

Miami County Economic Development

Economic Climate

We're ready to do business with you...

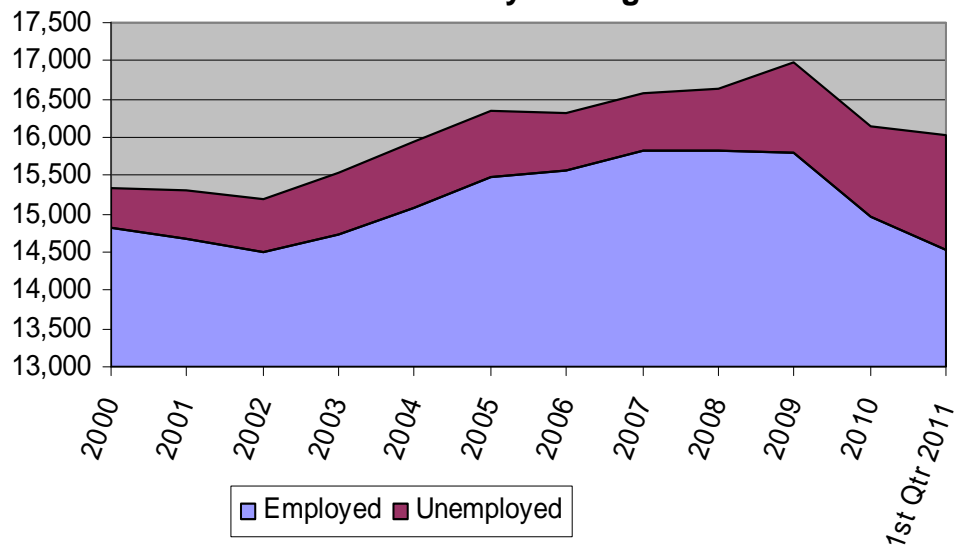
Employment

Civilian Labor Force Miami County Average

During the first quarter of 2011, Miami County's average unemployment rate has continued to exceed both the Kansas and Kansas City MSA average.

The number of available persons in the civilian labor force continues to decline to levels previously seen prior to 2005. The number of employed persons dropped almost another 450 jobs to a level similar to 2002. At the same time, the number of unemployed rose by 333 persons reaching an all time high in the last decade.

Source: Kansas Department of Labor, developed in cooperation with the US Bureau of Labor Statistics



Average Unemployment Rates

	Miami County	Kansas	Kansas City, MSA
2000	3.4	3.8	3.8
2002	4.7	5.1	5.8
2004	5.3	5.5	6.0
2005	5.2	5.1	5.1
2006	4.5	4.3	4.8
2007	4.5	4.1	4.6
2008	4.8	4.4	5.0
2009	7.1	6.6	7.2
2010	7.3	6.6	7.0
1st Qtr 2011	9.5	7.2	7.7

Source: Kansas Department of Labor, developed in cooperation with the US Bureau of Labor Statistics

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Cost of Living

Data from almost 100 Miami County businesses was compiled to create the ACCRA Cost of Living Index. At least three businesses provided prices for more than 60 items. The participating businesses represented each community in the county providing comparative services. Standards for the items were provided

by The Council For Community and Economic Research (C2ER) to create consistency among participants. Prices for utilities, health care, fuel, grocery items and housing were among those surveyed.

Of the 315 regions studied, the Kansas City metro area ranked slightly higher than mid-pack.

Data for smaller markets is gathered in January, May and September and released by C2ER. A composite score is provided along with the weighted categories.

Comparisons of their national data can be obtained at www.coli.org.

Third Quarter 2010							
	Composite (100%)	Grocery (12.49%)	Housing (29.84%)	Utilities (9.94%)	Transport. (10.73%)	Health (4.07%)	Misc. (32.93%)
St. Louis MO-IL Metro	90.9	103.0	74.8	95.3	99.1	100.3	94.9
Topeka KS Metro	93.6	94.9	85.8	85.5	98.6	96.3	100.4
Miami County KS	91.3	107.3	72.0	94.1	93.3	95.6	100.0
Lawrence KS Metro	95.5	86.6	97.9	91.8	96.8	98.9	97.1
Kansas City MO-KS Metro	98.8	97.6	90.0	102.8	101.0	98.7	105.3
Denver CO	103.9	104.1	111.3	98.5	95.6	108.1	101.4

Effective Buying Income

Effective Buying Income is also commonly known as disposable personal income. It represents personal income, such as wages, salaries, interest, dividends, profits, rental income, and pension income, minus federal, state, and local taxes and non-tax payments, such as personal contributions for social security insurance.

Source: Nielsen Claritas, 2009

	Average EBI
Miami County	\$ 57,359
Kansas City MSA	\$ 56,334
Kansas	\$ 50,865
US	\$ 55,886

Pull Factors

Retail Pull Factors Measuring Regional Sales and Market Captured

County	2005	2006	2007	2008	2009	2010
Butler	0.67	0.69	0.69	0.71	0.73	0.71
Douglas	0.99	0.97	0.87	0.85	0.85	0.86
Finney	1.01	1.01	1.05	1.13	1.15	1.09
Franklin	0.75	0.75	0.7	0.71	0.70	0.70
Harvey	0.79	0.77	0.78	0.79	0.79	0.78
Johnson	1.43	1.38	1.35	1.34	1.30	1.28
Leavenworth	0.61	0.6	0.57	0.54	0.55	0.57
Lyon	0.86	0.85	0.85	0.83	0.82	0.88
McPherson	0.92	0.92	0.94	0.92	0.99	1.05
Miami County	0.79	0.79	0.67	0.65	0.63	0.66
Riley	0.75	0.79	0.86	0.77	0.78	0.83
Saline	1.31	1.31	1.32	1.28	1.33	1.34
Sumner	0.46	0.47	0.47	0.5	0.53	0.54

The Pull Factor is one measure of a county's retail trade. A factor of 1 depicts a perfect balance of trade where the purchases of county residents who shop elsewhere are offset by the purchases of out-of-county customers. Values greater than 1 indicate that trade is pulled in from beyond their home county. Values less than 1 indicate that more trade is lost than pulled into the county.

