

# **COUNTY TRADE PULL FACTORS**

## **Annual report for fiscal year 2007**

**(July 2006 – June 2007)**

Kansas Department of Revenue  
Office of Policy and Research  
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## Introduction

This is the 3rd year for the Kansas Department of Revenue to publish the County Trade Pull Factor report. The Kansas State University's Department of Agricultural Economics prepared prior reports. The report was the effort of David Darling, Ph. D and with his recent retirement, the department assumed the publication of the pull factor report.

The County Trade Pull Factor report provides different measures of retail market data for the 105 Kansas counties for fiscal year 2007, which represents the period July 1, 2006 through June 30, 2007. 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 other community related reports and can be found (or linked) at the Department of Revenue's web site, [www.ksrevenue.org](http://www.ksrevenue.org) or at the Kansas State University's web site, [www.agecon.ksu.edu/ddarling/d2002/dhome.html](http://www.agecon.ksu.edu/ddarling/d2002/dhome.html)

## 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)

Eighteen counties have a positive pull factor measure of 1.0 or greater, compared to 17 counties in fiscal year 2006. The county with the highest trade pull factor is Pottawatomie

County with a CTPF of 1.52. The high pull factor in Pottawatomie County can be attributed to a relatively low population base and the strong retail presence that exists within the county's portion of the city of Manhattan. Ellis County, has the 2nd highest pull factor of 1.51, the increase was due to an increase in state tax collections with the population remaining constant. Thomas County has the 3<sup>rd</sup> highest pull factor of 1.40, with Ness County and Johnson County tied at 4<sup>th</sup> with pull factors of 1.35. Johnson County makes up 19% of the population and 26% of the retail trade in the state of Kansas. As part of the greater Kansas City metropolitan area, it not only attracts shoppers from other Kansas counties but Missouri residents as well.

The remaining 13 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.

There are 12 counties with a trade factor of 0.40 or less (the same as in FY 2006), indicating that the county's residents do more of their shopping outside the county than within. Eight of the counties neighbor a positive CTPF county. Of the remaining 6 counties with a low CTPF, six are border counties and have access to trade centers in a neighboring state. The remaining county, Chase County is situated between Topeka and Wichita and has Lyon County, home of Emporia to its east. Some of the low CTPF counties, such as Jefferson and Wabaunsee, are considered bedroom counties of a neighboring county and the residents in these counties would tend to shop where they work.

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

When the CTPF is reviewed by region, nine of the 11 regions have at least one county with a positive pull factor. Map 1 provides the county trade pull factors for each county. The two regions that do not have at least one county with a positive CTPF are regions XI (northeast) and II (southeast). Neosho County, 2009 in Region II, had a positive pull factor in FY 2009 dropped to 0.99 in FY 2007. The primary reasons 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.

### 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 10,043 customers (calculated by multiplying the county population of 13,488 by their CTPF of 0.75). By comparison, Johnson County has the highest TAC, followed by Sedgwick County. Respectively, their customer bases are 690,098 and 544,052. This is expected since they are the two largest population counties in the state.

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

#### Percent Market Share (MS)

The *Percent Market Share* (MS) measures the percent of the total customer base in Kansas captured by the retail county's retail businesses. The total customer base is calculated by dividing the county's trade area capture by the total TAC for all counties. The MS is presented as a percentage. Thus, Johnson County controls 25.4% of the Kansas market. Sedgwick County controls 20.0%.

## **Changes from prior years**

Table 3 provides the change in the three measures from fiscal year 2006. 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 2003 to fiscal year 2007. 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. Map 2 highlights the counties with 10% or more change in all three measures during the 5-year period. There were 53 counties with positive increases in all three measures of 10% or more, and of these, 42 had increases in excess of 15%. In some instances, these are smaller population counties, and a small increase in sales results in significant increases in the measures. A few of the counties, such as Russell and Comanche, are moving towards becoming trade centers as their pull factors approach a value of 1.0. A growing number of counties with increasing measures are those near a trading center, and those increases may be due to destination sourcing. Likewise, there were 10 counties with decreases in all three measures, although none exceeded a -10% or

more in all three categories. The counties with negative change are mostly trade center counties, which would coincide with the increases being seen in their neighboring counties. This would add credence to the theory that destination sourcing may be influencing the pull factors.

## **Policy Implications**

In 2003 the Kansas Legislature passed a law that placed Kansas in conformity with the Streamlined Sales Tax Agreement. Part of the legislation required Kansas to enforce destination sourcing. Destination sourcing requires retail businesses to collect sales tax based on the place where the customer takes delivery of a purchase. Vehicle purchases are excluded from the sourcing requirement. Prior to the change, only telecommunications and utility sales were taxed in this manner. Full reporting of destination sourcing was not required until January 2005; therefore the impact could not be fully studied until now.

Destination sourcing results in charging the sales tax based on where delivery occurs, and in some industries this affects how sales are recorded. For instance with furniture retailers, if the furniture is delivered to the purchaser's home, the sale is recorded as occurring at the taxing jurisdiction of the purchaser. The primary retailers affected by destination sourcing are those in furniture, home improvement (lumber), household and electronic appliances, and certain repair services.

Destination sourcing affects the county trade pull factors as the measure is based on sales tax collections. 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. The overall impact of destination sourcing on a county's total sales has not been significant, so determining whether a change in county sales tax collections as a direct result of destination sourcing is challenging. If only the statewide increase to individual counties is considered, there are several trade centers with increases less than the statewide gain. In fiscal year 2007, state sales tax collections increased by 3.8%. Counties with a positive CTPF that did not meet or exceed this rate of increase include Barber (3.1%), Johnson (2.0% increase), Shawnee (0.7% increase), Sherman (0.1%), Reno (2.9%), and Saline (3.6%). In contrast, sales tax collections increased well above the statewide percentage in some counties that have low CTPF measures, such as Decatur (13.1%), Gray (10.1%), Jewell (13.0%), Rawlins (10.1%), and Wilson (11.1%). Further study of the sales tax data, the changes in collections, either positive or negative, will be performed to determine if the changes can be directly tied to destination sourcing. For those who rely on CTPF reports, destination sourcing affects the pull factor measure in that the measure may be somewhat less meaningful under the new tax policy. The department continues to monitor the impact of sourcing.

It should also be noted that Geary and Riley County are experiencing significant population changes due to the Fort Riley growth. Much of the population change is not represented in this year's report.

Clark County had significant changes in all three of the measures for fiscal year 2007. This increase is due to a major construction project.

## **FY 2006 Data Sources**

The data used in this report consists of county population and state sales tax collections. The county population estimates are from the U.S. Census Bureau as certified by the Division of the Budget July 1, 2007 and published as the official population reports for the state of Kansas, adjusted to remove the institutionalized population. The institutionalized population does not trade within the retail community, so should not impact the computing of the measures. People in jails, prisons, and nursing homes are part of the institutionalized population. To arrive at the adjusted population data for this report, the 2000 U.S. Census Bureau's institutionalized population has been subtracted from the 2006 population by county data with adjustments made for changes in state and federal prison populations. Appendix A lists the county populations. The Census counts are published on their web site: [www.census.gov](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 2007, all but \$7.1 million in sales tax revenue were allocated to counties compared to \$6.0 million in FY 2006. Appendix B lists the state sales tax collections for fiscal years 2006 and 2007. 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 2007

