-3.9%
Bourbon	0.71	0.69	1.5%	10,350	10,173	1.7%	0.37%	0.37%	1.1%
Brown	0.85	0.80	6.3%	8,268	7,845	5.4%	0.30%	0.28%	4.8%
Butler	0.71	0.73	-2.1%	44,233	44,661	-1.0%	1.60%	1.62%	-1.5%
Chase	0.46	0.45	1.5%	1,223	1,207	1.3%	0.04%	0.04%	0.7%
Chautauqua	0.43	0.47	-8.9%	1,536	1,696	-9.5%	0.06%	0.06%	-10.0%
Cherokee	0.39	0.39	0.1%	8,152	8,154	0.0%	0.29%	0.30%	-0.6%
Cheyenne	0.62	0.76	-18.9%	1,640	2,055	-20.2%	0.06%	0.07%	-20.6%
Clark	0.58	0.62	-6.4%	1,188	1,287	-7.6%	0.04%	0.05%	-8.2%
Clay	0.68	0.68	-0.9%	5,765	5,924	-2.7%	0.21%	0.21%	-3.3%
Cloud	1.12	1.05	6.8%	10,014	9,576	4.6%	0.36%	0.35%	4.0%
Coffey	0.68	0.65	5.1%	5,654	5,362	5.4%	0.20%	0.19%	4.8%
Comanche	0.85	0.87	-2.2%	1,529	1,630	-6.2%	0.06%	0.06%	-6.7%
Cowley	0.78	0.74	5.1%	25,465	24,664	3.2%	0.92%	0.89%	2.6%
Crawford	0.78	0.78	0.5%	29,784	29,634	0.5%	1.07%	1.08%	-0.1%
Decatur	0.56	0.57	-0.7%	1,540	1,584	-2.7%	0.06%	0.06%	-3.3%
Dickinson	0.75	0.72	4.9%	14,082	13,651	3.2%	0.51%	0.50%	2.5%
Doniphan	0.41	0.37	11.0%	3,113	2,851	9.2%	0.11%	0.10%	8.5%
Douglas	0.86	0.85	0.9%	99,644	97,380	2.3%	3.59%	3.53%	1.7%
Edwards	0.52	0.58	-11.3%	1,562	1,768	-11.7%	0.06%	0.06%	-12.2%
Elk	0.40	0.40	0.5%	1,165	1,178	-1.0%	0.04%	0.04%	-1.6%
Ellis	1.56	1.60	-2.1%	42,888	43,886	-2.3%	1.55%	1.59%	-2.8%
Ellsworth	0.72	0.73	-0.3%	3,709	3,786	-2.0%	0.13%	0.14%	-2.6%
Finney	1.09	1.15	-5.6%	45,489	46,952	-3.1%	1.64%	1.70%	-3.7%
Ford	1.05	0.99	6.0%	34,917	32,552	7.3%	1.26%	1.18%	6.6%
Franklin	0.70	0.70	0.3%	18,228	18,255	-0.1%	0.66%	0.66%	-0.7%
Geary	1.00	0.95	5.4%	31,450	29,277	7.4%	1.13%	1.06%	6.8%
Gove	1.21	1.04	16.1%	2,941	2,605	12.9%	0.11%	0.09%	12.2%
Graham	1.15	1.11	3.2%	2,745	2,835	-3.2%	0.10%	0.10%	-3.7%
Grant	1.03	1.08	-5.2%	7,481	7,938	-5.8%	0.27%	0.29%	-6.3%
Gray	0.58	0.58	0.5%	3,420	3,218	6.3%	0.12%	0.12%	5.7%
Greeley	0.69	0.67	2.8%	836	835	0.1%	0.03%	0.03%	-0.5%
Greenwood	0.50	0.50	0.1%	3,284	3,380	-2.8%	0.12%	0.12%	-3.4%
Hamilton	0.64	0.63	1.2%	1,646	1,630	0.9%	0.06%	0.06%	0.3%
Harper	0.85	0.87	-1.9%	4,674	4,929	-5.2%	0.17%	0.18%	-5.7%
Harvey	0.78	0.79	-1.0%	26,098	25,915	0.7%	0.94%	0.94%	0.1%
Haskell	0.81	0.96	-15.5%	3,204	3,711	-13.7%	0.12%	0.13%	-14.2%
Hodgeman	0.51	0.64	-19.9%	960	1,225	-21.7%	0.03%	0.04%	-22.1%
Jackson	0.53	0.53	-0.4%	7,027	6,965	0.9%	0.25%	0.25%	0.3%
Jefferson	0.35	0.34	2.6%	6,335	6,250	1.4%	0.23%	0.23%	0.8%
Jewell	0.41	0.44	-7.5%	1,236	1,373	-9.9%	0.04%	0.05%	-10.5%
Johnson	1.28	1.30	-1.6%	690,778	690,452	0.0%	24.92%	25.05%	-0.5%
Kearny	0.47	0.48	-1.7%	1,937	1,965	-1.4%	0.07%	0.07%	-2.0%
Kingman	0.71	0.79	-10.5%	5,214	5,946	-12.3%	0.19%	0.22%	-12.8%
Kiowa	0.99	0.98	0.4%	2,235	2,441	-8.4%	0.08%	0.09%	-9.0%
Labette	0.71	0.71	-0.8%	15,000	15,192	-1.3%	0.54%	0.55%	-1.8%
Lane	0.82	0.84	-2.4%	1,411	1,447	-2.5%	0.05%	0.05%	-3.1%
Leavenworth	0.57	0.55	3.0%	39,096	37,495	4.3%	1.41%	1.36%	3.7%
Lincoln	0.45	0.43	5.4%	1,371	1,359	0.9%	0.05%	0.05%	0.3%
Linn	0.42	0.38	10.9%	3,873	3,598	7.6%	0.14%	0.13%	7.0%
Logan	0.96	0.90	6.9%	2,404	2,288	5.1%	0.09%	0.08%	4.4%

