

**OUTFITTER/GUIDE
SPECIAL USE FEE EVALUATION
PHASE II**
Fee Development Test of Six Specific Activities

Contract #53-0109-0-00542

FOR
USDA Forest Service
Acquisition Management
P. O. Box 21628, Juneau, Alaska 99802-1628

Attn: Mr. James Smith, RPRA
Contracting Officer's Representative (COR)

Report Date
July 12, 2002

FILE #2-01-034C

BY
Diane Black-Smith, MAI
Steven E. Carlson, Appraiser
Brian Z. Bethard, Appraiser

BLACK-SMITH & RICHARDS, INC.
2602 Fairbanks Street
Anchorage, Alaska 99503

July 12, 2002

USDA Forest Service
Acquisition Management
P. O. Box 21628, Juneau, Alaska 99802-1628

Attn: Mr. James Smith, RPRA
Contracting Officer's Representative (COR)

Re: PHASE II - Fee Development Test of Six Specific Activities
Contract #53-0109-0-00542

Dear Mr. Smith,

As requested, we have developed fees for the following Alaska Region activities by the three alternative methods selected for testing:

- Road-based nature tours
- Remote-setting nature tours
- Helicopter land tours
- Visitor center to include Mendenhall Glacier and SEAVC
- Hunting – brown bear (day use)
- Hunting – mountain goats (camping)

This report is a summary of the data and analyses. The resultant fees are presented in a comparison grid along with the fees developed for similar activities under both the National program and the Alaska Region Interim Flat Fee Policy.

This preliminary task is intended to assist the project team in determining an appropriate direction for the remainder of Phase II of the Outfitter/Guide Special Use Fee Evaluation Project.

Sincerely,
BLACK-SMITH AND RICHARDS, INC.


Diane Black-Smith, MAI


Steven E. Carlson, Appraiser

Methodologies Selected for Testing

The three methodologies selected for testing are identified as:

1. Bottom-Up Pricing
2. Modified Alaska Region Interim Flat Fee Policy (ARIFFP)
3. Flat Fee Plus Percentage

Because the rationale and application of the alternative methodologies were presented in Phase I, only summaries are presented here.

Bottom-Up Pricing Method

This method recognizes the per-client-day fees as the price of the client's use, net of the outfitter/guide services. What the outfitter/guide can afford to pay is directly related to the client's willingness to pay. The willingness to pay for an individual's unit of use (per-day, per-hunt) is evidenced by the unguided user fees observed in the marketplace – arguably the minimum that a landowner would accept for a unit of use.

In summary, this method prices (and indirectly values) the outfitter/guide's use in terms of what unguided users are willing to pay for an equivalent unit of use (per-day, per-hunt) for similar activities. Beyond this basic level of price, there is no distinct element attributed to the privilege of conducting business on National Forest System (NFS) lands.

Modified Alaska Region Interim Flat Fee Policy

Like the Alaska Region Interim Flat Fee Policy (ARIFFP), this is a top-down pricing method by which flat fees are derived from calculations that process a percentage of gross revenues into per-client-day or per-hunt charges. However, in the ARIFFP (and the National policy) the multiplier (3%) is static. In the modified ARIFFP, an appropriate percentage/multiplier is developed from a correlation of rates found in the marketplace. Reconciliation toward a supportable rate is aided by testing a sample of near-universal activities (e.g., general recreation, camping, non-motorized boating, fishing, and deer hunting). Client-day fees resulting from a percentage of gross revenues can be compared with the client-day fees developed by the bottom-up method.

In summary, the modified ARIFFP is a top-down pricing method that indirectly prices the outfitter/guide's use as a percentage of gross revenues. The method does not develop per-client-day prices (or per-hunt) that are higher than what unguided users pay for similar activities based on market evidence further explained in this report. As such, the resultant flat fees will not reflect a distinct element of price attributable to the privilege of conducting business on NFS lands.

Flat Fee Plus Percentage

In this method, the outfitter/guide fees consist of two components: flat fees that are developed by the bottom-up method and a percentage of client charges or gross revenues.

In this method, the flat fee is simply a cost of production, a unit of use that is acquired from the landowner and re-sold to a client. The percentage component represents an increment of price attributable to the privilege of conducting business on the owner's land. That privilege includes the potential to mark-up, or profit on, the flat fee component. The percentage component is an effective mechanism that assures the landowner a share of the unforeseen: potential additional revenues attributable to inflation and/or changing supply/demand characteristics.

A fixed rate (or a progression of higher rates) would penalize the more successful operators and/or those with higher production costs that must be passed on in the client-day-charge. In contrast, a schedule of declining rates applied to ascending brackets of revenues would reward entrepreneurial prowess and/or acknowledge the influence of higher production costs on client-day-charges.

With this method, the landowner receives a minimum level of support from each operator. After meeting this minimum, the operator is allowed to retain more of any excess (ascending revenue brackets) that may be attributable to superior promotion, knowledge, skills, service, or equipment.

Organization of the Test Report

This test is developed according to the following steps:

1. Develop value indicators for individual units of use (net of outfitter/guide services) for application in the bottom-up method. These are also essential to the other two methods. With the bottom-up method, a fee schedule is developed from market comparisons of unguided fees for similar activities. The market comparison process includes the generation of price data by survey and a correlation to the outfitting and guiding activities recognized by the Alaska Region.
2. For the six Alaska Region activities selected, calculate flat fees by both the National (Options "A" and "B") and ARIFPP processes using the permit-holder data provided.
3. For the six Alaska Region activities selected, develop flat fees by the Modified ARIFPP method.
 - Survey the market and identify a range of percentage rates (multipliers) potentially applicable to the Alaska Region. The isolation of an appropriate range is aided by the findings of a 1996 General Accounting Office report (3% is below market) and the recognition of similar supply/demand characteristics (exclusive versus non-exclusive permitting).
 - Reconcile the supportable rate as that multiplier which produces the flat fees for a sample of near universal activities that are closely supported by the indicated values for individual units of use (net of outfitter/guide services) developed by the bottom-up method.
 - Apply the percentage/multiplier to the permit-holder data for the six specific activities selected.
4. Develop a supportable percentage rate (multiplier) as one of two components of the Flat Fee Plus Percentage method (Component Method). Distribute a declining rate schedule to ascending revenue brackets. Calculate fees as the product of the flat fees developed in the bottom-up method and the applicable percentage for the revenue brackets.
5. Summarize the results in a comparative grid.

A central acknowledgement to the analyses is that the broader market (such as it is) does not exhibit nearly the stratification desired by the Alaska Region. The predominant practice is the recognition of a few general categories of related uses. Based on our research, all activities excepting species-specific hunting, outfitting, and visitor center tours – can be grouped into the following categories.

