



AMERICA'S SPORTING HERITAGE



Fueling the American Economy

2018 EDITION



INTRODUCTION

One of the greatest benefits all Americans share is their access to the great outdoors. Whether fishing in a suburban lake or hunting the deep wilderness, hunting, fishing and target shooting are enjoyed by millions of men, women and children across the country.

Some people pursue these time-honored activities for the thrill of adventure, while others engage in them purely to relax and escape the hustle and bustle of their daily lives. Participating in these outdoor pursuits is a great way for like-minded family and friends to share their time and experiences with each other, strengthening their bonds and building memories that will last a lifetime.

But these experiences transcend the enjoyment and well-being of those who participate in hunting, fishing and target shooting. They also benefit local, state and even the national economies. With **millions of American's calling themselves sportsmen and women, \$93.7 billion was spent in 2016 on gear, motorboat fuel, licenses, travel, clothing and more.**

..... *Did You Know?*

80%

OF THE AMERICAN PUBLIC SUPPORTS HUNTING FOR FOOD

.....



In the process of spending money to enjoy their sports, American sportsmen and women supported more than 1.6 million jobs, with total salaries approaching \$72 billion. Their expenditures also raised nearly \$30 billion in local, state and federal taxes.

In addition, billions are raised annually and dedicated to fish and wildlife conservation, which in turn enhances the opportunities available to enjoy the outdoors—a perfect cycle that perpetuates fish and wildlife for the good of all Americans.

PARTICIPATION

SPORTFISHING, TARGET SHOOTING AND HUNTING

In all, **53.4 million people take part in recreational fishing, hunting and target shooting each year, spending over a billion combined days pursuing these activities.** That is a lot of time outdoors, and participants range from those who maybe only hunt, fish or shoot a few times a year, to avid enthusiasts who head out at every possible chance to pursue the sports they love.

U.S. FISH WILDLIFE SERVICE	ANGLERS	RECREATIONAL BOATING & FISHING FOUNDATION (2017)	HUNTERS	TARGET SHOOTERS
16 YEARS OLD & OLDER (2016)	35.8 MILLION	—	11.5 MILLION	28.2 MILLION
6–15 YEARS OLD (2015)	10.1 MILLION	—	1.8 MILLION	3.8 MILLION
TOTAL	45.8 MILLION	49.1 MILLION*	13.3 MILLION	32 MILLION

*Total anglers, RBFF age range is defined as 6 years old and older

NATIONAL SPORTING GOODS ASSOCIATION (2016)	
TARGET SHOOTERS WHO PARTICIPATED MORE THAN ONCE ANNUALLY, 7 YEARS AND OLDER	20.4 MILLION

RESPONSIVE MANAGEMENT (2016)	
TARGET SHOOTERS: SPENDERS PLUS GUESTS	49.4 MILLION

Multiple reliable sources have estimated the number of hunters, anglers and target shooters. Each used a slightly different approach, resulting in different estimates. The biggest difference is in the target shooting estimates, with the social nature of target shooting resulting in an estimate of 20.4 million people participating and spending money annually on the activity, and up to 49.4 million participants when their children, family, friends and other guests who frequently accompany target shooters are included. Altogether, considering the overlap across activities, the annual number of people who participate in these great American traditions ranges from 53.4 million up to a maximum of 86.9 million. Policy decisions at both the state and federal level impact all participants, regardless of age or annual spending. Therefore, the Congressional Sportsmen's Foundation supports the estimate of 86.9 million anglers, hunters and target shooters, while the economic impacts presented here are based on the more conservative estimate of 53.4 million participants.

FUN FACTS



The federal taxes generated by sportfishing (\$9.4 billion) in 2016 could pay off more than **252,000 STUDENT LOANS** (AVERAGE LOAN=\$37,172)¹



459 million days were spent on the water fishing, generating **\$12.9 BILLION** in sales of food, lodging and transportation.



