



Miami County, Kansas

January 2025

Economic Data Point

Annual Trade Pull Factor

County	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Butler	0.71	0.73	0.75	0.75	0.72	0.72	0.74	0.76	0.74	0.73	0.75	0.77
Douglas	0.91	0.89	0.91	0.94	0.95	0.94	0.93	0.9	0.89	0.91	0.88	0.91
Finney	1.31	1.35	1.38	1.35	1.35	1.35	1.41	1.42	1.46	1.42	1.28	1.42
Franklin	0.72	0.73	0.76	0.74	0.77	0.75	0.77	0.83	0.85	0.80	0.83	0.87
Harvey	0.74	0.74	0.76	0.74	0.75	0.72	0.73	0.73	0.73	0.71	0.72	0.73
Johnson	1.28	1.28	1.29	1.31	1.30	1.30	1.28	1.23	1.23	1.25	1.30	1.24
Leavenworth	0.54	0.54	0.57	0.58	0.58	0.59	0.58	0.60	0.60	0.58	0.62	0.55
Lyon	0.85	0.87	0.91	0.58	0.89	0.90	0.92	0.92	0.91	0.94	0.93	0.94
McPherson	0.98	1.03	1.09	1.00	0.99	1.00	1.10	1.03	1.00	0.95	0.96	0.95
Miami	0.63	0.64	0.66	0.67	0.68	0.67	0.66	0.67	0.69	0.70	0.76	0.71
Riley	0.79	0.77	0.77	0.79	0.79	0.77	0.76	0.72	0.74	0.75	0.73	0.76
Saline	1.30	1.32	1.34	1.32	1.31	1.32	1.31	1.33	1.36	1.36	1.22	1.34
Sumner	0.61	0.61	0.62	0.58	0.57	0.59	0.61	0.64	0.57	0.57	0.62	0.56

Source: Kansas Department of Revenue

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

Data for the 2024 estimate was collected July 1, 2023 through June 30, 2024, and released in October, 2024. Changing sales tax rates do not factor into the calculation.

The Kansas Department of Revenue only reports data for the state’s 100 largest cities. As a result, Fontana’s factor is not estimated. As part of those projections, an estimated trade area captured is provided. For example, Paola’s 2024 pull factor is 1.79 capturing the retail sales generated by a population of 10,322 while the city’s 2023 population was only 5,780. On the opposite side of the spectrum, Osawatomie had a pull factor of 0.42 for a trade area captured of roughly 1,772 people – slightly more than 40% of the city’s 2023 estimated population of 4,241.

While Paola and Louisburg both draw trade from outside of their city limits, the remaining communities and unincorporated area brings the county's overall pull factor to 0.71 for a trade area captured of 25,253 or slightly more than 71% of the county's actual 2023 population.

	2023		2024	
	Pull Factor	Trade Area Captured	Pull Factor	Trade Area Captured
Abilene	1.06	6,807	1.18	7,634
Baldwin City	0.54	2,668	0.43	2,128
Basehor	0.54	4,081	0.42	3,259
Baxter Springs	0.65	2,478	0.53	2,035
Bonner Springs	1.45	11,116	1.62	12,380
Concordia	1.28	6,491	1.45	7,231
De Soto	0.77	5,000	0.91	5,962
Edwardsville	0.77	3,568	0.55	2,569
Eudora	0.39	2,526	0.32	2,061
Fort Scott	1.17	8,923	1.18	8,953
Gardner	0.69	16,707	0.64	16,335
Garnett	1.06	3,388	1.11	3,538
Hesston	0.54	1,881	0.52	1,818
Iola	1.30	7,031	1.52	8,090
Louisburg	1.29	6,525	1.19	6,134
Miami County	0.76	26,562	0.71	25,253
Osawatomie	0.39	1,652	0.42	1,772
Ottawa	1.20	15,264	1.38	17,476
Paola	1.46	8,396	1.79	10,322
Spring Hill	0.67	6,221	0.58	5,587
Tonganoxie	0.70	4,067	0.54	3,325
Wamego	0.84	4,106	0.82	3,952

*This data point is shared with the local cities and chambers of commerce for their use.
Miami County is an equal opportunity provider and employer.*