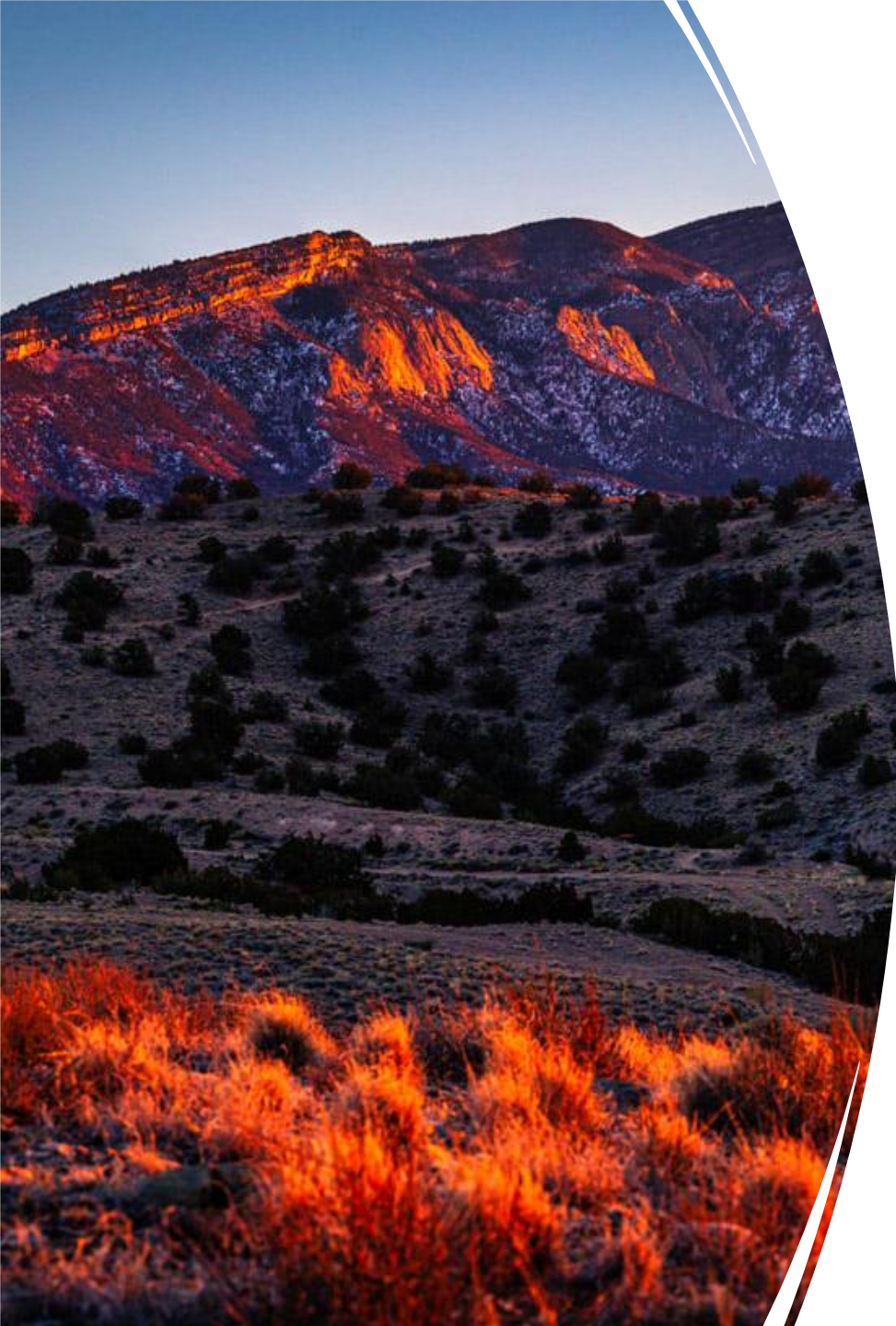




NEW MEXICO'S ELK HUNTING ECONOMY

PRESENTATION BY THE NEW MEXICO COUNCIL OF OUTFITTERS AND GUIDES



HUNTING INDUSTRY

- NM's big game populations managed by the NM Dept. of Wildlife (NMDOW)
 - NMDOW issues hunting licenses
 - Public Land licenses through the Big Game Draw
 - Private land licenses through private landowners, via landowner authorization
 - Hunters pay a statutorily determined cost for their hunting license
 - Resident hunters receive price preference in license cost
 - Non-Residents pay between 2 & 20 times more for a license than residents, depending on game species
- Money generated by license sales used to fund NMDOW conservation efforts for game and non-game species.