- Small game, birds & waterfowl hunting
- Non-motorized watercraft
- General non-motorized, non-consumptive uses
- Camping
- Fishing
- Off-road motorsports

These general activity categories are distinguished from the test activities and our reference to “near universal activities”.

The Alaska Region recognizes a diverse list of specific activities. From this list the agency team has selected six *activities for testing*:

- Road-based nature tours
- Remote-setting nature tours
- Helicopter land tours
- Visitor center to include Mendenhall Glacier and SEAVC
- Hunting – brown bear (day use)
- Hunting – mountain goats (camping)

The broader market does not recognize nearly this level of stratification. Generally, nearly all fee-based recreation uses, guided or unguided, are recognized within a fewer number of *general activity categories*, typically:

- Small game, birds & waterfowl hunting
- Non-motorized watercraft
- General non-motorized, non-consumptive uses
- Camping
- Fishing
- Off-road motor sports

For purposes of our analyses, we have identified four *near-universal activities*, three of which are represented by the general activity categories.

- General recreation - non-motorized, non-consumptive uses
- Camping
- Fishing
- Deer hunting (day use and camping)

INDICATED VALUE OF INDIVIDUAL UNITS OF USE
(developed by the bottom-up pricing method)

FOR THE SIX SPECIFIC ALASKA REGION ACTIVITIES SELECTED

Given the inefficiencies of the sub-markets represented by these activities, quantitative adjustments for various inequalities cannot be isolated. Value indicators are derived from a qualitative correlation of the data.

Remote-Setting Nature Tours

The ARIFFP defines this category as "day uses such as hiking, sight-seeing, photography, wildlife." These are non-consumptive, non-motorized general recreation uses. Where western-state parks charge for similar unguided activities, individual fees range from \$1 to \$7 per day (see Table II). Entrance fees assessed on a per-vehicle basis range from \$2 to \$10 per-day. At an average of 2 persons per vehicle, the rates are diluted to a range of \$1 to \$5, which is consistent with the range of individual fees. One private landowner reports higher fees for specialized activities (e.g., \$10 for "canyoneering" and \$15 for river running [see Addenda - Table IV]). But in general, there is little data available from the private sector for this activity category. In summary, an appropriate rate lies within the range reflected by the state park data - \$1 to \$7. Our opinion is developed from the following observations.

The disparity in prices is primarily attributable to a variety of policy objectives rather than the relative physical qualities of the park. Some programs are moving toward higher levels of self-support, others are comparative passive. While the majority of fee programs are fairly consistent at \$1 to \$3, the data suggests users are generally willing to pay higher prices - from \$4 to \$7.

Recognizing the upper-end indicator as an anomaly (high demand area), the remaining data suggests a narrower range from \$4 to \$6.

In the final consideration, the demand characteristics for state parks (higher concentration of users on smaller tracts of land) are recognized as superior to those for large tracts of natural land. On that basis, most weight is given to the low end of the *narrowed* range (\$4 to \$6) for the purposes of this analysis. In our opinion, the indicated value for an individual unit of general recreation use (unguided) in the Alaska Region is fairly represented at \$4.00 per day.

Road-Based Nature Tours

The ARIFFP defines the activity as “day uses such as hiking, biking, sightseeing, photography, wildlife and nature viewing, and vehicle tours that originate from road systems.” Like the previous category, the client activities are essentially the same – general recreation uses. The available data does not support a distinction between modes of access. In summary, the indicated value for an individual unit of general recreation use (unguided) in the Alaska Region is \$4 per day.

Helicopter Land Tours

The ARIFFP defines this category as “... day use landing tours on land or ice using a helicopter.” Probable activities of landed clients are some of the same general recreation uses that are typical of the two previous categories – particularly sightseeing and wildlife viewing. For general recreation activities, the market does not distinguish between partial days and whole days (Addenda - Table II).

In summary, the individual unit of use is similar to those of the two activities previously described; only the mode of access is different. The relative expense of access is reflected in the overall client charges, rather than in the net amount that flows to the landowner for the landed activity of the client. In summary, the indicated value for an individual unit of general recreation use (unguided) in the Alaska Region is \$4.00 per day.

Visitor Center To Include Mendenhall Glacier And SEAVC

Summary descriptions are based on our physical inspections of the Begich-Boggs and Mendenhall facilities and online information on the Southeast Alaska Visitor Center.

The **Begich-Boggs Visitor Center (BBVC)** is a good quality, concrete, interpretive facility in good condition. It is located at Portage Glacier off the Seward Highway at the head of Turnagain Arm, approximately 50 miles southeast of Anchorage. The facility features an orientation area, a variety of exhibits and an observatory. General admission is free and there are no on-site revenue generators (e.g., retail sales, concessions). There is a nominal \$1 admission fee to view a program presented in the theater.

The **Mendenhall Glacier Visitor Center (MGVC)** is a good quality, multi-level concrete building in good condition. The visitor center is located approximately 13 miles from downtown Juneau at the end of the Mendenhall Glacier Spur Highway and has an excellent view of the Mendenhall Glacier. The facility is improved with a variety of informational exhibits and a movie viewing area. Admission is \$3 per person during the summer season. The movie is included in the admission fee. There is no charge for hiking the trails or viewing the glacier from outside of the visitor center.

The **Southeast Alaska Visitor Center (SEAVC, a/k/a Discovery Center)** is a good quality, wood-sided, frame building in good condition. It is located at 50 Main Street in Ketchikan Alaska. Features include interpretive exhibits, a learning center and a bookstore. There is also a 200-person theater where a 14-minute program is presented. The theater is also used for meeting and lectures during the winter months. Admission is \$5 per person during the summer season. A \$15 season pass is also available.

The general admission fees represent the prices for individual units of use (unguided). Despite a similarity in general purpose, the fees are inconsistent. The range (\$0 to \$5) does not appear to relate to any relative ability of these three attractions to command price – either on the basis of scope (cost and scale) or local supply/demand characteristics. This contention is supported by the following comparison of the ARIFFP fees with the general admission fees.

	Original ARIFFP Fee Per NFS Client Day	Index Adjusted ARIFFP Fee Per NFS Client Day	General Admission (Unguided fee)
Begich-Boggs Visitor Center	\$0.80	\$0.84	\$-0-
Mendenhall Glacier Visitor Center	\$0.50	\$0.52	\$3.00
Southeast Alaska Visitor Center			\$5.00

The ARIFFP fees are derived from outfitter/guide operations. The comparison indicates that while permit holders promoting and using the BBVC generate higher fees for the Alaska Region, general admission is free.

For the purposes of our analysis, we recommend the development of a universal fee for these three Alaska Region visitor centers.