The economic activity generated by hunting and target shooting in the U.S. is **\$55.4 BILLION**

This is nearly equivalent to the activity generated by the manufacture of electrical equipment, appliances and components (\$55.9 billion).²



Hunters and target shooters spent **\$11.3 BILLION** on firearms and ammunition in 2016. **AMMUNITION \$3.5** **FIREARMS \$7.8**

1 Mark Kantrowitz, National Student Loan Expert. 2016.
2 U.S. Bureau of Economic Analysis, GDP by Industry 2016.

SPENDING

Regardless of whether a sportsman or woman prefers to spend time on the water fishing, working a forest edge in search of small game, or hitting the local range for a little target practice, these men and women contribute quite a bit to the U.S. economy.

In fact, **in 2016, 53.4 million sportsmen and women spent \$93.7 billion in retail sales** that started rounds of spending across businesses and **created a value to our economy in excess of \$220 billion.**

To put that in perspective, American sportsmen and women spent more to go fishing, hunting and target shooting in 2016 than consumers in the United States spent over Thanksgiving weekend.³

How much more? The \$93.7 billion of annual sporting expenditures is more than double the \$44.7 billion spent from Black Friday through the end of the weekend.

NATIONAL ECONOMIC IMPACT

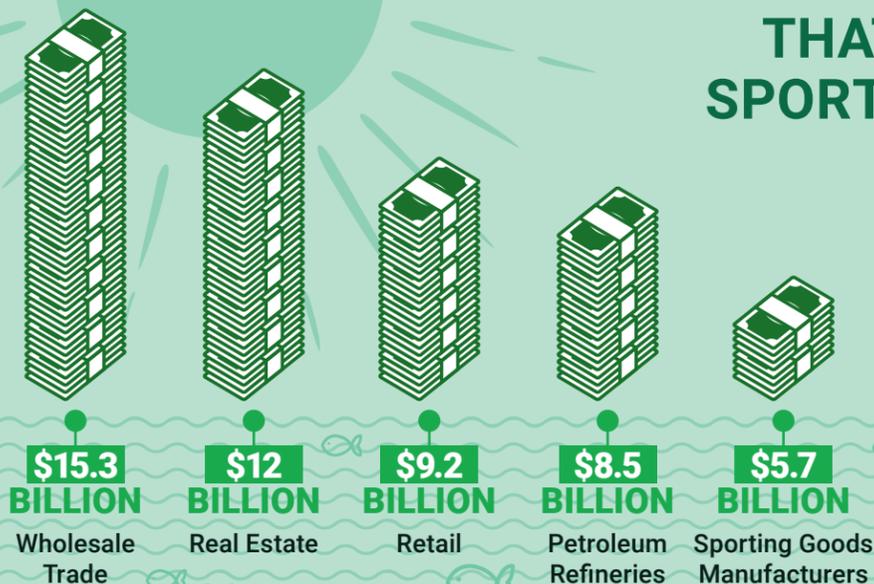
With all the money sportsmen and women spend for hunting, fishing and target shooting, it's no surprise that all of these dollars have a significant positive impact on our country's overall economy.

Money is spent buying hunting gear, licenses, and related products; paying guides and charter captains; booking hotel rooms; purchasing meals and gas; and much more. These expenditures have a ripple effect across the economy by supplying wages and supporting jobs held by people who in turn spend the money for the necessities in life.

The \$93.7 billion in consumer spending by hunters, anglers and target shooters translates into **supporting over 1.6 million jobs to the tune of \$71.8 billion in salaries.** As for the impact to the U.S. Gross Domestic Product (GDP), **these activities contributed \$119 billion in 2016.** These sports also **generate \$17.6 billion in federal taxes and \$12.2 million in state and local taxes.** Much of which goes to support vital programs that benefit many Americans.