- License sales establish hunting as an activity within the Outdoor Recreation Economy
 - Money generated by hunting industry (outside of license sales) is considered tourism revenue

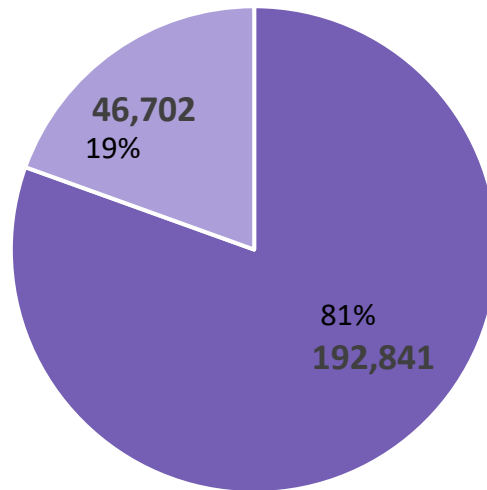
LICENSE COSTS

<u>License Type</u>	<u>Resident</u>	<u>Non-Resident</u>
Aoudad (Barbary Sheep)	\$123	\$360
Bear	\$58	\$360
Bighorn Sheep Ram	\$153	\$3,510
Cougar	\$58	\$360
Deer	\$53	\$610
Elk - Bull	\$93	\$985
Elk - Either Sex	\$93	\$760
Elk - Cow	\$63	\$560
Ibex	\$113	\$1,610
Javelina	\$58	\$165
Oryx (Gemsbok)	\$178	\$1,610
Pronghorn Antelope	\$63	\$410
Turkey	\$35	\$125
Trapper	\$50	\$500
Fishing	\$35	\$90
Non-resident Shed Hunting License		\$200

2025 NMDOW LICENSE SALES & REVENUE

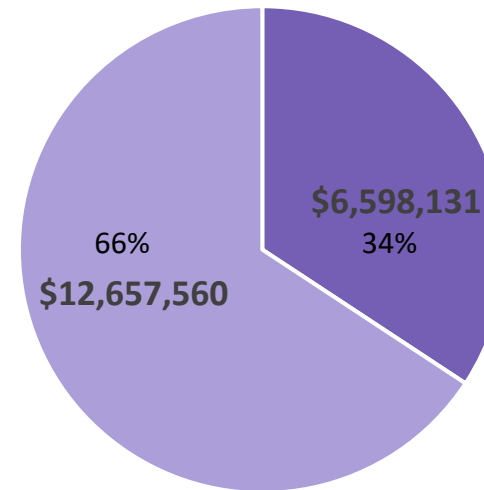
(HUNTING & FISHING)

