

HUNTING IN AMERICA



AN ECONOMIC FORCE FOR CONSERVATION

An Economic Force for Conservation



The simple desire to spend time outdoors with family and friends forms the base of the growing U.S. hunting industry.

Hunting has been an integral part of the American experience since its beginning, and to the millions of people who still practice the rich tradition, it provides a powerful connection to the outdoors, as well as to family and friends who share a passion for the sport. Some of American history's larger-than-life figures have been hunters. People such as Daniel Boone, Davy Crockett, Kit Carson, Meriwether Lewis, William Clark and Theodore Roosevelt, as well as more modern-day leaders like President Jimmy Carter, Supreme Court Justice Antonin Scalia and retired Army General Norman Schwarzkopf all have been avid

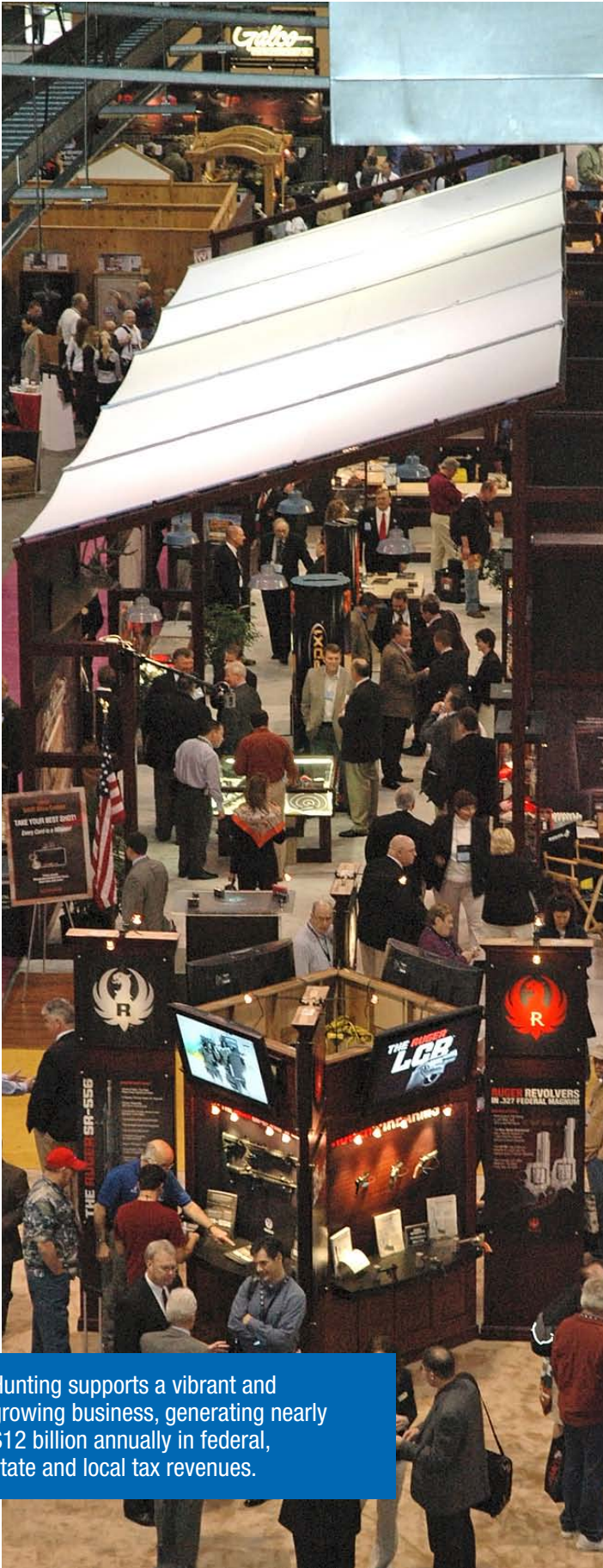
hunters while lending their talents in service to the United States.

Since 2006, hunters' expenditures have grown 55%.

Hunting provides a view to the outdoors like no other activity, requiring enthusiasts to become intimately knowledgeable of the land and game they hunt, as well as how the two interact with each other. For that reason it's no surprise that hunters are our country's most

ardent conservationists, supplying billions in funding, as well as on-the-ground effort to protect and improve critical habitat and wildlife for current and future generations to enjoy.

In pursuing their passion, hunters also create one giant economic engine, providing the financial support to create thousands of jobs directly involved in the manufacture, sale or provision of hunting and outdoor products and services. And when people travel to take part in hunting – whether it's halfway across the country or just down the road – they help support hundreds of thousands



Hunting supports a vibrant and growing business, generating nearly \$12 billion annually in federal, state and local tax revenues.



of jobs at local stores, restaurants, hotels, manufacturers and other businesses as well.

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The U.S. Fish and Wildlife Service (USFWS) 2011 National Survey of Fishing, Hunting and Wildlife-Associated Recreation reports 13.7 million people aged 16 or older – approximately 6 percent of the United States population – went hunting that year and spent a whopping \$38.3 billion on equipment, licenses, trips and more. That is a per-person expenditure of approximately \$2,800 per hunter! And these estimates are conservative. There are approximately 2 million more hunters under the age of 16 for whom a parent or guardian likely spends on their behalf. Plus, state hunting license records show some hunters unable to renew their license in one year will return the next. Thus, the true number of people who



Photo courtesy of The African American Hunting Association LLC

hunt annually in the United States is likely closer to 16 million, and their total expenditures are even higher.

The money these sportsmen spend helps create and support more than 680,000 jobs at a time when unemployment has hovered at near-historical highs. In some rural communities, the dollars brought in during hunting seasons alone can be enough to keep small businesses operational for another year. The even better news is hunter numbers and spending are growing! Between 2006 and 2011, the USFWS reports that the number of hunters in our country increased by 9 percent. Spending

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on hunting-related products and services grew by more than 30 percent in that same time frame.

“Hunters are passionate about their sport and are willing to spend more than the average consumer in order to participate in this rich tradition,” says Steve Sanetti, president and CEO of the National Shooting Sports Foundation® (NSSF). “With their numbers growing, spending is growing accordingly, which is going a long way to help support jobs and small businesses across America.”

Hunting in America

Stroll through any airport during hunting seasons near such famous hunt destinations as Stuttgart, Ark., Pike County, Ill., the Black Hills of South Dakota or central Texas, and odds are you'll find passengers strolling around baggage claim in camouflage or hunter orange, picking up gun cases and heavy gear-packed bags. Indeed, many of these smaller communities count on hunter dollars to help their

Hunter spending is the lifeblood of countless small businesses in rural communities nationwide, and hunters make up the main source of wildlife conservation funding.

businesses stay afloat. Local shops, outfitters, hotels, convenience stores, restaurants and even landowners who lease their land for hunting all benefit from our nation's 13.7 million hunters who spent \$38.3 billion in 2011. In addition to the 680,000 jobs supported by hunters – greater than

the total employment in 12 states – hunting generated \$11.8 billion in tax revenues for hard-pressed federal, state and local tax coffers. The \$26.4 billion in salaries and wages created by hunters' spending is larger than the entire economy of Vermont.

