

# NADeFA Economic Impact Survey

## North American Deer Farmers Association

**\*\*All information collected in this survey will remain confidential\*\***

### Survey Instructions

1. This survey is to be completed by exotic wildlife breeding operations, combination exotic wildlife breeding and hunting operations, and hunting only operations that purchase exotic wildlife for release into their hunting operation. All other industry participants may disregard this survey.
2. For the sections and categories below, please provide annualized 2015 records of actual or accurate estimates of expenditures rather than a range estimate of expenditures.
3. For combination breeding and hunting operations, please separate breeding operation records from hunting operation records. Contact us for additional surveys if you have multiple operations.
4. It is important to use the provided categories for records for each section, rather than combining records from breeding and hunting operations and submitting that in a breeding or hunting category. Please provide an accurate estimate when your records do not match these categories.
5. If a question does not apply to your operation, please indicate this with an "N/A" response.
6. Please indicate units (lbs, tons, gals, etc.) where applicable.
7. For further explanation of general and selected lines of the survey, please refer to the information below.
8. Please return this survey by e-mail to [NADeFA@afpc.tamu.edu](mailto:NADeFA@afpc.tamu.edu) or by mail or fax to:

Agricultural and Food Policy Center  
Department of Agricultural Economics,  
2124 TAMU, College Station, TX 77845  
Fax: (979) 845-3140

9. For further explanation of general and selected lines of the survey, please refer to the information below.

### Breeding

**I. Operation:** *Area of breeding operation* refers to the total acreage dedicated to your breeding operation. *Purchase value* refers to the cost per acre for the initial purchase of the land.

**II. Herd Inventory:** This category refers to your herd inventory, purchases and sales towards your inventory for 2015, and number the of fawns born in 2015. *Annual herd mortality rate* refers to the annual mortality loss on the total breeding herd.

**III. Facilities:** *Area of pens* refers to the total acreage enclosed by all pens combined. *Capital cost* refers to the overall cost of construction for each of the items listed, including clearing, foundation, electrical, plumbing, etc. *Capital cost of improvements* refers to land clearing, roads, forage, water (well drilling, ponds), etc. *Annual cost of maintenance and repair* refers to all maintenance and repair for facilities, equipment, fencing, roads, etc.

**IV. Equipment:** *Purchase price* refers to the original cost of the equipment at purchase, not an annualized loan payment. *Large equipment* refers to tractors, bobcats, dozers, etc., used in your breeding operation. Please combine all applicable equipment into one figure for lines 1-13.

**V. Veterinary & Supplies:** *Annual cost of operating supplies* refers to the yearly expense for all operating supplies, such as office supplies, sedation supplies, AI supplies, etc. *Annual cost of medical supplies* refers to the yearly expense for medicine, syringes, etc. *Annual number of sedations* refers to the average annual number of sedations on a per doe/buck basis. *Average cost per sedation* refers to the average expense of supplies and labor to sedate or dart a deer. *Average cost per CWD test* refers to the average labwork expense of performing a CWD test.

**VI. Labor:** This category refers to the labor expense for your breeding operation. Owners, spouses, and children must be accounted for in this category as an employee(s) and in total wages, if labor is performed by these individuals. *Total wages paid* refers to annual wages for all employees. Owner/operators must include amount allotted or withdrawn for family living for line 2a. *Annual expense from outsourced services* refers to all additional contracted labor from those not on the payroll, including consulting services, accounting services, legal services, herd survey services, etc.

**VII. Utilities:** This category refers to the annual utilities expense for the annual electric, phone, water, sewage, refuse disposal, etc., and the annual fuel expense for breeding operations.

**VIII. Miscellaneous Expenses:** *Annual insurance expense* refers to the yearly cost of auto, property, liability, health, etc. insurance. *Annual advertising/marketing expense* refers to the annual cost of advertising and marketing materials. *Annual taxidermy services* refers to annual taxidermy services for generic display (horn molds or shed mounts, or deceased buck mounts). *Annual travel expense* refers to the annual cost of travel, such as fuel, food, lodging, airfare, etc.

