

COUNTY TRADE PULL FACTORS

Annual report for fiscal year 2013

(July 2012 – June 2013)

Kansas Department of Revenue
Office of Policy and Research
Issued December 2013

Introduction

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2013, which represents the period July 1, 2012 through June 30, 2013. 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-nine counties have a positive pull factor measure of 1.0 or greater, two more than in fiscal year 2012. The county with the highest trade pull factor is Comanche County with a CTPF of 2.29. This is due to a major project in the county and it is expected the pull factor will decrease in fiscal year 2014 back to the normal level. Ness County has the 2nd highest pull factor of 1.90. Barber County has the 3rd highest pull factor of 1.86, with the top 5 rounded out by Ellis and Thomas County having pull factors of 1.70 and 1.63 respectively. As with Comanche County, several of these counties have a higher than normal pull factor due to major projects in their counties

The remaining 24 counties with a CTPF greater than 1.0 are regarded as regional retail centers. Each contains one or more cities that draw shoppers into their county. They generally have large national chain stores that provide goods that may not be available in neighboring counties. Many also have higher education institutions or regional businesses

that bring people into the county. Johnson County, which accounts for 19% of the population and 25% of the retail trade in the state, ranks 12th with a pull factor of 1.28. As part of the greater Kansas City metropolitan area, it not only attracts shoppers from other Kansas counties but Missouri residents as well.

There are 7 counties with a trade factor of 0.40 or less, the same 6 counties as in fiscal year 2012 plus Lincoln County, indicating that the county's residents do more of their shopping outside the county than within. Most of the counties with a low CTPF are located next to a county with a positive pull factor or are border counties and have access to trade centers in a neighboring state. Some of the low CTPF counties, such as Jefferson and Wabaunsee, are considered bedroom counties of a neighboring county and the residents in these counties would tend to shop where they work.

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

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

Trade Area Capture (TAC)

The *Trade Area Capture* of businesses in all 105 Kansas counties is the 2nd measure provided on the tables. TAC is calculated by multiplying the county's adjusted population figure by their corresponding CTPF. The TAC value is an estimate of the actual size of the customer base served by local businesses. Thus, the TAC value is an absolute one as compared to the pull factor, which represents a relative value. The TAC value estimates the size of the local market, identifying the number of shoppers that the county supports. The CTPF should be used to estimate the relative strength of the business community, not the absolute strength. For example, Allen County has a TAC of 11,006 customers (calculated by multiplying the county population of 13,319 by their CTPF of 0.83). By comparison, Johnson County has the highest TAC, followed by Sedgwick County. Respectively, their customer bases are 713,935 and 570,332. This is expected since they are the two largest population counties in the state.

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

Percent Market Share (MS)

The *Percent Market Share* (MS) measures the percent of the total customer base in Kansas captured by the retail county's retail businesses. The total customer base is calculated by dividing the county's trade area capture by the total TAC for all counties. The MS is presented as a percentage. Thus, Johnson County controls 24.8% of the Kansas market. Sedgwick County controls 19.9%.

Changes from prior years

Table 3 provides the change in the three measures from fiscal year 2012. Generally, all three measures will move in the same direction. If the percent change in CTPF is negative, the trade area capture and market share will also be negative. If the percent change in CTPF is relatively high, the counties trade area capture and market share will also show significant increase. There are a few exceptions, but the amount of variance is slight.

Table 4 provides the change in the three measures over a five (5) year timeframe, from fiscal year 2008 to fiscal year 2013. 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. With destination sourcing in place for more than 5 years, the significant changes in the measures that were seen in prior years had lessened – until this year. This year there are more counties with negative changes and it is believed these reflect the economic recession that occurred and that these counties have yet to fully recover from the recession. Map 2 highlights the counties with 10% or more change in all three measures during the 5-year period. There were 4 counties with positive increases in all three measures of 10% or more vs. 30 in fiscal year 2012. There were 17 counties with decreases in all three measures vs only 2 counties in fiscal year 2012.

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 recently.

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 and it is anticipated this shift will continue with the growth of Internet shopping and the delivery of goods to the purchaser's address.

FY 2013 Data Sources

The data used in this report consists of county population and state sales tax collections. The 2012 county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2013 and published as the official population reports for the state of Kansas, adjusted to remove the institutionalized population. The institutionalized population does not trade within the retail community, so should not impact the computing of the measures. People in prisons are part of the institutionalized population. To arrive at the adjusted population data for this report, state and federal prison populations were deducted from the city and county totals. This change started with the FY 2012 report. Prior to the FY 2011 report, group quarter data from the US Census was subtracted from the population data. This would consist primarily of nursing home populations. A review of the data shows that deducting group quarter data has no impact on the pull factor and other statistics presented herein and therefore the decision was to only adjust prison population. The Census counts are published on their web site: www.census.gov.

State sales tax collections are generated by the Department of Revenue from sales tax returns filed by the state's retailers. The department has improved the data series used for this report. In the past, more than \$200 million was unallocated. This meant that the data user did not have any idea where these sales tax revenues originated. Thus, the prior reports were less accurate. For FY 2013, all but \$7.5 million in sales tax revenue were allocated to counties. Appendix B lists the state sales tax collections for fiscal years 2012 and 2013. 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 2013

County	Adjusted Population	State Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Allen	13,319	\$ 9,428,414	\$ 707.89	0.83	11,006	0.38%	II
Anderson	7,917	\$ 4,351,755	\$ 549.67	0.64	5,080	0.18%	I
Atchison	16,813	\$ 9,151,463	\$ 544.31	0.64	10,683	0.37%	XI
Barber	4,861	\$ 7,749,292	\$ 1,594.18	1.86	9,046	0.31%	V
Barton	27,557	\$ 30,828,639	\$ 1,118.72	1.31	35,986	1.25%	V
Bourbon	14,897	\$ 9,008,988	\$ 604.75	0.71	10,516	0.37%	II
Brown	9,881	\$ 6,641,094	\$ 672.11	0.78	7,752	0.27%	XI
Butler	64,269	\$ 39,352,381	\$ 612.31	0.71	45,936	1.60%	IV
Chase	2,757	\$ 1,088,774	\$ 394.91	0.46	1,271	0.04%	III
Chautauqua	3,571	\$ 1,537,402	\$ 430.52	0.50	1,795	0.06%	IV
Cherokee	21,226	\$ 6,972,926	\$ 328.51	0.38	8,140	0.28%	II
Cheyenne	2,678	\$ 1,483,576	\$ 553.99	0.65	1,732	0.06%	VIII
Clark	2,181	\$ 1,196,723	\$ 548.70	0.64	1,397	0.05%	VI
Clay	8,531	\$ 5,171,250	\$ 606.17	0.71	6,036	0.21%	III
Cloud	9,397	\$ 8,023,969	\$ 853.89	1.00	9,366	0.33%	X
Coffey	8,502	\$ 5,538,984	\$ 651.49	0.76	6,466	0.22%	I
Comanche	1,913	\$ 3,751,827	\$ 1,961.23	2.29	4,380	0.15%	V
Cowley	35,492	\$ 20,946,241	\$ 590.17	0.69	24,451	0.85%	IV
Crawford	39,361	\$ 25,664,565	\$ 652.03	0.76	29,958	1.04%	II
Decatur	2,871	\$ 1,349,420	\$ 470.02	0.55	1,575	0.05%	VIII
Dickinson	19,762	\$ 11,278,731	\$ 570.73	0.67	13,166	0.46%	III
Doniphan	7,864	\$ 2,613,485	\$ 332.34	0.39	3,051	0.11%	XI
Douglas	112,864	\$ 87,987,210	\$ 779.59	0.91	102,708	3.57%	I
Edwards	2,979	\$ 1,351,649	\$ 453.73	0.53	1,578	0.05%	V
Elk	2,720	\$ 1,043,291	\$ 383.56	0.45	1,218	0.04%	IV
Ellis	29,053	\$ 42,190,274	\$ 1,452.18	1.70	49,249	1.71%	IX
Ellsworth	5,596	\$ 3,717,537	\$ 664.32	0.78	4,340	0.15%	X
Finney	37,200	\$ 41,701,934	\$ 1,121.02	1.31	48,679	1.69%	VII
Ford	34,752	\$ 32,253,281	\$ 928.10	1.08	37,649	1.31%	VI
Franklin	25,906	\$ 15,905,999	\$ 613.99	0.72	18,567	0.65%	I
Geary	38,013	\$ 26,322,450	\$ 692.46	0.81	30,726	1.07%	III
Gove	2,729	\$ 2,944,821	\$ 1,079.08	1.26	3,438	0.12%	IX
Graham	2,578	\$ 2,714,598	\$ 1,052.99	1.23	3,169	0.11%	IX
Grant	7,923	\$ 6,767,661	\$ 854.18	1.00	7,900	0.27%	VII
Gray	6,030	\$ 3,855,004	\$ 639.30	0.75	4,500	0.16%	VI
Greeley	1,298	\$ 914,543	\$ 704.58	0.82	1,068	0.04%	VII
Greenwood	6,454	\$ 2,941,304	\$ 455.73	0.53	3,433	0.12%	IV
Hamilton	2,639	\$ 1,674,539	\$ 634.54	0.74	1,955	0.07%	VII
Harper	5,911	\$ 7,155,728	\$ 1,210.58	1.41	8,353	0.29%	V
Harvey	34,852	\$ 22,027,975	\$ 632.04	0.74	25,713	0.89%	IV
Haskell	4,256	\$ 2,989,120	\$ 702.33	0.82	3,489	0.12%	VII
Hodgeman	1,963	\$ 1,251,204	\$ 637.39	0.74	1,461	0.05%	VI
Jackson	13,449	\$ 5,845,606	\$ 434.65	0.51	6,824	0.24%	XI
Jefferson	18,945	\$ 5,571,359	\$ 294.08	0.34	6,503	0.23%	I
Jewell	3,046	\$ 1,123,172	\$ 368.74	0.43	1,311	0.05%	X
Johnson	559,913	\$ 611,609,236	\$ 1,092.33	1.28	713,935	24.84%	I
Kearny	3,968	\$ 1,845,827	\$ 465.18	0.54	2,155	0.07%	VII
Kingman	7,863	\$ 5,148,648	\$ 654.79	0.76	6,010	0.21%	V
Kiowa	2,496	\$ 2,166,682	\$ 868.06	1.01	2,529	0.09%	V
Labette	21,284	\$ 12,163,213	\$ 571.47	0.67	14,198	0.49%	II
Lane	1,704	\$ 1,360,929	\$ 798.67	0.93	1,589	0.06%	VII
Leavenworth	72,604	\$ 33,739,431	\$ 464.70	0.54	39,384	1.37%	I
Lincoln	3,174	\$ 1,043,464	\$ 328.75	0.38	1,218	0.04%	X
Linn	9,441	\$ 4,188,362	\$ 443.64	0.52	4,889	0.17%	I
Logan	2,784	\$ 2,703,126	\$ 970.95	1.13	3,155	0.11%	VIII
Lyon	33,748	\$ 24,692,834	\$ 731.68	0.85	28,824	1.00%	III
Marion	12,347	\$ 5,233,849	\$ 423.90	0.49	6,110	0.21%	III

