

**COUNTY TRADE PULL FACTORS:
ANNUAL REPORT FOR FISCAL YEAR 2004
(July 2003 – June 2004)**

C.D. Study Report #230

By

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Introduction

This annual report provides retail market data for all 105 Kansas counties in fiscal year 2004. It also provides updated retail market data for fiscal year 2003 data. The fiscal year for the state of Kansas starts in July and ends in June of the following year.

Retail market data is presented three ways. The first is a location quotient of retail trade that the authors call a *County Trade Pull Factor* (CTPF). It is a measure of the relative strength of the retail business community. The reader should interpret a CTPF of 1.00 as a perfect balance of trade. The purchases of county residents who shop elsewhere are offset by the purchases of out-of-county customers. A CTPF value 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. This is an unfavorable balance of trade.

Two other measures are included in Tables 1 and 2. These are the *Trade Area Capture* and the *Percent Market Share* that the communities and businesses control from the total State customer base. 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) of a county is calculated by dividing the county's TAC by the sum of all 105 county TAC numbers.

In this report, the authors begin with the 2003 county population estimates from the U.S. Census Bureau minus the 2000 U.S. Census Bureau numbers for those in institutions. The 2003 Census estimates are the most current numbers available on publication date.

People in jails, prisons, and nursing homes are part of the institutionalized population. The Census counts are published on their web site: www.census.gov

These adjusted populations and the sales tax rate of 5.3 percent are held constant. The reader can compare the results of the analysis across the two time periods, FY 2004 and FY 2003.

Discussion

The 105 counties in Kansas can be divided into six regions: northwest, southwest, south central, north central, northeast and southeast. The northwest region with 18 counties has three high CTPF values in FY 2004. High values are defined in this report as ones above 1.00. They are found in Ellis (1.38), Sherman (1.13), and Thomas (1.16) counties.

The 22 county southwest region has only three high values in this report, down from four high CTPF values. These are in Finney (1.03) Ness (1.02), and Seward (1.14) counties.

The 22-county south central region has four counties with high CTPF values: Barton (1.05), Reno (1.06), Sedgwick (1.16) and Pratt (1.18) counties.

The 16-county north central region has just two counties with high CTPF values: Pottawatomie (1.42, the Manhattan effect) and Saline (1.33) counties.

Next, the 15- county northeast region has only two: Johnson (1.45) and Shawnee (1.18) counties.

Finally, the 12-county southeast region has no CTPF values above 1.00. Neosho County has the highest CTPF in the region, 0.95. This is followed by Montgomery County at 0.84. Kansans living in the southeast shop in the malls and specialty shops in Johnson and Sedgwick counties. They also shop in other states, specifically in Joplin, MO; Bartlesville, OK; Miami, OK; and Tulsa, OK. (See Map 1 and Table 1).

This report also provides the *Trade Area Capture* (TAC) of businesses in all 105 Kansas counties. The TAC is calculated by multiplying each adjusted population figure by the corresponding CTPF. The TAC value of each county is an absolute value and can be used to estimate the size of the local market. The CTPF should be used to estimate the relative strength of the business community, not the absolute strength. Therefore, Allen County has a TAC of 9,546 customers and this is calculated by multiplying the county population of 13,907 by the CTPF for Allen County, 0.70 (*Table 1 and Map 1*).

Johnson County has the highest TAC followed by Sedgwick County. Respectively, their customer bases are 697,902 and 534,231. (*Table 1 and Map 2*)

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 summing all of the TAC values. The MS is presented as a percentage. Thus, Johnson County controls 26.2 percent of the Kansas market. Sedgwick County controls 20 percent. This is the next largest MS. See Table 1.

Policy Implications

The State has passed a law that requires retail businesses to collect sales tax based on the place where the customer transacts a purchase. This results in sales not actually being in stores. Often, for furniture retailers, the sale is transacted as if the purchase was made in the home of the customer. This has led to an accounting challenge for retailers who deliver products to many locations in their trade territory. Sales tax rates vary across counties and retailers have to charge the correct amount.

Pull Factors are based on sales tax collections. Thus, this year's report tracks the outcome of the new law. In general, we find that the overall picture has not changed but the new way of calculating sales tax collections does change some county numbers. For

example, sales tax collections increased by less than the State rate of 2.7 percent in some of the counties with big trade centers. These are Barton, Crawford, Ford, Johnson, Lyon, Montgomery, Pottawatomie, Reno, Saline, Sedgwick, and Shawnee counties. In contrast, sales tax collections increased dramatically in some counties with small trade centers. For example, sales tax collections increased by more than 10 percent in Barber, Chase, Chautauqua, Clark, Comanche, Edwards, Elk, Greeley, Haskell, Rush, and Stafford counties. See Appendix 2.

Some may think this is fair, given then drain in retail sales which have occurred from non-metropolitan counties with small central cities. This trend has been reflected in the annual reports for many years.

The disconcerting problem for the authors and those who rely on CTPF reports is that the measure is less meaningful under the new tax policy.

FY 2004 Data Sources

The Kansas Department of Revenue has improved the data series used for this report. In the past, more than \$200 million was unallocated. This means that the data user did not have any idea where these sales tax revenues originated. Thus, the prior reports were less accurate. In the FY 2004 data, all but seven million dollars in sales tax revenue were allocated to counties. In FY 2003 all but 8.8 million dollars in sales tax revenues were allocated to a county. See Appendix 2. Their Web site is at the following address:

<http://www.ksrevenue.org>

It is possible that the CTPFs in 2003 and 2002 are noticeably different from past ones. The full data set is in an Excel spreadsheet on Dr. Darling's web site:

www.agecon.ksu.edu/ddarling/

Customized Reports available: *Those who would like to have the authors create a customized report can contact their county Extension office or Department of Agricultural Economics, Waters Hall, Manhattan, 66506-4026. The phone number is 785-532-1512 and an e-mail address is ddarling@agecon.ksu.edu*

Table 1. County Trade Pull Factors 2004, K-State Research and Extension, Department of Agricultural Economics, November 2004.

