

COUNTY TRADE PULL FACTORS

**Annual report for Fiscal Year 2022
(July 2021 through June 2022)**

**Kansas Department of Revenue
Office of Policy and Research
Issued October 2022**

Introduction

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2022, which represents the period July 1, 2021 through June 30, 2022. 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. A CTPF value less than 1.00 indicates more trade is being lost than pulled in, that residents are shopping outside the county.

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

- 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.

The FY 2022 report consists of three tables:

- Table 1 lists the FY 2022 measures for each county in alphabetical order.
- Table 2 lists the FY 2022 measures for each county by pull factor in descending order.
- Table 3 provides the change in the three measures from fiscal year 2021. As a rule, 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.

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.

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 implementation of the destination sourcing 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.

Data Sources

The data used in this report consists of county population and state sales tax collections. The 2021 county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2022 and published as the official population reports for the state of Kansas, adjusted to remove prison population, since this population does not trade within the retail community. State and federal prison population figures were obtained from the Kansas Department of Corrections and the Federal Bureau of Prisons and were deducted from the city and county totals.

State sales tax collections are generated by the Department of Revenue from sales tax returns filed by the state's retailers. For FY 2022, all but \$7.3 million in sales tax revenue were allocated to counties. Sales tax reports issued by the department are available at <http://www.ksrevenue.org>.

References

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

Table 1
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2022

County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Allen	12,464	\$ 12,785,922	\$ 1,025.83	0.92	11,428	0.39%
Anderson	7,778	\$ 5,276,193	\$ 678.35	0.61	4,716	0.16%
Atchison	16,239	\$ 12,401,693	\$ 763.70	0.68	11,085	0.38%
Barber	4,110	\$ 4,403,427	\$ 1,071.39	0.96	3,936	0.13%
Barton	25,216	\$ 31,597,479	\$ 1,253.07	1.12	28,242	0.97%
Bourbon	14,323	\$ 11,984,379	\$ 836.72	0.75	10,712	0.37%
Brown	9,455	\$ 8,581,139	\$ 907.58	0.81	7,670	0.26%
Butler	66,619	\$ 54,283,983	\$ 814.84	0.73	48,519	1.66%
Chase	2,598	\$ 1,798,597	\$ 692.30	0.62	1,608	0.05%
Chautauqua	3,395	\$ 1,638,956	\$ 482.76	0.43	1,465	0.05%
Cherokee	19,130	\$ 10,614,030	\$ 554.84	0.50	9,487	0.32%
Cheyenne	2,633	\$ 1,693,852	\$ 643.32	0.58	1,514	0.05%
Clark	1,977	\$ 1,507,813	\$ 762.68	0.68	1,348	0.05%
Clay	8,077	\$ 7,658,063	\$ 948.13	0.85	6,845	0.23%
Cloud	8,928	\$ 9,564,971	\$ 1,071.35	0.96	8,549	0.29%
Coffey	8,338	\$ 11,520,001	\$ 1,381.63	1.23	10,297	0.35%
Comanche	1,670	\$ 1,580,566	\$ 946.45	0.85	1,413	0.05%
Cowley	34,057	\$ 25,740,555	\$ 755.81	0.68	23,007	0.79%
Crawford	39,110	\$ 36,944,726	\$ 944.64	0.84	33,021	1.13%
Decatur	2,751	\$ 1,717,076	\$ 624.16	0.56	1,535	0.05%
Dickinson	18,459	\$ 14,278,437	\$ 773.52	0.69	12,762	0.44%
Doniphan	7,471	\$ 3,658,386	\$ 489.68	0.44	3,270	0.11%
Douglas	119,363	\$ 122,153,893	\$ 1,023.38	0.91	109,182	3.73%
Edwards	2,832	\$ 1,679,851	\$ 593.17	0.53	1,501	0.05%
Elk	2,441	\$ 1,532,574	\$ 627.85	0.56	1,370	0.05%
Ellis	28,790	\$ 47,662,565	\$ 1,655.53	1.48	42,601	1.46%
Ellsworth	5,684	\$ 4,249,374	\$ 747.60	0.67	3,798	0.13%
Finney	38,107	\$ 60,390,729	\$ 1,584.77	1.42	53,978	1.85%
Ford	34,159	\$ 40,690,199	\$ 1,191.20	1.06	36,369	1.24%
Franklin	25,986	\$ 23,113,916	\$ 889.48	0.80	20,659	0.71%
Geary	35,934	\$ 29,656,959	\$ 825.32	0.74	26,508	0.91%
Gove	2,755	\$ 3,542,584	\$ 1,285.87	1.15	3,166	0.11%
Graham	2,400	\$ 2,065,280	\$ 860.53	0.77	1,846	0.06%