Admission to similar public attractions is often free. However, where admission is charged, fees generally range from \$2.00 to \$13.00 (Addenda - Table X) depending on the nature of the attraction, policy objectives, and other sources of revenue.

The higher end fee data is reflected by museums, cultural centers, and wildlife viewing facilities. The relative ability of these attractions to command price is perceived as superior to that of the subject facilities. Nevertheless, the data (Addenda - Table X) suggests that even a program intent on assuring access and availability to all potential visitors could justify a low-end fee of \$2.

In summary, an appropriate unit value for the Alaska Region visitor centers lies within a range from \$2 to \$5. Giving most weight to the narrower range from \$3 to \$5 that is already supported by two of the three facilities (MGVC & SEAVC), the indicated value of an individual unit of use (unguided) for the Alaska Region visitor centers is \$4.

Hunting – Brown Bear (Day Use)

The ARIFFP fee schedule distinguishes between big game hunts that include overnight stays on NFS land (hunt w/camping) and day use only. The current scheduled day-use fee is an index-adjusted \$146.23.¹ Processing the 2001 permit-holder data generates a fee of \$165 based on a hunt length of 10 days (day use only).

The general market does not distinguish between hunts with and without camping. The activity of hunting is the primary component of price. Camping is often available at no extra charge. In other words, the available data reflects prices that include on-site camping privileges. To isolate a fee for the day use component, we first derive an allocation for the camping component. An average daily rate (for camping) is calculated from the original ARIFFP fees using the average hunt w/camping lengths from the 1998 data (9 days; the average hunt lengths were not reported with the most recent data provided.)

Although this test activity is brown-bear hunting (day use), ARIFFP fees for other hunts are also analyzed in the same manner to determine if the species is significant to the allocation to camping.

Species	Original ARIFFP Fee For Hunt w/Camping	Less: Fee For Day Use Only	Equals: Allocation To Camping	Divided By 1998 Avg. Hunt w/Camping Length (rd.)	Allocated Daily Rate For Camping
Brown Bear	\$195	(\$140)	= \$55	÷ 9 days	\$6.11
Mountain Goat	\$130	(\$105)	= \$25	÷ 7 days	\$3.57
Deer Hunt	\$70	(\$30)	= \$40	÷ 5 days	\$8.00
				<i>Mean</i>	\$5.89

In terms of price order, the allocated daily rates for camping are not consistent with the fees for hunts with camping or without (day use only). For example, the highest camping rate is reflected by the lowest price hunt (deer). Based on this observation, the analysis of the original ARIFFP fees supports an average daily rate for the camping component of \$5.89 per-day – regardless of the species.

A daily rate of \$5 is developed for camping as a stand-alone activity (see Addenda and Table II). The two analyses support a narrow range of fees for

¹ Adjusted using the Implicit Price Deflator-Gross National Product Index (beginning 1/1, 01).

hunt camping from \$5 to \$5.89 per-day. Recognizing the stand-alone rate (\$5/day) as a universal fee for camping, regardless of other activities attached, most weight is given to this indicator. On that basis, the camping component for bear hunting is allocated \$45 per-hunt (\$5/day x 9 days). This component is deducted from the indicated per-hunt value to isolate the amount attributable to the day-use for this activity.

Because most of the brown/grizzly bear habitat is on public lands, there is little private sector data available. However, two examples from the Kodiak Archipelago reflect fees that are attributable to land use. They are assessed whether the hunter scores or not.

Landowner	Land Use Fee	Conditions
Afognak Native Corp. Afognak Island, AK	\$1,325 resident or non-resident	Non-resident must be accompanied by guide.
Koniag, Inc Kodiak Island, AK	\$175/trip resident \$1,250/trip non-resident	Non-resident must be accompanied by guide. Guide is vendor for landowner.

The prices were administratively set. While the fees for non-residents are nearly the same, the disparity in the fees for Alaska residents reflects different management philosophies. The land manager for Afognak Native Corporation acknowledged that the availability of nearby public lands is somewhat of a limiting factor. Increasing the use fee is essentially an experiment.

In summary, a wide range of values is reflected. The low end is established by the updated per-hunt rate already supported by the Alaska Region permit holders - \$165 for day-use only (based on the 2001 data provided). The upper end is established by the rounded average of the two Kodiak Archipelago rates - \$1,290. Adjusted to exclude the camping component indicates a per-hunt, day-use fee of \$1,245 (\$1,290 - \$45).

Given the limited availability of data, it is difficult to narrow this broad range toward a supportable rate. But the process is aided by an examination of other fee schedules that are remarkably consistent in illustrating the ability of a species to command price (Addenda - Table XI). Premiums are supported by hunter perceptions of scarcity and the relative quality of the trophy.

Deer hunting is nearly a universal activity from which a number of price relationships can be observed. The indicated value of an individual unit of use for deer hunting in the Alaska Region is \$125 per hunt (developed by the bottom-up method in the Addenda and from Table VIII). In the following table, fees from Table XI are compared in order to calculate multipliers or adjustment factors.

	Deer	Brown/Grizzly Bear	Adjustment Factor
ARIFFP (index adjusted – includes camping)	\$73.11	\$203.67	x 2.79
Alaska Non-Resident Tag Fee	\$150	\$500	x 3.33
Alaska Non-Resident Alien Tag Fee	\$200	\$650	x 3.25
Afognak Native Corp. (Kodiak Isl.) - Land-Use Fee	\$125	\$1,325	x 10.6
Koniag Inc. (Kodiak Isl.) - Land-Use Fee	\$175	\$1,250	x 7.14
British Columbia Trophy Fee	\$38	\$250	x 6.58

Given the adjustment factor of 2.79 reflected by the comparison of the ARIFFP fee, the other fee schedules are consistent in their indication that the per-hunt fee for brown bear hunting under the ARIFFP is below what the market would support.

The comparisons reflect a range of adjustment factors from 3.25 to 10.6. On one hand, the upper end adjustment factors reflected by the land use fees deserve the most weight. Comparisons of “tag” or trophy fees generate lower multipliers. On the other hand, the upper end factors can be attributed to comparatively unique supply/demand characteristics. Brown bears are a limited resource as evidenced by the bag limits in the Alaska Region game units.

