

BISBEE
Outlook
2004 • 2005



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A Message from the Director



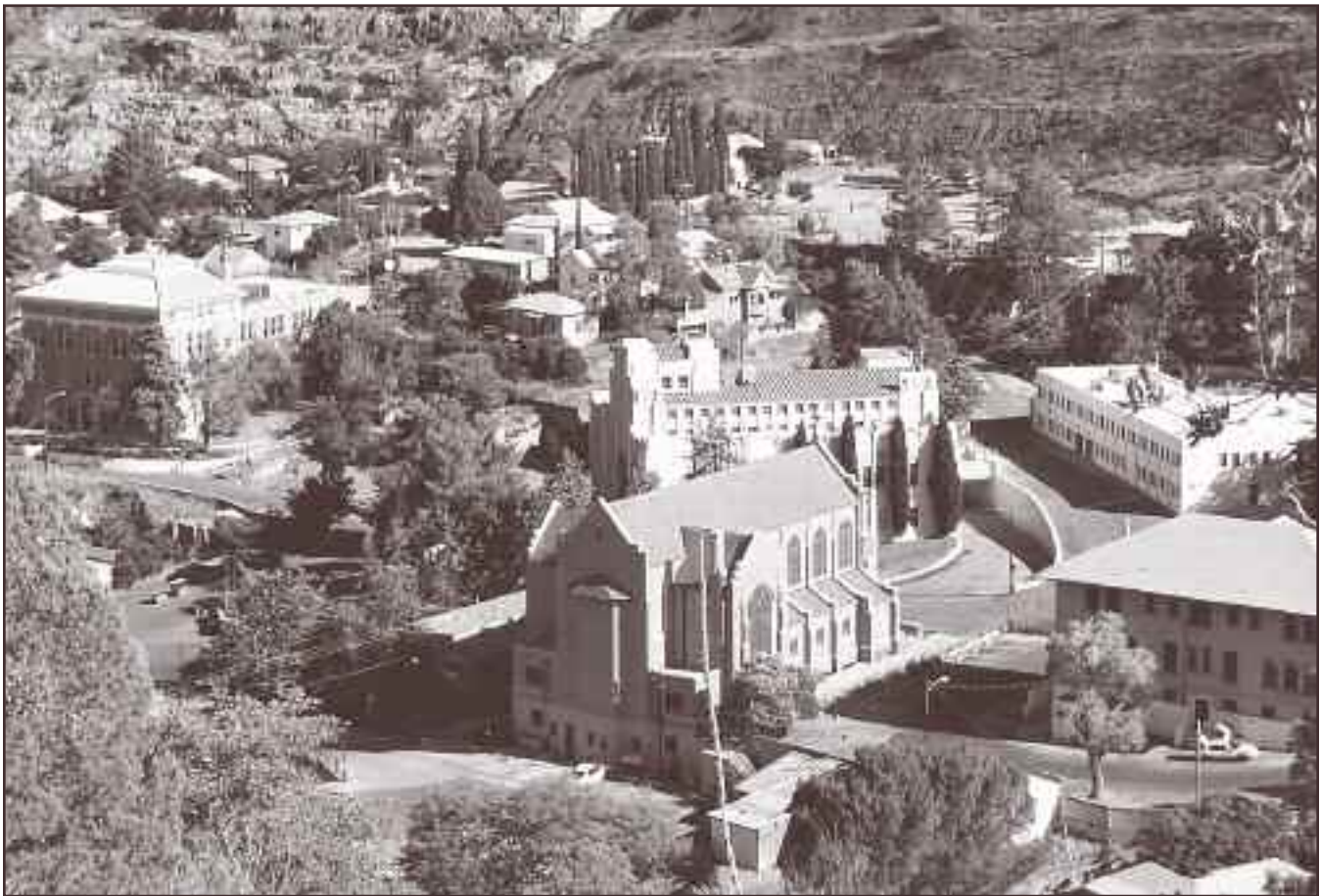
KEN JONES, DIRECTOR

Cochise College
Center for Economic Research

Now that the 2004 presidential election is over, Americans are returning to their routines, and the economy continues to show slow and consistent improvement. Nationally, unemployment is at 5.5 percent, with more than a million jobs created in the last year. Inflation continues to remain a non-issue, running at about 2.5 percent. The measure of the nation's output - gross domestic product (GDP) - showed a 4.5 percent expansion rate for the first quarter, 3.3 percent during the second quarter, and early indications point to a 3.7 percent growth during the third quarter of 2004.

For Bisbee, this year has been fairly good, with unemployment down from one year ago. Sales have shown growth during the year, and the housing market has continued to remain active (in both existing and new homes). Over the past year, Bisbee has continued to grab the limelight in several major magazines, as well as attracting film crews reporting on the historic town. Most recently, Bisbee has gained the spotlight as the location for a new television mini-series filmed during November and December of 2004.

Tourism remains one of the major occupations for the town. Construction is about to begin on the city's new wastewater treatment project. Once this project is underway, the building moratorium that has been in place for some time is expected to be lifted, and a flurry of new construction activity should take place in various sectors of the city, including Old Bisbee. The year 2005 looks to be a fairly good year for the city as far as employment, sales activity, and housing.



A view of historic Bisbee.

Photo: Ted White

City of Bisbee

Bisbee, located 90 miles southeast of Tucson and 28 miles east of Sierra Vista, is the picturesque county seat of historic Cochise County. The community was founded in 1880 and named after Judge DeWitt Bisbee, a financial backer of the Copper Queen Mine. This Old West mining camp proved to be one of the richest mineral sites in the world, producing nearly three million ounces of gold and more than eight billion pounds of copper, not to mention the silver, lead and zinc that came from the rich Mule Mountains. By the early 1900s, the Bisbee community was the largest city between St. Louis and San Francisco. It had a population of 20,000 people and had become the most cultured city in the Southwest. The city was incorporated in 1902. Despite its culture, however, the rough edges of the mining camps could be found in notorious Brewery Gulch, with its saloons and shady ladies. Those activities began to slow as the mines played out and the population began to shrink.

Bisbee has evolved into an artist and retirement community, emphasizing monthly special events, including concerts, fine arts shows, arts and crafts shows, wine tastings and the annual historic home tour. "Old Bisbee" is a registered national historic district. Bisbee boasts the "best year-round climate in the state"

for people to visit and enjoy the quiet and easy pace all year.

During the 1980s, the city succeeded in diversifying its economy to include government, tourism, and light manufacturing. The Phelps Dodge Corp. is conducting tests for future development of copper, which has been the major economic factor in Bisbee's overall development. Major employment in the area is from city, state, and county government, the military facility at Fort Huachuca, and tourism.

SAGINAW – A SUCCESS STORY

Saginaw is a well-defined, fairly isolated community within Bisbee. The Saginaw Neighborhood Committee, a local civic action group formed to address concerns in the low- to moderate-income area, recognized the need to improve and revitalize their community by focusing attention on the neighborhood park. With recognized success in beautifying the park and with the active involvement of their ward councilmen and the mayor, the committee approached the city for help in revitalization. The resulting Saginaw Neighborhood Revitalization Plan presents community-specific goals and focuses on activities important to community welfare, thus directly benefiting residents.

The plan has been the impetus to pursue ways and means to improve the neighborhood. Working with the Cochise County Housing Authority, the committee obtained a housing rehabilitation grant for \$300,000. Additionally, a Community Development Block Grant of approximately \$475,000 was obtained for street improvements and neighborhood park enhancements. The success has filled the community with pride and encouraged other neighborhoods and the larger Bisbee community to work together.

CLIMATE

Bisbee's perfect location in the Mule Mountains of Southern Arizona protects it from blistering summer heat and bitter winter cold. Summers are noticeably cooler than in Phoenix and Tucson. The evenings in Bisbee are delightfully comfortable. Winters are crisp and short with plenty of sunshine, and daytime highs are often in the 60s. The air is always crystal-clear throughout the year.

BISBEE AIRPORT

The role of the Bisbee Municipal Airport is to provide services including business and leisure travel, charter flights, flight training, and private use of light aircraft to the southeastern Arizona general aviation community. The airport is located three miles southeast of the Bisbee suburb of Warren and two miles north of the Mexican border crossing at Naco, Ariz. For the past three years, fixed base operator (FBO) services have been provided by Copper State Aircraft Services under the management of Robert A. Swann. The FBO pro-

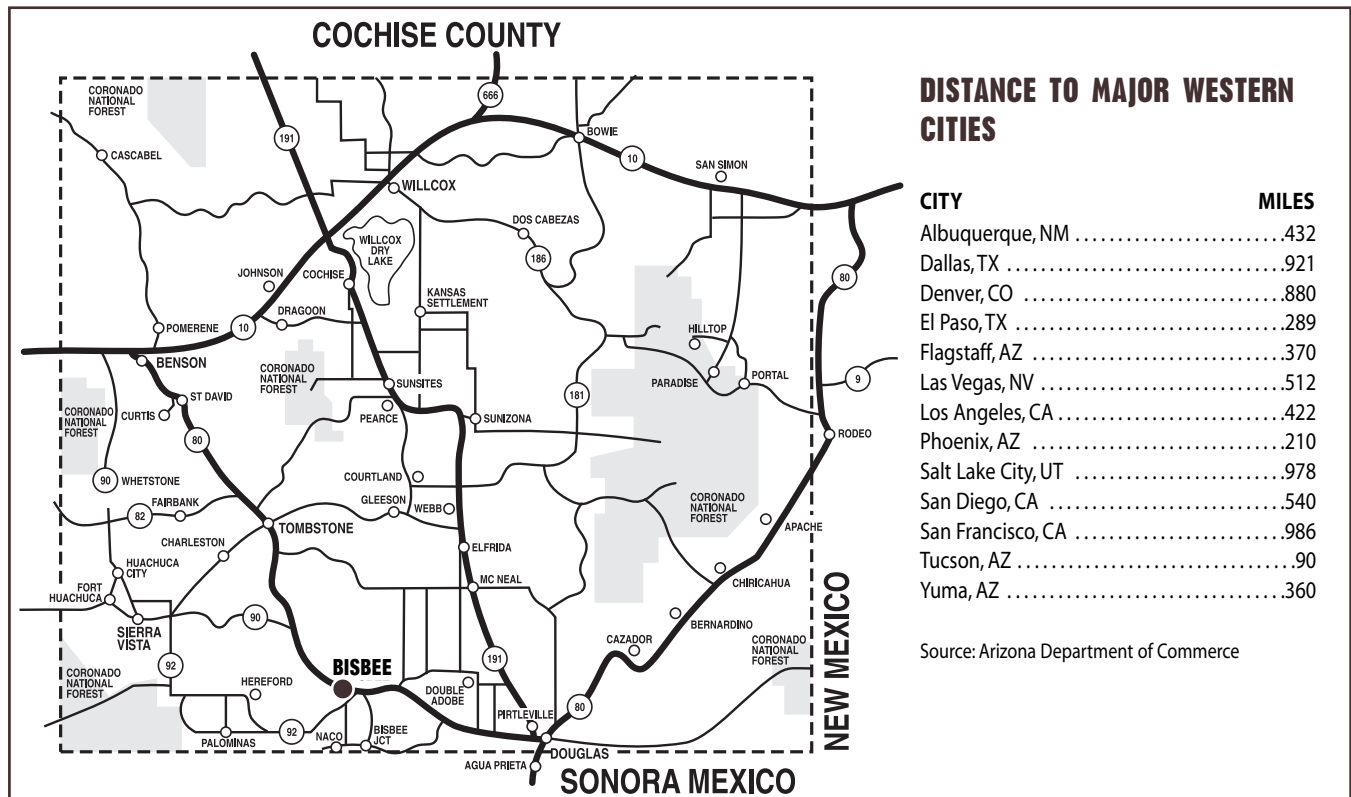
vides operations, mechanical services, fuel, and 24-hour security. The City of Bisbee provides two courtesy cars.

The Bisbee Municipal Airport has one 5,900-foot-by-60-foot paved runway and a 2,900-foot-by-200-foot runway. The facility has a large ramp area with 29 tiedowns, 10 shade hangars, and two enclosed hangars. The area surrounding the airport continues to grow with the addition of 12 new hangars

BISBEE WEATHER

MONTH	AVERAGE TEMPERATURE (°F)		
	DAILY MAX.	DAILY MIN.	AVERAGE TOTAL (IN.) PRECIPITATION
January	57.3	34.3	1.18
February	60.4	36.1	1.20
March	65.7	40.3	1.01
April	73.6	46.2	0.46
May	81.2	53.3	0.22
June	89.9	62.2	0.70
July	88.8	64.3	4.03
August	86.0	62.5	4.64
September	84.2	59.1	1.98
October	76.1	50.2	1.05
November	65.8	40.8	0.82
December	58.1	35.5	1.34
Year	73.9	48.7	18.63

Source: Arizona Department of Commerce



at the Bisbee Airpark at the north end of airport. In 2001, there were six aircraft based at the Bisbee Municipal Airport; as of October 2004 there are 30 aircraft on the field.

The year 2004 has seen significant growth and improvements at the airfield since the smooth top coating of the runway and taxiway was completed in August 2003. Three aircraft are available for instruction, including flight instruction introductory flights. A certified flight instructor provides private ground school instruction, and a Cessna training aircraft is available for instruction. Scenic flights also are offered in a Cessna or an open cockpit Waco (complete with leather helmets, flying jackets and goggles).

The Computer Assisted Testing Center allows people to complete various FAA tests - from aviation mechanic through certified flight instructor - at the airfield.

Mechanic services are offered by Ray Green, who has an inspection authorization, and Daft Damsel Aviation, which provides comprehensive aviation maintenance services, including a staff repairman, a mechanic and inspector, mobile avionics, fabric repair, and aircraft detailing.

Approximately 520 visiting aircraft came to Bisbee in the past 12 months, almost twice as many as in the previous 12 months. Total flight operations were 4,148, a 20-percent increase over the previous year. The airport courtesy car has been used 61 times to transport an estimated 165 people to Bisbee area businesses.

The Bisbee Airport has approximately 19 acres available for commercial development. The airport has a current and approved master development plan from the City of Bisbee and the Arizona Department of Transportation.