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County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2022

County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Grant	7,324	\$ 5,603,778	\$ 765.13	0.68	5,009	0.17%
Gray	5,644	\$ 4,765,162	\$ 844.29	0.75	4,259	0.15%
Greeley	1,304	\$ 982,218	\$ 753.23	0.67	878	0.03%
Greenwood	5,939	\$ 3,454,474	\$ 581.66	0.52	3,088	0.11%
Hamilton	2,484	\$ 1,988,621	\$ 800.57	0.72	1,777	0.06%
Harper	5,331	\$ 4,222,737	\$ 792.11	0.71	3,774	0.13%
Harvey	33,817	\$ 26,999,813	\$ 798.41	0.71	24,133	0.83%
Haskell	3,668	\$ 3,321,058	\$ 905.41	0.81	2,968	0.10%
Hodgeman	1,710	\$ 1,041,387	\$ 609.00	0.54	931	0.03%
Jackson	13,261	\$ 8,793,374	\$ 663.10	0.59	7,860	0.27%
Jefferson	18,411	\$ 8,219,213	\$ 446.43	0.40	7,346	0.25%
Jewell	2,937	\$ 1,271,218	\$ 432.83	0.39	1,136	0.04%
Johnson	613,219	\$ 859,714,304	\$ 1,401.97	1.25	768,420	26.28%
Kearny	3,891	\$ 2,168,516	\$ 557.32	0.50	1,938	0.07%
Kingman	7,392	\$ 5,572,141	\$ 753.81	0.67	4,980	0.17%
Kiowa	2,392	\$ 2,075,256	\$ 867.58	0.78	1,855	0.06%
Labette	19,912	\$ 15,301,045	\$ 768.43	0.69	13,676	0.47%
Lane	1,565	\$ 1,254,652	\$ 801.69	0.72	1,121	0.04%
Leavenworth	78,282	\$ 50,744,278	\$ 648.22	0.58	45,356	1.55%
Lincoln	2,903	\$ 1,433,155	\$ 493.68	0.44	1,281	0.04%
Linn	9,747	\$ 5,766,807	\$ 591.65	0.53	5,154	0.18%
Logan	2,722	\$ 2,773,702	\$ 1,018.99	0.91	2,479	0.08%
Lyon	31,998	\$ 33,508,380	\$ 1,047.20	0.94	29,950	1.02%
Marion	11,712	\$ 7,599,293	\$ 648.85	0.58	6,792	0.23%
Marshall	9,979	\$ 10,723,242	\$ 1,074.58	0.96	9,585	0.33%
McPherson	30,146	\$ 32,087,712	\$ 1,064.41	0.95	28,680	0.98%
Meade	4,022	\$ 3,517,693	\$ 874.61	0.78	3,144	0.11%
Miami	34,593	\$ 27,097,017	\$ 783.31	0.70	24,220	0.83%
Mitchell	5,748	\$ 7,446,867	\$ 1,295.56	1.16	6,656	0.23%
Montgomery	31,156	\$ 28,251,955	\$ 906.79	0.81	25,252	0.86%
Morris	5,356	\$ 4,356,274	\$ 813.34	0.73	3,894	0.13%
Morton	2,692	\$ 1,837,298	\$ 682.50	0.61	1,642	0.06%
Nemaha	10,216	\$ 9,723,692	\$ 951.81	0.85	8,691	0.30%