**IX. Feeding:** This category relates to feeding for fawns, bucks, and does.

## Hunting

**I. Operation:** *Area of hunting operation* refers to the total acreage dedicated to your hunting operation. *Purchase value* refers to the cost per acre for the initial purchase of the land.

**II. Facilities:** *Capital cost* refers to the overall cost of construction for each of the items listed, including clearing, foundation, electrical, plumbing, etc. *Capital cost of improvements* refers to land clearing, roads, forage, water (well drilling, ponds), etc. *Annual cost of maintenance and repair* refers to all maintenance and repair for facilities, equipment, fencing, roads, etc.

**III. Equipment:** *Purchase price* refers to the original cost of the equipment at purchase, not an annualized loan payment. *Large equipment* refers to tractors, bobcats, dozers, etc., used in your breeding operation. Please combine all applicable equipment into one figure for lines 1-12.

**IV. Supplies:** This category relates to supplemental feed, corn, operating, food, and beverage supplies for hunting operations on an annualized basis.

**V. Labor:** This category refers to the labor expense for your breeding operation. Owners, spouses, and children must be accounted for in this category as an employee(s) and in total wages, if labor is performed by these individuals. *Total wages paid* refers to annual wages for all employees. Owner/operators must include amount allotted or withdrawn for family living for line 2a. *Annual expense for outsourced services* refers to all additional contracted labor from those not on the payroll, including consulting services, accounting services, legal services, herd survey services, etc.

**VI. Utilities:** This category refers to the annual utilities expense for the annual electric, phone, water, sewage, refuse disposal, etc., and the annual fuel expense for hunting operations.

**VII. Miscellaneous Expenses:** *Annual insurance expense* refers to the yearly cost of auto, property, liability, health, etc. insurance. *Annual advertising/marketing expense* refers to the annual cost of advertising and marketing materials. *Annual taxidermy services* refers to annual taxidermy services for display. *Annual travel expense* refers to the annual cost of travel, such as fuel, food, lodging, airfare, etc.

**VIII. Hunters:** This category relates to the annual number of hunters, number of deer harvested, number of deer purchased and/or released into hunting operation, and the expenses and receipts from hunting. *Total expense* in lines 8 & 9 refer to the cost of purchasing, sedating, and transporting deer for release into hunting operation. *Average processing cost* refers to the cost of processing each harvested deer. If it is processed in-house, please provide an accurate estimate of this cost from based on local processor costs. Line 12 relates to the percentage of harvested deer that will have some type of taxidermy service performed, such as a shoulder or full body mount. Line 13 allows for the average per deer expense of taxidermy service paid by the hunter. Line 14, any meat processing services the hunter would pay for.

**We thank you in advance for taking the time to complete this survey. Questions may also be directed to Brian Herbst at 979-845-3310 or NADeFA@afpc.tamu.edu**

# NADeFA Economic Impact Survey

Please indicate type of operation

Breeding Only \_\_\_ Breeding and Hunting \_\_\_ Hunting Only \_\_\_ Scent Collection \_\_\_ Venison \_\_\_ Velvet \_\_\_

Species - Axis \_\_\_ Elk \_\_\_ Fallow \_\_\_ Mule Deer \_\_\_ Red Deer \_\_\_ Reindeer \_\_\_ Sika \_\_\_ Whitetail \_\_\_  
Other \_\_\_\_\_

Instructions are provided at the end of the survey. For Hunting Only operations, please skip first two pages.  
Please use 2015 annualized figures where appropriate.

## I. Operation

1. Year started \_\_\_\_\_ 2. Area of breeding operation: \_\_\_\_\_ (acres) 3. Land valuation: \$ \_\_\_\_\_

## II. Herd Inventory (Final 2015 inventory, or 2015 if appropriate)

- Total number of breeder animals (Cervids) \_\_\_\_\_
- a. Total # bucks \_\_\_\_\_ b. Number of stocker bucks \_\_\_\_\_ c. Number of does \_\_\_\_\_
- a. Fawns in 2015 \_\_\_\_\_
- Annual mortality rate (12 mo. and older) \_\_\_\_\_ %