Licenses Sold



■ Resident ■ Nonresident

License Revenue

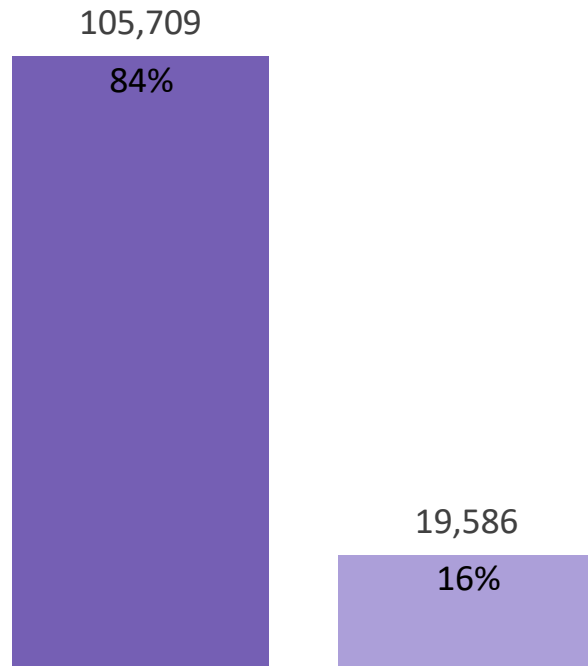


■ Resident ■ Nonresident

2025 NMDOW LICENSE SALES & REVENUE

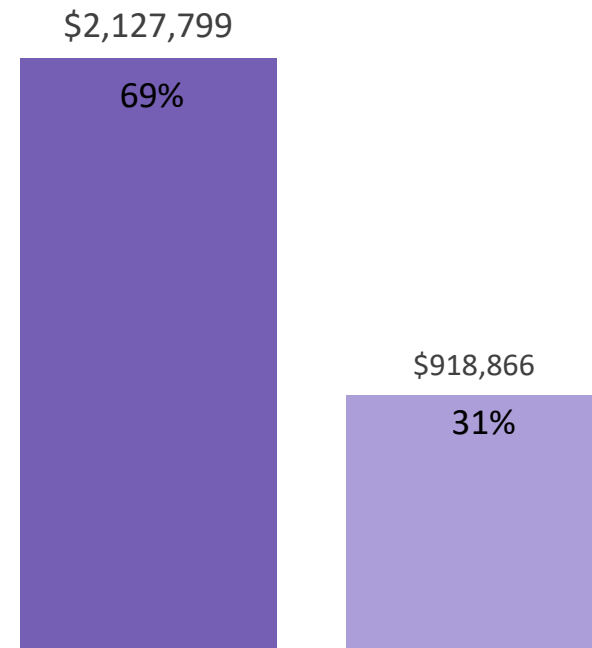
(FISHING)