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County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Neosho	15,784	\$ 14,859,886	\$ 941.45	0.84	13,282	0.45%
Ness	2,672	\$ 3,643,097	\$ 1,363.43	1.22	3,256	0.11%
Norton	4,606	\$ 3,810,665	\$ 827.33	0.74	3,406	0.12%
Osage	15,768	\$ 7,490,594	\$ 475.05	0.42	6,695	0.23%
Osborne	3,498	\$ 2,506,897	\$ 716.67	0.64	2,241	0.08%
Ottawa	5,838	\$ 2,164,780	\$ 370.81	0.33	1,935	0.07%
Pawnee	5,711	\$ 4,332,018	\$ 758.54	0.68	3,872	0.13%
Phillips	4,815	\$ 3,898,111	\$ 809.58	0.72	3,484	0.12%
Pottawatomie	25,790	\$ 40,985,218	\$ 1,589.19	1.42	36,633	1.25%
Pratt	9,181	\$ 12,741,732	\$ 1,387.84	1.24	11,389	0.39%
Rawlins	2,549	\$ 1,632,748	\$ 640.54	0.57	1,459	0.05%
Reno	59,750	\$ 65,996,525	\$ 1,104.54	0.99	58,988	2.02%
Republic	4,662	\$ 3,510,137	\$ 752.93	0.67	3,137	0.11%
Rice	9,390	\$ 7,183,280	\$ 764.99	0.68	6,420	0.22%
Riley	72,208	\$ 60,857,791	\$ 842.81	0.75	54,395	1.86%
Rooks	4,703	\$ 4,147,761	\$ 881.94	0.79	3,707	0.13%
Rush	2,953	\$ 1,564,916	\$ 529.94	0.47	1,399	0.05%
Russell	6,703	\$ 5,596,040	\$ 834.86	0.75	5,002	0.17%
Saline	53,888	\$ 82,092,419	\$ 1,523.39	1.36	73,375	2.51%
Scott	5,131	\$ 5,258,754	\$ 1,024.90	0.92	4,700	0.16%
Sedgwick	523,703	\$ 668,955,607	\$ 1,277.36	1.14	597,918	20.45%
Seward	21,747	\$ 27,280,121	\$ 1,254.43	1.12	24,383	0.83%
Shawnee	177,403	\$ 202,204,794	\$ 1,139.80	1.02	180,732	6.18%
Sheridan	2,478	\$ 2,431,129	\$ 981.08	0.88	2,173	0.07%
Sherman	5,895	\$ 7,766,585	\$ 1,317.49	1.18	6,942	0.24%
Smith	3,576	\$ 2,769,862	\$ 774.57	0.69	2,476	0.08%
Stafford	4,034	\$ 2,683,762	\$ 665.29	0.59	2,399	0.08%
Stanton	2,044	\$ 1,294,536	\$ 633.33	0.57	1,157	0.04%
Stevens	5,293	\$ 4,524,234	\$ 854.76	0.76	4,044	0.14%
Sumner	22,385	\$ 14,245,945	\$ 636.41	0.57	12,733	0.44%
Thomas	7,877	\$ 13,477,676	\$ 1,711.02	1.53	12,046	0.41%
Trego	2,793	\$ 2,581,314	\$ 924.21	0.83	2,307	0.08%
Wabauensee	6,966	\$ 3,134,837	\$ 450.02	0.40	2,802	0.10%

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County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Wallace	1,508	\$ 955,695	\$ 633.75	0.57	854	0.03%
Washington	5,511	\$ 3,435,771	\$ 623.44	0.56	3,071	0.11%
Wichita	2,082	\$ 1,671,041	\$ 802.61	0.72	1,494	0.05%
Wilson	8,526	\$ 4,915,138	\$ 576.49	0.52	4,393	0.15%
Woodson	3,102	\$ 2,001,015	\$ 645.07	0.58	1,789	0.06%
Wyandotte	167,046	\$ 179,534,212	\$ 1,074.76	0.96	160,469	5.49%
Statewide	2,924,291	\$ 3,271,721,144	\$ 1,118.81		2,924,291	