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Fiscal Year 2013

County	Adjusted Population	State Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Marshall	10,022	\$ 7,714,751	\$ 769.78	0.90	9,005	0.31%	XI
McPherson	29,356	\$ 24,520,615	\$ 835.28	0.98	28,623	1.00%	IV
Meade	4,396	\$ 2,479,690	\$ 564.08	0.66	2,895	0.10%	VI
Miami	32,612	\$ 17,638,082	\$ 540.85	0.63	20,589	0.72%	I
Mitchell	6,355	\$ 5,566,400	\$ 875.91	1.02	6,498	0.23%	X
Montgomery	34,459	\$ 23,870,762	\$ 692.73	0.81	27,864	0.97%	II
Morris	5,854	\$ 2,937,587	\$ 501.81	0.59	3,429	0.12%	III
Morton	3,169	\$ 2,132,736	\$ 673.00	0.79	2,490	0.09%	VII
Nemaha	10,132	\$ 6,971,405	\$ 688.06	0.80	8,138	0.28%	XI
Neosho	16,406	\$ 12,411,654	\$ 756.53	0.88	14,488	0.50%	II
Ness	3,068	\$ 4,991,866	\$ 1,627.07	1.90	5,827	0.20%	VI
Norton	4,787	\$ 3,675,452	\$ 767.80	0.90	4,290	0.15%	IX
Osage	16,142	\$ 4,882,732	\$ 302.49	0.35	5,700	0.20%	I
Osborne	3,806	\$ 2,657,165	\$ 698.15	0.81	3,102	0.11%	IX
Ottawa	6,072	\$ 1,692,942	\$ 278.81	0.33	1,976	0.07%	X
Pawnee	6,493	\$ 3,833,377	\$ 590.39	0.69	4,475	0.16%	V
Phillips	5,519	\$ 3,614,047	\$ 654.84	0.76	4,219	0.15%	IX
Pottawatomie	22,302	\$ 27,407,604	\$ 1,228.93	1.43	31,993	1.11%	III
Pratt	9,728	\$ 11,364,197	\$ 1,168.19	1.36	13,265	0.46%	V
Rawlins	2,560	\$ 1,550,722	\$ 605.75	0.71	1,810	0.06%	VIII
Reno	62,618	\$ 54,471,928	\$ 869.91	1.02	63,585	2.21%	IV
Republic	4,858	\$ 2,909,144	\$ 598.84	0.70	3,396	0.12%	X
Rice	9,985	\$ 6,437,521	\$ 644.72	0.75	7,515	0.26%	IV
Riley	75,508	\$ 50,975,591	\$ 675.10	0.79	59,504	2.07%	III
Rooks	5,223	\$ 4,631,392	\$ 886.73	1.04	5,406	0.19%	IX
Rush	3,220	\$ 1,487,946	\$ 462.10	0.54	1,737	0.06%	V
Russell	6,946	\$ 5,725,417	\$ 824.28	0.96	6,683	0.23%	IX
Saline	55,988	\$ 62,530,408	\$ 1,116.85	1.30	72,992	2.54%	X
Scott	4,937	\$ 4,611,907	\$ 934.15	1.09	5,384	0.19%	VII
Sedgwick	503,889	\$ 488,588,522	\$ 969.64	1.13	570,332	19.85%	IV
Seward	23,547	\$ 24,093,335	\$ 1,023.20	1.19	28,124	0.98%	VII
Shawnee	178,269	\$ 159,047,597	\$ 892.18	1.04	185,657	6.46%	I
Sheridan	2,538	\$ 2,219,540	\$ 874.52	1.02	2,591	0.09%	VIII
Sherman	6,113	\$ 6,695,743	\$ 1,095.33	1.28	7,816	0.27%	VIII
Smith	3,765	\$ 2,559,525	\$ 679.82	0.79	2,988	0.10%	IX
Stafford	4,358	\$ 2,335,954	\$ 536.02	0.63	2,727	0.09%	V
Stanton	2,175	\$ 1,402,394	\$ 644.78	0.75	1,637	0.06%	VII
Stevens	5,756	\$ 4,848,404	\$ 842.32	0.98	5,660	0.20%	VII
Sumner	23,674	\$ 12,328,320	\$ 520.75	0.61	14,391	0.50%	V
Thomas	7,941	\$ 11,095,823	\$ 1,397.28	1.63	12,952	0.45%	VIII
Trego	2,986	\$ 2,713,874	\$ 908.87	1.06	3,168	0.11%	IX
Wabaunsee	7,039	\$ 1,914,950	\$ 272.05	0.32	2,235	0.08%	III
Wallace	1,517	\$ 848,858	\$ 559.56	0.65	991	0.03%	VIII
Washington	5,758	\$ 2,583,270	\$ 448.64	0.52	3,015	0.10%	XI
Wichita	2,256	\$ 1,632,097	\$ 723.45	0.84	1,905	0.07%	VII
Wilson	9,105	\$ 4,333,669	\$ 475.97	0.56	5,059	0.18%	II
Woodson	3,278	\$ 1,529,752	\$ 466.67	0.54	1,786	0.06%	II
Wyandotte	159,129	\$ 126,093,737	\$ 792.40	0.92	147,190	5.12%	I
	2,873,716	\$ 2,461,836,162	\$ 75,908.48	1.00	2,873,716	100%	

