

W. Frank Barton School of Business

# Center for Economic Development and Business Research

## Kansas Gap Analysis 2016

Kansas Management Services Sales by County

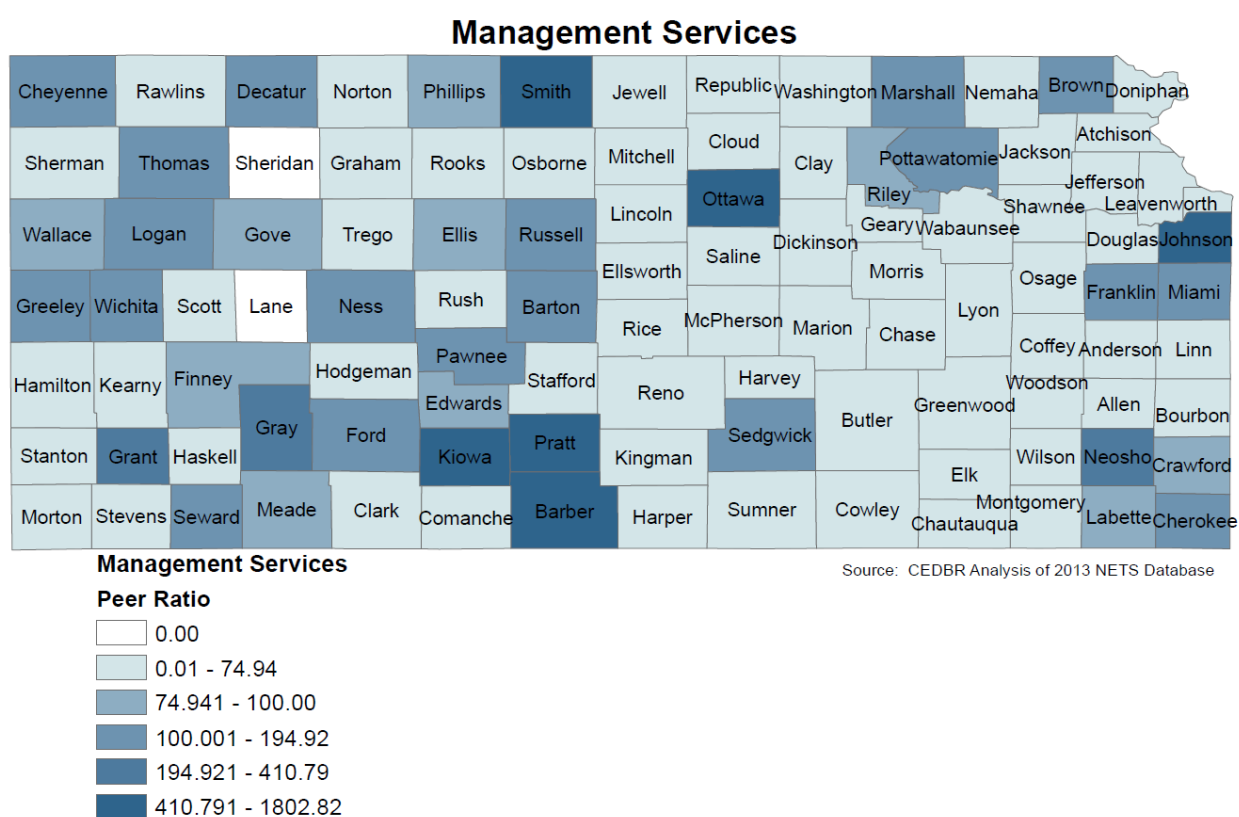


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# Kansas Management Services Sales by County

The management services sector includes establishments which provide computer systems management, and consulting services in the areas of management, marketing, and human resources. CEDBR, as part of research on Kansas' retail and service sector gaps, has analyzed sales in the management services sector in every county throughout Kansas. Below is a map of the management services sales peer ratio for every Kansas county. The ratio is constructed as the total management services sales<sup>1</sup> in each county, divided by the average management services sales of their peer counties, in terms of population. A ratio larger than 100 indicates that a county has more management service sector sales than its peers, while a ratio less than 100 indicates that a county has less management services sector sales than its peers.



- Smith County and Kiowa County are the Kansas counties with the highest peer sales ratio for management services, with sales over ten times as high as the average of their peer counties.
- Total Kansas employment in the management services sector was approximately 18,000 in 2013, and the employment in this sector in the median county in Kansas was 16. Johnson County and Sedgwick County had the highest total employment and sales in the management services retail sector.

<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.

- Two Kansas counties were identified as not having any establishments classified as management services establishments in the dataset, which could indicate either a lack of management services in those areas, or establishments classified in another service sector could also be providing management services. Both of these counties have a population of less than 5,000 people.
- Of counties with management services establishments in Kansas, the median county had a peer sales ratio of 61 percent. Only 28 of these counties had a peer sales ratio greater than 100 percent, indicating that, relative to population, management services sales were highly concentrated in a small number of counties.
- 44 Kansas counties had a peer sales ratio between 50 and 150 percent for the management services sector, which suggests a wide dispersion in the concentration of management services throughout the state, even relative to population. Of the counties with a management services establishment present, 43 counties had a peer-to-sales ratio less than 50 percent. This is another indication that most management services establishments are clustered in a small number of counties.
- For Kansas counties with a population between 5,000 and 50,000, less than half of the counties had a management services peer-to-sales ratio of between 50 and 150 percent. This is an indication that management services tend to be clustered together, 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 individual counties can be purchased from CEDBR.