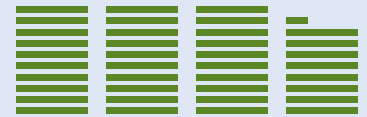
“Even in today's urbanized America, hunting continues to be a vital part of our culture. Hunter spending is the lifeblood of countless small businesses in rural communities nationwide, and hunters make up the main source of wildlife conservation funding through their purchases of licenses, firearms and ammunition” says NSSF's senior vice president and chief marketing officer, Chris Dolnack.

Of course, not all of these jobs are local in nature. Additional jobs, blue and white collar, are supported in the manufacture and retail of products such as firearms, bows, ammunition, calls, clothing, treestands, wildlife seed, ATVs and more. In fact, 46 percent of all hunters' spending – over \$17 billion – went to such purchases. Wildlife agency positions are also supported by sportsmen through the purchase of hunting licenses and funds collected as excise taxes through the long-running Federal Aid in Wildlife Restoration Act.

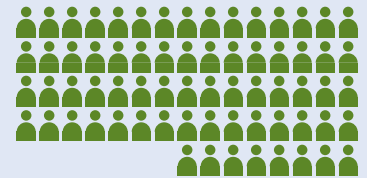
At a Glance



13.7 million hunters in America



\$38.3 billion spent by hunters in 2011



680,300 jobs created by hunting



**\$11.8 B
\$11.8 billion generated in taxes**

OUR COUNTRY'S GREATEST

Conservation Force

With the support of the hunting and shooting sports industries, the Federal Aid in Wildlife Restoration Act was passed in 1937 and placed a special excise tax on firearms and ammunition to be shared among state wildlife agencies for the exclusive purpose of supporting conservation efforts. Since the program began, hunters have contributed over \$7.2 billion to state conservation efforts. Given current levels of firearm and ammunition sales, hunters now contribute over \$371 million annually.

But the funding doesn't end here. Add in the \$796 million spent on license and permit sales, which go directly to the hunter's respective state wildlife agency, and the \$440 million in annual donations directly to conservation and sportsmen's organizations, hunters contribute over \$1.6 billion annually to conservation. Hunting is without peer when it comes to funding the perpetuation and conservation of wildlife and natural habitats.

"Over the last 75 years, hunters and recreational shooters have shown their willingness to pay a little extra for their excise-taxable gear, knowing that their purchases would directly support conservation along with a multitude of wildlife-related activities," said Jeff Vonk, secretary of the South Dakota Department of Fish, Game and Parks and president of the Association of Fish and Wildlife Agencies. "The financial contributions of sportsmen and women help state fish and wildlife agencies restore and manage wildlife and their habitats; open and maintain access for all, including shooting ranges; and they keep the public safe by supporting hunter education."

For more information and insights into hunting's economic returns, please visit www.nssf.org/research.

In the past century, hunters and their dollars have been the driving force behind the strong resurgence of game and non-game wildlife species.



WHAT IS THE

National Shooting Sports Foundation®?

The National Shooting Sports Foundation (NSSF) is the trade association for the firearms industry. Its mission is to promote, protect and preserve hunting and the shooting sports. Formed in 1961, NSSF has a membership of more than 7,000 manufacturers, distributors, firearms retailers, shooting ranges, sportsmen's organizations and publishers. For more information, log on to www.nssf.org.



WHAT IS THE

Association of Fish and Wildlife Agencies?

The Association of Fish and Wildlife Agencies (AFWA) represents all of North America's fish and wildlife agencies and, on their collective behalf, promotes sound wildlife management and conservation and speaks with a unified voice on important fish and wildlife issues.

AFWA provides member agencies with coordination services focused on supporting migratory bird, fish habitat and invasive species intelligence and management; conservation education; leadership development and guidance on international relations; as well as represents its state agency members in Washington, D.C., on key conservation and management policies.



ASSOCIATION *of*
FISH & WILDLIFE
AGENCIES



Hunting Quick Facts

Americans spent more than 282 million days hunting in 2011.

Sportsmen contribute nearly \$8 million a day that goes to support wildlife agencies and conservation.

As of 2012, hunters and target shooters have paid more than \$7.2 billion in excise taxes through the Federal Aid in Wildlife Restoration Act since its passage in 1937.

Hunting supports more than 680,000 jobs each year in the United States.

The first state hunting licenses ever issued were in Michigan and North Dakota in 1895.

U.S. hunters outnumber the populations of 46 states. Only Florida, New York, Texas and California have more residents than the combined population of U.S. hunters.

Hunters spent a total of \$38.3 billion last year that had a total economic multiplier effect of \$89.6 billion across the U.S. economy.

Hunting overall brought in more revenue (\$38.3 billion) than Google (\$37.9 billion) or Goldman Sachs Group (\$36.8 billion).

If hunting were a company, the amount spent by sportsmen to support their hunting activities would place it number 73 on the Fortune 500 list.

HOW MANY

Hunters Are There?

For purposes of the National Survey of Fishing, Hunting and Wildlife-Associated Recreation, the U.S. Fish and Wildlife Service (USFWS) only includes hunters aged 16 or older who actually purchased a hunting license the year the survey is taken. Following the previous survey in 2006, however, USFWS data revealed there were at least 1.8 million youth between the ages of 6 and 15 who hunted annually. Newer numbers were not yet available when this document went to press.

It is believed the number of young hunters has grown in conjunction with the overall growth in hunter numbers or, at the very least, remained constant. Additionally, there were likely several million adult hunters who for various reasons did not hunt in 2011, the year the survey was taken, but who have hunted recently and plan to do so again in the near future. Combining these additional sportsmen with those included in the USFWS's national survey, there are likely more than 16 million hunters in the United States.