Source: Kansas Department of Revenue, state fiscal year

Peer Comparisons

Peer Comparisons

	2010 Median Home Value	Home Ranking	2010 Median Household Income	Income Ranking
Spring Hill	\$149,030	3	\$70,274	1
Basehor	\$158,779	1	\$69,951	2
De Soto	\$157,068	2	\$63,500	3
Louisburg	\$125,758	4	\$63,487	4
Tonganoxie	\$112,576	5	\$61,364	5
Paola	\$106,045	6	\$52,170	6
Edwardsville	\$41,843	14	\$34,805	7
Osawatomie	\$53,425	12	\$42,351	8
Iola	\$63,626	11	\$40,383	9
Bonner Springs	\$41,843	13	\$34,805	10
Concordia	\$70,954	10	\$40,842	11
Baxter Springs	\$76,687	9	\$33,276	12
Ottawa	\$87,394	8	\$48,993	13
Abilene	\$98,946	7	\$45,984	14

Each city selected peer communities based on size and proximity to highways and major metro markets. This list of peers includes only those that are common to Spring Hill, Louisburg, Paola and Osawatomie.

Source: ESRI, based on 3-mile radius

Average Tax Burden

	2009 Average Rate	2010 Tax Payment on	
	(Per \$1,000 of Assessed Value)	\$1,000,000 Commercial Property	\$250,000 Home
Johnson County, KS	\$114.533	\$28,633	\$3,247
Wamego	\$117.502	\$29,376	\$3,332
Fontana	\$119.514	\$29,879	\$3,390
Miami County, KS	\$121.547	\$30,387	\$3,448
Hesston	\$123.567	\$30,892	\$3,507
Olathe	\$125.343	\$31,336	\$3,558
Abilene	\$126.793	\$31,698	\$3,599
De Soto	\$136.520	\$34,130	\$3,879
Baldwin City	\$136.899	\$34,225	\$3,890
Louisburg	\$141.427	\$35,357	\$4,020
Paola	\$141.819	\$35,455	\$4,031
Bonner Springs	\$146.969	\$36,742	\$4,179
Spring Hill	\$148.433	\$37,108	\$4,221
Osawatomie	\$152.030	\$38,008	\$4,325
Ottawa	\$163.744	\$40,936	\$4,662
Edwardsville	\$165.375	\$41,344	\$4,709
Iola	\$169.520	\$42,380	\$4,828
Garnett	\$184.374	\$46,094	\$5,255

Single Family Homes

Average Single Family Home Sale Price

	2006		2007		2008		2009	
	Sales Price	Price Per Sq Ft	Sales Price	Price Per Sq Ft	Sales Price	Price Per Sq Ft	Sales Price	Price Per Sq Ft
Paola	\$ 151,733	\$ 98	\$ 151,420	\$ 98	\$ 165,205	\$ 94	\$ 113,825	\$ 88
Louisburg	\$ 176,091	\$ 100	\$ 175,595	\$ 105	\$ 169,744	\$ 101	\$ 169,679	\$ 107
Spring Hill	\$ 183,763	\$ 100	\$ 186,541	\$ 101	\$ 180,410	\$ 101	\$ 175,597	\$ 110
Osawatomie	\$ 86,898	\$ 66	\$ 92,347	\$ 72	\$ 102,942	\$ 74	\$ 78,440	\$ 65
Unincorporated	\$ 254,883	\$ 115	\$ 251,928	\$ 121	\$ 227,208	\$ 112	\$ 231,948	\$ 123
Miami County Combined	\$ 177,481	\$ 99	\$ 184,594	\$ 104	\$ 182,901	\$ 100	\$ 170,982	\$ 105

Source: Miami County Appraiser's Office

Historical records regarding sale prices for property will differ slightly between the Miami County Appraiser's Office and other sources such as the Kansas City Regional Association of REALTORS and

the Home Builders of Greater Kansas City. Numbers tracked by the Appraiser's Office includes sales that did not involve a real estate agent.

Average Sale Price Resale Single Family Homes

	Miami	Johnson	Leavenworth	Wyandotte	Cass	Clay/Ray	Jackson	Platte
2005	\$154,724	\$225,635	\$127,280	\$84,886	\$136,361	\$143,073	\$132,382	\$ 172,418
2006	\$209,322	\$346,942	\$236,886	\$192,802	\$136,441	\$176,396	\$123,269	\$ 171,647
2007	\$153,510	\$237,848	\$122,696	\$75,182	\$138,989	\$149,928	\$105,795	\$ 187,068
2008	\$171,772	\$229,860	\$138,178	\$70,836	\$136,062	\$138,077	\$113,016	\$ 170,252
2009	\$148,687	\$222,145	\$142,219	\$69,039	\$134,288	\$132,572	\$113,919	\$ 169,267
2010	\$145,738	\$231,866	\$ 48,373	\$74,709	\$140,735	\$134,477	\$111,048	\$ 176,935
1st Qtr 2011	\$132,483	\$214,575	\$135,096	\$58,263	\$125,081	\$114,876	\$101,910	\$ 160,782

