

# **COUNTY TRADE PULL FACTORS**

## **Annual report for fiscal year 2014**

**(July 2013 – June 2014)**

Kansas Department of Revenue  
Office of Policy and Research  
Issued December 2014

## Introduction

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2014, which represents the period July 1, 2013 through June 30, 2014. 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](http://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)

Thirty counties have a positive pull factor measure of 1.0 or greater, one more than in fiscal year 2013. The county with the highest trade pull factor is Barber County with a CTPF of 1.76. Comanche County has the 2nd highest pull factor of 1.71. Ness County has the 3<sup>rd</sup> highest pull factor of 1.70, with the top 5 rounded out by Ellis and Thomas County having pull factors of 1.63 and 1.59 respectively.

The remaining 25 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 20% of the population and 25% of the retail trade in the state, ranks 13<sup>th</sup> 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 6 counties with a trade factor of 0.40 or less, the same 6 counties as in fiscal year 2013 less 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, although both Neosho and Allen Counties CTPF are rising.

#### Trade Area Capture (TAC)

The *Trade Area Capture* of businesses in all 105 Kansas counties is the 2<sup>nd</sup> 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 12,157 customers (calculated by multiplying the county population of 13,124 by their CTPF of 0.93). By comparison, Johnson County has the highest TAC, followed by Sedgwick County. Respectively, their customer bases are 723,500 and 573,959. 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 25.1% 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 2010 to fiscal year 2014. 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 the last two years. The last two years there are more counties with negative changes and it is believed most of these county's negative amounts reflect special projects, such as pipeline or wind farm construction, that greatly increased their measures one year, only to have them significantly decrease in future years. Map 2 highlights the counties with 10% or more change in all three measures during the 5-year period. There was 1 county with positive increases in all three measures of 10% or more vs. 4 in fiscal year 2013. There were 23 counties with decreases in all three measures vs only 17 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 2014 Data Sources**

The data used in this report consists of county population and state sales tax collections. The 2013 county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2014 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](http://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 2014, all but \$7.9 million in sales tax revenue were allocated to counties. Appendix B lists the state sales tax collections for fiscal years 2013 and 2014. 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 2014

County	Adjusted Population CY13 Cert 7/1/2014	FY 14 State Sales Tax Collections	FY 2014 Sales per Capita	FY 2014 Pull Factor	FY 2014 Trade Area Capture	FY 2014 Percent of Market Share	Ks Econ Dev Region
Allen	13,124	\$ 10,569,379	\$ 805.35	0.93	12,157	0.42%	II
Anderson	7,897	\$ 4,323,165	\$ 547.44	0.63	4,973	0.17%	I
Atchison	16,749	\$ 9,042,539	\$ 539.89	0.62	10,401	0.36%	XI
Barber	4,947	\$ 7,575,374	\$ 1,531.31	1.76	8,713	0.30%	V
Barton	27,509	\$ 31,275,301	\$ 1,136.91	1.31	35,973	1.25%	V
Bourbon	14,852	\$ 9,023,541	\$ 607.56	0.70	10,379	0.36%	II
Brown	9,997	\$ 6,605,755	\$ 660.77	0.76	7,598	0.26%	XI
Butler	64,206	\$ 40,928,956	\$ 637.46	0.73	47,077	1.63%	IV
Chase	2,700	\$ 1,014,095	\$ 375.59	0.43	1,166	0.04%	III
Chautauqua	3,552	\$ 1,620,285	\$ 456.16	0.52	1,864	0.06%	IV
Cherokee	20,978	\$ 7,033,900	\$ 335.30	0.39	8,090	0.28%	II
Cheyenne	2,694	\$ 1,471,470	\$ 546.20	0.63	1,692	0.06%	VIII
Clark	2,193	\$ 1,273,430	\$ 580.68	0.67	1,465	0.05%	VI
Clay	8,406	\$ 5,076,677	\$ 603.93	0.69	5,839	0.20%	III
Cloud	9,292	\$ 7,736,953	\$ 832.65	0.96	8,899	0.31%	X
Coffey	8,412	\$ 6,636,795	\$ 788.97	0.91	7,634	0.26%	I
Comanche	1,955	\$ 2,901,787	\$ 1,484.29	1.71	3,338	0.12%	V
Cowley	35,444	\$ 22,401,302	\$ 632.02	0.73	25,766	0.89%	IV
Crawford	39,278	\$ 25,660,285	\$ 653.30	0.75	29,515	1.02%	II
Decatur	2,930	\$ 1,531,583	\$ 522.72	0.60	1,762	0.06%	VIII
Dickinson	19,609	\$ 11,471,309	\$ 585.00	0.67	13,194	0.46%	III
Doniphan	7,851	\$ 2,620,047	\$ 333.72	0.38	3,014	0.10%	XI
Douglas	114,322	\$ 88,574,450	\$ 774.78	0.89	101,879	3.54%	I
Edwards	2,945	\$ 1,383,315	\$ 469.72	0.54	1,591	0.06%	V
Elk	2,655	\$ 1,114,901	\$ 419.92	0.48	1,282	0.04%	IV
Ellis	29,061	\$ 41,262,474	\$ 1,419.86	1.63	47,460	1.65%	IX
Ellsworth	5,500	\$ 3,703,052	\$ 673.28	0.77	4,259	0.15%	X
Finney	37,098	\$ 43,669,923	\$ 1,177.15	1.35	50,229	1.74%	VII
Ford	34,819	\$ 31,335,267	\$ 899.95	1.04	36,042	1.25%	VI
Franklin	25,740	\$ 16,242,332	\$ 631.02	0.73	18,682	0.65%	I
Geary	37,384	\$ 25,930,925	\$ 693.64	0.80	29,826	1.04%	III
Gove	2,769	\$ 2,872,704	\$ 1,037.45	1.19	3,304	0.11%	IX
Graham	2,593	\$ 2,750,591	\$ 1,060.78	1.22	3,164	0.11%	IX
Grant	7,950	\$ 6,569,589	\$ 826.36	0.95	7,556	0.26%	VII
Gray	6,009	\$ 3,266,872	\$ 543.66	0.63	3,758	0.13%	VI
Greeley	1,290	\$ 842,511	\$ 653.11	0.75	969	0.03%	VII
Greenwood	6,424	\$ 3,022,009	\$ 470.42	0.54	3,476	0.12%	IV
Hamilton	2,609	\$ 1,606,893	\$ 615.90	0.71	1,848	0.06%	VII
Harper	5,860	\$ 7,323,729	\$ 1,249.78	1.44	8,424	0.29%	V
Harvey	34,741	\$ 22,396,948	\$ 644.68	0.74	25,761	0.89%	IV
Haskell	4,141	\$ 3,476,158	\$ 839.45	0.97	3,998	0.14%	VII
Hodgeman	1,950	\$ 962,659	\$ 493.67	0.57	1,107	0.04%	VI
Jackson	13,366	\$ 5,886,564	\$ 440.41	0.51	6,771	0.23%	XI
Jefferson	18,813	\$ 5,618,465	\$ 298.65	0.34	6,462	0.22%	I
Jewell	3,046	\$ 1,194,574	\$ 392.18	0.45	1,374	0.05%	X
Johnson	566,933	\$ 629,017,221	\$ 1,109.51	1.28	723,500	25.11%	I
Kearny	3,923	\$ 1,844,233	\$ 470.11	0.54	2,121	0.07%	VII
Kingman	7,844	\$ 4,926,401	\$ 628.05	0.72	5,666	0.20%	V
Kiowa	2,523	\$ 2,775,195	\$ 1,099.96	1.27	3,192	0.11%	V
Labette	20,916	\$ 11,929,895	\$ 570.37	0.66	13,722	0.48%	II
Lane	1,720	\$ 1,553,693	\$ 903.31	1.04	1,787	0.06%	VII
Leavenworth	73,075	\$ 34,580,911	\$ 473.22	0.54	39,775	1.38%	I
Lincoln	3,147	\$ 1,605,718	\$ 510.24	0.59	1,847	0.06%	X
Linn	9,516	\$ 5,396,120	\$ 567.06	0.65	6,207	0.22%	I
Logan	2,798	\$ 3,286,477	\$ 1,174.58	1.35	3,780	0.13%	VIII
Lyon	33,510	\$ 25,308,359	\$ 755.25	0.87	29,110	1.01%	III
Marion	12,219	\$ 5,332,847	\$ 436.44	0.50	6,134	0.21%	III
Marshall	10,002	\$ 7,765,676	\$ 776.41	0.89	8,932	0.31%	XI