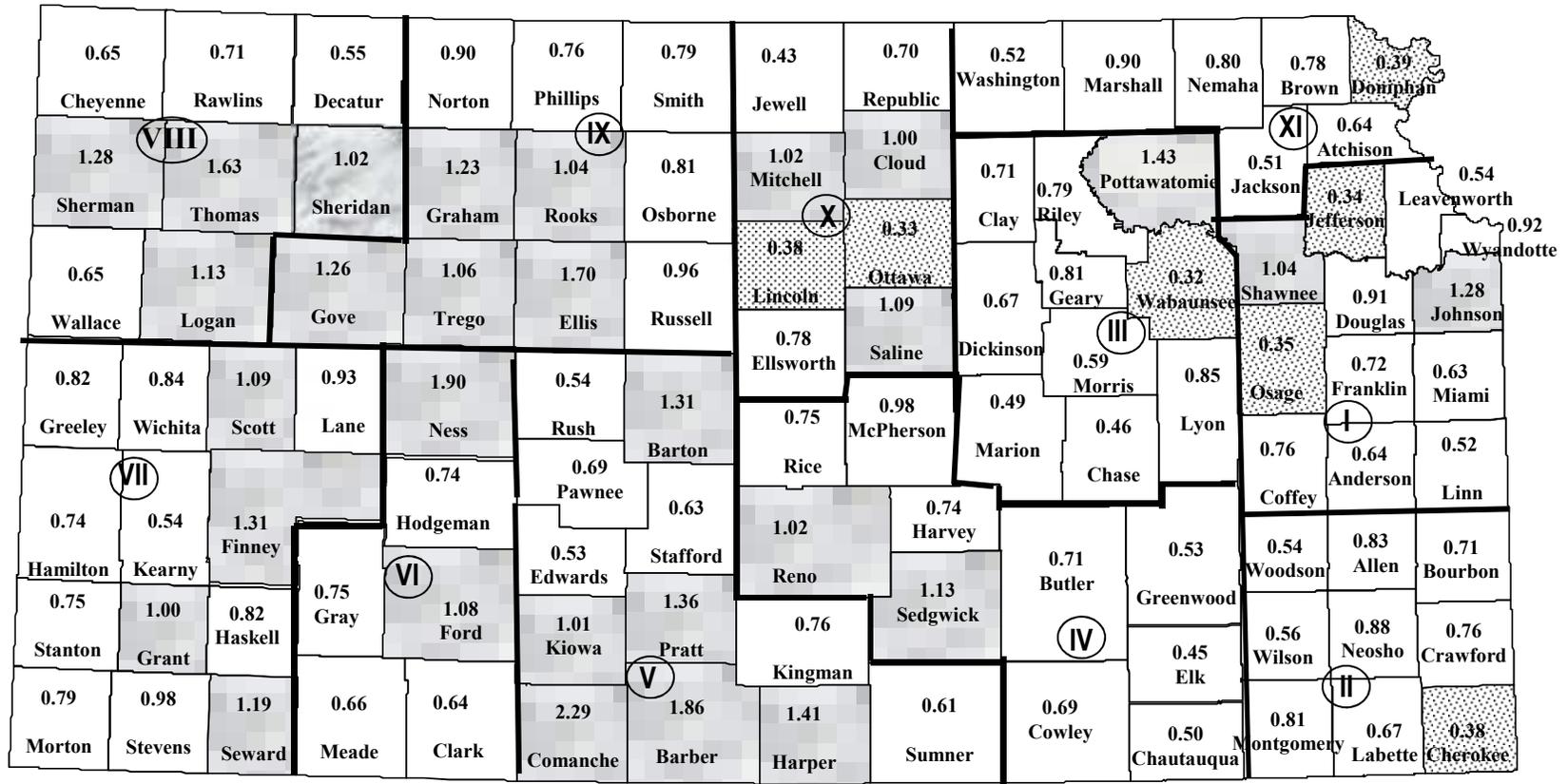
Table 2
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2013

County	Adjusted Population	State Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Comanche	1,913	\$ 3,751,827	\$ 1,961.23	2.29	4,380	0.15%	V
Ness	3,068	\$ 4,991,866	\$ 1,627.07	1.90	5,827	0.20%	VI
Barber	4,861	\$ 7,749,292	\$ 1,594.18	1.86	9,046	0.31%	V
Ellis	29,053	\$ 42,190,274	\$ 1,452.18	1.70	49,249	1.71%	IX
Thomas	7,941	\$ 11,095,823	\$ 1,397.28	1.63	12,952	0.45%	VIII
Pottawatomie	22,302	\$ 27,407,604	\$ 1,228.93	1.43	31,993	1.11%	III
Harper	5,911	\$ 7,155,728	\$ 1,210.58	1.41	8,353	0.29%	V
Pratt	9,728	\$ 11,364,197	\$ 1,168.19	1.36	13,265	0.46%	V
Finney	37,200	\$ 41,701,934	\$ 1,121.02	1.31	48,679	1.69%	VII
Barton	27,557	\$ 30,828,639	\$ 1,118.72	1.31	35,986	1.25%	V
Saline	55,988	\$ 62,530,408	\$ 1,116.85	1.30	72,992	2.54%	X
Sherman	6,113	\$ 6,695,743	\$ 1,095.33	1.28	7,816	0.27%	VIII
Johnson	559,913	\$ 611,609,236	\$ 1,092.33	1.28	713,935	24.84%	I
Gove	2,729	\$ 2,944,821	\$ 1,079.08	1.26	3,438	0.12%	IX
Graham	2,578	\$ 2,714,598	\$ 1,052.99	1.23	3,169	0.11%	IX
Seward	23,547	\$ 24,093,335	\$ 1,023.20	1.19	28,124	0.98%	VII
Logan	2,784	\$ 2,703,126	\$ 970.95	1.13	3,155	0.11%	VIII
Sedgwick	503,889	\$ 488,588,522	\$ 969.64	1.13	570,332	19.85%	IV
Scott	4,937	\$ 4,611,907	\$ 934.15	1.09	5,384	0.19%	VII
Ford	34,752	\$ 32,253,281	\$ 928.10	1.08	37,649	1.31%	VI
Trego	2,986	\$ 2,713,874	\$ 908.87	1.06	3,168	0.11%	IX
Shawnee	178,269	\$ 159,047,597	\$ 892.18	1.04	185,657	6.46%	I
Rooks	5,223	\$ 4,631,392	\$ 886.73	1.04	5,406	0.19%	IX
Mitchell	6,355	\$ 5,566,400	\$ 875.91	1.02	6,498	0.23%	X
Sheridan	2,538	\$ 2,219,540	\$ 874.52	1.02	2,591	0.09%	VIII
Reno	62,618	\$ 54,471,928	\$ 869.91	1.02	63,585	2.21%	IV
Kiowa	2,496	\$ 2,166,682	\$ 868.06	1.01	2,529	0.09%	V
Grant	7,923	\$ 6,767,661	\$ 854.18	1.00	7,900	0.27%	VII
Cloud	9,397	\$ 8,023,969	\$ 853.89	1.00	9,366	0.33%	X
Stevens	5,756	\$ 4,848,404	\$ 842.32	0.98	5,660	0.20%	VII
McPherson	29,356	\$ 24,520,615	\$ 835.28	0.98	28,623	1.00%	IV
Russell	6,946	\$ 5,725,417	\$ 824.28	0.96	6,683	0.23%	IX
Lane	1,704	\$ 1,360,929	\$ 798.67	0.93	1,589	0.06%	VII
Wyandotte	159,129	\$ 126,093,737	\$ 792.40	0.92	147,190	5.12%	I
Douglas	112,864	\$ 87,987,210	\$ 779.59	0.91	102,708	3.57%	I
Marshall	10,022	\$ 7,714,751	\$ 769.78	0.90	9,005	0.31%	XI
Norton	4,787	\$ 3,675,452	\$ 767.80	0.90	4,290	0.15%	IX
Neosho	16,406	\$ 12,411,654	\$ 756.53	0.88	14,488	0.50%	II
Lyon	33,748	\$ 24,692,834	\$ 731.68	0.85	28,824	1.00%	III
Wichita	2,256	\$ 1,632,097	\$ 723.45	0.84	1,905	0.07%	VII
Allen	13,319	\$ 9,428,414	\$ 707.89	0.83	11,006	0.38%	II
Greeley	1,298	\$ 914,543	\$ 704.58	0.82	1,068	0.04%	VII
Haskell	4,256	\$ 2,989,120	\$ 702.33	0.82	3,489	0.12%	VII
Osborne	3,806	\$ 2,657,165	\$ 698.15	0.81	3,102	0.11%	IX
Montgomery	34,459	\$ 23,870,762	\$ 692.73	0.81	27,864	0.97%	II
Geary	38,013	\$ 26,322,450	\$ 692.46	0.81	30,726	1.07%	III
Nemaha	10,132	\$ 6,971,405	\$ 688.06	0.80	8,138	0.28%	XI
Smith	3,765	\$ 2,559,525	\$ 679.82	0.79	2,988	0.10%	IX
Riley	75,508	\$ 50,975,591	\$ 675.10	0.79	59,504	2.07%	III
Morton	3,169	\$ 2,132,736	\$ 673.00	0.79	2,490	0.09%	VII
Brown	9,881	\$ 6,641,094	\$ 672.11	0.78	7,752	0.27%	XI
Ellsworth	5,596	\$ 3,717,537	\$ 664.32	0.78	4,340	0.15%	X
Phillips	5,519	\$ 3,614,047	\$ 654.84	0.76	4,219	0.15%	IX
Kingman	7,863	\$ 5,148,648	\$ 654.79	0.76	6,010	0.21%	V