Of the total amount spent, **\$43.9 billion alone comes from hunters and target shooters, adding \$55.4 billion to the GDP.** These activities provide for **854,000 jobs and generate local, state and federal taxes in the combined range of \$13.8 billion.** Meanwhile, **anglers contribute \$49.7 billion in retail sales, adding \$63.5 billion to the nation's GDP.** These expenditures **support 802,000 jobs and generate combined federal, state and local taxes to the tune nearly \$16 billion.**

THE TOP 5 INDUSTRIES THAT BENEFIT FROM SPORTSMAN DOLLARS



DID YOU KNOW?

The **\$17.6 billion in federal taxes generated by hunters, anglers and target shooters in 2016 was more than double the budget of the Environmental Protection Agency.**⁴

FAST FACTS

The number of people who participate in sportfishing, hunting or target shooting represents up to **27 PERCENT OF THE TOTAL U.S. POPULATION.**⁵

Sportfishing, target shooting and hunting supports **NEARLY 1.7 MILLION JOBS IN THE UNITED STATES.** That is more than the number of people who work in legal services in this country.⁶

SPOTLIGHT

THE **\$119 BILLION** CONTRIBUTION TO THE U.S. GDP FROM THE COMBINED ACTIVITIES OF ANGLERS, HUNTERS AND TARGET SHOOTERS IS LARGER THAN the overall GDP of 16 states.⁷



³ National Retail Federation, Holiday Spending, 2016.

⁴ U.S. Environmental Protection Agency, Budget and Spending, 2016.
⁵ U.S. Census Bureau, National Population Estimates, 2016.
⁶ U.S. Bureau of Labor Statistics, 2017.
⁷ U.S. Bureau of Economic Analysis, Annual Gross Domestic Product by State, 2016.

DIVERSITY IN ACTION

Our outdoor traditions, which include hunting, target shooting and recreational fishing, are celebrated and enjoyed by millions of people of every age, sex, race, religious belief, economic background and walk of life, with women making up one of the fastest growing segments in the target shooting sports.



In fact, female participation in hunting increased by 104% between 2001 and 2016, while female participation in target shooting increased by more than 81% during that same time.⁸

Perhaps that's why more than 53 million people choose these activities for fun and excitement, because no matter whether you are reeling in a bass or aiming a .22-caliber rifle at a metal target downrange, everyone can enjoy a day target shooting, fishing or hunting. These activities are perfect for families to experience together, providing quality time for couples or parents and children to have fun and learn, all while instilling a sense of responsibility and an appreciation for our natural resources.

⁸ National Sporting Goods Association. Shooting Sports Participation, 2017 Edition.

CONSERVATION IS KEY

What many Americans don't realize is much of the publicly maintained land in this country and the conservation work that goes into supporting healthy populations of fish and wildlife are paid for directly by hunters, anglers, boaters and recreational shooters.

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AMERICAN SYSTEM OF CONSERVATION FUNDING

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Through hunting and fishing license sales as well as excise taxes collected on firearms, ammunition, motorboat fuel, fishing tackle, and other sporting equipment, sportsmen and women shoulder the cost of maintaining our great outdoors for all Americans to enjoy. This is known as the American System of Conservation Funding, a "user pays-public benefits" program.



Hunting and fishing licenses sold by state fish and wildlife agencies bring money directly into those agencies that can then put those dollars to work supporting their operations. **That's easy to understand.**



Another powerful tool for supporting conservation is found in two federal laws enacted long ago and pushed by sportsmen and women as a tool to generate the much-needed funding to maintain America’s wild places and the creatures that inhabit them. These are the Federal Aid in Wildlife Restoration Act (Pittman-Robertson Act) and the Federal Aid in Sport Fish Restoration Act (Dingell-Johnson Act or Wallop-Breaux Act), commonly known as the American System of Conservation Funding.



The Federal Aid in Wildlife Restoration Act currently places an excise tax on firearms, ammunition and archery equipment. As of 2018, more than \$12 billion has been distributed through this federal program.