Table 2
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2022

County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Thomas	7,877	\$ 13,477,676	\$ 1,711.02	1.53	12,046	0.41%
Ellis	28,790	\$ 47,662,565	\$ 1,655.53	1.48	42,601	1.46%
Pottawatomie	25,790	\$ 40,985,218	\$ 1,589.19	1.42	36,633	1.25%
Finney	38,107	\$ 60,390,729	\$ 1,584.77	1.42	53,978	1.85%
Saline	53,888	\$ 82,092,419	\$ 1,523.39	1.36	73,375	2.51%
Johnson	613,219	\$ 859,714,304	\$ 1,401.97	1.25	768,420	26.28%
Pratt	9,181	\$ 12,741,732	\$ 1,387.84	1.24	11,389	0.39%
Coffey	8,338	\$ 11,520,001	\$ 1,381.63	1.23	10,297	0.35%
Ness	2,672	\$ 3,643,097	\$ 1,363.43	1.22	3,256	0.11%
Sherman	5,895	\$ 7,766,585	\$ 1,317.49	1.18	6,942	0.24%
Mitchell	5,748	\$ 7,446,867	\$ 1,295.56	1.16	6,656	0.23%
Gove	2,755	\$ 3,542,584	\$ 1,285.87	1.15	3,166	0.11%
Sedgwick	523,703	\$ 668,955,607	\$ 1,277.36	1.14	597,918	20.45%
Seward	21,747	\$ 27,280,121	\$ 1,254.43	1.12	24,383	0.83%
Barton	25,216	\$ 31,597,479	\$ 1,253.07	1.12	28,242	0.97%
Ford	34,159	\$ 40,690,199	\$ 1,191.20	1.06	36,369	1.24%
Shawnee	177,403	\$ 202,204,794	\$ 1,139.80	1.02	180,732	6.18%
Reno	59,750	\$ 65,996,525	\$ 1,104.54	0.99	58,988	2.02%
Wyandotte	167,046	\$ 179,534,212	\$ 1,074.76	0.96	160,469	5.49%
Marshall	9,979	\$ 10,723,242	\$ 1,074.58	0.96	9,585	0.33%
Barber	4,110	\$ 4,403,427	\$ 1,071.39	0.96	3,936	0.13%
Cloud	8,928	\$ 9,564,971	\$ 1,071.35	0.96	8,549	0.29%
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Douglas	119,363	\$ 122,153,893	\$ 1,023.38	0.91	109,182	3.73%
Logan	2,722	\$ 2,773,702	\$ 1,018.99	0.91	2,479	0.08%
Sheridan	2,478	\$ 2,431,129	\$ 981.08	0.88	2,173	0.07%
Nemaha	10,216	\$ 9,723,692	\$ 951.81	0.85	8,691	0.30%
Clay	8,077	\$ 7,658,063	\$ 948.13	0.85	6,845	0.23%
Comanche	1,670	\$ 1,580,566	\$ 946.45	0.85	1,413	0.05%
Crawford	39,110	\$ 36,944,726	\$ 944.64	0.84	33,021	1.13%

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Trego	2,793	\$ 2,581,314	\$ 924.21	0.83	2,307	0.08%
Brown	9,455	\$ 8,581,139	\$ 907.58	0.81	7,670	0.26%
Montgomery	31,156	\$ 28,251,955	\$ 906.79	0.81	25,252	0.86%
Haskell	3,668	\$ 3,321,058	\$ 905.41	0.81	2,968	0.10%
Franklin	25,986	\$ 23,113,916	\$ 889.48	0.80	20,659	0.71%
Rooks	4,703	\$ 4,147,761	\$ 881.94	0.79	3,707	0.13%
Meade	4,022	\$ 3,517,693	\$ 874.61	0.78	3,144	0.11%
Kiowa	2,392	\$ 2,075,256	\$ 867.58	0.78	1,855	0.06%
Graham	2,400	\$ 2,065,280	\$ 860.53	0.77	1,846	0.06%
Stevens	5,293	\$ 4,524,234	\$ 854.76	0.76	4,044	0.14%
Gray	5,644	\$ 4,765,162	\$ 844.29	0.75	4,259	0.15%
Riley	72,208	\$ 60,857,791	\$ 842.81	0.75	54,395	1.86%
Bourbon	14,323	\$ 11,984,379	\$ 836.72	0.75	10,712	0.37%
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Geary	35,934	\$ 29,656,959	\$ 825.32	0.74	26,508	0.91%
Butler	66,619	\$ 54,283,983	\$ 814.84	0.73	48,519	1.66%
Morris	5,356	\$ 4,356,274	\$ 813.34	0.73	3,894	0.13%
Phillips	4,815	\$ 3,898,111	\$ 809.58	0.72	3,484	0.12%
Wichita	2,082	\$ 1,671,041	\$ 802.61	0.72	1,494	0.05%
Lane	1,565	\$ 1,254,652	\$ 801.69	0.72	1,121	0.04%
Hamilton	2,484	\$ 1,988,621	\$ 800.57	0.72	1,777	0.06%
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Smith	3,576	\$ 2,769,862	\$ 774.57	0.69	2,476	0.08%
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Rice	9,390	\$ 7,183,280	\$ 764.99	0.68	6,420	0.22%
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Clark	1,977	\$ 1,507,813	\$ 762.68	0.68	1,348	0.05%