Table 2
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2013

County	Adjusted Population	State Sales Tax Collections	Per Capita Sales Tax	County Trade Pull Factor	Trade Area Capture	Percent of Market Share	Ks Econ Dev Region
Crawford	39,361	\$ 25,664,565	\$ 652.03	0.76	29,958	1.04%	II
Coffey	8,502	\$ 5,538,984	\$ 651.49	0.76	6,466	0.22%	I
Stanton	2,175	\$ 1,402,394	\$ 644.78	0.75	1,637	0.06%	VII
Rice	9,985	\$ 6,437,521	\$ 644.72	0.75	7,515	0.26%	IV
Gray	6,030	\$ 3,855,004	\$ 639.30	0.75	4,500	0.16%	VI
Hodgeman	1,963	\$ 1,251,204	\$ 637.39	0.74	1,461	0.05%	VI
Hamilton	2,639	\$ 1,674,539	\$ 634.54	0.74	1,955	0.07%	VII
Harvey	34,852	\$ 22,027,975	\$ 632.04	0.74	25,713	0.89%	IV
Franklin	25,906	\$ 15,905,999	\$ 613.99	0.72	18,567	0.65%	I
Butler	64,269	\$ 39,352,381	\$ 612.31	0.71	45,936	1.60%	IV
Clay	8,531	\$ 5,171,250	\$ 606.17	0.71	6,036	0.21%	III
Rawlins	2,560	\$ 1,550,722	\$ 605.75	0.71	1,810	0.06%	VIII
Bourbon	14,897	\$ 9,008,988	\$ 604.75	0.71	10,516	0.37%	II
Republic	4,858	\$ 2,909,144	\$ 598.84	0.70	3,396	0.12%	X
Pawnee	6,493	\$ 3,833,377	\$ 590.39	0.69	4,475	0.16%	V
Cowley	35,492	\$ 20,946,241	\$ 590.17	0.69	24,451	0.85%	IV
Labette	21,284	\$ 12,163,213	\$ 571.47	0.67	14,198	0.49%	II
Dickinson	19,762	\$ 11,278,731	\$ 570.73	0.67	13,166	0.46%	III
Meade	4,396	\$ 2,479,690	\$ 564.08	0.66	2,895	0.10%	VI
Wallace	1,517	\$ 848,858	\$ 559.56	0.65	991	0.03%	VIII
Cheyenne	2,678	\$ 1,483,576	\$ 553.99	0.65	1,732	0.06%	VIII
Anderson	7,917	\$ 4,351,755	\$ 549.67	0.64	5,080	0.18%	I
Clark	2,181	\$ 1,196,723	\$ 548.70	0.64	1,397	0.05%	VI
Atchison	16,813	\$ 9,151,463	\$ 544.31	0.64	10,683	0.37%	XI
Miami	32,612	\$ 17,638,082	\$ 540.85	0.63	20,589	0.72%	I
Stafford	4,358	\$ 2,335,954	\$ 536.02	0.63	2,727	0.09%	V
Sumner	23,674	\$ 12,328,320	\$ 520.75	0.61	14,391	0.50%	V
Morris	5,854	\$ 2,937,587	\$ 501.81	0.59	3,429	0.12%	III
Wilson	9,105	\$ 4,333,669	\$ 475.97	0.56	5,059	0.18%	II
Decatur	2,871	\$ 1,349,420	\$ 470.02	0.55	1,575	0.05%	VIII
Woodson	3,278	\$ 1,529,752	\$ 466.67	0.54	1,786	0.06%	II
Kearny	3,968	\$ 1,845,827	\$ 465.18	0.54	2,155	0.07%	VII
Leavenworth	72,604	\$ 33,739,431	\$ 464.70	0.54	39,384	1.37%	I
Rush	3,220	\$ 1,487,946	\$ 462.10	0.54	1,737	0.06%	V
Greenwood	6,454	\$ 2,941,304	\$ 455.73	0.53	3,433	0.12%	IV
Edwards	2,979	\$ 1,351,649	\$ 453.73	0.53	1,578	0.05%	V
Washington	5,758	\$ 2,583,270	\$ 448.64	0.52	3,015	0.10%	XI
Linn	9,441	\$ 4,188,362	\$ 443.64	0.52	4,889	0.17%	I
Jackson	13,449	\$ 5,845,606	\$ 434.65	0.51	6,824	0.24%	XI
Chautauqua	3,571	\$ 1,537,402	\$ 430.52	0.50	1,795	0.06%	IV
Marion	12,347	\$ 5,233,849	\$ 423.90	0.49	6,110	0.21%	III
Chase	2,757	\$ 1,088,774	\$ 394.91	0.46	1,271	0.04%	III
Elk	2,720	\$ 1,043,291	\$ 383.56	0.45	1,218	0.04%	IV
Jewell	3,046	\$ 1,123,172	\$ 368.74	0.43	1,311	0.05%	X
Doniphan	7,864	\$ 2,613,485	\$ 332.34	0.39	3,051	0.11%	XI
Lincoln	3,174	\$ 1,043,464	\$ 328.75	0.38	1,218	0.04%	X
Cherokee	21,226	\$ 6,972,926	\$ 328.51	0.38	8,140	0.28%	II
Osage	16,142	\$ 4,882,732	\$ 302.49	0.35	5,700	0.20%	I
Jefferson	18,945	\$ 5,571,359	\$ 294.08	0.34	6,503	0.23%	I
Ottawa	6,072	\$ 1,692,942	\$ 278.81	0.33	1,976	0.07%	X
Wabaunsee	7,039	\$ 1,914,950	\$ 272.05	0.32	2,235	0.08%	III
Total	2,873,716	\$ 2,461,836,162	\$ 75,908.48	1.00	2,873,716	100%	

