



How to Establish a Hunting Lease on your Land

Mississippi
Landowners

Recreational Access

☐ Recreation on Private Lands

- Hunting
- Fishing
- Wildlife watching
- Horse trail riding
- Agritourism
- Bed and breakfast



Outdoor Recreation in USA

- ❑ Participants - 104 million
- ❑ Expenditures – \$157 billion (US) spent
- ❑ Hunting - \$26 billion
- ❑ Fishing - \$46 billion
- ❑ Wildlife watching - \$76 billion



Outdoor Recreation in AR-LA-MS

❑ Fishing

- 1.9 million anglers
- \$1.7 billion spent

❑ Hunting

- 1.0 million hunters
- \$1.8 billion spent

❑ Wildlife Watching

- 2.2 million participants
- \$1.1 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



Fee Fishing

- ❑ Growing demand
- ❑ Conducted with fee hunting
- ❑ Fish management
- ❑ Amenities
- ❑ Pricing - \$200–\$400/day
 - Lodging as amenity





Agritourism

□ Agritourism

- \$150 million – economic impact
- Fastest growing tourism industry
- Agritourism
Limited Liability
Law



Birding

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



Horseback Riding

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



Horseback Riding

❑ Horse trail riding in Minnesota

- \$50 million in expenditures annually
- 359 jobs created



Shooting Sports

- ❑ Shooting sports
 - 20 million participate
 - Spend \$16.9 billion on equipment and travel
 - Supports 329,000 jobs



Other Enterprise Opportunities

- ☐ Bed and breakfast
- ☐ Music
- ☐ Culture
 - Literature
 - History
- ☐ Rural appeal
- ☐ Family tradition



NO

TRESPASSING

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

What is a Recreational Hunting Lease?

An arrangement whereby the landowner grants access to his/her land for recreational hunting for a designated time period in exchange for fees or services.



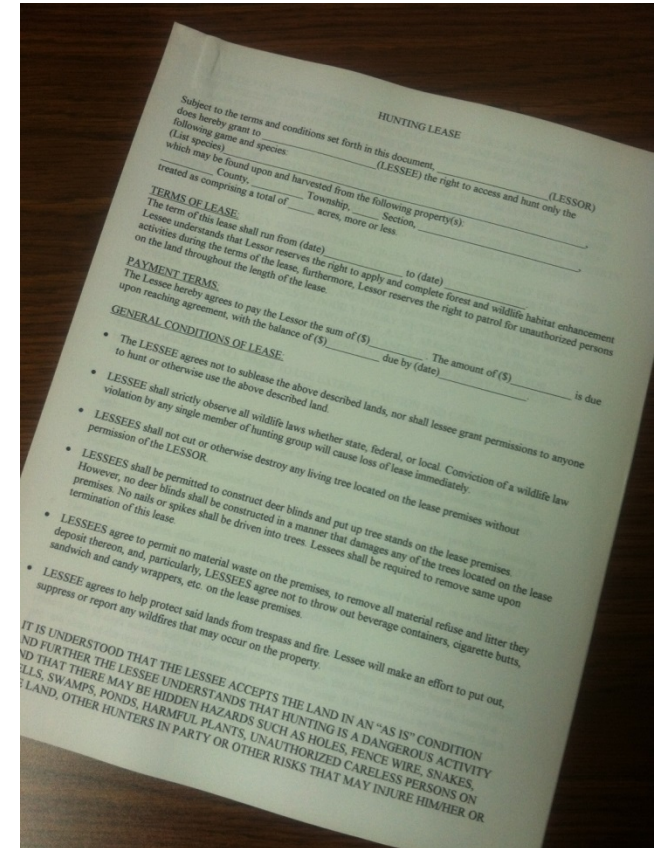
Making Your Lease More Attractive

- ☐ Maintain a well-defined access trail system
- ☐ Provide hunting or observation blinds
- ☐ Implement wildlife food plots
- ☐ Provide designated camping sites
- ☐ Lodging
 - fire pit
 - firewood
 - outhouse
 - clothes-line
 - trash can or disposal
 - pitcher pump



Lease Agreement Provisions

- ☐ Lessees names
- ☐ Game species hunted or viewed
- ☐ Legal location of property
- ☐ Dated terms of lease
- ☐ Payment terms
- ☐ General conditions (Rules) of lease
 - Sub-leasing
 - Adhering to state wildlife game laws
 - Damage to live trees
 - Blind types allowed
 - Garbage removal
 - Trespass and fire prevention
 - Accepting land "As Is"
 - Designated camping sites
 - Maximum number of hunters or users
 - Motorized vehicle use
 - Hunting methods allowed
 - Bag limits



Legal Issues

- ❑ Reduce liability on property
 - “reasonable and prudent”
- ❑ Well written leases
 - Attorney review
 - Waivers
 - Rules enforcement
- ❑ Insurance
- ❑ Business structure



Leasing - How Much Can I Charge?

