



## Center for Economic Research

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## Retail and lodging up, restaurants down

In May, Cochise County's retail and hotel/motel receipts were up, while restaurant and bar sales were down, compared to May last year and after adjusting for inflation.

Countywide retail sales were up 4.9 percent in May—the second increase following seven consecutive months of decline. Sales have been down in 17 of the most recent 21 months. For the first five months of 2017, Cochise County's retail sales were down 1.7 percent (compared to the first five months last year, after the inflation adjustment).

At the state level, Arizona's retail sales were up 5.3 percent in May and 1.4 percent for the first five months of the year.

Cochise County's restaurant and bar sales were down 4.4 percent in May and 2.7 percent for the first five months of the year. Sales have been down in eight of the most recent 10 months.

Statewide restaurant and bar sales were up 5.7 percent in May and 3.5 percent for the first five months of 2017.

Hotel/motel receipts in Cochise County were up 8.8 percent in May and 12.9 percent for the first five months of the year. Countywide hotel/motel receipts have been up in nine of the most recent 10 months.

At the state level, hotel/motel receipts were up 6.6 percent in May and 6.8 percent for the first five months of 2017.

At the city level, retail sales in Benson were up 0.7 percent in May, but were down 1.8 percent for the first five months of 2017. Sales have been down in 11 of the most recent 17 months.

Restaurant and bar sales in Benson were down 9.2 percent in May and 5.7 percent for the first five months of 2017. Year-over-year sales have been down in 11 of the past 17 months.

Benson's hotel/motel receipts were up 64.4 percent in May and 5.5 percent for the first five months of the year. Sales have been up the past two months following declines in eight of 10 months.

In Bisbee, retail sales were down 7.9 percent in the May comparisons and 3.1 percent for the first five months of 2017. Sales have been down in 11 of the most recent 17 months.

Restaurant and bar sales in Bisbee were up 20.4 percent in May and 17.8 percent for the first five months of the year. Sales have been up in eight of the most recent 10 months of data.

Hotel/motel receipts in Bisbee were up 6.7 percent in May. In the first five months of the year, Bisbee's lodging receipts were up 4.3 percent (compared to the same period last year). Sales have been up in 12 of the most recent 17 months.

In Douglas, retail sales were down 4.8 percent in the May comparisons and 13.6 percent for the first five months of 2017. Sales have been down in 22 of the most recent 23 months.

Restaurant and bar sales in Douglas were down 1.7 percent in May and 17.7 percent for the first five months of the year. Sales have been down in six of the most recent eight months of data.

Hotel/motel receipts in Douglas were up 173.6 percent in May, but were down 3 percent for the first five months of the year. Sales have seen considerable instability, alternating between positive and negative growth since the beginning of last year.

In Huachuca City, retail sales were up 31.8 percent in the May comparisons and 7.7 percent for the first five months of 2017. Sales have been up in nine of the past 11 months.

In Sierra Vista, retail sales were up 2 percent in May, but were down 1.3 percent for the first five months of 2017. Sales have been down in five of the most recent eight months.

Restaurant and bar sales in Sierra Vista were down 1.8 percent in May and 0.3 percent in the first five months of the year. Sierra Vista's restaurant and bar sales have been down in seven of the most recent 10 months of data.

Sierra Vista's hotel/motel receipts were up 9.8 percent in May and 15.5 percent for the first five months of 2017. Sales have been up for eight consecutive months and have been up in 14 of the past 17 months.

In Tombstone, retail sales were down 9.7 percent in May and 9.3 percent for the first five months of the year. Tombstone's retail sales have been down in 10 of the most recent 17 months.

In Willcox, retail sales were up 11.7 percent in the May comparisons and 0.9 percent for the first five months of 2017. Sales have been up the past two months following five consecutive months of decline.

Restaurant and bar sales in Willcox were down 0.5 percent in May, but were up 4.3 percent for the first five months of the year. Sales have been down in eight of the most recent 13 months (but have been up in two of the past three months).

Hotel/motel receipts in Willcox were up 30.4 percent in May and 27 percent for the first five months of 2017. Sales have been up for five consecutive months and have been up in nine of the most recent 11 months.