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	13,488	\$ 6,907,545	\$ 512.13	0.74	10,043	0.37%	II
Anderson	7,933	\$ 3,030,842	\$ 382.05	0.56	4,406	0.16%	I
Atchison	16,432	\$ 7,678,936	\$ 467.32	0.68	11,164	0.41%	XI
Barber	4,909	\$ 3,504,088	\$ 713.81	1.04	5,094	0.19%	V
Barton	27,072	\$ 21,329,178	\$ 787.87	1.15	31,009	1.14%	V
Bourbon	14,745	\$ 6,581,513	\$ 446.36	0.65	9,569	0.35%	II
Brown	10,034	\$ 4,858,351	\$ 484.19	0.70	7,063	0.26%	XI
Butler	61,111	\$ 28,902,711	\$ 472.95	0.69	42,020	1.55%	IV
Chase	2,957	\$ 793,167	\$ 268.23	0.39	1,153	0.04%	III
Chautauqu	3,799	\$ 982,555	\$ 258.64	0.38	1,428	0.05%	IV
Cherokee	21,187	\$ 5,397,445	\$ 254.75	0.37	7,847	0.29%	II
Cheyenne	2,857	\$ 1,003,690	\$ 351.31	0.51	1,459	0.05%	VIII
Clark	2,160	\$ 1,093,015	\$ 506.03	0.74	1,589	0.06%	VI
Clay	8,460	\$ 3,744,802	\$ 442.65	0.64	5,444	0.20%	III
Cloud	9,248	\$ 5,831,524	\$ 630.57	0.92	8,478	0.31%	X
Coffey	8,575	\$ 3,747,266	\$ 437.00	0.64	5,448	0.20%	I
Comanche	1,814	\$ 1,086,220	\$ 598.80	0.87	1,579	0.06%	V
Cowley	33,943	\$ 17,010,117	\$ 501.14	0.73	24,730	0.91%	IV
Crawford	37,361	\$ 20,090,060	\$ 537.73	0.78	29,208	1.07%	II
Decatur	3,000	\$ 1,071,754	\$ 357.25	0.52	1,558	0.06%	VIII
Dickinson	18,992	\$ 9,385,965	\$ 494.21	0.72	13,646	0.50%	III
Doniphan	7,771	\$ 2,046,850	\$ 263.40	0.38	2,976	0.11%	XI
Douglas	111,540	\$ 66,984,615	\$ 600.54	0.87	97,385	3.58%	I
Edwards	3,079	\$ 959,793	\$ 311.72	0.45	1,395	0.05%	V
Elk	2,991	\$ 942,669	\$ 315.17	0.46	1,370	0.05%	IV
Ellis	26,603	\$ 27,660,262	\$ 1,039.74	1.51	40,214	1.48%	IX
Ellsworth	5,331	\$ 2,204,800	\$ 413.58	0.60	3,205	0.12%	X
Finney	38,860	\$ 27,969,582	\$ 719.75	1.05	40,664	1.50%	VII
Ford	33,281	\$ 22,001,029	\$ 661.07	0.96	31,986	1.18%	VI
Franklin	26,198	\$ 12,660,089	\$ 483.25	0.70	18,406	0.68%	I
Geary	23,946	\$ 18,759,710	\$ 783.42	1.14	27,274	1.00%	III
Gove	2,668	\$ 1,683,542	\$ 631.01	0.92	2,448	0.09%	IX
Graham	2,632	\$ 1,835,439	\$ 697.36	1.01	2,668	0.10%	IX
Grant	7,481	\$ 5,453,434	\$ 728.97	1.06	7,928	0.29%	VII
Gray	5,716	\$ 2,025,341	\$ 354.33	0.52	2,945	0.11%	VI
Greeley	1,304	\$ 530,899	\$ 407.13	0.59	772	0.03%	VII
Greenwood	6,904	\$ 2,275,705	\$ 329.62	0.48	3,309	0.12%	IV
Hamilton	2,551	\$ 1,181,871	\$ 463.30	0.67	1,718	0.06%	VII
Harper	5,784	\$ 3,057,744	\$ 528.66	0.77	4,445	0.16%	V
Harvey	32,852	\$ 17,729,526	\$ 539.68	0.78	25,776	0.95%	IV
Haskell	4,136	\$ 2,339,822	\$ 565.72	0.82	3,402	0.13%	VII
Hodgeman	2,036	\$ 543,883	\$ 267.13	0.39	791	0.03%	VI
Jackson	13,286	\$ 5,083,785	\$ 382.64	0.56	7,391	0.27%	XI
Jefferson	18,600	\$ 4,126,958	\$ 221.88	0.32	6,000	0.22%	I
Jewell	3,283	\$ 829,858	\$ 252.77	0.37	1,206	0.04%	X
Johnson	512,956	\$ 474,670,022	\$ 925.36	1.35	690,098	25.39%	I
Kearny	4,424	\$ 1,184,592	\$ 267.76	0.39	1,722	0.06%	VII
Kingman	7,777	\$ 3,466,119	\$ 445.69	0.65	5,039	0.19%	V
Kiowa	2,909	\$ 1,593,527	\$ 547.79	0.80	2,317	0.09%	V

Table 1  
County Trade Pull Factors, Trade Area Capture, Market Share  
Fiscal Year 2007

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
Labette	21,612	\$ 9,828,216	\$ 454.76	0.66	14,289	0.53%	II
Lane	1,774	\$ 803,891	\$ 453.15	0.66	1,169	0.04%	VII
Leavenworth	67,411	\$26,639,255	\$ 395.18	0.57	38,729	1.42%	I
Lincoln	3,320	\$ 921,826	\$ 277.66	0.40	1,340	0.05%	X
Linn	9,853	\$ 2,642,084	\$ 268.15	0.39	3,841	0.14%	I
Logan	2,618	\$ 1,489,158	\$ 568.82	0.83	2,165	0.08%	VIII
Lyon	34,943	\$ 20,496,231	\$ 586.56	0.85	29,798	1.10%	III
Marion	12,429	\$ 3,865,311	\$ 310.99	0.45	5,620	0.21%	III
Marshall	10,116	\$ 5,736,548	\$ 567.08	0.82	8,340	0.31%	XI
McPherson	28,722	\$ 18,523,586	\$ 644.93	0.94	26,930	0.99%	IV
Meade	4,447	\$ 1,556,447	\$ 350.00	0.51	2,263	0.08%	VI
Miami	30,294	\$ 13,894,121	\$ 458.64	0.67	20,200	0.74%	I
Mitchell	6,059	\$ 3,769,111	\$ 622.07	0.90	5,480	0.20%	X
Montgomery	34,135	\$ 22,133,040	\$ 648.40	0.94	32,178	1.18%	II
Morris	5,971	\$ 2,390,462	\$ 400.35	0.58	3,475	0.13%	III
Morton	3,081	\$ 1,690,085	\$ 548.55	0.80	2,457	0.09%	VII
Nemaha	9,920	\$ 4,298,865	\$ 433.35	0.63	6,250	0.23%	XI
Neosho	16,001	\$ 10,906,786	\$ 681.63	0.99	15,857	0.58%	II
Ness	2,870	\$ 2,659,595	\$ 926.69	1.35	3,867	0.14%	VI
Norton	4,783	\$ 2,515,801	\$ 525.99	0.76	3,658	0.13%	IX
Osage	16,739	\$ 4,477,997	\$ 267.52	0.39	6,510	0.24%	I
Osborne	3,865	\$ 1,674,754	\$ 433.31	0.63	2,435	0.09%	IX
Ottawa	5,996	\$ 1,533,445	\$ 255.74	0.37	2,229	0.08%	X
Pawnee	5,867	\$ 2,673,164	\$ 455.63	0.66	3,886	0.14%	V
Phillips	5,301	\$ 2,714,650	\$ 512.10	0.74	3,947	0.15%	IX
Pottawatomie	19,078	\$ 19,984,889	\$ 1,047.54	1.52	29,055	1.07%	III
Pratt	9,292	\$ 8,196,250	\$ 882.08	1.28	11,916	0.44%	V
Rawlins	2,593	\$ 886,269	\$ 341.79	0.50	1,288	0.05%	VIII
Reno	60,859	\$ 42,978,193	\$ 706.19	1.03	62,484	2.30%	IV
Republic	4,893	\$ 1,806,896	\$ 369.28	0.54	2,627	0.10%	X
Rice	10,142	\$ 3,705,067	\$ 365.32	0.53	5,387	0.20%	IV
Riley	62,100	\$ 36,520,988	\$ 588.10	0.86	53,096	1.95%	III
Rooks	5,093	\$ 3,032,413	\$ 595.41	0.87	4,409	0.16%	IX
Rush	3,229	\$ 932,340	\$ 288.74	0.42	1,355	0.05%	V
Russell	6,568	\$ 4,063,087	\$ 618.62	0.90	5,907	0.22%	IX
Saline	53,460	\$ 48,421,370	\$ 905.75	1.32	70,397	2.59%	X
Scott	4,557	\$ 2,587,800	\$ 567.87	0.83	3,762	0.14%	VII
Sedgwick	466,958	\$ 374,215,605	\$ 801.39	1.17	544,052	20.02%	IV
Seward	23,178	\$ 18,903,320	\$ 815.57	1.19	27,483	1.01%	VII
Shawnee	168,797	\$129,455,218	\$ 766.93	1.11	188,208	6.92%	I
Sheridan	2,556	\$ 1,372,024	\$ 536.79	0.78	1,995	0.07%	VIII
Sherman	5,909	\$ 4,625,904	\$ 782.86	1.14	6,725	0.25%	VIII
Smith	3,920	\$ 1,518,936	\$ 387.48	0.56	2,208	0.08%	IX
Stafford	4,365	\$ 1,660,627	\$ 380.44	0.55	2,414	0.09%	V
Stanton	2,177	\$ 949,238	\$ 436.03	0.63	1,380	0.05%	VII
Stevens	5,227	\$ 3,027,288	\$ 579.16	0.84	4,401	0.16%	VII
Sumner	24,059	\$ 7,829,515	\$ 325.43	0.47	11,383	0.42%	V
Thomas	7,350	\$ 7,078,222	\$ 963.02	1.40	10,291	0.38%	VIII
Trego	2,884	\$ 1,833,222	\$ 635.65	0.92	2,665	0.10%	IX



Table 1  
 County Trade Pull Factors, Trade Area Capture, Market Share  
 Fiscal Year 2007