### 5. Annual sales (2015 figures)

### Annual Purchases (2015 figures)

Breeder Bucks: _____	Income \$: _____	Breeder Bucks: _____	Costs \$: _____
Stocker Bucks: _____	Income \$: _____	Stocker Bucks: _____	Costs \$: _____
Open Does: _____	Income \$: _____	Open Does: _____	Costs \$: _____
Bred Does: _____	Income \$: _____	Bred Does: _____	Costs \$: _____
Fawns: _____	Income \$: _____	Fawns: _____	Costs \$: _____
Semen straws: _____	Income \$: _____	Semen straws: _____	Costs \$: _____
Gallons of Urine _____	Income \$: _____		
Animals butchered: _____	Income \$: _____		
Pounds of Velvet: _____	Income \$: _____		

## III. Facilities

- Number of pens: \_\_\_\_\_
- Area of pens: \_\_\_\_\_ (acres)
- Capital cost fencing: \$ \_\_\_\_\_
- Capital cost of shelters: \$ \_\_\_\_\_
- Capital cost of other improvements like roads, water lines, etc.: \$ \_\_\_\_\_
- Capital cost of buildings: \$ \_\_\_\_\_
- Do you have a handling facility? Yes \_\_\_ No \_\_\_ 7a. If yes, capital cost of facility: \$ \_\_\_\_\_
- Do you have a misting system? Yes \_\_\_ No \_\_\_ 8a. If yes, capital cost of system: \$ \_\_\_\_\_
- Annual cost of maintenance and repairs: \$ \_\_\_\_\_

## IV. Equipment

- Purchase price of all large equipment, combined (i.e. tractor or bobcat): \$ \_\_\_\_\_
- Purchase price of all ranch vehicle(s), combined: \$ \_\_\_\_\_
- Purchase price of ATV(s), combined: \$ \_\_\_\_\_
- Purchase price of all implements, combined: \$ \_\_\_\_\_
- Purchase price of all trailer(s)/transport crate(s), combined: \$ \_\_\_\_\_
- Purchase price of all bulk feed bin(s)/mixing system, combined: \$ \_\_\_\_\_
- Purchase price of all feeding and watering equipment, combined: \$ \_\_\_\_\_
- Purchase price of all camera/ video equipment, combined: \$ \_\_\_\_\_
- Annual cost of all rental equipment: \$ \_\_\_\_\_
- Purchase price of portable insect sprayer/fogger \$ \_\_\_\_\_

Please return all four sheets of the *National Deer Industry Economic Impact Survey* by e-mail, mail or fax to:

Agricultural and Food Policy Center, Department of Agricultural Economics, 2124 TAMU, College Station, TX 77845

Fax: (979) 845-3140

E-mail: NADeFASurvey@afpc.tamu.edu

Questions may be directed to Brian Herbst at 979-845-3310 or NADeFASurvey@afpc.tamu.edu

- 11. Annual cost of semen storage: \$ \_\_\_\_\_
- 12. Annual cost of dart/sedation equipment; \$ \_\_\_\_\_
- 13. Purchase price of dart gun: \$ \_\_\_\_\_

**V. Veterinary & Animal Supplies**

- 1. Annual cost of operating supplies: \$ \_\_\_\_\_
- 2. Annual cost of feed and hay: \$ \_\_\_\_\_
- 3. Annual cost of medical supplies: \$ \_\_\_\_\_
- 4. Annual veterinary expense: \$ \_\_\_\_\_
- 5. Annual number of sedations: \_\_\_\_\_
- 6. Annual cost of sedations: \$ \_\_\_\_\_
- 7. Annual number of does A.I.'d: \_\_\_\_\_
- 8. Annual cost for A.I.'ing: \$ \_\_\_\_\_
- 9. Annual number of CWD tests: \_\_\_\_\_
- 10. Annual CWD costs: \$ \_\_\_\_\_
- 11. Number of animals DNA tested: \_\_\_\_\_
- 12. Annual cost for DNA certifications: \$ \_\_\_\_\_
- 13. Annual costs for I.D. tags/RFID tags/microchips/other: \$ \_\_\_\_\_
- 14. Insecticide costs: \$ \_\_\_\_\_
- 15. Annual miscellaneous costs: \$ \_\_\_\_\_

