

FY2019 City/Town Retail Analysis

Jackson, MS

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	Population	Total Retail Sales	Per Capita Income	Trade Area Capture	Total Sales Pull Factor
Mississippi	2,989,202	\$51,313,858,563	\$39,307	2,989,202	1.00
Jackson	167,960	\$2,639,441,636	\$42,995	140,567	0.84

City/Town Retail Sales Analysis					
Category	Total Retail Sales*	Potential Retail Sales*	Surplus/Leakage*	Trade Area Capture	Pull Factor
Total	\$2,639,441,636	\$3,153,794,048	\$514,352,412	140,567	0.84
Ag/Forestry/Fishing/Hunting	\$144,944	\$1,249,728	-\$1,104,784	19,480	0.12
Mining/Quarry/Oil & Gas Ext	\$10,876,362	\$13,852,202	-\$2,975,840	131,877	0.79
Utilities	N/D	\$72,972,493	N/A	N/A	N/A
Construction	\$41,356,649	\$340,730,079	\$299,373,430	20,386	0.12
Manufacturing	\$34,247,721	\$54,839,280	-\$20,591,559	104,893	0.62
Wholesale Trade	\$178,477,529	\$250,899,190	-\$72,421,661	7,891,864	0.71
Retail Trade	\$1,547,030,354	\$1,669,391,780	\$122,361,426	155,649	0.93
Trans/Warehousing	\$1,172,634	\$5,833,155	-\$4,660,521	33,765	0.20
Information	\$142,407,573	\$160,809,277	-\$18,401,704	148,740	0.89
Finance and Insurance	\$1,525,773	\$4,939,319	-\$3,413,546	51,883	0.31
Real Estate/Rental/Leasing	\$31,572,133	\$75,251,765	-\$43,679,632	70,468	0.42
Prof, Scientific, and Tech Svcs	\$10,632,105	\$12,516,480	-\$1,884,375	142,673	0.85
Mgt of Companies/Enterprises	N/D	\$364,245	N/A	N/A	N/A
Admin/Sup/Waste Mgt/Rem Svcs	\$20,958,136	\$24,705,669	-\$3,747,533	130,274	0.85
Educational Services	\$0	\$6,715	-\$6,715	0	0.00
Health Care/Social Assistance	\$642,101	\$244,531	\$397,570	441,037	\$397,570
Arts, Entertainment, and Rec	\$6,469,186	\$9,409,261	-\$2,940,075	115,478	0.69
Accommodations/Food Svcs	\$374,507,231	\$349,939,242	\$24,567,989	179,752	1.07
Other Services (except PA)	\$118,704,895	\$99,725,885	\$18,979,010	199,925	1.19
Public Administration	\$9,145,246	\$3,798,480	\$5,346,766	404,382	2.41

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Data Key

Retail Sales data (total and by sector) were obtained from the Mississippi Department of Revenue Annual Report Fiscal Year 2019 (July 1, 2018 through June 30, 2019). A value of "N/D" (Not Disclosed) for a particular sector indicates that the data was not disclosed in the Department of Revenue's Annual Report due either to no activity in that sector occurring in the city/town or to confidentiality concerns.

Trade Area Capture estimates the number of shoppers that the city/town serves. It is calculated by dividing the population of the city/town by the per capita retail sales for the state adjusted by income level of the county relative to the state. If the Trade Area Capture is larger than the population of the city/town, then the city/town is attracting outside shoppers. If the Trade Area Capture is smaller than the city/town, then the city/town is losing shoppers to other geographic areas.

The Total Retail Pull Factor is calculated as the Trade Area Capture divided by the city/town population. If the Total Retail Pull Factor is equal to or greater than 1.0, this suggests that the city/town is attracting customers from outside its geographic boundaries to spend retail dollars. If the Total Retail Pull Factor is less than 1.0, then this suggests that the city/town is losing shoppers to other geographic areas, thus causing a leakage of trade dollars.

Potential Retail Sales are calculated as the level of retail sales that would occur in the city/town if all residents of the city/town consumed retail goods and services at the same rate as the average Mississippian adjusted by relative income.

A portion (18.5 percent) of the total sales taxes (except for taxes collected from public utilities and transportation charges) collected from business activities within the boundaries of a municipal corporation will be transferred to the municipal corporation for use in that municipality's general budget. Data were obtained from various issues of the Mississippi Department of Revenue Annual Report. <http://www.dor.ms.gov/info/stats/main.html>.

References and Data Sources

American Community Survey. 2015-2019 5-year population estimates, Table B01001. <http://data.census.gov>

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Woods and Poole Complete Economic and Demographic Data Source (CEDDS). Woods and Poole Economics, Inc. Washington D.C. <http://www.woodsandpoole.com>

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