



Contact: Robert Carreira, Ph.D.
Cochise Economy Project Manager
Robert@CochiseEconomy.com

168 E 4th St, Benson, Arizona 85602

News Release

FOR IMMEDIATE RELEASE
July 21, 2022

Countywide retail and hospitality sales fall in May

BENSON, Arizona — In May 2022, Cochise County's retail, restaurant and bar, and hotel/motel receipts were down from May a year ago, after adjusting for inflation. Estimated retail sales were down 10.5 percent from May 2021 (compared to a 6.5 percent decrease for all of Arizona). For the first five months of 2022, Cochise County's retail sales were down 2.4 percent while statewide sales were up 2.1 percent (compared to January through May 2021).

Inflation played a major role in determining the direction and magnitude of changes in sales estimates, subtracting 8.6 percentage points from May year-over-year growth rates and 8.2 percentage points for the first five months. As a result, Cochise County's nominal retail sales decline of 2.0 percent in the May comparisons was adjusted to the 10.5 percent drop, while year-to-date nominal growth of 5.8 percent became a 2.4 percent inflation-adjusted decline.

Cochise County's restaurant and bar sales were down 16.5 percent in May, after inflation, but were up 0.1 percent for the first five months. Statewide, Arizona's restaurant and bar sales were up 2.7 percent in May and 12.5 percent for January through May.

Cochise County's hotel/motel receipts were down 11.7 percent in the May comparisons but were up 25.9 percent for the first five months. Statewide, receipts were up 19.7 percent in May and 47.5 percent for the January-through-May 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 down 0.1 percent in Cochise County in May, after inflation, compared to a 7.4 percent increase statewide. For the first five months of 2022, remote sales were down 0.3 percent in Cochise County, but were up 8.9 percent statewide.

At the city level, estimated retail sales in Benson were up 23.1 percent in May, after inflation, and 7.2 percent for the first five months of 2022. Restaurant and bar sales in Benson were down 9.8 percent in May and 9.3 percent for January through May. Hotel/motel receipts were down 27.6 percent in May and 5.2 percent for the first five months of the year.

In Bisbee, retail sales were down 19.0 percent in the May comparisons and 14.3 percent for the first five months. Bisbee's restaurant and bar sales were down 45.6 percent in May but were up 40.9 percent for

January through May. Hotel/motel receipts were down 25.9 percent in May, after inflation, but were up 98.4 percent for the first five months of 2022.

In Douglas, retail sales were down 0.2 percent in the May comparisons and 1.4 percent for the first five months. Restaurant and bar sales in Douglas were down 8.8 percent in May and 8.4 percent for January through May. (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 7.2 percent in the May comparisons and 7.3 percent for the first five 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 down 16.0 percent in May and 3.3 percent for the first five months, after the inflation adjustment. Sierra Vista's restaurant and bar sales were down 12.2 percent in May and 3.6 percent for January through May. Hotel/motel receipts were up 26.6 percent in May and 23.3 percent for the first five months of the year.

Tombstone's retail sales were down 32.3 percent in May and 1.3 percent for the first five months of 2022. Restaurant and bar sales in Tombstone were down 40.4 percent in May and 5.1 percent for January through May. Hotel/motel receipts were up 3.3 percent in May and 5.6 percent for the first five months.

In Willcox, estimated retail sales were up 8.8 percent in the May comparisons and 3.6 percent for the first five months of the year. Restaurant and bar sales in Willcox were up 3.7 percent in May and 3.2 percent for January through May. Willcox hotel/motel receipts were up 5.5 percent in May and 14.4 percent for the first five 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

