



Votes Cast FOR and AGAINST I-161 By House District

Montana Secretary of State Linda McCulloch
Elections and Government Services
sos.mt.gov • soselections@mt.gov

EXHIBIT B 4
DATE 2/13/13
HB 274

House District	FOR	AGAINST
53	1,594	898
54	1,530	779
55	2,498	1,486
56	2,781	1,601
57	3,368	1,827
58	2,403	1,132
59	2,327	1,965
60	2,064	2,005
61	1,599	3,042
62	1,806	1,639
63	2,895	2,169
64	2,035	1,422
65	1,119	744
66	1,721	1,084
67	2,412	1,995
68	2,463	2,276
69	2,564	2,398
70	2,402	2,141
71	2,108	2,644
72	1,502	2,193
73	1,713	1,244
74	2,016	1,565
75	1,691	1,149
76	1,247	894
77	2,665	2,004
78	1,919	1,419
79	2,251	1,633
80	2,201	1,547
81	1,835	1,282
82	2,200	1,671
83	2,272	2,056
84	2,239	2,126
85	1,333	929
86	1,975	1,603
87	1,921	2,744
88	1,816	1,975
89	1,995	2,613
90	1,897	2,128
91	1,607	1,652
92	1,949	2,295
93	1,870	1,579
94	1,835	1,625
95	1,704	1,532
96	1,595	1,373
97	1,836	1,408
98	1,950	1,813
99	1,786	1,592
100	1,750	1,717
Totals	187,870	161,201



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House District	Votes FOR I-161	Votes AGAINST I-161
1	1,401	1,643
2	1,828	2,137
3	1,535	1,735
4	1,877	1,753
5	2,016	2,398
6	2,129	2,532
7	1,494	1,595
8	1,338	1,325
9	1,991	2,633
10	1,976	2,374
11	2,020	2,170
12	1,510	1,849
13	2,139	2,583
14	1,832	2,241
15	1,108	1,209
16	821	755
17	1,391	2,205
18	2,313	1,812
19	2,037	1,549
20	1,524	1,064
21	1,697	1,118
22	1,291	878
23	1,212	825
24	870	553
25	2,426	1,495
26	1,696	1,046
27	1,451	1,531
28	1,988	1,589
29	1,906	1,970
30	2,109	2,143
31	1,359	815
32	933	1,007
33	1,801	1,085
34	1,584	1,153
35	1,986	1,855
36	1,820	1,777
37	2,064	1,446
38	2,066	1,420
39	1,736	2,277
40	1,725	1,105
41	998	907
42	1,452	1,282
43	2,228	1,478
44	2,128	943
45	2,141	1,554
46	3,468	1,815
47	2,510	1,334
48	1,983	976
49	1,588	924
50	2,199	1,209
51	1,194	670
52	1,722	851

MONTANA SECRETARY OF STATE LINDA MCCULLOCH
2010 STATEWIDE GENERAL ELECTION CANVASS



INITIATIVE NO. 151	
FOR	AGAINST
1,502	2,193
2,205	1,755
907	803
1,232	1,186
2,587	2,137
224	451
15,066	10,340
1,208	974
2,214	1,708
388	435
2,098	1,410
2,108	1,181
551	455
2,590	2,335
14,104	16,030
16,562	13,220
193	449
1,203	1,219
196	189
593	815
3,556	1,955
2,971	2,325
412	619
4,529	5,041
10,890	10,667
476	389
3,229	2,780
1,502	2,055
411	420
359	448
819	956
18,741	17,697
1,081	761
3,012	3,703
114	128
783	917
541	1,059
244	811
958	1,184
289	293
7,629	9,480
2,039	1,466
1,604	1,143
1,074	1,074
2,300	2,784
792	724
6,667	4,662
1,945	1,735
486	1,208
1,103	1,545
806	759
172	195
1,760	1,473
432	432
196	247
32,453	17,330
187,670	161,201

Settlers in America came from a land where only nobility and the wealthy had access to wildlife and we decided to do things differently in North America. Wildlife belonged to everyone. This initially led to a slaughter of wildlife for subsistence and for sale. From Passenger Pigeons to Buffalo wildlife was disappearing until sportsmen, the original conservationists led by Teddy Roosevelt and others acted by self imposing restrictions and even closing seasons. We were among the first here in Montana. The Butte Rod and Gun club started the restoration effort in 1910 paying \$5 per elk to the RR to deliver Yellowstone elk to what is now Fleece Game Range. Other Rod and Gun Clubs quickly joined the movement including what is now Ravalli.

