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News Release

FOR IMMEDIATE RELEASE
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Cochise County major industry sales down for fourth straight month

BENSON, Arizona — In August 2022, Cochise County's retail, restaurant and bar, and hotel/motel receipts were down from August a year ago, after adjusting for inflation. August was the fourth consecutive month of declining countywide sales across the three largest categories of taxable sales.

Estimated retail sales were down 1.3 percent from August 2021 (compared to a 0.9 percent increase for all of Arizona). For the first eight months of 2022, Cochise County's retail sales were down 2.0 percent while statewide sales were up 0.5 percent (compared to January through August 2021).

Inflation continued to play a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.3 percentage points from growth rates for both the August and first-eight-month comparisons. As a result, Cochise County's nominal retail sales increase of 7.0 percent in the August comparisons was adjusted to the 1.3 percent drop, while year-to-date nominal growth of 6.4 percent became a 2.0 percent inflation-adjusted decline.

Cochise County's restaurant and bar sales also failed to keep pace with the rate of inflation with sales down 1.0 percent in August and 1.6 percent for the first eight months, after the inflation adjustment. Statewide, Arizona's restaurant and bar sales were up 4.6 percent in August and 10.2 percent for January through August, after inflation.

Cochise County's hotel/motel receipts were down 20.1 percent in the August comparisons but were up 11.5 percent for the first eight months. Statewide, lodging receipts were up 2.7 percent in August and 29.4 percent for the January-through-August period.

Sales by remote sellers (those without a physical presence in Arizona and with annual gross sales in-state of \$100,000 or more) were up 0.9 percent in Cochise County in August, after inflation, compared to an 8.2 percent increase statewide. For the first eight months of 2022, remote sales were up 1.2 percent in Cochise County and 10.2 percent statewide.

At the city level, estimated retail sales in Benson were down 4.0 percent in August, after inflation, but were up 1.5 percent for the first eight months of 2022. Restaurant and bar sales in Benson were down 3.0 percent in August and 12.8 percent for January through August. Hotel/motel receipts were up 12.7 percent in August but were down 3.3 percent for the first eight months of the year.

In Bisbee, retail sales were down 34.1 percent in the August comparisons and 14.4 percent for the first eight months, after inflation. Bisbee's restaurant and bar sales were down 18.6 percent in August but were up 32.4 percent for January through August. Hotel/motel receipts were down 17.1 percent in August but were up 75.5 percent for the first eight months of 2022.

In Douglas, retail sales were up 4.4 percent in the August comparisons and 0.9 percent for the first eight months. Restaurant and bar sales in Douglas were up 8.2 percent in August but were down 2.7 percent for January through August. (Hotel/motel estimates are unavailable for Douglas due to the small number of establishments and state department of revenue confidentiality rules.)

Huachuca City's retail sales were up 3.4 percent in the August comparisons but were down 2.9 percent for the first eight months of 2022. (Restaurant and bar and hotel/motel estimates are not available for Huachuca City due to the small number of businesses and tax confidentiality rules.)

Retail sales in Sierra Vista were down 1.0 percent in August and 3.0 percent for the first eight months, after the inflation adjustment. Sierra Vista's restaurant and bar sales were up 2.1 percent in August but were down 4.1 percent for January through August. Hotel/motel receipts were down 10.7 percent in August but were up 8.5 percent for the first eight months of the year.

Tombstone's retail sales were down 10.8 percent in August and 8.6 percent for the first eight months of 2022. Restaurant and bar sales in Tombstone were down 20.7 percent in August and 11.7 percent for January through August. Hotel/motel receipts were down 20.6 percent in August but up 2.1 percent for the first eight months.

In Willcox, estimated retail sales were down 11.8 percent in the August comparisons and 0.5 percent for the first eight months of the year. Restaurant and bar sales in Willcox were down 2.5 percent in August but were up 0.1 percent for January through August. Willcox hotel/motel receipts were down 31.3 percent in August and 3.1 percent for the first eight months of 2022, after adjusting for inflation.

For more information on the Cochise County economy, including current and historical data, visit CochiseEconomy.com, a partnership project of SAEDG, Arizona G&T Cooperatives, and community sponsors.