Map 1. County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2013



29 counties with CTPF greater than 1.0

7 counties with CTPF of 0.40 or less

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Share

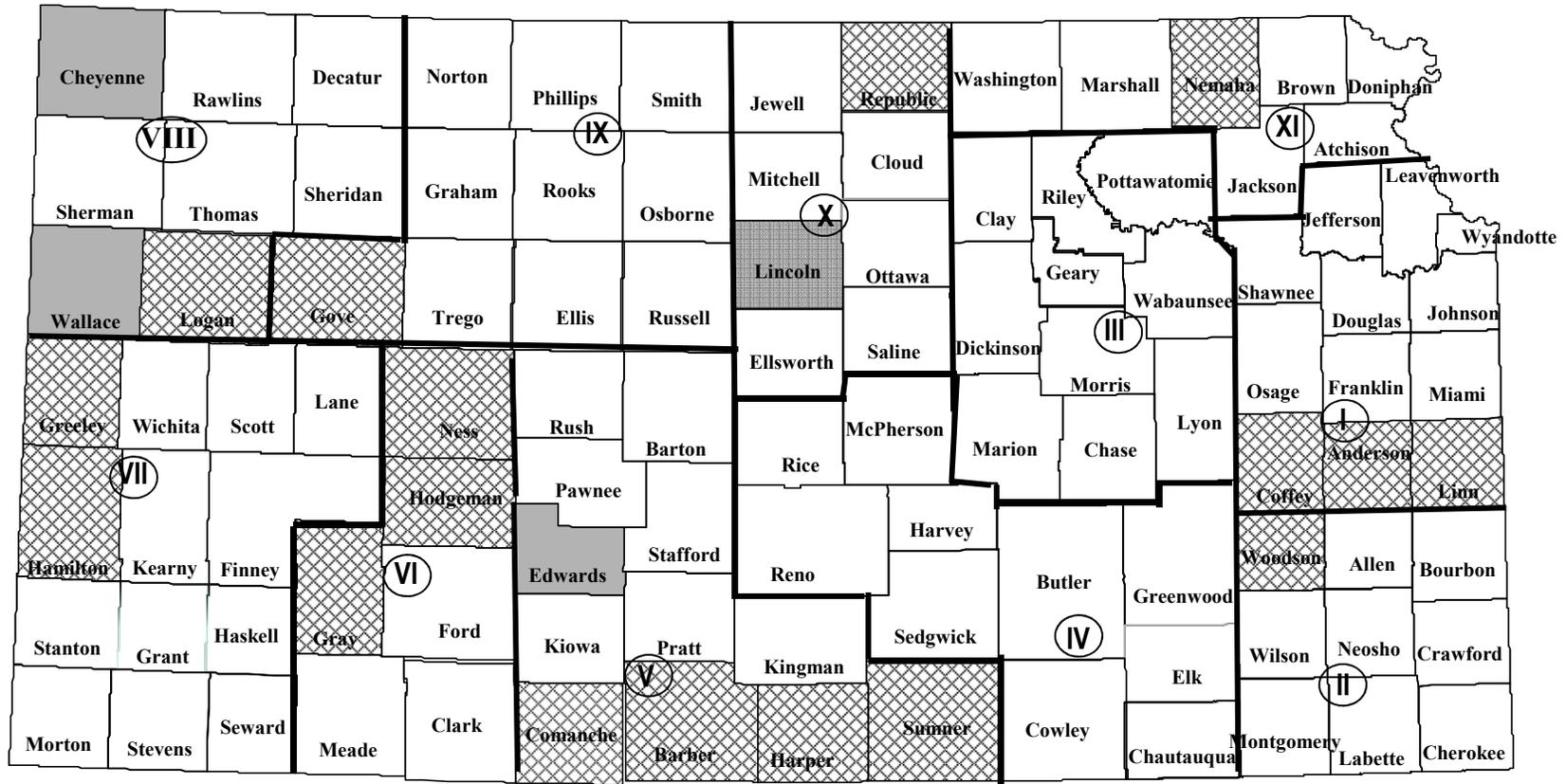
County	County Trade Pull Factors			Fiscal Year 2012 to 2013 Trade Capture Area			% of Market Share		
	FY 2013	FY 2012	% change	FY 2013	FY 2012	% change	FY 2013	FY 2012	% change
Allen	0.83	0.85	-3.0%	11,005.84	11,358.40	-3.1%	0.4%	0.4%	-3.2%
Anderson	0.64	0.62	3.7%	5,079.83	4,994.72	1.7%	0.2%	0.2%	1.6%
Atchison	0.64	0.66	-3.6%	10,682.56	11,070.34	-3.5%	0.4%	0.4%	-3.6%
Barber	1.86	1.54	20.9%	9,045.80	7,522.65	20.2%	0.3%	0.3%	20.1%
Barton	1.31	1.31	0.1%	35,986.45	36,336.10	-1.0%	1.3%	1.3%	-1.0%
Bourbon	0.71	0.66	6.6%	10,516.25	9,919.49	6.0%	0.4%	0.3%	5.9%
Brown	0.78	0.80	-1.7%	7,752.19	7,987.57	-2.9%	0.3%	0.3%	-3.0%
Butler	0.71	0.71	1.3%	45,936.27	45,513.26	0.9%	1.6%	1.6%	0.8%
Chase	0.46	0.47	-1.6%	1,270.93	1,320.22	-3.7%	0.0%	0.0%	-3.8%
Chautauqu	0.50	0.47	6.2%	1,794.62	1,696.07	5.8%	0.1%	0.1%	5.7%
Cherokee	0.38	0.38	0.0%	8,139.54	8,199.35	-0.7%	0.3%	0.3%	-0.8%
Cheyenne	0.65	0.60	7.3%	1,731.79	1,638.69	5.7%	0.1%	0.1%	5.6%
Clark	0.64	0.63	2.3%	1,396.94	1,341.13	4.2%	0.0%	0.0%	4.1%
Clay	0.71	0.72	-1.1%	6,036.43	6,135.12	-1.6%	0.2%	0.2%	-1.7%
Cloud	1.00	1.01	-1.0%	9,366.43	9,429.85	-0.7%	0.3%	0.3%	-0.8%
Coffey	0.76	0.71	6.5%	6,465.69	6,093.76	6.1%	0.2%	0.2%	6.0%
Comanche	2.29	1.32	72.9%	4,379.53	2,495.03	75.5%	0.2%	0.1%	75.4%
Cowley	0.69	0.74	-6.9%	24,450.67	26,240.47	-6.8%	0.9%	0.9%	-6.9%
Crawford	0.76	0.77	-1.4%	29,958.40	30,270.78	-1.0%	1.0%	1.1%	-1.1%
Decatur	0.55	0.54	1.2%	1,575.19	1,580.38	-0.3%	0.1%	0.1%	-0.4%
Dickinson	0.67	0.70	-5.2%	13,165.73	13,868.78	-5.1%	0.5%	0.5%	-5.2%
Doniphan	0.39	0.39	-1.1%	3,050.74	3,117.87	-2.2%	0.1%	0.1%	-2.2%
Douglas	0.91	0.91	0.3%	102,707.99	101,804.18	0.9%	3.6%	3.5%	0.8%
Edwards	0.53	0.54	-2.8%	1,577.79	1,645.73	-4.1%	0.1%	0.1%	-4.2%
Elk	0.45	0.54	-16.6%	1,217.84	1,509.38	-19.3%	0.0%	0.1%	-19.4%
Ellis	1.70	1.73	-1.9%	49,248.96	49,671.61	-0.9%	1.7%	1.7%	-0.9%
Ellsworth	0.78	0.90	-14.1%	4,339.50	5,108.80	-15.1%	0.2%	0.2%	-15.1%
Finney	1.31	1.29	1.3%	48,678.92	47,891.35	1.6%	1.7%	1.7%	1.6%
Ford	1.08	1.09	-1.0%	37,649.45	37,840.42	-0.5%	1.3%	1.3%	-0.6%
Franklin	0.72	0.72	-0.8%	18,567.17	18,742.17	-0.9%	0.6%	0.7%	-1.0%
Geary	0.81	0.90	-10.4%	30,726.35	31,858.11	-3.6%	1.1%	1.1%	-3.6%
Gove	1.26	1.21	3.7%	3,437.51	3,275.06	5.0%	0.1%	0.1%	4.9%
Graham	1.23	1.19	3.2%	3,168.77	3,145.58	0.7%	0.1%	0.1%	0.6%
Grant	1.00	0.91	9.7%	7,899.93	7,241.41	9.1%	0.3%	0.3%	9.0%
Gray	0.75	0.69	8.7%	4,499.97	4,195.85	7.2%	0.2%	0.1%	7.2%
Greeley	0.82	0.82	0.2%	1,067.55	1,032.89	3.4%	0.0%	0.0%	3.3%
Greenwood	0.53	0.55	-3.8%	3,433.40	3,674.81	-6.6%	0.1%	0.1%	-6.7%
Hamilton	0.74	0.69	6.9%	1,954.70	1,847.71	5.8%	0.1%	0.1%	5.7%
Harper	1.41	1.13	24.7%	8,352.92	6,790.68	23.0%	0.3%	0.2%	22.9%
Harvey	0.74	0.74	-0.9%	25,713.39	25,940.45	-0.9%	0.9%	0.9%	-1.0%
Haskell	0.82	0.91	-9.6%	3,489.22	3,884.02	-10.2%	0.1%	0.1%	-10.2%
Hodgeman	0.74	0.64	16.6%	1,460.54	1,254.25	16.4%	0.1%	0.0%	16.3%
Jackson	0.51	0.52	-1.7%	6,823.61	6,934.64	-1.6%	0.2%	0.2%	-1.7%
Jefferson	0.34	0.34	1.4%	6,503.48	6,409.36	1.5%	0.2%	0.2%	1.4%
Jewell	0.43	0.41	4.6%	1,311.09	1,273.40	3.0%	0.0%	0.0%	2.9%
Johnson	1.28	1.28	-0.3%	713,935.10	707,542.19	0.9%	24.8%	24.6%	0.8%
Kearny	0.54	0.48	12.5%	2,154.64	1,924.75	11.9%	0.1%	0.1%	11.8%
Kingman	0.76	0.74	3.4%	6,010.05	5,806.91	3.5%	0.2%	0.2%	3.4%
Kiowa	1.01	0.99	2.1%	2,529.18	2,528.56	0.0%	0.1%	0.1%	-0.1%
Labette	0.67	0.68	-1.7%	14,198.19	14,605.12	-2.8%	0.5%	0.5%	-2.9%
Lane	0.93	1.03	-9.1%	1,588.62	1,793.42	-11.4%	0.1%	0.1%	-11.5%
Leavenwor	0.54	0.54	0.7%	39,384.24	38,803.63	1.5%	1.4%	1.4%	1.4%
Lincoln	0.38	0.48	-20.7%	1,218.04	1,555.83	-21.7%	0.0%	0.1%	-21.8%
Linn	0.52	0.44	17.4%	4,889.10	4,241.13	15.3%	0.2%	0.1%	15.2%
Logan	1.13	1.16	-1.9%	3,155.37	3,216.83	-1.9%	0.1%	0.1%	-2.0%