Licenses Sold



Fishing

Revenue

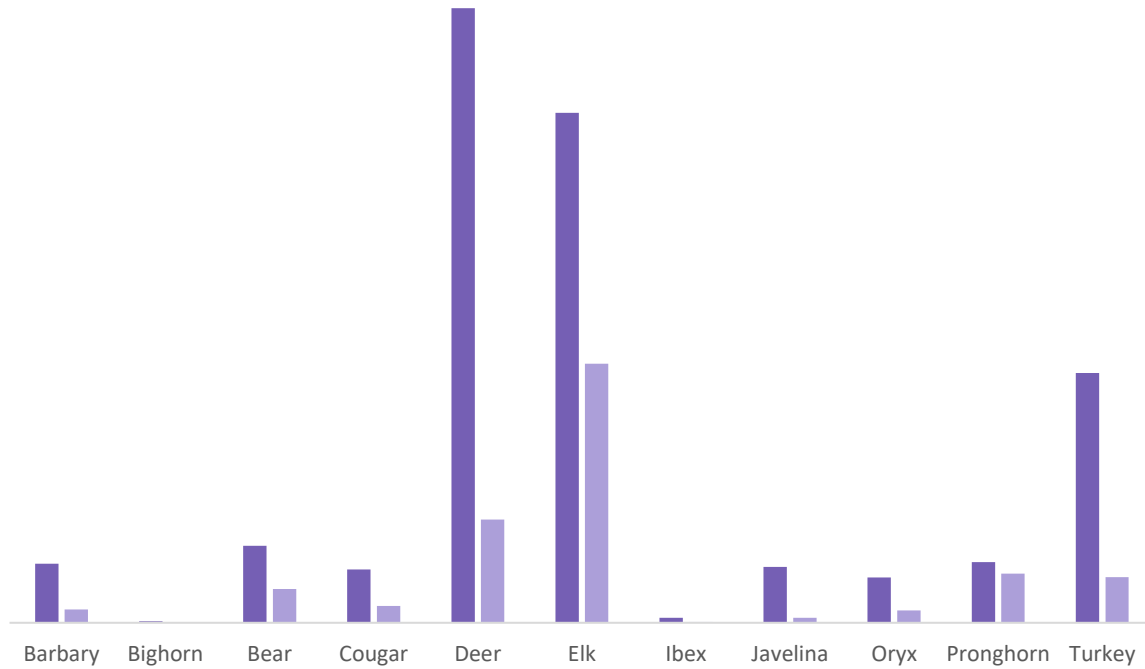


Fishing

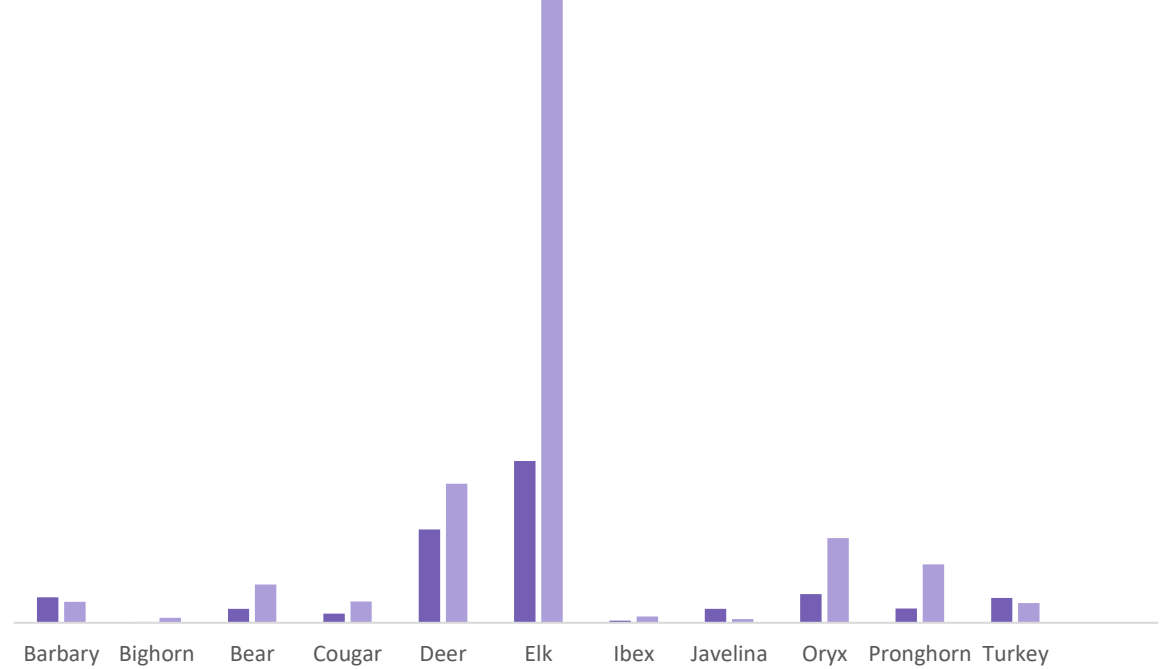
2025 NMDOW LICENSE SALES & REVENUE

(BIG GAME HUNTING)

Licenses Sold



Revenue



PUBLIC LAND ELK HUNTING LICENSE STRUCTURE

Elk Hunting Licenses awarded to hunters through a straight lottery draw system

- Resident/Non-resident Quota and Statutory non-resident restrictions apply
 - 84% to NM resident hunters
 - 10% outfitter pool (resident or non-resident)
 - 6% non-resident DIY hunters
- Other Statutory restrictions
 - 100% cow elk permits are resident only
 - 100% of all WMA permits are resident only
- Over 90% of all public land hunting opportunity is reserved **exclusively** for NM resident hunters



A photograph of two elk with large, velvet-covered antlers standing in a field. One elk is on the left, facing right, and the other is on the right, facing left. They are positioned near a tree trunk. The ground is covered with dry leaves and grass. The background is a soft-focus field of tall grass.