Average Sale Price New Single Family Homes

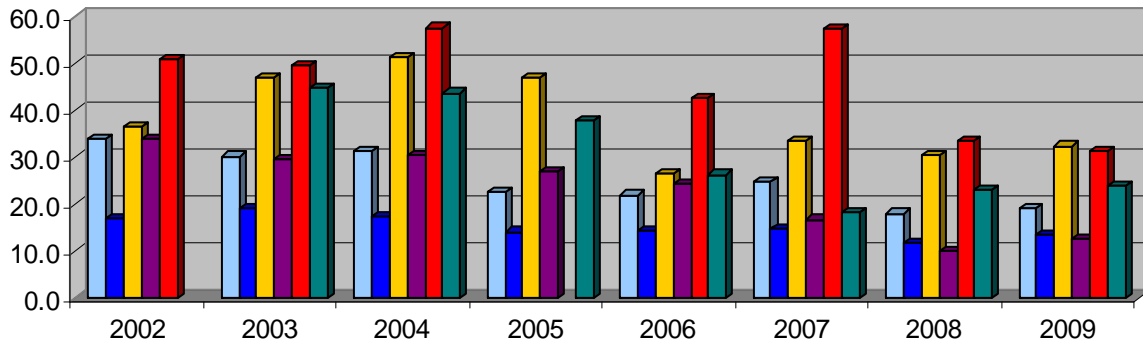
	Miami	Johnson	Leavenworth	Wyandotte	Cass	Clay/Ray	Jackson	Platte
2005	\$187,053	\$324,459	\$225,295	\$188,402	\$214,479	\$225,679	\$254,910	\$253,949
2006	\$209,322	\$346,942	\$236,886	\$192,802	\$262,250	\$259,151	\$239,565	\$312,665
2007	\$159,058	\$425,100	\$259,070	\$207,652	\$300,891	\$251,424	\$267,502	\$274,275
2008	\$221,805	\$388,028	\$243,806	\$208,067	\$263,896	\$248,715	\$279,787	\$314,719
2009	\$195,125	\$363,620	\$242,413	\$204,792	\$242,176	\$242,011	\$286,710	\$299,401
2010	\$208,580	\$376,319	\$234,257	\$189,441	\$245,202	\$263,942	\$276,575	\$312,269
1st Qtr 2011	\$189,850	\$372,329	\$227,321	\$191,796	\$252,834	\$246,601	\$267,339	\$308,872

Average Sale Price New and Resale Single Family Homes

	Miami	Johnson	Leavenworth	Wyandotte	Cass	Clay/Ray	Jackson	Platte
2006	\$189,406	\$258,746	\$ 171,478	\$107,266	\$165,603	\$173,137	\$146,219	\$ 207,964
2007	\$176,760	\$261,010	\$169,705	\$101,572	\$182,170	\$171,458	\$138,913	\$ 208,317
2008	\$178,153	\$254,038	\$149,903	\$85,999	\$157,923	\$157,377	\$123,292	\$ 198,489
2009	\$150,834	\$239,138	\$160,914	\$80,164	\$147,398	\$148,203	\$122,049	\$ 190,517
2010	\$146,960	\$247,736	\$161,360	\$82,806	\$149,642	\$153,605	\$116,455	\$ 195,050
1st Qtr 2011	\$133,292	\$232,421	\$143,341	\$65,892	\$131,909	\$128,209	\$106,015	\$ 181,542

Crime Rates

Total Crime Index Offenses



County Average Miami County Sheriff Paola Police Louisburg Police Osawatomie Police Spring Hill

Note: Includes violent crime and property crime per 1,000

Source: Kansas Bureau of Investigation

Consumer Price Index

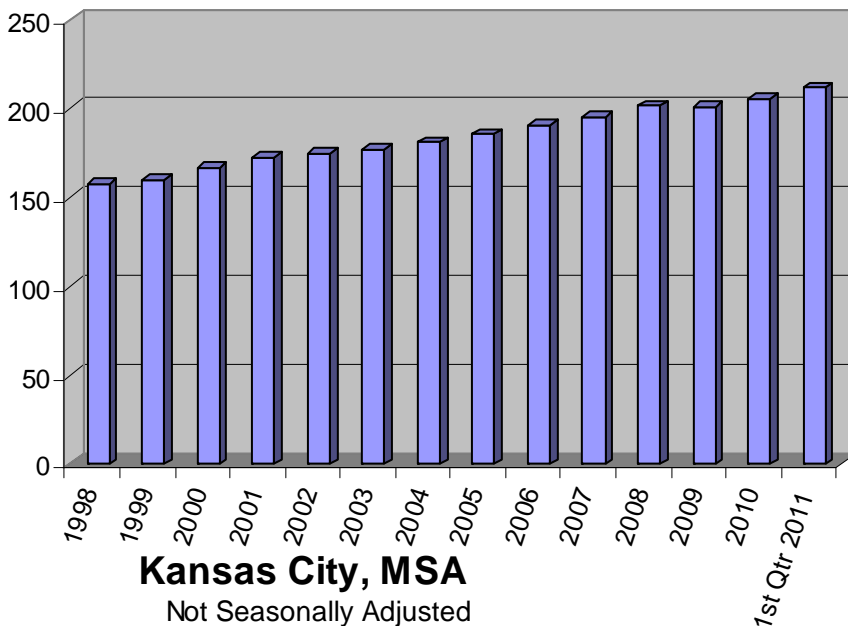
The Consumer Price Index (CPI) measures the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services.

It reflects spending patterns for all urban consumers and urban wage earners. It is based on the expenditures of almost all residents of urban or metropolitan statistical areas, including professionals, the self-

employed, the poor, the unemployed and retired persons as well as urban wage earners.

Excluded from the CPI are the spending patterns of persons living in rural non-metropolitan areas, farm families, persons in the Armed Forces, and those in institutions, such as prisons and mental hospitals.

Consumer Price Index



The Consumer Price Index continued its increases during the first quarter of 2011. Over the last 12 months, the all items index increased 2.7 percent before seasonal adjustment.