The Federal Aid in Sport Fish Restoration Act was modeled after the wildlife act to do the same thing for our nation’s waterways and the fish that inhabit them. This act collects excise taxes on sportfishing tackle, fish finders, and trolling motors, and motorboat and small engine fuel. It also places import duties on tackle, yachts and pleasure crafts. More than \$14.9 billion has been raised through this federal program since 1951.

ALTOGETHER, EACH YEAR HUNTERS, ANGLERS AND RECREATIONAL SHOOTERS CONTRIBUTE

\$3.4 BILLION

IN LICENSES, EXCISE TAXES AND OUT-OF-POCKET CONTRIBUTIONS FOR THE BENEFIT OF FISH AND WILDLIFE CONSERVATION AND OUTDOOR RECREATION.

NATIONAL ECONOMIC IMPACTS

	SPORTFISHING	HUNTING	TARGET SHOOTING	OVERALL
Participants	35,800,000	11,500,000	20,400,000	53,400,000
Retail Sales	\$49,753,200,000	\$27,059,000,000	\$16,874,700,000	\$93,686,900,000
Total Multiplier Effect	\$124,992,700,000	\$67,782,900,000	\$27,814,300,000	\$220,589,900,000
Value Added (GDP)	\$63,515,700,000	\$35,974,200,000	\$19,472,800,000	\$118,962,700,000
Salaries & Wages	\$38,351,900,000	\$21,454,600,000	\$12,026,300,000	\$71,832,800,000
Jobs	802,000	525,000	329,000	1,656,000
State & Local Taxes	\$6,534,200,000	\$3,381,700,000	\$2,259,100,000	\$12,175,000,000
Federal Taxes	\$9,429,300,000	\$5,303,500,000	\$2,872,000,000	\$17,604,800,000

ECONOMIC IMPACT BY REGION

SPORTFISHING	RETAIL SALES	TOTAL MULTIPLIER OR RIPPLE EFFECT	VALUE ADDED (GDP)
New England	\$1,818,000,000	\$3,246,000,000	\$1,745,200,000
Middle Atlantic	\$3,167,000,000	\$5,653,400,000	\$3,228,400,000
East North Central	\$7,409,900,000	\$13,148,800,000	\$7,044,200,000
West North Central	\$4,677,400,000	\$7,350,700,000	\$3,563,800,000
South Atlantic	\$9,589,300,000	\$17,382,600,000	\$8,807,200,000
East South Central	\$1,851,900,000	\$2,995,500,000	\$1,688,900,000
West South Central	\$8,723,400,000	\$15,752,100,000	\$8,242,100,000
Mountain	\$5,755,300,000	\$10,403,700,000	\$5,290,800,000
Pacific	\$6,646,600,000	\$12,056,500,000	\$6,071,200,000
United States	\$49,753,200,000	\$124,992,700,000	\$63,515,700,000

SALARIES & WAGES	JOBS	STATE & LOCAL TAX REVENUES	FEDERAL TAX REVENUES
\$1,141,300,000	26,000	\$202,500,000	\$284,000,000
\$2,009,600,000	42,000	\$386,100,000	\$496,500,000
\$4,080,300,000	110,000	\$917,900,000	\$1,013,300,000
\$2,156,800,000	49,000	\$379,200,000	\$513,200,000
\$5,370,500,000	125,000	\$876,700,000	\$1,312,900,000
\$802,700,000	24,000	\$145,000,000	\$210,500,000
\$5,229,300,000	126,000	\$839,800,000	\$1,230,400,000
\$3,254,900,000	80,000	\$594,700,000	\$783,600,000
\$3,743,300,000	77,000	\$728,100,000	\$933,600,000
\$38,351,900,000	802,000	\$6,534,200,000	\$9,429,300,000