Unit #	Locale	Bag Limit
1	Southeast mainland	One bear every four regulatory years by permit (registration)
2	Prince of Wales Island	No open season
3	Petersburg-Wrangell	No open season
4	Admiralty, Baranof & Chicagof Isls.	One bear every four regulatory years by permit (registration)
5	Yakutat	One bear every four regulatory years by permit (registration)
6A-C	Gulf of Alaska to PWS	One bear every regulatory year (license)
6D	Western Prince Wm., Sound	One bear every four regulatory years by permit (registration)
7	Seward	One bear every four regulatory years by permit (registration)

However, permits in the Alaska Region game units can be obtained by registration. In contrast, while bag limits in most of the Kodiak Archipelago are the same, permits are issued via a drawing process. In addition, Kodiak is more widely recognized for trophy bears. On that basis, the supply and demand characteristics in the Archipelago favor higher prices. The adjustment factors reflected by those land use fees are above an appropriate range for the Alaska Region. Recognizing a narrower range from 3.25 to 7.14, a mid-range factor of 5.2 (rounded) is applied in the following calculations.

Indicated value of an individual unit of use for deer hunting in the Alaska Region (<i>includes camping</i>)	\$125
<u>x Adjustment Factor</u>	<u>x 5.2</u>
Indicated value of an individual unit of use for brown bear hunting in the Alaska Region (<i>includes camping</i>)	\$650
Less: Allocation to the camping component (\$5/day x 9 days)	<u>(\$45)</u>
Indicated value of an individual unit of use for brown bear hunting in the Alaska Region (<i>day use only</i>)	\$605

Hunting – Mountain Goats (Camping)

In the original ARIFFP schedule, the per-hunt fee for mountain goat hunting with overnight camping on NFS land is \$130. With an index adjustment, the current fee is \$135.78. Processing the most recent data generates a fee of \$115.

Because the terrain typical of mountain goat habitat is generally not suitable for economic uses, little of it has found its way into private ownership. As a result, comparable data is limited. Following the methodology applied in the development of the day-use hunt fee for brown bear, adjustment factors are developed from the following comparisons reconstructed from Table XI.

	Deer	Mountain Goat	Adjustment Factor
<i>ARIFFP (index adjusted – camping incl.)</i>	<i>\$73.11</i>	<i>\$135.78</i>	<i>1.86</i>
Alaska Non-Resident Tag Fee	\$150	\$300	2.00
Alaska Non-Resident Alien Tag Fee	\$200	\$400	2.00
Afognak Native Corp. (Afognak Isl.) Land-Use Fee	\$125	\$200 ²	1.60
British Columbia Trophy Fee	\$38	\$100	2.63

The comparisons are consistent in supporting an adjustment factor of 2.0 above indicated value of an individual unit of use for deer hunting in the Alaska Region (developed by the bottom-up method in the Addenda and from Table VIII). The per-hunt rate for mountain goat hunting in the Alaska Region is calculated as follows:

Indicated value of an individual unit of use for deer hunting in the Alaska Region (<i>includes camping</i>)	\$125
<u>x Adjustment Factor</u>	<u>x 2.00</u>
Indicated value of an individual unit of use for mountain goat in the Alaska Region (<i>includes camping</i>)	\$250

² The State of Alaska fee schedule for non-resident game tags equates elk with mountain goats. The land use fee for hunting elk on Afognak Native Corporation (ANC) is \$200. Like the tag/trophy fee schedules, ANC's elk hunting fee is higher than for deer and less than for bear

SUMMARY (TABLE)

The indicated values for individual units of use (developed by the bottom-up method) are summarized in the following comparative grid.

<i>Test Sample Activity</i>	Code ³	Bottom-Up Prices	Original ARIFFP Schedule	Index Adj. ARIFFP 2002
Road-Based Nature Tours	A	\$4.00	\$0.50	\$0.52
Remote-Setting Nature Tours	B	\$4.00	\$2.50	\$2.61
Helicopter Land Tours	E	\$4.00	\$2.50	\$2.61
Visitor Center Mendenhall & SEAVC	L	\$4.00	\$0.50	\$0.52
Hunting – (day use) Brown Bear	P	\$605	\$140.00	\$146.23
Hunting (camping) Mountain Goat	U	\$250	\$130.00	\$135.78

Note: Because neither Option A or B of the National Policy assigns flat fees to specific activities, they can only be compared on the basis of the total revenues generated to the Alaska Region (see page 25).

³ Activities are "coded" by the Alaska Region for data entry and analysis purposes.

ANALYSIS OF PERMIT HOLDER DATA AND CALCULATION OF FLAT FEES UNDER THE NATIONAL POLICY AND ARIFFP METHODS

The client provided the most recent permit-holder data available (2001) in a spreadsheet format containing macro formulas developed by the agency staff. The spreadsheet processes the data to calculate the fees under the National Policy (Options A and B), the ARIFFP based on the flat fees developed from the 1998 permit holder data, and index-adjusted ARIFFP flat fees. Using the same ARIFFP process, we also have calculated flat fees from the 2001 data for the six activities selected. The indicators are rounded to the nearest quarter (\$0.25) and summarized in the right-hand column. Spreadsheets are presented in the Addenda. A legend is summarized for reference.

EXCEL WORKBOOK: 2001 FLAT-FEE CALCULATIONS		
Column		
O	Revenues to Forest Service (FS) under national policy Option A	Calculated by Alaska Region staff relying on existing spreadsheet macros.
P	Revenues to FS under national policy Option B	Calculated by Alaska Region staff relying on existing spreadsheet macros.
Q	Revenues to FS under ARIFFP fee schedule based on 1998 permit holder data.	Calculated by Alaska Region staff relying on existing spreadsheet macros.
S	Revenues to FS under ARIFFP fees based on 2001 operator data	Resulting new ARIFFP fee is calculated at bottom of Column S, for each activity category.

The 2001 data provided reflects only 150 reports (\pm) out of approximately 400 permit holders. The results from this limited sample are summarized in the following comparative grid.

<i>Test Sample Activity</i>	Code	Bottom-Up Prices	Original ARIFFP Schedule	Index Adj. ARIFFP 2002	ARIFFP Fees Based on 2001 data
Road-Based Nature Tours	A	\$4.00	\$0.50	\$0.52	\$2.00
Remote-Setting Nature Tours	B	\$4.00	\$2.50	\$2.61	\$1.25
Helicopter Land Tours	E	\$4.00	\$2.50	\$2.61	\$2.50
Visitor Center Mendenhall & SEAVC	L	\$4.00	\$0.50	\$0.52	\$0.25
Hunting – (day use) Brown Bear	P	\$605	\$140.00	\$146.23	\$165
Hunting (camping) Mountain Goat	U	\$250	\$130.00	\$135.78	\$115

Note: Because neither Option A or B of the National Policy assigns flat fees to specific activities, they can only be compared on the basis of the total revenues generated to the Alaska Region (see page 25).

DEVELOPMENT OF FLAT FEES BY THE MODIFIED ARIFFP METHOD

Survey of Market Rates and Correlation to the Alaska Region

While revenues and client volumes vary from one outfitter/guide to another, a constant percentage rate (multiplier) is a fundamental element to the process of deriving flat fees by this method. Table I (see Addenda) reflects a broad range from 3% to 12.5%.