During the Depression when spare money was hard to come by, sportsmen urged the congress to pass a bill to tax guns and ammo sales and return the tax to the states to fund wildlife programs. Where were the outfitters during all of this? A few backcountry outfitters where there were still reasonable herds in the Bob Marshall and elsewhere but no private land outfitting. Because there was no game!!

Sportsmen led and paid for the recovery of wildlife populations in Montana. Now we are finding it more and more difficult to find a place to hunt since the outfitters led the move to accelerate leasing. We believe strongly in private property rights and the right of landowners to do as they wish with their land. We also believe in public rights and that we all own wildlife equally. Outfitters have lost our trust. We want to know who they are selling our wildlife to and how much wildlife they are selling, how much land they are leasing since it seems to embarrass them, and we want them to start to improve the quality of the service they provide. A few good apples don't do much to fix the rot.

We hear outfitters complain about unnecessary regulation and paperwork. A couple friends who hunt all over the west told me to check neighboring states which they said held outfitters to a much higher standard. I went online and sure enough found Idaho has a 71 page set of rules while Wyoming has 12 pages of statutes in very fine print plus 22 pages of rules plus a 14 page memorandum describing in detail how they will behave.

One possible reason the reputation of Montana Outfitters is so bad among Montana resident hunters is because the poor operators are not tolerated in Wyoming or Idaho so many move in to Montana. Guaranteed licenses only made things worse. Clients had trouble drawing elsewhere and came to Montana. According to the Board of Outfitters it appears there was a significant drop in client complaints filed against outfitters after I-161 passed likely because the poor operators no longer were guaranteed clients

We are getting sick and tired of listening to outfitters especially the out of area people from Bozeman or wherever complaining about the terrible economic impact the recent elk archery changes are causing.

Any small business folks here? Like the guy on the commercial asking the kids. Are more customers better than fewer customers?

The Brewer Ranch study was done to compare the social and economic impacts of public access versus outfitting on a big chunk of ground which was in Block Management near Broadus. I pulled two tables out and put them on one page. It pretty clearly shows more bodies in the field means more money on Main Street. While this study is not perfectly accurate today, it serves to illustrate the more is better theory.

The study conclusively found outfitting had a huge negative impact on the local economy compared to Block Management. DIY hunters spent far more in the local economy. Every time a big chunk of property no longer allows Block Management or other public access, it hits Main Street the hardest.

Add to the loss of customers on Main Street businesses, out of area outfitters taking the bulk of the cash back home to Bozeman or wherever. Meanwhile the little guy trying to make a living on his land does put some back in the local economy.

Broadus seems to be the poster child for outfitters sucking local economies dry. In addition to my own story, I have had 2 people tell me they went through or to Broadus hunting during the rut and had no trouble finding a room or a table at the café or a stool at the bar. When the clerk at the motel or the waitress are asked where everybody is, their reply is generally something negative about leasing and out of area hunters having no place to hunt so they go elsewhere.

Where are they going? We are seeing far more licenses from E. Montana around SW Montana and the story is the same. Miles City, Broadus etc, hunters cannot find access so they travel far and boost our economies. It is good for our local economies but no so much back home.

I would encourage the committee to defend sportsmen and local rural economies and send this bill back to the drawing board. Tell outfitters to work with sportsmen not against us and we will support streamlining reporting and finding regulations which make sense and provide us with comfort that your industry is operating at high standards like it used to.

I urge you to support sportsmen and kill this bill to protect hunting outfitters from themselves.



Conservation Tourism Service

Hunter/Angler Access Defense Fund
Outfitters Defending Nationwide Right to Hunt and Fish in Montana

"In a civilized and cultivated country, wild animals only continue to exist at all when preserved by sportsmen. The excellent people who protest against all hunting and consider sportsmen as enemies of wildlife are ignorant of the fact that in reality the genuine sportsman is by all odds, the most important factor in keeping the larger and more valuable wild creatures from total extinction."
 - Theodore Roosevelt

The MOGA Hunter/Angler Defense Fund (MHADF) was established to ensure that non-resident sportsmen will continue to have the opportunity to hunt and fish in Montana.

Trophy hunting and sport fishing, particularly by non-residents, is under increasing pressure in Montana from radical groups both within the state and animal rights activists outside of the state. Although these groups differ in their composition and tactics they both seek the same outcome; reduced hunting and fishing opportunity. The in-state contingent, who purport to be "sportsmen" seek to fracture the hunting and angling community along lines of residence and then significantly restrict non-resident hunting and fishing opportunity. The anti-hunting group just seeks to reduce hunting opportunity and will take what gains they can. In both cases, success is measured by a net loss in opportunity in Montana. Unfortunately they are both making gains.