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McPherson	29,569	\$ 26,505,209	\$ 896.39	1.03	30,486	1.06%	IV
Meade	4,343	\$ 2,522,825	\$ 580.89	0.67	2,902	0.10%	VI
Miami	32,835	\$ 18,226,897	\$ 555.11	0.64	20,965	0.73%	I
Mitchell	6,378	\$ 5,689,300	\$ 892.02	1.03	6,544	0.23%	X
Montgomery	34,292	\$ 25,164,197	\$ 733.82	0.84	28,944	1.00%	II
Morris	5,741	\$ 2,882,171	\$ 502.03	0.58	3,315	0.12%	III
Morton	3,143	\$ 2,212,861	\$ 704.06	0.81	2,545	0.09%	VII
Nemaha	10,161	\$ 7,007,430	\$ 689.64	0.79	8,060	0.28%	XI
Neosho	16,430	\$ 12,054,336	\$ 733.68	0.84	13,865	0.48%	II
Ness	3,073	\$ 4,533,924	\$ 1,475.41	1.70	5,215	0.18%	VI
Norton	4,790	\$ 3,556,695	\$ 742.52	0.85	4,091	0.14%	IX
Osage	16,142	\$ 5,141,336	\$ 318.51	0.37	5,914	0.21%	I
Osborne	3,818	\$ 2,707,752	\$ 709.21	0.82	3,114	0.11%	IX
Ottawa	6,042	\$ 2,061,519	\$ 341.20	0.39	2,371	0.08%	X
Pawnee	6,535	\$ 3,871,577	\$ 592.44	0.68	4,453	0.15%	V
Phillips	5,540	\$ 3,502,247	\$ 632.17	0.73	4,028	0.14%	IX
Pottawatomie	22,691	\$ 27,867,022	\$ 1,228.11	1.41	32,053	1.11%	III
Pratt	9,878	\$ 11,595,956	\$ 1,173.92	1.35	13,338	0.46%	V
Rawlins	2,589	\$ 1,682,702	\$ 649.94	0.75	1,935	0.07%	VIII
Reno	62,325	\$ 56,285,980	\$ 903.10	1.04	64,741	2.25%	IV
Republic	4,820	\$ 3,029,282	\$ 628.48	0.72	3,484	0.12%	X
Rice	10,011	\$ 5,826,822	\$ 582.04	0.67	6,702	0.23%	IV
Riley	75,394	\$ 50,721,113	\$ 672.75	0.77	58,340	2.02%	III
Rooks	5,190	\$ 5,046,006	\$ 972.26	1.12	5,804	0.20%	IX
Rush	3,186	\$ 1,556,791	\$ 488.64	0.56	1,791	0.06%	V
Russell	6,933	\$ 5,654,984	\$ 815.66	0.94	6,504	0.23%	IX
Saline	55,740	\$ 63,733,137	\$ 1,143.40	1.32	73,306	2.54%	X
Scott	5,035	\$ 4,704,919	\$ 934.44	1.07	5,412	0.19%	VII
Sedgwick	505,415	\$ 499,004,827	\$ 987.32	1.14	573,959	19.92%	IV
Seward	23,390	\$ 24,675,073	\$ 1,054.94	1.21	28,381	0.98%	VII
Shawnee	178,103	\$ 160,238,672	\$ 899.70	1.03	184,308	6.40%	I
Sheridan	2,553	\$ 2,016,239	\$ 789.75	0.91	2,319	0.08%	VIII
Sherman	6,115	\$ 6,585,332	\$ 1,076.91	1.24	7,574	0.26%	VIII
Smith	3,706	\$ 2,248,866	\$ 606.82	0.70	2,587	0.09%	IX
Stafford	4,359	\$ 2,520,636	\$ 578.26	0.67	2,899	0.10%	V
Stanton	2,194	\$ 1,258,621	\$ 573.67	0.66	1,448	0.05%	VII
Stevens	5,816	\$ 5,345,519	\$ 919.11	1.06	6,148	0.21%	VII
Sumner	23,591	\$ 12,557,307	\$ 532.29	0.61	14,444	0.50%	V
Thomas	7,948	\$ 10,985,997	\$ 1,382.23	1.59	12,636	0.44%	VIII
Trego	2,980	\$ 2,776,024	\$ 931.55	1.07	3,193	0.11%	IX
Wabaunsee	7,051	\$ 1,974,572	\$ 280.04	0.32	2,271	0.08%	III
Wallace	1,569	\$ 1,366,629	\$ 871.02	1.00	1,572	0.05%	VIII
Washington	5,629	\$ 2,574,374	\$ 457.34	0.53	2,961	0.10%	XI
Wichita	2,192	\$ 1,617,487	\$ 737.90	0.85	1,860	0.06%	VII
Wilson	9,105	\$ 4,493,200	\$ 493.49	0.57	5,168	0.18%	II
Woodson	3,221	\$ 1,542,498	\$ 478.89	0.55	1,774	0.06%	II
Wyandotte	160,384	\$ 122,150,636	\$ 761.61	0.88	140,499	4.88%	I
	2,881,731	\$ 2,461,836,162	\$ 75,908.48	1.00	2,881,731	100%	

Table 2  
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Barber	4,947	\$ 7,575,374	\$ 1,531.31	1.76	8,713	0.30%	V
Comanche	1,955	\$ 2,901,787	\$ 1,484.29	1.71	3,338	0.12%	V
Ness	3,073	\$ 4,533,924	\$ 1,475.41	1.70	5,215	0.18%	VI
Ellis	29,061	\$ 41,262,474	\$ 1,419.86	1.63	47,460	1.65%	IX
Thomas	7,948	\$ 10,985,997	\$ 1,382.23	1.59	12,636	0.44%	VIII
Harper	5,860	\$ 7,323,729	\$ 1,249.78	1.44	8,424	0.29%	V
Pottawatomie	22,691	\$ 27,867,022	\$ 1,228.11	1.41	32,053	1.11%	III
Finney	37,098	\$ 43,669,923	\$ 1,177.15	1.35	50,229	1.74%	VII
Logan	2,798	\$ 3,286,477	\$ 1,174.58	1.35	3,780	0.13%	VIII
Pratt	9,878	\$ 11,595,956	\$ 1,173.92	1.35	13,338	0.46%	V
Saline	55,740	\$ 63,733,137	\$ 1,143.40	1.32	73,306	2.54%	X
Barton	27,509	\$ 31,275,301	\$ 1,136.91	1.31	35,973	1.25%	V
Johnson	566,933	\$ 629,017,221	\$ 1,109.51	1.28	723,500	25.11%	I
Kiowa	2,523	\$ 2,775,195	\$ 1,099.96	1.27	3,192	0.11%	V
Sherman	6,115	\$ 6,585,332	\$ 1,076.91	1.24	7,574	0.26%	VIII
Graham	2,593	\$ 2,750,591	\$ 1,060.78	1.22	3,164	0.11%	IX
Seward	23,390	\$ 24,675,073	\$ 1,054.94	1.21	28,381	0.98%	VII
Gove	2,769	\$ 2,872,704	\$ 1,037.45	1.19	3,304	0.11%	IX
Sedgwick	505,415	\$ 499,004,827	\$ 987.32	1.14	573,959	19.92%	IV
Rooks	5,190	\$ 5,046,006	\$ 972.26	1.12	5,804	0.20%	IX
Scott	5,035	\$ 4,704,919	\$ 934.44	1.07	5,412	0.19%	VII
Trego	2,980	\$ 2,776,024	\$ 931.55	1.07	3,193	0.11%	IX
Stevens	5,816	\$ 5,345,519	\$ 919.11	1.06	6,148	0.21%	VII
Lane	1,720	\$ 1,553,693	\$ 903.31	1.04	1,787	0.06%	VII
Reno	62,325	\$ 56,285,980	\$ 903.10	1.04	64,741	2.25%	IV
Ford	34,819	\$ 31,335,267	\$ 899.95	1.04	36,042	1.25%	VI
Shawnee	178,103	\$ 160,238,672	\$ 899.70	1.03	184,308	6.40%	I
McPherson	29,569	\$ 26,505,209	\$ 896.39	1.03	30,486	1.06%	IV
Mitchell	6,378	\$ 5,689,300	\$ 892.02	1.03	6,544	0.23%	X
Wallace	1,569	\$ 1,366,629	\$ 871.02	1.00	1,572	0.05%	VIII
Haskell	4,141	\$ 3,476,158	\$ 839.45	0.97	3,998	0.14%	VII
Cloud	9,292	\$ 7,736,953	\$ 832.65	0.96	8,899	0.31%	X
Grant	7,950	\$ 6,569,589	\$ 826.36	0.95	7,556	0.26%	VII
Russell	6,933	\$ 5,654,984	\$ 815.66	0.94	6,504	0.23%	IX
Allen	13,124	\$ 10,569,379	\$ 805.35	0.93	12,157	0.42%	II
Sheridan	2,553	\$ 2,016,239	\$ 789.75	0.91	2,319	0.08%	VIII
Coffey	8,412	\$ 6,636,795	\$ 788.97	0.91	7,634	0.26%	I
Marshall	10,002	\$ 7,765,676	\$ 776.41	0.89	8,932	0.31%	XI
Douglas	114,322	\$ 88,574,450	\$ 774.78	0.89	101,879	3.54%	I
Wyandotte	160,384	\$ 122,150,636	\$ 761.61	0.88	140,499	4.88%	I
Lyon	33,510	\$ 25,308,359	\$ 755.25	0.87	29,110	1.01%	III
Norton	4,790	\$ 3,556,695	\$ 742.52	0.85	4,091	0.14%	IX
Wichita	2,192	\$ 1,617,487	\$ 737.90	0.85	1,860	0.06%	VII
Montgomery	34,292	\$ 25,164,197	\$ 733.82	0.84	28,944	1.00%	II
Neosho	16,430	\$ 12,054,336	\$ 733.68	0.84	13,865	0.48%	II
Osborne	3,818	\$ 2,707,752	\$ 709.21	0.82	3,114	0.11%	IX
Morton	3,143	\$ 2,212,861	\$ 704.06	0.81	2,545	0.09%	VII
Geary	37,384	\$ 25,930,925	\$ 693.64	0.80	29,826	1.04%	III
Nemaha	10,161	\$ 7,007,430	\$ 689.64	0.79	8,060	0.28%	XI
Ellsworth	5,500	\$ 3,703,052	\$ 673.28	0.77	4,259	0.15%	X
Riley	75,394	\$ 50,721,113	\$ 672.75	0.77	58,340	2.02%	III
Brown	9,997	\$ 6,605,755	\$ 660.77	0.76	7,598	0.26%	XI
Crawford	39,278	\$ 25,660,285	\$ 653.30	0.75	29,515	1.02%	II
Greeley	1,290	\$ 842,511	\$ 653.11	0.75	969	0.03%	VII
Rawlins	2,589	\$ 1,682,702	\$ 649.94	0.75	1,935	0.07%	VIII
Harvey	34,741	\$ 22,396,948	\$ 644.68	0.74	25,761	0.89%	IV
Butler	64,206	\$ 40,928,956	\$ 637.46	0.73	47,077	1.63%	IV
Phillips	5,540	\$ 3,502,247	\$ 632.17	0.73	4,028	0.14%	IX