Name of Kansas County	Adjusted Population	Per Capita Sales Tax	CTPF FY 2004	TAC FY 2004	% Market Share FY 2004	Region
Allen	13,718	429.92	0.70	9,546	0.36%	SE
Anderson	8,090	350.18	0.57	4,586	0.17%	SE
Atchison	16,428	410.92	0.67	10,927	0.41%	NE
Barber	4,969	535.16	0.87	4,304	0.16%	SC
Barton	27,028	648.51	1.05	28,371	1.06%	SC
Bourbon	14,881	404.28	0.65	9,738	0.37%	SE
Brown	10,240	352.71	0.57	5,846	0.22%	NE
Butler	59,373	405.78	0.66	38,996	1.46%	SC
Chase	2,994	254.85	0.41	1,235	0.05%	NC
Chautauqua	4,031	230.15	0.37	1,502	0.06%	SC
Cherokee	21,551	231.10	0.37	8,061	0.30%	SE
Cheyenne	2,901	336.64	0.54	1,581	0.06%	NW
Clark	2,287	252.32	0.41	934	0.04%	SW
Clay	8,408	394.21	0.64	5,365	0.20%	NC
Cloud	9,513	535.44	0.87	8,245	0.31%	NC
Coffey	8,689	397.87	0.64	5,596	0.21%	SE
Comanche	1,845	438.38	0.71	1,309	0.05%	SW
Cowley	34,914	421.43	0.68	23,816	0.89%	SC
Crawford	37,700	481.74	0.78	29,397	1.10%	SE
Decatur	3,175	266.21	0.43	1,368	0.05%	NW
Dickinson	18,925	432.31	0.70	13,243	0.50%	NC
Doniphan	8,055	198.12	0.32	2,583	0.10%	NE
Douglas	102,400	595.16	0.96	98,647	3.70%	NE
Edwards	3,216	284.12	0.46	1,479	0.06%	SW
Elk	3,081	258.56	0.42	1,289	0.05%	SC
Ellis	26,889	849.76	1.38	36,984	1.39%	NW
Ellsworth	5,537	352.90	0.57	3,163	0.12%	NC
Finney	38,939	636.08	1.03	40,090	1.50%	SW
Ford	32,510	602.02	0.97	31,679	1.19%	SW
Franklin	25,225	487.98	0.79	19,924	0.75%	NE
Geary	26,085	509.38	0.82	21,507	0.81%	NC
Gove	2,857	461.96	0.75	2,136	0.08%	NW
Graham	2,763	446.47	0.72	1,997	0.07%	NW
Grant	7,674	589.42	0.95	7,321	0.27%	SW
Gray	5,927	293.65	0.48	2,817	0.11%	SW

Table 1. County Trade Pull Factors 2004, K-State Research and Extension, Department of Agricultural Economics, November 2004

Name of Kansas County	Adjusted Population	Sales Tax FY 2004	CTPF FY 2004	TAC FY 2004	% Market Share FY 2004	Region Cluster
Greeley	1,393	391.77	0.63	883	0.03%	SW
Greenwood	7,322	275.72	0.45	3,268	0.12%	SC
Hamilton	2,623	347.43	0.56	1,475	0.06%	SW
Harper	6,038	458.30	0.74	4,479	0.17%	SC
Harvey	32,711	498.39	0.81	26,388	0.99%	SC
Haskell	4,211	333.85	0.54	2,276	0.09%	SW
Hodgeman	2,116	206.34	0.33	707	0.03%	SW
Jackson	12,803	393.65	0.64	8,158	0.31%	NE
Jefferson	18,550	194.48	0.31	5,839	0.22%	NE
Jewell	3,392	203.51	0.33	1,117	0.04%	NC
Johnson	482,740	893.17	1.45	697,902	26.17%	NE
Kearny	4,546	228.40	0.37	1,681	0.06%	SW
Kingman	8,184	327.28	0.53	4,335	0.16%	SC
Kiowa	3,092	403.94	0.65	2,022	0.08%	SW
Labette	21,668	395.82	0.64	13,882	0.52%	SE
Lane	1,923	301.04	0.49	937	0.04%	SW
Leavenworth	65,557	373.98	0.61	39,684	1.49%	NE
Lincoln	3,422	241.92	0.39	1,340	0.05%	NC
Linn	9,613	242.35	0.39	3,771	0.14%	SE
Logan	2,798	490.20	0.79	2,220	0.08%	NW
Lyon	35,379	530.08	0.86	30,355	1.14%	NC
Marion	12,968	290.09	0.47	6,089	0.23%	NC
Marshall	10,356	445.72	0.72	7,471	0.28%	NC
McPherson	28,688	556.17	0.90	25,826	0.97%	NC
Meade	4,548	285.39	0.46	2,101	0.08%	SW
Miami	28,581	447.24	0.72	20,690	0.78%	NE
Mitchell	6,467	561.06	0.91	5,873	0.22%	NC
Montgomery	34,377	517.66	0.84	28,804	1.08%	SE
Morris	5,920	357.18	0.58	3,423	0.13%	NC
Morton	3,260	482.09	0.78	2,544	0.10%	SW
Nemaha	10,046	375.38	0.61	6,104	0.23%	NE
Neosho	16,283	585.09	0.95	15,421	0.58%	SE
Ness	3,082	630.64	1.02	3,146	0.12%	SW
Norton	5,022	430.69	0.70	3,501	0.13%	NW
Osage	16,565	234.19	0.38	6,279	0.24%	NE
Osborne	4,066	403.09	0.65	2,653	0.10%	NW
Ottawa	6,005	224.13	0.36	2,178	0.08%	NC
Pawnee	6,148	399.05	0.65	3,971	0.15%	SC
Phillips	5,514	412.87	0.67	3,685	0.14%	NW
Pottawatomie	18,572	877.00	1.42	26,363	0.99%	NC

Table 1. County Trade Pull Factors 2004, K-State Research and Extension, Department of Agricultural Economics, November 2004

Name of Kansas County	Adjusted Population	Sales Tax FY 2004	CTPF FY 2004	TAC FY 2004	% Market Share FY 2004	Region Cluster
Pratt	9,293	728.17	1.18	10,953	0.41%	SC
Rawlins	2,793	261.09	0.42	1,180	0.04%	NW
Reno	60,879	654.24	1.06	64,469	2.42%	SC
Republic	5,167	341.57	0.55	2,857	0.11%	NC
Rice	10,259	312.89	0.51	5,196	0.19%	SC
Riley	61,864	451.12	0.73	45,172	1.69%	NC
Rooks	5,220	426.17	0.69	3,601	0.14%	NW
Rush	3,330	235.31	0.38	1,268	0.05%	SC
Russell	6,735	472.82	0.77	5,154	0.19%	NW
Saline	53,027	822.19	1.33	70,569	2.65%	NC
Scott	4,720	514.74	0.83	3,933	0.15%	SW
Sedgwick	458,959	719.13	1.16	534,231	20.03%	SC
Seward	22,865	706.56	1.14	26,150	0.98%	SW
Shawnee	166,825	726.94	1.18	196,292	7.36%	NE
Sheridan	2,618	347.37	0.56	1,472	0.06%	NW
Sherman	6,205	698.42	1.13	7,015	0.26%	NW
Smith	4,077	334.99	0.54	2,211	0.08%	NW
Stafford	4,519	323.47	0.52	2,366	0.09%	SC
Stanton	2,349	292.60	0.47	1,113	0.04%	SW
Stevens	5,329	384.24	0.62	3,314	0.12%	SW
Sumner	24,874	287.75	0.47	11,585	0.43%	SC
Thomas	7,815	719.11	1.16	9,096	0.34%	NW
Trego	2,994	421.64	0.68	2,043	0.08%	NW
Wabaunsee	6,655	173.53	0.28	1,869	0.07%	NE
Wallace	1,596	311.87	0.50	806	0.03%	NW
Washington	5,950	250.03	0.40	2,408	0.09%	NC
Wichita	2,422	286.95	0.46	1,125	0.04%	SW
Wilson	9,913	285.15	0.46	4,575	0.17%	SE
Woodson	3,517	238.49	0.39	1,358	0.05%	SE
Wyandotte	155,975	510.81	0.83	128,961	4.84%	NE

Dr. David Darling and Sreedhar Upendram, K-State Research and Extension, Department of Agricultural Economics.

Source: Sales Tax Data from Kansas Department of Revenue.

Table 2. County Trade Pull Factors FY 2003, K-State Research and Extension, Department of Agricultural Economics, November 2004.