Reconciliation and Conclusion of an Appropriate Rate/Multiplier

A narrowing of the range is aided by general observations.

A 1996 GAO report concluded that the 3% National Policy rate (also the basis of the ARIFFP) was below market.⁴ In a table titled "1995 Rate of Return for State Commercial Permits Covered in Our Review", the report cited the following data from survey by the National Parks and Conservation Association.

	<u>California</u>	<u>Colorado</u>	<u>Idaho</u>	<u>Minnesota</u>	<u>Montana</u>
Percent of gross sales charged for permit	11%	6% - 12%	7.5% - 15%	12%	5%

Data from both public agencies and the private sector support the GAO's conclusion. The data also indicates that exclusivity or otherwise favorable supply/demand characteristics justify upper-end rates (see Addenda - Table I). Based on these observations, and an acknowledgment that the multipliers quoted are often in addition to flat, seasonal administrative fees, a stand-alone rate for the Alaska Region would fall within a narrower range from 4% to 8%.

In order to determine an appropriate rate, we applied the ARIFFP process to the 2001 permit holder data at the range of rates suggested by the market data (4% to 8%). In the analysis on the subsequent page, the fees generated are compared with the flat fees developed by the bottom-up method. The appropriate rate is that multiplier which produces a set of flat fees that are the most closely supported by the flat fees developed by the bottom-up method

⁴ U.S. FOREST SERVICE, *Fees for Recreation Special-Use Permits Do Not Reflect Fair Market Value*, US. General Accounting Office December 1996.

In the following table, the flat fees generated by applying the ARIFFP process (at 3%) to the most current permit holder data are highlighted in yellow. Applying the percentage rates suggested by the market data (4% to 8%) to the same permit holder data generates the flat fees highlighted in blue. The indicated values for individual units of use (developed by the bottom-up method in the Addenda) appear in the right-hand column. With two exceptions (visitor centers [MGVC & SEAVC] and brown bear hunting [day use]), the bold-faced indicators in the blue columns closely approximate the indicated values developed by the bottom-up method.

TEST USING NEW FLAT FEES DEVELOPED FROM 2001 DATA													
Near-Universal Activities													
Adjustment Factor	Original ARIFFP 3%	Index Adj. ARIFFP 2002	2001 data		2001 data		2001 data		2001 data		2001 data		Indicated Bottom-Up Values
			ARIFFP @3%	ARIFFP @3%	ARIFFP @4%	ARIFFP @5%	ARIFFP @6%	ARIFFP @7%	ARIFFP @8%	ARIFFP @8%			
General Recreation	\$2.50	\$2.61	\$1.25	\$1.67	\$2.08	\$2.50	\$2.92	\$3.33	\$3.33	\$3.33	\$3.33	\$4.00	
Camping	\$4.00	\$4.18	\$2.50	\$3.33	\$4.17	\$5.00	\$5.83	\$6.67	\$6.67	\$6.67	\$6.67	\$5.00	
Fishing	\$2.50	\$2.61	\$5.50	\$7.33	\$9.17	\$11.00	\$12.83	\$14.67	\$14.67	\$14.67	\$14.67	\$10	
Deer Hunting (camping)	\$70.00	\$73.11	n/a									\$125	
Selected Test Activities													
Road Based Nature Tours	\$0.50	\$0.52	\$2.00	\$2.67	\$3.33	\$4.00	\$4.67	\$5.33	\$5.33	\$5.33	\$5.33	\$4.00	
Remote Setting Nature Tours	\$2.50	\$2.61	\$1.25	\$1.67	\$2.08	\$2.50	\$2.92	\$3.33	\$3.33	\$3.33	\$3.33	\$4.00	
Helicopter Landing Tours	\$2.50	\$2.61	\$2.50	\$3.33	\$4.17	\$5.00	\$5.83	\$6.67	\$6.67	\$6.67	\$6.67	\$4.00	
MGVC & SEAVC	\$0.50	\$0.52	\$0.25	\$0.33	\$0.42	\$0.50	\$0.58	\$0.67	\$0.67	\$0.67	\$0.67	\$4.00	
Brown Bear Hunting (day use)	\$140.00	\$146.23	\$165.00	\$220.00	\$275.00	\$330.00	\$385.00	\$440.00	\$440.00	\$440.00	\$440.00	\$605	
Goat Hunt (camping)	\$130.00	\$135.78	\$115.00	\$153.33	\$191.67	\$230.00	\$268.33	\$306.67	\$306.67	\$306.67	\$306.67	\$250	

The comparisons are consistent in their indication that the 3% rate applied in the ARIFFP process yields flat fees that are less than the indicated values for individual (unguided) units of use for the same activity. The analysis supports a mid-range rate of 6%.

However, because, the 2001 data that was processed may not be complete or may be otherwise skewed, the adjustments are also applied to the *index adjusted* flat fees in the following table.⁵ This approach also allows the inclusion of deer hunt data (deer hunt data for 2001 was not included in the recent data provided). The bold-faced indicators in the blue columns represent the fees that most closely approximate the indicated bottom-up prices. Most are close approximations except for four indexed at 8% that indicate \$6.96 for fishing, \$1.39 for road based nature tours and visitor centers, and \$389.95 for brown bear hunting (day use).