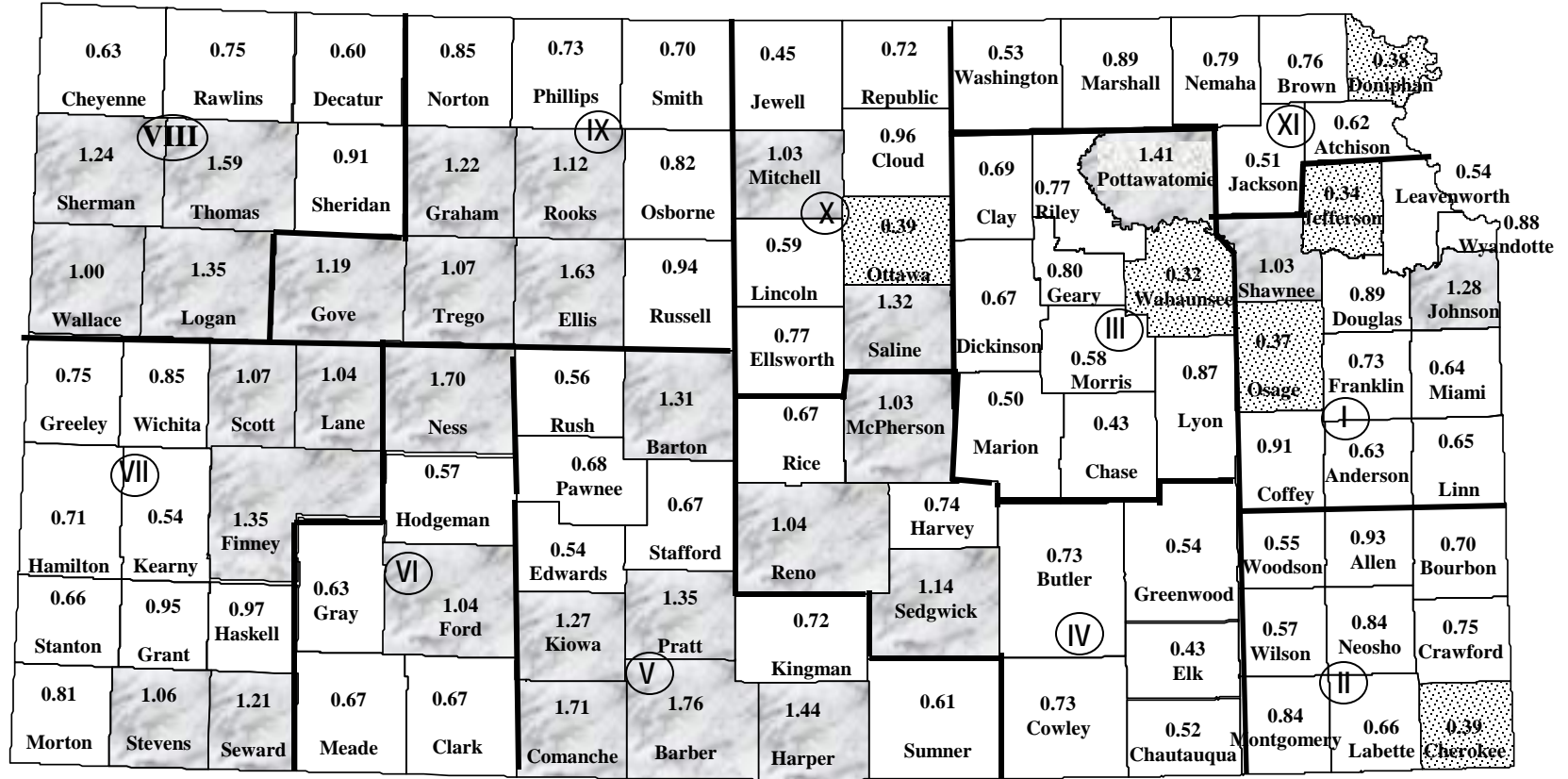


Table 2  
County Trade Pull Factors, Trade Area Capture, Market Share  
Fiscal Year 2014