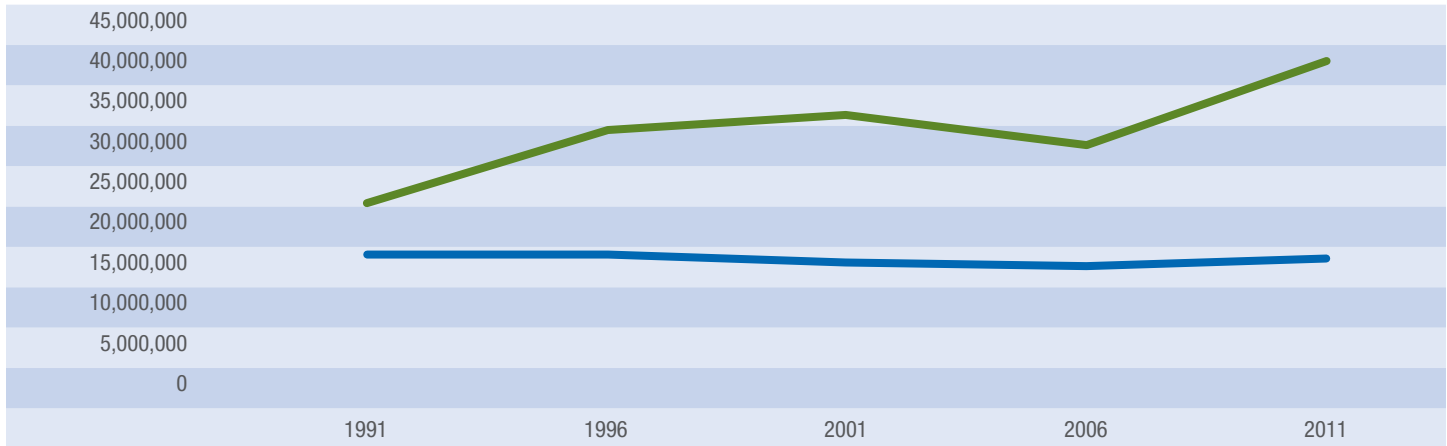
U.S. HUNTING

By The Numbers

- 13.7 million hunters
- \$ 26.4 billion salaries and wages
- \$ 38.3 billion in total expenditures
- 680,937 jobs
- \$ 86.9 billion in overall economic output
- \$ 5.4 billion in state and local taxes
- \$ 6.4 billion in federal taxes

For more hunting statistics and economic information, visit www.nssf.org/research.

Trends: Hunters and Hunter Expenditures



Source: U.S. Fish and Wildlife Service, Association of Fish and Wildlife Agencies

— Number of U.S. Hunters

— Inflation Adjusted Expenditures (x \$1,000)

Top 10 States Ranked by Resident Hunters

Rank	State	Number of Hunters	2011 Retail Sales
1	Texas	1,079,869	\$1,946,850,446
2	Wisconsin	763,384	\$2,251,833,862
3	New York	739,260	\$24,709,000
4	Pennsylvania	698,988	\$881,787,890
5	Ohio	515,723	\$793,798,774
6	Michigan	501,421	\$2,303,119,552
7	Alabama	491,593	\$1,114,811,944
8	Missouri	476,833	\$844,434,657
9	Illinois	458,984	\$1,254,796,442
10	Minnesota	456,695	\$670,323,496

Top 10 States Ranked by Non-Resident Hunters

Rank	State	Number of Hunters	2011 Retail Sales
1	South Dakota	143,531	\$405,440,166
2	Wisconsin	131,137	\$313,886,596
3	Colorado	115,491	\$195,925,340
4	Kansas	112,408	\$116,442,906
5	Virginia	106,010	\$135,714,544
6	Missouri	99,646	\$140,567,785
7	Georgia	98,169	\$174,006,756
8	Idaho	84,613	\$301,249,528
9	New York	84,151	\$114,921,425
10	North Carolina	76,383	\$47,735,700

Number of Hunters and Days of Hunting in 2011*

State	Number of Hunters				Days of Hunting			
	All Hunting	Deer Hunting	Migratory Bird Hunting	Upland Gamebird	All Hunting	Deer Hunting	Migratory Bird Hunting	Upland Gamebird
Alabama	535,110	435,143	— *	— *	10,548,226	6,288,534	— *	— *
Alaska	125,189	24,714 ^	— *	— *	1,336,494	219,701 ^	— *	— *
Arizona	269,296	— *	75,377 ^	98,781 ^	2,634,280	— *	323,702 ^	848,613 ^
Arkansas	363,234	307,790	97,191 ^	— *	10,966,695	7,917,067	2,018,142 ^	— *
California	394,471	133,047 ^	221,302	171,474	6,730,616	1,063,740 ^	2,860,004	1,466,761
Colorado	259,200	78,816 ^	— *	89,530 ^	2,183,562	426,226 ^	— *	400,535 ^
Connecticut	49,994	29,583 ^	— *	21,195 ^	1,011,265	420,543 ^	— *	238,797 ^
Delaware	22,544	17,787 ^	8,493 ^	— *	379,573	297,686 ^	82,882 ^	— *
Florida	241,792	147,292	— *	— *	5,251,925	2,492,235	— *	— *
Georgia	391,644	323,103	— *	— *	8,919,581	6,718,280	— *	— *
Hawaii	22,523	— *	— *	— *	774,173	— *	— *	— *
Idaho	246,279	138,692 ^	— *	— *	3,226,726	1,304,095 ^	— *	— *
Illinois	511,766	334,178	156,033 ^	191,778 ^	7,835,902	4,638,437	1,075,062 ^	632,643 ^
Indiana	391,738	266,399	— *	— *	10,863,104	5,372,061	— *	— *
Iowa	253,071	175,527	— *	74,307 ^	4,240,430	2,345,681	— *	391,016 ^
Kansas	282,626	139,334	67,820 ^	187,653	5,209,283	1,949,084	356,661 ^	1,548,761
Kentucky	347,094	300,535	— *	— *	12,222,155	5,695,135	— *	— *
Louisiana	276,727	211,694	109,979 ^	— *	5,221,585	3,113,275	1,084,717 ^	— *
Maine	180,509	132,353	— *	52,117 ^	2,523,204	1,548,289	— *	523,796 ^
Maryland	88,280	73,067 ^	28,536 ^	— *	1,031,732	750,528 ^	151,766 ^	— *
Massachusetts	56,139	40,633 ^	— *	21,156 ^	1,062,415	545,544 ^	— *	155,493 ^
Michigan	528,936	488,368	— *	66,432 ^	11,019,819	9,259,008	— *	654,725 ^
Minnesota	476,540	384,033	67,681 ^	143,135 ^	5,589,294	2,954,221	1,237,846 ^	1,376,884 ^
Mississippi	483,162	469,466	39,462 ^	— *	9,105,198	7,206,754	231,039 ^	— *
Missouri	576,479	448,956	99,155 ^	— *	10,086,610	7,295,239	847,670 ^	— *
Montana	150,071	101,832	— *	54,706 ^	2,492,572	1,231,992	— *	576,982 ^
Nebraska	128,445	77,811	28,786 ^	43,523 ^	1,554,421	638,229	254,843 ^	249,708 ^
Nevada	43,423	22,388 ^	— *	16,586 ^	747,833	195,071 ^	— *	163,208 ^
New Hampshire	56,190	38,858	— *	— *	1,359,375	936,258	— *	— *
New Jersey	93,826	83,731	17,539 ^	— *	2,399,546	1,948,099	224,644 ^	— *
New Mexico	68,842	34,167 ^	— *	— *	926,682	306,284 ^	— *	— *
New York	823,410	752,317	— *	266,684 ^	18,433,418	10,458,617	— *	2,118,441 ^
North Carolina	334,956	268,297	88,840 ^	— *	7,607,633	3,761,920	1,665,175 ^	— *
North Dakota ¹	—	—	—	—	—	—	—	—
Ohio	552,936	482,790	— *	— *	8,966,870	5,573,644	— *	— *
Oklahoma	243,821	134,447 ^	— *	— *	4,968,472	1,970,551 ^	— *	— *
Oregon	196,389	173,794	— *	— *	2,205,081	1,248,148	— *	— *
Pennsylvania	774,930	713,546	— *	83,166 ^	18,246,737	15,244,744	— *	248,480 ^
Rhode Island	20,100	9,178 ^	7,935 ^	11,657 ^	418,782	188,711 ^	70,623 ^	111,383 ^
South Carolina	253,540	196,210	62,989 ^	— *	4,353,017	2,969,839	332,533 ^	— *
South Dakota	270,287	115,112	57,811 ^	208,082	3,741,867	909,857	341,901 ^	1,299,250
Tennessee	374,586	332,364	113,965 ^	— *	9,845,761	5,593,683	592,811 ^	— *
Texas	1,146,657	929,616	390,889 ^	— *	20,372,473	12,422,759	1,671,510 ^	— *
Utah	192,871	121,731	30,494 ^	52,766 ^	2,720,463	920,241	596,616 ^	365,271 ^
Vermont	90,069	83,163	5,219 ^	— *	1,583,772	1,157,237	35,370 ^	— *
Virginia	432,416	399,441	80,083 ^	— *	10,060,122	7,299,418	262,242 ^	— *
Washington	218,800	175,778	— *	— *	2,546,887	1,271,123	— *	— *
West Virginia	246,864	190,316	— *	— *	3,166,367	1,979,745	— *	— *
Wisconsin	894,522	784,625	105,065 ^	121,521 ^	12,177,376	8,085,934	1,275,573 ^	692,819 ^
Wyoming	140,116	81,876	— *	— *	1,726,289	710,428	— *	— *
United States	13,674,385	10,851,220	2,575,692	2,435,407	281,884,177	167,657,720	23,336,111	21,804,688