## COCHISE COUNTY SALES

	May 2017	May 2016	Change	Inflation-adjusted Growth*	YTD 2017	YTD 2016	YTD Change	YTD Inflation-adjusted Growth*
<b>Arizona</b>								
Retail	\$5,557,814,185	\$5,183,701,182	7.2%	5.3%	\$26,600,095,196	\$25,650,560,414	3.7%	1.4%
Restaurant/Bar	\$1,212,867,219	\$1,127,491,830	7.6%	5.7%	\$6,156,807,047	\$5,819,073,861	5.8%	3.5%
Hotel/Motel	\$259,788,715	\$239,572,446	8.4%	6.6%	\$1,609,367,490	\$1,475,063,477	9.1%	6.8%
<b>Cochise County</b>								
Retail	\$70,900,212	\$66,376,748	6.8%	4.9%	\$329,449,925	\$327,313,477	0.7%	-1.7%
Restaurant/Bar	\$12,797,619	\$13,134,079	-2.6%	-4.4%	\$63,223,466	\$63,471,967	-0.4%	-2.7%
Hotel/Motel	\$3,388,219	\$3,062,125	10.6%	8.8%	\$17,908,495	\$15,536,162	15.3%	12.9%
<b>Benson</b>								
Retail**	\$4,623,205	\$4,506,293	2.6%	0.7%	\$23,750,454	\$23,633,616	0.5%	-1.8%
Restaurant/Bar	\$1,035,078	\$1,117,450	-7.4%	-9.2%	\$5,610,299	\$5,805,696	-3.4%	-5.7%
Hotel/Motel	\$492,974	\$296,422	66.3%	64.4%	\$2,420,879	\$2,245,787	7.8%	5.5%
<b>Bisbee</b>								
Retail	\$2,218,353	\$2,361,475	-6.1%	-7.9%	\$10,722,686	\$10,809,060	-0.8%	-3.1%
Restaurant/Bar	\$1,060,472	\$867,308	22.3%	20.4%	\$5,109,139	\$4,254,397	20.1%	17.8%
Hotel/Motel	\$313,500	\$288,699	8.6%	6.7%	\$1,925,106	\$1,805,226	6.6%	4.3%
<b>Douglas</b>								
Retail	\$10,498,646	\$10,815,072	-2.9%	-4.8%	\$45,195,085	\$50,918,318	-11.2%	-13.6%
Restaurant/Bar	\$1,282,265	\$1,280,206	0.2%	-1.7%	\$5,332,855	\$6,304,492	-15.4%	-17.7%
Hotel/Motel	\$267,016	\$96,943	175.4%	173.6%	\$940,035	\$946,213	-0.7%	-3.0%
<b>Huachuca City</b>								
Retail	\$555,063	\$415,121	33.7%	31.8%	\$2,285,891	\$2,078,099	10.0%	7.7%
<b>Sierra Vista</b>								
Retail	\$40,199,130	\$38,684,164	3.9%	2.0%	\$191,789,216	\$189,851,753	1.0%	-1.3%
Restaurant/Bar	\$7,537,799	\$7,532,093	0.1%	-1.8%	\$36,131,078	\$35,405,132	2.1%	-0.3%
Hotel/Motel	\$1,518,978	\$1,360,039	11.7%	9.8%	\$7,673,833	\$6,510,813	17.9%	15.5%
<b>Tombstone</b>								
Retail	\$1,087,980	\$1,180,923	-7.9%	-9.7%	\$5,723,093	\$6,152,488	-7.0%	-9.3%
<b>Willcox</b>								
Retail***	\$3,431,903	\$3,022,792	13.5%	11.7%	\$15,448,414	\$14,966,880	3.2%	0.9%
Restaurant/Bar	\$738,115	\$727,943	1.4%	-0.5%	\$3,450,335	\$3,235,277	6.6%	4.3%
Hotel/Motel	\$415,598	\$314,294	32.2%	30.4%	\$2,170,440	\$1,677,631	29.4%	27.0%

Note: State and county data reflect actual sales; city data are estimates based on sales tax collections. Retail excludes food for home consumption (except Douglas). YTD = Year to Date. \* Inflation rate determined by change in Consumer Price Index (CPI-U). \*\*Excludes single items over \$5,000. \*\*\*Excludes single items over \$1,250. Source: U.S. Bureau of Labor Statistics, Arizona Department of Revenue, City of Bisbee, City of Benson, City of Sierra Vista, City of Willcox, and Cochise College Center for Economic Research.