Bisbee Municipal Airport designation: P04
 Bisbee Municipal Airport phone: (520) 432-6030

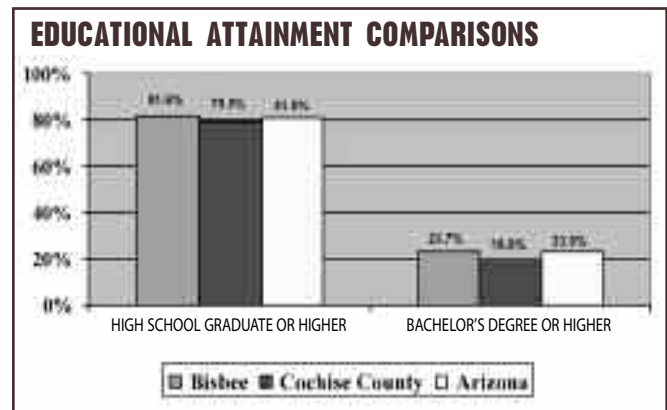
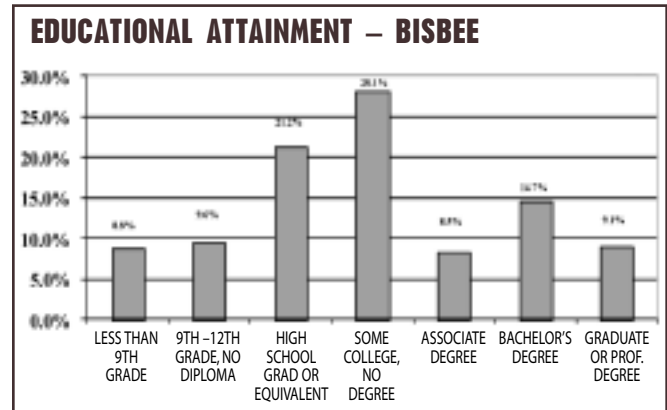
EDUCATION

Bisbee has one public elementary school, one middle school, one junior high school, and one high school. The student enrollment is approximately 1,045. With an enrollment of 392 students, Bisbee High School offers a number of extracurricular activities, including sports teams, fine arts, and music programs. Vocational programs are offered in business technology, industrial technology, culinary arts, and computer drafting. At-risk student support is available in math, English, and writing. Bisbee Middle School, with an enrollment of 190, and Lowell Junior High School, with 163 students, offer state-standard-based curriculum and a wide variety of extracurricular activities. Greenway School, with an enrollment of 276 serves students in pre-kindergarten through third grades. School facilities at each recently have been remodeled.

Cochise College, a two-year community college, has campuses in Sierra Vista (28 miles away), and Douglas (18 miles away). Cochise College offers pre-professional courses that transfer to universities and an extensive program of credit and

non-credit professional development and skill-enhancement classes. Cochise College also has been involved with the county's high schools in the development of a vocational-oriented curriculum called Tech Prep. The Tech Prep program integrates the Arizona Essential Skill Competencies into classroom practice related to the world of work.

University of Arizona campuses are located in both Sierra Vista and Douglas. The University of Arizona offers courses toward degree and certificate programs in both locations. The Douglas office is located in the Douglas Public Library, and the Sierra Vista campus is located adjacent to Cochise College.



HEALTHCARE

The community of Bisbee has one hospital - Copper Queen Community Hospital. Local medical staff includes 24 physicians, seven of whom are fully active physicians, and 14 of whom are consultants. Three are new staff members. There also are two physician assistants available. Among the consulting staff, there are three surgeons, three orthopedic surgeons, a dermatologist, a dentist, and a gastroenterologist.

Copper Queen Community Hospital is a small, rural, not-for-profit acute health care hospital. The hospital serves more than 20,000 people, many of whom are unemployed, have low family incomes, and are uninsured or underinsured. The hospital is in the process of developing a discounted payment program for people who qualify but are not eligible for AHCCCS or covered by insurance.

The hospital is striving to increase access to care. It has

expanded its services by providing diagnostic services in outlying areas, both in physicians offices and in sliding-fee scale clinics. In June 2004, the hospital absorbed the former Copper Cities Physicians practice and established rural health clinics in Bisbee and Douglas.

In December 2003, the hospital completed a \$4,600,000 renovation project, which revamped the interior of the hospital, including infrastructure improvements to the heating, ventilation and electrical systems. The imaging services/radiology department was refurbished with new fluoroscopy, flat plate x-ray, CT scanner, and bone density scanner. Other areas of the hospital that received major improvements were the med/surg unit, food services, and the cardiopulmonary department.

The hospital provides a broad range of services, including inpatient and outpatient care, general surgery, emergency, rehabilitation, home health, diagnostic imaging, and laboratory services.

The hospital was constructed in 1961 and operated by the Phelps Dodge Corp. to service the medical needs of the booming local copper industry. Hospital ownership passed to the Cochise County Hospital Association, then to a local non-profit community group in 1977. That group, the Bisbee Hospital Association (BHA), continues to own and operate the hospital as the center of local health care resources through its volunteer board of directors elected from the BHA membership. John Harris is the current board president, Jim Dickson serves as CEO/administrator, and Peggy Avina, M.D., is chief of staff.

POPULATION

The estimated population of Bisbee as of July 2003 was 6,365. This is up 4.5 percent from 6,090 as reported in Census 2000. Based on its population size, Bisbee ranks as the 48th largest sub-county area of 87 areas statewide. Based on its growth rate since Census 2000, Bisbee ranks as the 56th fastest growing sub-county area of the 87 statewide areas. These figures are based on the latest estimates from the Arizona Department of Economic Security (DES).

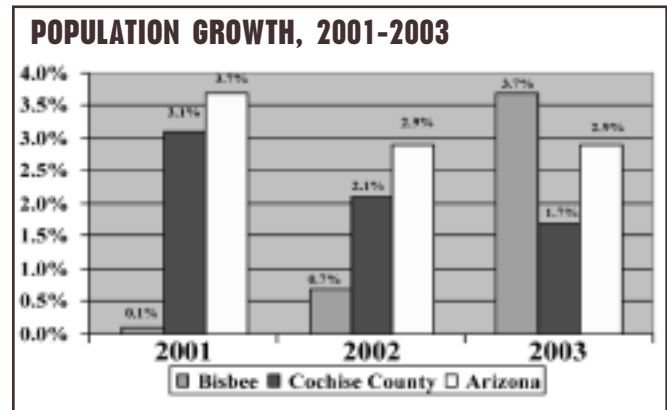
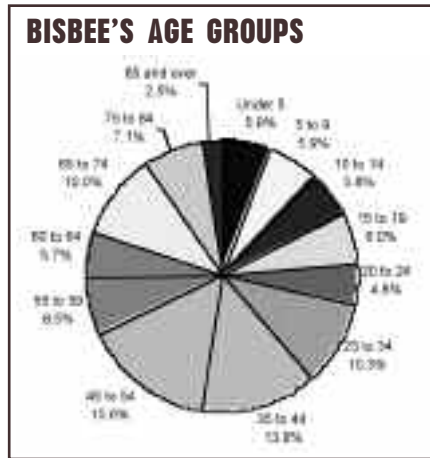
According to the U.S. Census Bureau, the population of Bisbee decreased by 3.1 percent during

the 1990s in contrast to the population growth of Cochise County as a whole, which grew by 20.6 percent, and the State of Arizona, which grew by 40.0 percent. Since 2000, Bisbee's population growth of 4.5 percent has lagged behind that of Cochise County, which has grown by 7.1 percent, and the State of Arizona, which has grown by 9.7 percent.

According to the latest Census data, approximately 34.4 percent of the population of Bisbee is Hispanic or Latino (of any race), compared to a 30.7 percent Hispanic/Latino population for all of Cochise County and a 25.3 percent Hispanic/Latino population statewide. Bisbee's population is 84.1 percent white, compared to 76.7 percent for the county and 75.5 percent statewide. Bisbee's population is 52.5 percent female and 47.5 percent male.

For the population age 5 years and older, 73.9 percent reside in homes where English is the only language spoken, compared to 70.5 percent countywide and 74.1 percent statewide. Of those who reside in homes where a language other than English is spoken, the vast majority (89.6 percent) also speak Spanish.

According to the most recent Census data, the median age of the city's population is 43.2



POPULATION COMPARISONS, 1990-2003

	BISBEE		COCHISE COUNTY		ARIZONA	
	POPULATION	GROWTH	POPULATION	GROWTH	POPULATION	GROWTH
1990	6,288	-	97,624	-	3,665,228	-
2000	6,090	-12.1*	117,755	20.6%*	5,130,632	40.0%*
2001	6,095	0.1%	121,435	3.1%	5,319,895	3.7%
2002	6,140	0.7%	124,040	2.1%	5,472,750	2.9%
2003	6,365	3.7%	126,160	1.7%	5,629,870	2.9%

* Indicates total growth over the period 1990-2000

Source: Figures for 1990 and 2000 obtained from the U.S. Census Bureau. Figures for 2001-2003 are estimates provided by the Arizona Department of Economic Security.



A panoramic view of the new Cochise County Complex.

Photo: Ted White

years, considerably higher than the median age of 36.9 years countywide and 34.2 years statewide. Bisbee's largest age group aged 45 to 54 years comprises 15.6 percent of the city's population. The next largest age group is aged 35 to 44 years and comprises 13.8 percent of the population. Overall, 23.0 percent of Bisbee's population is aged 62 years or older, compared to 17.9 percent of the county population and only 13.0 percent of the statewide population.

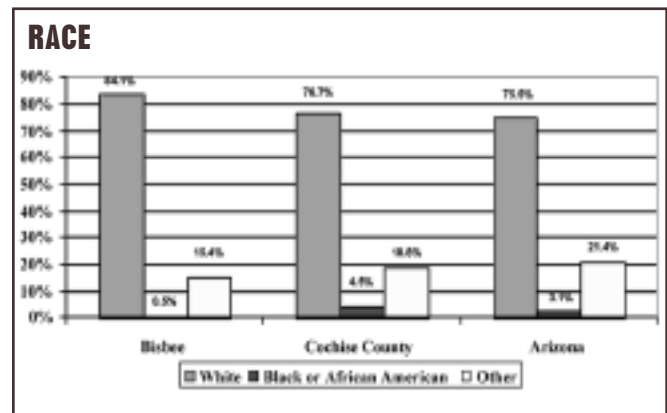
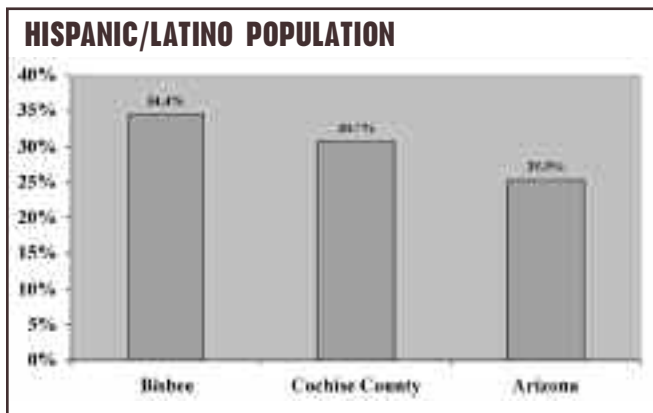
The average Bisbee household size is 2.15 people, compared to 2.55 people for the county, and 2.64 people per household statewide. Of total Bisbee households, 53.5 percent are classified as family households. A total of 21.7 percent of households have children younger than 18 living at home. A total of 7.4 percent of Bisbee households are headed by single mothers with children younger than 18 living at home, compared to 7.1 percent countywide and 6.8 percent statewide. Of

Bisbee's population aged 15 and older, 44.9 percent are married, 18.4 percent are divorced, and 9.7 percent are widowed.

Of the population aged 25 years and older, 81.6 percent have at least a high school diploma or equivalent, compared to 79.5 percent countywide and 81.0 percent statewide. A total of 23.7 percent of Bisbee residents hold a bachelor's degree or higher, compared to 18.8 percent for the county and 23.5 percent statewide.

Veterans of the military comprise 20.5 percent of Bisbee's population aged 18 years and older, compared to 23.3 percent countywide and 15.0 percent statewide.

As of the Census 2000, approximately 55.1 percent of Bisbee's population had resided in the same house for at least five years. Approximately 19.8 percent of Bisbee's population aged 5 years and older had relocated to the city within the previous five years from outside Cochise County.





Movie Gallery - a new business that opened in Bisbee in November 2004.

Photo: Ted White

Employment

In 2003, the unemployment rate in Bisbee averaged 5.2 percent compared to 5.2 percent for Cochise County and 5.6 percent statewide. Nationally, the unemployment rate for 2003 averaged 6.0 percent. The unemployment rate in Bisbee for 2003 was down two-tenths of a percent from 5.4 percent in 2002, but remained higher than in 2001, when the city's unemployment rate dropped to 4.5 percent, the lowest rate the city had seen in more than a decade.

Bisbee's labor force for 2003 consisted of an average of 3,279 potential workers, of which 3,109 were actually employed. The labor force consists of those people 16 years of age and older who are either employed or actively seeking employment.

In August 2004, Bisbee's monthly unemployment rate sat at 4.0 percent, compared to 5.2 percent in August 2003. Unemployment has averaged an unadjusted 4.4 percent through August 2004. It is important to note that Bisbee's month-to-month unemployment rate reflects seasonal patterns evident in employment data for most localities. Over the past decade, the trend in Bisbee has been for higher-than-average unemployment rates to prevail in January, February, March, June, July, and December, while lower-than-average

rates prevail in other months. Adjusting for this seasonality, Bisbee's monthly unemployment rate for August 2004 was 4.2 percent, and the city's average annual unemployment rate for 2004, as of August, was 4.3 percent.

A look at employment in Bisbee over the past five years (1999-2003) reveals that the city has seen an average annual unemployment rate of 5.1 percent, reflecting a vast improvement over the previous five-year period (1994-1998), which saw an average unemployment rate of 8.9 percent. Bisbee's labor force has increased from an average of 2,992 in 1999 to 3,279 in 2003. Job growth in Bisbee for 2003 was 1.4 percent. Over the five-year period from 1999 to 2003, Bisbee's average annual job growth rate was 2.8 percent. Employment data is based on DES figures. Seasonally adjusted rates are calculated by the Center for Economic Research (CER).

Occupations in Bisbee vary over a broad spectrum of employment opportunities. According to data collected during Census 2000, of those workers aged 16 years and older, 29.7 percent are employed in sales and office occupations, followed by 29.0 percent in management, professional, and related occupations, and 26.2 percent in service occupations. Production, transportation, and material moving occupations

employ 9.1 percent of the city's workers; construction, extraction, and maintenance occupations employ 5.9 percent; and farming, fishing, and forestry occupations employ 0.2 percent.