* Missing values may not mean zero hunters.

^ For these states, the sample size is often small (N=10 to 30). Use results with caution.

U.S. Hunting-Related Expenditures in 2011*

	Hunting, All Types	Deer Hunting	Migratory Bird Hunting	Upland Gamebird Hunting
Food, drink & refreshments	\$3,217,859,259	\$1,770,688,630	\$266,518,141	\$287,583,000
Lodging (motels, cabins, lodges, campgrounds, etc.)	\$663,444,365	\$307,099,658	\$49,921,665	\$157,234,141
Commercial air transportation	\$218,137,147	\$45,123,883	\$4,382,052	\$14,177,334
Other commercial transportation (bus, taxi, train, etc.)	\$86,067,317	\$7,547,372	\$11,171	\$68,809,186
Transportation by private vehicle (fuel, etc.)	\$4,463,710,581	\$2,310,460,404	\$381,394,639	\$354,493,598
Boat fuel	\$170,950,162	\$55,783,603	\$55,401,842	\$417,995
Guide fees, pack trip or package fees	\$493,913,274	\$175,917,251	\$38,138,970	\$90,629,680
Public land use or access fees	\$40,446,957	\$23,946,866	\$5,168,099	\$3,954,692
Private land use or access fees (except land leasing)	\$755,087,336	\$339,183,348	\$86,531,954	\$73,539,936
Boat launching fees	\$7,818,245	\$1,778,883	\$2,296,050	\$249,703
Boat mooring, storage, maintenance, insurance, etc.	\$35,048,358	\$9,613,966	\$19,529,580	\$240,082
Equipment rental such as boats, camping equipment, etc.	\$62,746,502	\$34,212,297	\$3,818,477	\$1,379,882
Heating & cooking fuel	\$205,959,227	\$113,700,196	\$24,503,142	\$12,341,894
Rifles	\$1,429,096,923	\$720,794,216	\$73,751,279	\$21,020,259
Shotguns	\$914,619,338	\$141,898,726	\$308,820,960	\$136,656,187
Muzzleloaders & other primitive firearms	\$122,035,039	\$83,530,814	\$718,220	\$442,141
Handguns	\$584,570,206	\$116,679,317	\$103,319,200	\$32,226,371
Bows, arrows & archery equipment	\$934,847,001	\$583,170,720	\$8,718,883	\$6,729,189
Telescopic sights	\$530,655,356	\$290,185,446	\$15,001,746	\$6,379,964
Decoys & game calls	\$301,994,782	\$39,528,054	\$160,842,455	\$3,947,941
Ammunition	\$1,298,455,782	\$534,306,737	\$280,178,352	\$62,314,400
Handloading equipment & components	\$199,019,357	\$61,068,798	\$33,622,836	\$6,566,868
Hunting dogs & associated costs	\$951,109,925	\$163,476,444	\$387,613,629	\$121,273,376
Other hunting equipment (cases, knives, etc.)	\$471,919,976	\$176,348,637	\$69,538,786	\$23,944,223
Camping equipment	\$220,567,811	\$119,060,290	\$3,884,809	\$2,189,350
Binoculars, field glasses, telescopes, etc.	\$303,920,920	\$157,203,900	\$10,219,066	\$4,400,747
Special hunting clothes, foul weather gear, boots, waders, etc.	\$653,212,642	\$331,234,240	\$57,017,209	\$15,857,612
Processing & taxidermy costs	\$685,691,583	\$493,249,311	\$20,209,769	\$7,795,879
Books and magazines devoted to hunting	\$146,255,446	\$38,368,025	\$20,637,012	\$4,365,489
Dues or contributions	\$440,095,138	\$197,884,884	\$112,383,067	\$8,743,071
Other support items (snow equipment, equipment repair, etc.)	\$168,491,490	\$60,241,894	\$6,939,325	\$11,041,223
Bass boat	\$67,562,867	\$-	\$-	\$-
Other motor boat	\$95,702,609	\$-	\$419,049	\$-
Canoe or other non-motor boat	\$11,477,619	\$-	\$-	\$-
Boat motor, trailer, hitch or accessories	\$40,101,798	\$3,763,787	\$15,905,143	\$-
Pick-up, camper, van, travel tent trailer & RV	\$6,048,718,514	\$1,804,516,477	\$12,379,995	\$45,879,614
Cabin	\$283,203,806	\$75,388,494	\$-	\$-
Off-road vehicle: motorcycles, ATVs, 4x4 vehicles, snowmobiles, etc.	\$1,967,084,561	\$1,158,887,281	\$55,988,533	\$-
Other special equipment (ice chests, airplanes, etc.)	\$110,614,896	\$31,579,356	\$2,460,377	\$1,170,869
Licenses, tags, permits and other similar fees	\$807,495,880	\$498,770,578	\$61,100,343	\$82,676,388
Land owned primarily for hunting, 2011 expenses and payments	\$6,011,621,847	\$3,723,858,567	\$536,417,050	\$882,357,811
Land leased primarily for hunting, 2011 expenses and payments	\$1,378,293,286	\$865,558,382	\$72,919,986	\$256,292,942
Plantings related to hunting	\$702,600,625	\$442,424,497	\$60,542,925	\$73,858,101
TOTAL	\$38,302,225,753	\$18,108,034,232	\$3,429,165,789	\$2,883,181,138

* The total may not be the same as that reported by the U.S. Fish and Wildlife Service. Some expenditures reported in the 2011 National survey were attributed by sportsmen to hunting and fishing. Rather than exclude those expenditures, they were pro-rated based on the respondent's days of hunting and fishing. In addition, there are some minor variances on the treatment of outlier observations. Source: 2011 National Survey of Fishing, Hunting and Wildlife Viewing Recreation.

