

W. Frank Barton School of Business

# Center for Economic Development and Business Research



## Kansas Gap Analysis 2016

Kansas Legal Services Sales by County

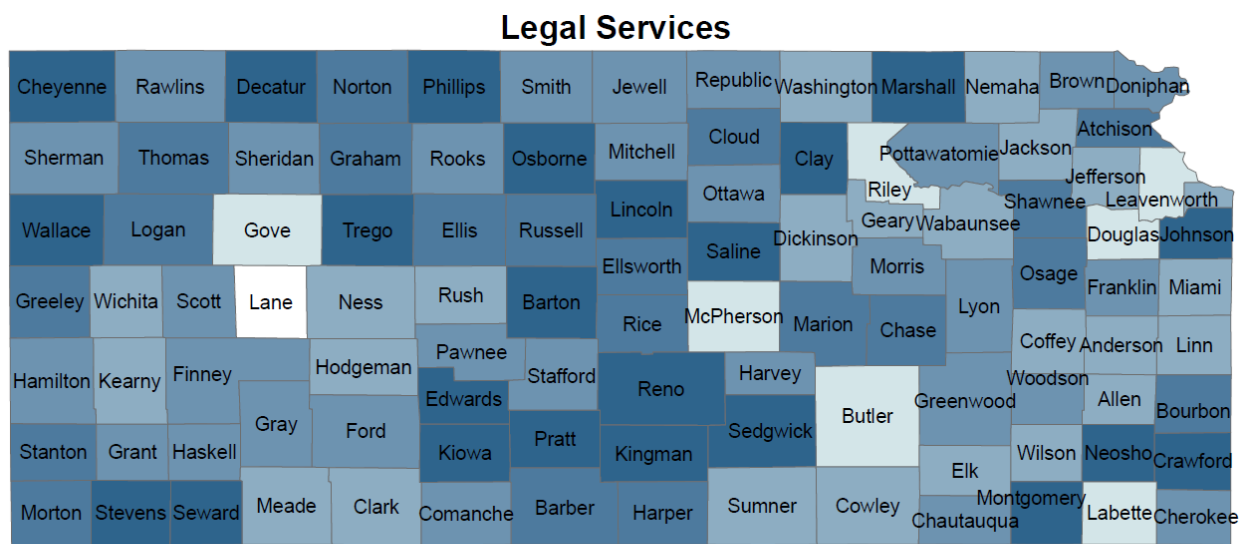


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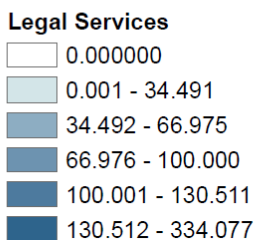
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# Kansas Legal Services Sales by County

The legal services sector includes offices of lawyers, attorneys, and notaries, as well as title abstract offices and other specialized legal and paralegal services, except arbitration services. CEDBR, as part of research on Kansas' retail and service sector gaps, has analyzed sales in the legal services sector in every county throughout Kansas. Below is a map of the legal services sales peer ratio for every Kansas county. The ratio is constructed as the total legal services sales<sup>1</sup> in each county, divided by the average legal services sales of their peer counties, in terms of population. A ratio larger than 100 indicates that a county has more legal service sector sales than its peers, while a ratio less than 100 indicates that a county has less legal services sector sales than its peers.



Source: CEDBR Analysis of 2013 NETS Database



- Johnson County and Sedgwick County are the Kansas counties with the highest peer sales ratio for legal services, the only counties in Kansas with sales over three times as high as the average of their peer counties.
- Total legal services employment in Kansas was approximately 13,300 in 2013, with employment of 19 in the median county in the state in this sector. Johnson County, Sedgwick County, and Shawnee County had the highest total employment and sales in the sector in the state.

<sup>1</sup> County-level sales and employment are calculated from the National Establishment Time Series (NETS) database, which contains 2013 sales estimates for all business establishments within each county.

- Only one Kansas county, Lane County, was identified as not having any establishments classified as legal services establishments in the dataset, which could indicate either a lack of legal services in those areas, or establishments classified in another service sector could also be providing legal services. The county has a population of less than 5,000 people.
- Of counties with legal services establishments in Kansas, the median county had a peer sales ratio of 94 percent. 43 counties had a peer sales ratio greater than 100 percent, while 62 counties had a peer sales ratio less than 100 percent, suggesting a fairly even distribution of legal services establishments throughout the state, relative to population.
- 64 Kansas counties had a peer sales ratio between 50 and 150 percent for the legal services sector, which suggests a wide and even dispersion in the concentration of legal services throughout the state, relative to population. Of the counties with a legal services establishment present, only 22 counties had a peer-to-sales ratio less than 50 percent. This is evidence of a generally even concentration of legal services firms relative to population throughout the state, with the largest counties tending to have a higher sales ratio.
- For Kansas counties with a population between 5,000 and 50,000, over two thirds of the counties had a legal services peer-to-sales ratio of between 50 and 150 percent. This is an indication of the generally even distribution of legal services throughout the state, even in mid-sized counties.

More information on retail gaps in Kansas can be found online at CEDBR's website, [gap.cedbr.org](http://gap.cedbr.org). Detailed 4 digit NAICS code retail and service gap data for each individual county in Kansas can be purchased from CEDBR.