HUNTING	RETAIL SALES	TOTAL MULTIPLIER OR RIPPLE EFFECT	VALUE ADDED (GDP)
New England	\$806,200,000	\$1,336,000,000	\$794,700,000
Middle Atlantic	\$2,245,700,000	\$3,863,200,000	\$1,961,300,000
East North Central	\$5,528,800,000	\$10,018,600,000	\$5,386,200,000
West North Central	\$3,109,800,000	\$5,360,800,000	\$2,835,300,000
South Atlantic	\$2,680,100,000	\$4,990,700,000	\$2,802,600,000
East South Central	\$1,934,900,000	\$3,294,500,000	\$2,114,000,000
West South Central	\$6,194,700,000	\$11,287,500,000	\$6,462,600,000
Mountain	\$3,219,300,000	\$5,644,200,000	\$2,697,700,000
Pacific	\$1,250,500,000	\$2,289,900,000	\$1,261,100,000
United States	\$27,059,000,000	\$67,782,900,000	\$35,974,200,000

SALARIES & WAGES	JOBS	STATE & LOCAL TAX REVENUES	FEDERAL TAX REVENUES
\$393,600,000	9,000	\$80,500,000	\$112,500,000
\$1,166,100,000	20,000	\$210,200,000	\$295,900,000
\$3,089,300,000	78,000	\$582,900,000	\$763,500,000
\$1,561,800,000	39,000	\$277,500,000	\$388,900,000
\$1,593,100,000	44,000	\$248,700,000	\$403,800,000
\$1,339,300,000	71,000	\$145,700,000	\$301,500,000
\$4,124,100,000	152,000	\$556,800,000	\$966,200,000
\$1,731,500,000	46,000	\$282,700,000	\$407,500,000
\$749,300,000	15,000	\$138,900,000	\$189,400,000
\$21,454,600,000	525,000	\$3,381,700,000	\$5,303,500,000

TARGET SHOOTING	RETAIL SALES	TOTAL MULTIPLIER OR RIPPLE EFFECT	VALUE ADDED (GDP)
New England	\$624,100,000	\$3,301,800,000	\$2,345,300,000
Middle Atlantic	\$1,645,200,000	\$1,854,700,000	\$1,268,000,000
East North Central	\$2,279,300,000	\$2,941,700,000	\$1,990,400,000
West North Central	\$1,376,500,000	\$3,773,300,000	\$2,577,100,000
South Atlantic	\$3,185,500,000	\$4,656,000,000	\$3,367,700,000
East South Central	\$1,512,600,000	1,999,600,000	1,477,800,000
West South Central	\$2,327,100,000	\$2,201,300,000	\$1,571,000,000
Mountain	\$1,783,600,000	\$4,295,300,000	\$2,961,200,000
Pacific	\$2,141,000,000	\$2,790,800,000	\$1,914,400,000
United States	\$16,874,700,000	\$27,814,300,000	\$19,472,800,000

SALARIES & WAGES	JOBS	STATE & LOCAL TAX REVENUES	FEDERAL TAX REVENUES
\$1,494,900,000	38,000	\$285,300,000	\$361,300,000
\$821,500,000	18,000	\$155,300,000	\$198,600,000
\$1,202,800,000	34,000	\$233,600,000	\$287,600,000
\$1,612,200,000	47,000	\$281,200,000	\$374,700,000
\$2,072,500,000	56,000	\$372,800,000	\$483,400,000
892,200,000	26,000	170,500,000	207,000,000
\$928,000,000	26,000	\$176,100,000	\$223,200,000
\$1,823,200,000	53,000	\$358,500,000	\$443,300,000
\$1,179,100,000	31,000	\$225,800,000	\$292,800,000
\$12,026,300,000	329,000	\$2,259,100,000	\$2,872,000,000

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CONGRESSIONAL SPORTSMEN'S FOUNDATION

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The Congressional Sportmen's Foundation's mission is to work with Congress, governors, and state legislatures to protect and advance hunting, angling, recreational target shooting and trapping. With decades of combined public policy and political experience, no organization has access to so many elected officials and does more to advance sportsmen's issues in the political arena than the Congressional Sportmen's Foundation (CSF).



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