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Share

County	County Trade Pull Factors			Fiscal Year 2012 to 2013 Trade Capture Area			% of Market Share		
	FY 2013	FY 2012	% change	FY 2013	FY 2012	% change	FY 2013	FY 2012	% change
Lyon	0.85	0.88	-3.3%	28,824.09	29,808.84	-3.3%	1.0%	1.0%	-3.4%
Marion	0.49	0.51	-2.2%	6,109.50	6,342.97	-3.7%	0.2%	0.2%	-3.8%
Marshall	0.90	0.92	-2.8%	9,005.48	9,250.21	-2.6%	0.3%	0.3%	-2.7%
McPherson	0.98	0.98	-0.8%	28,623.06	28,747.51	-0.4%	1.0%	1.0%	-0.5%
Meade	0.66	0.65	0.7%	2,894.56	2,961.67	-2.3%	0.1%	0.1%	-2.4%
Miami	0.63	0.63	0.6%	20,589.04	20,537.19	0.3%	0.7%	0.7%	0.2%
Mitchell	1.02	1.03	-0.4%	6,497.69	6,459.11	0.6%	0.2%	0.2%	0.5%
Montgomery	0.81	0.83	-2.3%	27,864.48	28,883.16	-3.5%	1.0%	1.0%	-3.6%
Morris	0.59	0.58	0.8%	3,429.06	3,422.10	0.2%	0.1%	0.1%	0.1%
Morton	0.79	0.92	-14.1%	2,489.56	2,926.26	-14.9%	0.1%	0.1%	-15.0%
Nemaha	0.80	0.79	1.9%	8,137.76	7,967.71	2.1%	0.3%	0.3%	2.0%
Neosho	0.88	0.88	0.4%	14,488.20	14,462.07	0.2%	0.5%	0.5%	0.1%
Ness	1.90	1.68	13.3%	5,827.03	5,230.44	11.4%	0.2%	0.2%	11.3%
Norton	0.90	0.76	17.6%	4,290.38	4,294.97	-0.1%	0.1%	0.1%	-0.2%
Osage	0.35	0.36	-2.5%	5,699.64	5,906.99	-3.5%	0.2%	0.2%	-3.6%
Osborne	0.81	0.89	-8.4%	3,101.72	3,423.54	-9.4%	0.1%	0.1%	-9.5%
Ottawa	0.33	0.33	-2.3%	1,976.18	2,038.87	-3.1%	0.1%	0.1%	-3.2%
Pawnee	0.69	0.62	11.3%	4,474.72	4,340.86	3.1%	0.2%	0.2%	3.0%
Phillips	0.76	0.79	-3.6%	4,218.70	4,405.12	-4.2%	0.1%	0.2%	-4.3%
Pottawatomie	1.43	1.52	-5.5%	31,993.06	33,288.42	-3.9%	1.1%	1.2%	-4.0%
Pratt	1.36	1.29	6.0%	13,265.49	12,445.49	6.6%	0.5%	0.4%	6.5%
Rawlins	0.71	0.65	9.0%	1,810.17	1,629.92	11.1%	0.1%	0.1%	11.0%
Reno	1.02	0.99	2.2%	63,585.41	64,172.58	-0.9%	2.2%	2.2%	-1.0%
Republic	0.70	0.73	-4.2%	3,395.86	3,581.16	-5.2%	0.1%	0.1%	-5.3%
Rice	0.75	0.73	3.2%	7,514.56	7,344.45	2.3%	0.3%	0.3%	2.2%
Riley	0.79	0.85	-6.9%	59,504.11	61,767.92	-3.7%	2.1%	2.2%	-3.7%
Rooks	1.04	1.04	-0.3%	5,406.25	5,379.28	0.5%	0.2%	0.2%	0.4%
Rush	0.54	0.53	1.5%	1,736.89	1,721.25	0.9%	0.1%	0.1%	0.8%
Russell	0.96	1.01	-4.8%	6,683.31	7,027.89	-4.9%	0.2%	0.2%	-5.0%
Saline	1.30	1.32	-1.2%	72,992.12	73,678.88	-0.9%	2.5%	2.6%	-1.0%
Scott	1.09	1.11	-1.6%	5,383.51	5,440.98	-1.1%	0.2%	0.2%	-1.1%
Sedgwick	1.13	1.13	0.5%	570,332.29	564,544.51	1.0%	19.8%	19.7%	0.9%
Seward	1.19	1.20	-0.1%	28,124.29	27,887.52	0.8%	1.0%	1.0%	0.8%
Shawnee	1.04	1.07	-3.0%	185,657.21	192,130.62	-3.4%	6.5%	6.7%	-3.5%
Sheridan	1.02	0.86	18.1%	2,590.88	2,206.40	17.4%	0.1%	0.1%	17.3%
Sherman	1.28	1.34	-4.8%	7,815.98	8,134.25	-3.9%	0.3%	0.3%	-4.0%
Smith	0.79	0.83	-4.2%	2,987.75	3,176.55	-5.9%	0.1%	0.1%	-6.0%
Stafford	0.63	0.63	-0.9%	2,726.77	2,759.55	-1.2%	0.1%	0.1%	-1.3%
Stanton	0.75	0.72	4.3%	1,637.02	1,623.65	0.8%	0.1%	0.1%	0.7%
Stevens	0.98	0.83	18.4%	5,659.57	4,660.88	21.4%	0.2%	0.2%	21.3%
Sumner	0.61	0.64	-4.7%	14,390.92	15,166.91	-5.1%	0.5%	0.5%	-5.2%
Thomas	1.63	1.65	-0.9%	12,952.22	13,134.31	-1.4%	0.5%	0.5%	-1.5%
Trego	1.06	1.04	1.5%	3,167.92	3,061.58	3.5%	0.1%	0.1%	3.4%
Wabaunsee	0.32	0.29	7.7%	2,235.33	2,072.29	7.9%	0.1%	0.1%	7.8%
Wallace	0.65	0.72	-9.1%	990.88	1,096.89	-9.7%	0.0%	0.0%	-9.7%
Washington	0.52	0.53	-0.9%	3,015.47	3,087.43	-2.3%	0.1%	0.1%	-2.4%
Wichita	0.84	0.82	2.8%	1,905.16	1,869.26	1.9%	0.1%	0.1%	1.8%
Wilson	0.56	0.55	0.4%	5,058.72	5,144.46	-1.7%	0.2%	0.2%	-1.8%
Woodson	0.54	0.50	8.8%	1,785.69	1,647.64	8.4%	0.1%	0.1%	8.3%
Wyandotte	0.92	0.92	0.4%	147,189.97	145,804.74	1.0%	5.1%	5.1%	0.9%
	1.00	2.00	0.0%	2,873,716.00	2,871,217.46	0.1%	10000.0%	10000.0%	0.0%

Map 2.

Changes in All Measures exceeding 10% By Kansas Economic Reporting Regions over 5-Year Period (FY 2009 to FY 2013)



- 4 counties with an increase in measures greater than 10%
- 17 county with a decrease in measures greater than a -10%

Table 4
Percent Change in Measures over 5-year Period
Fiscal Year 2009 - 2013

County	County Trade Pull Factors	Trade Area Capture	Market Share
Allen	-2.9%	-4.3%	-0.2%
Anderson	-13.9%	-14.5%	-10.8%
Atchison	7.6%	3.5%	7.9%
Barber	-28.6%	-32.3%	-29.4%
Barton	-5.1%	-6.1%	-2.1%
Bourbon	-1.6%	-3.3%	0.9%
Brown	2.0%	1.2%	5.5%
Butler	1.6%	-2.8%	1.4%
Chase	-2.7%	-5.0%	-0.9%
Chautauqua	-6.6%	-5.5%	-1.4%
Cherokee	2.1%	0.2%	4.5%
Cheyenne	18.2%	18.7%	23.7%
Clark	-2.6%	-7.9%	-4.0%
Clay	-3.7%	-1.9%	2.3%
Cloud	5.5%	2.2%	6.6%
Coffey	-14.9%	-17.1%	-13.5%
Comanche	-62.1%	-62.8%	-61.2%
Cowley	7.9%	0.9%	5.2%
Crawford	2.0%	-1.1%	3.2%
Decatur	3.4%	0.5%	4.8%
Dickinson	7.9%	3.7%	8.1%
Doniphan	-4.0%	-6.5%	-2.5%
Douglas	-6.3%	-5.2%	-1.1%
Edwards	10.4%	12.0%	16.8%
Elk	-11.2%	-3.3%	0.8%
Ellis	-5.8%	-10.9%	-7.1%
Ellsworth	-6.5%	-12.7%	-9.0%
Finney	-12.0%	-3.5%	0.6%
Ford	-8.4%	-13.5%	-9.8%
Franklin	-3.0%	-1.7%	2.5%
Geary	17.1%	-4.7%	-0.6%
Gove	-17.1%	-24.2%	-21.0%
Graham	-9.5%	-10.5%	-6.7%
Grant	8.7%	0.5%	4.8%
Gray	-22.3%	-28.5%	-25.4%
Greeley	-18.0%	-21.7%	-18.4%
Greenwood	-5.1%	-1.6%	2.7%
Hamilton	-15.0%	-16.6%	-13.0%
Harper	-38.7%	-41.0%	-38.5%
Harvey	6.8%	0.8%	5.1%
Haskell	16.5%	6.3%	10.9%
Hodgeman	-13.9%	-16.1%	-12.5%
Jackson	5.4%	2.1%	6.4%
Jefferson	0.2%	-3.9%	0.2%
Jewell	2.8%	4.7%	9.2%
Johnson	2.1%	-3.3%	0.8%
Kearny	-12.0%	-8.8%	-4.9%
Kingman	3.4%	-1.1%	3.2%
Kiowa	-2.9%	-3.5%	0.6%
Labette	7.0%	7.0%	11.6%
Lane	-9.7%	-8.9%	-5.0%
Leavenworth	1.5%	-4.8%	-0.7%
Lincoln	11.2%	11.6%	16.4%
Linn	-26.9%	-26.4%	-23.3%
Logan	-20.4%	-27.5%	-24.4%