The anti-hunting pressure from the "anti-everything" organizations is strong and well organized. They have unlimited resources and are using new strategies and building alliances to lobby their agendas. Their relentless efforts to prevent delisting of wolves and grizzly bears and thwart effective and professional management for these species are but one example.

Fringe groups, led by the Montana Wildlife Federation, believe that outfitting services equate to the commercialization of wildlife and profess it to be the same as the outlawed practice of market hunting of years ago. They claim that fees paid for Outfitter services, leasing of land for quality hunting and fishing access, and the purchase of outfitters services for fishing constitute a breach of the Public Trust and that jeopardizes the public's opportunity to enjoy the natural bounty of Montana.

They see reducing the guided non-resident opportunity as a means to enhance their personal opportunity at the expense of others. They ignore the huge contribution to Montana's wildlife and fisheries management system that non-residents make and the vital economic contribution they sustain. Their tactics of misinformation and fear mongering fracture and weaken the overall hunting community; jeopardizing funding for effective management of natural resources in Montana.

Unfortunately, much of the public are misinformed or under informed. As hunters and anglers, we must be vigilant and diligent about relaying the benefits of hunting and fishing to the 70% of people who sit "in the middle". MOGA will continue to take the lead in supporting sound, scientifically based resource management, and our members will continue to serve as active stewards of Montana's natural and cultural heritage.

MOGA is the only organization within Montana that is dedicated to preserving sporting opportunities for non-residents, including the opportunities for guided hunts, floats, and fishing trips. If we want hunting to be around for future generations we must have our story told; that hunters and anglers, regardless of where they live, are the true conservationists

Big Hearts Program

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2012 HONDA FOREMAN WINNER

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MOGA recognizes our members that GIVE BACK!

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Travel Insurance

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In The Spotlight

Hunter/Angler Access Defense Fund Outfitters Defending Nationwide Right to Hunt and Fish in Montana

[More Info...](#)

Outfitter Journal

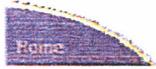
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- placed a cap on non-resident bird licenses
- fought to preserve the non-resident Outfitter Sponsored license
- provided a full time lobbyist during legislative sessions to maintain and extend non-resident opportunities in Montana.

In recent legislative sessions MOGA sponsored and supported legislation that will:

- protect outfitter businesses from frivolous lawsuits through the passage of legislation that recognized inherent risk and waivers of liability in Montana
- created a First Responders program that placed HIGHLY experienced legal council in my corner should my business suffer as serious accident
- allow non-residents to participate in a preference point system; useful in making hunting plans to Montana far more predictable
- split off a portion of the combination licenses for a refund should they be unsuccessful in special permit drawings
- provided greater opportunity for non-resident youth hunter
- reduced significantly the workers compensation payments required by small businesses like mine resulting in a direct savings to me
- reduced the tax burden on business equipment; another direct savings for me as a small business operator

In recent FWP Commission Action MOGA successfully argued for:

- Liberalized black bear seasons
- Extended wolf hunting opportunity
- Adoption of a hybrid (permit/quota) system in Region 2
- Increased limited archery elk permits in the Breaks and outside the Breaks

MOGA Member Call to Action

- Obtain signed letters of Commitment
 - from 100% of the seated Board Members
 - from 100 active MOGA members

The Outfitting industry in Montana generates nearly \$2 million in sustainable tourism each year and provides over \$11 million in state and local taxes as well as millions to the state of Montana for license and tag fees. Help us advocate for your rights by supporting the MOGA Hunter/Angler Defense Fund.

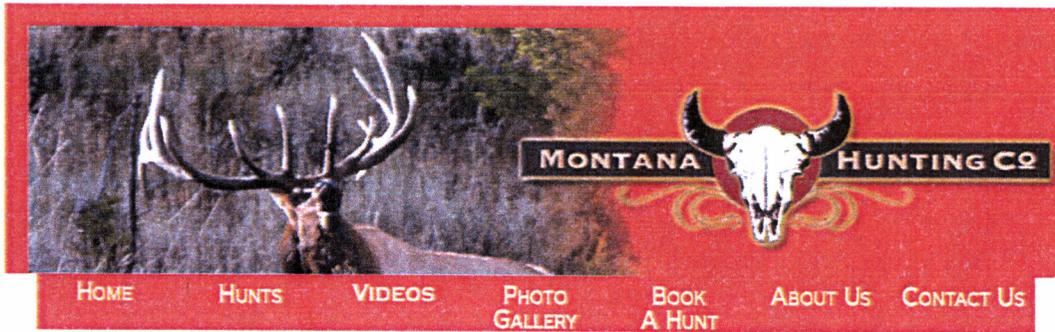
Past Articles

[How to Register for a Guide License](#)

[Montana Outfitters & Guides Association](#)

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Rocky Mountain Elk

Our over arching management goal is to help each Ranch achieve its potential in game management; be it diversity of game animals, size of males or optimum sex and age ratios. We do this by keeping harvest records that include cementum analysis of age, Boone and Crockett scores and phenotypical data. In some instances, we also collect fall age and sex data along with winter population data.