**VI. Labor**

- 1. Number of employees: Salaried \_\_\_\_\_ Hourly \_\_\_\_\_ Part-time \_\_\_\_\_
- 2. Total wages paid: Salaried \_\_\_\_\_ Hourly \_\_\_\_\_ Part-time \_\_\_\_\_
- 3. Annual expense for outsourced services: \_\_\_\_\_

**VII. Utilities**

- 1. Annual cost of utilities: \$ \_\_\_\_\_
- 2. Annual cost of fuel/diesel/etc.; \$ \_\_\_\_\_

**VIII. Miscellaneous Expenses**

- 1. Annual insurance expense; \$ \_\_\_\_\_
- 2. Annual advertising/marketing expense: \$ \_\_\_\_\_ (include booths/sponsorships/ads/web)
- 3. Annual taxidermy expense: \$ \_\_\_\_\_
- 4. Annual travel/meeting attendance expense: \$ \_\_\_\_\_
- 5. Annual property taxes: \$ \_\_\_\_\_
- 6. Wildlife/Agriculture permit costs: \$ \_\_\_\_\_
- 7. Other costs (specify): \$ \_\_\_\_\_

**IX. Feeding**

*Fawns*

- 1. Do you bottle feed? All \_\_\_\_ Some \_\_\_\_ No \_\_\_\_ (skip to # d.)
  - a. Annual cost of milk replacer: \$ \_\_\_\_\_
  - b. Annual cost of fawn supplement feed: \$ \_\_\_\_\_
  - c. Annual cost of fawn care products: \$ \_\_\_\_\_
  - d. Annual cost for outside fawn care services if No above: \$ \_\_\_\_\_
- 2. Annual cost of protein feed for breeder penned animals: \$ \_\_\_\_\_
- 3. Annual cost for textured/treat feed for breeder penned animals: \$ \_\_\_\_\_
- 4. Annual cost for alfalfa hay for breeder penned animals: \$ \_\_\_\_\_

**X. Other Expenses**

Please list and explain any other costs not previously covered for breeder animals:

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## Hunting

Instructions are provided at the end of this survey. For combination Breeding and Hunting operations, please separate hunting expenses from breeding expenses. Use annualized 2015 figures where appropriate.

What is the purpose of your hunting operation? \_\_\_ Personal use; \_\_\_ Corporate clients, no fee; \_\_\_ Paying clients

### I. Operation

1. Year started: \_\_\_\_\_
2. Land purchased: \_\_\_\_\_ (acres)
3. Area of hunting operation: \_\_\_\_\_ (acres)
4. Land inherited: \_\_\_\_\_ (acres)
5. Total land valuation: \$ \_\_\_\_\_

### II. Facilities

1. Capital cost of lodge(s) or guest facilities: \$ \_\_\_\_\_
2. Capital cost of perimeter fencing: \$ \_\_\_\_\_
3. Capital cost of habitat, roads, water improvements, guest conveniences (combined): \$ \_\_\_\_\_
4. Capital cost of other buildings: \$ \_\_\_\_\_
5. Annual cost of maintenance and repairs: \$ \_\_\_\_\_
6. Approximate area of food plots: \_\_\_\_\_ (acres)
7. Estimated cost of labor to maintain food plots: \$ \_\_\_\_\_
8. Annual cost of seed and fertilizer for food plots: \$ \_\_\_\_\_