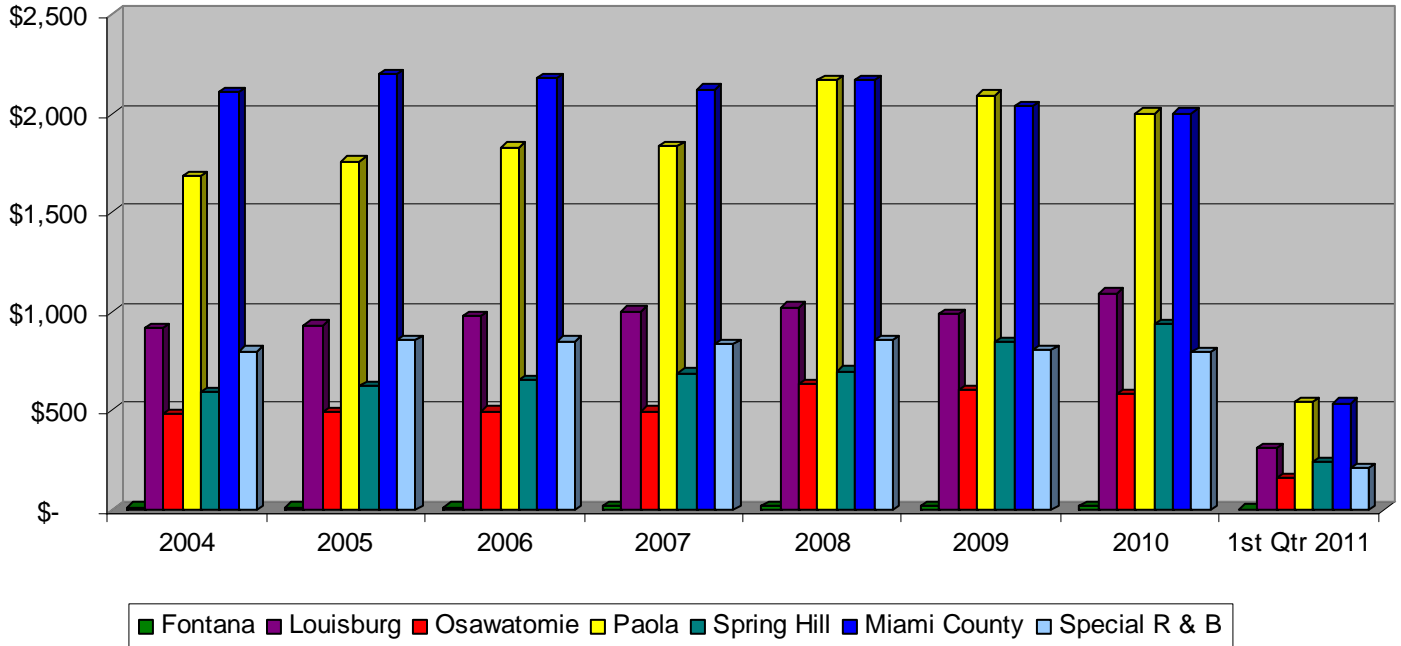
Gasoline and food prices continued to rise and together accounted for almost three quarters of the seasonally adjusted all items increase in March. The gasoline index posted its ninth consecutive increase and has now risen 14.4 percent over the last three months.

Source: US Bureau of Labor Statistics

Sales Tax

Sales Tax Receipts

Thousands



Note: Spring Hill includes all but Johnson County special collections. All others include all local and county shared taxes. Osawatometie increased its local tax rate from 0.5% to 1% in 2007. Paola increased that same year from 1% to 1.25%. The first

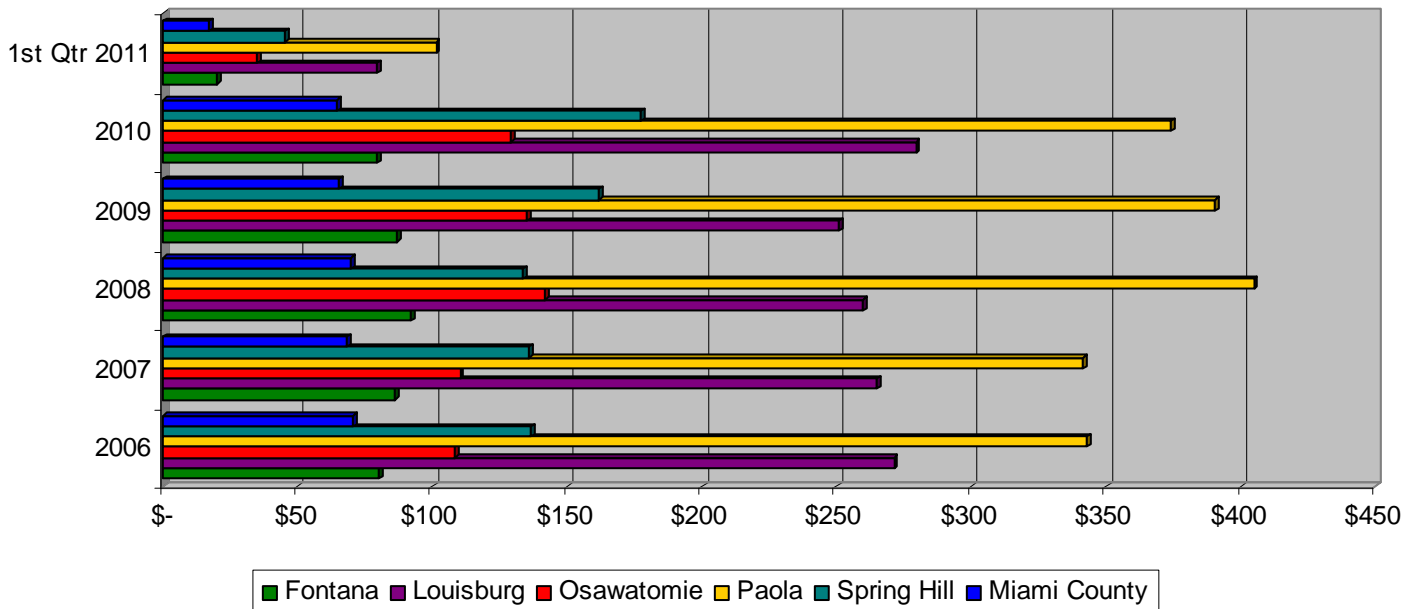
disbursements under the new rate were made in January of 2008.