County	Adjusted Population CY13 Cert 7/1/2014	FY 14 State Sales Tax Collections	FY 2014 Sales per Capita	FY 2014 Pull Factor	FY 2014 Trade Area Capture	FY 2014 Percent of Market Share	Ks Econ Dev Region
Cowley	35,444	\$ 22,401,302	\$ 632.02	0.73	25,766	0.89%	IV
Franklin	25,740	\$ 16,242,332	\$ 631.02	0.73	18,682	0.65%	I
Republic	4,820	\$ 3,029,282	\$ 628.48	0.72	3,484	0.12%	X
Kingman	7,844	\$ 4,926,401	\$ 628.05	0.72	5,666	0.20%	V
Hamilton	2,609	\$ 1,606,893	\$ 615.90	0.71	1,848	0.06%	VII
Bourbon	14,852	\$ 9,023,541	\$ 607.56	0.70	10,379	0.36%	II
Smith	3,706	\$ 2,248,866	\$ 606.82	0.70	2,587	0.09%	IX
Clay	8,406	\$ 5,076,677	\$ 603.93	0.69	5,839	0.20%	III
Pawnee	6,535	\$ 3,871,577	\$ 592.44	0.68	4,453	0.15%	V
Dickinson	19,609	\$ 11,471,309	\$ 585.00	0.67	13,194	0.46%	III
Rice	10,011	\$ 5,826,822	\$ 582.04	0.67	6,702	0.23%	IV
Meade	4,343	\$ 2,522,825	\$ 580.89	0.67	2,902	0.10%	VI
Clark	2,193	\$ 1,273,430	\$ 580.68	0.67	1,465	0.05%	VI
Stafford	4,359	\$ 2,520,636	\$ 578.26	0.67	2,899	0.10%	V
Stanton	2,194	\$ 1,258,621	\$ 573.67	0.66	1,448	0.05%	VII
Labette	20,916	\$ 11,929,895	\$ 570.37	0.66	13,722	0.48%	II
Linn	9,516	\$ 5,396,120	\$ 567.06	0.65	6,207	0.22%	I
Miami	32,835	\$ 18,226,897	\$ 555.11	0.64	20,965	0.73%	I
Anderson	7,897	\$ 4,323,165	\$ 547.44	0.63	4,973	0.17%	I
Cheyenne	2,694	\$ 1,471,470	\$ 546.20	0.63	1,692	0.06%	VIII
Gray	6,009	\$ 3,266,872	\$ 543.66	0.63	3,758	0.13%	VI
Atchison	16,749	\$ 9,042,539	\$ 539.89	0.62	10,401	0.36%	XI
Sumner	23,591	\$ 12,557,307	\$ 532.29	0.61	14,444	0.50%	V
Decatur	2,930	\$ 1,531,583	\$ 522.72	0.60	1,762	0.06%	VIII
Lincoln	3,147	\$ 1,605,718	\$ 510.24	0.59	1,847	0.06%	X
Morris	5,741	\$ 2,882,171	\$ 502.03	0.58	3,315	0.12%	III
Hodgeman	1,950	\$ 962,659	\$ 493.67	0.57	1,107	0.04%	VI
Wilson	9,105	\$ 4,493,200	\$ 493.49	0.57	5,168	0.18%	II
Rush	3,186	\$ 1,556,791	\$ 488.64	0.56	1,791	0.06%	V
Woodson	3,221	\$ 1,542,498	\$ 478.89	0.55	1,774	0.06%	II
Leavenworth	73,075	\$ 34,580,911	\$ 473.22	0.54	39,775	1.38%	I
Greenwood	6,424	\$ 3,022,009	\$ 470.42	0.54	3,476	0.12%	IV
Kearny	3,923	\$ 1,844,233	\$ 470.11	0.54	2,121	0.07%	VII
Edwards	2,945	\$ 1,383,315	\$ 469.72	0.54	1,591	0.06%	V
Washington	5,629	\$ 2,574,374	\$ 457.34	0.53	2,961	0.10%	XI
Chautauqua	3,552	\$ 1,620,285	\$ 456.16	0.52	1,864	0.06%	IV
Jackson	13,366	\$ 5,886,564	\$ 440.41	0.51	6,771	0.23%	XI
Marion	12,219	\$ 5,332,847	\$ 436.44	0.50	6,134	0.21%	III
Elk	2,655	\$ 1,114,901	\$ 419.92	0.48	1,282	0.04%	IV
Jewell	3,046	\$ 1,194,574	\$ 392.18	0.45	1,374	0.05%	X
Chase	2,700	\$ 1,014,095	\$ 375.59	0.43	1,166	0.04%	III
Ottawa	6,042	\$ 2,061,519	\$ 341.20	0.39	2,371	0.08%	X
Cherokee	20,978	\$ 7,033,900	\$ 335.30	0.39	8,090	0.28%	II
Doniphan	7,851	\$ 2,620,047	\$ 333.72	0.38	3,014	0.10%	XI
Osage	16,142	\$ 5,141,336	\$ 318.51	0.37	5,914	0.21%	I
Jefferson	18,813	\$ 5,618,465	\$ 298.65	0.34	6,462	0.22%	I
Wabaunsee	7,051	\$ 1,974,572	\$ 280.04	0.32	2,271	0.08%	III
	2,881,731	\$ 2,461,836,162	\$ 75,908.48	1.00	2,881,731	100%	

# Map 1. County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2014

(Details of this map are contained on Table 1)



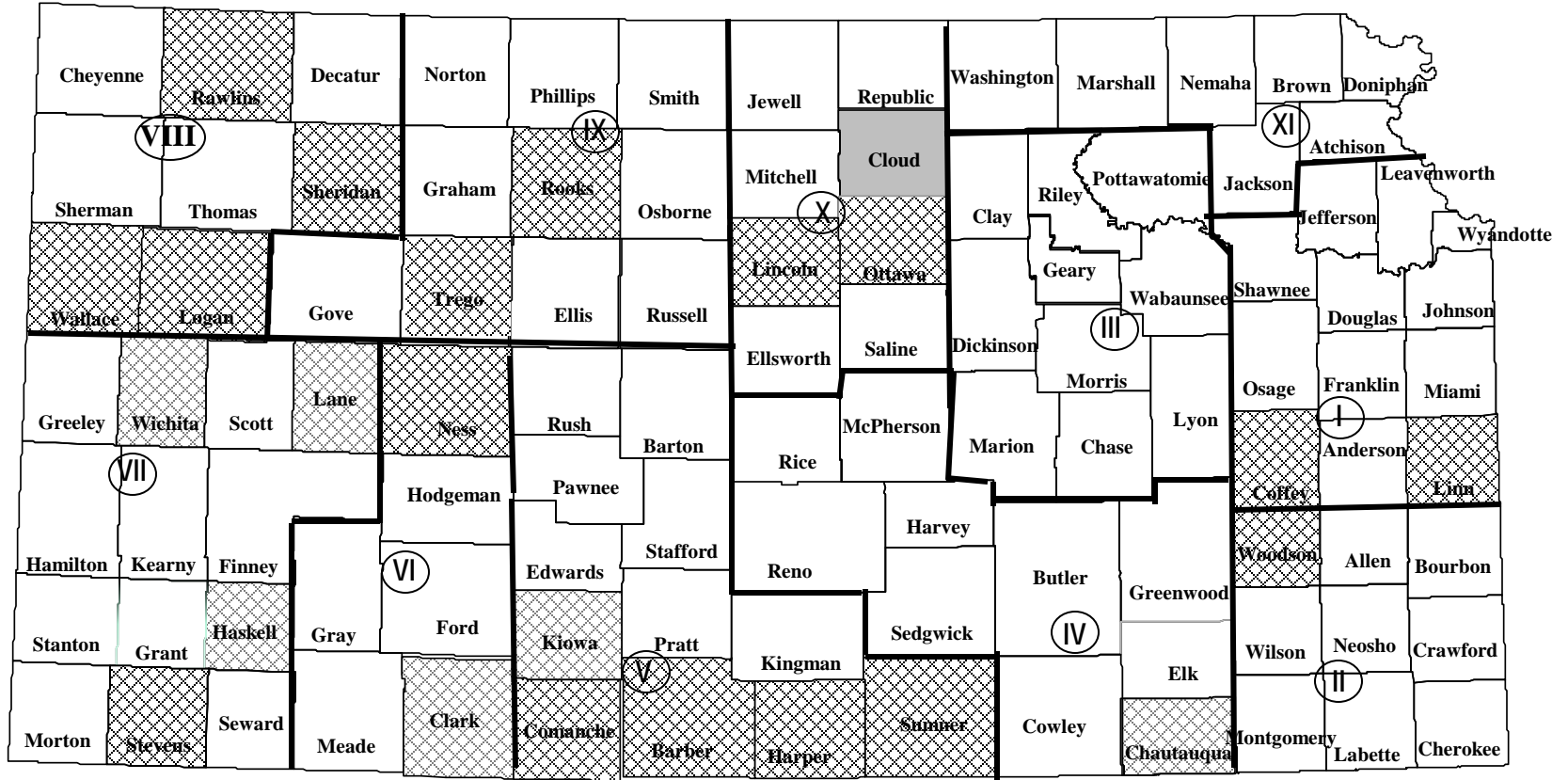
30 counties with CTPF greater than 1.0

6 counties with CTPF of 0.40 or less

## Map 2.

### Changes in All Measures exceeding 10% By Kansas Economic Reporting Regions over 5-Year Period (FY 2010 to FY 2014)

(Details of this map are contained on Table 3)



- 1 county with an increase in measures greater than 10%
- 23 county with a decrease in measures greater than a -10%

Table 3  
Percent Change in Pull Factor, Trade Area Capture and Market Share  
Fiscal Year 2013 to 2014