The industry employing the largest number of Bisbee workers, according to Census 2000 data, is the educational, health and social services industry, which employs approximately 23.4 percent of workers, followed by public administration, which employs 19.2 percent; retail trade, which

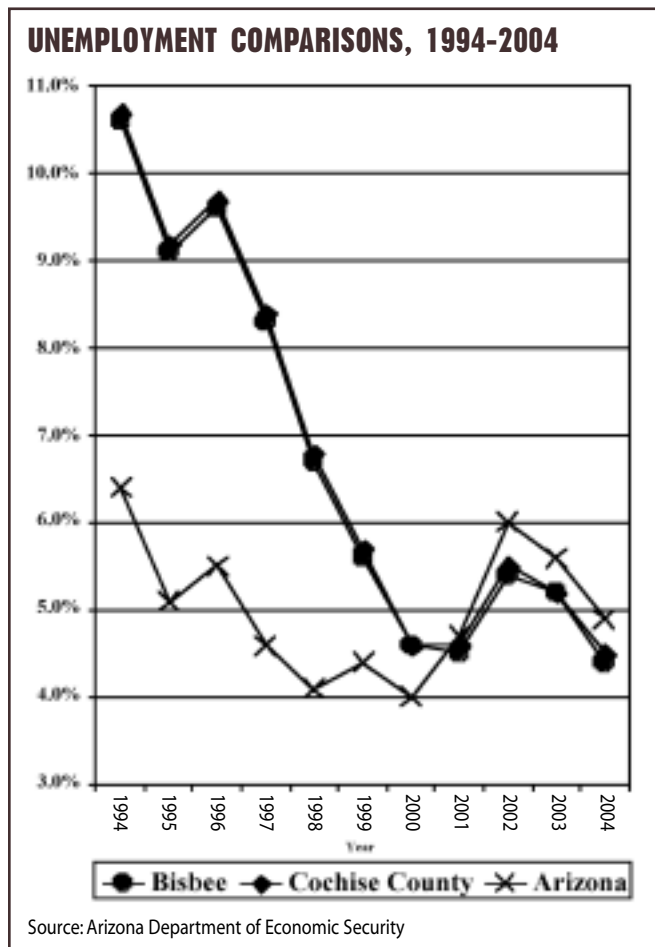
employs 13.9 percent; arts, entertainment, recreation, accommodation, and food services, which employs 11.0 percent; other services (excluding public administration), which employs 6.0 percent; professional, scientific, management, administrative, and waste management services, which employs 5.9 percent; and construction, which employs 5.1 percent of workers in Bisbee.

Approximately 50.5 percent of Bisbee's workers are private wage and salary workers, while 35.6 percent are government workers. Self-employed workers in unincorporated businesses comprise 12.6 percent of the Bisbee workforce, and unpaid family workers comprise 1.3 percent.

It is important to note that employment data is subject to sizeable revisions. DES, the major source for employment data throughout Arizona, benchmarks data every two years based

AVERAGE ANNUAL UNEMPLOYMENT			
	BISBEE	COCHISE COUNTY	ARIZONA
1994.....	10.6%	10.7%	6.4%
1995.....	9.1%	9.2%	5.1%
1996.....	9.6%	9.7%	5.5%
1997.....	8.3%	8.4%	4.6%
1998.....	6.7%	6.8%	4.1%
1999.....	5.6%	5.7%	4.4%
2000.....	4.6%	4.6%	4.0%
2001.....	4.5%	4.6%	4.7%
2002.....	5.4%	5.5%	6.2%
2003.....	5.2%	5.2%	5.6%
2004*	4.4%	4.5%	4.9%

* Annual unemployment rate as of August 2004.
Source: Arizona Department of Economic Security



BISBEE MONTHLY UNADJUSTED AND SEASONALLY ADJUSTED UNEMPLOYMENT RATES, 2002-2004			
	UNADJUSTED RATE	SEASONAL FACTOR	SEASONALLY ADJUSTED RATE
2002			
January	5.7%	1.09790	5.2%
February	6.0%	1.06848	5.6%
March	5.6%	1.04683	5.3%
April	5.4%	0.97393	5.5%
May	5.3%	0.96942	5.5%
June	5.8%	0.97643	5.9%
July	5.9%	1.01072	5.8%
August	5.4%	0.97017	5.6%
September	5.1%	0.97292	5.2%
October	5.0%	0.92876	5.4%
November	5.0%	0.95196	5.3%
December	5.1%	1.03249	4.9%
2003			
January	5.4%	1.09429	4.9%
February	5.8%	1.08714	5.3%
March	5.8%	1.04658	5.5%
April	5.6%	0.97439	5.7%
May	5.6%	0.96473	5.8%
June	5.8%	1.00197	5.8%
July	5.7%	1.00546	5.7%
August	5.2%	0.95247	5.5%
September	4.7%	0.96680	4.9%
October	4.2%	0.93721	4.5%
November	4.2%	0.94674	4.4%
December	4.1%	1.02225	4.0%
2004			
January	4.7%	1.076130	4.4%
February	4.8%	1.088115	4.4%
March	4.4%	1.031958	4.3%
April	4.7%	0.977409	4.8%
May	4.5%	0.974862	4.6%
June	4.1%	1.038561	3.9%
July	4.3%	1.020329	4.2%
August	4.0%	0.960805	4.2%

Source: Unadjusted rates obtained from the Arizona Department of Economic Security. Seasonal factors and seasonally adjusted rates computed by the Cochise College Center for Economic Research.

on the most current population estimates. DES also revises 10-year time series employment data following each U.S. Census. The most recent revision of data from 1990 to 1999, and the benchmarking of 2002-2003 data, occurred in February and March 2004.

COCHISE COUNTY EMPLOYMENT BY CATEGORY

DES tracks employment on a monthly basis by category using the North American Industrial Classification System (NAICS) and makes this data available for the state and county levels. According to DES figures, in 2003 Cochise County's average annual non-farm employment expanded by 1.1 percent, growing from 33,400 to 33,775, a net gain of 375 jobs.

The fastest growing category was trade, transportation and utilities, which grew by 200 jobs – a 3.4 percent increase over 2002. Other categories that experienced growth were financial activities, which grew by 25 jobs (2.9 percent); manufacturing, which grew by 25 jobs (2.8 percent); construction, which grew by 50 jobs (2.3 percent); other services, which grew by 25 jobs (2.3 percent); educational and health services, which grew by 50 jobs (1.4 percent); and government, which grew by 150 jobs (1.3 percent). The category of leisure and hospitality lost 125 jobs, a decline of 3.3 percent. Natural resources and mining, as well as information, remained unchanged.

MAJOR EMPLOYERS

The table listing the major employers in the area reflects the diversity of employment categories in Bisbee. The figures include both full- and part-time employees. While all of the employers listed have offices in the area, not all of their employees work in Bisbee. Area employers supply these employee counts as self-reported figures.

BISBEE MAJOR EMPLOYERS

EMPLOYER	EMPLOYEES
Cochise County	1087
Copper Queen Hospital	180
Bisbee Public Schools	157
City of Bisbee	112
Safeway	70
Copper Queen Hotel	65
Phelps Dodge	32
ALCO	29
Catholic Community Services	19
SEABHS*	22

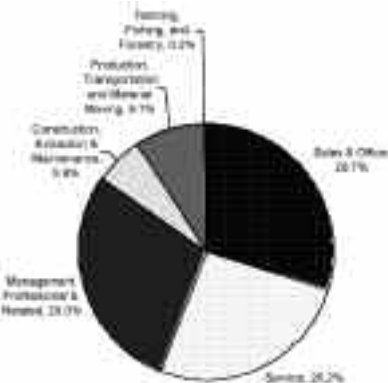
Source: Cochise College Center for Economic Research
*SEABHS reflects 2003 figures

COCHISE COUNTY NON-FARM EMPLOYMENT BY CATEGORY

	2002	2003	JOBS GAINED OR LOST	JOB GROWTH RATE
Natural Resources and Mining	50	50	0	0.0%
Construction	2,175	2,225	+50	2.3%
Manufacturing	900	925	+25	2.8%
Trade, Transportation, and Utilities	5,925	6,125	+200	3.4%
Information	475	475	0	0.0%
Financial Activities	850	875	+25	2.9%
Professional and Business Services	3,425	3,450	+25	0.7%
Educational and Health Services	3,525	3,575	+50	1.4%
Leisure and Hospitality	3,750	3,625	-125	-3.3%
Other Services	1,075	1,100	+25	2.3%
Government	11,250	11,400	+150	1.3%
Total Non-Ag Employment	33,400	33,775	+375	1.1%

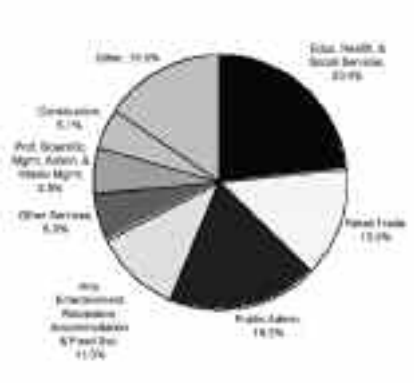
Source: Arizona Department of Economic Security and Cochise College Center for Economic Research

BISBEE OCCUPATIONS



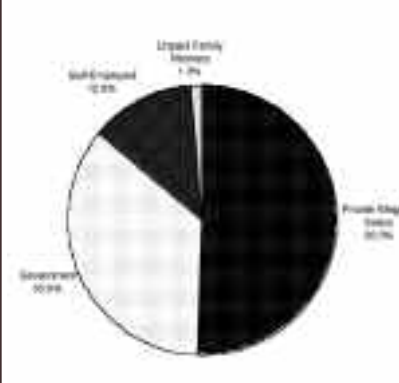
Source: U.S. Census Bureau

INDUSTRY IN BISBEE



Source: U.S. Census Bureau

BISBEE CLASSES OF WORKERS



Source: U.S. Census Bureau

EARNINGS AND INCOME

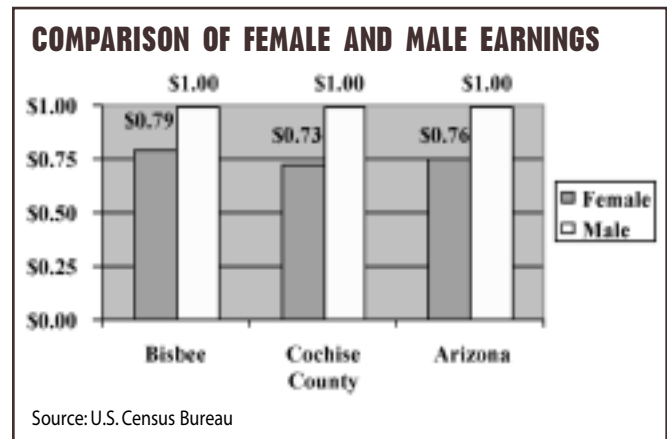
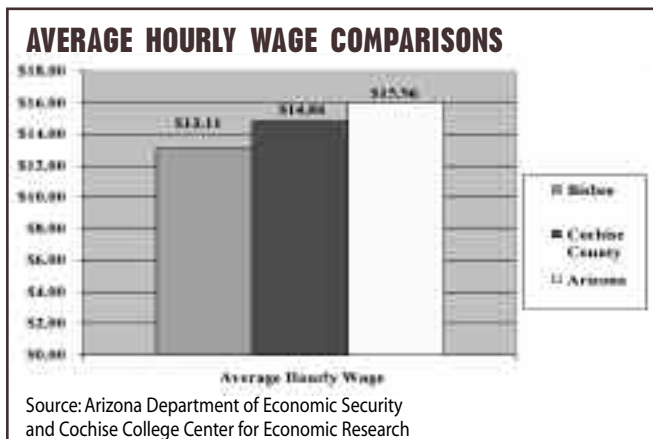
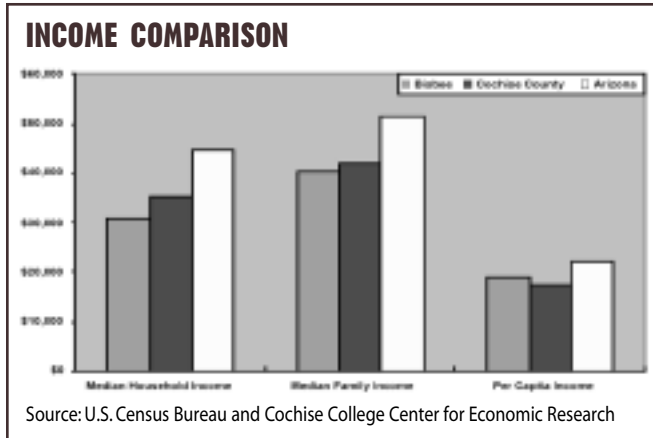
The median household income in Bisbee for 2003 was approximately \$30,860, compared to \$35,458 for Cochise County and \$44,794 statewide. The median family income for Bisbee in 2003 was approximately \$40,516, compared to \$41,974 for the county and \$51,603 statewide. Bisbee's per

capita income in 2003 was approximately \$18,918, compared to \$17,658 for the county and \$22,393 for the state. These figures are estimated by the Center for Economic Research based on the most recent census data.

The median earnings for male, full-time, year-round workers in Bisbee were approximately \$32,662, compared to \$25,699 for females. Thus, female full-time, year-round workers earned approximately 79 cents to the dollar compared to males, compared to the countywide average of 73 cents to the dollar. Statewide, females earned 76 cents to the dollar compared to males. These figures are based on the most recent census data, adjusted for inflation.

The average wage per job in Bisbee in 2003 was approximately \$13.11 per hour, compared to approximately \$14.86 per hour countywide and \$15.96 per hour statewide. The average annual salary in Bisbee in 2003 was \$27,274, compared to \$30,915 for the county and \$33,200 for the state. These figures are estimated by the CER and are based on 2003 DES estimates and the most recent census data.

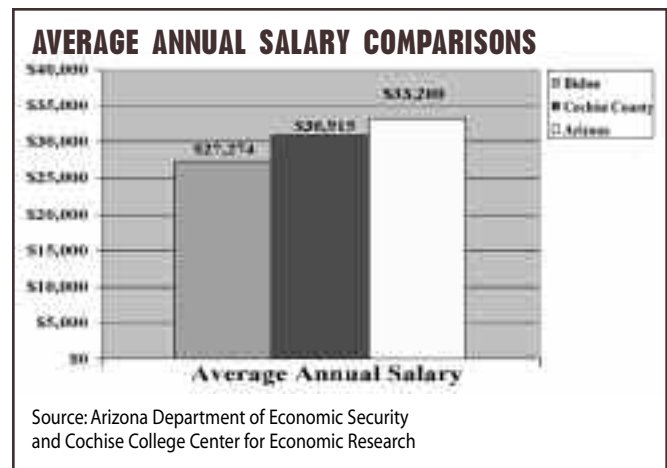
It is important to note that while Bisbee's wages and incomes lagged behind those of the county and state, county incomes tended to be inflated by the higher wages and incomes prevailing in Sierra Vista, while state wages and incomes were inflated by higher wages prevailing in the major metropolitan areas of Tucson and Phoenix.