Economic Contributions from All Hunting Activities in 2011

State	Retail Sales	Total Multiplier Effect	Salaries & Wages	Jobs	State & Local Taxes	Federal Taxes
Alaska	\$439,326,408	\$599,394,621	\$195,786,614	5,950	\$53,998,861	\$40,221,116
Alabama	\$1,189,125,204	\$1,809,967,081	\$613,175,542	27,257	\$104,412,563	\$128,554,235
Arkansas	\$1,034,162,738	\$1,507,898,618	\$500,305,183	17,592	\$112,772,887	\$115,790,116
Arizona	\$341,668,296	\$592,269,728	\$208,088,736	5,715	\$42,474,173	\$46,806,825
California	\$1,141,737,383	\$2,169,417,247	\$758,501,918	20,640	\$153,291,677	\$174,421,916
Colorado	\$465,114,406	\$762,750,827	\$291,973,454	8,355	\$51,352,632	\$68,371,147
Connecticut	\$305,666,045	\$468,982,069	\$142,099,320	4,128	\$36,035,072	\$41,178,619
Delaware	\$40,943,866	\$61,704,617	\$23,136,398	549	\$4,819,625	\$5,100,564
Florida	\$965,096,389	\$1,604,506,506	\$482,598,709	14,673	\$94,639,788	\$125,126,365
Georgia	\$977,169,692	\$1,665,955,113	\$600,193,419	23,996	\$106,552,804	\$145,048,655
Hawaii	\$52,713,340	\$73,001,767	\$23,514,889	774	\$6,025,027	\$5,099,046
Iowa	\$448,853,497	\$673,938,299	\$227,965,683	6,975	\$47,852,640	\$52,111,319
Idaho	\$471,243,529	\$670,687,016	\$212,603,577	8,009	\$47,711,230	\$51,252,055
Illinois	\$1,324,341,410	\$2,200,453,978	\$698,887,510	18,049	\$158,380,239	\$180,372,476
Indiana	\$229,913,491	\$352,295,622	\$110,612,210	3,765	\$26,498,117	\$27,484,462
Kansas	\$404,795,400	\$616,391,516	\$236,222,287	6,200	\$47,135,477	\$50,986,788
Kentucky	\$1,038,943,809	\$1,531,808,339	\$486,794,744	22,944	\$97,857,604	\$114,520,681
Louisiana	\$710,426,665	\$1,057,110,645	\$329,613,923	10,080	\$72,130,602	\$70,940,810
Massachusetts	\$150,982,784	\$247,659,781	\$78,102,194	1,888	\$15,227,411	\$18,979,332
Maryland	\$265,625,600	\$400,837,085	\$127,954,484	4,498	\$32,387,060	\$34,780,701
Maine	\$213,219,154	\$362,870,579	\$119,871,379	3,664	\$28,074,112	\$28,006,447
Michigan	\$2,361,806,575	\$3,950,671,177	\$1,202,811,230	34,473	\$289,120,831	\$307,741,126
Minnesota	\$733,229,489	\$1,259,270,783	\$417,868,357	12,439	\$93,744,726	\$106,029,695
Missouri	\$985,002,441	\$1,598,321,167	\$540,932,011	18,053	\$107,620,783	\$126,352,931
Mississippi	\$1,293,954,215	\$1,775,390,945	\$497,748,606	22,511	\$111,962,004	\$112,297,307
Montana	\$633,572,345	\$911,459,795	\$281,270,023	11,140	\$64,819,239	\$71,158,716
North Carolina	\$649,548,175	\$1,009,772,925	\$317,739,003	9,376	\$71,549,105	\$76,527,560
North Dakota [†]	\$147,595,292	\$199,452,218	\$69,554,245	2,254	\$18,809,128	\$15,177,285
Nebraska	\$562,145,198	\$847,935,693	\$262,356,966	8,856	\$59,518,903	\$63,090,525
New Hampshire	\$60,440,355	\$97,264,571	\$34,494,405	923	\$7,551,752	\$8,402,869
New Jersey	\$116,095,966	\$200,960,974	\$70,326,693	1,519	\$13,492,573	\$17,300,219
New Mexico	\$145,772,931	\$211,985,432	\$72,201,507	2,208	\$16,069,090	\$15,693,172
Nevada	\$219,512,540	\$335,728,458	\$112,681,197	3,058	\$21,690,940	\$26,941,653
New York	\$2,252,489,306	\$3,644,690,291	\$1,178,786,626	23,697	\$289,887,302	\$287,485,940
Ohio	\$853,801,721	\$1,404,942,870	\$490,289,685	20,471	\$97,437,823	\$111,472,383
Oklahoma	\$680,712,580	\$941,062,966	\$254,285,204	12,090	\$65,987,436	\$72,982,908
Oregon	\$248,240,140	\$420,760,134	\$132,197,830	3,726	\$27,084,273	\$32,065,677
Pennsylvania	\$985,541,569	\$1,624,075,030	\$529,067,694	15,211	\$121,054,741	\$136,668,469
Rhode Island	\$18,503,090	\$30,766,082	\$11,458,525	290	\$2,241,343	\$2,607,804
South Carolina	\$658,420,897	\$988,688,714	\$301,861,172	20,011	\$49,939,385	\$73,630,962
South Dakota	\$723,236,029	\$972,014,097	\$302,183,278	11,034	\$62,113,252	\$72,731,738
Tennessee	\$505,208,456	\$835,585,578	\$281,406,658	8,847	\$54,841,175	\$64,885,376
Texas	\$2,118,800,404	\$3,650,779,399	\$1,140,972,709	36,170	\$218,876,666	\$279,321,294
Utah	\$549,531,262	\$924,661,164	\$309,947,917	12,471	\$62,483,367	\$70,199,557
Virginia	\$976,807,941	\$1,506,211,310	\$525,896,157	20,492	\$102,601,082	\$132,134,525
Vermont	\$294,712,917	\$433,502,242	\$140,855,725	4,394	\$33,909,231	\$34,040,462
Washington	\$369,565,921	\$613,583,221	\$211,083,317	5,612	\$39,653,073	\$50,647,408
Wisconsin	\$2,565,720,458	\$3,952,110,380	\$1,026,590,029	34,180	\$228,393,941	\$262,835,667
West Virginia	\$421,819,113	\$552,085,233	\$153,805,141	5,377	\$35,544,522	\$35,579,954
Wyoming	\$301,218,745	\$404,063,167	\$151,501,066	4,934	\$24,254,951	\$35,476,413
United States*	\$38,302,225,753	\$86,940,074,957	\$26,424,987,133	680,937	\$5,354,133,154	\$6,397,701,088

* The U.S. impacts are greater than the sum of the state-level results due to the effects of commerce between states. [†] North Dakota has expressed concerns regarding its estimates from the 2011 National Survey. Use with caution. Definitions: Retail Sales – the dollars spent by hunters; Total Multiplier Effect – the total amount of spending that occurs in the economy as a result of hunters' spending; Salaries and Wages: total amounts paid to employers and small business owners in companies that serve hunters or support businesses who directly serve hunters; Jobs – the number of positions supported in businesses directly and indirectly serving hunters; Tax Revenues – government receipts received from businesses and individuals who directly and indirectly serve hunters.