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Share
from Fiscal Year 2009 to 2010

County	County Trade Pull Factors			Trade Capture Area			% of Market Share		
	FY 2010	FY 2009	% Change	FY 2010	FY 2009	% Change	FY 2010	FY 2009	% Change
Lyon	0.88	0.82	7.9%	29,224	28,697	1.8%	1.05%	1.04%	1.2%
Marion	0.52	0.52	1.4%	6,116	6,090	0.4%	0.22%	0.22%	-0.2%
Marshall	0.95	0.88	7.9%	9,422	8,780	7.3%	0.34%	0.32%	6.7%
McPherson	1.05	0.99	6.1%	29,536	28,017	5.4%	1.07%	1.02%	4.8%
Meade	0.61	0.65	-5.7%	2,627	2,755	-4.6%	0.09%	0.10%	-5.2%
Miami	0.66	0.63	3.5%	19,901	19,243	3.4%	0.72%	0.70%	2.8%
Mitchell	0.99	0.98	1.0%	6,048	5,938	1.8%	0.22%	0.22%	1.2%
Montgomery	0.85	0.89	-4.2%	28,696	30,088	-4.6%	1.04%	1.09%	-5.2%
Morris	0.59	0.57	4.2%	3,489	3,373	3.4%	0.13%	0.12%	2.8%
Morton	0.82	0.81	0.4%	2,427	2,374	2.2%	0.09%	0.09%	1.6%
Nemaha	0.77	0.70	9.7%	7,282	6,739	8.1%	0.26%	0.24%	7.4%
Neosho	0.91	0.93	-2.9%	14,260	14,851	-4.0%	0.51%	0.54%	-4.5%
Ness	1.45	1.59	-8.8%	3,992	4,553	-12.3%	0.14%	0.17%	-12.8%
Norton	0.82	0.81	1.6%	3,805	3,748	1.5%	0.14%	0.14%	0.9%
Osage	0.39	0.37	4.3%	6,173	6,001	2.9%	0.22%	0.22%	2.2%
Osborne	0.74	0.76	-2.2%	2,778	2,807	-1.0%	0.10%	0.10%	-1.6%
Ottawa	0.33	0.35	-5.9%	1,907	2,045	-6.8%	0.07%	0.07%	-7.3%
Pawnee	0.78	0.77	1.0%	4,311	4,335	-0.6%	0.16%	0.16%	-1.1%
Phillips	0.77	0.77	0.4%	3,944	3,978	-0.9%	0.14%	0.14%	-1.4%
Pottawatomie	1.49	1.52	-2.3%	29,483	29,712	-0.8%	1.06%	1.08%	-1.4%
Pratt	1.31	1.39	-5.5%	11,988	12,836	-6.6%	0.43%	0.47%	-7.2%
Rawlins	0.63	0.68	-8.2%	1,484	1,669	-11.1%	0.05%	0.06%	-11.6%
Reno	1.07	1.05	1.3%	64,474	63,788	1.1%	2.33%	2.31%	0.5%
Republic	0.66	0.63	6.2%	3,099	2,920	6.1%	0.11%	0.11%	5.5%
Rice	0.64	0.66	-2.0%	6,395	6,515	-1.8%	0.23%	0.24%	-2.4%
Riley	0.83	0.78	5.9%	58,722	55,250	6.3%	2.12%	2.00%	5.7%
Rooks	0.95	0.97	-2.1%	4,525	4,768	-5.1%	0.16%	0.17%	-5.7%
Rush	0.53	0.48	9.0%	1,614	1,524	5.9%	0.06%	0.06%	5.3%
Russell	0.96	1.00	-3.9%	6,173	6,469	-4.6%	0.22%	0.23%	-5.1%
Saline	1.34	1.33	0.9%	72,140	71,898	0.3%	2.60%	2.61%	-0.3%
Scott	1.04	1.02	1.9%	4,632	4,562	1.5%	0.17%	0.17%	0.9%
Sedgwick	1.14	1.14	-0.3%	554,475	546,807	1.4%	20.00%	19.84%	0.8%
Seward	1.14	1.17	-2.9%	25,901	26,671	-2.9%	0.93%	0.97%	-3.5%
Shawnee	1.11	1.10	0.8%	190,051	187,101	1.6%	6.86%	6.79%	1.0%
Sheridan	0.80	0.92	-12.8%	1,916	2,267	-15.5%	0.07%	0.08%	-16.0%
Sherman	1.30	1.18	9.4%	7,499	7,035	6.6%	0.27%	0.26%	6.0%
Smith	0.70	0.70	-0.5%	2,547	2,663	-4.4%	0.09%	0.10%	-4.9%
Stafford	0.64	0.66	-3.0%	2,717	2,791	-2.6%	0.10%	0.10%	-3.2%
Stanton	0.68	0.69	-1.1%	1,394	1,438	-3.0%	0.05%	0.05%	-3.6%
Stevens	0.85	0.96	-11.8%	4,287	4,791	-10.5%	0.15%	0.17%	-11.1%
Sumner	0.54	0.53	0.2%	12,374	12,414	-0.3%	0.45%	0.45%	-0.9%
Thomas	1.58	1.62	-2.2%	11,450	11,596	-1.3%	0.41%	0.42%	-1.8%
Trego	0.95	1.10	-13.7%	2,676	3,060	-12.5%	0.10%	0.11%	-13.1%
Wabaunsee	0.29	0.30	-0.6%	1,984	2,019	-1.7%	0.07%	0.07%	-2.3%
Wallace	0.70	0.81	-13.7%	972	1,122	-13.4%	0.04%	0.04%	-13.9%
Washington	0.52	0.48	6.7%	2,843	2,718	4.6%	0.10%	0.10%	4.0%
Wichita	0.71	0.76	-7.1%	1,479	1,621	-8.8%	0.05%	0.06%	-9.3%
Wilson	0.55	0.61	-10.4%	5,081	5,809	-12.5%	0.18%	0.21%	-13.0%
Woodson	0.46	0.46	1.6%	1,451	1,449	0.2%	0.05%	0.05%	-0.4%
Wyandotte	0.90	0.90	-0.5%	138,301	138,301	0.0%	4.99%	5.02%	-0.6%
Total				2,763,056	2,755,812		100.00%	100.00%	

