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News Release

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Sales up across industries in March

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

March retail sales in Cochise County were up 3.0 percent from March 2021 (compared to a 2.0 percent increase for all of Arizona). For the first quarter of the year, Cochise County's retail sales were up 0.1 percent while statewide sales were up 4.8 percent (compared to the first three months of 2021).

Inflation played a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.5 percentage points from March year-over-year growth rates and 8.0 percentage points for the first three months. As a result, Cochise County's nominal retail sales growth of 11.6 percent in March was adjusted to just 3.0 percent, while year-to-date nominal growth of 8.1 percent became just a 0.1 percent inflation-adjusted increase.

Cochise County's restaurant & bar sales were up 7.1 percent in March, after inflation, and 6.2 percent for the first quarter. Statewide, Arizona's restaurant & bar sales were up 13.6 percent in March and 17.5 percent for the first three months.

Hotel/motel receipts in Cochise County were up 24.1 percent in the March comparisons and 35.5 percent for the first quarter. Statewide, receipts were up 48.0 percent in March and 64.8 percent for the first three 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 down 6.5 percent in Cochise County in March, after inflation, compared to a 0.4 percent increase statewide. For the first three months of 2022, remote sales were up 1.3 percent in Cochise County and 11.3 percent statewide.

At the city level, estimated retail sales in Benson were up 9.0 percent in March, after inflation, and 5.8 percent for the first three months of 2022. Restaurant and bar sales in Benson were down 11.5 percent in March and 3.7 percent for the first three months. Hotel/motel receipts were up 14.3 percent in March but were down 10.0 percent for the first quarter.

In Bisbee, retail sales were down 23.3 percent in the March comparisons and 13.7 percent for the first three months of the year. Bisbee's restaurant and bar sales were up 200.0 percent in March and 78.3

percent for the first three months. Hotel/motel receipts were down 2.5 percent in March, after inflation, but were up 119.3 percent for the first quarter, compared to the same period a year ago.

In Douglas, retail sales were up 0.1 percent in March, after the inflation adjustment, but were down 1.5 percent for the first quarter. Restaurant and bar sales in Douglas were down 2.9 percent in March and 6.5 percent for the first three 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 up 14.2 percent in the March comparisons but were down 10.4 percent for the first three 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 3.2 percent in March and 0.5 percent for the first quarter, after the inflation adjustment. Sierra Vista's restaurant and bar sales were down 9.8 percent in March and 1.5 percent for the first three months of the year. Hotel/motel receipts were down 7.0 percent in March but were up 15.1 percent for the first three months.

Tombstone's retail sales were up 6.8 percent in March and 9.6 percent for the first three months of 2022. Restaurant and bar sales in Tombstone were up 10.0 percent in March and 7.3 percent for the first quarter. Hotel/motel receipts were up 22.2 percent in March and 12.3 percent for the first three months of 2022.

In Willcox, estimated retail sales were down 0.6 percent in the March comparisons but were up 4.2 percent for the first three months of the year. Restaurant and bar sales in Willcox were up 5.6 percent in March and 5.3 percent for the first quarter, after inflation. Willcox hotel/motel receipts were up 71.3 percent in March and 48.7 percent for the first three months of 2022.

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

	March 2022	March 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	\$9,428,827,390	\$8,526,530,404	10.6%	2.0%	\$24,761,942,150	\$21,958,172,006	12.8%	4.8%
Restaurant/Bar	\$1,968,996,593	\$1,612,450,040	22.1%	13.6%	\$5,192,352,042	\$4,139,113,685	25.4%	17.5%
Hotel/Motel	\$649,961,198	\$415,313,739	56.5%	48.0%	\$1,560,567,599	\$903,263,523	72.8%	64.8%
Remote Seller*	\$959,860,479	\$881,150,962	8.9%	0.4%	\$2,655,676,791	\$2,227,285,217	19.2%	11.3%
Cochise County								
Retail	\$111,763,100	\$100,188,114	11.6%	3.0%	\$284,870,755	\$263,619,275	8.1%	0.1%
Restaurant/Bar	\$18,706,828	\$16,174,432	15.7%	7.1%	\$49,168,512	\$43,072,204	14.2%	6.2%
Hotel/Motel	\$5,020,342	\$3,783,899	32.7%	24.1%	\$15,572,129	\$10,855,979	43.4%	35.5%
Remote Seller*	\$14,975,852	\$14,680,730	2.0%	-6.5%	\$41,088,245	\$37,592,477	9.3%	1.3%
Benson								
Retail**	\$8,078,160	\$6,873,687	17.5%	9.0%	\$21,216,259	\$18,646,275	13.8%	5.8%
Restaurant/Bar	\$1,614,177	\$1,663,286	-3.0%	-11.5%	\$4,325,216	\$4,147,876	4.3%	-3.7%
Hotel/Motel	\$410,339	\$334,099	22.8%	14.3%	\$2,057,092	\$2,098,847	-2.0%	-10.0%
Bisbee								
Retail	\$3,135,486	\$3,676,423	-14.7%	-23.3%	\$8,560,251	\$9,079,371	-5.7%	-13.7%
Restaurant/Bar	\$2,422,744	\$785,310	208.5%	200.0%	\$5,000,558	\$2,683,952	86.3%	78.3%
Hotel/Motel	\$609,171	\$574,260	6.1%	-2.5%	\$3,240,021	\$1,425,603	127.3%	119.3%
Douglas								
Retail***	\$10,557,983	\$9,721,751	8.6%	0.1%	\$26,329,066	\$24,729,332	6.5%	-1.5%
Restaurant/Bar	\$1,599,062	\$1,513,361	5.7%	-2.9%	\$4,063,729	\$4,004,541	1.5%	-6.5%
Huachuca City								
Retail	\$884,078	\$720,448	22.7%	14.2%	\$1,993,337	\$2,043,376	-2.4%	-10.4%
Sierra Vista								
Retail	\$62,146,665	\$59,004,276	5.3%	-3.2%	\$164,102,937	\$152,758,458	7.4%	-0.5%
Restaurant/Bar	\$9,279,554	\$9,399,110	-1.3%	-9.8%	\$26,927,890	\$25,296,543	6.4%	-1.5%
Hotel/Motel	\$1,769,135	\$1,742,859	1.5%	-7.0%	\$5,468,097	\$4,443,084	23.1%	15.1%
Tombstone								
Retail	\$2,437,393	\$2,114,085	15.3%	6.8%	\$5,569,431	\$4,736,034	17.6%	9.6%
Restaurant/Bar	\$1,126,664	\$950,366	18.6%	10.0%	\$2,704,157	\$2,347,011	15.2%	7.3%
Hotel/Motel	\$547,297	\$418,661	30.7%	22.2%	\$1,139,250	\$947,559	20.2%	12.3%
Willcox								
Retail****	\$5,295,051	\$4,906,501	7.9%	-0.6%	\$13,434,455	\$11,976,532	12.2%	4.2%
Restaurant/Bar	\$1,423,800	\$1,247,662	14.1%	5.6%	\$3,071,285	\$2,712,634	13.2%	5.3%
Hotel/Motel	\$723,426	\$402,191	79.9%	71.3%	\$1,908,073	\$1,217,806	56.7%	48.7%

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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