❑ Price ranges

- Range: \$5 - \$150/acre/year observed in Mississippi
- Better properties with good wildlife habitats will average \$21/acre.
- 16th Section Lands in MS averaged \$7-\$12/acre

❑ Pricing your lease

- Land taxes
- Other leases in area

❑ Separating leases



Rural Land Values Study

- ❑ Wildlife recreation represented one-third of land value
- ❑ Land types that were important
 - Forested
 - Agricultural
- Lenders estimated \$634/acre (34%) of land value



Rural Land Values Study

- Bottomland hardwood and mixed forests were predictors of recreation land sales
- Recreation uses – hunting (99%) and motorized travel (65%)
- Game species – deer, turkey, squirrel, rabbit, waterfowl, dove, and quail
- Leased tracts – 123 tracts
 - Mean: 180 acres (range 12 - 2,292 acres)
 - Mean price of \$21/acre (range \$4.85-\$65.18)



Rural Land Values Study

- ❑ Roads to properties (86%) and on properties (32%)
- ❑ 330 tracts were reported to have lodging and/or utilities
 - \$1,027/acre higher for properties with lodging
- ❑ Lenders estimated \$634/acre (34%) of land value was due to wildlife recreation



Revenue Generation - Practices

□ Conservation increased revenues

- Hardwood and pine forests
- Wetlands and riparian areas
- Strip disking and mowing
- Timber thinning and harvests
- Prescribed fire
- Field borders and plantings
- Landowner cooperatives





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6791 Eagle Lake Shore Rd.
Vicksburg, Mississippi

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Upcoming Events

FRI Spring Birding Weekend
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▶ [Summer 2015 Repair and Maintenance at Tara](#) September 23,

Table 1: Response percentage (%) to the question: How important are the following items in your definition of a quality hunting experience at Tara?