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Fiscal Year 2022

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Kingman	7,392	\$ 5,572,141	\$ 753.81	0.67	4,980	0.17%
Greeley	1,304	\$ 982,218	\$ 753.23	0.67	878	0.03%
Republic	4,662	\$ 3,510,137	\$ 752.93	0.67	3,137	0.11%
Ellsworth	5,684	\$ 4,249,374	\$ 747.60	0.67	3,798	0.13%
Osborne	3,498	\$ 2,506,897	\$ 716.67	0.64	2,241	0.08%
Chase	2,598	\$ 1,798,597	\$ 692.30	0.62	1,608	0.05%
Morton	2,692	\$ 1,837,298	\$ 682.50	0.61	1,642	0.06%
Anderson	7,778	\$ 5,276,193	\$ 678.35	0.61	4,716	0.16%
Stafford	4,034	\$ 2,683,762	\$ 665.29	0.59	2,399	0.08%
Jackson	13,261	\$ 8,793,374	\$ 663.10	0.59	7,860	0.27%
Marion	11,712	\$ 7,599,293	\$ 648.85	0.58	6,792	0.23%
Leavenworth	78,282	\$ 50,744,278	\$ 648.22	0.58	45,356	1.55%
Woodson	3,102	\$ 2,001,015	\$ 645.07	0.58	1,789	0.06%
Cheyenne	2,633	\$ 1,693,852	\$ 643.32	0.58	1,514	0.05%
Rawlins	2,549	\$ 1,632,748	\$ 640.54	0.57	1,459	0.05%
Sumner	22,385	\$ 14,245,945	\$ 636.41	0.57	12,733	0.44%
Wallace	1,508	\$ 955,695	\$ 633.75	0.57	854	0.03%
Stanton	2,044	\$ 1,294,536	\$ 633.33	0.57	1,157	0.04%
Elk	2,441	\$ 1,532,574	\$ 627.85	0.56	1,370	0.05%
Decatur	2,751	\$ 1,717,076	\$ 624.16	0.56	1,535	0.05%
Washington	5,511	\$ 3,435,771	\$ 623.44	0.56	3,071	0.11%
Hodgeman	1,710	\$ 1,041,387	\$ 609.00	0.54	931	0.03%
Edwards	2,832	\$ 1,679,851	\$ 593.17	0.53	1,501	0.05%
Linn	9,747	\$ 5,766,807	\$ 591.65	0.53	5,154	0.18%
Greenwood	5,939	\$ 3,454,474	\$ 581.66	0.52	3,088	0.11%
Wilson	8,526	\$ 4,915,138	\$ 576.49	0.52	4,393	0.15%
Kearny	3,891	\$ 2,168,516	\$ 557.32	0.50	1,938	0.07%
Cherokee	19,130	\$ 10,614,030	\$ 554.84	0.50	9,487	0.32%
Rush	2,953	\$ 1,564,916	\$ 529.94	0.47	1,399	0.05%
Lincoln	2,903	\$ 1,433,155	\$ 493.68	0.44	1,281	0.04%
Doniphan	7,471	\$ 3,658,386	\$ 489.68	0.44	3,270	0.11%

Table 2
County Trade Pull Factors, Trade Area Capture, Market Share
Fiscal Year 2022

County	Adjusted Population CY 2021	FY 2022 State Sales Tax Collections	FY 2022 Sales per Capita	FY 2022 Pull Factor	FY 2022 Trade Area Capture	FY 2022 Percent of Market Share
Chautauqua	3,395	\$ 1,638,956	\$ 482.76	0.43	1,465	0.05%
Osage	15,768	\$ 7,490,594	\$ 475.05	0.42	6,695	0.23%
Wabaunsee	6,966	\$ 3,134,837	\$ 450.02	0.40	2,802	0.10%
Jefferson	18,411	\$ 8,219,213	\$ 446.43	0.40	7,346	0.25%
Jewell	2,937	\$ 1,271,218	\$ 432.83	0.39	1,136	0.04%
Ottawa	5,838	\$ 2,164,780	\$ 370.81	0.33	1,935	0.07%
Statewide	2,924,291	\$ 3,271,721,144	\$ 1,118.81		2,924,291	

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Share
Fiscal Year 2021 to 2022

