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News Release

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Cochise County sales at record highs in 2021

BENSON, Arizona — In December, Cochise County's sales were up across major industries (compared to December 2020, after adjusting for inflation). For the full year, countywide receipts in retail, restaurant and bar, and lodging saw strong annual growth.

Countywide retail and restaurant and bar sales were at record highs in 2021, after adjusting for inflation. Lodging receipts were nominally at a record high, but after the inflation adjustment were at their highest level since 2011—the peak of the Fort Huachuca-related economic boom that began after the attacks of September 11, 2001, and continued through the military buildup in the decade that followed.

December retail sales in Cochise County were up 5.7 percent from December 2020, after inflation (compared to a 9.3 percent jump for all of Arizona). For the entire year, Cochise County's retail sales were up 8.1 percent (while statewide sales grew by 15.1 percent). The strong annual gains in retail sales in 2021, at both the county and state levels, follow a 2.1 percent annual increase in Cochise County and 5.1 percent growth statewide in 2020.

Cochise County's restaurant & bar sales were up 8.4 percent in December, after inflation, and 16.2 percent for the year. Statewide, Arizona's restaurant & bar sales were up 33.8 percent in December and 29.4 percent for the year. The strong annual growth in 2021 follows COVID-related declines of 9.4 percent in Cochise County and 16.6 percent for all of Arizona in 2020.

Hotel/motel receipts in Cochise County were up 94.7 percent in the December comparisons and 39.8 percent for the year. Statewide, receipts were up 93 percent in December and 51.9 percent for all of 2021. With the COVID-related slowdown in travel in 2020, annual hotel/motel receipts that year were down 25.5 percent in Cochise County and 33.1 percent statewide.

Inflation played a major role in determining the direction and magnitude of changes in sales in 2021, subtracting 7.0 percentage points from December growth rates and 4.7 points for the year.

At the city level, retail sales in Benson were down 3.6 percent in December and 0.1 percent for 2021, after inflation. Restaurant and bar sales in Benson were down 1.8 percent in December but were up 19.1 percent for all of 2021. Hotel/motel receipts were up more than fivefold (422 percent) in December and 49.1 percent for the year.

In Bisbee, retail sales were down 9.5 percent in the December comparisons, but were up 10.1 percent for all of 2021. Bisbee's restaurant and bar sales were up 90.4 percent in December and 20.5 percent for 2021, while hotel/motel receipts were up 17.3 percent in December and 41.3 percent for the year.

In Douglas, retail sales were up 13.1 percent in December and 6.4 percent for the year. Restaurant and bar sales in Douglas were down 5.6 percent in December, after inflation, but were up 5.5 percent for all of 2021. (Hotel/motel data are unavailable for Douglas due to the small number of establishments and state department of revenue confidentiality rules.)

Huachuca City's retail sales were down 9.5 percent in December and 7.4 percent for the year. (Restaurant and bar and lodging numbers are not available for Huachuca City due to the small number of businesses.)

Retail sales in Sierra Vista were up 2.4 percent in December and 9.1 percent for the year. Sierra Vista's restaurant and bar sales were down 1.2 percent in December, after the inflation adjustment, but were up 12.3 percent for all of 2021. Hotel/motel receipts were up 35.7 percent in December and 43.7 percent for the year.

Tombstone's retail sales were up 18.4 percent in December and 43.4 percent for the year. Restaurant and bar sales in Tombstone were up 40.2 percent in December and 32.5 percent for the year, while hotel/motel receipts were up 108.6 percent in December and 49.8 percent for all of 2021.

In Willcox, retail sales were up 29.2 percent in the December comparisons and 11.1 percent for the year. Restaurant and bar sales in Willcox were down 0.4 percent in December, after inflation, but were up 12.2 percent for all of 2021. Willcox hotel/motel receipts were up 59.3 percent in December (full-year comparison data for 2020-2021 are not available).

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.