PRIVATE LAND ELK HUNTING AND WHY IT EXISTS

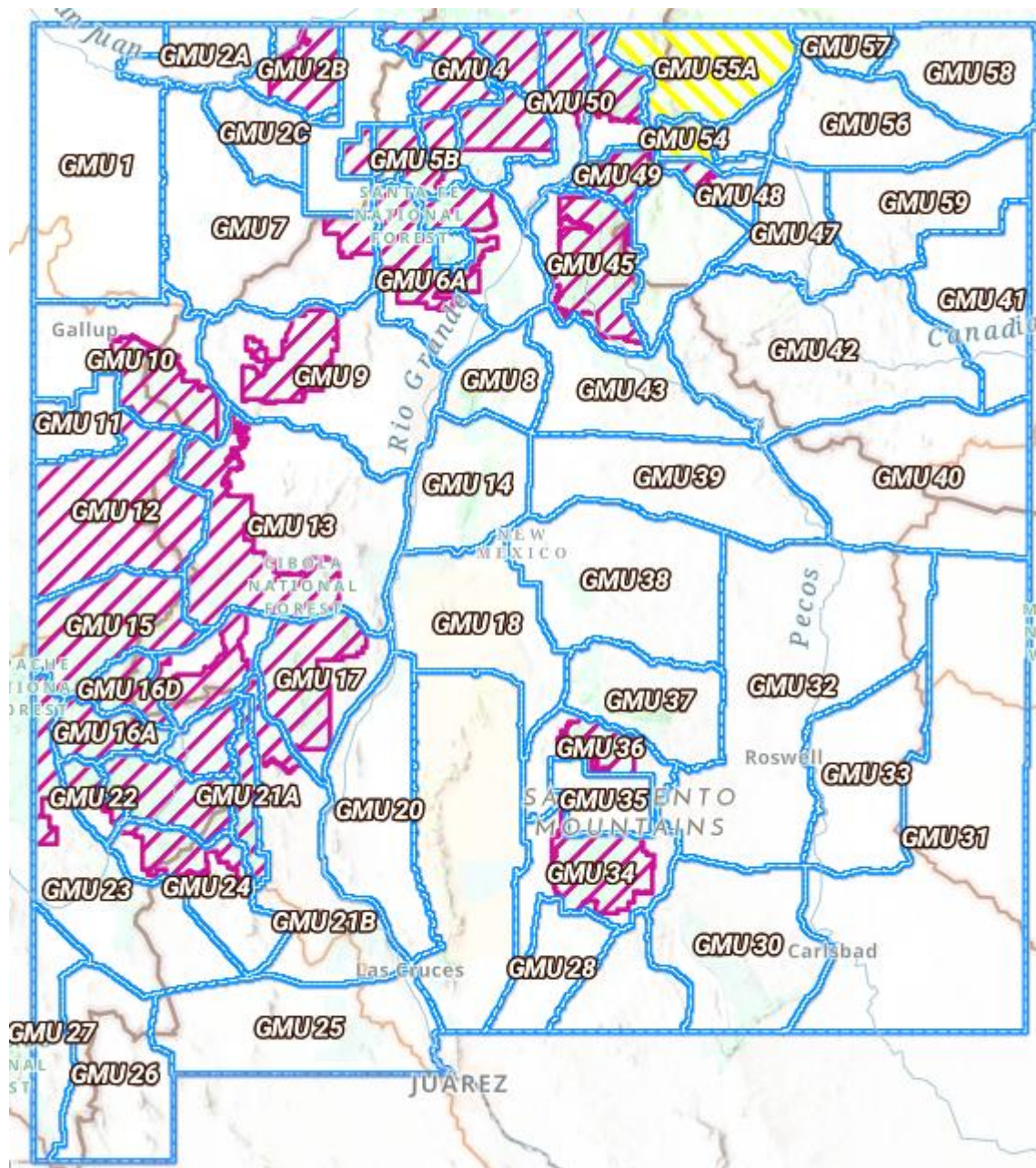
- Roughly 50% of NM's landmass is private property.
 - Private landowners are providing essential habitat and water resources for wildlife.
- NM has a very large rural population (Compared to AZ where much of the state population is urban)
 - Agricultural operators forced to deal with wildlife on private land competing with income producing assets.
 - Elk management necessary. Private land licenses **established in statute in 1989**
- NM is the 4th most biologically diverse state in the country
 - Due to successful relationships between the NM Dept. of Wildlife and private landowners.

