

W. Frank Barton School of Business

Center for Economic Development and Business Research



Kansas Gap Analysis, 2016

Kansas Gas Station Sales by County



WICHITA STATE
UNIVERSITY

1845 Fairmount St.
Wichita KS 67260-0121
316-978-3225
www.CEDBR.org
cedbr@wichita.edu

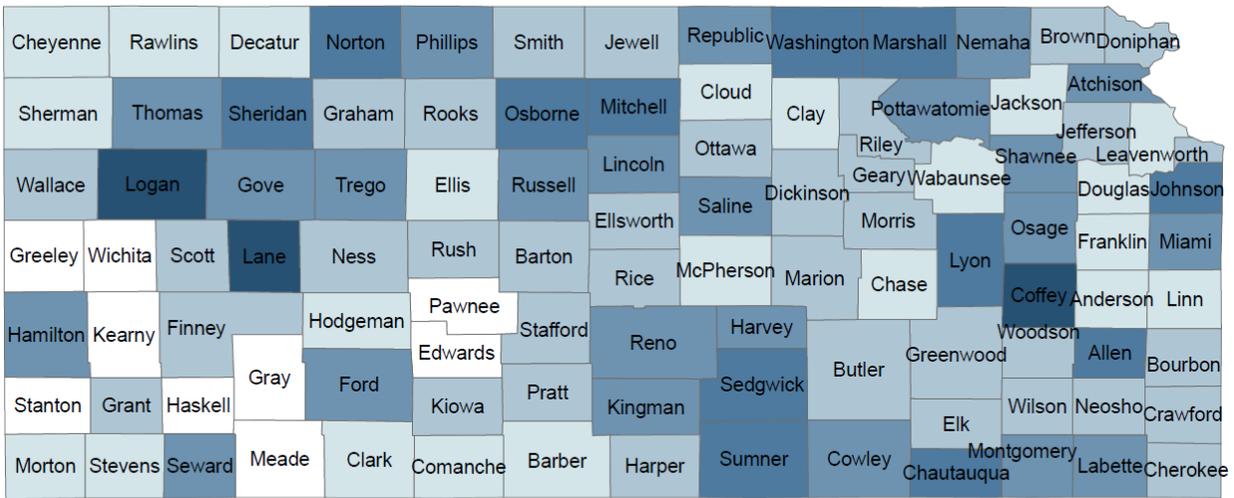
Kansas Gas Station Sales by County

Gas stations make up a small but essential part of the retail trade sector in many Kansas communities, both large and small. CEDBR, as part of research in Kansas' retail sector gaps, has analyzed sales in the gasoline station retail sector throughout Kansas. Below is a map of the gas station sales peer ratio for every Kansas county. The ratio is constructed as the total gas station sales¹ in each county, divided by the average gas station sales of their peer counties, in terms of population. A ratio larger than 100 indicates that a county has more gas station sector sales than its peers, while a ratio less than 100 indicates that a county has less gas station sector sales than its peers.

- 18 Kansas counties had sales more than 50 percent higher than their peer counties, and 39 counties had sales more than 50 percent lower than their peer counties.
- Coffey County and Lane County have the highest gas station sales ratios, relative to their peer counties, of all the counties in Kansas. Johnson County, Sedgwick County, and Shawnee County have the highest levels of employment and sales in the gas station sector of retail trade in Kansas. Total Kansas employment in the sector is over 4,400 workers.
- Nine Kansas counties were identified as not having any establishments classified as gas stations in the dataset, which could indicate either a lack of gas stations in those areas, or establishments classified in another retail business sector also operating gasoline services in those areas.
- For Kansas counties with a population of 5,000 to 50,000, the gas station sector employs an average of 30 employees per county, with average annual sales of \$4.6 million. The median county of this size has a peer sales ratio of 73 percent, suggesting that gas stations tend to be clustered more heavily in small fraction of the counties.
- Counties with populations less than 5,000 have a median peer sales ratio of 47 percent, suggesting even more clustering of gas stations in a relatively small number of more heavily travelled counties. These counties, on average, employ approximately 13 workers in the gas station retail sector.

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

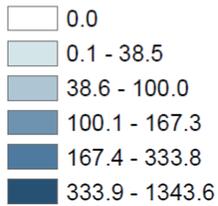
Gas Stations



Source: CEDBR Analysis of 2013 NETS Database

Gas Stations

Peer Ratio



More information on retail gaps in Kansas can be found online at CEDBR's website, retailgap.cedbr.org. Detailed 4 digit NAICS code retail and service gap data for individual counties can be purchased from CEDBR.