

CONSIDERATIONS FOR DEVELOPMENT OF A WILDLIFE ENTERPRISE



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PLAN – HELPS YOU CONSIDER IF A WILDLIFE ENTERPRISE IS RIGHT FOR YOU

NAME

GOALS AND OBJECTIVES

DESCRIPTION OF PROPERTY

GEOGRAPHY, TOPOGRAPHY, VEGETATION

CURRENT STATUS OF WILDLIFE

WILDLIFE POPULATION AND HABITAT GOALS

METHODS FOR MONITORING POPULATION & HABITAT

PARALLEL OR COMPETING INTERPRISES

METHODS TO INTEGRATE WE WITH LIVESTOCK/FARM

TYPE OF HUNTS THAT WILL BE OFFERED

ENTERPRISE SPECIFIC BUDGET

DO YOU HAVE MARKETABLE WILDLIFE?

HUNTING

VIEWING

(Photo safari; bird watching)

Goals & Objectives

Benefits

Generate additional income

Diversify ranch income

Minimal impact to fixed costs;

~variable costs

What are you selling?

Opportunity

Access

Usually not selling wildlife outright as often wildlife belong to everyone.

How much can I make (charge)?

IT DEPENDS

Location

Amenities

Quality of experience

Estimating costs and revenue in **balance sheet** will help assess advisability of pursuing a WE

Wildlife Enterprise Balance Sheet

Fixed Costs: land & infrastructure

Variable Costs: depends on the number and types of hunts and associated amenities.

Quality of experience & type and quality of amenities.

ASSESS WILDLIFE RESOURCES

Diversity of marketable species

Quality of individuals w/in the population

Quantity

ASSESS:

Population size

Sex and age ratios

Trophy status of animals

Predictability of Presence

Hire consultant to develop science-based estimates.

Adjust goals & objectives

2 basic categories

1. Trophy

2. Opportunity

1. Clients may reasonably expect to see trophy animals & past evidence of trophy harvest.

2. Clients will likely see numerous individuals, some of which are harvestable & few if any trophies.

3 Basic Approaches for Hunt Mgmt.

1. Contract w/ outfitter/guide
2. Hire an employee
3. Do it yourself

3 Basic Approaches for Hunt Mgmt.

1. Contract with outfitter/guide

A: Know and trust outfitter – hard to beat
Someone else does all the work

D: Less profit and day-to-day control
Less knowledge of activities on your property

3 Basic Approaches for Hunt Mgmt.

2. Hire an employee

A: split effort: marketing owner hunts: employee
more control of enterprise
allegiance of employee

D: additional costs associated with hiring an employee to
act as your agent.

3 Basic Approaches for Hunt Mgmt.

3. Do it yourself

A: complete control over all aspects of enterprise
~lower costs and higher profits

D: must engage clients directly, fill requests, solve problems and address personality conflicts.
Hunts may overlap with ranch/farm operations.

Protect investment

Liability insurance

Contract specific to your operation

Work with an attorney to develop contract specific to your operation.

Contracts Include:

Purpose

Land description w/ boundaries

State/federal game laws apply to all hunters

Start & end dates with specific arrival and departure clauses

Amount to be paid

Schedule of payments

Duties of contractor & client

Specific terms

Remedies for breach

“as is” clause

non-transferable clause

Termination provisions

Closing formalities

SPECIFIC TERMS & STIPUTLATIONS

Ranch rules

Off-limit areas

Amenities to be provided

Names of hunters and guests

Species to be hunted

Stipulations of quantity and quality of species

Allowable & forbidden activites

BE SPECIFIC & DETAILED TO PROVIDE CLEAR
EXPECTATIONS

HAVE INSURANCE AGENT MAKE SURE APPROPRIATE
CLAUSES FOR LIABILITY POLICY ARE PRESENT

WILDLIFE ENTERPRISE PLAN:

Integrate WE with overall ranch operation

Assess potential for diversifying income

Determine potential for type of enterprise

Guide wildlife management efforts in assoc. w/
livestock/farm operations

Develop information on which annual and long-term
decisions & changes will be made.

Monitor progress towards goals by fulfilling objectives

Adjust to inevitable changes to maintain & increase
profits.

THANK YOU