TEST USING ARIFFP INDEX-ADJUSTED FLAT FEES													
Near Universal Activities													
	Original ARIFFP	3%	Index Adj. ARIFFP	4%	Index Adj. ARIFFP	5%	Index Adj. ARIFFP	6%	Index Adj. ARIFFP	7%	Index Adj. ARIFFP	8%	Indicated Bottom-Up Values
Adjustment Factor			133.33%		166.67%		200.00%		233.33%		266.67%		
General Recreation	\$2.50	\$2.61	\$3.48	\$4.35	\$6.96	\$8.36	\$6.09	\$9.75	\$6.96	\$11.15	\$6.96	\$6.96	\$4.00
Camping	\$4.00	\$4.18	\$5.57	\$6.97	\$4.35	\$5.22	\$6.09	\$9.75	\$6.96	\$11.15	\$6.96	\$6.96	\$5.00
Fishing	\$2.50	\$2.61	\$3.48	\$4.35	\$6.96	\$8.36	\$6.09	\$9.75	\$6.96	\$11.15	\$6.96	\$6.96	\$10
Deer Hunting (camping)	\$70.00	\$73.11	\$97.48	\$121.85	\$146.22	\$170.59	\$194.96	\$219.33	\$243.72	\$268.10	\$292.46	\$316.82	\$125
Selected Test Activities													
Road Based Nature Tours	\$0.50	\$0.52	\$0.69	\$0.87	\$1.04	\$1.21	\$1.39	\$1.56	\$1.74	\$1.91	\$2.09	\$2.26	\$4.00
Remote Setting Nature Tours	\$2.50	\$2.61	\$3.48	\$4.35	\$5.22	\$6.09	\$6.96	\$7.83	\$8.70	\$9.57	\$10.44	\$11.31	\$4.00
Helicopter Landing Tours	\$2.50	\$2.61	\$3.48	\$4.35	\$5.22	\$6.09	\$6.96	\$7.83	\$8.70	\$9.57	\$10.44	\$11.31	\$4.00
MGVC & SEAVC	\$0.50	\$0.52	\$0.69	\$0.87	\$1.04	\$1.21	\$1.39	\$1.56	\$1.74	\$1.91	\$2.09	\$2.26	\$4.00
Brown Bear Hunting (day use)	\$140.00	\$146.23	\$194.97	\$243.72	\$292.46	\$341.20	\$389.95	\$438.70	\$487.44	\$536.18	\$584.92	\$633.66	\$605
Goat Hunt (camping)	\$130.00	\$135.78	\$181.04	\$226.30	\$271.56	\$316.82	\$362.08	\$407.34	\$452.60	\$497.86	\$543.12	\$588.38	\$250

Consistent with the previous table, the comparisons support a mid-range rate of 6%. In conclusion, the analysis supports a rate of 6% for use in the modified ARIFFP method.

⁵ The statistical sample represents 152 out of approximately 400 permit holders. The sample reflects some inconsistencies in permit holder accounting and reporting.

Indicate Flat Fees by the Modified ARIFFP

The flat fees (rounded) that would result from processing the 2001 data by this method (at 6%) are summarized in the following comparative grid.

<i>Test Sample Activity</i>	Code	Bottom-Up Prices	Original ARIFFP Schedule	Index Adj. ARIFFP 2002	ARIFFP Fees Processed on 2001 data	Modified ARIFFP Fees on 2001 data
Road-Based Nature Tours	A	\$4.00	\$0.50	\$0.52	\$2.00	\$4.00
Remote-Setting Nature Tours	B	\$4.00	\$2.50	\$2.61	\$1.25	\$2.50
Helicopter Land Tours	E	\$4.00	\$2.50	\$2.61	\$2.50	\$5.00
Visitor Center <i>Mendenhall & SEAVC</i>	L	\$4.00	\$0.50	\$0.52	\$0.25	\$0.25
Hunting – (day use) Brown Bear	P	\$605	\$140.00	\$146.23	\$165	\$330
Hunting (camping) Mountain Goat	U	\$250	\$130.00	\$135.78	\$115	\$230

Note: Because neither Option A or B of the National Policy assigns flat fees to specific activities, they can only be compared on the basis of the total revenues generated to the Alaska Region (see page 25).

DEVELOPMENT OF FEES BY THE COMPONENT METHOD - FLAT FEE PLUS PERCENTAGE OF GROSS REVENUES

In this method, the fee consists of two components: the flat fees developed by the bottom-up method and a percentage of adjusted gross revenues. Where a percentage (of revenues) is the sole component of the outfitter/guide fee, rates range from 3% to 12.5% (see Table I). In a component structure, an appropriate rate would be less than the stand-alone rates observed, i.e., less than 3%.

By applying a schedule of declining rates to ascending brackets of revenue, the landowner receives a minimum level of return from each operator. After meeting this minimum, the operator is allowed to retain more of any excess (ascending revenue brackets) that may be attributable to superior promotion, knowledge, skills, service, or equipment.

Because several permit holders reported separate revenues for a number of trips, the data had to be sorted so that the total gross revenues could be isolated for each permit holder. Revenues are adjusted downward by 40% to recognize off-forest use.

The distribution of rates and the determination of the revenue thresholds are not market-derived. In practice, policy makers would fix these variables of the pricing model. For the purposes of this comparative test, we applied the following schedule to the 2001 data.

2.0% of 60% of gross revenues	up to \$100,000
+ 1.5% of 60% of gross revenues	\$100,001 to \$200,000
+ 1.0% of 60% of gross revenues	\$201,000 to \$300,000
+ 0.5% of 60% of gross revenues	more than \$300,000

An example of the fee calculation by this method is presented on the following page.

The process is illustrated by the calculations for permit holder report #60 provided by the FS. The activity category is "remote setting nature tours" (code B). The flat fee developed by the bottom-up method is \$4 per day

- The reported gross revenues total \$132,270 (spreadsheet column K).
- The number of "FS client days" reported is 177 (spreadsheet column I)

Reported Gross Revenues \$132,270						
<i>Distribution</i>	40% discount	Adjusted	Rate	Fee		Total Fee
\$100,000	x .60	\$60,000	2.0%	\$1,200		\$1,490
\$32,270	x .60	\$19,362	1.5%	\$290		
\$-0-	x .60	n/a	1.0%	\$-0-		
\$-0-	x .60	n/a	0.5%	\$-0-		
Reported Client Days	Client Day Rate <i>Developed from</i> <i>Bottom-Up Method</i>					
177	\$4.00					\$708
						\$2,198

COMPARATIVE SUMMARY

The revenues that would flow to the Alaska Region by each method are calculated based on the 2001 permit holder data provided.

Spreadsheets are presented in the Addenda (or attached to an electronic transmission). A legend is summarized for reference.

EXCEL WORKBOOK: FEE COMPARISON		
Column		
O	Revenues to FS under national policy Option A	Calculated by Alaska Region staff relying on existing spreadsheet macros
P	Revenues to FS under national policy Option B	Calculated by Alaska Region staff relying on existing spreadsheet macros
Q	Revenues to FS under ARIFFP fee schedule based on 1998 permit holder data	Calculated by Alaska Region staff relying on existing spreadsheet macros
R	Additional revenues based on descending percentage brackets (added to bottom-up rates to calculate flat fee + percentage).	Calculated by BSR
S	Revenues to FS under the bottom-up method	Calculated by BSR
T	Revenues to FS under the flat fee + percentage.	Calculated by BSR
U	Revenues to FS based on index-adjusted ARIFFP	Calculated by BSR, based on flat fees provided by FS
V	Revenues to FS under ARIFFP using 2001 revenues (flat fees calculated in Workbook: 2001 Flat Fee Comparison, Column S)	Calculated by BSR based on same formula utilized to calculate fees under ARIFFP fee schedule
W	Revenues to FS based on Modified ARIFFP	Calculated by BSR

A comparison table is presented on the following page.