Economic Contributions from Deer Hunting in 2011*

State	Retail Sales	Total Multiplier Effect	Salaries & Wages	Jobs	State & Local Taxes	Federal Taxes
Alaska	\$45,937,614	\$69,546,905	\$22,704,192	629	\$6,270,039	\$4,784,106
Alabama	\$649,702,285	\$1,024,818,146	\$400,209,196	20,628	\$66,850,231	\$83,085,097
Arkansas	\$541,514,195	\$786,302,849	\$275,052,692	8,779	\$60,621,074	\$62,087,189
Arizona*	\$-	\$-	\$-	-	-	\$-
California†	\$311,968,500	\$609,346,117	\$218,303,207	4,740	\$46,504,395	\$50,382,695
Colorado†	\$87,856,633	\$146,830,544	\$52,474,572	1,461	\$10,392,520	\$12,604,452
Connecticut†	\$104,276,508	\$152,031,292	\$40,506,807	1,174	\$12,228,937	\$13,366,110
Delaware†	\$10,592,606	\$15,852,902	\$6,104,684	156	\$1,203,283	\$1,337,716
Florida	\$436,304,706	\$729,703,580	\$228,965,805	8,196	\$48,769,065	\$62,389,071
Georgia	\$537,142,257	\$892,115,480	\$312,732,085	11,625	\$58,495,706	\$77,851,974
Hawaii*	\$-	\$-	\$-	-	-	\$-
Iowa	\$196,902,843	\$297,430,715	\$102,787,107	3,287	\$21,400,002	\$23,497,060
Idaho†	\$176,030,497	\$246,209,065	\$75,830,450	2,924	\$17,524,078	\$18,715,261
Illinois	\$784,262,247	\$1,258,277,694	\$380,749,356	9,469	\$94,730,415	\$104,931,136
Indiana	\$95,683,368	\$146,854,496	\$48,823,719	1,604	\$11,132,716	\$11,823,652
Kansas	\$188,850,630	\$295,360,702	\$123,764,072	2,861	\$23,001,691	\$25,159,199
Kentucky	\$358,268,876	\$553,494,057	\$218,008,920	13,322	\$38,255,626	\$48,311,713
Louisiana	\$349,656,539	\$513,530,716	\$158,636,883	5,433	\$39,382,474	\$37,045,105
Massachusetts†	\$26,150,452	\$47,788,068	\$18,053,349	415	\$3,334,325	\$4,287,063
Maryland†	\$147,874,327	\$220,936,069	\$69,470,725	2,435	\$17,661,131	\$19,325,181
Maine	\$83,418,950	\$124,542,362	\$40,905,063	1,373	-	\$9,557,424
Michigan	\$1,939,148,429	\$3,294,211,850	\$982,967,507	27,376	\$222,742,154	\$255,626,658
Minnesota	\$234,786,340	\$391,347,358	\$127,289,093	3,760	\$28,679,067	\$33,175,711
Missouri	\$470,664,590	\$765,926,811	\$262,085,078	8,494	\$53,163,206	\$61,766,548
Mississippi	\$643,295,510	\$911,458,270	\$287,958,728	15,018	\$65,325,299	\$65,809,693
Montana	\$239,047,134	\$346,776,386	\$115,076,235	4,466	\$24,563,533	\$27,761,641
North Carolina	\$231,423,273	\$358,214,928	\$116,907,574	3,580	\$27,770,244	\$28,964,081
North Dakota††	\$51,608,114	\$73,086,189	\$26,757,580	839	\$6,651,341	\$5,811,921
Nebraska	\$358,499,313	\$531,591,245	\$161,395,667	5,682	\$39,251,457	\$40,750,055
New Hampshire	\$22,962,150	\$37,120,287	\$13,551,381	348	\$2,798,284	\$3,247,675
New Jersey	\$80,198,972	\$140,304,949	\$49,572,476	1,149	\$9,790,004	\$12,245,165
New Mexico†	\$30,710,790	\$44,010,911	\$15,177,694	507	\$3,284,773	\$3,269,814
Nevada†	\$50,767,749	\$78,325,115	\$27,978,483	772	\$5,180,631	\$6,542,305
New York	\$807,362,289	\$1,314,178,170	\$458,159,358	9,336	\$123,777,634	\$116,569,205
Ohio	\$262,779,428	\$421,133,504	\$129,302,910	4,254	\$30,769,882	\$32,064,572
Oklahoma†	\$136,571,047	\$201,280,859	\$64,156,129	2,327	\$14,666,786	\$16,412,650
Oregon	\$139,987,049	\$247,358,648	\$80,807,211	2,369	\$16,357,212	\$19,595,722
Pennsylvania	\$606,855,563	\$1,027,245,097	\$351,547,698	9,544	\$75,277,313	\$87,767,158
Rhode Island†	\$6,546,656	\$10,919,665	\$4,091,628	98	\$741,231	\$933,307
South Carolina	\$348,021,347	\$533,088,951	\$181,975,487	14,324	\$31,279,524	\$44,527,746
South Dakota	\$220,235,475	\$293,782,113	\$89,367,979	3,249	\$20,285,023	\$23,371,375
Tennessee	\$251,294,740	\$415,188,347	\$141,254,706	4,146	\$27,296,734	\$32,842,484
Texas	\$1,267,269,452	\$2,163,856,688	\$687,580,778	22,136	\$137,557,776	\$171,349,665
Utah	\$181,201,637	\$307,094,962	\$105,930,564	3,334	\$20,164,170	\$24,246,596
Virginia	\$559,324,307	\$863,603,109	\$312,117,815	12,472	\$61,058,500	\$78,820,102
Vermont	\$128,555,271	\$191,825,904	\$60,059,105	1,916	\$13,846,841	\$14,684,488
Washington	\$165,041,238	\$272,981,891	\$96,790,374	2,509	\$17,402,802	\$22,859,840
Wisconsin	\$2,171,853,284	\$3,426,992,422	\$952,807,696	35,309	\$235,107,037	\$249,687,772
West Virginia	\$291,972,745	\$400,640,924	\$117,317,494	4,514	\$27,136,162	\$27,302,490
Wyoming	\$148,700,313	\$202,222,055	\$81,245,972	2,740	\$11,407,348	\$18,759,292
United States	\$18,108,034,232	\$39,882,892,562	\$12,193,605,197	317,461	\$2,543,916,867	\$2,998,761,965

* Missing values may not mean zero hunters. Sample sizes were too small to accurately estimate the number of hunters. † Small sample size (N = 10 to 30). Use results with caution. †† North Dakota has expressed concerns regarding its estimates from the 2011 National Survey. Use with caution. Definitions: Retail Sales – the dollars spent by hunters; Total Multiplier Effect – the total amount of spending that occurs in the economy as a result of hunters' spending; Salaries and Wages: total amounts paid to employers and small business owners in companies that serve hunters or support businesses who directly serve hunters; Jobs – the number of positions supported in businesses directly and indirectly serving hunters; Tax Revenues – the receipts received from businesses and individuals who directly and indirectly serve hunters.