Table 4
Percent Change in Measures over 5-year Period
Fiscal Year 2006 - 2010

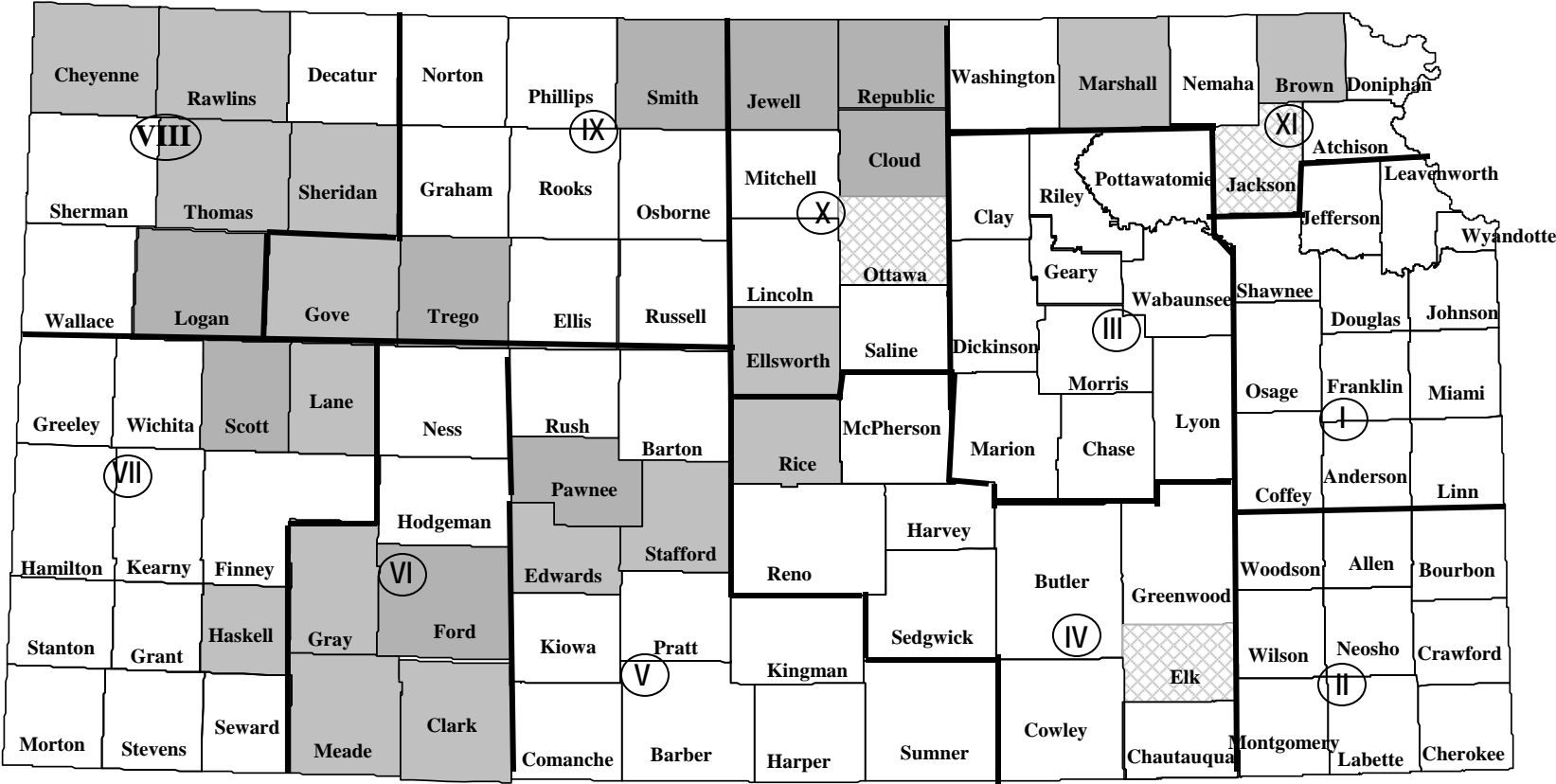
County	County Trade Pull Factors	Trade Area Capture	Market Share
Allen	15.7%	11%	8%
Anderson	5.6%	2%	-1%
Atchison	0.1%	-2%	-5%
Barber	14.9%	6%	4%
Barton	9.8%	7%	4%
Bourbon	11.0%	10%	7%
Brown	24.6%	21%	17%
Butler	3.5%	7%	4%
Chase	15.0%	4%	1%
Chautauqua	17.1%	6%	3%
Cherokee	2.4%	0%	-3%
Cheyenne	25.1%	14%	11%
Clark	28.1%	16%	13%
Clay	4.8%	6%	3%
Cloud	26.6%	20%	17%
Coffey	-2.4%	-5%	-8%
Comanche	-1.0%	-4%	-7%
Cowley	10.8%	5%	3%
Crawford	-1.7%	0%	-3%
Decatur	22.2%	9%	6%
Dickinson	5.0%	4%	1%
Doniphan	6.9%	4%	1%
Douglas	-11.6%	0%	-3%