Table 4
Percent Change in Measures over 5-year Period
Fiscal Year 2009 - 2013

County	County Trade Pull Factors	Trade Area Capture	Market Share
Allen	-2.9%	-4.3%	-0.2%
Lyon	-4.4%	-0.4%	3.8%
Marion	4.6%	-0.3%	4.0%
Marshall	-1.7%	-2.5%	1.7%
McPherson	1.2%	-2.1%	2.1%
Meade	-1.4%	-4.8%	-0.7%
Miami	0.3%	-6.5%	-2.5%
Mitchell	-4.0%	-8.6%	-4.7%
Montgomery	10.0%	8.0%	12.6%
Morris	-3.4%	-1.6%	2.6%
Morton	3.5%	-4.6%	-0.5%
Nemaha	-13.1%	-17.2%	-13.7%
Neosho	5.6%	2.5%	6.9%
Ness	-16.4%	-21.9%	-18.5%
Norton	-9.5%	-12.7%	-8.9%
Osage	5.5%	5.3%	9.8%
Osborne	-6.7%	-9.5%	-5.6%
Ottawa	7.3%	3.5%	7.9%
Pawnee	11.5%	-3.1%	1.0%
Phillips	0.2%	-5.7%	-1.7%
Pottawatomie	5.9%	-7.1%	-3.2%
Pratt	1.6%	-3.2%	0.9%
Rawlins	-3.8%	-7.8%	-3.8%
Reno	3.7%	0.3%	4.6%
Republic	-10.6%	-14.0%	-10.3%
Rice	-12.6%	-13.3%	-9.6%
Riley	-0.8%	-7.1%	-3.2%
Rooks	-6.7%	-11.8%	-8.0%
Rush	-10.1%	-12.2%	-8.5%
Russell	3.9%	-3.2%	0.9%
Saline	2.2%	-1.5%	2.7%
Scott	-6.8%	-15.3%	-11.6%
Sedgwick	0.9%	-4.1%	0.0%
Seward	-2.0%	-5.2%	-1.1%
Shawnee	5.5%	0.8%	5.1%
Sheridan	-10.0%	-12.5%	-8.8%
Sherman	-7.4%	-10.0%	-6.1%
Smith	-11.6%	-10.9%	-7.0%
Stafford	4.8%	2.3%	6.7%
Stanton	-8.7%	-12.2%	-8.4%
Stevens	-2.5%	-15.3%	-11.7%
Sumner	-12.1%	-13.7%	-10.0%
Thomas	-0.7%	-10.5%	-6.6%
Trego	4.0%	-3.4%	0.7%
Wabaunsee	-6.6%	-9.7%	-5.8%
Wallace	24.6%	13.3%	18.1%
Washington	-7.5%	-9.9%	-6.0%
Wichita	-9.6%	-14.9%	-11.3%
Wilson	9.7%	14.8%	19.7%
Woodson	-16.1%	-18.9%	-15.4%
Wyandotte	-2.4%	-6.0%	-2.0%

Appendix A
 Kanas Population as of July 1, 2012
 Certified to the Secretary of State by Division of the Budget on July 1, 2013
 Adjusted for Institutionalized Population

Certified July 1,	2013 Total Population	Institutionalized Population	2012 Net Population
Allen County	13,319		13,319
Anderson County	7,917		7,917
Atchison County	16,813		16,813
Barber County	4,861		4,861
Barton County	27,557		27,557
Bourbon County	14,897		14,897
Brown County	9,881		9,881
Butler County	65,827	1,558	64,269
Chase County	2,757		2,757
Chautauqua County	3,571		3,571
Cherokee County	21,226		21,226
Cheyenne County	2,678		2,678
Clark County	2,181		2,181
Clay County	8,531		8,531
Cloud County	9,397		9,397
Coffey County	8,502		8,502
Comanche County	1,913		1,913
Cowley County	36,288	796	35,492
Crawford County	39,361		39,361
Decatur County	2,871		2,871
Dickinson County	19,762		19,762
Doniphan County	7,864		7,864
Douglas County	112,864		112,864
Edwards County	2,979		2,979
Elk County	2,720		2,720
Ellis County	29,053		29,053
Ellsworth County	6,494	898	5,596
Finney County	37,200		37,200
Ford County	34,752		34,752
Franklin County	25,906		25,906
Geary County	38,013		38,013
Gove County	2,729		2,729
Graham County	2,578		2,578
Grant County	7,923		7,923
Gray County	6,030		6,030
Greeley County	1,298		1,298
Greenwood County	6,454		6,454
Hamilton County	2,639		2,639
Harper County	5,911		5,911
Harvey County	34,852		34,852
Haskell County	4,256		4,256
Hodgeman County	1,963		1,963
Jackson County	13,449		13,449
Jefferson County	18,945		18,945
Jewell County	3,046		3,046
Johnson County	559,913		559,913
Kearny County	3,968		3,968
Kingman County	7,863		7,863
Kiowa County	2,496		2,496
Labette County	21,284		21,284
Lane County	1,704		1,704
Leavenworth County	77,739	5,135	72,604
Lincoln County	3,174		3,174
Linn County	9,441		9,441
Logan County	2,784		2,784
Lyon County	33,748		33,748
Marion County	12,347		12,347

Appendix A
 Kanas Population as of July 1, 2012
 Certified to the Secretary of State by Division of the Budget on July 1, 2013
 Adjusted for Institutionalized Population

Certified July 1,	2013 Total	Institutionalized	2012 Net
	Population	Population	Population
Marshall County	10,022		10,022
McPherson County	29,356		29,356
Meade County	4,396		4,396
Miami County	32,612		32,612
Mitchell County	6,355		6,355
Montgomery County	34,459		34,459
Morris County	5,854		5,854
Morton County	3,169		3,169
Nemaha County	10,132		10,132
Neosho County	16,406		16,406
Ness County	3,068		3,068
Norton County	5,612	825	4,787
Osage County	16,142		16,142
Osborne County	3,806		3,806
Ottawa County	6,072		6,072
Pawnee County	6,928	435	6,493
Phillips County	5,519		5,519
Pottawatomie County	22,302		22,302
Pratt County	9,728		9,728
Rawlins County	2,560		2,560
Reno County	64,438	1,820	62,618
Republic County	4,858		4,858
Rice County	9,985		9,985
Riley County	75,508		75,508
Rooks County	5,223		5,223
Rush County	3,220		3,220
Russell County	6,946		6,946
Saline County	55,988		55,988
Scott County	4,937		4,937
Sedgwick County	503,889		503,889
Seward County	23,547		23,547
Shawnee County	178,991	722	178,269
Sheridan County	2,538		2,538
Sherman County	6,113		6,113
Smith County	3,765		3,765
Stafford County	4,358		4,358
Stanton County	2,175		2,175
Stevens County	5,756		5,756
Sumner County	23,674		23,674
Thomas County	7,941		7,941
Trego County	2,986		2,986
Wabaunsee County	7,039		7,039
Wallace County	1,517		1,517
Washington County	5,758		5,758
Wichita County	2,256		2,256
Wilson County	9,105		9,105
Woodson County	3,278		3,278
Wyandotte County	159,129		159,129
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Statewide	2,885,905	12,189	2,873,716

Appendix B
Kansas Department of Revenue
Office of Policy and Research
State Sales Tax Collections for Fiscal Year 2012 and 2013