County	FY 2022 Pull Factor	FY 2021 Pull Factor	Percent Change	FY 2022 Trade Area Capture	FY 2021 Trade Area Capture	Percent Change	FY 2022 Percent of Market Share	FY 2021 Percent of Market Share	Percent Change
Allen	0.92	0.91	0.9%	11,428	11,272	1.4%	0.39%	0.39%	0.7%
Anderson	0.61	0.62	-2.3%	4,716	4,935	-4.4%	0.16%	0.17%	-5.1%
Atchison	0.68	0.74	-8.4%	11,085	11,930	-7.1%	0.38%	0.41%	-7.7%
Barber	0.96	0.83	15.7%	3,936	3,607	9.1%	0.13%	0.12%	8.3%
Barton	1.12	1.12	-0.1%	28,242	28,759	-1.8%	0.97%	0.99%	-2.5%
Bourbon	0.75	0.74	0.9%	10,712	10,701	0.1%	0.37%	0.37%	-0.6%
Brown	0.81	0.86	-5.4%	7,670	8,135	-5.7%	0.26%	0.28%	-6.4%
Butler	0.73	0.74	-1.7%	48,519	48,562	-0.1%	1.66%	1.67%	-0.8%
Chase	0.62	0.58	6.8%	1,608	1,498	7.3%	0.05%	0.05%	6.6%
Chautauqua	0.43	0.48	-10.2%	1,465	1,552	-5.6%	0.05%	0.05%	-6.3%
Cherokee	0.50	0.42	17.1%	9,487	8,332	13.9%	0.32%	0.29%	13.0%
Cheyenne	0.58	0.61	-6.5%	1,514	1,598	-5.3%	0.05%	0.06%	-5.9%
Clark	0.68	0.80	-14.8%	1,348	1,571	-14.2%	0.05%	0.05%	-14.8%
Clay	0.85	0.93	-9.2%	6,845	7,486	-8.6%	0.23%	0.26%	-9.2%
Cloud	0.96	0.99	-3.4%	8,549	8,566	-0.2%	0.29%	0.30%	-0.9%
Coffey	1.23	1.30	-5.3%	10,297	10,638	-3.2%	0.35%	0.37%	-3.9%
Comanche	0.85	0.76	11.7%	1,413	1,280	10.4%	0.05%	0.04%	9.6%
Cowley	0.68	0.72	-6.3%	23,007	24,583	-6.4%	0.79%	0.85%	-7.1%
Crawford	0.84	0.83	1.6%	33,021	32,188	2.6%	1.13%	1.11%	1.9%
Decatur	0.56	0.51	9.9%	1,535	1,410	8.9%	0.05%	0.05%	8.1%
Dickinson	0.69	0.71	-3.2%	12,762	13,049	-2.2%	0.44%	0.45%	-2.9%
Doniphan	0.44	0.45	-2.1%	3,270	3,352	-2.5%	0.11%	0.12%	-3.1%
Douglas	0.91	0.89	2.6%	109,182	109,216	0.0%	3.73%	3.76%	-0.7%
Edwards	0.53	0.59	-10.5%	1,501	1,629	-7.8%	0.05%	0.06%	-8.5%
Elk	0.56	0.56	1.1%	1,370	1,392	-1.6%	0.05%	0.05%	-2.3%
Ellis	1.48	1.44	2.7%	42,601	41,301	3.1%	1.46%	1.42%	2.4%
Ellsworth	0.67	0.73	-8.4%	3,798	3,757	1.1%	0.13%	0.13%	0.4%
Finney	1.42	1.46	-3.0%	53,978	52,463	2.9%	1.85%	1.81%	2.2%
Ford	1.06	1.09	-2.3%	36,369	36,050	0.9%	1.24%	1.24%	0.2%
Franklin	0.80	0.85	-6.1%	20,659	21,762	-5.1%	0.71%	0.75%	-5.7%
Geary	0.74	0.90	-18.2%	26,508	29,060	-8.8%	0.91%	1.00%	-9.4%