Economic Contributions from Migratory Bird Hunting in 2011*

State	Retail Sales	Total Multiplier Effect	Salaries & Wages	Jobs	State & Local Taxes	Federal Taxes
Alaska*	\$-	\$-	\$-	-	\$-	\$-
Alabama*	\$-	\$-	\$-	-	\$-	\$-
Arkansas†	\$348,911,382	\$516,154,216	\$171,183,307	6,851	\$38,493,516	\$39,489,457
Arizona†	\$55,503,126	\$93,194,417	\$29,592,064	1,281	\$6,285,538	\$7,075,495
California	\$262,966,556	\$499,158,029	\$184,389,772	5,813	\$36,783,004	\$42,476,259
Colorado*	\$-	\$-	\$-	-	\$-	\$-
Connecticut*	\$-	\$-	\$-	-	\$-	\$-
Delaware†	\$23,283,811	\$33,392,252	\$10,948,099	291	\$2,743,847	\$2,712,251
Florida*	\$-	\$-	\$-	-	\$-	\$-
Georgia*	\$-	\$-	\$-	-	\$-	\$-
Hawaii*	\$-	\$-	\$-	-	\$-	\$-
Iowa*	\$-	\$-	\$-	-	\$-	\$-
Idaho*	\$-	\$-	\$-	-	\$-	\$-
Illinois†	\$83,674,675	\$156,078,705	\$66,525,403	2,714	\$10,274,947	\$14,832,072
Indiana*	\$-	\$-	\$-	-	\$-	\$-
Kansas†	\$29,341,182	\$42,260,966	\$14,960,939	372	\$2,814,935	\$3,304,670
Kentucky*	\$-	\$-	\$-	-	\$-	\$-
Louisiana†	\$119,069,183	\$189,794,550	\$65,827,586	1,941	\$13,713,362	\$13,662,768
Massachusetts*	\$-	\$-	\$-	-	\$-	\$-
Maryland†	\$21,311,448	\$32,870,352	\$11,313,774	390	\$2,627,559	\$2,846,680
Maine*	\$-	\$-	\$-	-	\$-	\$-
Michigan*	\$-	\$-	\$-	-	\$-	\$-
Minnesota†	\$181,416,998	\$318,576,347	\$105,229,697	3,134	\$22,892,310	\$26,019,487
Missouri†	\$101,227,639	\$167,238,265	\$58,683,723	2,887	\$11,333,607	\$13,598,962
Mississippi†	\$49,584,873	\$71,794,526	\$22,588,758	969	\$5,138,544	\$5,038,704
Montana*	\$-	\$-	\$-	-	\$-	\$-
North Carolina†	\$139,464,745	\$224,231,257	\$73,443,553	2,338	\$16,367,457	\$17,911,248
North Dakota††	\$29,831,091	\$40,528,065	\$15,814,066	493	\$3,583,679	\$3,360,231
Nebraska†	\$42,578,548	\$67,336,820	\$21,974,312	720	\$4,593,498	\$5,034,107
New Hampshire*	\$-	\$-	\$-	-	\$-	\$-
New Jersey†	\$11,074,731	\$20,096,816	\$7,647,523	167	\$1,469,193	\$1,858,625
New Mexico*	\$-	\$-	\$-	-	\$-	\$-
Nevada*	\$-	\$-	\$-	-	\$-	\$-
New York*	\$-	\$-	\$-	-	\$-	\$-
Ohio*	\$-	\$-	\$-	-	\$-	\$-
Oklahoma*	\$-	\$-	\$-	-	\$-	\$-
Oregon*	\$-	\$-	\$-	-	\$-	\$-
Pennsylvania*	\$-	\$-	\$-	-	\$-	\$-
Rhode Island†	\$3,590,074	\$5,754,885	\$2,089,981	60	\$436,328	\$480,653
South Carolina†	\$17,917,123	\$26,485,225	\$8,552,592	471	\$1,568,481	\$2,186,037
South Dakota†	\$63,019,316	\$85,778,697	\$27,727,743	843	\$6,159,682	\$6,558,638
Tennessee†	\$49,261,115	\$81,654,280	\$28,976,593	917	\$5,282,735	\$6,510,992
Texas†	\$218,802,411	\$379,118,329	\$117,407,252	4,656	\$23,850,426	\$29,005,625
Utah†	\$49,705,871	\$81,046,227	\$27,421,613	951	\$5,624,299	\$6,184,792
Virginia†	\$45,501,755	\$74,484,731	\$29,126,984	1,042	\$5,242,549	\$6,776,008
Vermont†	\$22,679,341	\$33,763,055	\$11,771,890	374	\$2,885,878	\$2,793,421
Washington*	\$-	\$-	\$-	-	\$-	\$-
Wisconsin†	\$82,053,611	\$124,911,336	\$40,745,618	2,326	\$9,684,522	\$10,789,292
West Virginia*	\$-	\$-	\$-	-	\$-	\$-
Wyoming*	\$-	\$-	\$-	-	\$-	\$-
United States	\$3,429,165,789	\$7,654,480,040	\$2,405,196,501	68,827	\$508,505,419	\$589,246,909

* Missing values may not mean zero hunters. Sample sizes were too small to accurately estimate the number of hunters. † Small sample size (N = 10 to 30). Use results with caution. †† North Dakota has expressed concerns regarding its estimates from the 2011 National Survey. Use with caution. Definitions: Retail Sales – the dollars spent by hunters; Total Multiplier Effect – the total amount of spending that occurs in the economy as a result of hunters' spending; Salaries and Wages: total amounts paid to employers and small business owners in companies that serve hunters or support businesses who directly serve hunters; Jobs – the number of positions supported in businesses directly and indirectly serving hunters; Tax Revenues – the receipts received from businesses and individuals who directly and indirectly serve hunters.