Cochise County sales

	<i>December 2021</i>	<i>December 2020</i>	<i>Year-over-year Growth</i>	<i>Year-over-year Inflation-adjusted Growth</i>	<i>2021</i>	<i>2020</i>	<i>Annual Growth</i>	<i>Annual Inflation-adjusted Growth</i>
Arizona								
Retail	\$10,055,636,098	\$8,647,226,296	16.3%	9.3%	\$94,783,217,359	\$79,107,877,829	19.8%	15.1%
Restaurant/Bar	\$1,705,413,454	\$1,210,993,786	40.8%	33.8%	\$18,024,942,166	\$13,443,363,823	34.1%	29.4%
Hotel/Motel	\$392,245,053	\$196,053,122	100.1%	93.0%	\$4,106,697,866	\$2,623,000,122	56.6%	51.9%
Cochise County								
Retail	\$114,802,444	\$101,856,773	12.7%	5.7%	\$1,117,605,070	\$991,132,357	12.8%	8.1%
Restaurant/Bar	\$15,571,139	\$13,487,781	15.4%	8.4%	\$181,954,287	\$150,491,759	20.9%	16.2%
Hotel/Motel	\$4,903,119	\$2,429,897	101.8%	94.7%	\$46,097,810	\$31,897,452	44.5%	39.8%
Benson								
Retail**	\$7,659,414	\$7,403,550	3.5%	-3.6%	\$77,553,225	\$74,139,569	4.6%	-0.1%
Restaurant/Bar	\$1,495,488	\$1,421,462	5.2%	-1.8%	\$17,134,953	\$13,839,138	23.8%	19.1%
Hotel/Motel	\$1,327,687	\$250,947	429.1%	422.0%	\$5,692,579	\$3,702,054	53.8%	49.1%
Bisbee								
Retail	\$3,007,380	\$3,083,062	-2.5%	-9.5%	\$36,864,207	\$32,118,579	14.8%	10.1%
Restaurant/Bar	\$1,002,328	\$507,600	97.5%	90.4%	\$10,725,900	\$8,565,277	25.2%	20.5%
Hotel/Motel	\$365,214	\$293,692	24.4%	17.3%	\$4,894,899	\$3,352,906	46.0%	41.3%
Douglas								
Retail***	\$13,441,804	\$11,192,023	20.1%	13.1%	\$109,044,098	\$98,121,671	11.1%	6.4%
Restaurant/Bar	\$1,333,682	\$1,315,291	1.4%	-5.6%	\$16,674,864	\$15,137,463	10.2%	5.5%
Huachuca City								
Retail	\$777,569	\$796,808	-2.4%	-9.5%	\$8,212,872	\$8,439,235	-2.7%	-7.4%
Sierra Vista								
Retail	\$65,587,815	\$59,941,805	9.4%	2.4%	\$646,690,679	\$568,506,425	13.8%	9.1%
Restaurant/Bar	\$8,722,728	\$8,243,540	5.8%	-1.2%	\$105,560,883	\$90,232,282	17.0%	12.3%
Hotel/Motel	\$1,584,767	\$1,110,286	42.7%	35.7%	\$20,494,816	\$13,808,575	48.4%	43.7%
Tombstone								
Retail	\$1,619,686	\$1,290,738	25.5%	18.4%	\$19,662,252	\$13,276,837	48.1%	43.4%
Restaurant/Bar	\$652,264	\$443,038	47.2%	40.2%	\$9,060,260	\$6,602,725	37.2%	32.5%
Hotel/Motel	\$347,459	\$161,103	115.7%	108.6%	\$3,703,073	\$2,396,739	54.5%	49.8%
Willcox								
Retail****	\$5,216,847	\$3,828,121	36.3%	29.2%	\$49,177,175	\$42,467,672	15.8%	11.1%
Restaurant/Bar	\$1,120,353	\$1,050,665	6.6%	-0.4%	\$11,520,282	\$9,854,494	16.9%	12.2%
Hotel/Motel	\$562,536	\$338,262	66.3%	59.3%	\$6,221,054	NA	NA	NA

Source: Arizona Department of Revenue and US Economic Research

Note: State and county data reflect actual sales; city data are estimates based on sales tax collections. Retail excludes food for home consumption. **Excludes single Items over \$5,000. ***Excludes single Items over \$10,000. ****Excludes single Items over \$1,250. NA = data not available.

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