Edwards	22.4%	14%	11%
Elk	-20.3%	-22%	-24%
Ellis	4.4%	8%	5%
Ellsworth	21.0%	17%	14%
Finney	7.4%	16%	13%
Ford	13.6%	13%	10%
Franklin	-6.8%	-6%	-9%
Gearry	-0.1%	29%	26%
Gove	50.5%	35%	31%
Graham	22.1%	9%	6%
Grant	7.3%	5%	2%
Gray	21.4%	24%	21%
Greeley	5.9%	-3%	-6%
Greenwood	6.6%	-3%	-6%
Hamilton	2.9%	4%	1%
Harper	1.9%	-5%	-8%
Harvey	0.9%	2%	-1%
Haskell	23.1%	16%	13%
Hodgeman	21.4%	10%	7%
Jackson	-12.2%	-13%	-15%
Jefferson	3.6%	-1%	-4%
Jewell	23.6%	13%	10%
Johnson	-7.3%	-1%	-3%
Kearny	18.2%	9%	6%
Kingman	14.9%	6%	4%
Kiowa	21.4%	-6%	-9%
Labette	8.7%	7%	4%
Lane	50.9%	39%	35%
Leavenworth	-5.8%	-3%	-5%
Lincoln	17.3%	7%	4%
Linn	9.7%	3%	1%