County	Fiscal Year 2012 (July 11 - June 12)	Fiscal Year 2013 (July 12 - June 13)	Per Cent Change
Allen	\$ 9,544,375	\$ 9,428,413.75	1.2%
Anderson	\$ 4,197,026	\$ 4,351,754.64	-3.6%
Atchison	\$ 9,302,327	\$ 9,151,463.04	1.6%
Barber	\$ 6,321,228	\$ 7,749,292.43	-18.4%
Barton	\$ 30,532,948	\$ 30,828,638.69	-1.0%
Bourbon	\$ 8,335,272	\$ 9,008,987.83	-7.5%
Brown	\$ 6,711,899	\$ 6,641,094.49	1.1%
Butler	\$ 38,244,447	\$ 39,352,380.56	-2.8%
Chase	\$ 1,109,372	\$ 1,088,773.80	1.9%
Chautauqua	\$ 1,425,196	\$ 1,537,401.80	-7.3%
Cherokee	\$ 6,889,851	\$ 6,972,925.91	-1.2%
Cheyenne	\$ 1,376,975	\$ 1,483,575.97	-7.2%
Clark	\$ 1,126,942	\$ 1,196,722.84	-5.8%
Clay	\$ 5,155,298	\$ 5,171,250.04	-0.3%
Cloud	\$ 7,923,833	\$ 8,023,969.24	-1.2%
Coffey	\$ 5,120,541	\$ 5,538,983.91	-7.6%
Comanche	\$ 2,096,556	\$ 3,751,826.64	-44.1%
Cowley	\$ 22,049,666	\$ 20,946,241.44	5.3%
Crawford	\$ 25,436,308	\$ 25,664,564.56	-0.9%
Decatur	\$ 1,327,985	\$ 1,349,419.99	-1.6%
Dickinson	\$ 11,653,830	\$ 11,278,731.45	3.3%
Doniphan	\$ 2,619,923	\$ 2,613,484.68	0.2%
Douglas	\$ 85,545,286	\$ 87,987,209.96	-2.8%
Edwards	\$ 1,382,891	\$ 1,351,648.93	2.3%
Elk	\$ 1,268,324	\$ 1,043,290.87	21.6%
Ellis	\$ 41,738,678	\$ 42,190,273.99	-1.1%
Ellsworth	\$ 4,292,887	\$ 3,717,537.28	15.5%
Finney	\$ 40,242,737	\$ 41,701,933.88	-3.5%
Ford	\$ 31,797,021	\$ 32,253,281.45	-1.4%
Franklin	\$ 15,748,903	\$ 15,905,999.30	-1.0%
Geary	\$ 26,770,131	\$ 26,322,449.70	1.7%
Gove	\$ 2,752,005	\$ 2,944,821.43	-6.5%
Graham	\$ 2,643,206	\$ 2,714,598.03	-2.6%
Grant	\$ 6,084,899	\$ 6,767,661.29	-10.1%
Gray	\$ 3,525,741	\$ 3,855,003.50	-8.5%
Greeley	\$ 867,930	\$ 914,543.31	-5.1%
Greenwood	\$ 3,087,916	\$ 2,941,304.46	5.0%
Hamilton	\$ 1,552,616	\$ 1,674,538.73	-7.3%
Harper	\$ 5,706,160	\$ 7,155,727.61	-20.3%
Harvey	\$ 21,797,562	\$ 22,027,975.38	-1.0%
Haskell	\$ 3,263,717	\$ 2,989,119.97	9.2%
Hodgeman	\$ 1,053,933	\$ 1,251,203.94	-15.8%
Jackson	\$ 5,827,124	\$ 5,845,605.62	-0.3%
Jefferson	\$ 5,385,733	\$ 5,571,358.50	-3.3%
Jewell	\$ 1,070,025	\$ 1,123,172.43	-4.7%
Johnson	\$ 594,542,378	\$ 611,609,235.57	-2.8%
Kearny	\$ 1,617,351	\$ 1,845,826.73	-12.4%
Kingman	\$ 4,879,504	\$ 5,148,647.62	-5.2%
Kiowa	\$ 2,124,731	\$ 2,166,681.88	-1.9%
Labette	\$ 12,272,571	\$ 12,163,213.32	0.9%
Lane	\$ 1,506,995	\$ 1,360,929.24	10.7%
Leavenworth	\$ 32,606,398	\$ 33,739,430.70	-3.4%
Lincoln	\$ 1,307,354	\$ 1,043,463.54	25.3%
Linn	\$ 3,563,790	\$ 4,188,362.39	-14.9%
Logan	\$ 2,703,075	\$ 2,703,125.68	0.0%
Lyon	\$ 25,048,140	\$ 24,692,833.80	1.4%
Marion	\$ 5,329,950	\$ 5,233,849.34	1.8%

Appendix B
Kansas Department of Revenue
Office of Policy and Research
State Sales Tax Collections for Fiscal Year 2012 and 2013

County	Fiscal Year 2012 (July 11 - June 12)	Fiscal Year 2013 (July 12 - June 13)	Per Cent Change
Marshall	\$ 7,772,881	\$ 7,714,751.41	0.8%
McPherson	\$ 24,156,315	\$ 24,520,615.41	-1.5%
Meade	\$ 2,488,649.35	\$ 2,479,690.29	0.4%
Miami	\$ 17,257,250	\$ 17,638,082.30	-2.2%
Mitchell	\$ 5,427,543	\$ 5,566,400.36	-2.5%
Montgomery	\$ 24,270,125	\$ 23,870,761.92	1.7%
Morris	\$ 2,875,567	\$ 2,937,586.92	-2.1%
Morton	\$ 2,458,916	\$ 2,132,736.11	15.3%
Nemaha	\$ 6,695,209	\$ 6,971,404.92	-4.0%
Neosho	\$ 12,152,369	\$ 12,411,654.31	-2.1%
Ness	\$ 4,395,101	\$ 4,991,865.85	-12.0%
Norton	\$ 3,609,031	\$ 3,675,451.98	-1.8%
Osage	\$ 4,963,598	\$ 4,882,731.53	1.7%
Osborne	\$ 2,876,772	\$ 2,657,164.75	8.3%
Ottawa	\$ 1,713,250	\$ 1,692,942.24	1.2%
Pawnee	\$ 3,647,588	\$ 3,833,376.80	-4.8%
Phillips	\$ 3,701,589	\$ 3,614,046.66	2.4%
Pottawatomie	\$ 27,972,008	\$ 27,407,603.91	2.1%
Pratt	\$ 10,457,853	\$ 11,364,197.16	-8.0%
Rawlins	\$ 1,369,613	\$ 1,550,721.53	-11.7%
Reno	\$ 53,923,735	\$ 54,471,928.47	-1.0%
Republic	\$ 3,009,219	\$ 2,909,144.41	3.4%
Rice	\$ 6,171,483	\$ 6,437,520.65	-4.1%
Riley	\$ 51,903,115	\$ 50,975,591.31	1.8%
Rooks	\$ 4,520,167	\$ 4,631,391.81	-2.4%
Rush	\$ 1,446,354	\$ 1,487,946.49	-2.8%
Russell	\$ 5,905,482	\$ 5,725,416.78	3.1%
Saline	\$ 61,911,807	\$ 62,530,407.53	-1.0%
Scott	\$ 4,572,013	\$ 4,611,906.82	-0.9%
Sedgwick	\$ 474,382,504	\$ 488,588,521.86	-2.9%
Seward	\$ 23,433,677	\$ 24,093,335.02	-2.7%
Shawnee	\$ 161,445,918	\$ 159,047,597.48	1.5%
Sheridan	\$ 1,854,019	\$ 2,219,539.91	-16.5%
Sherman	\$ 6,835,151	\$ 6,695,743.18	2.1%
Smith	\$ 2,669,229	\$ 2,559,524.89	4.3%
Stafford	\$ 2,318,828	\$ 2,335,954.47	-0.7%
Stanton	\$ 1,364,340	\$ 1,402,394.41	-2.7%
Stevens	\$ 3,916,503	\$ 4,848,403.81	-19.2%
Sumner	\$ 12,744,638	\$ 12,328,319.52	3.4%
Thomas	\$ 11,036,661	\$ 11,095,822.62	-0.5%
Trego	\$ 2,572,623	\$ 2,713,873.95	-5.2%
Wabaunsee	\$ 1,741,328	\$ 1,914,950.23	-9.1%
Wallace	\$ 921,705	\$ 848,858.14	8.6%
Washington	\$ 2,594,344	\$ 2,583,270.23	0.4%
Wichita	\$ 1,570,724	\$ 1,632,096.59	-3.8%
Wilson	\$ 4,322,854	\$ 4,333,669.01	-0.2%
Woodson	\$ 1,384,502	\$ 1,529,751.64	-9.5%
Wyandotte	\$ 122,518,626	\$ 126,093,736.86	-2.8%
Statewide	\$ 2,412,697,149	2,461,836,162	-2.0%