Spring Hill increased its sales tax rate from 1% to 1.5% in April of 2009. The first disbursements under the new rate were made in June of 2009.

Louisburg increased its sales tax rate from 1% to 1.25% in July of 2010. The first disbursements under the new rate will be made in September of 2010.

Source: Kansas Department of Revenue

Sales Tax Receipts Per Capita



Transient Guest Taxes

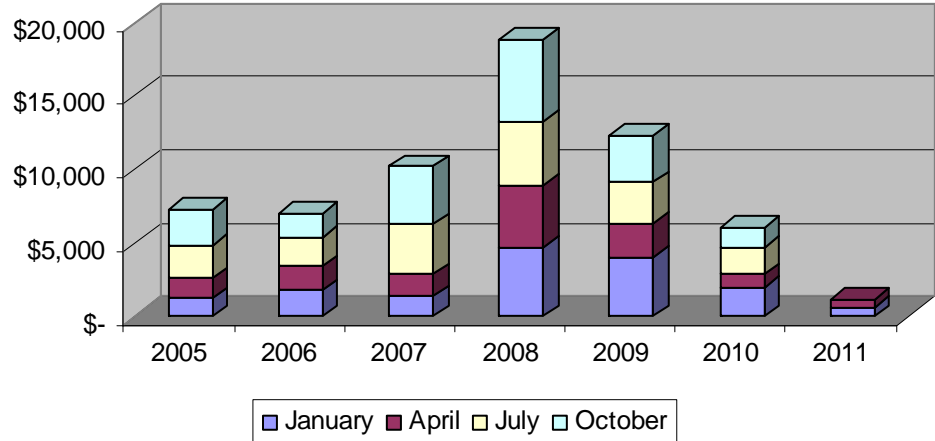
Kansas allows cities to impose a transient guest tax, in addition to the sales tax, on the rental of rooms, lodging, or other sleeping accommodations. The guest tax applies when there are more than two bedrooms furnished for the accommodations of guests and when the room is rented for 28 consecutive days or less.

The City of Osawatometie assesses a 6% tax while the City of Paola collects 5%. None is collected within the unincorporated areas.

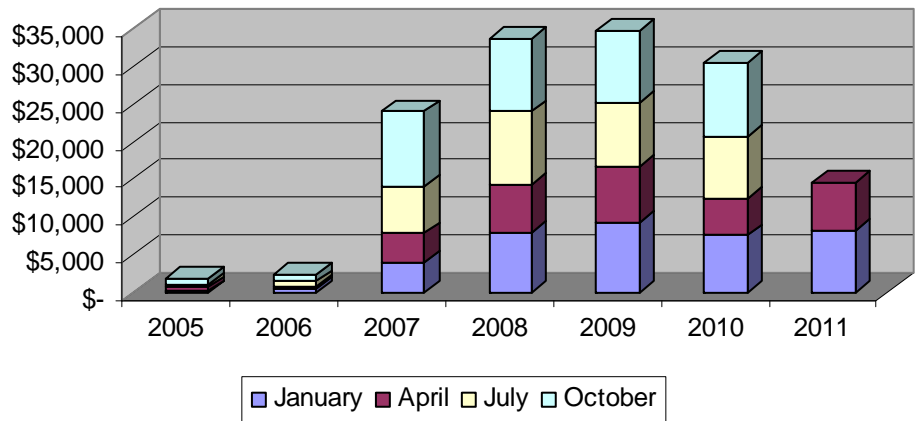
The local use of the dollars collected is governed by each city. In both Paola and Osawatometie, a local board of volunteers have been appointed to oversee the expenditures.