County	County Trade Pull Factors			Trade Capture Area			Percent of Market Share		
	FY 2014	FY 2013	% change	FY 2014	FY 2013	% change	FY 2014	FY 2013	% change
Allen	0.93	0.83	12.1%	12,157	11,006	10.5%	0.42%	0.38%	10.2%
Anderson	0.63	0.64	-1.9%	4,973	5,080	-2.1%	0.17%	0.18%	-2.4%
Atchison	0.62	0.64	-2.3%	10,401	10,683	-2.6%	0.36%	0.37%	-2.9%
Barber	1.76	1.86	-5.4%	8,713	9,046	-3.7%	0.30%	0.31%	-3.9%
Barton	1.31	1.31	0.1%	35,973	35,986	0.0%	1.25%	1.25%	-0.3%
Bourbon	0.70	0.71	-1.0%	10,379	10,516	-1.3%	0.36%	0.37%	-1.6%
Brown	0.76	0.78	-3.1%	7,598	7,752	-2.0%	0.26%	0.27%	-2.3%
Butler	0.73	0.71	2.6%	47,077	45,936	2.5%	1.63%	1.60%	2.2%
Chase	0.43	0.46	-6.3%	1,166	1,271	-8.2%	0.04%	0.04%	-8.5%
Chautauqua	0.52	0.50	4.4%	1,864	1,795	3.8%	0.06%	0.06%	3.6%
Cherokee	0.39	0.38	0.6%	8,090	8,140	-0.6%	0.28%	0.28%	-0.9%
Cheyenne	0.63	0.65	-2.8%	1,692	1,732	-2.3%	0.06%	0.06%	-2.5%
Clark	0.67	0.64	4.3%	1,465	1,397	4.9%	0.05%	0.05%	4.6%
Clay	0.69	0.71	-1.8%	5,839	6,036	-3.3%	0.20%	0.21%	-3.5%
Cloud	0.96	1.00	-3.9%	8,899	9,366	-5.0%	0.31%	0.33%	-5.3%
Coffey	0.91	0.76	19.3%	7,634	6,466	18.1%	0.26%	0.22%	17.7%
Comanche	1.71	2.29	-25.4%	3,338	4,380	-23.8%	0.12%	0.15%	-24.0%
Cowley	0.73	0.69	5.5%	25,766	24,451	5.4%	0.89%	0.85%	5.1%
Crawford	0.75	0.76	-1.3%	29,515	29,958	-1.5%	1.02%	1.04%	-1.8%
Decatur	0.60	0.55	9.6%	1,762	1,575	11.8%	0.06%	0.05%	11.5%
Dickinson	0.67	0.67	1.0%	13,194	13,166	0.2%	0.46%	0.46%	-0.1%
Doniphan	0.38	0.39	-1.1%	3,014	3,051	-1.2%	0.10%	0.11%	-1.5%
Douglas	0.89	0.91	-2.1%	101,879	102,708	-0.8%	3.54%	3.57%	-1.1%
Edwards	0.54	0.53	2.0%	1,591	1,578	0.8%	0.06%	0.05%	0.6%
Elk	0.48	0.45	7.9%	1,282	1,218	5.3%	0.04%	0.04%	5.0%
Ellis	1.63	1.70	-3.7%	47,460	49,249	-3.6%	1.65%	1.71%	-3.9%
Ellsworth	0.77	0.78	-0.1%	4,259	4,340	-1.8%	0.15%	0.15%	-2.1%
Finney	1.35	1.31	3.5%	50,229	48,679	3.2%	1.74%	1.69%	2.9%
Ford	1.04	1.08	-4.5%	36,042	37,649	-4.3%	1.25%	1.31%	-4.5%
Franklin	0.73	0.72	1.3%	18,682	18,567	0.6%	0.65%	0.65%	0.3%
Geary	0.80	0.81	-1.3%	29,826	30,726	-2.9%	1.04%	1.07%	-3.2%
Gove	1.19	1.26	-5.3%	3,304	3,438	-3.9%	0.11%	0.12%	-4.1%
Graham	1.22	1.23	-0.7%	3,164	3,169	-0.2%	0.11%	0.11%	-0.4%
Grant	0.95	1.00	-4.7%	7,556	7,900	-4.3%	0.26%	0.27%	-4.6%
Gray	0.63	0.75	-16.2%	3,758	4,500	-16.5%	0.13%	0.16%	-16.7%
Greeley	0.75	0.82	-8.7%	969	1,068	-9.2%	0.03%	0.04%	-9.5%
Greenwood	0.54	0.53	1.7%	3,476	3,433	1.2%	0.12%	0.12%	1.0%
Hamilton	0.71	0.74	-4.4%	1,848	1,955	-5.4%	0.06%	0.07%	-5.7%
Harper	1.44	1.41	1.7%	8,424	8,353	0.8%	0.29%	0.29%	0.6%
Harvey	0.74	0.74	0.5%	25,761	25,713	0.2%	0.89%	0.89%	-0.1%
Haskell	0.97	0.82	17.8%	3,998	3,489	14.6%	0.14%	0.12%	14.3%
Hodgeman	0.57	0.74	-23.7%	1,107	1,461	-24.2%	0.04%	0.05%	-24.4%
Jackson	0.51	0.51	-0.2%	6,771	6,824	-0.8%	0.23%	0.24%	-1.1%
Jefferson	0.34	0.34	0.1%	6,462	6,503	-0.6%	0.22%	0.23%	-0.9%
Jewell	0.45	0.43	4.8%	1,374	1,311	4.8%	0.05%	0.05%	4.5%
Johnson	1.28	1.28	0.1%	723,500	713,935	1.3%	25.11%	24.84%	1.1%
Kearny	0.54	0.54	-0.4%	2,121	2,155	-1.5%	0.07%	0.07%	-1.8%
Kingman	0.72	0.76	-5.5%	5,666	6,010	-5.7%	0.20%	0.21%	-6.0%
Kiowa	1.27	1.01	24.9%	3,192	2,529	26.2%	0.11%	0.09%	25.9%
Labette	0.66	0.67	-1.7%	13,722	14,198	-3.4%	0.48%	0.49%	-3.6%
Lane	1.04	0.93	11.4%	1,787	1,589	12.5%	0.06%	0.06%	12.2%
Leavenworth	0.54	0.54	0.3%	39,775	39,384	1.0%	1.38%	1.37%	0.7%
Lincoln	0.59	0.38	52.9%	1,847	1,218	51.6%	0.06%	0.04%	51.2%
Linn	0.65	0.52	25.9%	6,207	4,889	26.9%	0.22%	0.17%	26.6%
Logan	1.35	1.13	19.2%	3,780	3,155	19.8%	0.13%	0.11%	19.5%

Table 3  
Percent Change in Pull Factor, Trade Area Capture and Market Share  
Fiscal Year 2013 to 2014