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
Wabaunsee	6,783	\$ 1,410,122	\$ 207.89	0.30	2,050	0.08%	III
Wallace	1,532	\$ 604,598	\$ 394.65	0.57	879	0.03%	VIII
Washington	5,763	\$ 1,799,287	\$ 312.21	0.45	2,616	0.10%	XI
Wichita	2,263	\$ 909,521	\$ 401.91	0.58	1,322	0.05%	VII
Wilson	9,722	\$ 3,950,818	\$ 406.38	0.59	5,744	0.21%	II
Woodson	3,393	\$ 965,044	\$ 284.42	0.41	1,403	0.05%	II
Wyandotte	154,393	\$ 98,766,155	\$ 639.71	0.93	143,591	5.28%	I
<b>Total</b>	<b>2,718,196</b>	<b>\$ 1,869,656,867</b>	<b>\$ 687.83</b>	<b>1.00</b>	<b>2,718,196</b>	<b>100.00%</b>	

Table 2  
 County Trade Pull Factors, Trade Area Capture, Market Share  
 (sorted by pull factor)  
 Fiscal Year 2007

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
Pottawatomie	19,078	\$ 19,984,889	\$ 1,047.54	1.52	29,055	1.07%	III
Ellis	26,603	\$ 27,660,262	\$ 1,039.74	1.51	40,214	1.48%	IX
Thomas	7,350	\$ 7,078,222	\$ 963.02	1.40	10,291	0.38%	VIII
Ness	2,870	\$ 2,659,595	\$ 926.69	1.35	3,867	0.14%	VI
Johnson	512,956	\$ 474,670,022	\$ 925.36	1.35	690,098	25.39%	I
Saline	53,460	\$ 48,421,370	\$ 905.75	1.32	70,397	2.59%	X
Pratt	9,292	\$ 8,196,250	\$ 882.08	1.28	11,916	0.44%	V
Seward	23,178	\$ 18,903,320	\$ 815.57	1.19	27,483	1.01%	VII
Sedgwick	466,958	\$ 374,215,605	\$ 801.39	1.17	544,052	20.02%	IV
Barton	27,072	\$ 21,329,178	\$ 787.87	1.15	31,009	1.14%	V
Geary	23,946	\$ 18,759,710	\$ 783.42	1.14	27,274	1.00%	III
Sherman	5,909	\$ 4,625,904	\$ 782.86	1.14	6,725	0.25%	VIII
Shawnee	168,797	\$129,455,218	\$ 766.93	1.11	188,208	6.92%	I
Grant	7,481	\$ 5,453,434	\$ 728.97	1.06	7,928	0.29%	VII
Finney	38,860	\$ 27,969,582	\$ 719.75	1.05	40,664	1.50%	VII
Barber	4,909	\$ 3,504,088	\$ 713.81	1.04	5,094	0.19%	V
Reno	60,859	\$ 42,978,193	\$ 706.19	1.03	62,484	2.30%	IV
Graham	2,632	\$ 1,835,439	\$ 697.36	1.01	2,668	0.10%	IX
Neosho	16,001	\$ 10,906,786	\$ 681.63	0.99	15,857	0.58%	II
Ford	33,281	\$ 22,001,029	\$ 661.07	0.96	31,986	1.18%	VI
Montgomery	34,135	\$ 22,133,040	\$ 648.40	0.94	32,178	1.18%	II
McPherson	28,722	\$ 18,523,586	\$ 644.93	0.94	26,930	0.99%	IV
Wyandotte	154,393	\$ 98,766,155	\$ 639.71	0.93	143,591	5.28%	I
Trego	2,884	\$ 1,833,222	\$ 635.65	0.92	2,665	0.10%	IX
Gove	2,668	\$ 1,683,542	\$ 631.01	0.92	2,448	0.09%	IX
Cloud	9,248	\$ 5,831,524	\$ 630.57	0.92	8,478	0.31%	X
Mitchell	6,059	\$ 3,769,111	\$ 622.07	0.90	5,480	0.20%	X
Russell	6,568	\$ 4,063,087	\$ 618.62	0.90	5,907	0.22%	IX
Douglas	111,540	\$ 66,984,615	\$ 600.54	0.87	97,385	3.58%	I
Comanche	1,814	\$ 1,086,220	\$ 598.80	0.87	1,579	0.06%	V
Rooks	5,093	\$ 3,032,413	\$ 595.41	0.87	4,409	0.16%	IX
Riley	62,100	\$ 36,520,988	\$ 588.10	0.86	53,096	1.95%	III
Lyon	34,943	\$ 20,496,231	\$ 586.56	0.85	29,798	1.10%	III
Stevens	5,227	\$ 3,027,288	\$ 579.16	0.84	4,401	0.16%	VII
Logan	2,618	\$ 1,489,158	\$ 568.82	0.83	2,165	0.08%	VIII
Scott	4,557	\$ 2,587,800	\$ 567.87	0.83	3,762	0.14%	VII
Marshall	10,116	\$ 5,736,548	\$ 567.08	0.82	8,340	0.31%	XI
Haskell	4,136	\$ 2,339,822	\$ 565.72	0.82	3,402	0.13%	VII
Morton	3,081	\$ 1,690,085	\$ 548.55	0.80	2,457	0.09%	VII
Kiowa	2,909	\$ 1,593,527	\$ 547.79	0.80	2,317	0.09%	V
Harvey	32,852	\$ 17,729,526	\$ 539.68	0.78	25,776	0.95%	IV
Crawford	37,361	\$ 20,090,060	\$ 537.73	0.78	29,208	1.07%	II
Sheridan	2,556	\$ 1,372,024	\$ 536.79	0.78	1,995	0.07%	VIII
Harper	5,784	\$ 3,057,744	\$ 528.66	0.77	4,445	0.16%	V
Norton	4,783	\$ 2,515,801	\$ 525.99	0.76	3,658	0.13%	IX
Allen	13,488	\$ 6,907,545	\$ 512.13	0.74	10,043	0.37%	II
Phillips	5,301	\$ 2,714,650	\$ 512.10	0.74	3,947	0.15%	IX
Clark	2,160	\$ 1,093,015	\$ 506.03	0.74	1,589	0.06%	VI
Cowley	33,943	\$ 17,010,117	\$ 501.14	0.73	24,730	0.91%	IV

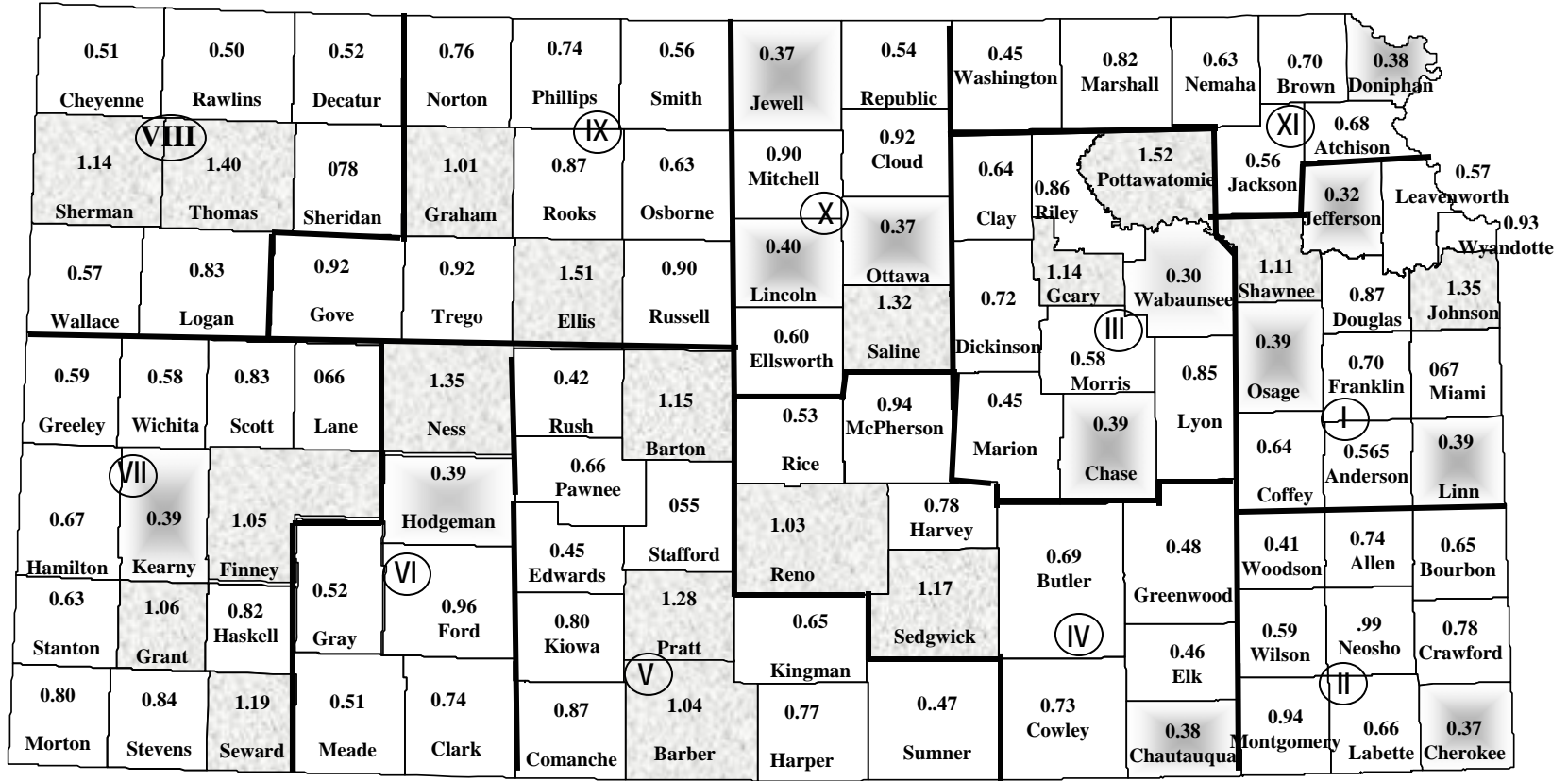
Table 2  
 County Trade Pull Factors, Trade Area Capture, Market Share  
 (sorted by pull factor)  
 Fiscal Year 2007