A photograph of two elk with large, velvet-covered antlers standing in a field of dry grass and fallen leaves. One elk is on the left, facing right, and the other is on the right, facing left. They are positioned near a dark, leafless tree branch. The image is partially obscured by a white curved line on the right side.

PRIVATE LAND ELK HUNTING LICENSE STRUCTURE

Elk Hunting Licenses are awarded to hunters through the private landowner as authorizations under the EPLUS program

- Landowners apply for system and are allocated permits through a matrix to establish beneficial use.
 - Permits are either Ranch Only (RO) or Unit Wide (UW)
 - UW permits allow landowners to access public land in exchange for providing public land hunters with access to the deeded acreage of the ranch.
 - A GIS mapping of all unit wide ranches statewide is available on the NMDOW website.
- Authorizations are fully transferable and can be donated, given, sold, or used by the landowner
 - Permits are **equal opportunity** & any sale of the permit includes access to hunt on private land



Game Management Units



Elk Management Zones



Primary Management Zone



Special Management Zone

Primary Management Zone – These are areas of the state where elk license numbers are set by the commission, harvest objectives are determined, and the distribution of public elk licenses and private-land authorizations is strictly regulated and distributed through an acre-based formula.

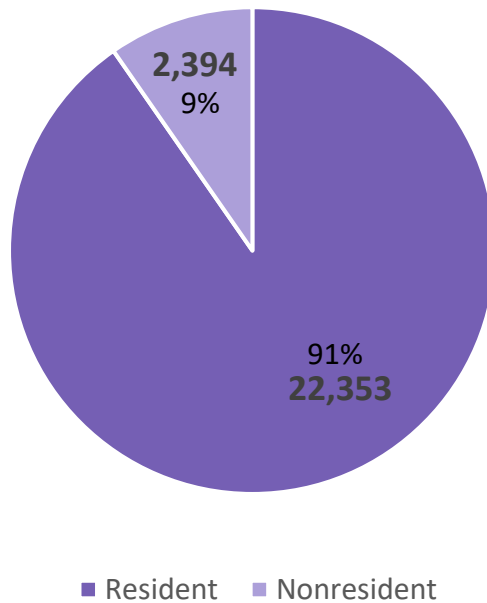
Special Management Zone – These areas are in quality elk habitat areas, but most land is owned by private entities. Private-land authorizations on these ranches are allocated through a negotiation between the department and the ranch managers.

Secondary Management Zone – These areas are outside the Primary and Special Management Zones where no specific management goals are set. In these areas, private-land licenses are available over-the-counter; however, individuals must have a Ranch Code to purchase a license. In addition, hunters must obtain written permission from the landowner.

