



Miami County, Kansas

January 2024

Economic Data Point

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Economic Development

Annual Trade Pull Factor

County	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Butler	0.71	0.71	0.73	0.75	0.75	0.72	0.72	0.74	0.76	0.74	0.73	0.75
Douglas	0.91	0.91	0.89	0.91	0.94	0.95	0.94	0.93	0.9	0.89	0.91	0.88
Finney	1.29	1.31	1.35	1.38	1.35	1.35	1.35	1.41	1.42	1.46	1.42	1.28
Franklin	0.72	0.72	0.73	0.76	0.74	0.77	0.75	0.77	0.83	0.85	0.80	0.83
Harvey	0.74	0.74	0.74	0.76	0.74	0.75	0.72	0.73	0.73	0.73	0.71	0.72
Johnson	1.28	1.28	1.28	1.29	1.31	1.30	1.30	1.28	1.23	1.23	1.25	1.30
Leavenworth	0.54	0.54	0.54	0.57	0.58	0.58	0.59	0.58	0.60	0.60	0.58	0.62
Lyon	0.88	0.85	0.87	0.91	0.58	0.89	0.90	0.92	0.92	0.91	0.94	0.93
McPherson	0.98	0.98	1.03	1.09	1.00	0.99	1.00	1.10	1.03	1.00	0.95	0.96
Miami	0.63	0.63	0.64	0.66	0.67	0.68	0.67	0.66	0.67	0.69	0.70	0.76
Riley	0.85	0.79	0.77	0.77	0.79	0.79	0.77	0.76	0.72	0.74	0.75	0.73
Saline	1.32	1.30	1.32	1.34	1.32	1.31	1.32	1.31	1.33	1.36	1.36	1.22
Sumner	0.64	0.61	0.61	0.62	0.58	0.57	0.59	0.61	0.64	0.57	0.57	0.62

Source: Kansas Department of Revenue

The County Trade Pull Factor is a measure of the relative strength of the retail community. It is computed by dividing the per capita sales tax collections of a county by the statewide per capita sales tax collections. A factor of 1.00 is a perfect balance of trade indicating that the purchases of county residents who shop elsewhere are offset by the purchases of out-of-county customers. Pull factors greater than 1.00 show that local businesses are pulling in trade from beyond their home county border. Thus, the balance of trade is favorable. A pull factor 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. A low factor is considered less than 0.40

While Miami County's trade factor is less than 1.0, that number has grown significantly after after falling slightly earlier in the decade. Data for the 2023 estimate was collected July 1, 2022 through June 30, 2023, and released in October, 2023. Changing sales tax rates do not factor into the calculation.

The Kansas Department of Revenue only reports data for the state's 100 largest cities. As a result, Fontana's factor is not estimated. As part of those projections, an estimated trade area captured is provided. For example, Paola's 2023 pull factor is 1.46 capturing the retail sales generated by a population of 8,396 while the city's 2022 population was only 5,738. On the

opposite side of the spectrum, Osawatomie had a pull factor of 0.39 for a trade area captured of roughly 1,652 people – less than 40% of the city’s 2022 estimated population of 4,238.

While Paola and Louisburg both draw trade from outside of their city limits, the remaining communities and unincorporated area brings the county’s overall pull factor to 0.76 for a trade area captured of 26,562 or slightly more than 76% of the county’s actual 2022 population.

	2022		2023	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.16	7,481	1.06	6,807
Baldwin City	0.46	2,260	0.54	2,668
Basehor	0.47	3,371	0.54	4,081
Baxter Springs	0.54	2,079	0.65	2,478
Bonner Springs	1.57	12,277	1.45	11,116
Concordia	1.40	7,032	1.28	6,491
De Soto	0.52	3,326	0.77	5,000
Edwardsville	0.56	2,599	0.77	3,568
Eudora	0.30	1,930	0.39	2,526
Fort Scott	1.22	9,182	1.17	8,923
Gardner	0.68	16,298	0.69	16,707
Garnett	0.92	2,933	1.06	3,388
Hesston	0.46	1,605	0.54	1,881
Iola	1.49	7,978	1.30	7,031
Louisburg	1.15	5,746	1.29	6,525
Miami County	0.70	24,220	0.76	26,562
Osawatomie	0.32	1,367	0.39	1,652
Ottawa	1.28	16,132	1.20	15,264
Paola	1.63	9,431	1.46	8,396
Spring Hill	0.62	5,295	0.67	6,221
Tonganoxie	0.54	3,094	0.70	4,067
Wamego	0.83	4,021	0.84	4,106

*This data point is shared with the local cities and chambers of commerce for their use.
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