All of this information is analyzed annually to determine harvest strategies for the coming season. We believe that animals should be mature when they are hunted and harvested, regardless of Boone and Crockett scores.

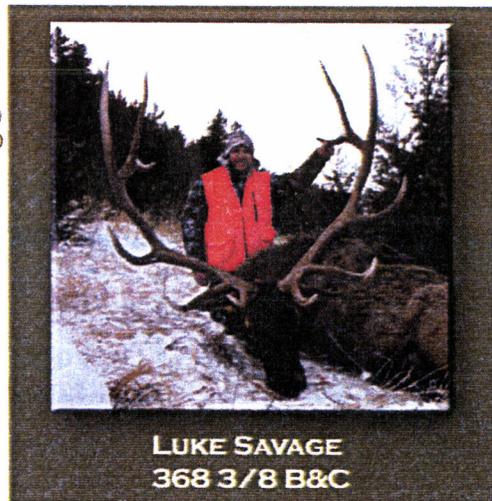
Rocky Mountain Elk hunts are for rifle or archery hunters. We have several high quality Montana ranches that are professionally managed for trophy elk. The Flying D is our premier elk ranch which boasts a herd of 2500 elk. The average bull elk taken on the Flying D Ranch is 9 years old and will gross score 330 or more Boone & Crockett points. Elk hunter success annually is 90 - 95%. Our other ranches are managed for trophies with hunter success being equally as high.

States: Montana
 Dates: September through November.

Ranches and Pricing for 2012 Season:

*Pricing will change for the 2013 season

The Flying D Ranch - \$14,000 - 1x1 - Archery



Rifle - \$10,000 with \$4,000 trophy fee if an elk is harvested or wounded.

The Flying D Ranch is our premier elk hunting destination and is owned by **Turner Enterprises Incorporated**. The ranch contains 113,600 deeded acres located in the foothills of the Spanish Peak Mountains about 25 miles southwest of Bozeman, Montana. Elevations on the ranch range from 5,000 to 7,000 feet. Our southern boundary joins the Gallatin National Forest and the Lee Metcalf Wilderness area. This is great game country! The herd of 2,500 head of elk has a 2-to-1.5 cow-to-bull ratio or 100 cows to 75 bulls, with a large number of trophy bulls available.

In 2011, our 24th annual Flying D Ranch hunt produced some outstanding trophies. Our 31 rifle hunters harvested 25 elk and our 8 archery hunters harvested 1 elk. These bulls were all large horned animals with at least six points per side and had an average gross Boone & Crockett score of 341 5/8 for rifle season and 350 3/8 for archery. Two trophy whitetails were harvested as well.

Whitetail Deer Trophy Fee: \$2,250

Mule Deer Trophy Fee: \$3,500

Antelope Trophy Fee: \$500

Management Whitetail or Mule Deer: \$1,250

The Bar None Ranch - \$14,000 -1x1 or \$16,000 -1x1 - Archery**Rifle - \$10,000 with \$4,000 trophy fee if an elk is harvested or wounded.**

The Bar None Ranch is another premier elk hunting destination in Montana. This Turner Enterprises Incorporated property contains 22,000 deeded acres. The Bar None Ranch extends into Broadwater and Gallatin counties and is geographically located in the foothill region at the southern end of the Belt Mountains. Townsend, Montana in twenty miles away from Ranch headquarters.

Topography is varied from arid foothill regions to rock cliffs on the south facing slopes of Sixteen Mile Creek. Generally, the property gains in elevation toward the east with Six Mile Mountain being the high point at 7,655 feet. This is a very rugged piece of property. A fire went through the property in 2000. This had made the Ranch great for hunting. The herd of 500 head of elk has a 2 cow to 1 bull ratio with a large number of trophy bulls available.

The Bar None Ranch has been professionally managed since 1987 for trophy animals. In 2011, we took 2 trophy elk during the rifle season and 3 of the 5 archery hunters took an elk. These bulls were large horned animals with at least 6 points per side and had an average B&C score of 330.