County	Sales Tax FY 2003 (Jul 02-Jun 03)	Adjusted County Population	Per Capita Sales Tax FY 2003	CTPF FY 2003	TAC FY 2003	% MS FY 2003	Region Cluster
Allen	\$ 5,766,901.42	13,718	\$ 420.39	0.70	9,589	0.36%	SE
Anderson	\$ 2,688,866.49	8,090	\$ 332.37	0.55	4,471	0.17%	SE
Atchison	\$ 6,231,137.30	16,428	\$ 379.30	0.63	10,361	0.39%	NE
Barber	\$ 2,246,313.14	4,969	\$ 452.07	0.75	3,735	0.14%	SC
Barton	\$ 17,549,433.13	27,028	\$ 649.31	1.08	29,180	1.10%	SC
Bourbon	\$ 5,873,767.10	14,881	\$ 394.72	0.66	9,767	0.37%	SE
Brown	\$ 3,378,502.16	10,240	\$ 329.93	0.55	5,618	0.21%	NE
Butler	\$ 22,760,703.77	59,373	\$ 383.35	0.64	37,846	1.42%	SC
Chase	\$ 620,868.48	2,994	\$ 207.37	0.34	1,032	0.04%	NC
Chautauqua	\$ 795,707.26	4,031	\$ 197.40	0.33	1,323	0.05%	SC
Cherokee	\$ 5,038,512.31	21,551	\$ 233.79	0.39	8,378	0.31%	SE
Cheyenne	\$ 901,739.84	2,901	\$ 310.84	0.52	1,499	0.06%	NW
Clark	\$ 443,966.92	2,287	\$ 194.13	0.32	738	0.03%	SW
Clay	\$ 3,149,394.14	8,408	\$ 374.57	0.62	5,237	0.20%	NC
Cloud	\$ 4,990,599.39	9,513	\$ 524.61	0.87	8,298	0.31%	NC
Coffey	\$ 3,113,174.00	8,689	\$ 358.29	0.60	5,176	0.19%	SE
Comanche	\$ 642,651.59	1,845	\$ 348.32	0.58	1,069	0.04%	SW
Cowley	\$ 14,251,963.64	34,914	\$ 408.20	0.68	23,698	0.89%	SC
Crawford	\$ 17,736,738.69	37,700	\$ 470.47	0.78	29,492	1.11%	SE
Decatur	\$ 773,406.06	3,175	\$ 243.59	0.41	1,286	0.05%	NW
Dickinson	\$ 7,728,420.72	18,925	\$ 408.37	0.68	12,851	0.48%	NC
Doniphan	\$ 1,489,019.38	8,055	\$ 184.86	0.31	2,476	0.09%	NE
Douglas	\$ 57,303,301.79	102,400	\$ 559.60	0.93	95,282	3.58%	NE
Edwards	\$ 747,020.31	3,216	\$ 232.28	0.39	1,242	0.05%	SW
Elk	\$ 703,596.94	3,081	\$ 228.37	0.38	1,170	0.04%	SC
Ellis	\$ 22,041,391.12	26,889	\$ 819.72	1.36	36,650	1.38%	NW
Ellsworth	\$ 1,762,740.74	5,537	\$ 318.36	0.53	2,931	0.11%	NC
Finney	\$ 23,895,633.67	38,939	\$ 613.67	1.02	39,733	1.49%	SW
Ford	\$ 19,151,728.21	32,510	\$ 589.10	0.98	31,845	1.20%	SW
Franklin	\$ 11,519,552.49	25,225	\$ 456.67	0.76	19,154	0.72%	NE
Geary	\$ 11,969,311.72	26,085	\$ 458.86	0.76	19,902	0.75%	NC
Gove	\$ 1,246,309.99	2,857	\$ 436.23	0.73	2,072	0.08%	NW
Graham	\$ 1,248,334.68	2,763	\$ 451.80	0.75	2,076	0.08%	NW
Grant	\$ 4,552,996.85	7,674	\$ 593.30	0.99	7,571	0.28%	SW
Gray	\$ 1,784,004.87	5,927	\$ 301.00	0.50	2,966	0.11%	SW
Greeley	\$ 428,449.01	1,393	\$ 307.57	0.51	712	0.03%	SW
Greenwood	\$ 2,070,574.57	7,322	\$ 282.79	0.47	3,443	0.13%	SC
Hamilton	\$ 837,234.93	2,623	\$ 319.19	0.53	1,392	0.05%	SW

Table 2. County Trade Pull Factors FY 2003, K-State Research and Extension, Department of Agricultural Economics, November 2004

County	Sales Tax FY 2003 (Jul 02-Jun 03)	Adjusted County Population	Per Capita Sales Tax	County Trade Pull Factor	TAC	% Market Share	Region Cluster
Harper	\$ 2,519,352.14	6,038	\$ 417.25	0.69	4,189	0.16%	SC
Harvey	\$ 15,843,856.97	32,711	\$ 484.36	0.81	26,345	0.99%	SC
Haskell	\$ 1,234,248.54	4,211	\$ 293.10	0.49	2,052	0.08%	SW
Hodgeman	\$ 404,888.55	2,116	\$ 191.35	0.32	673	0.03%	SW
Jackson	\$ 4,746,043.24	12,803	\$ 370.70	0.62	7,892	0.30%	NE
Jefferson	\$ 3,314,925.80	18,550	\$ 178.70	0.30	5,512	0.21%	NE
Jewell	\$ 634,153.44	3,392	\$ 186.96	0.31	1,054	0.04%	NC
Johnson	\$ 425,371,270.23	482,740	\$ 881.16	1.47	707,290	26.56%	NE
Kearny	\$ 842,480.23	4,546	\$ 185.32	0.31	1,401	0.05%	SW
Kingman	\$ 2,483,436.02	8,184	\$ 303.45	0.50	4,129	0.16%	SC
Kiowa	\$ 1,099,720.86	3,092	\$ 355.67	0.59	1,829	0.07%	SW
Labette	\$ 8,368,713.54	21,668	\$ 386.22	0.64	13,915	0.52%	SE
Lane	\$ 522,084.23	1,923	\$ 271.49	0.45	868	0.03%	SW
Leavenworth	\$ 22,591,730.67	65,557	\$ 344.61	0.57	37,565	1.41%	NE
Lincoln	\$ 739,342.29	3,422	\$ 216.06	0.36	1,229	0.05%	NC
Linn	\$ 2,387,462.85	9,613	\$ 248.36	0.41	3,970	0.15%	SE
Logan	\$ 1,171,713.66	2,798	\$ 418.77	0.70	1,948	0.07%	NW
Lyon	\$ 18,698,368.15	35,379	\$ 528.52	0.88	31,091	1.17%	NC
Marion	\$ 3,667,374.05	12,968	\$ 282.80	0.47	6,098	0.23%	NC
Marshall	\$ 4,340,662.82	10,356	\$ 419.14	0.70	7,217	0.27%	NC
McPherson	\$ 13,691,395.89	28,688	\$ 477.25	0.79	22,765	0.85%	NC
Meade	\$ 1,166,547.69	4,548	\$ 256.50	0.43	1,940	0.07%	SW
Miami	\$ 11,353,063.98	28,581	\$ 397.22	0.66	18,877	0.71%	NE
Mitchell	\$ 3,419,485.91	6,467	\$ 528.76	0.88	5,686	0.21%	NC
Montgomery	\$ 17,745,773.22	34,377	\$ 516.21	0.86	29,507	1.11%	SE
Morris	\$ 2,057,072.69	5,920	\$ 347.48	0.58	3,420	0.13%	NC
Morton	\$ 1,304,515.66	3,260	\$ 400.16	0.67	2,169	0.08%	SW
Nemaha	\$ 3,530,407.55	10,046	\$ 351.42	0.58	5,870	0.22%	NE
Neosho	\$ 8,881,649.49	16,283	\$ 545.46	0.91	14,768	0.55%	SE
Ness	\$ 1,820,499.82	3,082	\$ 590.69	0.98	3,027	0.11%	SW
Norton	\$ 1,936,053.06	5,022	\$ 385.51	0.64	3,219	0.12%	NW
Osage	\$ 3,721,598.09	16,565	\$ 224.67	0.37	6,188	0.23%	NE
Osborne	\$ 1,577,070.60	4,066	\$ 387.87	0.64	2,622	0.10%	NW
Ottawa	\$ 1,208,355.31	6,005	\$ 201.22	0.33	2,009	0.08%	NC
Pawnee	\$ 2,349,516.77	6,148	\$ 382.16	0.64	3,907	0.15%	SC
Phillips	\$ 2,144,749.40	5,514	\$ 388.96	0.65	3,566	0.13%	NW
Pottawatomie	\$ 15,948,899.55	18,572	\$ 858.76	1.43	26,519	1.00%	NC
Pratt	\$ 6,271,760.95	9,293	\$ 674.89	1.12	10,428	0.39%	SC
Rawlins	\$ 674,888.56	2,793	\$ 241.64	0.40	1,122	0.04%	NW