BISBEE LABOR FORCE AND EMPLOYMENT

	LABOR FORCE	EMPLOYMENT	JOBS GAINED OR LOST	JOB GROWTH RATE
1994	3,098	2,770	+212	7.0%
1995	3,218	2,924	+154	5.6%
1996	3,136	2,834	-90	-3.1%
1997	2,929	2,686	-148	-5.2%
1998	2,901	2,707	+21	0.8%
1999	2,992	2,823	+116	4.3%
2000	2,961	2,826	+3	0.1%
2001	3,101	2,960	+134	4.7%
2002	3,242	3,066	+106	3.6%
2003	3,279	3,109	+43	1.4%

Source: Arizona Department of Economic Security and Cochise College Center for Economic Research





Café Roka is one of Bisbee's fine-dining establishments that draw people from throughout Arizona.

Photo: John Charley

Taxable Sales

TOTAL TAXABLE SALES

Total taxable sales include retail and restaurant and bar sales, along with sales in construction, manufacturing, services, wholesale, and lodging, among others.

Between 1999 and 2003, total taxable sales grew 18.3 percent for an average growth rate of 4.5 percent per year. The inflation rate during this period was 10.4 percent, indicating real growth of 7.9 percent in Bisbee's total taxable sales over the five-year period. This growth occurred despite the impact of the national recession and the fallout following September 11, 2001, which led to a decline of 5.4 percent in total taxable sales that year. In calendar year 2002, sales rebounded, growing 7.7 percent. In calendar year 2003 sales grew at a somewhat slower rate of 3.6 percent. Through July 2004, total taxable sales are up 14.2 percent over the same period in 2003. Total taxable sales grew due in large part to gains in construction and the category of all others.

Among the sectors of the economy contributing to the increase in total taxable sales in 2003 were the following: construction up approximately 50 percent, retail sales up approximately 5 percent, services up approximately 27 percent, and all others up approximately 5 percent. Among the sectors experi-

encing sales declines during 2003 were transportation, communication, and public utilities declining by approximately 11 percent, wholesale trade off by approximately 76 percent, restaurant and bar sales down about 7 percent, and finance insurance and real estate down approximately 11 percent.

RETAIL SALES

As mentioned in the previous section, retail sales is a subcategory within total taxable sales. In a typical year, retail sales can account for between 50 and 60 percent of total taxable sales. In calendar year 2001, retail sales totaled \$25,504,907, a decrease of 3.3 percent over 2000. This decrease can be attributed to the recession and fallout from September 11, 2001. Retail sales grew by 3.4 percent in 2002 to \$26,375,880. In 2003, retail sales expanded by 5.2 percent to \$27,736,600. For the first seven months of calendar year 2004, retail sales were up 8.2 percent over the same period one year earlier.

During the period from 1999 through 2003, retail sales increased by 10.2 percent. During this same period, inflation at the national level totaled 10.4 percent, indicating real growth of -0.2 percent in Bisbee's retail sales.

RESTAURANT AND BAR SALES

Restaurant and bar sales (R&B) account for approximately 8 to 10 percent of Bisbee's total taxable sales per year. During 2003, R&B sales declined 6.9 percent. As of the end of 2003, Bisbee had 24 R&B establishments. R&B sales topped \$5 million in 2002 for the first time. In 2002, R&B sales rose 11.6 percent to \$5,018,480. In 2001, sales in this category totaled \$4,497,683, an increase of 1.0 percent over 2000. Through July 2004, R&B sales were up 4.4 percent over the same period in 2003.

Between 1999 and 2003, R&B sales grew at more than twice the rate of inflation, increasing 21.1 percent, for real growth of 10.7 percent.

LODGING SALES

As a tourist destination, lodging sales play an important role in the economy of Bisbee. As of July 2004, the city had 15 lodging establishments. Through July, receipts totaled \$1,668,799, up 13.8 percent over the same period one year earlier. In 2003, lodging sales were up 13.9 percent to \$2,367,580. For the year 2002, lodging receipts totaled \$2,078,020, down 12.4 percent from 2001.

Between 1999 and 2003, receipts decreased by 0.8 percent. Combined with inflation, this indicates a real growth rate of -11.2 percent. The decline began in 2001 and was likely attributable to the national recession and fallout of the attacks of September 11, 2001. The decline continued through

2002 and did not begin to recover until 2003. Since 2003, growth in lodging receipts has been steady, and the industry should show overall positive growth, surpassing pre-September 11 levels by the close of 2004.

BISBEE RETAIL STUDY

During May 2002, the Cochise College Center for Economic Research conducted a special retail survey of shoppers in Bisbee. The study focused on two areas: out-shopping by Bisbee residents, and in-shopping by residents of areas outside of Bisbee. The survey was administered on several weekdays and weekends, at various times throughout the day, at a major shopping center in Bisbee. The survey broke retail shopping into several retail-sales categories.

The results of this survey were compiled from the responses of more than 450 Bisbee shoppers. Of the respondents, approximately 55.6 percent were Bisbee residents, 21.6 percent were from Mexico, and 22.8 percent reside in other parts of Cochise County or outside the area.

Overall, 46.5 percent of shopping by Bisbee residents is done within the city. Residents do 53.5 percent of their shopping out of town. Bisbee residents make up 72.8 percent of the total market share of all sales in the city. The survey also found that people shop outside the city for variety and choice.

A majority of respondents who reside in Bisbee (81.2 percent) indicated that they have lived in the community for five

TOTAL TAXABLE SALES

YEAR	TOTAL REVENUE	PERCENT CHANGE
1999.....	\$41,924,954.....	———
2000.....	\$46,972,845.....	12.0%
2001.....	\$44,445,450.....	-5.4%
2002.....	\$47,861,380.....	7.7%
2003.....	\$49,597,340.....	3.6%
2004*.....	\$32,375,875.....	14.2%

*Reflects figures through July only. Percent change is January-July 2004 over January-July 2003. Source: Arizona Department of Revenue

RESTAURANT AND BAR SALES

YEAR	TOTAL REVENUE	PERCENT CHANGE
1999.....	\$3,855,940.....	--
2000.....	\$4,454,540.....	15.5%
2001.....	\$4,497,683.....	1.0%
2002.....	\$5,018,480.....	11.6%
2003.....	\$4,670,880.....	-6.9%
2004*.....	\$3,058,076.....	4.4%

*Reflects figures through July only. Percent change is January-July 2004 over January-July 2003. Source: Arizona Department of Revenue

RETAIL SALES

YEAR	TOTAL REVENUE	PERCENT CHANGE
1999.....	\$25,178,012.....	———
2000.....	\$26,362,901.....	4.7%
2001.....	\$25,504,907.....	-3.3%
2002.....	\$26,375,880.....	3.4%
2003.....	\$27,736,600.....	5.2%
2004*.....	\$17,420,556.....	8.2%

*Reflects figures through July only. Percent change is January-July 2004 over January-July 2003. Source: Arizona Department of Revenue

LODGING SALES

YEAR	TOTAL REVENUE	PERCENT CHANGE
1999.....	\$2,386,844.....	———
2000.....	\$2,512,366.....	5.3%
2001.....	\$2,373,211.....	-5.5%
2002.....	\$2,078,020.....	-12.4%
2003.....	\$2,367,580.....	13.9%
2004*.....	\$1,668,799.....	13.8%

*Reflects figures through July only. Percent change is January-July 2004 over January-July 2003. Source: Arizona Department of Revenue.

or more years. Of these, 27.9 percent indicated they shop in Bisbee more now than they did five years ago, 32.6 percent indicated they shop less in Bisbee now, and 39.5 percent said their shopping patterns have remained the same over the past five years.

The survey also showed that the median age of Bisbee shoppers in the survey was 52 years. About 53.9 percent of the respondents were female, and 46.1 percent were male.

The survey results disclosed that 35.2 percent of Bisbee residents make an average of 2.1 trips per month to shop in Tucson. On average, 84.8 percent of Bisbee residents make 5.5 trips per month to Sierra Vista and 27.6 percent make 3.2 trips to Douglas.

The amount of out-shopping by local residents is quite large. While it is impossible to stop the entire dollar leakage, persuading residents to purchase more within the city could make a significant contribution to local retail sales and to the tax base.

Currently, Bisbee residents purchase locally only 16.07 percent of their apparel, only 13.84 percent of furniture, 45.61 percent of building materials, 69.55 percent of food, 20.38 percent of motor vehicles, 40.74 percent of automotive accessories, and 37.80 percent of general merchandise.

The sales figures used in this study may not necessarily match state reports of the city's retail sales totals. The study focused upon the most common retail sales categories but did not include all subcategories of retail sales.

A test of validity in this study is the percent of local food sales. Food sales remain the category with the highest number of local sales, as food is generally perishable and thus purchased close to home. Most families buy food in the local market. Bisbee residents indicated they made 69.55 percent of all food purchases in town.

In this study, the group classified as "other" is most likely under-represented. The reason for this is due to the location where the survey was conducted. Chances are many tourists would not frequent the shopping mall where the survey was conducted. The location for the study was set since the shopping mall has the city's only major grocery store as a tenant. It was assumed that while not all residents may shop Bisbee for retail goods, it is highly likely that close to all residents would purchase groceries locally. In other words, if the survey was conducted in front of a major retailer, a bias would result since only those residents who shop at that store would be included in the survey. Using the methodology followed in the study, it is possible that a Bisbee resident who purchases no retail goods other than gro-

ceries locally could still be part of the survey. If the survey was conducted in an area where tourists frequent, the survey would then under-represent Bisbee residents and Mexican citizens. Future studies should survey multiple sites.

MID-YEAR BUSINESS LICENSES

CATEGORY	2004
Mining	2
Communications & Utilities	14
Transportation and Warehousing	6
Construction	110
Manufacturing	26
Wholesale Trade	18
Retail Trade	210
Finance & Insurance	2
Real Estate, Rental, & Leasing	85
Restaurant and Bar	24
Accommodation	15
Public Administration	0
Services	70
Arts and Entertainment	5
Other	132
Total	719

Source: City of Bisbee.

BISBEE RETAIL SALES STUDY

Percent of in-shopping by category

CATEGORY	PERCENT OF PURCHASES FROM:		
	RESIDENTS	MEXICAN	OTHER
Apparel & Accessories	16.07%	45.26%	43.64%
Furniture & Furnishings	13.84%	24.74%	13.33%
Building Materials & Garden Supplies	45.61%	41.14%	29.44%
Food	69.55%	58.72%	55.71%
Motor Vehicles	20.38%	43.87%	19.02%
Misc. Auto Supplies	40.74%	42.50%	32.54%
General Merchandise	37.80%	50.81%	31.45%

Source: Cochise College Center for Economic Research

BISBEE RETAIL SALES STUDY

Local market share by category

CATEGORY	RESIDENTS	MEXICAN	OTHER
Apparel & Accessories	23.71%	48.40%	27.89%
Furniture & Furnishings	40.47%	50.68%	8.85%
Building Materials & Garden Supplies	76.49%	12.79%	10.72%
Food	77.69%	12.00%	10.31%
Motor Vehicles	44.69%	40.36%	14.95%
Misc. Auto Supplies	64.62%	20.89%	14.49%
General Merchandise	73.75%	15.78%	10.47%

Source: Cochise College Center for Economic Research



Bisbee's bus service recently expanded to include service to Naco.

Photo: Ted White

The Impact of Mexico

The economy of Cochise County is significantly impacted by that of Mexico. The 82-mile shared border between Cochise County and Mexico serves as a crossover point for visitors from Mexico, ranging from day shoppers who cross legally through the designated ports of entry at Douglas and Naco, to drug and illegal alien smugglers who cross illegally through the Sonoran desert. While the precise impact is extremely difficult to measure, particularly as it concerns undocumented border crossings, the economic impact appears to be positive for areas such as Douglas, which has a large discount retail sector and easy pedestrian access from Agua Prieta, Mexico, and Sierra Vista, which offers a wide range of retail shopping opportunities and relatively easy vehicular access from both the Naco and Douglas ports of entry, as well as the Nogales port of entry in Santa Cruz County. With thousands of border crossings each day at the Douglas port of entry, that city's businesses host many foreign consumers. A recent CER study indicated that each pedestrian who legally crosses into the City of Douglas is correlated with a \$23.80 increase in retail sales in that city.

Because of Bisbee's much smaller retail sector, which is only about one-fifth that of Douglas and one-fifteenth that of

Sierra Vista, the City of Bisbee does not reap the same benefits as those cities from day shoppers from Mexico. While CER studies have indicated a strong correlation between pedestrian crossings from Agua Prieta and retail sales in the City of Douglas, similar studies conducted by the CER measuring the relationships between vehicle crossings at the Naco point of entry and Bisbee retail sales, vehicle crossings at the Douglas port of entry and Bisbee retail sales, and combined vehicle crossings at both the Naco and Douglas points of entry and Bisbee retail sales indicated no significant correlation between the number of visitors from Mexico and the volume of retail sales in the city of Bisbee.

In addition to not benefiting significantly from the impact of day shoppers from Mexico, Bisbee is not spared the expense on the cost side of the equation. In recent years, Bisbee's Copper Queen Community Hospital has incurred expenses of approximately \$450,000 per year for treating illegal immigrants. Moreover, many Mexican nationals cross the border legally through what is termed "compassionate entry," whereby ambulances transport uninsured Mexican nationals to the U.S. border, where they are met by ambulances in the United States and transported to the Bisbee hospital or other hospitals in the

area. The uncompensated services provided to illegal aliens and compassionate entries have been on the rise in recent years, increasing an estimated 400 percent between 1998 and 2002. These uncompensated services lead to higher costs for medical services provided to local residents.

The costs incurred due to illegal immigration are not limited to the city's hospital. The Bisbee Police Department also incurs significant costs by responding to incidents of trespassing and other property crimes committed by illegal aliens, as well as more serious violent crimes against local residents. Although the U.S. Border Patrol has jurisdiction over instances of illegal border crossings, the Bisbee Police Department is often the first responder to incidents involving illegal immigrants. This raises the cost to local residents for law enforcement while simultaneously diminishing the level of service.