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
Dickinson	18,992	\$ 9,385,965	\$ 494.21	0.72	13,646	0.50%	III
Brown	10,034	\$ 4,858,351	\$ 484.19	0.70	7,063	0.26%	XI
Franklin	26,198	\$ 12,660,089	\$ 483.25	0.70	18,406	0.68%	I
Butler	61,111	\$ 28,902,711	\$ 472.95	0.69	42,020	1.55%	IV
Atchison	16,432	\$ 7,678,936	\$ 467.32	0.68	11,164	0.41%	XI
Hamilton	2,551	\$ 1,181,871	\$ 463.30	0.67	1,718	0.06%	VII
Miami	30,294	\$ 13,894,121	\$ 458.64	0.67	20,200	0.74%	I
Pawnee	5,867	\$ 2,673,164	\$ 455.63	0.66	3,886	0.14%	V
Labette	21,612	\$ 9,828,216	\$ 454.76	0.66	14,289	0.53%	II
Lane	1,774	\$ 803,891	\$ 453.15	0.66	1,169	0.04%	VII
Bourbon	14,745	\$ 6,581,513	\$ 446.36	0.65	9,569	0.35%	II
Kingman	7,777	\$ 3,466,119	\$ 445.69	0.65	5,039	0.19%	V
Clay	8,460	\$ 3,744,802	\$ 442.65	0.64	5,444	0.20%	III
Coffey	8,575	\$ 3,747,266	\$ 437.00	0.64	5,448	0.20%	I
Stanton	2,177	\$ 949,238	\$ 436.03	0.63	1,380	0.05%	VII
Nemaha	9,920	\$ 4,298,865	\$ 433.35	0.63	6,250	0.23%	XI
Osborne	3,865	\$ 1,674,754	\$ 433.31	0.63	2,435	0.09%	IX
Ellsworth	5,331	\$ 2,204,800	\$ 413.58	0.60	3,205	0.12%	X
Greeley	1,304	\$ 530,899	\$ 407.13	0.59	772	0.03%	VII
Wilson	9,722	\$ 3,950,818	\$ 406.38	0.59	5,744	0.21%	II
Wichita	2,263	\$ 909,521	\$ 401.91	0.58	1,322	0.05%	VII
Morris	5,971	\$ 2,390,462	\$ 400.35	0.58	3,475	0.13%	III
Leavenworth	67,411	\$26,639,255	\$ 395.18	0.57	38,729	1.42%	I
Wallace	1,532	\$ 604,598	\$ 394.65	0.57	879	0.03%	VIII
Smith	3,920	\$ 1,518,936	\$ 387.48	0.56	2,208	0.08%	IX
Jackson	13,286	\$ 5,083,785	\$ 382.64	0.56	7,391	0.27%	XI
Anderson	7,933	\$ 3,030,842	\$ 382.05	0.56	4,406	0.16%	I
Stafford	4,365	\$ 1,660,627	\$ 380.44	0.55	2,414	0.09%	V
Republic	4,893	\$ 1,806,896	\$ 369.28	0.54	2,627	0.10%	X
Rice	10,142	\$ 3,705,067	\$ 365.32	0.53	5,387	0.20%	IV
Decatur	3,000	\$ 1,071,754	\$ 357.25	0.52	1,558	0.06%	VIII
Gray	5,716	\$ 2,025,341	\$ 354.33	0.52	2,945	0.11%	VI
Cheyenne	2,857	\$ 1,003,690	\$ 351.31	0.51	1,459	0.05%	VIII
Meade	4,447	\$ 1,556,447	\$ 350.00	0.51	2,263	0.08%	VI
Rawlins	2,593	\$ 886,269	\$ 341.79	0.50	1,288	0.05%	VIII
Greenwood	6,904	\$ 2,275,705	\$ 329.62	0.48	3,309	0.12%	IV
Sumner	24,059	\$ 7,829,515	\$ 325.43	0.47	11,383	0.42%	V
Elk	2,991	\$ 942,669	\$ 315.17	0.46	1,370	0.05%	IV
Washington	5,763	\$ 1,799,287	\$ 312.21	0.45	2,616	0.10%	XI
Edwards	3,079	\$ 959,793	\$ 311.72	0.45	1,395	0.05%	V
Marion	12,429	\$ 3,865,311	\$ 310.99	0.45	5,620	0.21%	III
Rush	3,229	\$ 932,340	\$ 288.74	0.42	1,355	0.05%	V
Woodson	3,393	\$ 965,044	\$ 284.42	0.41	1,403	0.05%	II
Lincoln	3,320	\$ 921,826	\$ 277.66	0.40	1,340	0.05%	X
Chase	2,957	\$ 793,167	\$ 268.23	0.39	1,153	0.04%	III
Linn	9,853	\$ 2,642,084	\$ 268.15	0.39	3,841	0.14%	I
Kearny	4,424	\$ 1,184,592	\$ 267.76	0.39	1,722	0.06%	VII
Osage	16,739	\$ 4,477,997	\$ 267.52	0.39	6,510	0.24%	I
Hodgeman	2,036	\$ 543,883	\$ 267.13	0.39	791	0.03%	VI

Table 2  
 County Trade Pull Factors, Trade Area Capture, Market Share  
 (sorted by pull factor)  
 Fiscal Year 2007

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
Doniphan	7,771	\$ 2,046,850	\$ 263.40	0.38	2,976	0.11%	XI
Chautauqua	3,799	\$ 982,555	\$ 258.64	0.38	1,428	0.05%	IV
Ottawa	5,996	\$ 1,533,445	\$ 255.74	0.37	2,229	0.08%	X
Cherokee	21,187	\$ 5,397,445	\$ 254.75	0.37	7,847	0.29%	II
Jewell	3,283	\$ 829,858	\$ 252.77	0.37	1,206	0.04%	X
Jefferson	18,600	\$ 4,126,958	\$ 221.88	0.32	6,000	0.22%	I
Wabaunsee	6,783	\$ 1,410,122	\$ 207.89	0.30	2,050	0.08%	III
Total	2,718,196	\$ 1,869,656,867	\$ 687.83	1.00	2,718,196	100.00%	

# Map 1. County Trade Pull Factors By Kansas Economic Reporting Regions Fiscal Year 2007



18 counties with CTPF greater than 1.0

12 counties with CTPF less than 0.40

Table 3.  
Percent Change in Pull Factor, Trade Area Capture and Market Share  
from fiscal year 2006 to 2007

