



Center for Economic Research

901 N. Colombo Ave.
Sierra Vista, AZ 85635
Robert@CochiseEconomy.com
www.CochiseEconomy.com

CER PRESS RELEASE: July 19, 2018

Prepared by Robert Carreira, Ph.D., Chief Economist, Cochise College Center for Economic Research

April sales down across major industries

In April, Cochise County's retail, lodging, and restaurant/bar sales were down (compared to April 2017, after adjusting for inflation). Cochise County's year-over-year retail sales were down 1.5 percent in April. In the first four months of 2018, Cochise County's retail sales were up 4.2 percent compared to the same period last year. Sales have been up in nine of the past 13 months (including five of the most recent six months) following declines in 16 of 19 months.

At the state level, Arizona's retail sales were up 1 percent in April and 5.2 percent for the first four months of the year.

Countywide restaurant and bar sales were down 2.7 percent in April and 0.1 percent for the first four months. Year-over-year sales have been up in six of the most recent nine months (following declines in 10 of 12 months).

Statewide restaurant and bar sales were up 0.9 percent in April and 3.4 percent for the first four months of 2018.

Hotel/motel receipts in Cochise County were down 15.5 percent in April and 4.4 percent for the first four months. Despite the overall decline, countywide hotel/motel receipts have been up in 17 of the most recent 21 months.

At the state level, hotel/motel receipts were down 4.6 percent in April, but were up 6.8 percent for the first four months of the year.

At the city level, retail sales in Benson were down 13.8 percent in April and 2.4 percent for the first four months. The drop follows three consecutive months of growth (on the heels of two years of instability that saw declines in 13 of 24 months).

Restaurant and bar sales in Benson were up 5.7 percent in April and 1.6 percent for the first four months of 2018. Year-over-year sales have seen instability with declines in 17 of the past 28 months.

Benson's hotel/motel receipts were down 42 percent in April and 6.4 percent in the first four months. Sales have been up in nine of the past 13 months (following declines in eight of 10 months).

In Bisbee, retail sales were down 17.5 percent in the April comparisons and 5.2 percent in the first four months of the year. Sales have been down in 19 of the most recent 28 months (including seven of the most recent nine months).

Restaurant and bar sales in Bisbee were up 14.1 in April (compared to April 2017) but were down 2 percent for the first four months. Sales have seen instability with numbers down in five of the most recent nine months (following increases in 10 of 12 months).

Hotel/motel receipts in Bisbee were down 46 percent in April and 5.6 percent for the first four months of 2018. Sales have been down in six of the most recent nine months (following growth in 14 of 19 months).

In Douglas, retail sales were down 6.7 percent in April, following three consecutive months of growth. Sales were up 4.9 percent for the first four months.

Restaurant and bar sales in Douglas were up 31.1 percent in April and 5.3 percent for the first four months of the year. Despite the overall increase, sales have been down in 11 of the most recent 19 months of data.

Data for April comparisons for hotel/motel receipts in Douglas were not available, but sales for the first four months were up 48.3 percent. Data show sales have been up for three consecutive months following four straight months of decline.

In Huachuca City, retail sales were up 37.1 percent in April—the third month of growth following four consecutive months of decline. In the first four months of 2018, sales were up 12.6 percent.

In Sierra Vista, retail sales were down 0.8 percent in April, but were up 2.2 percent in the first four months. The monthly drop follows three consecutive months of sales growth (on the heels of declines in 9 of 15 months).

Restaurant and bar sales in Sierra Vista were down 10.4 percent in April but were up 1.4 percent for the first four months of the year. Sales have been up in 10 of the past 14 months (including seven of the most recent nine months).

Sierra Vista's hotel/motel receipts were up 16.2 percent in April but were down 4.1 percent for the first four months. Despite the overall decline, lodging receipts have been up in 14 of the past 19 months.

In Tombstone, retail sales were down 10 percent in April but were up 6.2 percent for the first four months of 2018. Tombstone's retail sales have been up in 11 of the past 13 months (following declines in nine of 15 months).

In Willcox, retail sales were down 17.8 percent in the April comparisons and 2.7 percent for the first four months. Despite the overall decline, sales have been up in four of the most recent six months.

Restaurant and bar sales in Willcox were down 3.3 percent in April and 8.2 percent for the first four months of the year. April was the fifth consecutive month of decline following increases in seven of nine months.

Hotel/motel receipts in Willcox were down 24.1 percent in April and 5.3 percent for the first four months. Despite the drop, sales have been up in 16 of the most recent 20 months of data (including 13 of the past 15 months).

