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# News Release

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## Retail down, hospitality up in April

BENSON, Arizona — In April 2022, estimated retail sales in Cochise County were down 0.8 percent from April 2021, after adjusting for inflation (compared to a 3.1 percent increase for all of Arizona). For the first four months of the year, Cochise County's retail sales were down 0.1 percent while statewide sales were up 4.4 percent (compared to January through April 2021).

Inflation played a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.3 percentage points from April year-over-year growth rates and 8.0 percentage points for the first four months. As a result, Cochise County's nominal retail sales growth of 7.4 percent in the April comparisons was adjusted to the 0.8 percent decline, while year-to-date nominal growth of 7.9 percent became a 0.1 percent inflation-adjusted drop.

Cochise County's restaurant & bar sales were up 2.5 percent in April, after inflation, and 5.2 percent for the first four months. Statewide, Arizona's restaurant & bar sales were up 9.3 percent in April and 15.3 percent for January through April.

Cochise County's lodging industry continued its strong rebound from COVID-related declines with hotel/motel receipts up 40.5 percent in the April comparisons and 36.8 percent for the first four months. Statewide, receipts were up 31.9 percent in April and 55.1 percent for January through April.

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 5.2 percent in Cochise County in April, after inflation, compared to a 3.8 percent increase statewide. For the first four months of 2022, remote sales were down 0.4 percent in Cochise County, but were up 9.3 percent statewide.

At the city level, estimated retail sales in Benson were down 4.7 percent in April, after inflation, but were up 3.0 percent for the first four months of 2022. Restaurant and bar sales in Benson were down 24.5 percent in April and 9.1 percent for January through April. Hotel/motel receipts were up 71.9 percent in April but were down 1.6 percent for the first four months of the year.

In Bisbee, retail sales were down 11.2 percent in the April comparisons and 13.0 percent for the first four months. Bisbee's restaurant and bar sales were up 49.1 percent in April and 70.6 percent for January through April. Hotel/motel receipts were up 158.2 percent in April, after inflation, and 128.4 percent for the first four months of 2022.

In Douglas, retail sales were down 2.6 percent in the April comparisons and 1.8 percent for the first four months. Restaurant and bar sales in Douglas were down 12.8 percent in April and 8.3 percent for January through April. (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 1.6 percent in the April comparisons but were down 7.3 percent for the first four months of 2022. (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 up 1.8 percent in April and 0.1 percent for the first four months, after the inflation adjustment. Sierra Vista's restaurant and bar sales were down 0.1 percent in April and 1.1 percent for January through April. Hotel/motel receipts were up 42.7 percent in April and 22.3 percent for the first four months of the year.

Tombstone's retail sales were up 9.1 percent in April and 9.5 percent for the first four months of 2022. Restaurant and bar sales in Tombstone were up 7.1 percent in April and 7.2 percent for January through April. Hotel/motel receipts were down 10.9 percent in April but were up 6.1 percent for the first four months.

In Willcox, estimated retail sales were down 3.7 percent in the April comparisons but were up 2.1 percent for the first four months of the year. Restaurant and bar sales in Willcox were down 3.2 percent in April but were up 3.1 percent for January through April. Willcox hotel/motel receipts were down 34.2 percent in April but were up 16.7 percent for the first four months of 2022, after adjusting for inflation.

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.