County	FY 2014	FY 2013	% change	FY 2014	FY 2013	% change	FY 2014	FY 2013	% change
Allen	0.93	0.83	12.1%	12,157	11,006	10.5%	0.42%	0.38%	10.2%
Lyon	0.87	0.85	1.7%	29,110	28,824	1.0%	1.01%	1.00%	0.7%
Marion	0.50	0.49	1.5%	6,134	6,110	0.4%	0.21%	0.21%	0.1%
Marshall	0.89	0.90	-0.6%	8,932	9,005	-0.8%	0.31%	0.31%	-1.1%
McPherson	1.03	0.98	5.7%	30,486	28,623	6.5%	1.06%	1.00%	6.2%
Meade	0.67	0.66	1.5%	2,902	2,895	0.2%	0.10%	0.10%	0.0%
Miami	0.64	0.63	1.1%	20,965	20,589	1.8%	0.73%	0.72%	1.5%
Mitchell	1.03	1.02	0.3%	6,544	6,498	0.7%	0.23%	0.23%	0.4%
Montgomery	0.84	0.81	4.4%	28,944	27,864	3.9%	1.00%	0.97%	3.6%
Morris	0.58	0.59	-1.4%	3,315	3,429	-3.3%	0.12%	0.12%	-3.6%
Morton	0.81	0.79	3.1%	2,545	2,490	2.2%	0.09%	0.09%	2.0%
Nemaha	0.79	0.80	-1.2%	8,060	8,138	-1.0%	0.28%	0.28%	-1.2%
Neosho	0.84	0.88	-4.4%	13,865	14,488	-4.3%	0.48%	0.50%	-4.6%
Ness	1.70	1.90	-10.6%	5,215	5,827	-10.5%	0.18%	0.20%	-10.8%
Norton	0.85	0.90	-4.7%	4,091	4,290	-4.6%	0.14%	0.15%	-4.9%
Osage	0.37	0.35	3.8%	5,914	5,700	3.8%	0.21%	0.20%	3.5%
Osborne	0.82	0.81	0.1%	3,114	3,102	0.4%	0.11%	0.11%	0.1%
Ottawa	0.39	0.33	20.6%	2,371	1,976	20.0%	0.08%	0.07%	19.7%
Pawnee	0.68	0.69	-1.1%	4,453	4,475	-0.5%	0.15%	0.16%	-0.8%
Phillips	0.73	0.76	-4.9%	4,028	4,219	-4.5%	0.14%	0.15%	-4.8%
Pottawatomie	1.41	1.43	-1.5%	32,053	31,993	0.2%	1.11%	1.11%	-0.1%
Pratt	1.35	1.36	-1.0%	13,338	13,265	0.5%	0.46%	0.46%	0.3%
Rawlins	0.75	0.71	5.7%	1,935	1,810	6.9%	0.07%	0.06%	6.6%
Reno	1.04	1.02	2.3%	64,741	63,585	1.8%	2.25%	2.21%	1.5%
Republic	0.72	0.70	3.4%	3,484	3,396	2.6%	0.12%	0.12%	2.3%
Rice	0.67	0.75	-11.0%	6,702	7,515	-10.8%	0.23%	0.26%	-11.1%
Riley	0.77	0.79	-1.8%	58,340	59,504	-2.0%	2.02%	2.07%	-2.2%
Rooks	1.12	1.04	8.0%	5,804	5,406	7.4%	0.20%	0.19%	7.1%
Rush	0.56	0.54	4.2%	1,791	1,737	3.1%	0.06%	0.06%	2.8%
Russell	0.94	0.96	-2.5%	6,504	6,683	-2.7%	0.23%	0.23%	-2.9%
Saline	1.32	1.30	0.9%	73,306	72,992	0.4%	2.54%	2.54%	0.2%
Scott	1.07	1.09	-1.4%	5,412	5,384	0.5%	0.19%	0.19%	0.2%
Sedgwick	1.14	1.13	0.3%	573,959	570,332	0.6%	19.92%	19.85%	0.4%
Seward	1.21	1.19	1.6%	28,381	28,124	0.9%	0.98%	0.98%	0.6%
Shawnee	1.03	1.04	-0.6%	184,308	185,657	-0.7%	6.40%	6.46%	-1.0%
Sheridan	0.91	1.02	-11.0%	2,319	2,591	-10.5%	0.08%	0.09%	-10.7%
Sherman	1.24	1.28	-3.1%	7,574	7,816	-3.1%	0.26%	0.27%	-3.4%
Smith	0.70	0.79	-12.0%	2,587	2,988	-13.4%	0.09%	0.10%	-13.7%
Stafford	0.67	0.63	6.3%	2,899	2,727	6.3%	0.10%	0.09%	6.0%
Stanton	0.66	0.75	-12.3%	1,448	1,637	-11.6%	0.05%	0.06%	-11.8%
Stevens	1.06	0.98	7.5%	6,148	5,660	8.6%	0.21%	0.20%	8.3%
Sumner	0.61	0.61	0.7%	14,444	14,391	0.4%	0.50%	0.50%	0.1%
Thomas	1.59	1.63	-2.5%	12,636	12,952	-2.4%	0.44%	0.45%	-2.7%
Trego	1.07	1.06	1.0%	3,193	3,168	0.8%	0.11%	0.11%	0.5%
Wabaunsee	0.32	0.32	1.4%	2,271	2,235	1.6%	0.08%	0.08%	1.3%
Wallace	1.00	0.65	53.4%	1,572	991	58.6%	0.05%	0.03%	58.2%
Washington	0.53	0.52	0.4%	2,961	3,015	-1.8%	0.10%	0.10%	-2.1%
Wichita	0.85	0.84	0.5%	1,860	1,905	-2.3%	0.06%	0.07%	-2.6%
Wilson	0.57	0.56	2.2%	5,168	5,059	2.2%	0.18%	0.18%	1.9%
Woodson	0.55	0.54	1.1%	1,774	1,786	-0.6%	0.06%	0.06%	-0.9%
Wyandotte	0.88	0.92	-5.3%	140,499	147,190	-4.5%	4.88%	5.12%	-4.8%
				2,881,731	2,873,716	0.3%	100	100	0.0%

Table 4  
Percent Change in Measures over 5-year Period  
Fiscal Year 2010 - 2014

County	County Trade Pull Factors	Trade Area Capture	Market Share
Allen	-11.2%	-11.9%	-8.4%
Anderson	-8.3%	-10.0%	-6.4%
Atchison	10.2%	5.9%	10.1%
Barber	-32.3%	-38.0%	-35.5%
Barton	-7.6%	-9.2%	-5.6%
Bourbon	0.9%	-0.3%	3.7%
Brown	11.9%	8.8%	13.1%
Butler	-3.0%	-6.0%	-2.3%
Chase	5.4%	4.9%	9.0%
Chautauqua	-18.5%	-17.6%	-14.3%
Cherokee	1.6%	0.8%	4.7%
Cheyenne	-1.3%	-3.1%	0.8%
Clark	-12.6%	-18.9%	-15.7%
Clay	-2.8%	-1.3%	2.6%
Cloud	17.3%	12.5%	17.0%
Coffey	-25.0%	-25.9%	-23.0%
Comanche	-50.3%	-54.2%	-52.4%
Cowley	7.5%	-1.2%	2.7%
Crawford	3.8%	0.9%	4.9%
Decatur	-6.3%	-12.6%	-9.1%
Dickinson	12.0%	6.7%	10.9%
Doniphan	7.7%	3.3%	7.4%
Douglas	-3.4%	-2.2%	1.7%
Edwards	-4.0%	-1.9%	2.0%
Elk	-17.2%	-9.1%	-5.5%
Ellis	-4.2%	-9.6%	-6.1%
Ellsworth	-6.6%	-12.9%	-9.5%
Finney	-19.7%	-9.4%	-5.9%
Ford	1.6%	-3.1%	0.7%
Franklin	-3.9%	-2.4%	1.4%
Geary	25.1%	5.4%	9.6%
Gove	1.6%	-11.0%	-7.5%
Graham	-5.9%	-13.2%	-9.8%
Grant	8.1%	-1.0%	2.9%
Gray	-6.8%	-9.0%	-5.4%
Greeley	-7.7%	-13.7%	-10.3%
Greenwood	-6.7%	-5.5%	-1.8%
Hamilton	-10.0%	-11.0%	-7.4%
Harper	-40.9%	-44.5%	-42.3%
Harvey	5.2%	1.3%	5.3%
Haskell	-16.4%	-19.9%	-16.7%
Hodgeman	-9.7%	-13.3%	-9.9%
Jackson	5.1%	3.8%	7.9%
Jefferson	2.7%	-2.0%	1.9%
Jewell	-9.2%	-10.0%	-6.5%
Johnson	0.4%	-4.5%	-0.7%
Kearny	-13.1%	-8.7%	-5.1%
Kingman	-2.1%	-8.0%	-4.3%
Kiowa	-21.9%	-30.0%	-27.2%
Labette	7.9%	9.3%	13.6%
Lane	-21.0%	-21.0%	-17.9%
Leavenworth	4.2%	-1.7%	2.2%
Lincoln	-23.3%	-25.8%	-22.8%
Linn	-35.6%	-37.6%	-35.1%
Logan	-28.6%	-36.4%	-33.9%
Lyon	1.4%	0.4%	4.4%
Marion	4.6%	-0.3%	3.7%

Table 4  
Percent Change in Measures over 5-year Period  
Fiscal Year 2010 - 2014