Source: Kansas Department of Revenue

Osawatometie Transient Guest Tax

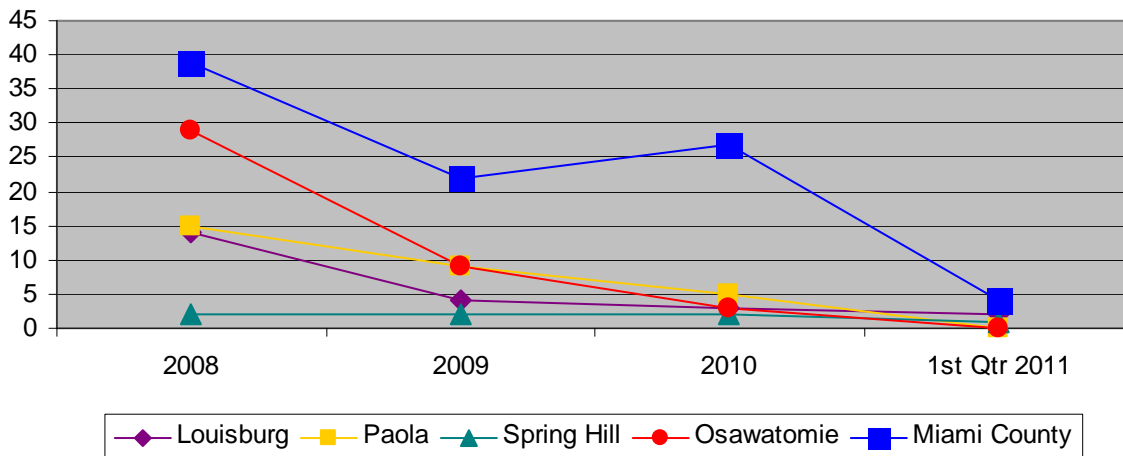


Paola Transient Guest Tax



Building Permits

New Single Family Home Permits

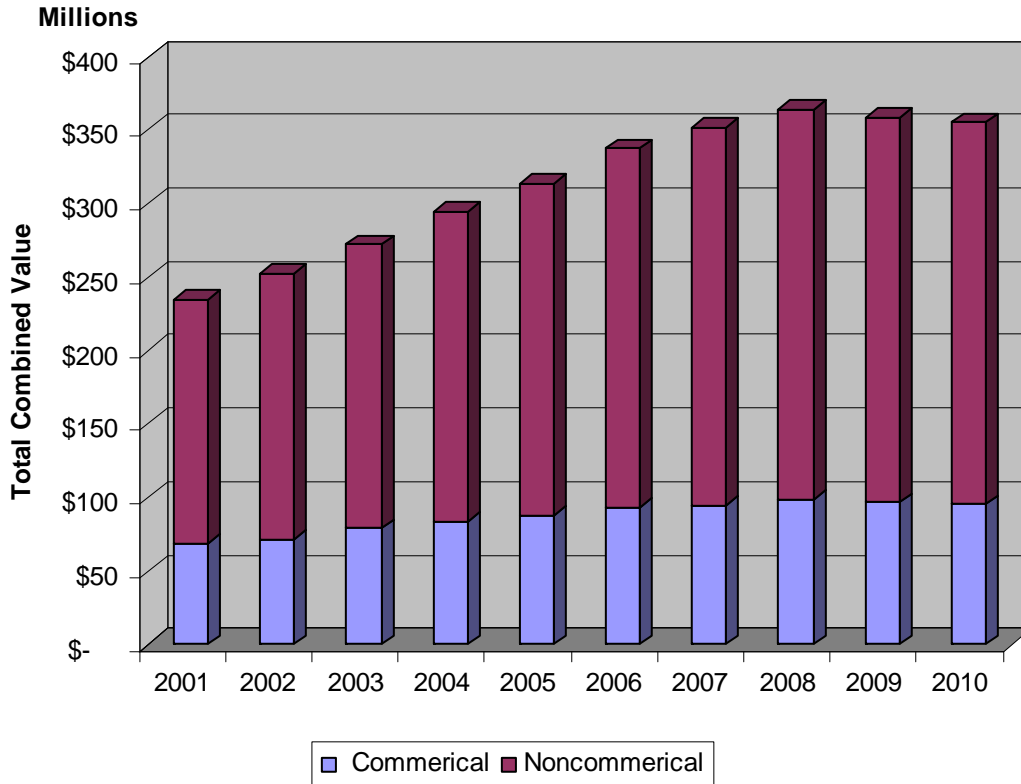


Source: Cities and county

*Spring Hill reflects Miami County only

Assessed Valuation

Total Assessed Valuation

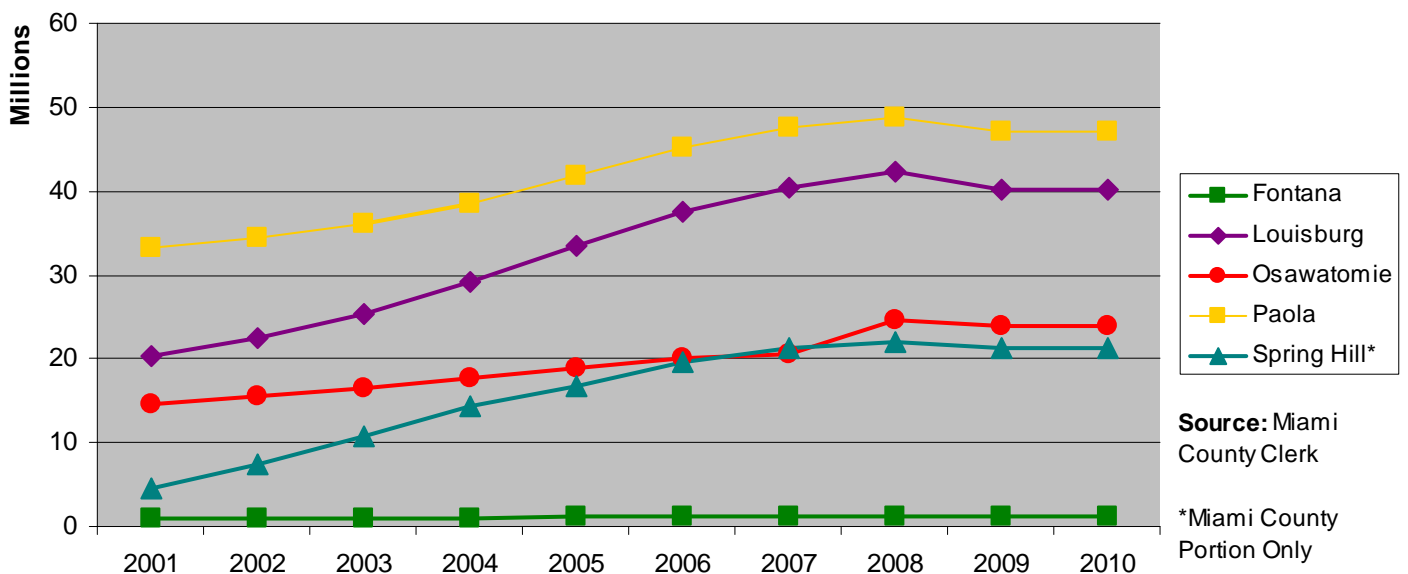


Assessed valuations include the combined value of personal property, real property and the value of things such as utility infrastructure and mineral rights. Personal property includes vehicles while real property includes land. While reliance on real property versus personal property varies by community, overall almost 30% of the county's assessed valuation was generated by commercial uses.

