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# News Release

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## Retail down, hospitality up in February

BENSON, Arizona — In February 2022, Cochise County's estimated retail sales were down, while restaurant and bar sales and hotel/motel receipts were up, compared to February 2021 (after adjusting for inflation).

February retail sales in Cochise County were down 3.1 percent from February 2021 (compared to a 4.9 percent increase for all of Arizona). For January and February combined, Cochise County's retail sales were down 1.8 percent while statewide sales were up 6.5 percent (compared to the first two months of 2021).

Inflation played a major role in determining the direction and magnitude of changes in sales estimates, subtracting 7.9 percentage points from February year-over-year growth rates and 7.7 percentage points for the first two months. As a result, Cochise County's nominal retail sales growth of 4.8 percent in February was reversed to reflect the 3.1 percent drop, while year-to-date nominal growth of 5.9 percent became a 1.8 percent inflation-adjusted decline.

Cochise County's restaurant & bar sales were up 7.6 percent in February, after inflation, and 5.6 percent for January and February. Statewide, Arizona's restaurant & bar sales were up 20.6 percent in February and 19.9 percent for the first two months.

Hotel/motel receipts in Cochise County were up 71.3 percent in the February comparisons and 41.5 percent for January and February. Statewide, receipts were up 82.7 percent in February and 78.9 percent for the first two months of the year.

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 10.3 percent in Cochise County in February, after inflation, compared to a 17.3 percent jump statewide. For the first two months of 2022, remote sales were up 6.3 percent in Cochise County and 18.3 percent statewide.

At the city level, estimated retail sales in Benson were up 5.7 percent in February, after inflation, and 3.9 percent for the first two months of 2022. Restaurant and bar sales in Benson were up 0.5 percent in February and 1.4 percent for the first two months. Hotel/motel receipts were up 6.3 percent in February but were down 14.4 percent for January and February combined.

In Bisbee, retail sales were down 11.2 percent in the February comparisons and 7.3 percent for the first two months of the year. Bisbee's restaurant and bar sales were up 2.3 percent in February and 28.1 percent for the first two months. Hotel/motel receipts were up 188.7 percent in February and 201.3 percent for January and February, compared to the same period a year ago.

In Douglas, retail sales were up 4.4 percent in February but down 2.6 percent for January and February. Restaurant and bar sales in Douglas were up 0.3 percent in February, after inflation, but were down 8.7 percent for the first two months of the year. (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 down 45.6 percent in the February comparisons and 23.8 percent for the first two months. (Restaurant and bar and hotel/motel estimates are not available for Huachuca City due to the small number of businesses and confidentiality rules.)

Retail sales in Sierra Vista were down 1.2 percent in February, after the inflation adjustment, but were up 1.1 percent for January and February. Sierra Vista's restaurant and bar sales were up 11.4 percent in February and 3.3 percent for the first two months of the year. Hotel/motel receipts were up 72.9 percent in February and 29.3 percent for the first two months.

Tombstone's retail sales were up 5.3 percent in February and 11.8 percent for the first two months of 2022. Restaurant and bar sales in Tombstone were down 4.8 percent in February, after inflation, but were up 5.3 percent for January and February. Hotel/motel receipts were up 25.1 percent in February and 4.2 percent for the first two months of 2022.

In Willcox, estimated retail sales were down 10.3 percent in the February comparisons but were up 7.4 percent for the first two months of the year. Restaurant and bar sales in Willcox were down 4.2 percent in February, after inflation, but were up 4.8 percent for January and February. Willcox hotel/motel receipts were up 51.4 percent in February and 37.6 percent for the first two months of 2022.