Whitetail Deer Trophy Fee: \$2,250**Mule Deer Trophy Fee: \$3,500****Management Whitetail or Mule Deer: \$1,250****The Biggs Ranch - \$4,250 -2x1 - Rifle - Cook on your own**

This 8,000 acre ranch is in Gallatin County, Montana is just 30 minutes north of Bozeman. The ranch terrain is mostly high foot hill regions with Douglas fir trees, big sage brush and grasslands. Water sources are from springs and dirt stock tanks. It is prime elk and mule deer habitat.

Most hunters kill 5-6 point bull elk and 3-4 point mule deer bucks. The average bull would be a small 6 point with the largest animals scoring 300-350 gross B&C. 6 out 8 hunters usually kill their elk.

The Parrott Creek Ranch - \$7,500 -2x1 Archery Only

This 12,000 acre ranch lies in central Montana 13 miles east of Roundup, Montana in the Bull Mountains. Roundup is 50 miles north of Billings, MT. The terrain of this scenic property is rolling ponderosa pine covered hill country. Grassy hills and small open valleys are typical of this area. There is no live water on the property but there are several developed springs and open water tanks constructed of dirt.

This Ranch is prime elk and mule deer habitat. The wildlife has been professionally managed for several years by a private lands biologist. This game unit in Montana is an archery only area for elk and is open rifle season for mule deer. The elk herd is mature with most hunters either seeing or killing older age class bulls. The average elk killed is around 285 gross B&C. The largest bulls have scored in the 360's. The average hunter will get 1-3 good archery shots at elk.

Mornings are spent with your guide calling elk to you and the afternoons are spent over water holes, in ground blinds or tree stands. Mule deer average 140-170 class.

Mule Deer Trophy Fee: \$750

**Cooks can be arranged at an additional charge*

[Click here](#) for information on how to book a hunt.
[Click here](#) to view photos of Rocky Mountain Elk from prior seasons

TABLE A
Economic Impact of Hunter Expenditures
Under Management Alternatives for Brewer Property
(1989 dollars)

	DFWP Plan	No Purchase Alternative
Total hunting expenditure on Brewer's 34,342 acres	87,196	15,743
Total hunting expenditure on final easement area of 88,000 acres	223,000	40,000
Nonresident expenditure on 88,000 acre project	211,000	39,600
Total economic impact on state of Montana	527,500	99,000

Note: assumes multiplier of 2.5 used by Taylor and Reilly (1986).

TABLE B
Region 7 Deer and Antelope Hunting - Montana
Relative Hunter Density and Expenditures
Block Management versus Fee Hunting

	hunters per sq. mile	sq. mile per hunter	expenditure per hunter (dollars)	expenditure per sq. mile (dollars)
Fee hunting	.15	6.7	1968	295
Block management	3.51	.28	430	1509
Region 7 Average	.98	1.02	185	181

Notes: Fee hunter density based on outfitters in Broadus area. Block management based on average for 11 landowners in Broadus area. Regional average for hunter density is ten year historical average. Expenditure data derived from Brooks (1988) and Loomis (1988) and is updated to 1989 price levels. Fee hunting expenditure is per guided hunter and includes spending by one landowner exception for every two guided hunters. All expenditures assume one trip per hunter. Expenditure for Region 7 average is based on 73 percent deer hunters and 27 percent antelope hunters and 17.7 percent of deer hunters being nonresidents and 25.3 percent of antelope hunters being nonresidents.

Report for Montana Department
of Fish, Wildlife and Parks

EXECUTIVE SUMMARY

BREWER PROPERTY ACQUISITION
SOCIAL AND ECONOMIC IMPACT ASSESSMENT

John Duffield
June 1989

MAJOR FINDINGS

- No unfavorable changes in taxable valuation or tax revenues to local county governments
- Annual expenditures resulting from DFWP plan estimated at \$223,000 versus \$40,000 for no purchase alternative
- Total annual economic impact on the state of Montana is \$527,500 for the DFWP plan and \$99,000 for the no purchase alternative
- Present value of net social benefits associated with the DFWP plan are estimated at \$2.3 to \$3.2 million compared to the DFWP cost of \$1.2 million
- Proposed purchase by DFWP appears to be in the public interest

ACKNOWLEDGEMENTS

Many people contributed time and energy to this study. I am especially grateful to the individuals most directly impacted by this project, including the Brewer family, adjacent landowners, outfitters and local merchants, for sharing their views with me. A number of Montana Department of Fish, Wildlife and Parks personnel also contributed materially to this project, including Rob Brooks, Candy Post, Greg Risdahl, Neal Martin and Gary Hammond. Bruce Bugbee and Jan Konigsberg provided useful background information on conservation easements. Michael Reilly and Terry Anderson at Montana State University kindly provided copies of studies concerning outfitting and fee hunting. John Widdoss provided additional interpretation of his property appraisal. None of these individuals is in any way responsible for the interpretation and analysis made here.