Table 4
Percent Change in Measures over 5-year Period
Fiscal Year 2006 - 2010

County	Pull Factors	Capture	Share
Logan	29.5%	18%	15%
Lyon	3.6%	-2%	-5%
Marion	14.7%	6%	3%
Marshall	20.0%	17%	14%
McPherson	13.7%	11%	8%
Meade	22.9%	17%	14%
Miami	-8.6%	-7%	-10%
Mitchell	12.6%	11%	8%
Montgomery	-6.4%	-7%	-10%
Morris	4.8%	4%	1%
Morton	-2.5%	-8%	-10%
Nemaha	17.0%	11%	8%
Neosho	-9.9%	-13%	-15%
Ness	15.8%	9%	6%
Norton	14.6%	9%	6%
Osage	-0.6%	-7%	-9%
Osborne	13.1%	7%	4%
Ottawa	-11.4%	-14%	-16%
Pawnee	24.3%	13%	10%
Phillips	9.0%	4%	2%
Pottawatomie	-0.7%	4%	1%
Pratt	11.5%	9%	6%
Rawlins	36.3%	23%	20%
Reno	3.6%	3%	1%
Republic	26.3%	17%	14%
Rice	24.0%	20%	16%
Riley	4.9%	19%	16%
Rooks	14.8%	7%	4%
Rush	20.5%	11%	8%
Russell	9.8%	6%	3%
Saline	2.5%	3%	1%
Scott	21.1%	20%	17%
Sedgwick	-1.4%	4%	1%
Seward	-0.3%	-1%	-4%
Shawnee	-2.9%	-1%	-4%
Sheridan	32.3%	24%	21%
Sherman	14.1%	9%	6%
Smith	24.3%	13%	10%
Stafford	23.9%	20%	17%
Stanton	12.1%	5%	2%
Stevens	9.8%	4%	1%
Sumner	13.3%	7%	4%
Thomas	22.5%	18%	15%
Trego	18.1%	13%	10%
Wabaunsee	-7.2%	-8%	-11%
Wallace	22.5%	9%	7%
Washington	15.8%	9%	6%
Wichita	21.8%	11%	8%
Wilson	-0.7%	-4%	-7%
Woodson	12.1%	1%	-1%
Wyandotte	0.1%	0%	-3%

Map 2.

Changes in All Measures exceeding 10% By Kansas Economic Reporting Regions over 5-Year Period (FY 2006 to FY 2010)



25 counties with an increase in measures greater than 10%
 3 county with a decrease in measures greater than a -10%

Appendix A
 Kansask Population as of July 1, 2009
 Certified to the Secretary of State by Division of the Budget on July 1, 2010
 Adjusted for Institutionalized Population