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

## Cochise County sales

	February 2022	February 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
<b>Arizona</b>								
Retail	\$7,692,052,950	\$6,819,336,742	12.8%	4.9%	\$15,333,114,760	\$13,431,641,602	14.2%	6.5%
Restaurant/Bar	\$1,694,854,586	\$1,319,530,327	28.4%	20.6%	\$3,223,355,449	\$2,526,663,645	27.6%	19.9%
Hotel/Motel	\$513,341,986	\$269,399,184	90.6%	82.7%	\$910,606,401	\$487,949,784	86.6%	78.9%
Remote Seller*	\$819,530,131	\$654,568,190	25.2%	17.3%	\$1,695,816,312	\$1,346,134,255	26.0%	18.3%
<b>Cochise County</b>								
Retail	\$87,912,383	\$83,882,743	4.8%	-3.1%	\$173,107,655	\$163,431,161	5.9%	-1.8%
Restaurant/Bar	\$16,269,162	\$14,094,693	15.4%	7.6%	\$30,461,684	\$26,897,772	13.2%	5.6%
Hotel/Motel	\$5,798,954	\$3,237,052	79.1%	71.3%	\$10,551,787	\$7,072,080	49.2%	41.5%
Remote Seller*	\$12,830,768	\$10,859,885	18.1%	10.3%	\$26,112,393	\$22,911,747	14.0%	6.3%
<b>Benson</b>								
Retail**	\$6,600,980	\$5,810,977	13.6%	5.7%	\$13,138,099	\$11,772,588	11.6%	3.9%
Restaurant/Bar	\$1,438,720	\$1,327,118	8.4%	0.5%	\$2,711,039	\$2,484,591	9.1%	1.4%
Hotel/Motel	\$1,011,603	\$885,725	14.2%	6.3%	\$1,646,754	\$1,764,749	-6.7%	-14.4%
<b>Bisbee</b>								
Retail	\$2,735,570	\$2,830,429	-3.4%	-11.2%	\$5,424,765	\$5,402,948	0.4%	-7.3%
Restaurant/Bar	\$1,354,006	\$1,229,367	10.1%	2.3%	\$2,577,814	\$1,898,642	35.8%	28.1%
Hotel/Motel	\$1,319,725	\$445,012	196.6%	188.7%	\$2,630,850	\$851,343	209.0%	201.3%
<b>Douglas</b>								
Retail***	\$8,171,796	\$7,277,392	12.3%	4.4%	\$15,771,083	\$15,007,581	5.1%	-2.6%
Restaurant/Bar	\$1,364,188	\$1,261,130	8.2%	0.3%	\$2,464,668	\$2,491,180	-1.1%	-8.7%
<b>Huachuca City</b>								
Retail	\$469,039	\$753,182	-37.7%	-45.6%	\$1,109,259	\$1,322,928	-16.2%	-23.8%
<b>Sierra Vista</b>								
Retail	\$50,254,128	\$47,107,897	6.7%	-1.2%	\$101,956,272	\$93,754,182	8.7%	1.1%
Restaurant/Bar	\$9,382,767	\$7,866,747	19.3%	11.4%	\$17,648,335	\$15,897,433	11.0%	3.3%
Hotel/Motel	\$2,294,148	\$1,268,968	80.8%	72.9%	\$3,698,961	\$2,700,225	37.0%	29.3%
<b>Tombstone</b>								
Retail	\$1,697,229	\$1,499,076	13.2%	5.3%	\$3,132,039	\$2,621,949	19.5%	11.8%
Restaurant/Bar	\$820,313	\$795,659	3.1%	-4.8%	\$1,577,493	\$1,396,646	12.9%	5.3%
Hotel/Motel	\$352,928	\$265,331	33.0%	25.1%	\$591,953	\$528,897	11.9%	4.2%
<b>Willcox</b>								
Retail****	\$4,187,657	\$4,292,292	-2.4%	-10.3%	\$8,139,405	\$7,070,031	15.1%	7.4%
Restaurant/Bar	\$893,732	\$862,002	3.7%	-4.2%	\$1,647,485	\$1,464,972	12.5%	4.8%
Hotel/Motel	\$608,824	\$382,360	59.2%	51.4%	\$1,184,647	\$815,615	45.2%	37.6%

Source: Arizona Department of Revenue and US Economic Research

Note: Sales figures are estimates based on sales tax collections. 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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