MEXICO'S ECONOMY TODAY

Mexico's economy has continued to recover from the 2001 recession, which saw real gross domestic product (GDP) decline by 0.3 percent. In 2002, real GDP recovered slightly, growing by 0.9 percent, followed by stronger growth of 1.3 percent in 2003 and 3.9 percent annual growth as of June 2004.

In 2003, retail sales grew moderately at 3.3 percent, following stagnancy in 2002. Retail sales were up 2.4 percent as of June 2004. The inflation rate has remained lower than in previous years, dropping to 4.0 percent in 2003 from 5.7 percent in 2002. As of July 2004, the annual inflation rate was 4.8 percent. This is a significant improvement over the late 1990s, which were characterized by consistent, double-digit levels of inflation. Mexico's Ministry of Finance attributes recent containment of inflation to improved fiscal discipline.

The official unemployment rate in Mexico moved from

BISBEE'S
COPPER QUEEN COMMUNITY
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MANY MEXICAN NATIONALS CROSS THE
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2.1 percent in 2002 to 3.0 percent in 2003, despite higher levels of domestic production. As of July 2004, Mexico's unemployment rate was 3.8 percent. While Mexico's unemployment rate is well below what most economists consider the natural rate of unemployment, the nation's employment situation has been characterized by high levels of underemployment. According to the Central Intelligence Agency's (CIA) World Factbook, in 2003 Mexico's underemployment rate was approximately 25 percent.

According to Mexico's Ministry of Finance, the reason for the slowing economic growth in the late 1990s and early years of the new millennium was the absence of fiscal reform. In the Economic Program for 2004, the Mexican congress emphasized fiscal discipline as the principal guideline, while at the same time increasing spending on education, agriculture, health, infrastructure, and poverty alleviation. The congress retained its budget deficit target of 0.3 percent of GDP and inflation target of 3.0 percent. The Economic Program for 2004 also contained a commitment to monetary stability and provisions for expansionary monetary policy to help spur economic growth in the private sector.

For the second quarter of 2004, Mexico's Ministry of Finance reported that manufacturing exports grew at an annual rate of 15.2 percent and oil-related exports grew at an annual rate of 33.5 percent. Much of the increase in oil-related exports is attributable to the recent increase in oil prices, which were up by 31.5 percent. Higher oil prices contributed significantly to raising the volume of Mexico's exports to \$47.6 billion (U.S.), the nation's highest level, indicating an annualized increase of 17.5 percent. Imports of intermediate goods increased in the second quarter at an annual rate of 16.1 percent, indicating continued confidence in the growth of Mexico's manufacturing sector.

ECONOMIC INDICATORS FOR MEXICO

	GDP (REAL ANNUAL % CHANGE)	RETAIL SALES (REAL ANNUAL %-CHANGE)	UNEMPLOYMENT (%)	INFLATION (CPI, ANNUAL VARIATION IN %)
1996	5.1	-4.4	4.1	27.7
1997	6.8	8.9	2.8	15.7
1998	4.9	5.5	2.6	18.6
1999	3.7	4.3	2.0	12.3
2000	6.6	10.0	1.9	9.0
2001	-0.3	2.7	2.5	4.4
2002	0.9	0.0	2.1	5.7
2003	1.3	3.3	3.0	4.0
2004	3.9*	2.4*	3.8**	4.8***

Source: Latin Focus * As of June 2004 ** As of July 2004 *** As of September 2004

BORDER CROSSINGS

	DOUGLAS			NACO		
	U.S. CITIZENS	ALIENS	VEHICLES	U.S. CITIZENS	ALIENS	VEHICLES
1986	1,999,100	2,998,630	1,624,551	315,390	597,040	355,148
1987	1,891,340	2,842,020	1,512,654	319,930	600,630	282,370
1988	2,039,120	3,058,750	1,567,566	304,490	571,010	277,154
1989	2,101,928	3,152,879	1,624,615	304,408	567,447	292,485
1990	2,219,850	3,328,840	1,738,953	301,010	625,430	307,968
1991	2,061,260	3,091,910	1,773,325	329,020	645,210	304,331
1992	1,953,740	2,917,470	1,762,119	290,710	501,840	287,981
1993	2,006,680	2,993,130	1,930,957	269,130	546,447	265,708
1994	2,264,320	3,352,640	2,213,629	276,250	624,750	280,383
1995	1,952,503	2,919,741	1,866,798	275,182	596,614	266,413
1996	2,011,274	2,989,579	1,952,673	367,300	783,084	295,741
1997	2,106,251	3,103,164	3,031,280	350,407	776,439	306,343
1998	2,157,727	3,190,589	2,067,338	373,016	769,886	312,246
1999	2,505,433	3,715,351	2,186,310	357,916	726,815	334,406
2000	2,747,077	4,112,377	2,290,878	286,879	678,929	349,180
2001	2,390,011	3,604,625	2,126,088	442,256	825,875	345,611
2002						
January	336,911	500,822	178,919	19,008	64,022	27,820
February	297,996	442,910	177,214	20,102	65,175	25,687
March	297,809	440,650	200,221	21,118	67,154	29,633
April	277,472	411,882	198,090	22,503	69,713	27,731
May	315,940	187,336	207,232	18,160	63,970	29,780
June	308,682	458,772	196,646	17,815	61,125	27,194
July	311,490	458,951	208,911	17,337	61,064	27,732
August	313,029	463,975	208,141	18,005	63,419	26,446
September	285,900	428,862	311,130	16,742	59,961	28,683
October	248,518	372,034	195,758	15,892	60,133	27,358
November	217,344	325,387	185,182	17,503	61,664	28,788
December	217,176	325,122	179,593	17,802	63,223	33,142
Annual	3,428,267	4,816,703	2,447,037	221,987	760,623	339,994
2003						
January	186,077	278,564	179,088	18,912	65,122	27,725
February	181,010	268,005	161,552	15,737	55,423	24,997
March	226,968	337,777	178,865	17,062	60,102	27,094
April	212,505	318,124	178,858	17,280	60,873	27,561
May	236,286	354,441	193,978	18,435	65,044	29,710
June	208,742	312,489	182,555	18,150	64,302	27,438
July	184,127	275,640	160,932	17,819	62,799	28,447
August	199,234	293,669	174,217	18,408	64,859	29,797
September	183,736	272,407	173,853	17,015	59,931	26,684
October	163,603	245,272	173,188	17,730	62,460	28,091
November	160,728	241,093	168,918	18,391	64,788	29,331
December	167,294	250,440	165,247	20,010	71,079	32,788
Annual	2,310,310	3,447,921	2,091,251	214,949	756,782	339,663
2004						
January	154,249	231,189	164,978	22,110	71,921	28,445
February	144,844	216,826	162,237	20,121	67,614	26,554
March	150,243	224,912	174,439	18,264	72,421	28,858
April	154,439	231,194	169,165	18,312	70,833	28,821
May	177,799	266,166	180,206	20,015	73,760	29,951
June	160,164	239,764	170,038	21,014	72,330	27,605
July	179,948	269,396	174,857	*	*	28,054

Source: U.S. Citizenship and Immigration Service, U.S. Customs Service, and University of Arizona Economic and Business Research

*Figures unavailable at time of publication.



Construction on the homestead development project in the San Jose district of Bisbee.

Photo: Ted White

Housing and Real Estate

NEW AND EXISTING HOME SALES

During 2003, 218 homes were sold in the Bisbee area; this was an increase of 10.7 percent. The average price per unit sold was \$79,652. This represents an increase in selling price of 4.5 percent. The median price, the price at which half of all homes sell for less and half sell for more, was \$75,500. In 2002, 197 homes were sold at an average cost of \$76,241. The median price was \$67,778. Caution should be taken in comparisons of years after 2001 due to a change in methodology in collecting data.

For the first nine months of 2004, the average price for a home sold was \$88,716, an increase of 11.4 percent over the 2003 average. The volume of homes sold for the first nine months of this year is 134. The median price for a home sold in 2004 was \$78,000. In 2004, the median price is up 3.3 percent over the median value for all of 2003.

Again, as in 2002, the third quarter was the most active for home sales with 49 homes sold. For calendar year 2004, 35 homes were sold in the first quarter, 47 during the second quarter, and 52 in the third quarter for a total of 134 units during the first three-quarters of the year. Information on home sales was provided by the county recorder's office, along with Bisbee Realty and Long Realty of Bisbee.

NEW HOME CONSTRUCTION

New home construction within the City of Bisbee has been slow until 2003. From 1999 to 2002, an average of two homes were built per year. In 2003, 10 permits were issued at an average price of \$48,690. Eight of those homes were permits issued during the second half of the year. From July 2003 to June 2004, the most recent full year for which data is available, 11 permits were issued at an average valuation of \$56,081.

For the first half of 2004, three permits were issued. During the third quarter of 2004, the most recent period for which data is available, one new home permit was issued at a valuation of \$40,000. Again, this price excludes the cost of land. New home construction does not include mobile or manufactured homes.

The low level of activity in home construction continues to be attributable to a currently imposed building moratorium due to environmental problems with the city's antiquated wastewater system. The City of Bisbee signed a consent order with the Arizona Department of Environmental Quality (ADEQ) on September 3, 1996, and signed a subsequent order on April 13, 2001. These consent orders constitute an agree-

ment between ADEQ and the city to correct long-standing deficiencies in the city's wastewater system. The consent orders also mean that there is a building moratorium in place for the Old Bisbee, Lowell, Bakerville, Saginaw, Galena and Warren sections of the city. Any building permit application that increases the number of connections to the wastewater collection system must be forwarded to ADEQ for review and possible approval on a case-by-case basis.

In May 2001, the citizens of Bisbee overwhelmingly approved a \$26.4 million bond election to upgrade the city's wastewater system and to come into compliance with ADEQ regulations. Brown and Caldwell, a Tucson design-engineering firm, was selected to provide the engineering design for the wastewater improvement project. The project was certified by the Border Environment Cooperation Commission and subsequently received approval from the North American Development Bank for a \$12 million grant from the Border Environment Infrastructure Fund. In October, a \$24,239,000 construction contract was awarded to Barnard Construction of Bozeman, Mont. Contracts were also awarded to Brown and Caldwell for construction engineering and to Gila Management for construction management services.

It is anticipated that construction will begin on the project in late November or early December of this year. Barnard Construction plans to work on various components of the collection system simultaneously, and as each section of the system has been repaired, ADEQ will be asked to lift the building moratorium in that section. It is hoped that within 12 months after construction starts the moratorium will be lifted in most sections of the city. Finally, a new treatment facility will be constructed in the San Jose section of the city. Current plans call for the new facility to be active by late 2005 or early 2006. Once this facility is online, all other treatment facilities in the city will be closed.

Just outside the incorporated areas of Bisbee, new home construction has been averaging close to that of the city in terms of volume. During the three-year period from 2000 to 2003, 10 home permits were issued outside of the city. The average cost per permit was \$95,286. Permit valuations exclude the cost of land. In calendar year 2000, one permit was issued for new home construction with a valuation of \$2,000,000. While this permit was included in the seven for the three-year period, its value was not figured into the average permit price, since inclusion would greatly skew the average permit cost. Two permits were issued in both calendar year 2000 and 2001. There were four permits issued for calendar year 2002. For calendar year 2003, there were two permits issued at \$100,000 each. Through June 2004, there have been no permits for new home construction just outside the city limits. Information on permits outside the incorporated area of Bisbee was provided by Bright Future Business Consultants of Tucson.

EXISTING HOME SALES BY PRICE				
	2001	2002	2003	2004*
\$1-29,999	6	18	19	12
\$30-39,999	12	15	20	5
\$40-49,999	10	20	22	11
\$50-59,999	19	25	22	15
\$60-69,999	21	27	15	16
\$70-79,999	18	20	20	10
\$80-89,999	10	19	16	14
\$90-99,999.....	9	18	17	11
\$100-119,999.....	1	14	15	15
\$120-139,999.....	5	5	22	7
\$140,000+.....	12	16	30	18

*Figures reflect existing home sales through September.
Source: Long Realty of Bisbee, Bisbee Realty, and Cochise County Recorder.

HOME SALES	
	TOTAL UNITS AVERAGE COST
2001	123 \$82,041
2002	197 \$76,241
2003	218 \$79,652
2004*	134 \$88,716

*Figures reflect totals through September.
Source: Long Realty of Bisbee, Bisbee Realty, and Cochise County Recorder.

SINGLE FAMILY NEW HOUSING PERMITS			
TIME PERIOD	NUMBER	TOTAL VALUATION	AVERAGE COST
Jan.-Jun. 1999	0	\$0	\$0
Jul.-Dec. 1999	1	\$20,000	\$20,000
Jan.-Jun. 2000	0	\$0	\$0
Jul.-Dec. 2000	0	\$0	\$0
Jan.-Jun. 2001	1	\$15,000	\$15,000
Jul.-Dec. 2001	3	\$147,000	\$49,000
Jan.-Jun. 2002	2	\$97,000	\$48,500
Jul.-Dec. 2002	1	\$26,000	\$26,000
Jan.-Jun. 2003	2	\$109,000	\$54,500
Jul.-Dec. 2003	8	\$377,900	\$47,238
Jan.-Jun. 2004	3	\$239,000	\$79,667
Jul.-Sep. 2004	1	\$40,000	\$40,000

Source: City of Bisbee

COMMERCIAL CONSTRUCTION PERMITS

TIME PERIOD	NUMBER	TOTAL VALUATION	AVERAGE COST
Jan.-Jun. 1999	1	\$565,791	\$565,791
Jul.-Dec. 1999	0	\$0	\$0
Jan.-Jun. 2000	0	\$0	\$0
Jul.-Dec. 2000	1	\$50,000	\$50,000
Jan.-Jun. 2001	0	\$0	\$0
Jul.-Dec. 2001	1	\$42,000	\$42,000
Jan.-Jun. 2002	0	\$0	\$0
Jul.-Dec. 2002	3	\$767,172	\$255,724
Jan.-Jun. 2003	1	\$34,000	\$34,000
Jul.-Dec. 2003	1	\$5,062,406	\$5,062,406
Jan.-Jun. 2004	1	\$400,000	\$400,000
Jul.-Sep. 2004	4	\$51,027	\$12,757

Source: City of Bisbee.

COMMERCIAL CONSTRUCTION

For the period January 1999 through June 2003, there were seven commercial building permits issued totaling \$2,192,135. The seven permits include the Esperanza Apartments at \$565,791 and two cell towers valued at \$50,000 and \$42,000. During the fourth quarter of 2003, one commercial building permit was issued at \$5,062,406. This was for a new building at the county complex. For the first six months of 2004, there was one permit issued for The Movie Gallery at \$400,000. During the third quarter, four commercial permits were issued at a total valuation of \$51,027 or an average of \$12,757.