Phase II
 Fee Development Test
 for 6 Specific Activities

Activity	Code	National Option A Column "O"	National Option B Column "P"	ARIFFP 1998 data Column "Q"	ARIFFP (index-adjusted) Column "U"	ARIFFP 2001 Data Column "V"	Bottom-Up Method Column "S"	Modified ARIFFP Column "W"	Flat Fee Plus % Column "T"
Road Based Nature Tours	A	\$20,769	\$21,210	\$5,685	\$5,912	\$22,738	\$45,476	\$45,476	\$60,527
Remote Setting Nature Tours	B	\$50,416	\$49,277	\$34,463	\$35,864	\$17,176	\$54,964	\$34,353	\$86,918
Helicopter Landing Tours	E	\$249,917	\$242,543	\$238,315	\$248,801	\$238,315	\$381,304	\$476,630	\$401,031
Visitor Center Mendenhall/SEAVC	L	\$1,820	\$2,089	\$5,140	\$5,285	\$2,541	\$40,652	\$5,082	\$42,034
Brown Bear Hunting (day use)	P	\$14,457	\$14,474	\$12,040	\$12,576	\$14,190	\$52,030	\$28,380	\$54,503
Mountain Goat Hunting (camping)	U	\$2,150	\$2,181	\$3,120	\$3,259	\$2,760	\$6,000	\$5,520	\$6,601
TOTAL		\$339,529	\$331,774	\$298,763	\$311,697	\$297,720	\$580,426	\$595,441	\$651,614

Summary Notes

Bottom Up Method

The method does not distinguish between the duration of a client's stay on FS land. In other words, any part of a day/hunt is a whole day/hunt. However, despite the inefficiencies of the marketplace, the development of individual base values for each activity category results from the reconciliation of actual market data. Lacking a percentage component, this method is arguably the best suited to withstand challenges to proposed fee increases.

Modified ARIFFP

This modification requires the development of an appropriate percentage rate for application in the ARIFFP process. The required elements include:

- A range of rates obtained from a survey of public agencies and private owners (Addenda – Table I).
- Values for individual units of use (net of outfitter guide services) for a sample of near-universal activities. These are developed by the bottom-up pricing method in the Addenda.

A market-supported rate is derived from an analytical processing of these elements. However, the process is complex. Reliability is dependent on the adequacy of the statistical sample, accurate reporting by the permit holders, and consistent data entry. The 2001 data represents 35% to 40% of the permit holders. Some of the respondents reported gross revenues and client charges but no forest service client days.

This is the first opportunity to check new fees developed by the ARIFFP with the original fees computed on the same percentage (3%). Comparing the resultant fees for the six selected activities indicates that some flat fees would decrease, while others would increase.

<i>Test Sample Activity</i>	Code	Original ARIFFP Schedule	ARIFFP Fees Processed on 2001 data	
Road-Based Nature Tours	A	\$0.50	\$2.00	<i>increase ± 400%</i>
Remote-Setting Nature Tours	B	\$2.50	\$1.25	<i>decrease ± 50%</i>
Helicopter Land Tours	E	\$2.50	\$2.50	<i>no change</i>
Visitor Center <i>Mendenhall & SEAVC</i>	L	\$0.50	\$0.25	<i>decrease ± 50%</i>
Hunting - Brown Bear (day use)	P	\$140	\$165	<i>increase ± 18%</i>
Hunt Camping - Mountain Goat	U	\$130	\$115	<i>decrease ± 12%</i>

While complete and accurate data from the permit holders should reflect the economic conditions of these sub-markets, the process may not be consistent with the general trend for recreation-related fees: gradually increasing prices attributed to inflation and increasing opportunities for landowners to generate revenue from recreation use. Whether the differences in the flat fees are attributable to reporting irregularities or actual changes in market conditions is an unknown.

Flat Fee Plus Percentage Method

This method uses the flat fees developed by the bottom-up method as the basis for differentiating between activities. A declining schedule of percentage rates is applied to gross revenues adjusted for time off NFS land. Like the Modified ARIFFP method, reliability depends on the adequacy of the statistical sample, accurate reporting by the permit holders, and consistent data entry.

The first method develops outfitter/guide fees *only* in terms of what unguided users are willing to pay for equivalent units of similar activities – as evidenced by the available data. The second method recognizes guided users' willingness to pay, but on an average gross revenue scale. The flat-fee-plus-percentage method is the only method (of the three tested) that recognizes an additional increment attributable to the outfitter/guides' commercial use of the land.

ADDENDA

INDICATED VALUE OF INDIVIDUAL UNITS OF USE (UNGUIDED) IN THE ALASKA REGION BY THE BOTTOM UP METHOD

General Recreation

General recreation uses include non-consumptive, non-motorized uses like hiking and biking. Individual fees for similar unguided activities in western-state parks range from \$1 to \$7 per day (see Table II). Entrance fees assessed on a per-vehicle basis range from \$2 to \$10 per-day. At an average of 2 persons per-vehicle, the rates are diluted to \$1 to \$5 – generally consistent with the range of individual fees. One private landowner reports higher fees for specialized activities (e.g., \$10 for “canyoneering” and \$15 for river running [see Addenda - Table IV]). But in general, there is little data available from the private sector for this activity category.

In summary, an appropriate rate lies within the range reflected by the state park data - \$1 to \$7. Our opinion is developed from the following observations.

The disparity in prices is primarily attributable to a variety of policy objectives rather than the relative physical qualities of the park. Some programs are moving toward higher levels of self-support, others are comparative passive. While the majority of fee programs are fairly consistent at \$1 to \$3, the data suggests users are generally willing to pay higher prices - from \$4 to \$7.

Recognizing the upper-end indicator as an anomaly (high demand area), the remaining data suggests a narrower range from \$4 to \$6.

In the final consideration, the demand characteristics for state parks (higher concentration of users on smaller tracts of land) are recognized as superior to those for large tracts of natural land. On that basis, most weight is given to the low end of the *narrowed* range (\$4 to \$6). In our opinion, the indicated value for an individual unit of general recreation use (unguided) in the Alaska Region is fairly represented at \$4.00 per day.

Camping

For the purposes of this assignment, camping activities occur in natural settings. Western state parks often distinguish between primitive and developed campsites. Daily rates for primitive sites range from \$6 to \$11 (see Table II). However, the fees apply to the campsite regardless of the number of campers. At two campers per site, the rates are diluted to \$3 and \$5.50. Limited data from the private sector reflects per-person rates from \$3 to \$5 per day. Because camping can include some general recreation uses, the value of an individual unit of camping use (unguided) in the Alaska Region is estimated at \$5.00 per day.