County	County Trade Pull Factors	Trade Area Capture	Market Share
Marshall	6.7%	5.5%	9.7%
McPherson	1.6%	-3.1%	0.7%
Meade	-8.4%	-9.5%	-5.9%
Miami	2.7%	-5.1%	-1.3%
Mitchell	-3.4%	-7.6%	-3.9%
Montgomery	0.9%	-0.9%	3.1%
Morris	2.1%	5.2%	9.4%
Morton	0.8%	-4.6%	-0.9%
Nemaha	-3.5%	-9.7%	-6.1%
Neosho	7.3%	2.9%	6.9%
Ness	-14.7%	-23.5%	-20.4%
Norton	-3.5%	-7.0%	-3.3%
Osage	6.1%	4.4%	8.5%
Osborne	-8.9%	-10.8%	-7.3%
Ottawa	-16.3%	-19.6%	-16.4%
Pawnee	13.8%	-3.2%	0.6%
Phillips	5.7%	-2.1%	1.8%
Pottawatomie	5.1%	-8.0%	-4.4%
Pratt	-3.1%	-10.1%	-6.6%
Rawlins	-16.4%	-23.3%	-20.3%
Reno	2.7%	-0.4%	3.5%
Republic	-8.2%	-11.1%	-7.5%
Rice	-3.8%	-4.6%	-0.8%
Riley	7.0%	0.7%	4.6%
Rooks	-15.5%	-22.0%	-18.9%
Rush	-6.0%	-9.9%	-6.3%
Russell	2.4%	-5.1%	-1.3%
Saline	2.2%	-1.6%	2.3%
Scott	-3.7%	-14.4%	-11.0%
Sedgwick	0.3%	-3.4%	0.4%
Seward	-6.3%	-8.7%	-5.1%
Shawnee	7.0%	3.1%	7.2%
Sheridan	-11.8%	-17.4%	-14.1%
Sherman	4.6%	-1.0%	2.9%
Smith	0.0%	-1.5%	2.3%
Stafford	-4.4%	-6.3%	-2.6%
Stanton	3.0%	-3.7%	0.1%
Stevens	-20.0%	-30.3%	-27.5%
Sumner	-12.5%	-14.3%	-10.9%
Thomas	-0.3%	-9.4%	-5.8%
Trego	-11.2%	-16.2%	-12.9%
Wabaunsee	-8.5%	-12.6%	-9.2%
Wallace	-29.9%	-38.2%	-35.7%
Washington	-1.8%	-4.0%	-0.2%
Wichita	-16.4%	-20.5%	-17.4%
Wilson	-3.8%	-1.7%	2.2%
Woodson	-15.7%	-18.2%	-15.0%
Wyandotte	2.5%	-1.6%	2.3%
Total			

Appendix A  
 Kansas Population as of July 1, 2013  
 Certified to the Secretary of State by Division of the Budget on July 1, 2014  
 Adjusted for Institutionalized Population

	<b>Certified July 1, 2014 Total Population</b>	<b>Institutionalized Population</b>	<b>2014 Net Population</b>
Allen County	13,124	-	13,124
Anderson County	7,897	-	7,897
Atchison County	16,749	-	16,749
Barber County	4,947	-	4,947
Barton County	27,509	-	27,509
Bourbon County	14,852	-	14,852
Brown County	9,997	-	9,997
Butler County	65,803	1,597	64,206
Chase County	2,700	-	2,700
Chautauqua County	3,552	-	3,552
Cherokee County	20,978	-	20,978
Cheyenne County	2,694	-	2,694
Clark County	2,193	-	2,193
Clay County	8,406	-	8,406
Cloud County	9,292	-	9,292
Coffey County	8,412	-	8,412
Comanche County	1,955	-	1,955
Cowley County	36,204	760	35,444
Crawford County	39,278	-	39,278
Decatur County	2,930	-	2,930
Dickinson County	19,609	-	19,609
Doniphan County	7,851	-	7,851
Douglas County	114,322	-	114,322
Edwards County	2,945	-	2,945
Elk County	2,655	-	2,655
Ellis County	29,061	-	29,061
Ellsworth County	6,398	898	5,500
Finney County	37,098	-	37,098
Ford County	34,819	-	34,819
Franklin County	25,740	-	25,740
Geary County	37,384	-	37,384
Gove County	2,769	-	2,769
Graham County	2,593	-	2,593
Grant County	7,950	-	7,950
Gray County	6,009	-	6,009
Greeley County	1,290	-	1,290
Greenwood County	6,424	-	6,424
Hamilton County	2,609	-	2,609
Harper County	5,860	-	5,860
Harvey County	34,741	-	34,741
Haskell County	4,141	-	4,141
Hodgeman County	1,950	-	1,950
Jackson County	13,366	-	13,366
Jefferson County	18,813	-	18,813
Jewell County	3,046	-	3,046
Johnson County	566,933	-	566,933
Kearny County	3,923	-	3,923
Kingman County	7,844	-	7,844
Kiowa County	2,523	-	2,523
Labette County	20,916	-	20,916
Lane County	1,720	-	1,720
Leavenworth County	78,185	5,110	73,075
Lincoln County	3,147	-	3,147
Linn County	9,516	-	9,516
Logan County	2,798	-	2,798
Lyon County	33,510	-	33,510
Marion County	12,219	-	12,219



Appendix A  
 Kansas Population as of July 1, 2013  
 Certified to the Secretary of State by Division of the Budget on July 1, 2014  
 Adjusted for Institutionalized Population

	<b>Certified July 1, 2014 Total Population</b>	<b>Institutionalized Population</b>	<b>2014 Net Population</b>
<b>Marshall County</b>	10,002	-	10,002
<b>McPherson County</b>	29,569	-	29,569
<b>Meade County</b>	4,343	-	4,343
<b>Miami County</b>	32,835	-	32,835
<b>Mitchell County</b>	6,378	-	6,378
<b>Montgomery County</b>	34,292	-	34,292
<b>Morris County</b>	5,741	-	5,741
<b>Morton County</b>	3,143	-	3,143
<b>Nemaha County</b>	10,161	-	10,161
<b>Neosho County</b>	16,430	-	16,430
<b>Ness County</b>	3,073	-	3,073
<b>Norton County</b>	5,622	832	4,790
<b>Osage County</b>	16,142	-	16,142
<b>Osborne County</b>	3,818	-	3,818
<b>Ottawa County</b>	6,042	-	6,042
<b>Pawnee County</b>	6,971	436	6,535
<b>Phillips County</b>	5,540	-	5,540
<b>Pottawatomie County</b>	22,691	-	22,691
<b>Pratt County</b>	9,878	-	9,878
<b>Rawlins County</b>	2,589	-	2,589
<b>Reno County</b>	64,190	1,865	62,325
<b>Republic County</b>	4,820	-	4,820
<b>Rice County</b>	10,011	-	10,011
<b>Riley County</b>	75,394	-	75,394
<b>Rooks County</b>	5,190	-	5,190
<b>Rush County</b>	3,186	-	3,186
<b>Russell County</b>	6,933	-	6,933
<b>Saline County</b>	55,740	-	55,740
<b>Scott County</b>	5,035	-	5,035
<b>Sedgwick County</b>	505,415	-	505,415
<b>Seward County</b>	23,390	-	23,390
<b>Shawnee County</b>	178,831	728	178,103
<b>Sheridan County</b>	2,553	-	2,553
<b>Sherman County</b>	6,115	-	6,115
<b>Smith County</b>	3,706	-	3,706
<b>Stafford County</b>	4,359	-	4,359
<b>Stanton County</b>	2,194	-	2,194
<b>Stevens County</b>	5,816	-	5,816
<b>Sumner County</b>	23,591	-	23,591
<b>Thomas County</b>	7,948	-	7,948
<b>Trego County</b>	2,980	-	2,980
<b>Wabaunsee County</b>	7,051	-	7,051
<b>Wallace County</b>	1,569	-	1,569
<b>Washington County</b>	5,629	-	5,629
<b>Wichita County</b>	2,192	-	2,192
<b>Wilson County</b>	9,105	-	9,105
<b>Woodson County</b>	3,221	-	3,221
<b>Wyandotte County</b>	160,384	-	160,384
<i>Statewide</i>	2,893,957	12,226	2,881,731

Appendix B  
 Kansas Department of Revenue  
 Office of Policy and Research  
 State Sales Tax Collections for Fiscal Year 2013 and 2014