EXECUTIVE SUMMARY

The Montana Department of Fish, Wildlife and Parks (DFWP) has proposed to purchase the 34,342 acre Brewer Ranch near Broadus for purposes of protecting and enhancing wildlife habitat. DFWP intends to place a conservation easement on this property to ensure protection of the sagebrush-grassland habitat and to provide open access to hunters. The easement encumbered property will be traded back into private ownership for conservation easements on adjoining property. The likely final project size will be on the order of 90,000 acres. This report provides a social and economic impact assessment of the purchase as required by HB 720 (1989 Montana State Legislature).

On financial grounds and from the viewpoint of DFWP, the cost of the proposed Brewer property purchase is around \$1.2 million. There are expected to be no unfavorable changes in taxable valuation or tax revenue to local county governments. This is because agricultural land in Montana is taxed on a production basis. Unless the state legislature changes the tax law for agricultural land to a market value basis, a decline in market value due to a conservation easement will not be reflected in assessed valuation. During the interim period of DFWP ownership, the Montana code (sec.87 -1-603) is unambiguous as to DFWP's obligation to make payments to counties in lieu of taxes.

The likely alternative to the DFWP plan is sale of the Brewer ranch on the open market to a private party. It is conceivable that a new owner-operator of the Brewer property would purchase haying equipment subject to county tax. However, this possibility holds equally for an owner-operator who gains control of the property through an exchange for conservation easements. The dominant use of the ranch will continue to be as a livestock operation; this use is unchanged across management alternatives.

Except for the open access provision, all of the key terms in the conservation easement are oriented to protect habitat: no sodbusting, limit sagebrush control, no commercial development, institution of a rest rotation grazing system and range monitoring. With

regard to habitat protection, the difference between the DFWP plan and the no purchase alternative (except for rest rotation) is one of degree. The easement protects the habitat with virtual certainty for perpetuity. The alternative of no purchase entails a possibility of habitat degradation: sod-busting, sagebrush control, and possibly overgrazing. The likelihood and extent of this degradation is difficult to quantify. A major clear difference in the two alternatives with regard to habitat protection has to do with the rest-rotation system. It appears that this should be regarded as a promising experiment as far as presently quantifiable differences for this specific habitat and species mix.

There are no obvious direct use changes associated with preservation of the wildlife habitat per se, though the implications for indirect benefits are significant, as developed below. The main immediate difference between the DFWP plan and the no purchase alternative has to do with the management of hunting on the land. Following the Widdoss appraisal of the highest and best use of the land, it is assumed that "no purchase" by DFWP will lead to fee hunting on the property. This seems reasonable since land currently leased for hunting adjoins the Brewer property.

Annual hunter expenditures associated with the DFWP plan amount to \$223,000 compared to \$40,000 for the no purchase alternative (Table A). The majority of these expenditures for both alternatives are by nonresidents, amounting to \$211,000 per year and \$39,600 per year respectively. The total economic impact on the state of Montana is \$527,500 for the DFWP plan and \$99,000 under the no purchase alternative. The significantly higher expenditures (and associated economic impacts) for the DFWP plan are somewhat surprising and are explained by two factors. The first is that current use on the Brewer property, which appears to be typical of block management in Region 7, is at a fairly high hunter density of 3.78 hunters per square mile over the big game season.

TABLE A

Economic Impact of Hunter Expenditures
Under Management Alternatives for Brewer Property
(1989 dollars)

	DFWP Plan	No Purchase Alternative
Total hunting expenditure on Brewer's 34,342 acres	87,196	15,743
Total hunting expenditure on final easement area of 88,000 acres	223,000	40,000
Nonresident expenditure on 88,000 acre project	211,000	39,600
Total economic impact on state of Montana	527,500	99,000

Note: assumes multiplier of 2.5 used by Taylor and Reilly (1986).

This is almost four times as high as the historic average density (deer and antelope hunters combined) for Region 7 (Table B). By contrast, guided hunting (particularly for exceptional trophy animals) is very land intensive; the largest outfitter in the Broadus area averages .128 guided hunters per square mile. This is about one eighth the regional average and about 25 times as low a density as on block management units. A total of 203 hunters used the Brewer property under the 1988 block management program. At a guided hunter density of .15, this 53 square mile ranch would support 8 guided hunters. In short, the expenditure difference in part reflects the very differing number of hunters under a hunting lease arrangement compared to block management.