Economic Contributions from Upland Gamebird Hunting in 2011* (quail, grouse, pheasant)

State	Retail Sales	Total Multiplier Effect	Salaries & Wages	Jobs	State & Local Taxes	Federal Taxes
Alaska*	\$-	\$-	\$-	-	\$-	\$-
Alabama*	\$-	\$-	\$-	-	\$-	\$-
Arkansas*	\$-	\$-	\$-	-	\$-	\$-
Arizona†	\$45,439,600	\$78,328,677	\$28,506,245	744	\$5,832,517	\$6,395,582
California	\$118,679,677	\$229,141,064	\$92,141,415	3,374	\$16,750,893	\$20,590,038
Colorado†	\$62,935,565	\$101,866,325	\$33,893,965	921	\$7,170,949	\$8,361,012
Connecticut†	\$106,927,856	\$152,743,302	\$38,813,876	1,296	\$10,698,822	\$12,353,321
Delaware*	\$-	\$-	\$-	\$-	\$-	\$-
Florida*	\$-	\$-	\$-	\$-	\$-	\$-
Georgia*	\$-	\$-	\$-	\$-	\$-	\$-
Hawaii*	\$-	\$-	\$-	\$-	\$-	\$-
Iowa†	\$26,399,360	\$39,014,115	\$13,273,809	528	\$2,737,355	\$3,188,927
Idaho*	\$-	\$-	\$-	\$-	\$-	\$-
Illinois†	\$105,997,790	\$189,777,966	\$67,072,178	1,489	\$12,735,185	\$15,402,261
Indiana*	\$-	\$-	\$-	\$-	\$-	\$-
Kansas	\$147,454,811	\$218,973,301	\$79,940,798	2,311	\$16,632,666	\$18,006,892
Kentucky*	\$-	\$-	\$-	\$-	\$-	\$-
Louisiana*	\$-	\$-	\$-	\$-	\$-	\$-
Massachusetts†	\$14,795,319	\$25,649,087	\$9,411,983	228	\$1,999,190	\$2,349,721
Maryland*	\$-	\$-	\$-	\$-	\$-	\$-
Maine†	\$40,480,145	\$63,377,731	\$22,382,106	836	\$4,572,397	\$4,942,543
Michigan†	\$64,223,022	\$101,446,367	\$31,989,231	1,206	\$8,144,926	\$8,582,290
Minnesota†	\$53,673,724	\$90,730,379	\$30,407,533	875	\$6,363,841	\$7,564,581
Missouri*	\$-	\$-	\$-	\$-	\$-	\$-
Mississippi*	\$-	\$-	\$-	\$-	\$-	\$-
Montana†	\$81,456,962	\$105,847,344	\$26,615,067	1,086	\$8,878,523	\$8,666,861
North Carolina*	\$-	\$-	\$-	\$-	\$-	\$-
North Dakota††	\$25,155,850	\$34,900,589	\$12,916,806	384	\$3,196,325	\$2,789,886
Nebraska†	\$30,226,572	\$46,952,775	\$15,522,648	536	\$3,422,587	\$3,692,928
New Hampshire*	\$-	\$-	\$-	\$-	\$-	\$-
New Jersey*	\$-	\$-	\$-	\$-	\$-	\$-
New Mexico*	\$-	\$-	\$-	\$-	\$-	\$-
Nevada†	\$11,824,165	\$17,402,043	\$6,115,729	158	\$1,240,505	\$1,415,813
New York†	\$187,480,566	\$311,059,254	\$111,839,870	2,279	\$25,943,053	\$27,343,570
Ohio*	\$-	\$-	\$-	\$-	\$-	\$-
Oklahoma*	\$-	\$-	\$-	\$-	\$-	\$-
Oregon*	\$-	\$-	\$-	\$-	\$-	\$-
Pennsylvania†	\$23,534,267	\$34,817,605	\$11,115,643	493	\$2,680,999	\$3,194,104
Rhode Island†	\$2,511,326	\$4,051,883	\$1,522,719	37	\$314,957	\$347,328
South Carolina*	\$-	\$-	\$-	\$-	\$-	\$-
South Dakota	\$223,901,906	\$306,993,856	\$111,032,774	4,496	\$20,433,483	\$25,936,236
Tennessee*	\$-	\$-	\$-	\$-	\$-	\$-
Texas*	\$-	\$-	\$-	\$-	\$-	\$-
Utah†	\$36,118,466	\$61,269,913	\$24,860,144	3,532	\$3,992,137	\$5,421,907
Virginia*	\$-	\$-	\$-	\$-	\$-	\$-
Vermont*	\$-	\$-	\$-	\$-	\$-	\$-
Washington*	\$-	\$-	\$-	\$-	\$-	\$-
Wisconsin†	\$61,304,664	\$96,508,223	\$29,185,485	1,382	\$6,634,236	\$7,489,977
West Virginia*	\$-	\$-	\$-	\$-	\$-	\$-
Wyoming*	\$-	\$-	\$-	\$-	\$-	\$-
United States	\$2,883,181,139	\$5,813,215,560	\$1,743,536,549	50,986	\$400,862,991	\$455,713,808

* Missing values may not mean zero hunters. Sample sizes were too small to accurately estimate the number of hunters. † Small sample size (N = 10 to 30). Use results with caution. †† North Dakota has expressed concerns regarding its estimates from the 2011 National Survey. Use with caution. Definitions: Retail Sales – the dollars spent by hunters; Total Multiplier Effect – the total amount of spending that occurs in the economy as a result of hunters' spending; Salaries and Wages: total amounts paid to employers and small business owners in companies that serve hunters or support businesses who directly serve hunters; Jobs – the number of positions supported in businesses directly and indirectly serving hunters; Tax Revenues – the receipts received from businesses and individuals who directly and indirectly serve hunters.



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LAYOUT AND DESIGN

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REPORT CITATION & BACKGROUND

Southwick Associates. *Hunting in America: An Economic Force for Conservation*. Produced for the National Shooting Sports Foundation in partnership with the Association of Fish and Wildlife Agencies. 2012.

Data sources for "U.S. Hunting by the Numbers" and "Hunting Quick Facts:" U.S. Department of the Interior, *Fortune Magazine*, National Shooting Sports Foundation and Southwick Associates.

Methodology: Data were obtained from the U.S. Fish and Wildlife Service's 2011 National Survey of Fishing, Hunting and Wildlife-Associated Recreation. Impacts were developed using IMPLAN from MIG, Inc. of Stillwater, MN. Special notes include:

For some expenditures, the state where the purchases were made were not identified. These were assigned to the hunter's state of residence.

The estimates of hunter numbers and days does not exactly match numbers reported by the USFWS. The sum of the state-level numbers are reported here, whereas the USFWS calculated a single number at the national level. Either method is appropriate.

The expenditures reported here may be higher than those reported by the USFWS. This is due to expenditures made by an individual for both fishing and hunting. In such cases, the USFWS reports these separately and not part of their hunting-only estimates. In this report, such expenditures are prorated into hunting and fishing portions based on the individual's total days of hunting and fishing, and then assigned to each activity as appropriate. Either approach, the USFWS's or the method used here, is acceptable.

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