County	Certified July 1, 2009 Total Population	Institutionalized Population	2009 Net Population
Allen County	13,203	189	13,014
Anderson County	7,872	118	7,754
Atchison County	16,411	313	16,098
Barber County	4,593	65	4,528
Barton County	27,464	439	27,025
Bourbon County	14,884	205	14,679
Brown County	9,927	202	9,725
Butler County	64,084	1,879	62,205
Chase County	2,798	113	2,685
Chautauqua County	3,745	154	3,591
Cherokee County	21,064	264	20,800
Cheyenne County	2,700	54	2,646
Clark County	2,081	46	2,035
Clay County	8,704	165	8,539
Cloud County	9,263	346	8,917
Coffey County	8,436	126	8,310
Comanche County	1,873	70	1,803
Cowley County	33,634	1,053	32,581
Crawford County	38,869	698	38,171
Decatur County	2,855	120	2,735
Dickinson County	19,015	330	18,685
Doniphan County	7,624	94	7,530
Douglas County	116,383	583	115,800
Edwards County	3,071	59	3,012
Elk County	3,001	86	2,915
Ellis County	27,739	323	27,416
Ellsworth County	6,179	1,050	5,129
Finney County	42,074	237	41,837
Ford County	33,692	502	33,190
Franklin County	26,441	315	26,126
Geary County	31,751	228	31,523
Gove County	2,480	53	2,427
Graham County	2,435	45	2,390
Grant County	7,353	71	7,282
Gray County	6,005	136	5,869
Greeley County	1,234	27	1,207
Greenwood County	6,666	163	6,503
Hamilton County	2,625	43	2,582
Harper County	5,667	168	5,499
Harvey County	34,247	791	33,456
Haskell County	4,006	35	3,971
Hodgeman County	1,906	35	1,871
Jackson County	13,412	214	13,198
Jefferson County	18,207	248	17,959
Jewell County	3,059	41	3,018
Johnson County	542,737	3,775	538,962
Kearny County	4,169	45	4,124
Kingman County	7,571	198	7,373
Kiowa County	2,322	60	2,262
Labette County	21,776	591	21,185
Lane County	1,742	23	1,719
Leavenworth County	75,227	6,275	68,952
Lincoln County	3,123	76	3,047

Appendix A
 Kansask Population as of July 1, 2009
 Certified to the Secretary of State by Division of the Budget on July 1, 2010
 Adjusted for Institutionalized Population

Linn County	9,335	109	9,226
Logan County	2,549	57	2,492
Lyon County	33,601	426	33,175
Marion County	11,982	331	11,651
Marshall County	10,123	233	9,890
McPherson County	28,866	658	28,208
Meade County	4,407	114	4,293
Miami County	30,969	606	30,363
Mitchell County	6,344	240	6,104
Montgomery County	34,254	557	33,697
Morris County	5,994	75	5,919
Morton County	3,031	57	2,974
Nemaha County	9,968	454	9,514
Neosho County	16,046	297	15,749
Ness County	2,835	76	2,759
Norton County	5,330	713	4,617
Osage County	16,104	219	15,885
Osborne County	3,849	113	3,736
Ottawa County	5,974	172	5,802
Pawnee County	6,206	648	5,558
Phillips County	5,272	143	5,129
Pottawatomie County	19,994	142	19,852
Pratt County	9,304	144	9,160
Rawlins County	2,425	50	2,375
Reno County	63,357	2,938	60,419
Republic County	4,808	140	4,668
Rice County	10,079	153	9,926
Riley County	71,341	427	70,914
Rooks County	4,984	197	4,787
Rush County	3,143	88	3,055
Russell County	6,596	172	6,424
Saline County	54,364	710	53,654
Scott County	4,560	86	4,474
Sedgwick County	490,864	3,937	486,927
Seward County	23,013	226	22,787
Shawnee County	176,255	4,623	171,632
Sheridan County	2,435	44	2,391
Sherman County	5,860	72	5,788
Smith County	3,753	104	3,649
Stafford County	4,342	70	4,272
Stanton County	2,107	55	2,052
Stevens County	5,129	60	5,069
Sumner County	23,488	382	23,106
Thomas County	7,343	118	7,225
Trego County	2,920	109	2,811
Wabaunsee County	6,846	112	6,734
Wallace County	1,408	25	1,383
Washington County	5,683	181	5,502
Wichita County	2,109	25	2,084
Wilson County	9,474	167	9,307
Woodson County	3,240	114	3,126
Wyandotte County	155,085	1,116	153,969
Statewide	2,818,747	11,085	2,772,123

Appendix B
 Kansas Department of Revenue
 Office of Policy and Research
 State Sales Tax Collections for Fiscal Year 2009 and 2010