The second reason expenditures are surprisingly high for block management is the unexpectedly high share of nonresidents. The historic Region 7 average is for about 20 percent nonresident hunters for both deer and antelope. Permission slip records for Region 7 block management indicate that nonresidents make up 68 percent of total hunters, or over three times the regional average. It appears that nonresident use is concentrated on block management because of information availability and assured access. Unguided nonresident expenditures per hunting trip (averaging about \$598 for the property) are about ten times higher than resident expenditures (\$72) per trip. Accordingly the nonresident hunter share is an important factor in showing block management related hunting expenditures being much higher than a similar sized area under lease hunting. It may be noted that average expenditure per guided hunter (including landowner exceptions at a ratio of one for every guided hunter) for the property are \$1968 per trip.

The influence of both hunter density and relative expenditures per hunter are summarized in Table B. Fee hunting in the Broadus area with low hunter density but high expenditure per hunter generates about \$295 in hunter expenditure per square mile

TABLE B

Region 7 Deer and Antelope Hunting - Montana
 Relative Hunter Density and Expenditures
 Block Management versus Fee Hunting

	hunters per sq. mile	sq. mile per hunter	expenditure per hunter (dollars)	expenditure per sq. mile (dollars)
Fee hunting	.15	6.7	1968	295
Block management	3.51	.28	430	1509
Region 7 Average	.98	1.02	185	181

Notes: Fee hunter density based on outfitters in Broadus area. Block management based on average for 11 landowners in Broadus area. Regional average for hunter density is ten year historical average. Expenditure data derived from Brooks (1988) and Loomis (1988) and is updated to 1989 price levels. Fee hunting expenditure is per guided hunter and includes spending by one landowner exception for every two guided hunters. All expenditures assume one trip per hunter. Expenditure for Region 7 average is based on 73 percent deer hunters and 27 percent antelope hunters and 17.7 percent of deer hunters being nonresidents and 25.3 percent of antelope hunters being nonresidents.

leased. Block management in the Broadus area has lower expenditure per hunter, but supports many more hunters and generates \$1509 in hunter expenditure per square mile. The regional average is for intermediate hunter densities, but low expenditure per hunter (because only about 20 percent are nonresident hunters) and hunter expenditures per square mile of \$181. In the Broadus area, both fee hunting and block management are therefore more "productive" than the regional average as far as expenditure generated per square mile.

Net social benefits associated with the project are primarily in two categories: indirect values for habitat and wildlife preservation and direct use values. Indirect values refer to the desire of many individuals to protect valuable resources for their children, future generations, possibly their own future use, or just for the satisfaction that something valued is being protected. Indirect values associated with wildlife habitat preservation on the Brewer property are difficult to quantify but may lie in the range of \$750,000 to \$1.6 million (Table C). The lower end of the range is supported by the fact that The Nature Conservancy (TNC) showed considerable interest in purchasing the site to protect wildlife values. Since TNC funds all such purchases through voluntary donations, this is market evidence of indirect values associated with wildlife and wildlife habitat. The upper end of the estimate is based on economic survey studies that tend to show indirect values for recreational sites that are at least equivalent to the direct recreational use values. Such site-specific studies are the appropriate method for the problem of valuing indirect uses, but were beyond the scope of this particular project.

The present value of net social benefits associated with hunting under the DFWP plan is \$1.6 million (Table C). These values are based on detailed economic studies of Montana hunters using methodologies approved by the U.S. Water Resources Council for recreation valuation. The present value of net social benefits for the purchase alternative is \$419,000, including benefits to guided hunters and net income to landowners and outfitters. The net value used for guided hunts was adjusted upward by 30 percent (compared to the values used for the DFWP plan) to reflect higher success ratios, strong

Table C

Summary of Annual and Present Net Values
Net Social Benefits Associated with
Management Alternatives on Total 88,000 Acre Project
(1989 dollars)

	DFWP Plan	No Purchase Alternative
A. Net Social Benefits- Annual		
Wildlife habitat protection	49,000 to 103,000	none
Hunting use	103,000	27,000
Total	152,000 to 206,000	27,000
B. Net Social Benefits - Present Value		
Wildlife habitat Protection	750,000 to 1,588,000	none
Hunting use	1,588,000	419,000
Total	2,338,000 to 3,176,000	419,000

Notes: Present value derived based on the annual benefits into perpetuity and with a capitalization rate of .065 based on Widdoss (1988). Considerable uncertainty is associated with the wildlife habitat protection values, as indicated by the range of values.

preferences for hunting, and typically higher income associated with this group of hunters.

