



Natural Resource Enterprises: Diversifying Income and Conservation on Private Lands

**Lonoke
Workshop**

August 27, 2013

Recreational Access

► Recreation on Private Lands

- ▷ Hunting
- ▷ Fishing
- ▷ Wildlife watching
- ▷ Horse trail riding
- ▷ Agritainment
- ▷ Bed & breakfast



NO

TRESPASSING

**VIOLATORS
WILL BE SHOT
SURVIVORS
WILL BE
SHOT AGAIN**

Outdoor Recreation in USA

- ▶ Participants - 90 million
- ▶ Expenditures – \$145 billion (US) spent
- ▶ Hunting - \$34 billion
- ▶ Fishing - \$42 billion
- ▶ Wildlife watching - \$55 billion



Outdoor Recreation in Arkansas

- ▶ Hunting
 - ▷ \$789 million
- ▶ Fishing
 - ▷ \$425 million
- ▶ Wildlife watching
 - ▷ \$607 million
- ▶ Total expenditures
 - ▷ \$1.8 billion



Outdoor Recreation in Mississippi

- ▶ Hunting
 - ▷ \$1.2 billion – impact
- ▶ Fishing
 - ▷ \$690 million
- ▶ Wildlife watching
 - ▷ \$791 million
- ▶ Total economic impact
 - ▷ \$2.7 billion
 - ▷ 71,435 jobs created



Outdoor Enterprises in Mississippi

▶ Agritourism

- ▶ \$3,425,834 – economic impact
- ▶ 42 jobs created



Outdoor Enterprises in Mississippi

- ▶ Horse trail riding
 - ▶ \$3,583,135
 - ▶ 46 jobs created



Outdoor Enterprises in Mississippi

- ▶ Gun range operations
 - ▷ \$7,887,355 – economic impact
 - ▷ 139 jobs created
- ▶ Paintball sports
 - ▷ \$6,143,931
 - ▷ 71 jobs created



Outdoor Enterprises in Mississippi

- ▶ \$50,669,390 – total economic impact
- ▶ Supporting 748 full- and part-time jobs



Rural Land Values with Recreation

- ▶ \$631 per acre increase
- ▶ 52% increase
- ▶ Forests
- ▶ 14% of properties leased for hunting
 - ▷ Earned \$20.72/acre
 - ▷ Mean acreage 183 A's



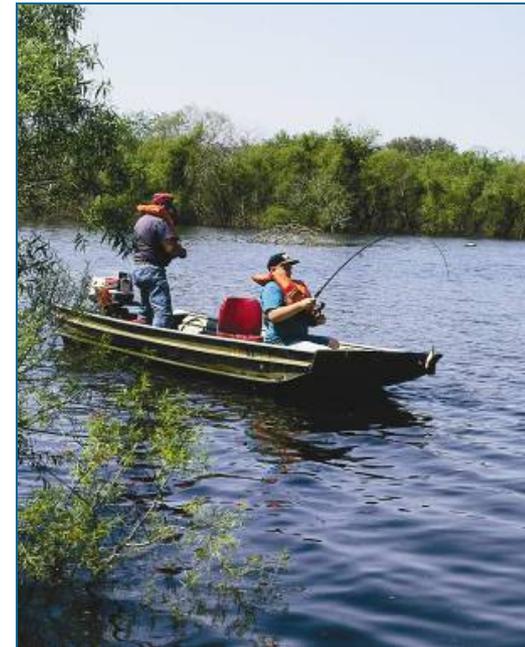
Lease Prices in Mississippi

- ▶ Price ranges
 - ▷ Range: \$5 - \$150/A/yr
 - ▷ 2 tracts @ \$150/A
 - ▷ 6 tracts @ \$50/A or >\$
 - ▷ 4 tracts @ \$35/A
 - ▷ 26 tracts @ \$25/A
- ▶ 1 acre @ \$25/A earns \$1,000 over 40 years



Fee Fishing

- ▶ Growing demand
- ▶ Conducted with fee hunting
- ▶ Fish management
- ▶ Amenities
- ▶ Pricing - \$200–\$400/day
 - ▷ Lodging with trophy bass fishing



Horse Trail Riding

- ▶ 4 million horses owned for pleasure
- ▶ Public land managers downsizing
 - ▷ Cooperatives with public land managers
- ▶ Lodging and hookups
- ▶ Liability issues



Birding

- ▶ Over 25% of Americans participate
 - ▷ Spending \$32 billion
 - ▷ Increasing demand
- ▶ Compatible with hunting
- ▶ Package arrangements
- ▶ Advertising and publicity
- ▶ Pricing – \$50–\$300/day



Other Enterprise Opportunities

- ▶ Bed & breakfast
- ▶ Music
- ▶ Culture
 - ▷ Literature
 - ▷ History
- ▶ Rural appeal
- ▶ Family tradition



Getting Started

- ▶ Diversification of services offered
- ▶ Entertainment business
- ▶ Work with what you have on the land
- ▶ Sustainability of resources



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