	Fiscal Year 2009 (July 08-June 09)	Fiscal Year 2010 (July 09-June 10)	Per Cent Change
Allen	\$ 7,348,339.89	\$ 7,175,432.33	-2.4%
Anderson	\$ 3,029,221.38	\$ 2,999,053.88	-1.0%
Atchison	\$ 7,712,124.45	\$ 7,381,156.52	-4.3%
Barber	\$ 4,269,159.18	\$ 3,619,724.89	-15.2%
Barton	\$ 23,560,168.02	\$ 21,885,413.33	-7.1%
Bourbon	\$ 7,095,304.63	\$ 6,934,443.97	-2.3%
Brown	\$ 5,471,352.44	\$ 5,539,503.92	1.2%
Butler	\$ 31,149,295.25	\$ 29,637,193.73	-4.9%
Chase	\$ 841,999.52	\$ 819,501.67	-2.7%
Chautauqua	\$ 1,183,075.95	\$ 1,029,004.93	-13.0%
Cherokee	\$ 5,687,029.94	\$ 5,461,693.91	-4.0%
Cheyenne	\$ 1,433,291.52	\$ 1,099,112.33	-23.3%
Clark	\$ 897,326.72	\$ 796,240.88	-11.3%
Clay	\$ 4,131,864.77	\$ 3,862,374.90	-6.5%
Cloud	\$ 6,679,229.42	\$ 6,709,826.31	0.5%
Coffey	\$ 3,740,143.57	\$ 3,788,359.25	1.3%
Comanche	\$ 1,136,519.44	\$ 1,024,403.97	-9.9%
Cowley	\$ 17,202,571.76	\$ 17,061,797.84	-0.8%
Crawford	\$ 20,668,955.57	\$ 19,955,653.79	-3.5%
Decatur	\$ 1,104,468.12	\$ 1,032,097.16	-6.6%
Dickinson	\$ 9,520,852.78	\$ 9,434,949.67	-0.9%
Doniphan	\$ 1,988,809.78	\$ 2,085,585.97	4.9%
Douglas	\$ 67,918,970.03	\$ 66,763,589.35	-1.7%
Edwards	\$ 1,232,951.51	\$ 1,046,319.28	-15.1%
Elk	\$ 821,270.02	\$ 780,864.47	-4.9%
Ellis	\$ 30,609,021.51	\$ 28,735,877.39	-6.1%
Ellsworth	\$ 2,640,795.79	\$ 2,484,892.41	-5.9%
Finney	\$ 32,747,588.19	\$ 30,478,469.10	-6.9%
Ford	\$ 22,703,823.61	\$ 23,395,102.00	3.0%
Franklin	\$ 12,731,923.08	\$ 12,213,176.99	-4.1%
Geary	\$ 20,419,896.00	\$ 21,072,284.77	3.2%
Gove	\$ 1,817,230.72	\$ 1,970,775.20	8.4%
Graham	\$ 1,976,999.79	\$ 1,838,996.44	-7.0%
Grant	\$ 5,536,579.40	\$ 5,012,643.46	-9.5%
Gray	\$ 2,244,098.28	\$ 2,291,225.63	2.1%
Greeley	\$ 582,664.29	\$ 560,455.11	-3.8%
Greenwood	\$ 2,357,287.42	\$ 2,200,095.99	-6.7%
Hamilton	\$ 1,137,080.42	\$ 1,102,536.54	-3.0%
Harper	\$ 3,437,925.33	\$ 3,131,772.38	-8.9%
Harvey	\$ 18,074,545.31	\$ 17,486,375.15	-3.3%
Haskell	\$ 2,588,074.84	\$ 2,146,867.06	-17.0%
Hodgeman	\$ 854,424.01	\$ 643,025.41	-24.7%
Jackson	\$ 4,845,941.67	\$ 4,708,385.11	-2.8%
Jefferson	\$ 4,358,929.38	\$ 4,244,320.45	-2.6%
Jewell	\$ 957,303.95	\$ 828,282.55	-13.5%
Johnson	\$ 481,645,776.13	\$ 462,836,195.34	-3.9%
Kearny	\$ 1,370,358.00	\$ 1,297,727.43	-5.3%
Kingman	\$ 4,146,786.57	\$ 3,493,675.00	-15.7%
Kiowa	\$ 1,702,292.73	\$ 1,497,520.96	-12.0%
Labette	\$ 10,595,584.08	\$ 10,050,178.84	-5.1%
Lane	\$ 1,009,416.51	\$ 945,600.79	-6.3%
Leavenworth	\$ 26,181,391.06	\$ 26,195,089.99	0.1%
Lincoln	\$ 948,016.26	\$ 918,607.19	-3.1%
Linn	\$ 2,509,455.98	\$ 2,594,727.01	3.4%
Logan	\$ 1,595,873.49	\$ 1,610,537.30	0.9%
Lyon	\$ 20,015,331.27	\$ 19,580,899.48	-2.2%
Marion	\$ 4,247,894.68	\$ 4,097,971.68	-3.5%
Marshall	\$ 6,123,913.90	\$ 6,313,023.86	3.1%
Mcpherson	\$ 19,541,067.23	\$ 19,789,589.75	1.3%
Meade	\$ 1,921,777.34	\$ 1,760,372.37	-8.4%
Miami	\$ 13,421,263.60	\$ 13,334,388.61	-0.6%
Mitchell	\$ 4,141,886.90	\$ 4,052,164.26	-2.2%
Montgomery	\$ 20,985,575.75	\$ 19,226,819.37	-8.4%
Morris	\$ 2,352,776.12	\$ 2,337,678.60	-0.6%
Morton	\$ 1,655,988.59	\$ 1,626,316.10	-1.8%