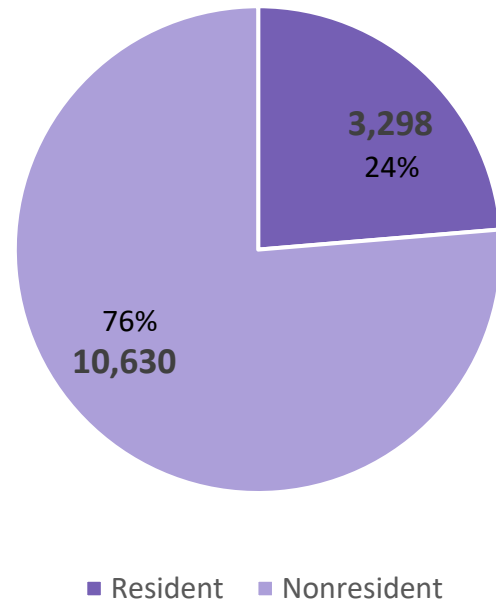
ELK LICENSES

(PUBLIC & PRIVATE LAND)

Public Land Draw



EPLUS & SMZ Elk Licenses



Elk License Revenue

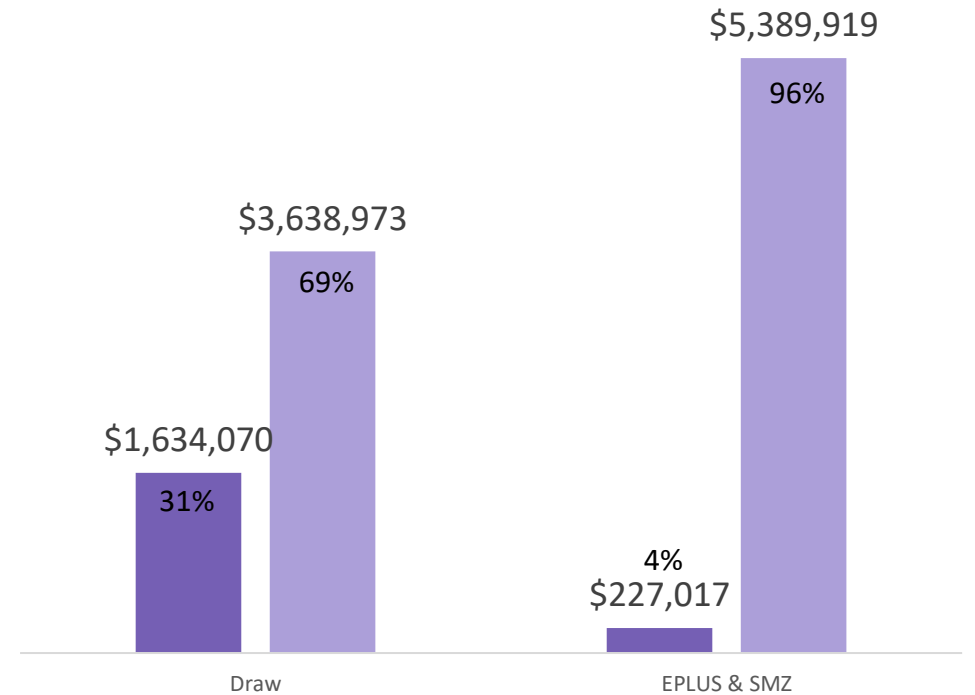


Table 3. Direct Spending by Nonresident Guided Hunters in New Mexico.

	Elk	Pronghorn	Deer	Sheep	Other species	All guided hunting
Outfitter fees & tips	\$96,074,737	\$7,310,837	\$8,900,461	\$1,807,135	\$9,838,175	\$123,931,345
Trip related expenses*	\$18,731,818	\$2,367,853	\$2,559,563	\$547,865	\$4,573,493	\$28,780,592
Equipment	\$7,377,460	\$770,703	\$1,381,468	\$147,142	\$163,882	\$9,840,655
Other expenses	\$3,754,897	\$161,327	\$344,568	\$32,992	\$753,237	\$5,047,021
Total spent in New Mexico **	\$125,938,912	\$10,610,719	\$13,186,059	\$2,535,135	\$15,328,788	\$167,599,613

* Includes half of airfare to get to New Mexico.

