

W. Frank Barton School of Business

# Center for Economic Development and Business Research

## Kansas Gap Analysis 2017

Kansas Building Materials and Supplies Stores by County



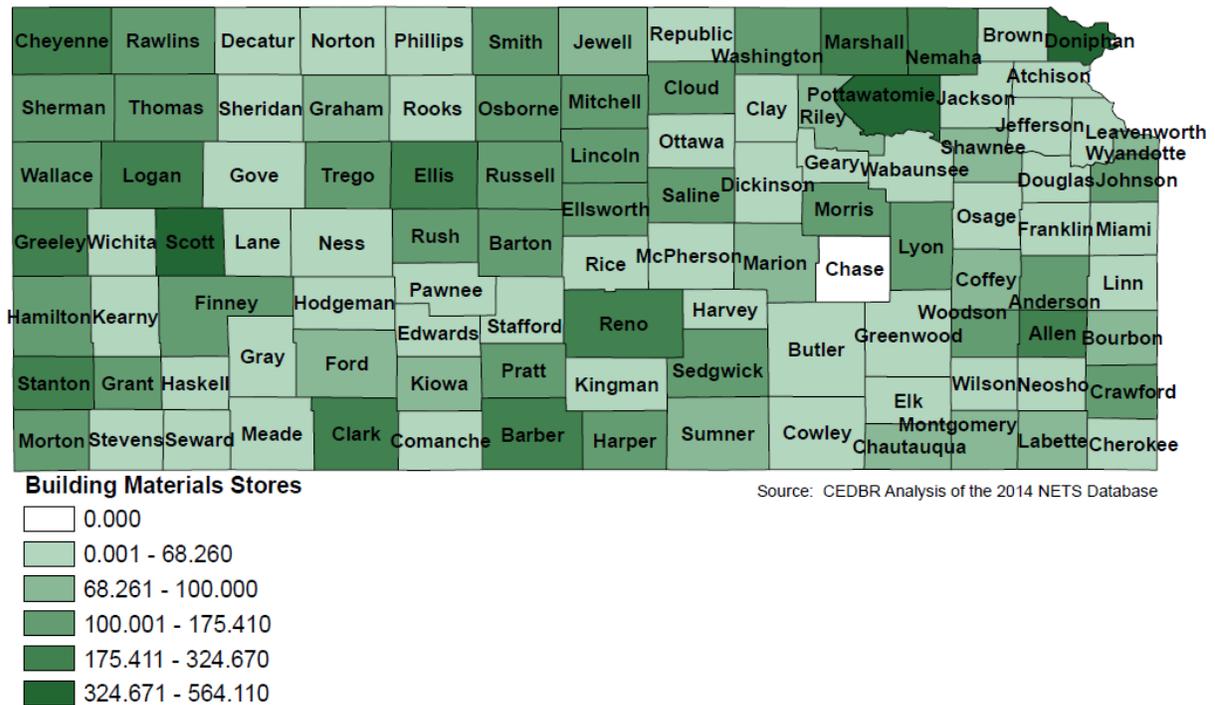
WICHITA STATE  
UNIVERSITY

1845 Fairmount St.  
Wichita KS 67260-0121  
316-978-3225  
[www.CEDBR.org](http://www.CEDBR.org)  
[cedbr@wichita.edu](mailto:cedbr@wichita.edu)

# Kansas Building Material Stores Sales by County

The building material stores sector includes paint stores, hardware stores, home centers, and other building material supply stores. CEDBR, as part of research on Kansas’ retail and service sector gaps, has analyzed sales in the building materials and supplies store sector in every county throughout Kansas. Below is a map of the building material and supply store sales peer ratio for every Kansas county. The ratio is constructed as the total building material and supply store sales<sup>1</sup> in each county, divided by the population-adjusted average building material and supply store sales of their peer counties<sup>2</sup>. A ratio larger than 100 indicates that a county has more building material and supply store sector sales than its peers, while a ratio less than 100 indicates that a county has less building material and supply sector store sales than its peers.

## Building Materials Stores



- Scott County and Doniphan County are the Kansas counties with the highest peer sales ratio for building material and supply stores. Scott County had over five times the building material and

<sup>1</sup> County-level sales and employment are calculated from the National Establishment Time Series (NETS) database, which contains 2014 sales estimates for all business establishments within each county.

<sup>2</sup>The peer counties for each county were selected based on population size, consisting of the five closest Kansas counties in population to the county with larger populations and the five closest Kansas counties in population to the county with smaller populations.

supply store sales as its population-adjusted peers, while Doniphan County had almost four times the level of sales as its peers.

- Total building material and supply stores employment in Kansas was approximately 11,700 in 2014, with employment of 20 in the median county in the state in this sector. Johnson County and Sedgwick County had the largest building material and supply store sectors, each employing over 2,600 workers. These two counties account for over half of all state sales and employment in the sector.
- Building material and supply stores are located throughout the state of Kansas; only one county in the state did not have a building material and supply establishment in the data. Ninety-five of Kansas's 105 counties employ at least 5 employees and have \$500,000 in sales or more in this sector. All Kansas counties with a population greater than 20,000 have greater than 15 employees and \$2.5 million in sales in the sector.
- The median county population-adjusted peer sales ratio in Kansas was 81 percent, suggesting a relatively equal distribution of sales in the sector throughout the state. Sixty-one Kansas counties had a peer sales ratio less than 100, and 39 counties had a peer sales ratio less than 50. A ratio less than 50 indicates that those counties' peers had, on average, over twice the sales in the building material and supply store sector than they did, which suggests those counties may be underserved in the sector.
- Forty-three Kansas counties had peer sales ratios between 50 and 150 percent for the building material and supply store sector, while 20 had a ratio greater than 150 percent. This is a sign that many Kansas counties have a relatively equal distribution of building material and supply stores, though there are outliers as well. Only 22 Kansas counties have ratio less than 25 percent or greater than 200 percent.
- Of Kansas counties with a population between 5,000 and 50,000, 41 percent have a peer sales ratio between 50 and 150 percent, which suggests the distribution of sales was relatively equal in mid-sized counties. In these counties, the median employment in the building material and supply store sector was 27 employees.

More information on retail gaps in Kansas can be found online at CEDBR's website, <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.