Appendix B
 Kansas Department of Revenue
 Office of Policy and Research
 State Sales Tax Collections for Fiscal Year 2009 and 2010

	Fiscal Year 2009 (July 08-June 09)	Fiscal Year 2010 (July 09-June 10)	Per Cent Change
Nemaha	\$ 4,699,912.24	\$ 4,879,042.09	3.8%
Neosho	\$ 10,358,249.76	\$ 9,554,688.28	-7.8%
Ness	\$ 3,175,392.96	\$ 2,674,492.95	-15.8%
Norton	\$ 2,613,783.63	\$ 2,549,330.42	-2.5%
Osage	\$ 4,185,734.98	\$ 4,135,741.78	-1.2%
Osborne	\$ 1,957,697.05	\$ 1,861,189.23	-4.9%
Ottawa	\$ 1,426,386.12	\$ 1,277,490.02	-10.4%
Pawnee	\$ 3,023,706.15	\$ 2,888,707.99	-4.5%
Phillips	\$ 2,774,348.24	\$ 2,642,242.77	-4.8%
Pottawatomie	\$ 20,722,862.33	\$ 19,754,409.81	-4.7%
Pratt	\$ 8,952,392.58	\$ 8,032,041.29	-10.3%
Rawlins	\$ 1,164,335.63	\$ 994,599.23	-14.6%
Reno	\$ 45,095,467.45	\$ 43,199,223.58	-4.2%
Republic	\$ 2,036,613.57	\$ 2,076,208.02	1.9%
Rice	\$ 4,544,326.26	\$ 4,284,864.93	-5.7%
Riley	\$ 38,534,817.61	\$ 39,345,054.81	2.1%
Rooks	\$ 3,325,757.86	\$ 3,032,064.17	-8.8%
Rush	\$ 1,063,041.50	\$ 1,081,409.26	1.7%
Russell	\$ 4,511,634.61	\$ 4,135,821.86	-8.3%
Saline	\$ 50,161,490.20	\$ 48,335,262.87	-3.6%
Scott	\$ 3,181,939.47	\$ 3,103,335.93	-2.5%
Sedgwick	\$ 381,378,522.01	\$ 371,510,043.17	-2.6%
Seward	\$ 18,602,197.34	\$ 17,354,392.37	-6.7%
Shawnee	\$ 130,496,207.88	\$ 127,338,561.77	-2.4%
Sheridan	\$ 1,580,913.01	\$ 1,283,430.47	-18.8%
Sherman	\$ 4,906,465.24	\$ 5,024,419.78	2.4%
Smith	\$ 1,857,538.34	\$ 1,706,289.48	-8.1%
Stafford	\$ 1,946,322.56	\$ 1,820,397.73	-6.5%
Stanton	\$ 1,002,630.18	\$ 934,014.94	-6.8%
Stevens	\$ 3,341,775.88	\$ 2,872,051.27	-14.1%
Sumner	\$ 8,658,571.16	\$ 8,290,817.76	-4.2%
Thomas	\$ 8,088,039.54	\$ 7,671,770.57	-5.1%
Trego	\$ 2,133,989.64	\$ 1,792,924.44	-16.0%
Wabaunsee	\$ 1,408,149.33	\$ 1,329,283.06	-5.6%
Wallace	\$ 782,779.42	\$ 651,184.91	-16.8%
Washington	\$ 1,895,566.99	\$ 1,904,837.90	0.5%
Wichita	\$ 1,130,648.51	\$ 990,948.60	-12.4%
Wilson	\$ 4,051,504.31	\$ 3,404,381.47	-16.0%
Woodson	\$ 1,010,361.70	\$ 972,397.44	-3.8%
Wyandotte	\$ 96,522,683.78	\$ 92,664,968.88	-4.0%
Not Designated	\$ 6,446,806.21	\$ 6,093,437.94	-5.5%
Total	\$ 1,929,310,418.07	\$ 1,863,475,716.56	-3.4%