	Sales Tax Collections Fiscal Year 2013 (July 12- June 13)	Sales Tax Collections Fiscal Year 2014 (July 13- June 14)	Per Cent Change *
Allen	\$ 9,428,413.75	\$ 10,569,378.99	12.1%
Anderson	\$ 4,351,754.64	\$ 4,323,164.79	-0.7%
Atchison	\$ 9,151,463.04	\$ 9,042,539.30	-1.2%
Barber	\$ 7,749,292.43	\$ 7,575,373.81	-2.2%
Barton	\$ 30,828,638.69	\$ 31,275,300.81	1.4%
Bourbon	\$ 9,008,987.83	\$ 9,023,541.27	0.2%
Brown	\$ 6,641,107.85	\$ 6,605,754.89	-0.5%
Butler	\$ 39,353,036.84	\$ 40,928,956.38	4.0%
Chase	\$ 1,088,773.80	\$ 1,014,095.23	-6.9%
Chautauqua	\$ 1,537,401.80	\$ 1,620,285.07	5.4%
Cherokee	\$ 6,972,925.91	\$ 7,033,900.03	0.9%
Cheyenne	\$ 1,483,575.97	\$ 1,471,469.70	-0.8%
Clark	\$ 1,196,722.84	\$ 1,273,430.23	6.4%
Clay	\$ 5,171,293.71	\$ 5,076,676.70	-1.8%
Cloud	\$ 8,023,969.24	\$ 7,736,953.48	-3.6%
Coffey	\$ 5,538,983.91	\$ 6,636,794.54	19.8%
Comanche	\$ 3,751,826.64	\$ 2,901,787.47	-22.7%
Cowley	\$ 20,946,273.98	\$ 22,401,302.07	6.9%
Crawford	\$ 25,664,564.56	\$ 25,660,284.61	0.0%
Decatur	\$ 1,349,419.99	\$ 1,531,583.14	13.5%
Dickinson	\$ 11,278,731.45	\$ 11,471,309.33	1.7%
Doniphan	\$ 2,613,484.68	\$ 2,620,047.21	0.3%
Douglas	\$ 87,987,209.96	\$ 88,574,449.89	0.7%
Edwards	\$ 1,351,648.93	\$ 1,383,315.12	2.3%
Elk	\$ 1,043,290.87	\$ 1,114,900.57	6.9%
Ellis	\$ 42,190,273.99	\$ 41,262,474.05	-2.2%
Ellsworth	\$ 3,717,537.28	\$ 3,703,052.21	-0.4%
Finney	\$ 41,701,933.88	\$ 43,669,922.55	4.7%
Ford	\$ 32,255,447.77	\$ 31,335,267.42	-2.9%
Franklin	\$ 15,905,999.30	\$ 16,242,331.60	2.1%
Geary	\$ 26,323,897.27	\$ 25,930,925.19	-1.5%
Gove	\$ 2,944,821.43	\$ 2,872,704.41	-2.4%
Graham	\$ 2,714,598.03	\$ 2,750,590.51	1.3%
Grant	\$ 6,771,050.51	\$ 6,569,588.87	-3.0%
Gray	\$ 3,855,003.50	\$ 3,266,872.11	-15.3%
Greeley	\$ 914,543.31	\$ 842,511.14	-7.9%
Greenwood	\$ 2,941,304.46	\$ 3,022,009.44	2.7%
Hamilton	\$ 1,674,538.73	\$ 1,606,893.40	-4.0%
Harper	\$ 7,155,727.61	\$ 7,323,729.15	2.3%
Harvey	\$ 22,027,975.38	\$ 22,396,948.16	1.7%
Haskell	\$ 2,989,119.97	\$ 3,476,157.85	16.3%
Hodgeman	\$ 1,251,203.94	\$ 962,658.76	-23.1%
Jackson	\$ 5,845,605.62	\$ 5,886,564.49	0.7%
Jefferson	\$ 5,571,358.50	\$ 5,618,465.42	0.8%
Jewell	\$ 1,123,172.43	\$ 1,194,573.82	6.4%
Johnson	\$ 611,609,489.74	\$ 629,017,221.04	2.8%
Kearny	\$ 1,845,930.12	\$ 1,844,232.80	-0.1%
Kingman	\$ 5,148,647.62	\$ 4,926,401.28	-4.3%
Kiowa	\$ 2,166,681.88	\$ 2,775,194.97	28.1%
Labette	\$ 12,163,213.32	\$ 11,929,895.44	-1.9%
Lane	\$ 1,360,929.24	\$ 1,553,692.97	14.2%
Leavenworth	\$ 33,739,430.70	\$ 34,580,911.31	2.5%
Lincoln	\$ 1,043,463.54	\$ 1,605,717.54	53.9%
Linn	\$ 4,188,362.39	\$ 5,396,119.82	28.8%
Logan	\$ 2,703,125.68	\$ 3,286,477.04	21.6%

Appendix B  
 Kansas Department of Revenue  
 Office of Policy and Research  
 State Sales Tax Collections for Fiscal Year 2013 and 2014

	Fiscal Year 2013 (July 12- June 13)	Fiscal Year 2014 (July 13- June 14)	Per Cent Change *
Lyon	\$ 24,692,877.38	\$ 25,308,358.86	2.5%
Marion	\$ 5,233,849.34	\$ 5,332,847.21	1.9%
Marshall	\$ 7,714,751.41	\$ 7,765,675.63	0.7%
Mcperson	\$ 24,520,615.41	\$ 26,505,208.60	8.1%
Meade	\$ 2,479,690.29	\$ 2,522,825.18	1.7%
Miami	\$ 17,638,082.30	\$ 18,226,897.30	3.3%
Mitchell	\$ 5,566,400.36	\$ 5,689,299.92	2.2%
Montgomery	\$ 23,870,761.92	\$ 25,164,196.64	5.4%
Morris	\$ 2,937,586.92	\$ 2,882,171.06	-1.9%
Morton	\$ 2,132,736.11	\$ 2,212,861.29	3.8%
Nemaha	\$ 6,971,404.92	\$ 7,007,430.04	0.5%
Neosho	\$ 12,411,654.31	\$ 12,054,335.91	-2.9%
Ness	\$ 4,991,865.85	\$ 4,533,923.63	-9.2%
Norton	\$ 3,675,451.98	\$ 3,556,694.68	-3.2%
Osage	\$ 4,882,731.53	\$ 5,141,335.77	5.3%
Osborne	\$ 2,657,164.75	\$ 2,707,752.42	1.9%
Ottawa	\$ 1,692,942.24	\$ 2,061,518.57	21.8%
Pawnee	\$ 3,833,376.80	\$ 3,871,577.28	1.0%
Phillips	\$ 3,614,046.66	\$ 3,502,246.50	-3.1%
Pottawatomie	\$ 27,407,603.91	\$ 27,867,022.39	1.7%
Pratt	\$ 11,364,197.16	\$ 11,595,956.40	2.0%
Rawlins	\$ 1,550,721.53	\$ 1,682,701.89	8.5%
Reno	\$ 54,471,928.47	\$ 56,285,979.62	3.3%
Republic	\$ 2,909,144.41	\$ 3,029,281.61	4.1%
Rice	\$ 6,438,570.97	\$ 5,826,822.02	-9.5%
Riley	\$ 50,975,591.31	\$ 50,721,112.68	-0.5%
Rooks	\$ 4,631,391.81	\$ 5,046,006.33	9.0%
Rush	\$ 1,487,946.49	\$ 1,556,791.42	4.6%
Russell	\$ 5,725,750.96	\$ 5,654,984.24	-1.2%
Saline	\$ 62,531,751.58	\$ 63,733,137.04	1.9%
Scott	\$ 4,611,906.82	\$ 4,704,919.37	2.0%
Sedgwick	\$ 488,588,858.29	\$ 499,004,707.92	2.1%
Seward	\$ 24,094,774.00	\$ 24,675,072.52	2.4%
Shawnee	\$ 159,047,736.08	\$ 160,238,671.60	0.7%
Sheridan	\$ 2,219,539.91	\$ 2,016,239.47	-9.2%
Sherman	\$ 6,695,743.18	\$ 6,585,332.49	-1.6%
Smith	\$ 2,559,524.89	\$ 2,248,866.39	-12.1%
Stafford	\$ 2,335,954.47	\$ 2,520,636.23	7.9%
Stanton	\$ 1,402,394.41	\$ 1,258,621.08	-10.3%
Stevens	\$ 4,848,403.81	\$ 5,345,518.74	10.3%
Sumner	\$ 12,328,319.52	\$ 12,557,307.48	1.9%
Thomas	\$ 11,095,822.62	\$ 10,985,996.74	-1.0%
Trego	\$ 2,713,873.95	\$ 2,776,023.98	2.3%
Wabaunsee	\$ 1,914,950.23	\$ 1,974,572.19	3.1%
Wallace	\$ 850,023.03	\$ 1,366,628.53	60.8%
Washington	\$ 2,583,270.23	\$ 2,574,373.69	-0.3%
Wichita	\$ 1,632,096.59	\$ 1,617,486.72	-0.9%
Wilson	\$ 4,333,669.01	\$ 4,493,200.05	3.7%
Woodson	\$ 1,529,751.64	\$ 1,542,498.03	0.8%
Wyandotte	\$ 126,093,808.88	\$ 128,412,571.15	1.8%
Not Designated	\$ 7,509,712.79	\$ 7,924,124.91	5.5%
Total	\$ 2,469,359,903.88	\$ 2,519,587,020.80	2.0%

\* The state tax rate changed from 6.3% to 6.15% on July 1, 2013 making per cent change not comparable with FY 2013. Provided for reference only.