Major industry sales

	August 2022	August 2021	Year-over-year Growth	Year-over-year Inflation-adjusted Growth	Year-to-date 2022	Year-to-date 2021	Year-to-date Growth	Year-to-date Inflation-adjusted Growth
Arizona								
Retail	\$8,208,611,807	\$7,521,483,131	9.1%	0.9%	\$66,359,645,172	\$60,999,705,752	8.8%	0.5%
Restaurant/Bar	\$1,590,828,042	\$1,409,579,924	12.9%	4.6%	\$13,792,454,894	\$11,633,279,986	18.6%	10.2%
Hotel/Motel	\$308,873,617	\$278,448,385	10.9%	2.7%	\$3,504,843,827	\$2,545,401,856	37.7%	29.4%
Remote Seller*	\$895,320,300	\$768,566,309	16.5%	8.2%	\$7,113,781,751	\$6,000,350,831	18.6%	10.2%
Cochise County								
Retail	\$93,153,144	\$87,078,292	7.0%	-1.3%	\$775,553,250	\$729,226,115	6.4%	-2.0%
Restaurant/Bar	\$15,665,458	\$14,604,711	7.3%	-1.0%	\$130,936,582	\$122,719,066	6.7%	-1.6%
Hotel/Motel	\$3,333,419	\$3,782,223	-11.9%	-20.1%	\$36,093,078	\$30,112,828	19.9%	11.5%
Remote Seller*	\$14,016,193	\$12,834,497	9.2%	0.9%	\$110,372,571	\$100,782,240	9.5%	1.2%
Benson								
Retail**	\$6,441,857	\$6,178,540	4.3%	-4.0%	\$55,494,261	\$50,549,579	9.8%	1.5%
Restaurant/Bar	\$1,372,934	\$1,304,580	5.2%	-3.0%	\$11,133,410	\$11,659,594	-4.5%	-12.8%
Hotel/Motel	\$266,757	\$220,524	21.0%	12.7%	\$3,610,241	\$3,436,065	5.1%	-3.3%
Bisbee								
Retail	\$2,645,069	\$3,565,097	-25.8%	-34.1%	\$23,730,028	\$25,265,403	-6.1%	-14.4%
Restaurant/Bar	\$899,410	\$1,003,020	-10.3%	-18.6%	\$10,791,863	\$7,670,796	40.7%	32.4%
Hotel/Motel	\$313,162	\$343,618	-8.9%	-17.1%	\$6,143,248	\$3,342,115	83.8%	75.5%
Douglas								
Retail***	\$9,198,456	\$8,163,707	12.7%	4.4%	\$74,531,822	\$68,237,312	9.2%	0.9%
Restaurant/Bar	\$1,606,467	\$1,379,234	16.5%	8.2%	\$12,083,641	\$11,435,571	5.7%	-2.7%
Huachuca City								
Retail	\$668,599	\$598,971	11.6%	3.4%	\$5,716,999	\$5,421,079	5.5%	-2.9%
Sierra Vista								
Retail	\$54,066,421	\$50,417,464	7.2%	-1.0%	\$444,732,597	\$422,362,678	5.3%	-3.0%
Restaurant/Bar	\$9,219,060	\$8,356,410	10.3%	2.1%	\$74,181,993	\$71,184,089	4.2%	-4.1%
Hotel/Motel	\$1,902,796	\$1,950,620	-2.5%	-10.7%	\$16,083,537	\$13,764,315	16.8%	8.5%
Tombstone								
Retail	\$1,178,555	\$1,209,204	-2.5%	-10.8%	\$13,059,776	\$13,092,553	-0.3%	-8.6%
Restaurant/Bar	\$520,383	\$594,622	-12.5%	-20.7%	\$5,943,431	\$6,148,664	-3.3%	-11.7%
Hotel/Motel	\$189,253	\$215,944	-12.4%	-20.6%	\$2,643,857	\$2,393,689	10.5%	2.1%
Willcox								
Retail****	\$3,930,541	\$4,076,599	-3.6%	-11.8%	\$35,465,441	\$32,901,884	7.8%	-0.5%
Restaurant/Bar	\$950,878	\$898,733	5.8%	-2.5%	\$8,240,338	\$7,599,994	8.4%	0.1%
Hotel/Motel	\$388,809	\$504,871	-23.0%	-31.3%	\$4,334,196	\$4,120,041	5.2%	-3.1%

Source: Estimates by US Economic Research based on tax collection data.

Note. Retail excludes food for home consumption. * Includes sales from sellers without a physical presence in Arizona and annual gross sales in-state of \$100,000 or more. **Excludes single Items over \$5,000. ***Excludes single Items over \$10,000.

****Excludes single Items over \$1,250.

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