The low level of activity in commercial construction continues to be attributable to a currently imposed building moratorium due to environmental problems with the city's antiquated wastewater system. The City of Bisbee signed a consent order with the Arizona Department of Environmental Quality (ADEQ) on September 3, 1996, and signed a subsequent order on April 13, 2001. These consent orders constitute an agreement between ADEQ and the city to correct long-standing deficiencies in the city's wastewater system. The consent orders also mean that there is a building moratorium in place for the Old Bisbee, Lowell, Bakerville, Saginaw, Galena and Warren sections of the city. Any building permit application that increases the number of connections to the wastewater collection system must be forwarded to ADEQ for review and possible approval on a case-by-case basis.

In May 2001, the citizens of Bisbee overwhelmingly

COMMERCIAL REMODELING PERMITS

YEAR	NUMBER	TOTAL VALUATION	AVERAGE COST
1999	4	\$206,620	\$51,655
2000	3	\$194,773	\$64,294
2001	2	\$3,002,500	\$1,501,250
2002	7	\$621,400	\$88,771
2003	6	\$33,450	\$5,575
2004*	4	\$578,500	\$144,625

*Data is through September only.
Source: City of Bisbee

approved a \$26.4 million bond election to upgrade the city's wastewater system and to come into compliance with ADEQ regulations. Brown and Caldwell, a Tucson design-engineering firm, was selected to provide the engineering design for the wastewater improvement project. The project was certified by the Border Environment Cooperation Commission and subsequently received approval from the North American Development Bank for a \$12 million grant from the Border Environment Infrastructure Fund. In October, a \$24,239,000 construction contract was awarded to Barnard Construction of Bozeman, Mont. Contracts were also awarded to Brown and Caldwell for construction engineering and to Gila Management for construction management services.

It is anticipated that construction will begin on the project in late November or early December of this year. Barnard Construction plans to work on various components of the collection system simultaneously, and as each section of the system has been repaired, ADEQ will be asked to lift the building moratorium in that section. It is hoped that within 12 months after construction starts the moratorium will be lifted in most sections of the city. Finally, a new treatment facility will be constructed in the San Jose section of the city. Current plans call for the new facility to be active by late 2005 or early 2006. Once this facility is online, all other treatment facilities in the city will be closed.

Another important area of commercial construction is that of additions and remodeling. Based on data from 1999 to the present, Bisbee has an average of close to five commercial additions and remodelings per year. Through September 2004, four permits have been issued at a combined valuation of \$578,500. This total includes a \$500,000 permit for the remodeling of the Southeast Arizona Behavioral Health Services building. During 2002, both the total number of permits and the average value of permits exceeded that of any other on record. For 2001, data is skewed somewhat by the fact that one permit had a valuation of \$3,000,000. The other permit for that year was less than \$3,000.



Cochise County Courthouse located in historic Bisbee.

Photo: Ted White

Bankruptcy Filings

For the first half of 2004, bankruptcies in Cochise County are down 15.7 percent over the same period one year ago. Perhaps signs of an improving economy are responsible for the decline in local bankruptcies.

In 2003, there were a record-high 1.7 million bankruptcy filings nationwide – an increase of 6.3 percent over the 1.6 million filings in 2002. These figures include both personal (i.e., non-business) and business filings. In 2003, approximately 98 percent of total filings nationwide were personal filings. Since 1994, the annual number of personal filings nationwide has more than doubled.

Locally, in 2003 there were 533 bankruptcies filed with the Tucson Division of the U.S. Bankruptcy Court from within Cochise County. This figure is up from 489 the previous year, for an increase of 9.0 percent. As with the national figures, county numbers likewise include both personal and business filings.

Looking back over the 10

years from 1994 through 2003, 4,271 bankruptcies were filed from within the county. The number of bankruptcies grew each year between 1994, which saw 218 filings, and 1997, when filings reached a high of 537. From 1997 through 1999, the number of filings dropped dramatically, reaching a low of 317 in 1999. Since 1999, however, the annual number of bankruptcies in Cochise County has climbed by 68.1 percent, with most of this increase occurring in 2000. The year 2000 saw bankruptcies jump from the previous year's low of 317 to 469 – an increase of 47.9 percent. In 2001 and 2002, the annual number of bankruptcy filings increased moderately at 1.9 and 2.3 percent, respectively.

Overall, the total number of bankruptcy filings from within Cochise County more than doubled from 1994 through 2003, climbing from 218 to 533 – an increase of 144.5 percent. The vast majority of these filings were personal filings under Chapters 7 and 13 of the U.S. Bankruptcy

BANKRUPTCIES BY QUARTER

	2002	2003	2004
1st Quarter	117	128	120
2nd Quarter	122	177	137
3rd Quarter	145	135	139
4th Quarter	105	93	
Total	489	533	

Code. Most of these – more than 90 percent – were filed under Chapter 7, which requires liquidation of individual assets to pay debts, as opposed to Chapter 13, which establishes payment plans but allows debtors to keep the property of their estates.

The annual number of county filings under Chapter 13 doubled between 1994 and 1996, climbing from 20 to 40, but remained relatively stable between 1996 and 2002, with an average of 43.4 filings per year. Chapter 13 filings reached a high of 49 in 1998, followed immediately by a low of 34 in 1999.

Chapter 7 filings from within the county likewise surged between 1994 and 1996, climbing from 194 to 403 – an increase of 107.7 percent. This surge continued into 1997, albeit somewhat less robustly, when the number climbed to 488 – an increase of 21.1 percent. Then, in 1998, the annual number of Chapter 7 filings began to drop, reaching a low of 283 in 1999, and then surging again by 41.8 percent to 419 in 2000. Between 2000 and 2002, the annual number of Chapter 7 filings grew steadily at an average of 2.3 percent each year.

Business filings in the county under Chapters 11 and 12 comprised a relatively small portion of total bankruptcy filings. Between 1994 and 1999, there was only one filing – in 1997 – under Chapter 12, which provides debt relief to family farmers with regular annual income. In 2000, there was one additional Chapter 12 filing, followed by two filings each year in 2001 and 2002. Chapter 11 filings ordinarily used by commercial enterprises that desire to continue operating a business and repay creditors concurrently through a court-approved plan of reorganization, were slightly higher, with an annual average of 2.8 per year between 1994 and 2002. The high during this period was in 1996, which saw five filings, while the low was in 1999, which did not see any filings.

In reviewing the bankruptcy data for Cochise County, it is clear that there is good news and bad news. The bad news is that personal bankruptcies have soared over the past decade, following the national trend, with nearly four in every 1,000 Cochise County residents filing for bankruptcy in 2002, up from about two per 1,000 in 1994. The somewhat better news is that there appears to be a leveling off of this dramatic surge, with figures from the past three years indicating a relatively moderate increase. While personal bankruptcies have surged, business reorganizations under Chapter 11 have remained rel-

COCHISE COUNTY BANKRUPTCY FILINGS, 1991-2002

YEAR	CHAPT. 7	CHAPT. 11	CHAPT. 12	CHAPT. 13	TOTAL
1991	306	11	0	45	362
1992	255	2	2	37	296
1993	196	3	0	17	216
1994	194	4	0	20	218
1995	243	3	0	19	265
1996	403	5	0	40	448
1997	488	2	1	46	537
1998	467	2	0	49	518
1999	283	0	0	34	317
2000	419	4	1	45	469
2001	428	2	2	46	478
2002	439	3	2	44	488

Source: U.S. Bankruptcy Court-Tucson Division

atively stable with two to three businesses each year, county-wide, filing for reorganization. Family farmers have also managed to avoid bankruptcy over the past decade; however, in 2000, Chapter 12 filings began to inch upward in a disturbing trend that bears watching.

BANK DEPOSITS

The following table shows total bank deposits as of June 30 of each year for Bisbee and Cochise County.

BANK DEPOSITS

YEAR	BISBEE	COCHISE COUNTY
1994	\$64,912,000	\$548,999,000
1995	\$64,778,000	\$556,320,000
1996	\$63,794,000	\$555,979,000
1997	\$61,136,000	\$573,779,000
1998	\$64,896,000	\$599,598,000
1999	\$67,957,000	\$588,283,000
2000	\$66,086,000	\$652,405,000
2001	\$67,484,000	\$637,907,000
2002	\$67,087,000	\$728,857,000
2003	\$69,010,000	\$769,197,000
2004	\$74,637,000	\$824,453,000

Source: FDIC: Summary of Deposits Market Share



The Bisbee Stair Climb, an annual fundraising event held in historic downtown Bisbee.

Photo: John Charley

Tourism

Situated just north of the international border, Bisbee enjoys visitors from both the United States and Mexico. Bisbee also is a popular destination for European and Canadian visitors. Realizing the importance of tourism in the local economy, Bisbee aggressively seeks to expand the industry within the city.

In the April 2002 edition of *Money Magazine*, Bisbee was listed as one of the top 10 places to vacation in this country. Bisbee has continued to receive recognition with articles in *National Geographic Traveler*, *National Geographic Adventurer*, *Budget Travel*, *Travel and Leisure*, and *Delta Sky In-flight Magazine*. Bisbee also received television coverage and live features throughout the day in August of this year by TV3 in Phoenix. This recognition is sure to bring additional interest and visitors to the Bisbee area in the future.

Bisbee has a number of attractions such as the Queen Mine Tour, Bisbee Mining & Historic Museum, historic walking tours, Bisbee Restoration Museum, Muheim Heritage House, Bisbee Trolley Tours, Lavender Jeep Tours, Turquoise Valley Golf Course, and shops and galleries featuring arts, crafts, antiques, fine jewelry, gems, and minerals, as well as fine restaurants. Bisbee's Queen Mine Tour attracts close to

50,000 visitors annually and more than 20,000 visitors tour the mining museum.

Bisbee is centrally located near many hiking and birding areas in one of the top-rated birding areas in the U.S. In the last couple of years, Bisbee has been host to the long-standing Southwest Wings Birding and Nature Festival. In addition, Bisbee has the distinction of being home to the state's oldest continually operating golf course and Arizona's longest hole (747 yards).

Approximately 36,000 visitors stop by the Bisbee Visitor Center annually. For 2004, seven months of data show 23,048 tourists have stopped by the visitor center. The months January through April draw the most tourists to the area, while June through August, the hottest months, are the slowest as far as attracting visitors.

2001 COCHISE COUNTY VISITOR STUDY

The following was taken from a study commissioned by the Cochise County Tourism Council. The study was conducted and written by Thomas Combrink, senior research specialist, and Cheryl Cothrin, interim director of Arizona Hospitality Research and Resource Center at Northern

Arizona University.

In 2001, Cochise County had an estimated 730,000 visitors. Typical leisure visitors to Cochise County are middle-aged couples, traveling by car from out-of-state. They are college graduates and have annual household incomes in excess of \$50,000. Visitors are attracted by the abundant natural resources and the unique local culture and history of south-east Arizona. The top five attractions they visit are Tombstone, Bisbee and the Queen Mine Tour, Kartchner Caverns State Park, Chiricahua National Monument, and Tombstone Courthouse State Park. Visitors describe Cochise County as historic, outdoorsy, scenic, friendly, culturally compelling, and with a good climate.

SPECIFIC FINDINGS OF THE 2001 COCHISE COUNTY VISITOR SURVEY ARE:

- Two-thirds of visitors arrive by automobile or rental car.
- Ninety-five percent of visitors are of domestic origin and 5 percent are foreigners. The largest percentage of foreigners are from Canada.
- Among domestic visitors, slightly more than one-third (36%) are Arizona residents. The large majority of these reside in the Phoenix metropolitan area, although the most important single city of origin is Tucson.
- Among out-of-state visitors, Californians comprise the largest segment, followed by residents from Texas, New York, Washington and Michigan. (These states rank among top 10 states for Arizona generally.)
- The vast majority of visitors (85%) are on leisure vacations; 15 percent are in the county for business-related reasons.
- Average length of stay for leisure visitors is 7.6 nights; business visitors' average length of stay is 19 nights (including long-stay military personnel).
- Visitors choose a particular community for overnight accommodations based largely on proximity to an attraction in the county; availability or price of accommodations, or driving distance from the night before are secondary reasons.
- The most important visitor attractions are: the Old West, cultural and historic sites, national and state parks, ghost towns and mining history, and birding and wildlife preserves.
- Twelve percent of Cochise County visitors include a cross-border trip to Mexico; the purpose is general sightseeing or shopping. Two-thirds cross at Agua Prieta.
- Average visitor party size is two people; only 10 percent of travel parties include children.
- The average age of visitors is 52 years.
- Seventy percent of visitors have annual household

incomes above \$50,000.

Leisure visitors spend an average of \$109 per person per day; business visitors (including military who tend to have longer stays) spend an average of \$77 per person per day.

The Cochise County Visitor Survey produced direct expenditures at the community level. This direct spending produced direct, indirect and induced income and jobs, which are figured at the county level. These expenditures produced the following economic impact for Cochise County:

- In 2001, \$76 million in direct visitor expenditures in Cochise County produced a further \$39 million in direct, indirect and induced income for a total economic impact of \$115 million.
- In 2001, visitor spending resulted in 2,830 direct jobs in Cochise County, and a further 1,100 indirect and induced jobs, for a total of 4,030 jobs in Cochise County.

BISBEE TOURISM STATISTICS

YEARS	VISITOR CENTER WALK-INS	QUEEN MINE TOUR ATTENDANCE	BISBEE MINING AND HISTORICAL MUSEUM
1999	34,897	51,055	18,091
2000	36,932	52,853	19,524
2001	40,201	49,288	20,904
2002	36,283	46,634	20,735
2003			
January	3,073	3,283	1,788
February	3,783	4,509	2,926
March	4,233	6,253	3,277
April	3,056	4,662	2,142
May	2,398	3,478	1,765
June	1,584	2,868	1,234
July	1,827	3,398	1,245
August	1,777	3,049	1,295
September	1,704	1,752	1,015
October	2,509	3,034	1,746
November	4,156	3,433	1,841
December	1,833	3,270	1,699
Total	31,933	42,989	21,973
2004			
January	2,918	3,517	2,229
February	4,152	4,931	2,942
March	4,999	6,675	3,941
April	3,288	5,130	2,247
May	2,447	3,651	1,622
June	2,447	2,626	1,289
July	2,797	3,584	1,335
August		2,654	1,161

Source: Bisbee Chamber of Commerce.