County	County Trade FY 2006	Pull Factor FY 2007	Percent Change	Trade Area Capture FY 2006	Trade Area Capture FY 2007	Percent Change	Percent of Market Share FY 2006	Percent of Market Share FY 2007	Percent Change
Allen	0.71	0.74	4.5%	9,672	10,043	3.7%	0.36%	0.37%	3.0%
Anderson	0.55	0.56	1.6%	4,409	4,406	-0.1%	0.16%	0.16%	-0.8%
Atchison	0.68	0.68	-0.6%	11,274	11,164	-1.0%	0.42%	0.41%	-1.7%
Barber	1.04	1.04	0.0%	5,080	5,094	0.3%	0.19%	0.19%	-0.4%
Barton	1.10	1.15	3.9%	30,446	31,009	1.8%	1.13%	1.14%	1.1%
Bourbon	0.64	0.65	2.1%	9,396	9,569	1.8%	0.35%	0.35%	1.1%
Brown	0.68	0.70	3.0%	6,850	7,063	3.0%	0.25%	0.26%	2.3%
Butler	0.69	0.69	0.1%	41,404	42,020	1.5%	1.53%	1.55%	0.7%
Chase	0.40	0.39	-1.5%	1,175	1,153	-1.9%	0.04%	0.04%	-2.7%
Chautauqua	0.37	0.38	2.8%	1,445	1,428	-1.2%	0.05%	0.05%	-1.9%
Cherokee	0.38	0.37	-3.3%	8,148	7,847	-3.8%	0.30%	0.29%	-4.6%
Cheyenne	0.50	0.51	2.9%	1,434	1,459	1.7%	0.05%	0.05%	1.0%
Clark	0.46	0.74	38.0%	1,020	1,589	35.8%	0.04%	0.06%	35.3%
Clay	0.64	0.64	-0.1%	5,452	5,444	-0.1%	0.20%	0.20%	-0.9%
Cloud	0.89	0.92	3.2%	8,351	8,478	1.5%	0.31%	0.31%	0.8%
Coffey	0.70	0.64	-9.8%	5,967	5,448	-9.5%	0.22%	0.20%	-10.3%
Comanche	0.86	0.87	1.6%	1,597	1,579	-1.1%	0.06%	0.06%	-1.9%
Cowley	0.71	0.73	3.2%	24,165	24,730	2.3%	0.90%	0.91%	1.6%
Crawford	0.79	0.78	-1.5%	29,776	29,208	-1.9%	1.10%	1.07%	-2.7%
Decatur	0.46	0.52	11.3%	1,415	1,558	9.2%	0.05%	0.06%	8.5%
Dickinson	0.72	0.72	0.1%	13,555	13,646	0.7%	0.50%	0.50%	-0.1%
Doniphan	0.39	0.38	-1.0%	2,985	2,976	-0.3%	0.11%	0.11%	-1.1%
Douglas	0.97	0.87	-11.5%	99,605	97,385	-2.3%	3.69%	3.58%	-3.0%
Edwards	0.42	0.45	6.5%	1,370	1,395	1.8%	0.05%	0.05%	1.1%
Elk	0.50	0.46	-9.5%	1,500	1,370	-9.5%	0.06%	0.05%	-10.3%
Ellis	1.50	1.51	0.9%	39,618	40,214	1.5%	1.47%	1.48%	0.8%
Ellsworth	0.60	0.60	0.6%	3,178	3,205	0.8%	0.12%	0.12%	0.1%
Finney	1.01	1.05	3.3%	39,224	40,664	3.5%	1.45%	1.50%	2.8%
Ford	0.93	0.96	3.7%	30,784	31,986	3.8%	1.14%	1.18%	3.1%
Franklin	0.75	0.70	-6.6%	19,421	18,406	-5.5%	0.72%	0.68%	-6.3%
Geary	1.00	1.14	12.3%	24,335	27,274	10.8%	0.90%	1.00%	10.1%
Gove	0.81	0.92	12.2%	2,183	2,448	10.8%	0.08%	0.09%	10.2%
Graham	0.94	1.01	7.2%	2,518	2,668	5.6%	0.09%	0.10%	5.0%
Grant	0.96	1.06	9.6%	7,143	7,928	9.9%	0.26%	0.29%	9.2%
Gray	0.48	0.52	6.8%	2,748	2,945	6.7%	0.10%	0.11%	6.0%
Greeley	0.65	0.59	-10.6%	865	772	-12.1%	0.03%	0.03%	-12.9%
Greenwood	0.47	0.48	1.2%	3,397	3,309	-2.7%	0.13%	0.12%	-3.4%
Hamilton	0.62	0.67	8.1%	1,586	1,718	7.7%	0.06%	0.06%	7.0%
Harper	0.83	0.77	-8.6%	4,933	4,445	-11.0%	0.18%	0.16%	-11.8%
Harvey	0.77	0.78	1.5%	25,553	25,776	0.9%	0.95%	0.95%	0.1%
Haskell	0.66	0.82	20.3%	2,752	3,402	19.1%	0.10%	0.13%	18.5%
Hodgeman	0.42	0.39	-8.8%	876	791	-10.8%	0.03%	0.03%	-11.7%
Jackson	0.61	0.56	-9.0%	8,079	7,391	-9.3%	0.30%	0.27%	-10.1%
Jefferson	0.34	0.32	-5.5%	6,420	6,000	-7.0%	0.24%	0.22%	-7.8%
Jewell	0.33	0.37	9.8%	1,097	1,206	9.1%	0.04%	0.04%	8.4%
Johnson	1.38	1.35	-2.8%	695,250	690,098	-0.7%	25.76%	25.39%	-1.5%
Kearny	0.40	0.39	-2.0%	1,776	1,722	-3.1%	0.07%	0.06%	-3.9%
Kingman	0.62	0.65	5.0%	4,904	5,039	2.7%	0.18%	0.19%	2.0%
Kiowa	0.81	0.80	-2.2%	2,379	2,317	-2.7%	0.09%	0.09%	-3.4%
Labette	0.65	0.66	1.4%	14,059	14,289	1.6%	0.52%	0.53%	0.9%
Lane	0.54	0.66	17.4%	1,018	1,169	12.9%	0.04%	0.04%	12.3%

Table 3.  
Percent Change in Pull Factor, Trade Area Capture and Market Share  
from fiscal year 2006 to 2007

County	County Trade FY 2006	Pull Factor FY 2007	Percent Change	Trade Area Capture FY 2006	Trade Area Capture FY 2007	Percent Change	Percent of Market Share FY 2006	Percent of Market Share FY 2007	Percent Change
Leavenworth	0.60	0.57	-4.8%	40,208	38,729	-3.8%	1.49%	1.42%	-4.6%
Lincoln	0.38	0.40	5.0%	1,279	1,340	4.6%	0.05%	0.05%	3.9%
Linn	0.38	0.39	1.9%	3,750	3,841	2.4%	0.14%	0.14%	1.7%
Logan	0.74	0.83	9.9%	2,039	2,165	5.8%	0.08%	0.08%	5.1%
Lyon	0.85	0.85	0.3%	29,921	29,798	-0.4%	1.11%	1.10%	-1.1%
Marion	0.46	0.45	-1.3%	5,778	5,620	-2.8%	0.21%	0.21%	-3.6%
Marshall	0.79	0.82	3.7%	8,077	8,340	3.2%	0.30%	0.31%	2.4%
McPherson	0.92	0.94	1.8%	26,584	26,930	1.3%	0.99%	0.99%	0.6%
Meade	0.50	0.51	2.2%	2,246	2,263	0.8%	0.08%	0.08%	0.0%
Miami	0.72	0.67	-7.5%	21,424	20,200	-6.1%	0.79%	0.74%	-6.8%
Mitchell	0.88	0.90	2.7%	5,436	5,480	0.8%	0.20%	0.20%	0.1%
Montgomery	0.91	0.94	3.5%	30,933	32,178	3.9%	1.15%	1.18%	3.2%
Morris	0.56	0.58	3.4%	3,360	3,475	3.3%	0.12%	0.13%	2.6%
Morton	0.84	0.80	-5.0%	2,627	2,457	-6.9%	0.10%	0.09%	-7.7%
Nemaha	0.65	0.63	-3.9%	6,536	6,250	-4.6%	0.24%	0.23%	-5.3%
Neosho	1.01	0.99	-1.4%	16,316	15,857	-2.9%	0.60%	0.58%	-3.7%
Ness	1.25	1.35	7.2%	3,665	3,867	5.2%	0.14%	0.14%	4.5%
Norton	0.72	0.76	6.0%	3,497	3,658	4.4%	0.13%	0.13%	3.7%
Osage	0.39	0.39	-0.5%	6,618	6,510	-1.7%	0.25%	0.24%	-2.4%
Osborne	0.66	0.63	-4.3%	2,588	2,435	-6.3%	0.10%	0.09%	-7.1%
Ottawa	0.37	0.37	0.3%	2,207	2,229	1.0%	0.08%	0.08%	0.3%
Pawnee	0.62	0.66	5.8%	3,801	3,886	2.2%	0.14%	0.14%	1.5%
Phillips	0.71	0.74	5.3%	3,781	3,947	4.2%	0.14%	0.15%	3.5%
Pottawatomie	1.50	1.52	1.8%	28,392	29,055	2.3%	1.05%	1.07%	1.6%
Pratt	1.17	1.28	8.5%	10,977	11,916	7.9%	0.41%	0.44%	7.2%
Rawlins	0.46	0.50	7.7%	1,203	1,288	6.7%	0.04%	0.05%	6.0%
Reno	1.03	1.03	-0.4%	62,411	62,484	0.1%	2.31%	2.30%	-0.6%
Republic	0.53	0.54	2.1%	2,641	2,627	-0.5%	0.10%	0.10%	-1.3%
Rice	0.52	0.53	2.2%	5,351	5,387	0.7%	0.20%	0.20%	-0.1%
Riley	0.79	0.86	7.6%	49,272	53,096	7.2%	1.83%	1.95%	6.5%
Rooks	0.82	0.87	4.9%	4,243	4,409	3.7%	0.16%	0.16%	3.0%
Rush	0.44	0.42	-4.4%	1,454	1,355	-7.3%	0.05%	0.05%	-8.1%
Russell	0.88	0.90	2.7%	5,842	5,907	1.1%	0.22%	0.22%	0.4%
Saline	1.31	1.32	0.4%	69,809	70,397	0.8%	2.59%	2.59%	0.1%
Scott	0.85	0.83	-3.6%	3,859	3,762	-2.6%	0.14%	0.14%	-3.3%
Sedgwick	1.15	1.17	0.9%	533,690	544,052	1.9%	19.78%	20.02%	1.2%
Seward	1.14	1.19	3.9%	26,266	27,483	4.4%	0.97%	1.01%	3.7%
Shawnee	1.14	1.11	-2.3%	192,180	188,208	-2.1%	7.12%	6.92%	-2.9%
Sheridan	0.61	0.78	22.4%	1,543	1,995	22.7%	0.06%	0.07%	22.1%
Sherman	1.14	1.14	0.2%	6,904	6,725	-2.7%	0.26%	0.25%	-3.4%
Smith	0.56	0.56	0.3%	2,256	2,208	-2.2%	0.08%	0.08%	-2.9%
Stafford	0.51	0.55	7.2%	2,268	2,414	6.1%	0.08%	0.09%	5.4%
Stanton	0.61	0.63	4.4%	1,327	1,380	3.8%	0.05%	0.05%	3.1%
Stevens	0.77	0.84	8.5%	4,123	4,401	6.3%	0.15%	0.16%	5.6%
Sumner	0.47	0.47	0.1%	11,539	11,383	-1.4%	0.43%	0.42%	-2.1%
Thomas	1.29	1.40	7.6%	9,732	10,291	5.4%	0.36%	0.38%	4.7%
Trego	0.81	0.92	12.8%	2,371	2,665	11.0%	0.09%	0.10%	10.4%
Wabaunsee	0.32	0.30	-5.1%	2,161	2,050	-5.4%	0.08%	0.08%	-6.2%
Wallace	0.57	0.57	0.0%	888	879	-1.0%	0.03%	0.03%	-1.7%
Washington	0.45	0.45	1.7%	2,601	2,616	0.6%	0.10%	0.10%	-0.1%
Wichita	0.58	0.58	0.3%	1,331	1,322	-0.7%	0.05%	0.05%	-1.4%

