



► Fish & Wildlife Economics & Business Consulting

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**November, 2003**

Welcome to the first issue of the **Southwick Newsletter**, focusing on the economic issues related to fish, wildlife and conservation. This newsletter highlights new economic information from our research and others, and helps explain how sound economic data can advance conservation efforts. Articles are listed below, with additional information available from our web site [www.southwickassociates.com](http://www.southwickassociates.com)

### **News Topics**

- **Methods for Recovering Mussel Kill Damages**
- **The Sport of Spring Turkey Hunting**
- **Angler's: Who are they and what they spend**
- **Economic Impacts of Hunting and Fishing in the U.S.**
- **Hunting, Fishing and Wildlife Viewing in Missouri**

### **Information summaries:**

#### **First Ever Methods For Recovering Mussel Kill Damages Now Available. Part of the AFS's Fish Kill Valuation Guidelines.**

For years, resource agencies have depended on the American Fisheries Society for data assigning a value to fish lost in fish kills. Under contract, Southwick Associates and Andy Loftus of Professional Natural Resources Consulting Services have completed the latest edition. In addition to fish, the latest additional allows resource agencies, for the first time, to recover damages for freshwater mussel kills. Mussels are a critical component of major freshwater systems. Often overlooked, many mussel species are highly endangered. With support from the Freshwater Mussel Conservation Society, U.S. Fish and Wildlife Service, National Fish and Wildlife Foundation, the Illinois DNR and more, we have designed and developed mussel valuation techniques. The new simple, low-cost techniques allow states to receive financial compensation for mussel kills, and by their presence, will encourage waterway users to minimize practices that can potentially harm mussels. Copies of the handbook can be ordered directly from the [American Fisheries Society](http://www.americanfisheriesociety.org).

#### **The Sport of Spring Turkey Hunting: A Seasonal Bonanza for Rural Economies**

Spring turkey hunting in the United States draws sportsman to the field during a season when other hunting options are essentially not available. The money

these hunters spend on gearing up, obtaining licenses, travel and lodging, habitat enhancements and other expenses not only benefits rural communities, but also has an overall ripple effect on the economy. In 2003, more than two million spring turkey hunters spent \$784 each on hunting products and services, for a total expenditure of an estimated \$1.795 billion. The multiplier effect of these expenditures, which includes employees spending their paychecks, retailers spending their receipts on more inventory, and other factors stimulated an additional \$4.4 billion in U.S. economic activity. These financial impacts are detailed in a Southwick Associates report on the “2003 Economic Contributions of Spring Turkey Hunting” which was commissioned by the National Wild Turkey Federation. Telephone interviews of 1400 spring turkey hunters conducted by Responsive Management, Inc. of Harrisonburg, VA provided data for this report. A copy of the report can be [downloaded free](#) at the Southwick Associates website.

### **Anglers: Who Are They And What They Spend**

For the first time, a comprehensive study has been published defining the demographics and expenditures of anglers in the United States. “Today’s Angler,” published by the American Sportfishing Association, is a compendium of information that is essential for all of those who market their products or provide services to sport fishermen. For this report, Southwick Associates analyzed data from the U.S. Fish and Wildlife Service’s 2001 National Survey of Fishing, Hunting and Wildlife-Associated Recreation. Results are defined for saltwater, freshwater and Great Lakes fishing, and also for six regions and the nation. The average age, income, education levels and other demographics are reported regionally and for those targeting specific species. Angler expenditures are also analyzed by region, by target species, and for different product categories. “Avid anglers”, as defined in this report, make up only 10% of the anglers surveyed but were found to spend more money and days on the water overall than the bulk of “average anglers.” More information on the report and ordering details are available at <http://www.asafishing.org/content/statistics/demographics/>.

### **Economic Impacts of Hunting and Fishing**

Fishing and hunting not only provide recreational opportunities for many Americans, but these outdoor sports also provide a strong stimulus to the United State’s economy. In 2002, Southwick Associates completed an economic analysis of hunting for the International Association of Fish and Wildlife Agencies and a companion report on fishing for the American Sportfishing Association. The numbers in these reports are staggering. For instance, 13 million Americans 16 years of age or older hunted in 2001, generating about \$25 billion in retail sales, \$17 billion in salaries and wages, and resulting in employment for about 575,000 people. Fishing has an even greater economic impact, with more than 44.3 million anglers spending \$41.5 billion and a resulting in ripple effects totaling \$116 billion in 2001. Free copies of these reports can be downloaded at <http://www.southwickassociates.com/freereports/default.aspx>.

## **Hunting, Fishing and Wildlife Viewing in Missouri**

Hunting, fishing and other types of wildlife-oriented recreation provide considerable revenue and economic benefits that disseminate from rural areas to every corner of a state. By understanding the demographics, habitat use and spending patterns of hunters, anglers and other wildlife users, state resource managers are better able to manage wildlife and the natural environment. The recent Southwick Associates' report on the economic benefits of hunting, fishing and wildlife viewing in Missouri provides such pertinent information. For this report, commissioned by the Missouri Department of Wildlife Conservation, Southwick Associates analyzed 2001 U.S. Fish and Wildlife Service data to provide a comprehensive view of wildlife-related activities and the benefits these provide throughout Missouri. Copies of this report can be downloaded free from [Southwick Associates](#).

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**Southwick Associates, Inc.** specializes in natural resource & environmental economics. Our staff is comprised of economics and statistics professionals throughout the U.S. who have in-depth experience measuring the values, benefits and revenues possible from fish, wildlife, and water-related natural resources. We can help clients better address many legal, legislative and public communication issues through the practical application of reliable and accurate economic information.

For information and other reports, visit our web site at [www.southwickassociates.com](http://www.southwickassociates.com)

### **Our Next Issue will include:**

**USCG Boating Accident Analyses, Hunting License Sales and Solving the "Churn" Issue, wildlife viewing economics, and more!**