PARK VISITATIONS, 1990-2004

	CORONADO NATIONAL MEMORIAL	FT. BOWIE NATIONAL HISTORIC SITE	TOMBSTONE COURTHOUSE STATE HISTORIC PARK	CHIRICAHUA NATIONAL MONUMENT	KARTCHNER CAVERNS STATE PARK*
1990	56,993	7,592	65,649	78,191	
1991	61,893	7,859	69,828	88,710	
1992	69,179	9,237	57,902	96,692	
1993	81,685	9,192	68,761	125,641	
1994	86,668	11,022	89,898	88,544	
1995	92,100	10,574	99,321	100,916	
1996	93,656	10,656	99,016	102,605	
1997	88,624	9,623	71,050	82,856	
1998	90,565	9,168	74,335	73,746	
1999	87,183	9,390	72,129	102,541	23,507
2000	84,898	8,898	70,872	91,960	190,605
2001	89,107	8,858	74,519	76,022	192,289
2002					
Jan	6,417	836	6,592	4,733	17,509
Feb	7,229	1,192	7,666	8,476	18,727
Mar	10,568	1,378	10,799	3,531	20,549
Apr	8,772	873	6,927	10,963	18,925
May	7,418	541	5,501	9,411	15,782
Jun	6,066	358	4,049	7,118	13,874
Jul	7,917	471	4,479	3,148	18,181
Aug	7,011	319	2,910	2,301	12,133
Sep	5,639	422	2,878	2,596	11,084
Oct	6,962	575	3,926	3,314	16,015
Nov	7,656	656	4,028	3,734	16,069
Dec	6,832	669	4,180	2,960	12,813
Annual	88,487	8,290	63,935	62,285	191,661
2003					
Jan	7,057	952	4,480	5,473	16,074
Feb	7,616	959	5,914	4,961	17,844
Mar	9,420	1,420	7,816	7,620	20,125
Apr	9,774	846	5,094	7,055	18,611
May	8,488	627	3,843	4,967	14,989
Jun	7,031	353	3,162	3,047	13,417
Jul	7,275	350	3,054	2,550	13,538
Aug	7,339	350	2,590	2,211	25,560
Sept	6,498	816	2,347	1,635	7,460
Oct	7,236	670	3,494	4,044	14,493
Nov	7,181	816	3,684	3,390	17,298
Dec	6,899	714	3,943	1,610	18,105
Annual	91,814	8,873	49,421	48,563	197,514
2004					
Jan	7,001	1,048	5,914	4,781	23,097
Feb	7,881	1,385	4,720	6,479	23,554
Mar	8,876	1,651	7,816	9,702	27,906
Apr	8,500	1,263	6,247	3,541	21,470
May	8,938	628	3,968	2,620	13,873
Jun	7,378	333	2,800	1,563	10,562
Jul	6,646	435	3,074	1,841	13,766
Aug	7,185	309	2,699	1,631	10,297

Source: National Park Service; Arizona State Parks Board; University of Arizona EBR. *The "Big Room" is only open half of the year.

2005 Calendar of Events

The Bisbee area offers a diverse selection of cultural and community activities. The following calendar lists a portion of these events. Interested individuals also will find a variety of spe-

cial events and activities scheduled throughout Cochise County. For more information on these events, visit the Bisbee Visitor Center on the web at www.discoverbisbee.com.

JANUARY	29-30	FOR THE LOVE OF MUSIC SERIES (CLASSICAL MUSIC BY LORENZO TRIO)
FEBRUARY	5-6	FOR THE LOVE OF MUSIC SERIES (SOLO PIANIST DENA KAY JONES)
	12	CHOCOLATE TASTING SPONSORED BY THE COPPER QUEEN LIBRARY
	26-27	FOR THE LOVE OF MUSIC SERIES (KEITH JOHNSON, GRAYSON HIRST, KIRSTEN DAUPHINAIS)
MARCH	5	FIRST ANNUAL BISBEE DOG MARCH AND GALA AT THE CITY PARK
	19	ANNUAL ART AUCTION
APRIL	9-11	COPPER CLASSIC CAR SHOW
	23	EARTH DAY FESTIVAL
	23-24	FOR THE LOVE OF MUSIC SERIES (TOOL AND DRUM ENSEMBLE)
	22-24	LA VUELTA DE BISBEE (BICYCLING EVENT)
MAY	SAT/DAYS	FARMER'S MARKET (EVERY SATURDAY FROM MAY-OCTOBER)
	14-15	FOR THE LOVE OF MUSIC SERIES (OBOE, VIOLIN, PIANO)
JULY	4	4TH OF JULY
AUGUST	10-14	SOUTHWEST WINGS BIRDING AND NATURE FESTIVAL
SEPTEMBER	4	BREWERY GULCH DAZE
	18	MINER'S BALL
	TBA	VARIETY SHOW & PIE SOCIAL
OCTOBER	7-8	BISBEE MINERAL CLUB EVENT
	8	VINTAGE BISBEE WINE TASTING
	8	FIBER ARTS FESTIVAL
	15	BISBEE 1000: "THE GREAT STAIR CLIMB"
	31	HALLOWEEN IN BISBEE
	TBA	ST. PATRICK'S FALL FESTIVAL
NOVEMBER	1	DIA DE LOS MUERTOS
	25	FESTIVAL OF LIGHTS
	26-27	HISTORIC HOME TOUR
DECEMBER	8	FOURTH ANNUAL BISBEE ECONOMIC FOCUS LUNCHEON AT TURQUOISE VALLEY GOLF AND RV RESORT
	TBA	BISBEE COMMUNITY CHORUS HOLIDAY CONCERT



Bisbee is an active member of the Upper San Pedro Partnership, a group dedicated to the preservation of the San Pedro River.

Photo: Ted White

Cochise County Agriculture

Agriculture in Cochise County is responsible for more sales annually than many may realize. Every five years, a census of agriculture is conducted nationwide. The census is conducted in years ending in either a two or a seven. Data on the 2002 agriculture census was just released this summer. The intent of this article is to share information released from the census and to create a profile of agriculture in Cochise County.

Across the country, the number of family farms has been declining over the past several years. This decline is also true in Cochise County; the most recent census shows 950 farms across the county, down from 1,105 during the 1997 census. This represents a decline of 14.0 percent of family farms in the past five years. The size of farms has also declined over the past five years. In 2002, an average farm in Cochise County consisted of 1,020 acres, down from 1997, when an average or typical farm consisted of 1,205 acres.

While the size of farms has declined, the average value in land and buildings has actually increased during the five-year period. In 2002, the average value of land and buildings on farms in Cochise County was \$704,895. This is a considerable increase in value from 1997, when the average farm was valued at \$478,232.

The value of machinery and equipment per farm has also increased between the two censuses discussed. In 2002, a typical farm had an average value of equipment and machinery amounting to \$53,260. The 1997 census reflected a total value of \$38,726 in equipment and machinery. While the total acreage has declined per farm, the value of land, buildings, machinery, and equipment has shown considerable gain in value over the five-year period.

The market value of products sold has also grown between the 1997 and 2002 censuses. Information reveals that for Cochise County, a total of \$78,307,000 in products was sold in 2002; this includes both crops and live stock. The census taken in 1997 showed a value of \$60,154,000 in products sold. According to census 2002, the average market value of production per farm in the county totaled \$82,429. That was a significant increase over 1997's production value per farm of \$57,648. This change in market value per farm represents an increase of 43.0 percent over the five-year period. In 2002, the total valuation of crops produced amounted to \$55,737,000. The largest valuation of crops was in vegetables, melons, potatoes, and sweet potatoes, with a total value of \$13,947,000. Livestock accounted for \$22,570,000 according to the 2002

census. Within the livestock classification, cattle and calves accounted for the largest amount of products sales at \$20,481,000. The table in this section shows a breakdown by category of all crop and livestock sales for the censuses taken in 1997 and 2002.

The census also revealed that agriculture in Cochise County is responsible for a large group of employed persons. In addition to the owners of the farms, agriculture is responsible for hired farm labor workers amounting to 2,172. The payroll for these workers is estimated at \$12,139,000.

As far as sales value per year, Cochise County ranked sixth out of the 15 counties in Arizona. The value of agriculture

sales for the state amounted to \$2,395,447,000. This represents an increase of 22.0 percent over the five-year period discussed. Cochise County accounts for approximately 3.3 percent of the state's total agriculture sales. Of the other five counties that account for sales above those of Cochise County, Graham County ranked fifth with total sales of \$81,900,000. La Paz County is ranked fourth at \$86,623,000 in sales. The amount of sales then takes a significant jump with Pinal County ranked third at \$424,759,000. Ranked second is Maricopa County at \$740,183,000. Yuma County is ranked first in the state with sales totaling \$802,368,000.

COCHISE COUNTY AGRICULTURAL CENSUS

ITEMS	2002 NO. FARMS	2002 DOLLAR TOTALS	1997 NO. FARMS	1997 DOLLAR TOTALS
Grains, oilseeds, dry beans, dry peas	48	\$10,892,000	N/A	N/A
Cotton and cottonseed	15	(D)	50	\$4,102,000
Vegetables, melons, potatoes, sweet potatoes	47	\$13,947,000	N/A	N/A
Fruits, tree nuts, berries	182	\$13,432,000	97	\$7,259,000
Nursery, greenhouse, floriculture, sod	20	\$6,691,000	N/A	N/A
Cut Christmas trees, short rotation woody crops	2	(D)	N/A	N/A
Other crops and hay	67	\$8,619,000	N/A	N/A
Poultry and eggs	45	\$32,000	61	\$256,000
Cattle and calves	404	\$20,481,000	602	\$17,947,000
Milk, dairy products from cows	4	(D)	3	(D)
Hogs and pigs	29	\$28,000	30	\$493,000
Horses, ponies, mules, burros, donkeys	104	\$615,000	N/A	N/A
Other animals, other animal products	21	(D)	N/A	N/A

Source: USDA National Agricultural Statistics Service, 1997 Census of Agriculture.

Abbreviations and symbols:

N/A – Not available or not published. Some historic data are not published because they are not comparable electronic files are unavailable, or re-summarizing could compromise respondent confidentiality.

(D) – Withheld to avoid disclosing data for individual farms.



The Wine Tasting Festival held in the City Park, which has undergone recent extensive renovations thanks to a community development block grant.

Photo: Ted White

Bisbee 2004

**PROVIDED BY
ROBERT YANDOW,
BISBEE CITY
MANAGER**



ROBERT YANDOW

Tourism has been, and continues to be, critical to the economic health of the City of Bisbee. While we certainly rely on our paid promotional activities to stimulate tourism, we also rely heavily on national and regional exposure as a means to promote Bisbee. In the past few years, Bisbee has been favorably mentioned in national publications such as *Money Magazine* and *Travel and Leisure* and has been profiled in various in-flight airline magazines. Bisbee has also been featured in local, regional, state, national, and international newspapers. Additional examples of regional exposure include a second visit by TV3, the top-rated morning program in the Phoenix area (channel 11 in Tucson), and the third consecutive year of the Southwest Wings Birding Festival in Bisbee. Our public relations marketing consultant has estimated that the dollar value of this recent exposure is in the neighborhood of \$745,000.

In the past year, the City of Bisbee has taken over operation of the Bisbee Visitor's Center from the chamber of commerce and established a new website. The new site, www.discoverbisbee.com, is in addition to the city's general website, and it provides a wealth of information about the city and its attractions. In addition, Touchstone Productions filmed the movie *Desperation in Bisbee*. The movie, based on a Stephen King novel by the same name, promises to be a thriller. Pre-production work was scheduled to be completed during September and October 2004. During that time period, as many as 70 rooms were required, and that figure rose to a little more than 100 during November, when the actual filming took place. I'm told that the word is out all over the state about the filming in Bisbee. This activity certainly provided a stimulus to local businesses.

While tourism has been an important focus for the city, there are many other projects that have been initiated, are continuing, or have been completed during the past year. Those projects that have been initiated include Sierra Cobre, a 58-unit subdivision in the San Jose area, a new park in the Briggs Addition housing development, and the extension of the Historic District in Old Bisbee. Those projects that are

continuing include a neighborhood improvement project and a housing rehabilitation project in the Saginaw neighborhood. Projects that have been substantially completed include the new Cochise County office complex on Melody Lane and the rehabilitation of City Park using CDBG funds. The city also completed one annexation in the past year and is in the final stages of annexing the county jail property into the city.

No discussion about 2004 activities in Bisbee would be complete without a progress report on the wastewater project and the Bisbee Municipal Airport. The wastewater project bids came in high, with the low bid some \$4 million over projections. We are confident that we can find some cost savings in the new treatment facility; however, we have arranged for additional borrowing if it becomes necessary. We

recently negotiated a construction contract with Barnard Construction of Bozeman, Mont., and construction started in the last quarter of 2004.

Finally, we continue to make improvements at the Bisbee Municipal Airport in anticipation of it being an increasingly important component of our tourism and economic development efforts. With the assistance of ADOT Aeronautics and the FAA, we have made improvements to the runway/taxiway and apron. This year, we plan to make improvements to the approach lights and to purchase an emergency generator. Next year, we anticipate design and construction of a fire suppression system, widening of the runway, and the addition of Jet "A" fuel to the fuel farm. Come and take a look!



Residents of the Bisbee communittee enjoy the local enrichment of the Wine Tasting Festival held in City Park.

Photos: Ted White

About the Center for Economic Research



Northwest corner of the Sierra Vista campus library.

Photo: Gill Kenny

The Center for Economic Research (CER) is dedicated to providing, collecting, and interpreting economic data on Cochise County, as well as providing forecasts on the business climate. Since 1995, the Center has hosted a luncheon in Sierra Vista at which time the economic health of the year just ended is reviewed, along with a look at the economy for the coming year. The release of the annual Sierra Vista Economic Focus publication coincides with each focus luncheon. In 1996, the Center expanded its services into southeast Cochise County

by hosting similar focus luncheons in Douglas. The Center expanded its program into the Benson area in 1998. The Douglas Perspective and the Benson Prospectus brochures provide economic overviews of those communities. In December 2002, Bisbee became the fourth city in Cochise County to host an annual focus luncheon. The Bisbee Outlook covers the economy of the City of Bisbee. During the fall of 2003, the Center began monitoring economic indicators in Santa Cruz County.

The Center for Economic Research provides information and interpretation of economic indicators to local public agencies, financial institutions, developers, and other research centers. Weekly press releases offer insight on the continuing economic health of Cochise County. Bi-monthly press releases on the Santa Cruz County economy are printed in the Nogales International. The quarterly newsletter, The Indicator, provides updates on the local economy and CER activities. Current information on the local economy is also available by request. The Center also maintains a website that can be accessed at <http://www.cochise.edu/cer>.

