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News Release

FOR IMMEDIATE RELEASE
August 18, 2022

Inflation-adjusted sales down across industries in June

BENSON, Arizona — In June 2022, Cochise County's retail, restaurant and bar, and hotel/motel receipts were down from June a year ago, after adjusting for inflation. Estimated retail sales were down 0.4 percent from June 2021 (compared to a 3.4 percent decrease for all of Arizona). For the first six months of 2022, Cochise County's retail sales were down 2.0 percent while statewide sales were up 1.1 percent (compared to January through June 2021).

Inflation continued to play a major role in determining the direction and magnitude of changes in sales estimates, subtracting 9.1 percentage points from June year-over-year growth rates and 8.3 points for the first six months. As a result, Cochise County's nominal retail sales increase of 8.6 percent in the June comparisons was adjusted to the 0.4 percent drop, while year-to-date nominal growth of 6.3 percent became a 2.0 percent inflation-adjusted decline.

Cochise County's restaurant and bar sales were down 4.2 percent in June, after inflation, and 0.6 percent for the first six months. Statewide, Arizona's restaurant and bar sales were up 14.7 percent in June and 12.9 percent for January through June.

Cochise County's hotel/motel receipts were down 9.3 percent in the June comparisons but were up 20.2 percent for the first six months. Statewide, receipts were down 4.9 percent in June but were up 38.8 percent for the January-through-June 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 3.8 percent in Cochise County in June, after inflation, compared to a 9.6 percent increase statewide. For the first six months of 2022, remote sales were down 0.9 percent in Cochise County, but were up 9.0 percent statewide.

At the city level, estimated retail sales in Benson were up 7.6 percent in June, after inflation, and 7.2 percent for the first six months of 2022. Restaurant and bar sales in Benson were down 15.1 percent in June and 10.3 percent for January through June. Hotel/motel receipts were up 2.8 percent in June but were down 4.6 percent for the first six months of the year.

In Bisbee, retail sales were down 6.8 percent in the June comparisons and 13.0 percent for the first six months. Bisbee's restaurant and bar sales were up 26.8 percent in June and 38.9 percent for January

through June. Hotel/motel receipts were down 13.1 percent in June, after inflation, but were up 83.7 percent for the first six months of 2022.

In Douglas, retail sales were up 2.5 percent in the June comparisons but were down 0.8 percent for the first six months. Restaurant and bar sales in Douglas were up 4.3 percent in June but were down 6.5 percent for January through June. (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 2.2 percent in the June comparisons but were down 5.7 percent for the first six months of 2022. (Restaurant and bar and hotel/motel estimates are not available for Huachuca City due to the small number of businesses and tax confidentiality rules.)

Retail sales in Sierra Vista were down 2.8 percent in June and 3.2 percent for the first six months, after the inflation adjustment. Sierra Vista's restaurant and bar sales were down 0.5 percent in June and 3.1 percent for January through June. Hotel/motel receipts were down 1.6 percent in June but were up 18.4 percent for the first six months of the year.

Tombstone's retail sales were down 16.8 percent in June and 3.7 percent for the first six months of 2022. Restaurant and bar sales in Tombstone were down 27.6 percent in June and 8.2 percent for January through June. Hotel/motel receipts were up 7.4 percent in June and 5.8 percent for the first six months.

In Willcox, estimated retail sales were down 7.0 percent in the June comparisons but were up 1.9 percent for the first six months of the year. Restaurant and bar sales in Willcox were down 10.8 percent in June but were up 0.3 percent for January through June. Willcox hotel/motel receipts were down 1.4 percent in June but were up 11.9 percent for the first six 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