## Major industry sales

	<i>April 2022</i>	<i>April 2021</i>	<i>Year-over-year Growth</i>	<i>Year-over-year Inflation-adjusted Growth</i>	<i>Year-to-date 2022</i>	<i>Year-to-date 2021</i>	<i>Year-to-date Growth</i>	<i>Year-to-date Inflation-adjusted Growth</i>
<b>Arizona</b>								
Retail	\$8,878,508,840	\$7,971,833,996	11.4%	3.1%	\$33,640,450,990	\$29,930,006,002	12.4%	4.4%
Restaurant/Bar	\$1,807,548,943	\$1,537,364,166	17.6%	9.3%	\$6,999,900,985	\$5,676,477,851	23.3%	15.3%
Hotel/Motel	\$528,129,002	\$376,855,818	40.1%	31.9%	\$2,088,696,601	\$1,280,119,341	63.2%	55.1%
Remote Seller*	\$878,263,348	\$783,498,292	12.1%	3.8%	\$3,533,940,139	\$3,010,783,509	17.4%	9.3%
<b>Cochise County</b>								
Retail	\$104,476,196	\$97,239,693	7.4%	-0.8%	\$389,346,951	\$360,858,968	7.9%	-0.1%
Restaurant/Bar	\$17,373,252	\$15,691,186	10.7%	2.5%	\$66,541,764	\$58,763,390	13.2%	5.2%
Hotel/Motel	\$5,477,311	\$3,681,257	48.8%	40.5%	\$21,049,440	\$14,537,236	44.8%	36.8%
Remote Seller*	\$13,948,397	\$13,533,841	3.1%	-5.2%	\$55,036,642	\$51,126,318	7.6%	-0.4%
<b>Benson</b>								
Retail**	\$6,955,307	\$6,714,711	3.6%	-4.7%	\$28,171,566	\$25,360,986	11.1%	3.0%
Restaurant/Bar	\$1,226,879	\$1,465,200	-16.3%	-24.5%	\$5,552,095	\$5,613,076	-1.1%	-9.1%
Hotel/Motel	\$432,452	\$240,074	80.1%	71.9%	\$2,489,544	\$2,338,921	6.4%	-1.6%
<b>Bisbee</b>								
Retail	\$3,061,991	\$3,153,277	-2.9%	-11.2%	\$11,622,242	\$12,232,647	-5.0%	-13.0%
Restaurant/Bar	\$1,532,980	\$974,376	57.3%	49.1%	\$6,533,538	\$3,658,328	78.6%	70.6%
Hotel/Motel	\$1,169,136	\$438,818	166.4%	158.2%	\$4,409,157	\$1,864,421	136.5%	128.4%
<b>Douglas</b>								
Retail***	\$9,474,049	\$8,967,202	5.7%	-2.6%	\$35,803,115	\$33,696,534	6.3%	-1.8%
Restaurant/Bar	\$1,574,118	\$1,648,275	-4.5%	-12.8%	\$5,637,847	\$5,652,815	-0.3%	-8.3%
<b>Huachuca City</b>								
Retail	\$775,207	\$705,581	9.9%	1.6%	\$2,768,544	\$2,748,957	0.7%	-7.3%
<b>Sierra Vista</b>								
Retail	\$62,317,937	\$56,646,813	10.0%	1.8%	\$226,420,875	\$209,405,271	8.1%	0.1%
Restaurant/Bar	\$10,147,327	\$9,384,257	8.1%	-0.1%	\$37,075,217	\$34,680,800	6.9%	-1.1%
Hotel/Motel	\$2,376,718	\$1,574,364	51.0%	42.7%	\$7,844,815	\$6,017,448	30.4%	22.3%
<b>Tombstone</b>								
Retail	\$1,887,767	\$1,609,019	17.3%	9.1%	\$7,457,198	\$6,345,053	17.5%	9.5%
Restaurant/Bar	\$836,973	\$725,413	15.4%	7.1%	\$3,541,129	\$3,072,425	15.3%	7.2%
Hotel/Motel	\$333,927	\$342,872	-2.6%	-10.9%	\$1,473,177	\$1,290,431	14.2%	6.1%
<b>Willcox</b>								
Retail****	\$4,578,436	\$4,378,999	4.6%	-3.7%	\$18,012,891	\$16,355,531	10.1%	2.1%
Restaurant/Bar	\$950,217	\$904,797	5.0%	-3.2%	\$4,021,501	\$3,617,431	11.2%	3.1%
Hotel/Motel	\$568,144	\$767,482	-26.0%	-34.2%	\$2,476,217	\$1,985,288	24.7%	16.7%

Source: Estimates by US Economic Research based on state 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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