Table 3.  
 Percent Change in Pull Factor, Trade Area Capture and Market Share  
 from fiscal year 2006 to 2007

County	County Trade Pull Factor FY 2006	FY 2007	Percent Change	Trade Area Capture FY 2006	FY 2007	Percent Change	Percent of Market Share FY 2006	FY 2007	Percent Change
Wilson	0.55	0.59	7.0%	5,314	5,744	7.5%	0.20%	0.21%	6.8%
Woodson	0.41	0.41	-0.2%	1,433	1,403	-2.1%	0.05%	0.05%	-2.9%
Wyandotte	0.90	0.93	3.5%	138,815	143,591	3.3%	5.14%	5.28%	2.6%
Kansas	1.00	1.00		2,698,457	2,718,196		100.00%	100.00%	
Non allocated									



Table 4  
Percent Change in Measures over 5-year Period  
Fiscal Year 2003 - 2007

County	CTPF	TAC	MS
Allen	12.6%	8.1%	5.6%
Anderson	0.4%	-0.8%	-3.1%
Atchison	8.1%	8.6%	6.1%
Barber	39.7%	36.6%	33.5%
Barton	7.8%	6.8%	4.4%
Bourbon	3.5%	2.0%	-0.3%
Brown	31.7%	28.3%	25.3%
Butler	9.4%	13.7%	11.1%
Chase	16.8%	22.6%	19.7%
Chautauqua	30.9%	22.6%	19.8%
Cherokee	-2.0%	-4.3%	-6.5%
Cheyenne	14.6%	6.6%	4.2%
Clark	160.8%	141.1%	135.6%
Clay	7.8%	6.8%	4.4%
Cloud	6.9%	3.1%	0.7%
Coffey	13.7%	11.1%	8.5%
Comanche	66.5%	57.7%	54.1%
Cowley	12.5%	7.6%	5.2%
Crawford	1.5%	1.5%	-0.9%
Decatur	45.7%	33.0%	29.9%
Dickinson	7.9%	8.9%	6.4%
Doniphan	45.5%	39.2%	36.0%
Douglas	-6.3%	2.7%	0.3%
Edwards	27.7%	19.9%	17.2%
Elk	32.0%	29.4%	26.4%
Ellis	11.5%	10.1%	7.5%
Ellsworth	23.4%	17.3%	14.6%
Finney	4.1%	2.5%	0.1%
Ford	-1.3%	2.1%	-0.2%
Franklin	-5.8%	-1.3%	-3.6%
Geary	50.6%	37.7%	34.6%
Gove	47.7%	34.0%	31.0%
Graham	36.0%	27.7%	24.8%
Grant	10.6%	5.7%	3.3%
Gray	12.6%	8.9%	6.4%
Greeley	26.7%	14.4%	11.7%
Greenwood	10.9%	2.2%	-0.1%
Hamilton	32.4%	29.2%	26.2%
Harper	16.7%	10.5%	8.0%
Harvey	-2.1%	-1.3%	-3.6%
Haskell	73.6%	68.7%	64.8%
Hodgeman	32.0%	27.1%	24.2%
Jackson	-8.0%	-2.4%	-4.6%
Jefferson	15.8%	17.0%	14.3%
Jewell	24.9%	18.8%	16.0%
Johnson	-11.4%	-3.8%	-6.0%
Kearny	29.3%	27.2%	24.3%
Kingman	35.6%	28.1%	25.2%

Table 4  
Percent Change in Measures over 5-year Period  
Fiscal Year 2003 - 2007

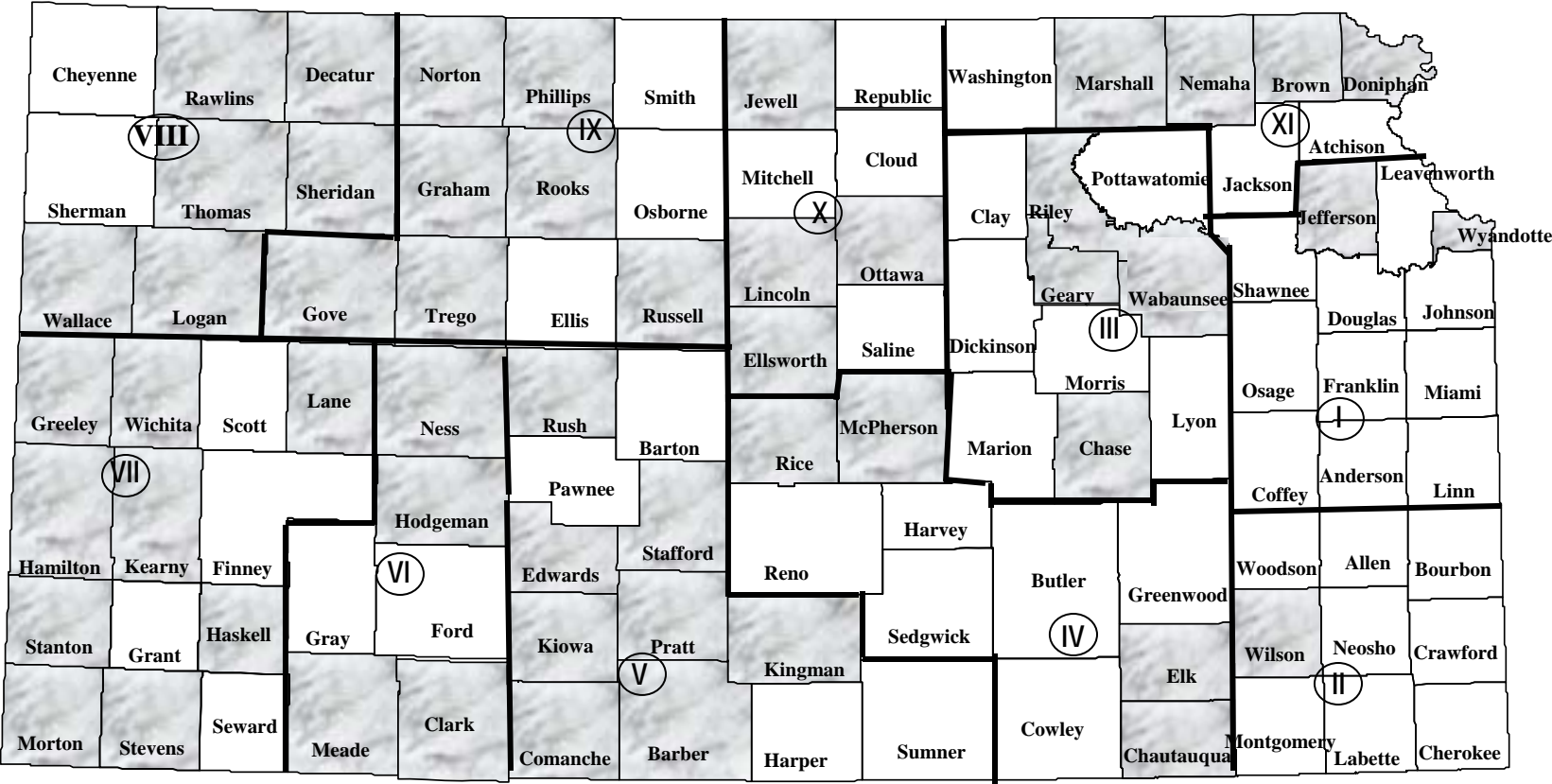
County	CTPF	TAC	MS
Kiowa	37.7%	31.4%	28.4%
Labette	6.9%	6.5%	4.0%
Lane	70.1%	52.6%	49.1%
Leavenworth	-0.2%	3.8%	1.4%
Lincoln	23.5%	18.3%	15.6%
Linn	0.1%	3.2%	0.8%
Logan	29.6%	15.3%	12.7%
Lyon	-2.4%	-3.9%	-6.1%
Marion	0.3%	-3.5%	-5.7%
Marshall	22.6%	19.8%	17.1%
McPherson	18.9%	18.7%	16.0%
Meade	20.4%	18.8%	16.1%
Miami	1.7%	8.9%	6.4%
Mitchell	5.0%	-1.4%	-3.7%
Montgomery	11.7%	9.7%	7.2%
Morris	9.1%	8.4%	5.9%
Morton	22.3%	14.1%	11.5%
Nemaha	14.3%	13.3%	10.7%
Neosho	11.9%	9.6%	7.1%
Ness	56.0%	38.2%	35.0%
Norton	26.8%	18.8%	16.1%
Osage	7.1%	7.3%	4.8%
Osborne	1.1%	-5.2%	-7.4%
Ottawa	28.1%	25.5%	22.6%
Pawnee	8.3%	0.9%	-1.4%
Phillips	24.6%	15.3%	12.7%
Pottawatomie	4.5%	8.7%	6.2%
Pratt	15.6%	14.3%	11.7%
Rawlins	28.3%	17.3%	14.6%
Reno	-5.4%	-5.4%	-7.5%
Republic	5.9%	-2.7%	-4.9%
Rice	18.2%	15.8%	13.2%
Riley	27.1%	29.3%	26.3%
Rooks	49.6%	43.9%	40.6%
Rush	33.1%	26.3%	23.4%
Russell	38.7%	32.3%	29.3%
Saline	-3.8%	-3.3%	-5.5%
Scott	7.8%	1.5%	-0.8%
Sedgwick	-2.7%	-0.8%	-3.1%
Seward	6.6%	8.1%	5.6%
Shawnee	-7.6%	-6.5%	-8.6%
Sheridan	61.5%	59.0%	55.3%
Sherman	6.7%	-0.3%	-2.6%
Smith	10.6%	1.7%	-0.6%
Stafford	48.4%	41.0%	37.8%
Stanton	64.9%	52.5%	49.0%
Stevens	50.9%	49.6%	46.2%
Sumner	9.1%	4.4%	2.0%