Table 2. County Trade Pull Factors FY 2003, K-State Research and Extension, Department of Agricultural Economics, November 2004.

County	Sales Tax FY 2003	Adjusted County	Per Capita Sales Tax	CTPF	TAC	% MS	Region
	(Jul 02-Jun 03)	Population	FY 2003	FY 2003	FY 2003	FY 2003	Cluster
Reno	\$ 39,832,991.15	60,879	\$ 654.30	1.09	66,233	2.49%	SC
Republic	\$ 1,700,689.94	5,167	\$ 329.14	0.55	2,828	0.11%	NC
Rice	\$ 2,956,791.80	10,259	\$ 288.21	0.48	4,916	0.18%	SC
Riley	\$ 25,073,894.94	61,864	\$ 405.31	0.67	41,692	1.57%	NC
Rooks	\$ 2,021,874.43	5,220	\$ 387.33	0.64	3,362	0.13%	NW
Rush	\$ 651,212.15	3,330	\$ 195.56	0.33	1,083	0.04%	SC
Russell	\$ 2,900,556.00	6,735	\$ 430.67	0.72	4,823	0.18%	NW
Saline	\$ 43,599,594.06	53,027	\$ 822.21	1.37	72,496	2.72%	NC
Scott	\$ 2,330,642.27	4,720	\$ 493.78	0.82	3,875	0.15%	SW
Sedgwick	\$ 328,773,171.51	458,959	\$ 716.35	1.19	546,671	20.52%	SC
Seward	\$ 15,364,043.61	22,865	\$ 671.95	1.12	25,547	0.96%	SW
Shawnee	\$ 121,309,289.50	166,825	\$ 727.16	1.21	201,708	7.57%	NE
Sheridan	\$ 847,300.56	2,618	\$ 323.64	0.54	1,409	0.05%	NW
Sherman	\$ 4,156,246.90	6,205	\$ 669.82	1.11	6,911	0.26%	NW
Smith	\$ 1,376,830.18	4,077	\$ 337.71	0.56	2,289	0.09%	NW
Stafford	\$ 1,074,712.57	4,519	\$ 237.82	0.40	1,787	0.07%	SC
Stanton	\$ 553,310.39	2,349	\$ 235.55	0.39	920	0.03%	SW
Stevens	\$ 1,829,155.73	5,329	\$ 343.25	0.57	3,041	0.11%	SW
Sumner	\$ 6,773,520.87	24,874	\$ 272.31	0.45	11,263	0.42%	SC
Thomas	\$ 5,387,316.63	7,815	\$ 689.36	1.15	8,958	0.34%	NW
Trego	\$ 1,164,386.84	2,994	\$ 388.91	0.65	1,936	0.07%	NW
Wabaunsee	\$ 1,105,624.54	6,655	\$ 166.13	0.28	1,838	0.07%	NE
Wallace	\$ 505,747.08	1,596	\$ 316.88	0.53	841	0.03%	NW
Washington	\$ 1,457,329.64	5,950	\$ 244.93	0.41	2,423	0.09%	NC
Wichita	\$ 620,428.97	2,422	\$ 256.16	0.43	1,032	0.04%	SW
Wilson	\$ 2,669,663.37	9,913	\$ 269.31	0.45	4,439	0.17%	SE
Woodson	\$ 879,535.41	3,517	\$ 250.08	0.42	1,462	0.05%	SE
Wyandotte	\$ 73,698,969.66	155,975	\$ 472.51	0.79	122,544	4.60%	NE
Bingo	\$ 113.17						
Not Designated	\$ 8,800,354.36						
	-						
Statewide	\$ 1,610,634,399.52	2,678,111	\$601.41	1.00	2,663,464	100.00%	

Dr. David Darling and Sreedhar Upendram

K-State Research and Extension, Department of Agricultural Economics.

Source: Sales Tax Data from Kansas Department of Revenue

Table 3. Percentage changes in Pull Factor, Trade Area Capture and Market Shares between FY 2003 & FY 2004

	CTPF '03 – '04 %change	TAC '03 – '04 % change	%MS '03 – '04 change
Allen	0.07	0.00	0.00%
Anderson	0.05	0.03	0.00%
Atchison	0.08	0.05	0.02%
Barber	0.19	0.15	0.02%
Barton	0.01	-0.03	-0.03%
Bourbon	0.07	0.00	0.00%
Brown	0.09	0.04	0.01%
Butler	0.07	0.03	0.04%
Chase	0.26	0.20	0.01%
Chautauqua	0.32	0.13	0.01%
Cherokee	0.01	-0.04	-0.01%
Cheyenne	0.25	0.05	0.00%
Clark	0.48	0.27	0.01%
Clay	0.09	0.02	0.00%
Cloud	0.03	-0.01	0.00%
Coffey	0.18	0.08	0.02%
Comanche	0.39	0.23	0.01%
Cowley	0.08	0.01	0.00%
Crawford	0.03	0.00	0.00%
Decatur	0.23	0.06	0.00%
Dickinson	0.07	0.03	0.01%
Doniphan	0.24	0.04	0.00%
Douglas	0.06	0.04	0.12%
Edwards	0.32	0.19	0.01%
Elk	0.23	0.10	0.00%
Ellis	0.04	0.01	0.01%
Ellsworth	0.20	0.08	0.01%
Finney	0.05	0.01	0.01%
Ford	0.02	-0.01	-0.01%
Franklin	0.08	0.04	0.03%
Geary	0.11	0.08	0.06%
Gove	0.23	0.03	0.00%
Graham	-0.01	-0.04	0.00%
Grant	0.02	-0.03	-0.01%
Gray	0.06	-0.05	-0.01%
Greeley	0.39	0.24	0.01%
Greenwood	0.05	-0.05	-0.01%
Hamilton	0.13	0.06	0.00%
Harper	0.15	0.07	0.01%
Harvey	0.03	0.00	0.00%
Haskell	0.16	0.11	0.01%