The State of Kansas determines how values are assessed. For example, commercial structures pay property taxes on 25% of their appraised value while a home pays property taxes on 11.5% of the home's appraised value.

Source: Miami County Clerk

Community Assessed Valuations



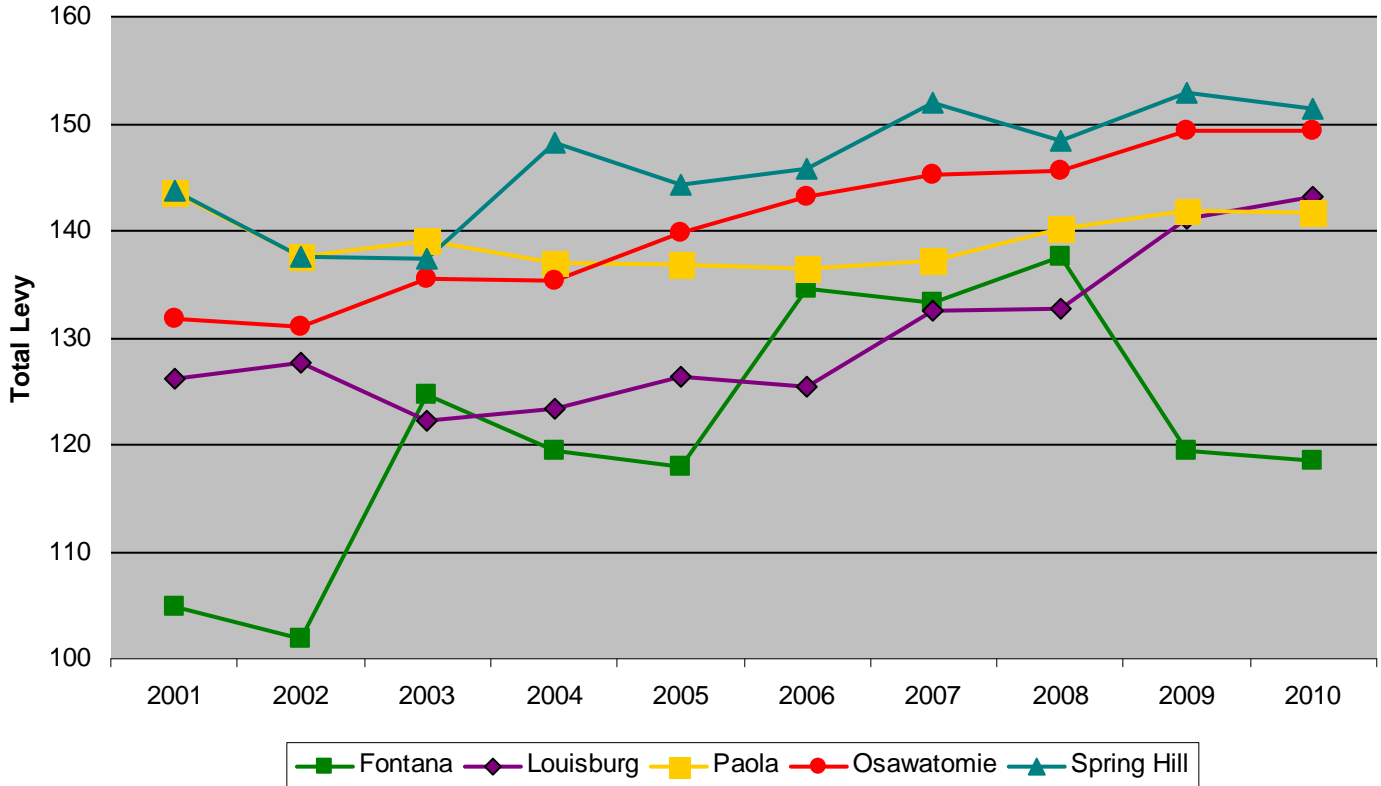
Source: Miami County Clerk

*Miami County Portion Only

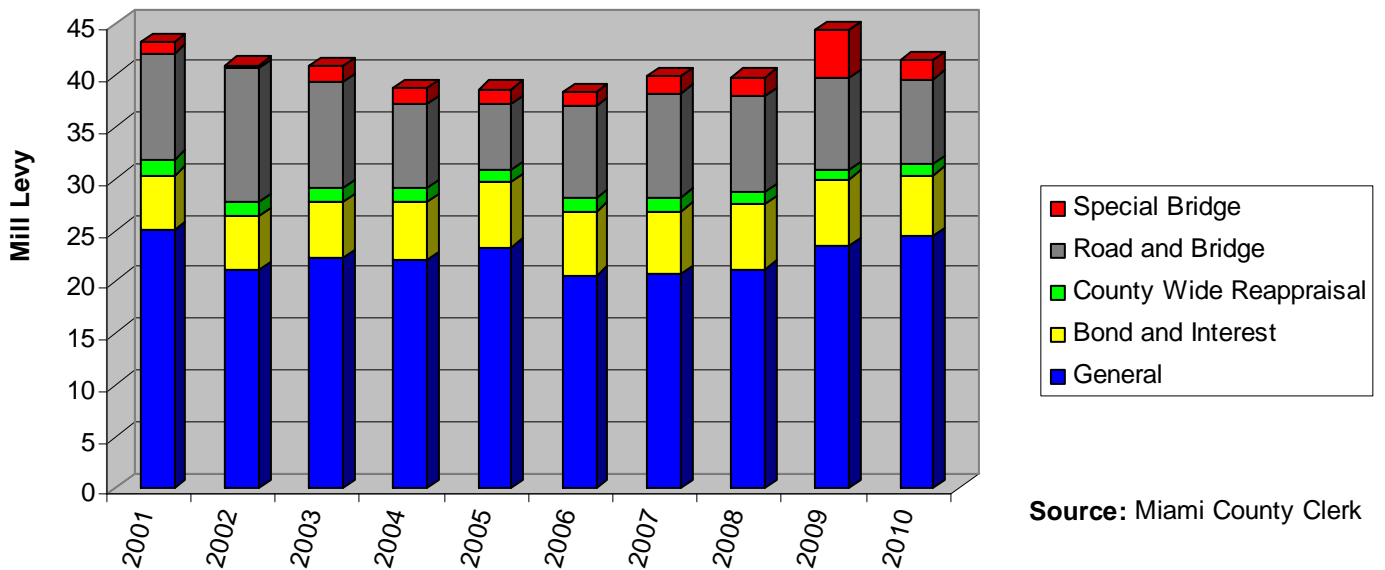
Mill Levies

Mill Levy Comparisons

Source: Miami County Clerk



Miami County Mill Levy by Fund



Source: Miami County Clerk

Population Growth

From 2008 to 2009:

Miami County lost 20 residents, -0.1%, to 30,969. It is the second consecutive year recording a loss.