	May 2022	May 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	\$8,185,339,239	\$8,021,727,185	2.0%	-6.5%	\$41,825,790,229	\$37,951,733,187	10.2%	2.1%
Restaurant/Bar	\$1,808,060,938	\$1,624,060,617	11.3%	2.7%	\$8,807,961,923	\$7,300,538,468	20.6%	12.5%
Hotel/Motel	\$452,630,506	\$352,792,408	28.3%	19.7%	\$2,541,327,107	\$1,632,911,749	55.6%	47.5%
Remote Seller*	\$901,985,947	\$777,401,221	16.0%	7.4%	\$4,435,926,086	\$3,788,184,730	17.1%	8.9%
Cochise County								
Retail	\$95,726,862	\$97,647,917	-2.0%	-10.5%	\$485,073,813	\$458,506,885	5.8%	-2.4%
Restaurant/Bar	\$16,508,165	\$17,926,598	-7.9%	-16.5%	\$83,049,929	\$76,689,988	8.3%	0.1%
Hotel/Motel	\$4,062,487	\$4,192,443	-3.1%	-11.7%	\$25,111,927	\$18,729,679	34.1%	25.9%
Remote Seller*	\$13,527,993	\$12,468,401	8.5%	-0.1%	\$68,564,635	\$63,594,719	7.8%	-0.3%
Benson								
Retail**	\$8,623,951	\$6,547,531	31.7%	23.1%	\$36,795,517	\$31,908,517	15.3%	7.2%
Restaurant/Bar	\$1,457,563	\$1,475,230	-1.2%	-9.8%	\$7,009,657	\$7,088,306	-1.1%	-9.3%
Hotel/Motel	\$304,040	\$375,478	-19.0%	-27.6%	\$2,793,584	\$2,714,399	2.9%	-5.2%
Bisbee								
Retail	\$3,059,474	\$3,414,947	-10.4%	-19.0%	\$14,681,716	\$15,647,594	-6.2%	-14.3%
Restaurant/Bar	\$790,944	\$1,255,971	-37.0%	-45.6%	\$7,324,482	\$4,914,299	49.0%	40.9%
Hotel/Motel	\$372,677	\$450,841	-17.3%	-25.9%	\$4,781,834	\$2,315,261	106.5%	98.4%
Douglas								
Retail***	\$9,934,523	\$9,164,375	8.4%	-0.2%	\$45,737,638	\$42,860,909	6.7%	-1.4%
Restaurant/Bar	\$1,739,364	\$1,742,604	-0.2%	-8.8%	\$7,377,211	\$7,395,419	-0.2%	-8.4%
Huachuca City								
Retail	\$741,506	\$731,469	1.4%	-7.2%	\$3,510,050	\$3,480,426	0.9%	-7.3%
Sierra Vista								
Retail	\$51,683,655	\$55,828,975	-7.4%	-16.0%	\$278,104,530	\$265,234,247	4.9%	-3.3%
Restaurant/Bar	\$9,645,139	\$10,010,402	-3.6%	-12.2%	\$46,720,356	\$44,691,202	4.5%	-3.6%
Hotel/Motel	\$2,413,386	\$1,785,902	35.1%	26.6%	\$10,258,200	\$7,803,350	31.5%	23.3%
Tombstone								
Retail	\$1,686,379	\$2,209,651	-23.7%	-32.3%	\$9,143,577	\$8,554,703	6.9%	-1.3%
Restaurant/Bar	\$730,066	\$1,071,093	-31.8%	-40.4%	\$4,271,195	\$4,143,518	3.1%	-5.1%
Hotel/Motel	\$349,389	\$312,165	11.9%	3.3%	\$1,822,566	\$1,602,595	13.7%	5.6%
Willcox								
Retail****	\$5,370,089	\$4,573,717	17.4%	8.8%	\$23,382,980	\$20,929,248	11.7%	3.6%
Restaurant/Bar	\$1,047,980	\$933,655	12.2%	3.7%	\$5,069,482	\$4,551,086	11.4%	3.2%
Hotel/Motel	\$576,613	\$505,540	14.1%	5.5%	\$3,052,830	\$2,490,828	22.6%	14.4%

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.

###