Gove	1.15	1.22	-5.8%	3,166	3,197	-1.0%	0.11%	0.11%	-1.7%
Graham	0.77	0.80	-4.3%	1,846	1,919	-3.8%	0.06%	0.07%	-4.5%
Grant	0.68	0.70	-2.0%	5,009	4,938	1.4%	0.17%	0.17%	0.7%
Gray	0.75	0.74	2.5%	4,259	4,382	-2.8%	0.15%	0.15%	-3.5%
Greeley	0.67	0.70	-3.5%	878	835	5.2%	0.03%	0.03%	4.5%
Greenwood	0.52	0.52	0.9%	3,088	3,025	2.1%	0.11%	0.10%	1.4%
Hamilton	0.72	0.77	-7.0%	1,777	1,866	-4.8%	0.06%	0.06%	-5.4%
Harper	0.71	0.73	-3.3%	3,774	3,907	-3.4%	0.13%	0.13%	-4.1%
Harvey	0.71	0.73	-1.9%	24,133	24,937	-3.2%	0.83%	0.86%	-3.9%
Haskell	0.81	0.73	10.6%	2,968	2,870	3.4%	0.10%	0.10%	2.7%
Hodgeman	0.54	0.53	3.5%	931	936	-0.6%	0.03%	0.03%	-1.3%
Jackson	0.59	0.66	-9.8%	7,860	8,654	-9.2%	0.27%	0.30%	-9.8%
Jefferson	0.40	0.38	3.9%	7,346	7,309	0.5%	0.25%	0.25%	-0.2%
Jewell	0.39	0.43	-10.4%	1,136	1,223	-7.1%	0.04%	0.04%	-7.8%
Johnson	1.25	1.23	2.0%	768,420	745,852	3.0%	26.28%	25.69%	2.3%
Kearny	0.50	0.52	-4.8%	1,938	1,959	-1.0%	0.07%	0.07%	-1.8%
Kingman	0.67	0.81	-17.3%	4,980	5,679	-12.3%	0.17%	0.20%	-12.9%
Kiowa	0.78	0.65	19.0%	1,855	1,600	15.9%	0.06%	0.06%	15.1%
Labette	0.69	0.72	-4.3%	13,676	13,967	-2.1%	0.47%	0.48%	-2.8%
Lane	0.72	0.70	2.8%	1,121	1,059	5.9%	0.04%	0.04%	5.2%
Leavenworth	0.58	0.60	-3.7%	45,356	47,448	-4.4%	1.55%	1.63%	-5.1%
Lincoln	0.44	0.44	0.5%	1,281	1,311	-2.3%	0.04%	0.05%	-3.0%
Linn	0.53	0.54	-2.7%	5,154	5,247	-1.8%	0.18%	0.18%	-2.5%
Logan	0.91	0.80	13.6%	2,479	2,189	13.2%	0.08%	0.08%	12.4%
Lyon	0.94	0.91	2.4%	29,950	30,208	-0.9%	1.02%	1.04%	-1.6%
Marion	0.58	0.58	0.3%	6,792	6,739	0.8%	0.23%	0.23%	0.1%
Marshall	0.96	0.94	2.1%	9,585	9,076	5.6%	0.33%	0.31%	4.9%
McPherson	0.95	1.00	-4.8%	28,680	28,440	0.8%	0.98%	0.98%	0.1%
Meade	0.78	0.60	31.3%	3,144	2,398	31.1%	0.11%	0.08%	30.2%
Miami	0.70	0.69	0.8%	24,220	23,850	1.5%	0.83%	0.82%	0.8%
Mitchell	1.16	1.16	-0.3%	6,656	6,831	-2.6%	0.23%	0.24%	-3.2%
Montgomery	0.81	0.80	0.8%	25,252	25,334	-0.3%	0.86%	0.87%	-1.0%
Morris	0.73	0.70	4.2%	3,894	3,879	0.4%	0.13%	0.13%	-0.3%
Morton	0.61	0.73	-16.5%	1,642	1,854	-11.4%	0.06%	0.06%	-12.0%