COCHISE COUNTY SALES

	<i>April 2018</i>	<i>April 2017</i>	<i>Change</i>	<i>Inflation-adjusted Growth*</i>	<i>YTD 2018</i>	<i>YTD 2017</i>	<i>YTD Change</i>	<i>YTD Inflation-adjusted Growth*</i>
Arizona								
Retail	\$5,564,633,273	\$5,376,042,282	3.5%	1.0%	\$22,605,873,434	\$21,042,281,011	7.4%	5.2%
Restaurant/Bar	\$1,327,703,882	\$1,284,859,380	3.3%	0.9%	\$5,222,386,157	\$4,943,939,828	5.6%	3.4%
Hotel/Motel	\$335,938,593	\$343,354,045	-2.2%	-4.6%	\$1,471,531,564	\$1,349,578,775	9.0%	6.8%
Cochise County								
Retail	\$68,514,911	\$67,887,173	0.9%	-1.5%	\$275,255,259	\$258,549,713	6.5%	4.2%
Restaurant/Bar	\$13,113,949	\$13,148,570	-0.3%	-2.7%	\$51,517,342	\$50,425,847	2.2%	-0.1%
Hotel/Motel	\$3,667,891	\$4,218,395	-13.1%	-15.5%	\$14,215,658	\$14,520,276	-2.1%	-4.4%
Benson								
Retail**	\$4,833,446	\$5,448,623	-11.3%	-13.8%	\$19,102,480	\$19,127,249	-0.1%	-2.4%
Restaurant/Bar	\$1,132,261	\$1,046,666	8.2%	5.7%	\$4,750,760	\$4,575,221	3.8%	1.6%
Hotel/Motel	\$340,931	\$563,979	-39.5%	-42.0%	\$1,849,042	\$1,927,905	-4.1%	-6.4%
Bisbee								
Retail	\$2,062,707	\$2,428,176	-15.1%	-17.5%	\$8,258,503	\$8,504,333	-2.9%	-5.2%
Restaurant/Bar	\$1,073,930	\$921,468	16.5%	14.1%	\$4,061,235	\$4,048,667	0.3%	-2.0%
Hotel/Motel	\$433,103	\$766,789	-43.5%	-46.0%	\$1,558,479	\$1,611,606	-3.3%	-5.6%
Douglas								
Retail***	\$7,022,538	\$7,331,113	-4.2%	-6.7%	\$28,385,805	\$26,488,636	7.2%	4.9%
Restaurant/Bar	\$999,358	\$748,056	33.6%	31.1%	\$4,359,147	\$4,050,589	7.6%	5.3%
Hotel/Motel	N/A	N/A	N/A	N/A	\$1,013,713	\$673,019	50.6%	48.3%
Huachuca City								
Retail	\$594,625	\$426,109	39.5%	37.1%	\$1,988,057	\$1,730,829	14.9%	12.6%
Sierra Vista								
Retail	\$39,181,971	\$38,530,405	1.7%	-0.8%	\$158,384,217	\$151,590,086	4.5%	2.2%
Restaurant/Bar	\$7,063,117	\$7,672,769	-7.9%	-10.4%	\$29,655,134	\$28,593,279	3.7%	1.4%
Hotel/Motel	\$1,835,428	\$1,546,549	18.7%	16.2%	\$6,039,903	\$6,154,856	-1.9%	-4.1%
Tombstone								
Retail	\$1,194,120	\$1,291,820	-7.6%	-10.0%	\$5,029,545	\$4,635,113	8.5%	6.2%
Willcox								
Retail****	\$3,094,917	\$3,654,879	-15.3%	-17.8%	\$11,968,554	\$12,016,511	-0.4%	-2.7%
Restaurant/Bar	\$683,712	\$689,505	-0.8%	-3.3%	\$2,551,300	\$2,712,220	-5.9%	-8.2%
Hotel/Motel	\$352,402	\$449,808	-21.7%	-24.1%	\$1,701,892	\$1,754,843	-3.0%	-5.3%

Note: State and county data reflect actual sales; city data are estimates based on sales tax collections. Retail excludes food for home consumption. 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 \$10,000. ****Excludes single items over \$1,250. Source: U.S. Bureau of Labor Statistics, Arizona Department of Revenue, City of Benson, City of Bisbee, City of Douglas, City of Sierra Vista, City of Willcox, and Cochise College Center for Economic Research.