Table 3. Percentage changes in Pull Factor, Trade Area Capture and Market Shares between FY 2003 & FY 2004

	CTPF '03 – '04 %change	TAC '03 – '04 % change	%MS '03 – '04 change
Hodgeman	0.16	0.05	0.00%
Jackson	0.08	0.03	0.01%
Jefferson	0.15	0.06	0.01%
Jewell	0.14	0.06	0.00%
Johnson	-0.03	-0.01	-0.38%
Kearny	0.25	0.20	0.01%
Kingman	0.13	0.05	0.01%
Kiowa	0.15	0.11	0.01%
Labette	0.06	0.00	0.00%
Lane	0.28	0.08	0.00%
Leavenworth	0.07	0.06	0.08%
Lincoln	0.22	0.09	0.00%
Linn	0.03	-0.05	-0.01%
Logan	0.27	0.14	0.01%
Lyon	0.00	-0.02	-0.03%
Marion	0.06	0.00	0.00%
Marshall	0.10	0.04	0.01%
McPherson	0.17	0.13	0.11%
Meade	0.12	0.08	0.01%
Miami	0.13	0.10	0.07%
Mitchell	0.08	0.03	0.01%
Montgomery	0.01	-0.02	-0.03%
Morris	0.11	0.00	0.00%
Morton	0.22	0.17	0.01%
Nemaha	0.13	0.04	0.01%
Neosho	0.09	0.04	0.02%
Ness	0.21	0.04	0.00%
Norton	0.18	0.09	0.01%
Osage	0.07	0.01	0.00%
Osborne	0.07	0.01	0.00%
Ottawa	0.28	0.08	0.01%
Pawnee	0.08	0.02	0.00%
Phillips	0.14	0.03	0.00%
Pottawatomie	-0.01	-0.01	-0.01%
Pratt	0.08	0.05	0.02%
Rawlins	0.11	0.05	0.00%
Reno	0.00	-0.03	-0.07%
Republic	0.11	0.01	0.00%
Rice	0.15	0.06	0.01%
Riley	0.11	0.08	0.13%
Rooks	0.22	0.07	0.01%
Rush	0.23	0.17	0.01%

Table 3. Percentage changes in Pull Factor, Trade Area Capture and Market Shares between FY 2003 & FY 2004

	CTPF '03 – '04 %change	TAC '03 – '04 % change	%MS '03 – '04 change
Russell	0.21	0.07	0.01%
Saline	-0.01	-0.03	-0.08%
Sedgwick	-0.01	-0.02	-0.49%
Seward	0.05	0.02	0.02%
Shawnee	0.00	-0.03	-0.21%
Sheridan	0.19	0.04	0.00%
Sherman	0.08	0.02	0.00%
Smith	0.09	-0.03	0.00%
Stafford	0.43	0.32	0.02%
Stanton	0.26	0.21	0.01%
Stevens	0.14	0.09	0.01%
Sumner	0.10	0.03	0.01%
Thomas	0.09	0.02	0.00%
Trego	0.17	0.06	0.00%
Wabaunsee	0.11	0.02	0.00%
Wallace	0.17	-0.04	0.00%
Washington	0.08	-0.01	0.00%
Wichita	0.17	0.09	0.00%
Wilson	0.10	0.03	0.00%
Woodson	0.00	-0.07	0.00%
Wyandotte	0.09	0.05	0.23%

Dr. David Darling and Sreedhar Upendram

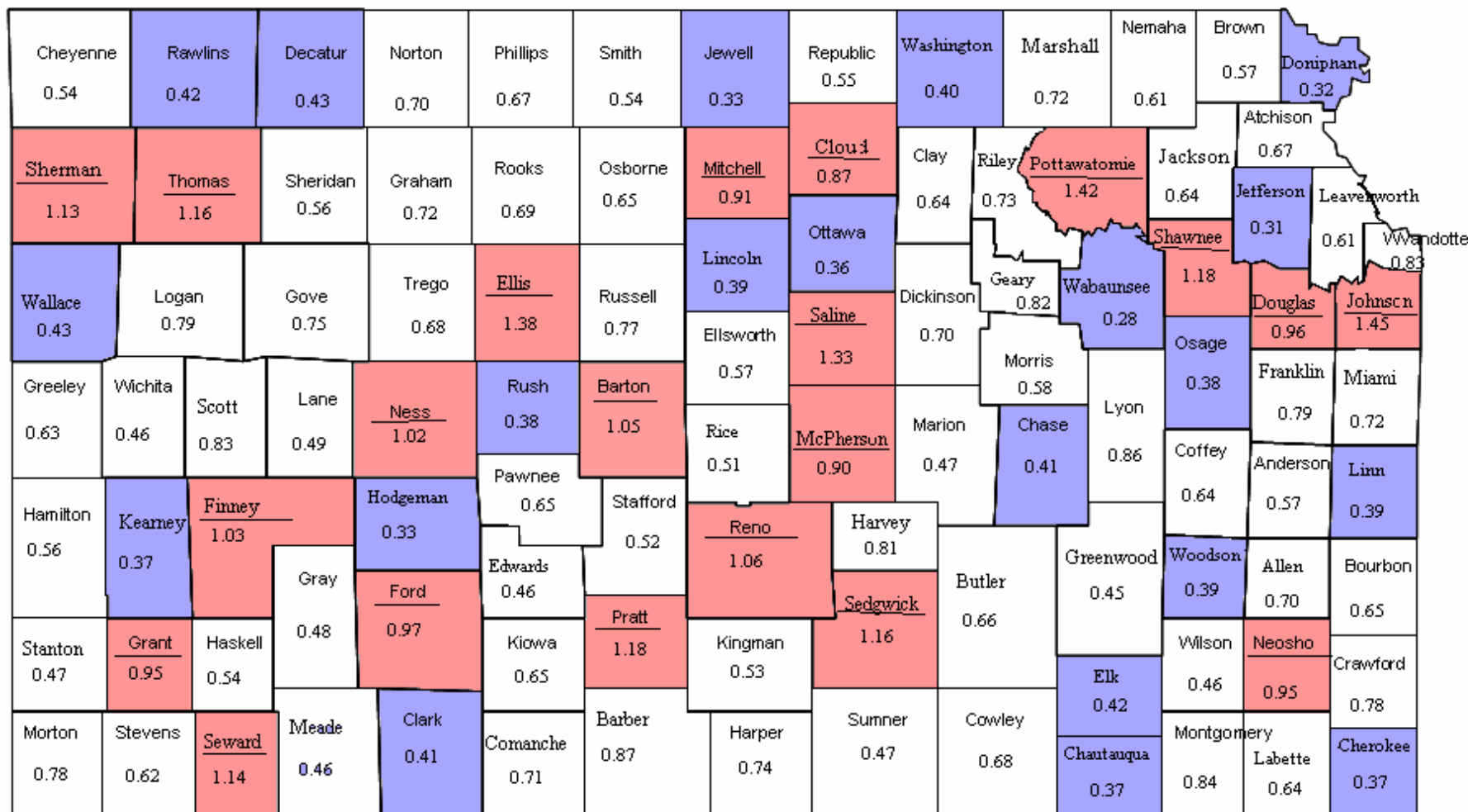
K-State Research and Extension, Department of Agricultural Economics.