In late 2002, the Center became a member of the Association of University Business and Economic Researchers (AUBER). The Center is believed to be one of only two community colleges holding membership. In addition, the CER is a state data center affiliate. As an affiliate, the Center receives reference material on the U.S. Census, as well as state data reports.

CONTACT THE CENTER FOR ECONOMIC RESEARCH

Center for Economic Research
Cochise College
901 North Colombo Avenue
Sierra Vista, AZ 85635
Phone (520) 515-5486
Fax: (520) 515-5343
E-mail: cer@cochise.edu

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David Gordon - Graphic Designer
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Flavio Beltran – Media Relations Technologist

Cochise College Resources

CAREER SERVICES CENTER (CSC)

The Career Services Center (CSC) provides workforce development, including job development and placement activities, and cooperative education placements for credit. The Career Services Center maintains employment postings with current openings on and off campus. If you are an employer, you can post your available employment positions on the Sierra Vista and/or Douglas Campus. In Sierra Vista, call (520) 515-5457; in Douglas, call (520) 417-4750. Tech Prep also is located in the CSC building on the Sierra Vista Campus. For more information, call (520) 515-5347.

CENTER FOR ECONOMIC RESEARCH (CER)

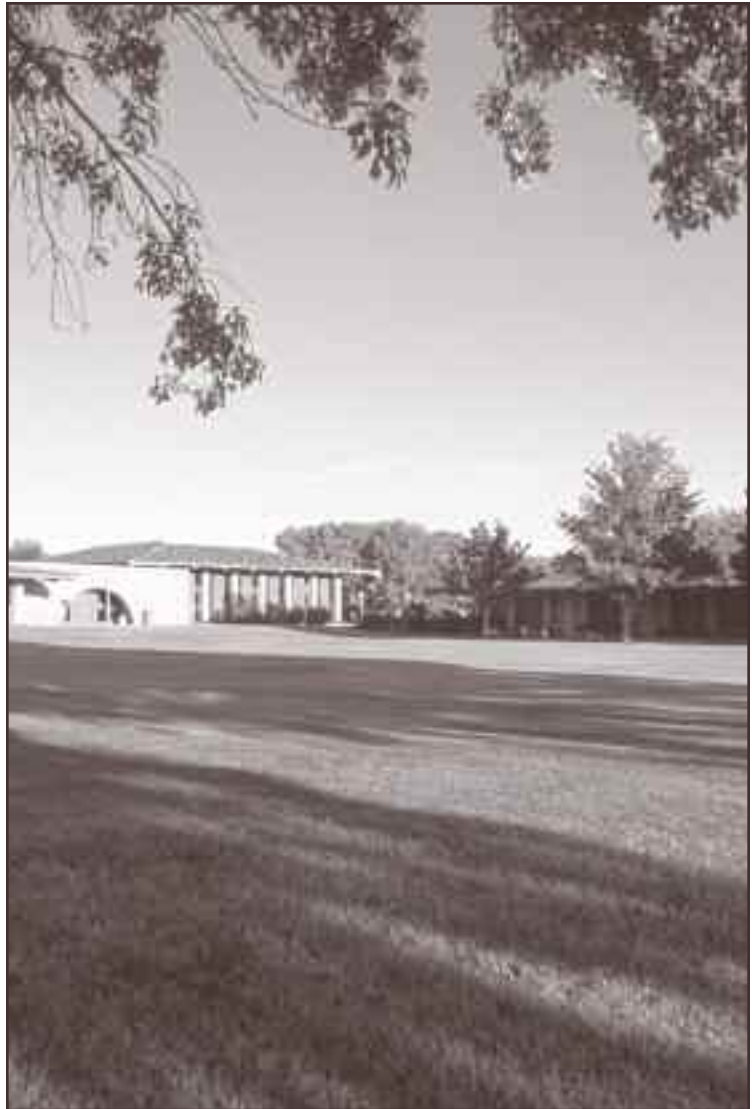
The CER collects and analyzes local economic data. The Center is available to provide data and forecasts to businesses interested in the local economy. Specific economic studies and surveys can be designed and conducted on a contractual basis for businesses and individuals requesting assistance. Phone (520) 515-5486, or email cer@cochise.edu.

COCHISE COUNTY ONE STOP CENTER

Cochise College, in partnership with Cochise County Workforce Development, Inc., and the Employment Security Administration, has formed the Cochise County One Stop Center to provide information throughout Cochise County for job seekers and employers. At sites throughout the county, job seekers can find general tips and advice on the availability of local training programs and educational services. Employers can obtain information and access to local and national resume banks, labor and economic data, and employer services. Visit the Cochise College site on the Sierra Vista Campus located in the CSC centers, or the virtual site at www.cochise.edu/onestop. Phone (520) 515-5457 or (520) 515-5458.

SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

SBDC provides free one-on-one counseling on any small-business topic, including marketing, financial planning, business planning, computer information systems, human resource management, government procurement, record keeping, and more. The SBDC sponsors workshops and seminars on a variety of topics designed specifically for small-business owners. The SBDC also makes available a library of business resources, which includes many of the latest business books, videotapes, audio tapes, newsletters, and magazines. Phone (520) 515-5478, or email sbdc@cochise.edu.



Cochise College Douglas Campus on an early September morning.

Photo: Gill Kenny

WORKFORCE TRAINING AND COMMUNITY EDUCATION (WTCE)

Workforce Training and Community Education provides short-term courses for adults interested in upgrading their work skills or exploring new areas of development. Classes encompass a variety of subject areas, including computers, arts and hobbies, business management, cultural field trips and more. Courses are delivered countywide and online. Classes are available on weekdays, weekends and in the evenings.

The department also collaborates with local organizations to provide customized, professional development training to improve workplace skills. A current schedule of classes is available at their website: www.cochise.edu/training. For a printed schedule or more information, contact the department at 515-5492 or email training@cochise.edu.



Water fountain flows on an autumn afternoon in front of Cochise County Courthouse in historic Old Bisbee.

Photo: Ted White

Community Resources

CITY OF BISBEE

The City of Bisbee mayor, city council, and city manager provide the community with progressive leadership.

Telephone: (520) 432-6000

Fax: (520)-432-6069

Website: www.cityofbisbee.com

COMMUNITY DEVELOPMENT OFFICE

The Community Development Department provides improved quality of life for the residents of Bisbee by obtaining grants for community needs, preserving the historical integrity of Bisbee, maintaining park sites, providing quality recreational programs, and promoting Bisbee and the Queen Mine Tour. Phone: (520) 432-6000.

PUBLIC WORKS

The Public Works Department oversees the day-to-day operation of the streets department, sanitation department, wastewater, building and grounds. The Bisbee Municipal Airport, Evergreen Cemetery, and the fire suppression system also fall under public works. Phone: (520) 432-6002.

FINANCE DEPARTMENT

The Finance Department ensures the resources of the City of Bisbee are protected, and accurate information is available to the public. The department practices adherence to accounting principles and standards; timely and accurate reports; maintaining internal controls; compliance with federal, state and local rules and regulations; and conservative budgeting. The Finance Department also issues business licenses. Phone: (520) 432-6000.

CITY CLERK'S OFFICE

The City Clerk's Office is responsible to the council and gives notice of all council meetings, keeps the minutes of council proceedings, ordinances, and resolutions, and performs such duties as required by the laws of the State of Arizona, the Bisbee City Charter or by ordinance. Phone: (520) 432-6000.

BISBEE POLICE DEPARTMENT

The Bisbee Police Department is responsible to serve and protect persons and property in the City of Bisbee by way of enforcement of city codes and ordinances, state laws, criminal

and civil traffic, misdemeanor and felony violations, along with some federal laws. Phone: (520) 432-6050.

BISBEE FIRE DEPARTMENT

The Bisbee Fire Department is responsible to provide 24-hour response to all types of hazardous and emergency situations to all citizens of Bisbee and is responsible for the enforcement of the uniform fire code and inspection of all businesses and public access areas. Phone: (520) 432-4110.

BISBEE CITY ATTORNEY

The city legal department generally represents the city in all legal proceedings, in particular matters before the Bisbee Municipal Court. The city legal department also advises the mayor and city council, as well as the city manager and department heads, plus city boards, committees and commissions. Phone: (520) 432-6000.

BISBEE VISITOR CENTER

The Bisbee Visitor Center provides up-to-date information on Bisbee attractions, hotels, restaurants and special events to visitors. The visitor center is located in the Copper Queen Plaza/Convention Center. Phone: (520) 432-3554 or (866) 2BISBEE. Website: www.discoverbisbee.com

BISBEE CHAMBER OF COMMERCE

The Bisbee Chamber of Commerce is a non-profit, pro-business, voluntary membership organization. Its mission is to develop goals and programs that support the growth of the chamber members. Phone: (520) 432-5421. Website: www.bisbearizona.com

COCHISE COUNTY BOARD OF SUPERVISORS

Phone: (520) 432-9200

U. S. CUSTOMS AND BORDER PROTECTION AGENCY (HOMELAND SECURITY)

Provides customs; border protection; immigration and naturalization services. Phone: (520) 432-5349 or (520) 432-3111.

FINANCIAL ASSISTANCE

- Bank of America(520) 432-2234
- Huachuca Federal Credit Union(520) 432-2184
- National Bank of Arizona(520)-432-2221

UTILITY ASSISTANCE

- Arizona Public Service(520) 432-2281
- Southwest Gas(800) 428-7324
- AZ Water Company(520) 432-5321
- Qwest(800) 879-4357
- Cable One(520) 432-5397



Additional copies of the Bisbee Outlook are available for \$10 per copy for up to 10 copies and \$7 per copy over that. Economic publications also are available for Sierra Vista - published annually in March, Benson - published annually in June, and Douglas - published annually in September. The Center's quarterly newsletter, The Indicator, is available free of charge. For more information, contact the Center for Economic Research.



The "Iron Man" stands tall as a monument to Bisbee's miners, welcoming visitors to the County Courthouse and watching over Old Bisbee.

Photo: Ted White

A Review of the Forecast for 2004

The following is a review of the forecast presented at the 2003 economic luncheon and an examination of how the forecast met reality. Immediately following this section is the forecast for 2005.

Last year at this time, I forecasted unemployment to run between 4.4 and 4.8 percent. Through September of this year, unemployment has average 4.4 percent. Job growth, forecasted at 2.8 to 3.5 percent, came in at the low end of the forecast, expanding by 2.8 percent.

At last year's luncheon, total taxable sales were forecasted to increase 3 to 5 percent. Through July of this year, total taxable sales showed growth of 14.2 percent. Growth in total taxable sales was due in large part to gains in construction and the category of all others.

Retail sales, forecasted to expand by 4 to 5.5 percent, were up 6.5 percent through August 2004. In 2003, retail sales grew by 5.2 percent to approximately \$27,743,000.

Restaurant and bar sales, forecasted to grow between 5.5 and 8 percent, grew 4.2 percent through July 2004.

Home sales were forecasted to slow by as much as 15 percent. Home sales were down by 17.3 percent through September 2004. In the period through September, 136

homes were sold in 2004 as compared to 160 for the same period last year.

New home permits were forecasted to be between three and five issued. Through September 2004, a total of four permits have been issued for new homes.

A FORECAST FOR 2005

The employment picture should continue to brighten for the Bisbee area over the next year. Look for unemployment to be between 4.1 and 4.4 percent by this time next year. Job growth should reflect expansion at a rate of 2.6 to 2.8 percent as the local economy continues to strengthen.

The upcoming year looks to hold more promise as the economy as a whole continues to show renewed strength. The forecast for sales includes the following: total taxable sales should reflect growth at a rate of 5.5 to 7 percent during the next 12 months. Retail sales should grow at a rate between 3 and 5 percent. Restaurant and bar sales should perform at a rate 4 to 6 percent in the next 12 months. Look for lodging sales to increase between 3.5 and 5.5 percent. In summary, it appears as though the worst has passed, and 2005 looks to be a solid year economically for the city of Bisbee. Sales in the

City of Bisbee will strengthen over that experienced during the past 12 months as border-crossing activity increases and tourism shows signs of recovery.

Existing home sales should increase slightly, ending the

forecast period at 180 to 195 units sold. The total number of new home permits should continue to average between three and five units, still above the average prior to 2002.

FORECASTING CREDENTIALS, ECONOMIST KEN JONES

Ken's work with economics spans four decades. In the mid-1970s, he co-chaired a pilot project in the state of Iowa: SCATE (Students Concerned About Tomorrow's Environment). He spearheaded a project that looked at the economic impact of a refundable deposit on aluminum cans within the state. Later, the State of Iowa adopted the policy. In the early 1980s, he placed first in the State of Iowa in a collegiate economics competition. He went on to represent the state in national competition in Washington, D.C.

Ken earned a bachelor of arts degree in business administration from The Franciscan University in 1981 and a master's of business administration from the University of Arizona in 1988. He has completed doctoral work in higher education finance. He was awarded fellowships through the University of California, University of North Texas, and the University of Arizona. Ken's work in conducting economic impact studies dates to 1991. He founded the Cochise College Center for Economic Research in spring 1995. During the summer of 1997, he studied on a fellowship at the University of Arizona's Experimental Economics Lab under 2002's Nobel Prize Winner for Economics Dr. Vernon Smith. Since then, he has received a National Institute for Staff and Organizational Development Award for his work with the Center and students. He has been recognized by Who's Who Among College and University Instructors. In November 2001, the Sierra Vista Economic Development Foundation presented him with an award for his contribution to area economic development. In late 2002, he was presented with an Alumni Achievement Award from the University of Arizona's Eller Graduate School of Management. In June 2004, Ken received the Mayor's Award for excellence in service for the betterment of the City of Sierra Vista.

His articles dealing with the economy in Cochise County appear in newspapers and on radio countywide. Most recently, he has begun covering the Santa Cruz County economy, with articles appearing in the Nogales International. He has been interviewed for articles on the economy by such sources as the Associated Press and the L.A. Times. He has gained recognition among political and community leaders throughout the state for his research. Today, although blind, he continues his work as director of the Center for Economic Research.



Look through today and toward the hopeful growth Bisbee will see, once the wastewater system is complete and the moratorium is lifted.

Photo: Ted White

BISBEE ECONOMIC FOCUS LUNCHEON

Each year in December the Center for Economic Research holds the annual Bisbee Economic Focus Luncheon. The event includes a luncheon and program and typically draws an audience of more than 200. Since the event typically sells out, make plans to attend the Fourth Annual Bisbee Economic Focus Luncheon set for December 08, 2005. Call the Center for Economic Research or check the website at www.cochise.edu/cer for details and registration information.