	June 2022	June 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	\$8,483,410,462	\$8,031,763,666	5.6%	-3.4%	\$50,309,200,691	\$45,983,496,853	9.4%	1.1%
Restaurant/Bar	\$1,809,212,943	\$1,461,965,454	23.8%	14.7%	\$10,617,174,866	\$8,762,503,922	21.2%	12.9%
Hotel/Motel	\$336,600,275	\$323,100,103	4.2%	-4.9%	\$2,877,927,382	\$1,956,011,852	47.1%	38.8%
Remote Seller*	\$888,750,007	\$749,257,993	18.6%	9.6%	\$5,324,676,093	\$4,537,442,723	17.3%	9.0%
Cochise County								
Retail	\$102,216,499	\$94,086,571	8.6%	-0.4%	\$587,290,312	\$552,593,456	6.3%	-2.0%
Restaurant/Bar	\$16,057,839	\$15,318,989	4.8%	-4.2%	\$99,107,768	\$92,008,977	7.7%	-0.6%
Hotel/Motel	\$3,640,428	\$3,647,776	-0.2%	-9.3%	\$28,752,355	\$22,377,455	28.5%	20.2%
Remote Seller*	\$13,365,660	\$12,696,606	5.3%	-3.8%	\$81,930,295	\$76,291,325	7.4%	-0.9%
Benson								
Retail**	\$7,365,019	\$6,312,749	16.7%	7.6%	\$44,160,536	\$38,221,266	15.5%	7.2%
Restaurant/Bar	\$1,399,987	\$1,489,815	-6.0%	-15.1%	\$8,409,644	\$8,578,121	-2.0%	-10.3%
Hotel/Motel	\$282,423	\$252,411	11.9%	2.8%	\$3,076,007	\$2,966,811	3.7%	-4.6%
Bisbee								
Retail	\$3,255,906	\$3,182,445	2.3%	-6.8%	\$17,937,622	\$18,830,039	-4.7%	-13.0%
Restaurant/Bar	\$1,089,590	\$802,143	35.8%	26.8%	\$8,414,071	\$5,716,441	47.2%	38.9%
Hotel/Motel	\$336,231	\$350,490	-4.1%	-13.1%	\$5,118,065	\$2,665,751	92.0%	83.7%
Douglas								
Retail***	\$9,927,128	\$8,899,003	11.6%	2.5%	\$55,664,766	\$51,759,912	7.5%	-0.8%
Restaurant/Bar	\$1,495,823	\$1,319,394	13.4%	4.3%	\$8,873,034	\$8,714,813	1.8%	-6.5%
Huachuca City								
Retail	\$809,424	\$727,433	11.3%	2.2%	\$4,319,474	\$4,207,859	2.7%	-5.7%
Sierra Vista								
Retail	\$58,114,412	\$54,712,880	6.2%	-2.8%	\$336,218,942	\$319,947,127	5.1%	-3.2%
Restaurant/Bar	\$9,488,758	\$8,742,068	8.5%	-0.5%	\$56,209,114	\$53,433,270	5.2%	-3.1%
Hotel/Motel	\$2,054,356	\$1,911,783	7.5%	-1.6%	\$12,312,557	\$9,715,133	26.7%	18.4%
Tombstone								
Retail	\$1,420,714	\$1,540,240	-7.8%	-16.8%	\$10,564,291	\$10,094,944	4.6%	-3.7%
Restaurant/Bar	\$549,355	\$674,027	-18.5%	-27.6%	\$4,820,551	\$4,817,545	0.1%	-8.2%
Hotel/Motel	\$264,444	\$227,066	16.5%	7.4%	\$2,087,010	\$1,829,661	14.1%	5.8%
Willcox								
Retail****	\$4,102,722	\$4,020,722	2.0%	-7.0%	\$27,485,702	\$24,949,970	10.2%	1.9%
Restaurant/Bar	\$1,182,490	\$1,202,885	-1.7%	-10.8%	\$6,251,972	\$5,753,970	8.7%	0.3%
Hotel/Motel	\$498,499	\$463,139	7.6%	-1.4%	\$3,551,329	\$2,953,967	20.2%	11.9%

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.

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