Fontana increased by a person, 0.5%, to 218 residents.

Louisburg decreased 34 people, -0.9%, to 3,906 residents. It is the first year Louisburg has recorded a population decrease in more than a decade.

Reversing previous trends, **Osawatomie** gained 53 residents, 1.2%, to 4,541 residents.

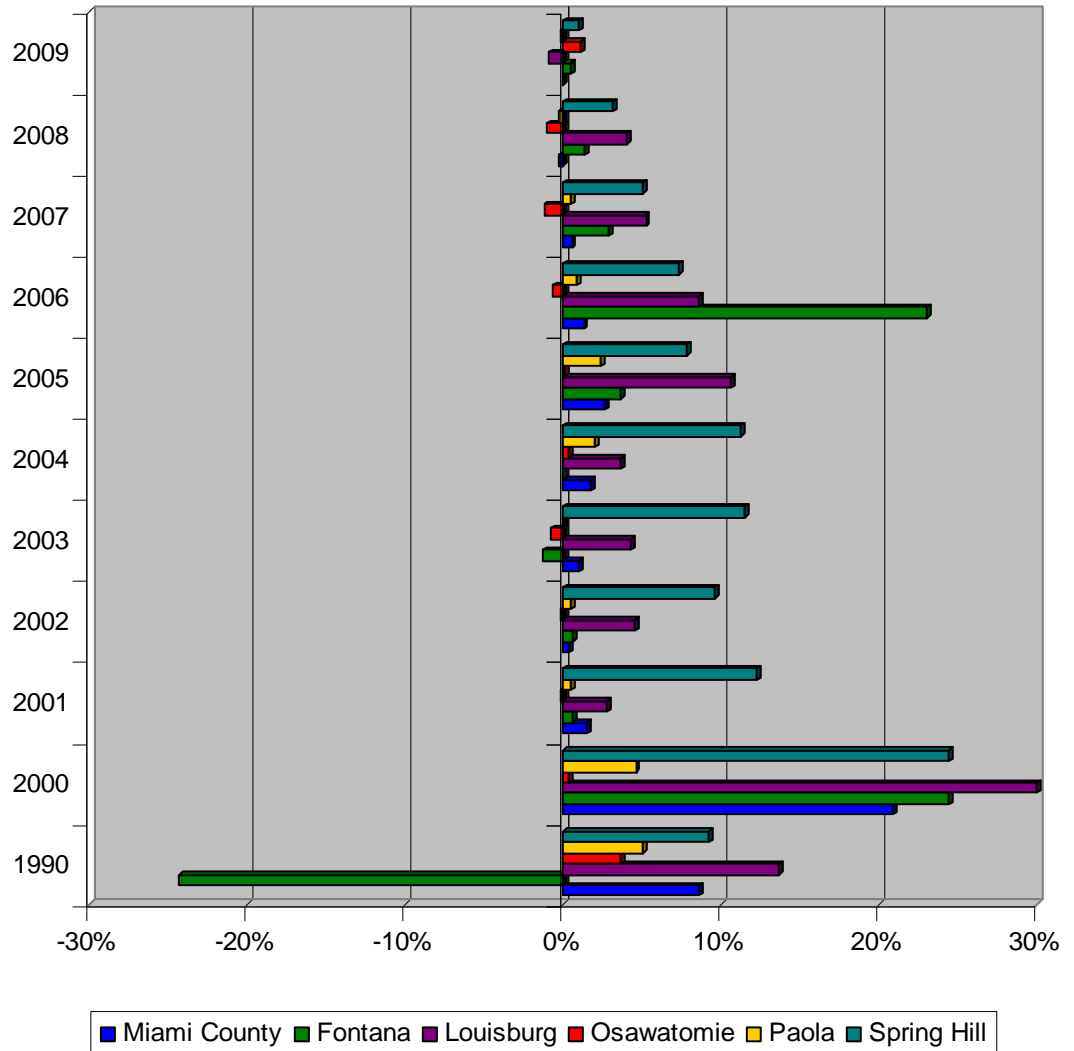
For the second year, **Paola** lost in population 5 people, -0.1%, to 5,346 residents.

Spring Hill* increased 54 people, 1.0%, to 5,281 residents.

**The Spring Hill reflects both Johnson and Miami counties.*

Source: Kansas Budget Office

Population % Growth



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