Taken together, the value of wildlife habitat protection and open access hunting suggest total net social benefits in the \$2.3 to \$3.2 million range (Table C). Since the cost to DFWP is around \$1.2 million, these estimates indicate a favorable benefit/cost ratio for the proposed purchase. Given that there are negligible negative impacts on the local community, this project appears to be in the public interest.

From a distributive standpoint, it was found that the major beneficiaries of the proposed project are likely to be nonresident hunters. This may be viewed as an equitable arrangement in that most of the funds in the DFWP habitat acquisition budget come from increased nonresident license fees. Of the total approximately 6000 hunters using block management in this region in 1988, about 68 percent were nonresidents.

Much of the controversy related to the Brewer property acquisition seemed to have little to do with the kind of factual issues summarized above. Many individuals seemed to base their views of the issue on political principles or views of what is right. One principle often expressed was that individuals (including Bud Brewer) have "the right to sell to whoever they want". The opposing principle was that "the government shouldn't be buying up private land". There is little an economist can contribute to a discussion on this level, as the issues are more in the judicial or ethical realm.

The considerable controversy concerning the Brewer property also seems to reflect public concern with a more tractable but still complex general problem - that of managing hunting opportunities in Eastern Montana. Many seem to view the situation as one of inevitable conflict between fee hunting and open access. However, from the standpoint of economic theory, it appears that block management and fee hunting may be complementary approaches. The implication of this perspective for the allocation of hunting opportunities in Region 7 can be briefly outlined.

A fundamental economic problem arises when game is publicly owned (and managed) while land is private. This disparity in property rights leads to a situation where landowners are not compensated for costs they bear related to policing trespass, property damage and the general costs of dealing with hunters. When hunting pressure is very high, as it has occasionally been in Region 7 as a whole, the costs to the landowner may outweigh any benefits such as reduced game damage or the satisfaction of positive and long-standing landowner sportsmen relationships. Additionally, the landowner has no financial incentive to improve or protect wildlife habitat.

Both block management and fee hunting compensate the landowner. They differ in that block management typically compensates the landowner through a personal services contract for managing the hunters (policing trespass and giving permission and information). The hunting lease generally places responsibility for dealing with hunters on the outfitter, and more or less removes the landowner from contact with sportsmen. Additionally, the compensation under lease hunting is essentially for the right of access. However, the biggest difference between the two systems probably has to do with the hunting experience. Guided hunters have a higher probability of bagging trophy animals, are catered to in the field, experience much lower congestion, and are in an arms-length market relationship with the land owner. From the standpoint of economic theory, what is being observed is product differentiation, with block management and fee hunting serving somewhat different clients. It appears that more or less separate markets for at least two distinctly different types of hunts have emerged. If this is true, it is likely that the total social benefits associated with hunting in Region 7 would be maximized by a mix of the two management approaches.

This perspective raises the interesting allocative question of the optimal share of Region 7 land that should be in fee hunting versus block management. (Posing the question in this way is of course a simplification in that a third type of hunting is going on as well and that is the traditional situation where individuals hunt on private land with

permission of the owner and often in a relatively uncongested setting. It also implies that currently closed land and publicly available lands are assumed to be a fixed constraint to the problem.) Although it is beyond the scope of this study to investigate this problem in detail, one can look at the statistics for the Brewer property to indicate what is happening at the margin. It appears that the demand for block management is so high that the expenditure and associated net social benefits far outweigh those for fee hunting on a typical property. This implies that it is socially beneficial to expand the block management program.

It is likely that the total demand for block management type hunting in Region 7 is more or less stable, being dominated by the spatial location of population centers vis-a-vis SE Montana and by the economics of travel and hunter participation rates. Accordingly, if more lands were included in the program, hunter densities would drop. This would also tend to raise the overall quality of the experience and perhaps tend to disperse nonresidents more broadly and entice greater resident hunter participation. Since hunter density and nonresident share are the key factors that effect the economic comparison of block management and fee hunting, eventually a breakeven point would be reached where the social returns to each were equal. At this point an approximately optimal allocation would hold. For example, with the average hunter expenditure levels used in this report, suppose that the nonresident share of hunters using block management declined from 68 percent to the regional average of around 20 percent. At this nonresident" share, hunter expenditures are equal per square mile (or for a given ranch) if use density on block management drops to 1.6 hunter per square mile. It is considerably beyond the scope of this report to identify the amount of block management land needed for this situation to occur.

The points noted in this executive summary are developed in greater detail in the main report. A table of contents for the latter is provided in Appendix A.

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