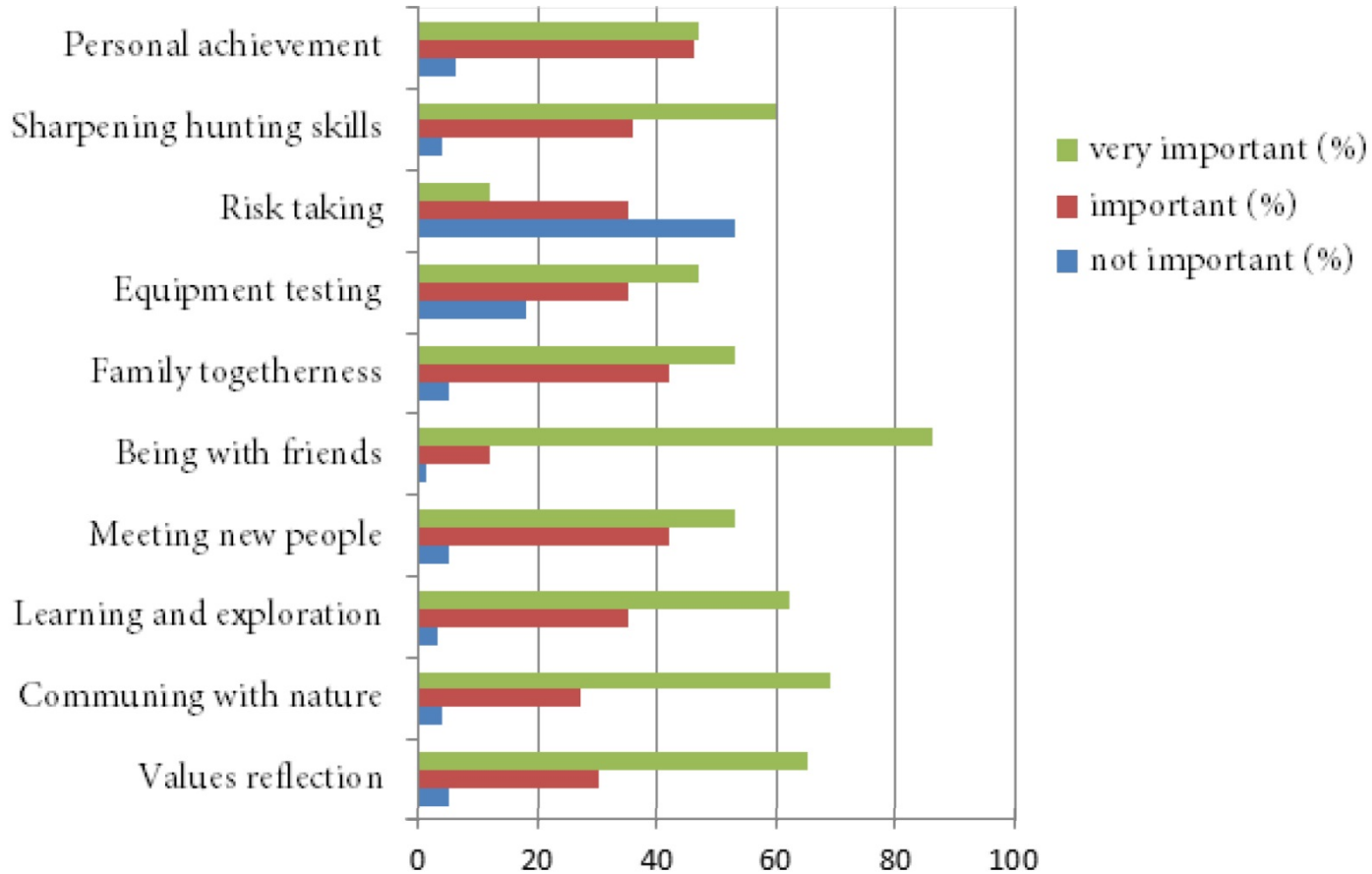
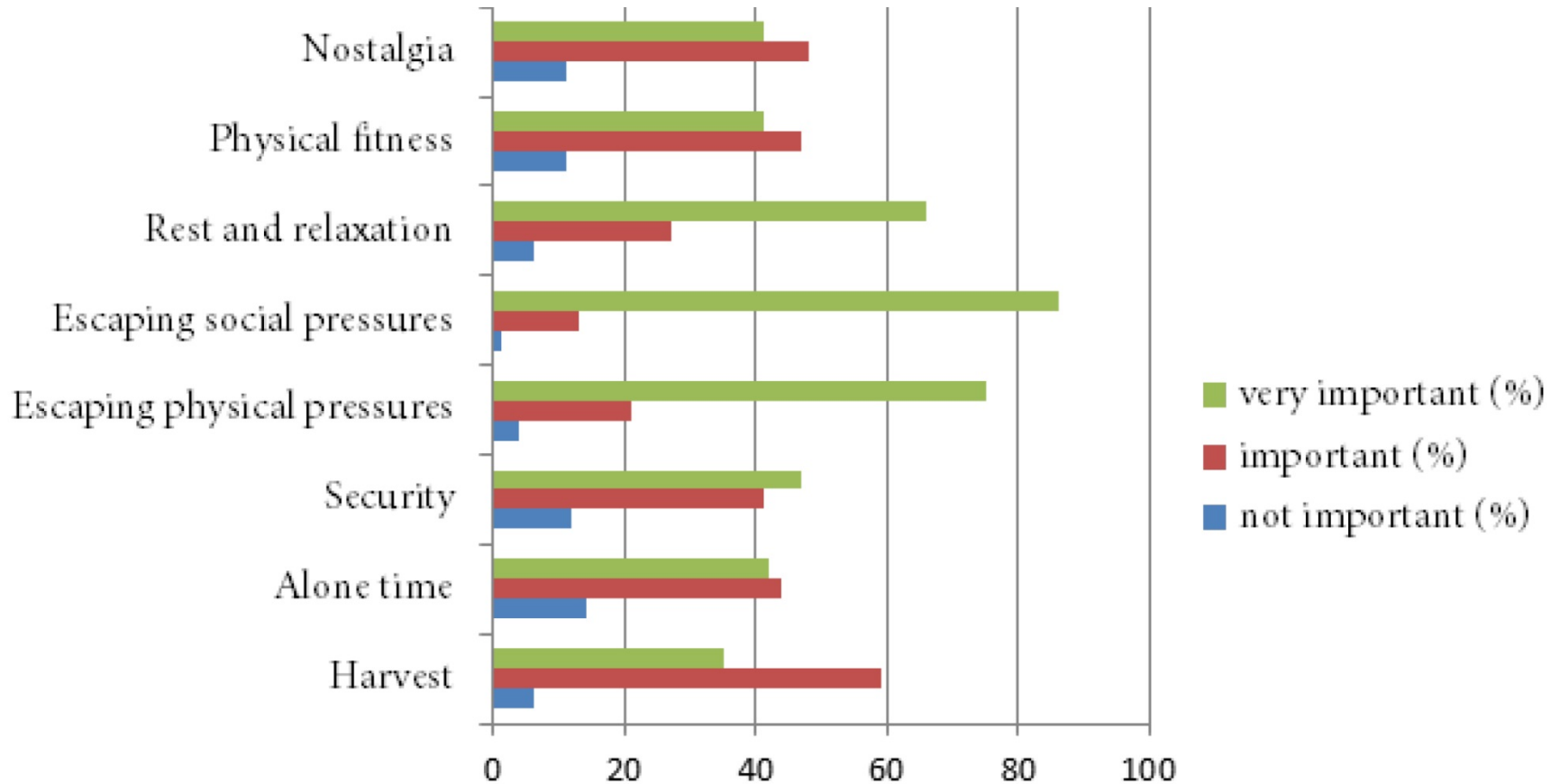


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Successful NRE Attributes

- ❑ Hunter satisfaction is tied to quality of outdoor experience
- ❑ Quality lands and wildlife habitats are important
- ❑ Seeing wildlife – not always the harvest
- ❑ Limited number of hunters
- ❑ Fair chase
- ❑ Being in Nature



Value-added Benefits *to landowners ...*

- ✓ Enhance income
- ✓ Conservation
- ✓ Enhance wildlife
- ✓ Control access
- ✓ Promote land stewardship
and retention



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