Table 4  
 Percent Change in Measures over 5-year Period  
 Fiscal Year 2003 - 2007

County	CTPF	TAC	MS
Thomas	28.2%	18.1%	15.4%
Trego	54.5%	47.0%	43.7%
Wabaunsee	17.1%	20.3%	17.5%
Wallace	29.9%	19.4%	16.6%
Washington	18.3%	11.9%	9.4%
Wichita	44.3%	31.8%	28.8%
Wilson	37.7%	34.2%	31.1%
Woodson	5.2%	0.4%	-1.9%
Wyandotte	20.4%	18.3%	15.6%

## Map 2.

### Changes in Measures exceeding 10% By Kansas Economic Reporting Regions over 5-Year Period (FY 2003 to FY 2007)



53 Counties with an increase in measures greater than 10%

During the 5-year period, there were no counties with a decrease in measures greater than a -10%

Appendix A  
 Kansas Population as of July 1, 2006  
 Certified to the Secretary of State by Division of the Budget on July 1, 2007

County	Certified July 1, 2006 Total	Institutionalized Population*	2006 Net Population
Allen County	13,677	189	13,488
Anderson County	8,051	118	7,933
Atchison County	16,745	313	16,432
Barber County	4,974	65	4,909
Barton County	27,511	439	27,072
Bourbon County	14,950	205	14,745
Brown County	10,236	202	10,034
Butler County	63,147	2,036	61,111
Chase County	3,070	113	2,957
Chautauqua County	3,953	154	3,799
Cherokee County	21,451	264	21,187
Cheyenne County	2,911	54	2,857
Clark County	2,206	46	2,160
Clay County	8,625	165	8,460
Cloud County	9,594	346	9,248
Coffey County	8,701	126	8,575
Comanche County	1,884	70	1,814
Cowley County	34,931	988	33,943
Crawford County	38,059	698	37,361
Decatur County	3,120	120	3,000
Dickinson County	19,322	330	18,992
Doniphan County	7,865	94	7,771
Douglas County	112,123	583	111,540
Edwards County	3,138	59	3,079
Elk County	3,077	86	2,991
Ellis County	26,926	323	26,603
Ellsworth County	6,332	1,001	5,331
Finney County	39,097	237	38,860
Ford County	33,783	502	33,281
Franklin County	26,513	315	26,198
Geary County	24,174	228	23,946
Gove County	2,721	53	2,668
Graham County	2,677	45	2,632
Grant County	7,552	71	7,481
Gray County	5,852	136	5,716
Greeley County	1,331	27	1,304
Greenwood County	7,067	163	6,904
Hamilton County	2,594	43	2,551
Harper County	5,952	168	5,784
Harvey County	33,643	791	32,852
Haskell County	4,171	35	4,136
Hodgeman County	2,071	35	2,036
Jackson County	13,500	214	13,286
Jefferson County	18,848	248	18,600
Jewell County	3,324	41	3,283
Johnson County	516,731	3,775	512,956
Kearny County	4,469	45	4,424
Kingman County	7,975	198	7,777

Appendix A  
 Kansas Population as of July 1, 2006  
 Certified to the Secretary of State by Division of the Budget on July 1, 2007

County	Certified July 1, 2006 Total	Institutionalized Population*	2006 Net Population
Kiowa County	2,969	60	2,909
Labette County	22,203	591	21,612
Lane County	1,797	23	1,774
Leavenworth County	73,628	6,217	67,411
Lincoln County	3,396	76	3,320
Linn County	9,962	109	9,853
Logan County	2,675	57	2,618
Lyon County	35,369	426	34,943
Marion County	12,760	331	12,429
Marshall County	10,349	233	10,116
McPherson County	29,380	658	28,722
Meade County	4,561	114	4,447
Miami County	30,900	606	30,294
Mitchell County	6,299	240	6,059
Montgomery County	34,692	557	34,135
Morris County	6,046	75	5,971
Morton County	3,138	57	3,081
Nemaha County	10,374	454	9,920
Neosho County	16,298	297	16,001
Ness County	2,946	76	2,870
Norton County	5,584	801	4,783
Osage County	16,958	219	16,739
Osborne County	3,978	113	3,865
Ottawa County	6,168	172	5,996
Pawnee County	6,515	648	5,867
Phillips County	5,444	143	5,301
Pottawatomie County	19,220	142	19,078
Pratt County	9,436	144	9,292
Rawlins County	2,643	50	2,593
Reno County	63,706	2,847	60,859
Republic County	5,033	140	4,893
Rice County	10,295	153	10,142
Riley County	62,527	427	62,100
Rooks County	5,290	197	5,093
Rush County	3,317	88	3,229
Russell County	6,740	172	6,568
Saline County	54,170	710	53,460
Scott County	4,643	86	4,557
Sedgwick County	470,895	3,937	466,958
Seward County	23,404	226	23,178
Shawnee County	172,693	3,896	168,797
Sheridan County	2,600	44	2,556
Sherman County	5,981	72	5,909
Smith County	4,024	104	3,920
Stafford County	4,435	70	4,365
Stanton County	2,232	55	2,177
Stevens County	5,287	60	5,227
Sumner County	24,441	382	24,059

Appendix A  
Kansas Population as of July 1, 2006  
Certified to the Secretary of State by Division of the Budget on July 1, 2007

County	Certified July 1, 2006 Total	Institutionalized Population*	2006 Net Population
Thomas County	7,468	118	7,350
Trego County	2,993	109	2,884
Wabaunsee County	6,895	112	6,783
Wallace County	1,557	25	1,532
Washington County	5,944	181	5,763
Wichita County	2,288	25	2,263
Wilson County	9,889	167	9,722
Woodson County	3,507	114	3,393
Wyandotte County	155,509	1,116	154,393
Totals	2,764,075	45,879	2,718,196

Appendix B  
 Kansas Department of Revenue  
 Office of Policy and Research  
 State Sales Tax Collections for Fiscal Years 2006, 2007