Source: Sales Tax Data from Kansas Department of Revenue

105 County Average = 0.68
 Maximum Value = 1.45
 Minimum Value = 0.28

MAP 1 COUNTY TRADE PULL FACTORS 2004

Dr. David Darling
 Sreedhar Upendram
 November 2004



Data Source: Kansas Department of Revenue - Sales Tax Revenue Report

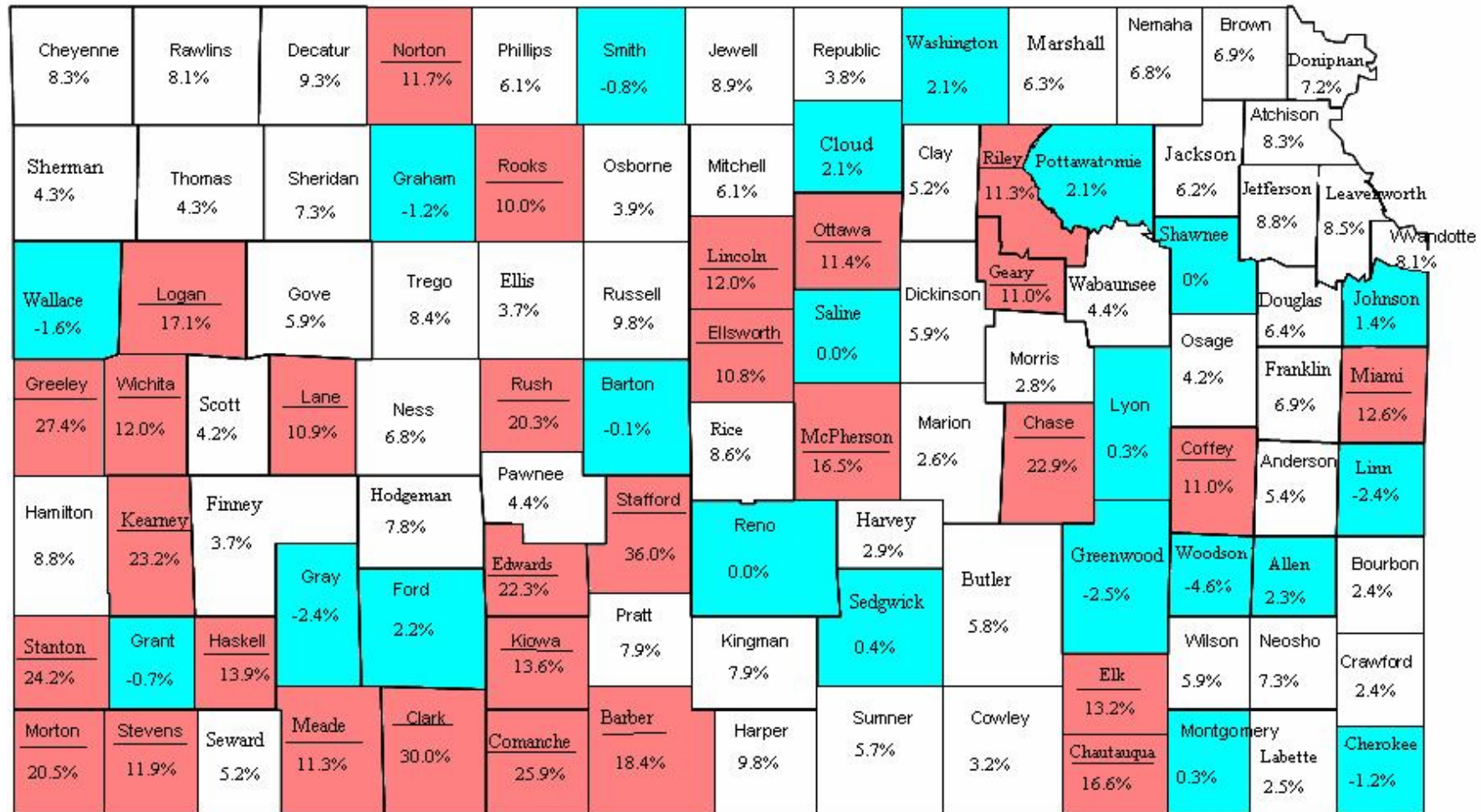
Map Produced by: K-State Research and Extension, Department of Agricultural Economics

Counties in Red and Underlined are in Top quintile
 Counties in White are in Middle quintile
 Counties in Blue are in Bottom quintile

105 County Average = 0.68
 Maximum Value = 1.45
 Minimum Value = 0.28

MAP 2
SALES TAX COLLECTIONS CHANGE
2003-2004

Dr. David Darling
Sreedhar Upendram
November 2004



Data Source: Kansas Department of Revenue - Sales Tax Revenue Report
 Map Produced by: K-State Research and Extension

Counties in Red and Underlined show a minimum 10% of change
 Counties in Blue show a small or negative % change

APPENDIX 1. Sources of Additional Information and Assistance from K-State Research & Extension

Darling, David L. 1999. *Building Healthy Communities: Analyzing Local Markets*. L-745. Manhattan: K-State Agriculture Experiment Station and Cooperative Extension Service.

Darling, David L. 2002. *Building Healthy Communities: Sustaining Progress, A Model that Identifies Key Variables and Explains Why Organized Efforts Succeed and Fail*. MF-2563. Manhattan: K-State Agriculture Experiment Station and Cooperative Extension Service.

Darling, David L. 1998. *Leadership for Healthy Communities: Building a Healthy Retail Community: Lessons from Little Giants in Kansas*. MF-2325. Manhattan: K-State Agriculture Experiment Station and Cooperative Extension Service.

Darling, David L. and Steven Bittel. 1991. *Creating Economic Opportunities: Strategic Planning for Community Development*. L-830. K-State Cooperative Extension Service.

Darling, David L. 1991. *Creating Economic Opportunities: Understanding Your Community's Economy*. L-775 Revised. K-State Cooperative Extension Service.

Erickson, Donald. 1996. *Economic Analysis of a New Business – Doing It Right*. MF-2184. Manhattan: K-State Agriculture Experiment Station and Cooperative Extension Service.

Erickson, Donald. 1996. *Marketing: What Needs to be Done*. MS-97-1M. Manhattan: K-State Cooperative Extension Service.

Garrett, Thomas. 2000. *Taxing Electronic Commerce: Issues for Local Governments and Retailers*. EP-73. K-State Agriculture Experiment Station and Cooperative Extension Service.