### III. Equipment (Note if equipment is shared between breeding and hunting operations, use proportioned \$\$)

1. Purchase price of all large equipment, combined (i.e. tractor or bobcat): \$ \_\_\_\_\_
2. Purchase price of all farm implements, combined: \$ \_\_\_\_\_
3. Purchase price of all ATV(s), combined: \$ \_\_\_\_\_
4. Purchase price of all ranch vehicle(s), combined: \$ \_\_\_\_\_
5. Purchase price of all trailer(s)/transport crate(s), combined: \$ \_\_\_\_\_
6. Purchase price of bulk feed bin(s)/all feeding and watering equipment: \$ \_\_\_\_\_
7. Purchase price of all video/trail camera(s) equipment, combined: \$ \_\_\_\_\_
8. Purchase price of all dart gun/darts/sedation equipment: \$ \_\_\_\_\_
9. Annual cost of all rental equipment: \$ \_\_\_\_\_
10. Purchase price of cooler/freezer equipment: \$ \_\_\_\_\_
11. Purchase price for all hunting blinds: \$ \_\_\_\_\_
12. Purchase price of all other equipment: \$ \_\_\_\_\_

### IV. Supplies

1. Annual cost of operating supplies for guest accommodations: \$ \_\_\_\_\_
2. Annual cost of food and beverages for guest operations: \$ \_\_\_\_\_
3. Annual cost for protein feed for pasture animals: \$ \_\_\_\_\_
4. Annual cost for corn/bait food for pasture animals: \$ \_\_\_\_\_

### V. Labor

1. Number of employees: Salaried \_\_\_\_\_ Hourly \_\_\_\_\_ Part-time \_\_\_\_\_
2. Total wages paid: Salaried \_\_\_\_\_ Hourly \_\_\_\_\_ Part-time \_\_\_\_\_
3. Annual expense for outsourced services: \_\_\_\_\_

### VI. Utilities

1. Annual cost for utilities: \$ \_\_\_\_\_
2. Annual cost for fuel/diesel/etc.: \$ \_\_\_\_\_

Please return all four sheets of the *National Deer Industry Economic Impact Survey* by e-mail, mail or fax to:  
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E-mail: [NADeFASurvey@afpc.tamu.edu](mailto:NADeFASurvey@afpc.tamu.edu)  
**Questions may be directed to Brian Herbst at 979-845-3310 or [NADeFASurvey@afpc.tamu.edu](mailto:NADeFASurvey@afpc.tamu.edu)**

**VII. Miscellaneous Expenses**

- 1. Annual insurance expense: \$ \_\_\_\_\_
- 2. Annual advertising/marketing expense (include booths/sponsorships/ads/web): \$ \_\_\_\_\_
- 3. Annual taxidermy expenses: \$ \_\_\_\_\_
- 4. Annual travel/meeting attendance expense: \$ \_\_\_\_\_
- 5. Annual property taxes: \$ \_\_\_\_\_
- 6. Wildlife/Agriculture (DNR) licenses and permit costs: \$ \_\_\_\_\_
- 7. Hunting lease costs (for non-owned lands): \$ \_\_\_\_\_
- 8. Other costs (specify): \$ \_\_\_\_\_

**VII. Other Expenses**

Please list and explain any other costs not previously covered for hunting animals:

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**VIII. Hunters (Guests)**

- 1. Annual number of hunters: \_\_\_\_\_
- 2. Annual number of non-hunters: \_\_\_\_\_
- 3. Annual deer hunter income: \$ \_\_\_\_\_
- 4. Annual exotic hunter income: \$ \_\_\_\_\_
- 5. Annual non-hunter income: \$ \_\_\_\_\_
- 6. Total number of deer harvested: \_\_\_\_\_
- 7. Total number of exotics harvested: \_\_\_\_\_
- 8. Annual number of stocker deer released into the hunting area(s): \_\_\_\_\_
- 9. Annual cost for stocker deer released for hunting: \$ \_\_\_\_\_
- 10. Annual number of exotic animals released into the hunting area(s): \_\_\_\_\_
- 11. Annual cost for exotic animals released for hunting: \$ \_\_\_\_\_
- 12. Approximate percentage of harvested animals sent to taxidermists: \_\_\_\_\_%
- 13. Average client taxidermy cost per animal: \$ \_\_\_\_\_
- 14. Are other game species harvested in your hunting area(s)? \_\_\_ Yes \_\_\_ No
- 15. Annual income from other game species (if charged for separately): \$ \_\_\_\_\_
- 16. Other outdoor enthusiasts' income derived from hunting property: \$ \_\_\_\_\_  
Specify \_\_\_\_\_