Table 3
Percent Change in Pull Factor, Trade Area Capture and Market Share
Fiscal Year 2021 to 2022

County	FY 2022 Pull Factor	FY 2021 Pull Factor	Percent Change	FY 2022 Trade Area Capture	FY 2021 Trade Area Capture	Percent Change	FY 2022 Percent of Market Share	FY 2021 Percent of Market Share	Percent Change
Nemaha	0.85	0.85	0.1%	8,691	8,603	1.0%	0.30%	0.30%	0.3%
Neosho	0.84	0.88	-4.9%	13,282	14,090	-5.7%	0.45%	0.49%	-6.4%
Ness	1.22	0.85	42.7%	3,256	2,365	37.7%	0.11%	0.08%	36.7%
Norton	0.74	0.74	0.6%	3,406	3,408	0.0%	0.12%	0.12%	-0.8%
Osage	0.42	0.42	2.0%	6,695	6,565	2.0%	0.23%	0.23%	1.3%
Osborne	0.64	0.74	-13.6%	2,241	2,551	-12.2%	0.08%	0.09%	-12.8%
Ottawa	0.33	0.38	-12.0%	1,935	2,151	-10.1%	0.07%	0.07%	-10.7%
Pawnee	0.68	0.66	2.1%	3,872	3,874	-0.1%	0.13%	0.13%	-0.8%
Phillips	0.72	0.69	5.6%	3,484	3,550	-1.9%	0.12%	0.12%	-2.6%
Pottawatomie	1.42	1.50	-5.4%	36,633	37,123	-1.3%	1.25%	1.28%	-2.0%
Pratt	1.24	1.28	-2.8%	11,389	11,645	-2.2%	0.39%	0.40%	-2.9%
Rawlins	0.57	0.60	-3.8%	1,459	1,494	-2.3%	0.05%	0.05%	-3.0%
Reno	0.99	0.99	0.2%	58,988	59,291	-0.5%	2.02%	2.04%	-1.2%
Republic	0.67	0.73	-7.3%	3,137	3,291	-4.7%	0.11%	0.11%	-5.4%
Rice	0.68	0.68	0.1%	6,420	6,392	0.4%	0.22%	0.22%	-0.3%
Riley	0.75	0.74	2.1%	54,395	54,008	0.7%	1.86%	1.86%	0.0%
Rooks	0.79	0.75	5.8%	3,707	3,504	5.8%	0.13%	0.12%	5.1%
Rush	0.47	0.49	-4.2%	1,399	1,456	-4.0%	0.05%	0.05%	-4.6%
Russell	0.75	0.71	5.8%	5,002	4,798	4.3%	0.17%	0.17%	3.5%
Saline	1.36	1.36	-0.1%	73,375	73,472	-0.1%	2.51%	2.53%	-0.8%
Scott	0.92	1.03	-10.7%	4,700	4,912	-4.3%	0.16%	0.17%	-5.0%
Sedgwick	1.14	1.13	1.2%	597,918	586,649	1.9%	20.45%	20.21%	1.2%
Seward	1.12	1.15	-2.2%	24,383	24,116	1.1%	0.83%	0.83%	0.4%
Shawnee	1.02	1.06	-3.9%	180,732	185,701	-2.7%	6.18%	6.40%	-3.4%
Sheridan	0.88	0.80	9.8%	2,173	2,013	7.9%	0.07%	0.07%	7.2%
Sherman	1.18	1.26	-6.6%	6,942	7,282	-4.7%	0.24%	0.25%	-5.3%
Smith	0.69	0.72	-3.3%	2,476	2,538	-2.4%	0.08%	0.09%	-3.1%
Stafford	0.59	0.57	3.5%	2,399	2,324	3.2%	0.08%	0.08%	2.5%
Stanton	0.57	0.71	-20.3%	1,157	1,399	-17.3%	0.04%	0.05%	-17.9%
Stevens	0.76	0.72	5.7%	4,044	3,893	3.9%	0.14%	0.13%	3.1%
Sumner	0.57	0.57	0.7%	12,733	12,759	-0.2%	0.44%	0.44%	-0.9%
Thomas	1.53	1.51	1.0%	12,046	11,657	3.3%	0.41%	0.40%	2.6%
Trego	0.83	0.88	-6.1%	2,307	2,428	-5.0%	0.08%	0.08%	-5.6%
Wabaunsee	0.40	0.37	7.9%	2,802	2,574	8.8%	0.10%	0.09%	8.1%
Wallace	0.57	0.61	-7.4%	854	940	-9.1%	0.03%	0.03%	-9.8%
Washington	0.56	0.60	-7.0%	3,071	3,253	-5.6%	0.11%	0.11%	-6.3%
Wichita	0.72	0.84	-14.3%	1,494	1,736	-14.0%	0.05%	0.06%	-14.6%
Wilson	0.52	0.55	-6.2%	4,393	4,595	-4.4%	0.15%	0.16%	-5.1%
Woodson	0.58	0.52	11.5%	1,789	1,559	14.8%	0.06%	0.05%	13.9%
Wyandotte	0.96	0.97	-1.4%	160,469	160,968	-0.3%	5.49%	5.54%	-1.0%
Statewide				2,924,291	2,903,475	0.7%			