Additional Sources – Useful Web sites:

- ✓ Kansas State University: Building Healthy Communities: www.agecon.ksu.edu/ddarling
- ✓ University of Wisconsin: Let's Talk Business: www.uwex.edu/ces/cced/publicat/letstalk.html
- ✓ Iowa State University: Retail Trade Analysis: www.seta.iastate.edu

APPENDIX 2: State Sales Tax Collections in 105 Counties for FY 2003 and 2004.
Source: Kansas Department of Revenue (October 2004)

County	Fiscal Year 2003 (Jul 02-Jun 03)	Fiscal Year 2004 (Jul 03-Jun 04)	% Change	County
Allen	\$ 5,766,901.42	\$ 5,897,665.73	2.3%	Allen
Anderson	\$ 2,688,866.49	\$ 2,832,974.92	5.4%	Anderson
Atchison	\$ 6,231,137.30	\$ 6,750,558.76	8.3%	Atchison
Barber	\$ 2,246,313.14	\$ 2,659,229.58	18.4%	Barber
Barton	\$ 17,549,433.13	\$ 17,528,045.25	-0.1%	Barton
Bourbon	\$ 5,873,767.10	\$ 6,016,044.76	2.4%	Bourbon
Brown	\$ 3,378,502.16	\$ 3,611,717.75	6.9%	Brown
Butler	\$ 22,760,703.77	\$ 24,092,081.85	5.8%	Butler
Chase	\$ 620,868.48	\$ 763,030.71	22.9%	Chase
Chautauqua	\$ 795,707.26	\$ 927,745.71	16.6%	Chautauqua
Cherokee	\$ 5,038,512.31	\$ 4,980,434.87	-1.2%	Cherokee
Cheyenne	\$ 901,739.84	\$ 976,598.17	8.3%	Cheyenne
Clark	\$ 443,966.92	\$ 577,046.98	30.0%	Clark
Clay	\$ 3,149,394.14	\$ 3,314,479.35	5.2%	Clay
Cloud	\$ 4,990,599.39	\$ 5,093,650.23	2.1%	Cloud
Coffey	\$ 3,113,174.00	\$ 3,457,085.18	11.0%	Coffey
Comanche	\$ 642,651.59	\$ 808,804.34	25.9%	Comanche
Cowley	\$ 14,251,963.64	\$ 14,713,853.18	3.2%	Cowley
Crawford	\$ 17,736,738.69	\$ 18,161,620.53	2.4%	Crawford
Decatur	\$ 773,406.06	\$ 845,218.19	9.3%	Decatur
Dickinson	\$ 7,728,420.72	\$ 8,181,374.80	5.9%	Dickinson
Doniphan	\$ 1,489,019.38	\$ 1,595,858.05	7.2%	Doniphan
Douglas	\$ 57,303,301.79	\$ 60,944,885.92	6.4%	Douglas
Edwards	\$ 747,020.31	\$ 913,728.85	22.3%	Edwards
Elk	\$ 703,596.94	\$ 796,626.79	13.2%	Elk
Ellis	\$ 22,041,391.12	\$ 22,849,199.52	3.7%	Ellis
Ellsworth	\$ 1,762,740.74	\$ 1,953,984.20	10.8%	Ellsworth
Finney	\$ 23,895,633.67	\$ 24,768,136.16	3.7%	Finney
Ford	\$ 19,151,728.21	\$ 19,571,660.88	2.2%	Ford
Franklin	\$ 11,519,552.49	\$ 12,309,208.78	6.9%	Franklin
Geary	\$ 11,969,311.72	\$ 13,287,101.92	11.0%	Geary
Gove	\$ 1,246,309.99	\$ 1,319,813.68	5.9%	Gove
Graham	\$ 1,248,334.68	\$ 1,233,607.72	-1.2%	Graham
Grant	\$ 4,552,996.85	\$ 4,523,194.64	-0.7%	Grant
Gray	\$ 1,784,004.87	\$ 1,740,478.47	-2.4%	Gray
Greeley	\$ 428,449.01	\$ 545,738.41	27.4%	Greeley
Greenwood	\$ 2,070,574.57	\$ 2,018,835.43	-2.5%	Greenwood
Hamilton	\$ 837,234.93	\$ 911,314.80	8.8%	Hamilton
Harper	\$ 2,519,352.14	\$ 2,767,217.57	9.8%	Harper
Harvey	\$ 15,843,856.97	\$ 16,302,922.87	2.9%	Harvey
Haskell	\$ 1,234,248.54	\$ 1,405,834.62	13.9%	Haskell
Hodgeman	\$ 404,888.55	\$ 436,620.49	7.8%	Hodgeman
Jackson	\$ 4,746,043.24	\$ 5,039,956.30	6.2%	Jackson
Jefferson	\$ 3,314,925.80	\$ 3,607,695.46	8.8%	Jefferson
Jewell	\$ 634,153.44	\$ 690,301.43	8.9%	Jewell
Johnson	\$ 425,371,270.23	\$ 431,171,107.44	1.4%	Johnson

APPENDIX 2: State Sales Tax Collections in 105 Counties for FY 2003 and 2004.
Source: Kansas Department of Revenue (October 2004)

County	Fiscal Year 2003 (Jul 02-Jun 03)	Fiscal Year 2004 (Jul 03-Jun 04)	% Change	County
Kearny	\$ 842,480.23	\$ 1,038,302.76	23.2%	Kearny
Kingman	\$ 2,483,436.02	\$ 2,678,443.30	7.9%	Kingman
Kiowa	\$ 1,099,720.86	\$ 1,248,994.15	13.6%	Kiowa
Labette	\$ 8,368,713.54	\$ 8,576,666.53	2.5%	Labette
Lane	\$ 522,084.23	\$ 578,890.78	10.9%	Lane
Leavenworth	\$ 22,591,730.67	\$ 24,516,970.73	8.5%	Leavenworth
Lincoln	\$ 739,342.29	\$ 827,837.91	12.0%	Lincoln
Linn	\$ 2,387,462.85	\$ 2,329,749.95	-2.4%	Linn
Logan	\$ 1,171,713.66	\$ 1,371,574.77	17.1%	Logan
Lyon	\$ 18,698,368.15	\$ 18,753,733.98	0.3%	Lyon
Marion	\$ 3,667,374.05	\$ 3,761,825.63	2.6%	Marion
Marshall	\$ 4,340,662.82	\$ 4,615,909.14	6.3%	Marshall
McPherson	\$ 13,691,395.89	\$ 15,955,361.96	16.5%	McPherson
Meade	\$ 1,166,547.69	\$ 1,297,945.28	11.3%	Meade
Miami	\$ 11,353,063.98	\$ 12,782,425.44	12.6%	Miami
Mitchell	\$ 3,419,485.91	\$ 3,628,368.12	6.1%	Mitchell
Montgomery	\$ 17,745,773.22	\$ 17,795,594.44	0.3%	Montgomery
Morris	\$ 2,057,072.69	\$ 2,114,496.62	2.8%	Morris
Morton	\$ 1,304,515.66	\$ 1,571,623.87	20.5%	Morton
Nemaha	\$ 3,530,407.55	\$ 3,771,116.98	6.8%	Nemaha
Neosho	\$ 8,881,649.49	\$ 9,526,966.32	7.3%	Neosho
Ness	\$ 1,820,499.82	\$ 1,943,637.92	6.8%	Ness
Norton	\$ 1,936,053.06	\$ 2,162,913.79	11.7%	Norton
Osage	\$ 3,721,598.09	\$ 3,879,403.20	4.2%	Osage
Osborne	\$ 1,577,070.60	\$ 1,638,958.69	3.9%	Osborne
Ottawa	\$ 1,208,355.31	\$ 1,345,885.02	11.4%	Ottawa
Pawnee	\$ 2,349,516.77	\$ 2,453,385.64	4.4%	Pawnee
Phillips	\$ 2,144,749.40	\$ 2,276,566.08	6.1%	Phillips
Pottawatomie	\$ 15,948,899.55	\$ 16,287,617.19	2.1%	Pottawatomie
Pratt	\$ 6,271,760.95	\$ 6,766,909.81	7.9%	Pratt
Rawlins	\$ 674,888.56	\$ 729,234.19	8.1%	Rawlins
Reno	\$ 39,832,991.15	\$ 39,829,680.41	0.0%	Reno
Republic	\$ 1,700,689.94	\$ 1,764,869.57	3.8%	Republic
Rice	\$ 2,956,791.80	\$ 3,209,899.34	8.6%	Rice
Riley	\$ 25,073,894.94	\$ 27,907,946.53	11.3%	Riley
Rooks	\$ 2,021,874.43	\$ 2,224,628.58	10.0%	Rooks
Rush	\$ 651,212.15	\$ 783,572.89	20.3%	Rush
Russell	\$ 2,900,556.00	\$ 3,184,470.63	9.8%	Russell
Saline	\$ 43,599,594.06	\$ 43,598,194.72	0.0%	Saline
Scott	\$ 2,330,642.27	\$ 2,429,570.73	4.2%	Scott
Sedgwick	\$ 328,773,171.51	\$ 330,053,418.47	0.4%	Sedgwick
Seward	\$ 15,364,043.61	\$ 16,155,575.28	5.2%	Seward
Shawnee	\$ 121,309,289.50	\$ 121,271,467.37	0.0%	Shawnee
Sheridan	\$ 847,300.56	\$ 909,416.12	7.3%	Sheridan
Sherman	\$ 4,156,246.90	\$ 4,333,695.29	4.3%	Sherman
Smith	\$ 1,376,830.18	\$ 1,365,751.77	-0.8%	Smith
Stafford	\$ 1,074,712.57	\$ 1,461,773.96	36.0%	Stafford
Stanton	\$ 553,310.39	\$ 687,321.80	24.2%	Stanton