** Spending received by businesses out of state for travel to New Mexico, for airfare, care rental, and fuel are excluded except where noted above.

Table 4. Nonresident Guided Per Hunter Spending.

	Elk	Pronghorn	Deer	Sheep	Other species	All guided hunting
Outfitter fees & tips	\$9,154	\$4,620	\$4,864	\$5,242	\$5,081	\$7,656
Trip -related expenses*	\$1,785	\$1,496	\$1,399	\$1,589	\$2,362	\$1,778
Equipment	\$703	\$487	\$755	\$427	\$85	\$608
Other expenses	\$358	\$102	\$188	\$96	\$389	\$312
Total spent in NM	\$11,999	\$6,706	\$7,207	\$7,353	\$7,917	\$10,353

* Half of airfare paid to visit New Mexico is included considering ground operations and services in the arrival city.





Table 6. Economic Contributions of Nonresident Guided Hunting in New Mexico.

	Elk	Pronghorn	Deer	Sheep	Other species	All guided hunting
Direct spending	\$125,938,912	\$10,610,719	\$13,186,059	\$2,535,135	\$15,328,788	\$167,599,613
Jobs	5,395	397	448	87	489	6,816
Salaries & wages	\$98,375,738	\$7,354,467	\$8,575,594	\$1,654,709	\$9,475,254	\$125,435,762
Value added (GDP contribution)	\$124,814,152	\$9,777,517	\$11,425,869	\$2,198,782	\$12,889,639	\$161,105,958
Total output (or multiplier effect)	\$166,669,269	\$13,246,082	\$15,885,465	\$3,026,844	\$18,414,535	\$217,242,195
State & local tax effects	\$5,771,823	\$422,692	\$557,341	\$108,152	\$673,733	\$7,533,742

Table E-2: Economic Contributions from Nonresident Hunters and Anglers in New Mexico

	Hunting and Fishing
Direct spending	\$232,506,221
Jobs	8,733
Salaries & wages	\$168,154,745
GDP contributions	\$221,258,107
Total multiplier effect (output)	\$306,392,674
State & local tax effects	\$11,985,870

Table E-1: Total Spending by Nonresident Hunters and Anglers in New Mexico

	Elk	Pronghorn	Deer	Sheep	Hunting other species	Fishing	Total
Outfitter Fees & Tips	\$96,074,737	\$7,310,837	\$8,900,461	\$1,807,135	\$9,838,175	\$31,934,055	\$155,865,400
Trip Related Expenses	\$18,731,818	\$2,367,853	\$2,559,563	\$547,865	\$4,573,493	\$28,712,835	\$57,493,427
Equipment	\$7,377,460	\$770,703	\$1,381,468	\$147,142	\$163,882	\$3,086,175	\$12,926,830
Repair & other services	\$3,723,045	\$161,327	\$337,979	\$32,992	\$753,237	\$0	\$5,008,580
Other	\$31,852	\$0	\$6,589	\$0	\$0	\$1,173,543	\$1,211,984
Total	\$125,938,912	\$10,610,719	\$13,186,059	\$2,535,135	\$15,328,788	\$64,906,608	\$232,506,221

* Spending received by out of state businesses and individuals, such as airlines, fuel and food purchased prior to departure are excluded.



	Elk	Pronghorn	Deer	Sheep	Hunting Other Species	Fishing	Total
License Fees Paid to the State	\$5,835,434	\$572,890	\$738,083	\$207,617	\$1,516,444	\$1,019,222	\$9,889,689
Payments to Landowners for EPLUS Permits*	\$30,839,848	N/A	N/A	N/A	N/A	N/A	\$30,839,848
Gross Receipts Taxes Paid by Outfitters	\$6,428,123	\$567,686	\$716,047	\$145,399	\$822,216	\$2,372,232	\$11,051,704

*This total includes revenue from unguided hunters.

QUESTIONS?