	Fiscal Year 2006 (July 05-June 06) Collections	Fiscal Year 2007 (July 06-June 07) Collections	Per Cent Change
Allen	\$ 6,473,256.83	\$ 6,907,545.18	6.7%
Anderson	\$ 2,951,099.24	\$ 3,030,841.66	2.7%
Atchison	\$ 7,545,391.98	\$ 7,678,935.73	1.8%
Barber	\$ 3,399,614.52	\$ 3,504,088.17	3.1%
Barton	\$ 20,376,688.41	\$ 21,329,178.42	4.7%
Bourbon	\$ 6,288,609.03	\$ 6,581,512.74	4.7%
Brown	\$ 4,584,780.29	\$ 4,858,351.41	6.0%
Butler	\$ 27,710,451.99	\$ 28,902,710.56	4.3%
Chase	\$ 786,641.64	\$ 793,166.83	0.8%
Chautauqua	\$ 967,047.24	\$ 982,554.81	1.6%
Cherokee	\$ 5,453,479.26	\$ 5,397,445.37	-1.0%
Cheyenne	\$ 959,547.79	\$ 1,003,690.49	4.6%
Clark	\$ 682,722.48	\$ 1,093,015.27	60.1%
Clay	\$ 3,649,023.06	\$ 3,744,801.71	2.6%
Cloud	\$ 5,589,102.90	\$ 5,831,524.43	4.3%
Coffey	\$ 3,993,867.87	\$ 3,747,265.61	-6.2%
Comanche	\$ 1,068,918.57	\$ 1,086,219.60	1.6%
Cowley	\$ 16,173,327.54	\$ 17,010,117.36	5.2%
Crawford	\$ 19,928,258.58	\$ 20,090,059.85	0.8%
Decatur	\$ 947,270.62	\$ 1,071,754.11	13.1%
Dickinson	\$ 9,072,081.03	\$ 9,385,964.93	3.5%
Doniphan	\$ 1,998,058.00	\$ 2,046,850.34	2.4%
Douglas	\$ 66,663,278.94	\$ 66,984,615.11	0.5%
Edwards	\$ 916,658.28	\$ 959,793.38	4.7%
Elk	\$ 1,004,131.64	\$ 942,668.50	-6.1%
Ellis	\$ 26,515,400.71	\$ 27,660,261.93	4.3%
Ellsworth	\$ 2,127,286.53	\$ 2,204,800.07	3.6%
Finney	\$ 26,251,576.41	\$ 27,969,581.85	6.5%
Ford	\$ 20,602,699.46	\$ 22,001,029.29	6.8%
Franklin	\$ 12,997,987.59	\$ 12,660,089.39	-2.6%
Geary	\$ 16,287,032.48	\$ 18,759,710.40	15.2%
Gove	\$ 1,460,697.59	\$ 1,683,541.99	15.3%
Graham	\$ 1,685,179.17	\$ 1,835,439.10	8.9%
Grant	\$ 4,780,816.65	\$ 5,453,433.74	14.1%
Gray	\$ 1,839,012.31	\$ 2,025,340.90	10.1%
Greeley	\$ 578,978.46	\$ 530,899.45	-8.3%
Greenwood	\$ 2,273,596.75	\$ 2,275,704.69	0.1%
Hamilton	\$ 1,061,301.85	\$ 1,181,871.20	11.4%
Harper	\$ 3,301,699.82	\$ 3,057,744.22	-7.4%
Harvey	\$ 17,101,734.44	\$ 17,729,526.06	3.7%
Haskell	\$ 1,841,765.99	\$ 2,339,822.12	27.0%
Hodgeman	\$ 586,580.61	\$ 543,883.35	-7.3%
Jackson	\$ 5,406,813.46	\$ 5,083,785.30	-6.2%
Jefferson	\$ 4,296,963.60	\$ 4,126,958.08	-4.0%
Jewell	\$ 734,247.46	\$ 829,857.93	13.0%
Johnson	\$ 465,314,486.80	\$ 474,670,022.06	2.0%
Kearny	\$ 1,188,631.09	\$ 1,184,592.08	-0.3%



Appendix B  
 Kansas Department of Revenue  
 Office of Policy and Research  
 State Sales Tax Collections for Fiscal Years 2006, 2007

	Fiscal Year 2006 (July 05-June 06) Collections	Fiscal Year 2007 (July 06-June 07) Collections	Per Cent Change
Kingman	\$ 3,281,976.81	\$ 3,466,119.01	5.6%
Kiowa	\$ 1,592,354.94	\$ 1,593,526.92	0.1%
Labette	\$ 9,409,627.89	\$ 9,828,216.27	4.4%
Lane	\$ 681,244.95	\$ 803,891.42	18.0%
Leavenworth	\$ 26,910,408.24	\$ 26,639,255.43	-1.0%
Lincoln	\$ 856,065.74	\$ 921,826.09	7.7%
Linn	\$ 2,509,834.47	\$ 2,642,084.13	5.3%
Logan	\$ 1,364,557.04	\$ 1,489,158.45	9.1%
Lyon	\$ 20,025,278.11	\$ 20,496,230.91	2.4%
Marion	\$ 3,867,183.43	\$ 3,865,310.51	0.0%
Marshall	\$ 5,405,811.55	\$ 5,736,547.98	6.1%
Mcperson	\$ 17,791,914.60	\$ 18,523,585.56	4.1%
Meade	\$ 1,502,875.89	\$ 1,556,447.36	3.6%
Miami	\$ 14,338,852.11	\$ 13,894,121.40	-3.1%
Mitchell	\$ 3,638,469.99	\$ 3,769,110.66	3.6%
Montgomery	\$ 20,702,689.42	\$ 22,133,040.19	6.9%
Morris	\$ 2,248,875.97	\$ 2,390,462.05	6.3%
Morton	\$ 1,758,475.62	\$ 1,690,085.46	-3.9%
Nemaha	\$ 4,374,533.18	\$ 4,298,864.54	-1.7%
Neosho	\$ 10,920,140.74	\$ 10,906,786.41	-0.1%
Ness	\$ 2,453,171.37	\$ 2,659,595.34	8.4%
Norton	\$ 2,340,291.43	\$ 2,515,800.67	7.5%
Osage	\$ 4,429,104.36	\$ 4,477,996.99	1.1%
Osborne	\$ 1,731,800.90	\$ 1,674,753.70	-3.3%
Ottawa	\$ 1,476,934.70	\$ 1,533,444.50	3.8%
Pawnee	\$ 2,543,952.36	\$ 2,673,163.92	5.1%
Phillips	\$ 2,530,532.24	\$ 2,714,650.30	7.3%
Pottawatomie	\$ 19,001,902.64	\$ 19,984,888.94	5.2%
Pratt	\$ 7,346,866.05	\$ 8,196,250.48	11.6%
Rawlins	\$ 804,877.49	\$ 886,268.72	10.1%
Reno	\$ 41,770,073.58	\$ 42,978,192.87	2.9%
Republic	\$ 1,767,270.15	\$ 1,806,896.09	2.2%
Rice	\$ 3,581,369.60	\$ 3,705,066.65	3.5%
Riley	\$ 32,976,745.48	\$36,520,988.34	10.7%
Rooks	\$ 2,840,044.69	\$ 3,032,413.00	6.8%
Rush	\$ 973,446.75	\$ 932,339.73	-4.2%
Russell	\$ 3,909,908.90	\$ 4,063,086.53	3.9%
Saline	\$ 46,721,251.36	\$ 48,421,370.21	3.6%
Scott	\$ 2,582,980.93	\$ 2,587,800.34	0.2%
Sedgwick	\$ 357,186,283.81	\$ 374,215,605.26	4.8%
Seward	\$ 17,579,162.79	\$ 18,903,319.90	7.5%
Shawnee	\$ 128,617,391.64	\$ 129,455,217.52	0.7%
Sheridan	\$ 1,032,618.39	\$ 1,372,024.32	32.9%
Sherman	\$ 4,620,637.83	\$ 4,625,903.61	0.1%
Smith	\$ 1,509,974.21	\$ 1,518,935.92	0.6%
Stafford	\$ 1,517,832.17	\$ 1,660,627.11	9.4%
Stanton	\$ 888,120.39	\$ 949,237.83	6.9%

Appendix B  
 Kansas Department of Revenue  
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 State Sales Tax Collections for Fiscal Years 2006, 2007

	Fiscal Year 2006 (July 05-June 06) Collections	Fiscal Year 2007 (July 06-June 07) Collections	Per Cent Change
Stevens	\$ 2,759,592.59	\$ 3,027,287.92	9.7%
Sumner	\$ 7,722,734.15	\$ 7,829,514.89	1.4%
Thomas	\$ 6,513,260.10	\$ 7,078,222.27	8.7%
Trego	\$ 1,587,058.94	\$ 1,833,222.18	15.5%
Wabaunsee	\$ 1,446,506.44	\$ 1,410,121.93	-2.5%
Wallace	\$ 594,220.25	\$ 604,597.69	1.7%
Washington	\$ 1,740,524.01	\$ 1,799,286.70	3.4%
Wichita	\$ 890,799.32	\$ 909,520.56	2.1%
Wilson	\$ 3,556,523.19	\$ 3,950,817.64	11.1%
Woodson	\$ 958,778.52	\$ 965,043.86	0.7%
Wyandotte	\$ 88,092,896.89	\$ 98,766,155.03	12.1%
Not Designated	\$ 6,013,961.39	\$ 7,129,843.16	18.6%
Statewide	\$ 1,807,210,369.65	\$ 1,876,786,710.14	3.8%