APPENDIX 2: State Sales Tax Collections in 105 Counties for FY 2003 and 2004
Source: Kansas Department of Revenue (October 2004)

County	Fiscal Year 2003 (Jul 02-Jun 03)	Fiscal Year 2004 (Jul 03-Jun 04)	% Change	County
Stevens	\$ 1,829,155.73	\$ 2,047,603.34	11.9%	Stevens
Sumner	\$ 6,773,520.87	\$ 7,157,531.78	5.7%	Sumner
Thomas	\$ 5,387,316.63	\$ 5,619,840.48	4.3%	Thomas
Trego	\$ 1,164,386.84	\$ 1,262,393.70	8.4%	Trego
Wabaunsee	\$ 1,105,624.54	\$ 1,154,809.69	4.4%	Wabaunsee
Wallace	\$ 505,747.08	\$ 497,747.95	-1.6%	Wallace
Washington	\$ 1,457,329.64	\$ 1,487,707.05	2.1%	Washington
Wichita	\$ 620,428.97	\$ 694,986.07	12.0%	Wichita
Wilson	\$ 2,669,663.37	\$ 2,826,720.37	5.9%	Wilson
Woodson	\$ 879,535.41	\$ 838,778.08	-4.6%	Woodson
Wyandotte	\$ 73,698,969.66	\$ 79,673,410.04	8.1%	Wyandotte
Bingo	\$ 113.17	\$ -	n/a	Bingo
Not Designated	\$ 8,800,354.36	\$ 7,001,551.75	-20.4%	Not Designated
	\$ -			
Statewide	\$ 1,610,634,399.52	\$ 1,654,555,935.19	2.7%	Statewide

APPENDIX 3: Regional Clusters: Sales Tax Collection by Region

Change	County	Region		Change	County	Region		Change	County	Region
30.0%	Clark	SW		11.0%	Coffey	SE		36.0%	Stafford	SC
27.4%	Greeley	SW		7.3%	Neosho	SE		20.3%	Rush	SC
25.9%	Comanche	SW		5.9%	Wilson	SE		18.4%	Barber	SC
24.2%	Stanton	SW		5.4%	Anderson	SE		16.6%	Chautauqua	SC
23.2%	Kearny	SW		2.5%	Labette	SE		13.2%	Elk	SC
22.3%	Edwards	SW		2.4%	Bourbon	SE		9.8%	Harper	SC
20.5%	Morton	SW		2.4%	Crawford	SE		8.6%	Rice	SC
13.9%	Haskell	SW		2.3%	Allen	SE		7.9%	Pratt	SC
13.6%	Kiowa	SW		0.3%	Montgomery	SE		7.9%	Kingman	SC
12.0%	Wichita	SW		-1.2%	Cherokee	SE		5.8%	Butler	SC
11.9%	Stevens	SW		-2.4%	Linn	SE		5.7%	Sumner	SC
11.3%	Meade	SW		-4.6%	Woodson	SE		4.4%	Pawnee	SC
10.9%	Lane	SW						3.2%	Cowley	SC
8.8%	Hamilton	SW						2.9%	Harvey	SC
7.8%	Hodgeman	SW						0.4%	Sedgwick	SC
6.8%	Ness	SW						0.0%	Reno	SC
5.2%	Seward	SW						-0.1%	Barton	SC
4.2%	Scott	SW						-2.5%	Greenwood	SC
3.7%	Finney	SW								
2.2%	Ford	SW								
-0.7%	Grant	SW								
-2.4%	Gray	SW								

APPENDIX 3: Regional Clusters: Sales Tax Collection by Region

Change	County	Region		Change	County	Region		Change	County	Region
17.1%	Logan	NW		12.6%	Miami	NE		22.9%	Chase	NC
11.7%	Norton	NW		8.8%	Jefferson	NE		16.5%	McPherson	NC
10.0%	Rooks	NW		8.5%	Leavenworth	NE		12.0%	Lincoln	NC
9.8%	Russell	NW		8.3%	Atchison	NE		11.4%	Ottawa	NC
9.3%	Decatur	NW		8.1%	Wyandotte	NE		11.3%	Riley	NC
8.4%	Trego	NW		7.2%	Doniphan	NE		11.0%	Geary	NC
8.3%	Cheyenne	NW		6.9%	Brown	NE		10.8%	Ellsworth	NC
8.1%	Rawlins	NW		6.9%	Franklin	NE		8.9%	Jewell	NC
7.3%	Sheridan	NW		6.8%	Nemaha	NE		6.3%	Marshall	NC
6.1%	Phillips	NW		6.4%	Douglas	NE		6.1%	Mitchell	NC
5.9%	Gove	NW		6.2%	Jackson	NE		5.9%	Dickinson	NC
4.3%	Thomas	NW		4.4%	Wabaunsee	NE		5.2%	Clay	NC
4.3%	Sherman	NW		4.2%	Osage	NE		3.8%	Republic	NC
3.9%	Osborne	NW		1.4%	Johnson	NE		2.8%	Morris	NC
3.7%	Ellis	NW		0.0%	Shawnee	NE		2.6%	Marion	NC
-0.8%	Smith	NW						2.1%	Pottawatomie	NC
-1.2%	Graham	NW						2.1%	Washington	NC
-1.6%	Wallace	NW						2.1%	Cloud	NC
								0.3%	Lyon	NC
								0.0%	Saline	NC