Fishing

The original ARIFFP flat fee was \$2.50, index-adjusted to \$2.61. Processing the recent data provided generates a rounded per-client day rate of \$5.50. The available data (see Table VI) reflects prices for individual (unguided) units of use. Low-end rates range from \$6 to \$8.

<u>Landowner</u>	<u>Daily Rate</u>
White Mountain Apache Tribe, Arizona	\$6
Navajo Nation, of Arizona, New Mexico, Utah	\$7
Mescalero Apache, New Mexico	\$6
Hualapai Indian Reservation, Arizona	\$8

An Alaska Native corporation (Koniag) charges \$125 per trip for world-class salmon fishing on the Karluk River. Trip lengths can range from one day to several days. Given the expense of accessing this destination, multi-day trips are more likely. We have recognized a typical trip of three days to indicate a daily rate of \$42 (rounded). Thus, the data reflects a broad range of daily rates from \$6 to \$42.

While the Situk River in particular is a noted steelhead stream, the Alaska Region includes numerous lesser streams. In other words, a universal rate applied throughout the Alaska Region should be weighted by the predominance of non-world class streams. Giving most weight to the low end of the range, the indicated value of an individual unit of use (unguided) for fishing in the Alaska Region is estimated at \$10 per day.

Deer Hunting (with camping)

Clients of Alaska Region permit holders already support the ARIFFP per-hunt fee of \$70, index-adjusted to \$73.11. The available data indicates that the scheduled rate is less than what clients would support.

The data sample summarized in Table VIII reflects:

- Daily rates from \$125 to \$275 per day;
- Per-trip and per-hunt rates from \$125 to \$1,200; and
- Per-season rates from \$200 to \$1,500

Price is affected by the relative quality of the animals. Areas that consistently produce trophy whitetails and/or mule deer command a premium. Price is also influenced by supply and demand imbalances attributable to location. Demand is higher nearer large population centers.

Sitka Blacktail deer found in the Alaska Region are comparatively small. The area is sparsely populated. The relative quality of the animals does not justify the travel expense for a significant number of hunters outside the region. Thus, in the Alaska Region, the supply of deer generally exceeds the demand. On that basis, the value of an individual unit of use (unguided) for deer hunting in the Alaska Region is estimated at the low-end indicator of \$125 per hunt.

Table I – Percentage Rates

Location	Landowner	Data Source	Primary Activity	Percentage	Fee Development
Southcentral Alaska	Cook Inlet Region Inc.	Teresa Ressler 907-274-8638	Moose and bear hunting	5% of unadjusted gross revenues on top of a one-time, \$500 administrative fee.	Survey of other private owner policies
Southcentral Alaska	Chugach Alaska	Mike Hoyt 907-563-8866	Hunting	5% of unadjusted gross revenues on top of an annual application fee (\$0-\$100).	Survey of other private owner policies
California	State Forests	Jose Medina 559-539-2855 4/4/2002	N/A	No structured fee programs for commercial recreation operations.	N/A
Colorado	State Forest State Park	Tim Metzger 970-723-8366 4/29/2002	Hunting/fishing	\$100 annual fee + 5% of gross revenues (7 outfitter/guides)	Used to be 3% of gross revenues; State committed to operating in a more business-like manner; surveyed other public agencies & private owners. Believed to be a leader among public agencies.
	Arkansas Headwaters	Mike Walker 719-539-7289 4/29/2002	Rock climbing	\$250 annual fee + 8% of gross revenues (unique area)	
			River rafting	5.25% of gross revenues from river rafting (sales of food/beverage, T-shirts, etc. excluded)	
Kauai, Hawaii	Grove Farms	Mike Furukawa 808-245-3678 4/5/2002	Exclusive operator of ATV tours; other uses include horseback riding, off-road van tours, kayaking proposed	Originally 3% of gross revenues subject to a minimum; minimums always exceeded; renewals and new agreements are phasing in higher percentages of up to 6%.	Initially, 3% was an in-house administrative call. Owners did not want to make it too difficult for startups.
Big Island, Hawaii	Private ranch/plantation lands	Mr. Gomes 808-889-6257 4/8/2002	Kayaking, HMV tours, ATV tours	7% to 10% of gross revenues (less commissions to booking agencies) against a minimum. Minimums always exceeded. So far, only one operator permitted per activity.	Rate "pulled out of the air" but there is some support based on practices at other ranches.
Minnesota	State Parks	Steve Anderson 651-296-9679 4/29/2002	Canoe & bike rentals	9% to 12.5% of gross revenues. Upper end reflects exclusive use of designated sites adjacent to state landings. Operators based off state lands pay \$0.	Rates are negotiated; all over the board
Nevada	State Parks	Allen Newberry 775-687-1692 4/5/2002	XC Skiing Mountain Biking Gun Club	3%-5% of gross revenues. Operators maintain trails. \$2,000/quarter plus 3%-5% of gross (sliding scale)	Only 3 concessionaires in the state; national programs (3%) were recognized initially

Table II - 2002 Western States Park Fees

State	Non-Camping Vehicle Fee	Non-Vehicular Entrance Fee	Camping/Day	Floating	Boating/boat	Sno-Park
Alaska	\$3-\$5/day	no specific fee	\$5-\$15/Site	no specific fee	no specific fee	no specific fee
Arizona	\$4-\$10/day	\$1/person hike and bike	\$8-\$12/Site (no hook-ups)	no specific fee	no specific fee	no specific fee
California	\$2-\$3/day	\$1/person hike and bike	\$7/Site (primitive)	\$42/year	no specific fee	\$3/person
Colorado	\$3-\$6/day	no specific fee	\$6-\$8/Site (primitive)	no specific fee	no specific fee	no specific fee
Idaho	\$3/day	no specific fee	\$7/Site (primitive)	no specific fee	no specific fee	no specific fee
Montana	\$24/year	no specific fee	no specific fee	no specific fee	no specific fee	no specific fee
Nevada	\$2-\$6/day	\$1-\$2/person hike and bike	\$11-\$15/Site (developed)	no specific fee	\$5-\$12/day	no specific fee
New Mexico	\$4/day	no specific fee	\$8/Site (primitive)	no specific fee	no specific fee	no specific fee
Oregon	no specific fee	\$4/person hike and bike	\$7-\$10/Site (primitive)	no specific fee	\$7/day	no specific fee
Utah	no specific fee	\$2-\$7/person general day use	\$8/Site (primitive)	no specific fee	no specific fee	no specific fee
Washington	no specific fee	no specific fee	\$7-\$11/Site (primitive)	no specific fee	no specific fee	\$8/person
Wyoming	no specific fee	\$5/person general day use	no specific fee	no specific fee	no specific fee	no specific fee

Table III - Unguided Non-Consumptive, Non-Motorized Uses

Location	Landowner	Data Source	Activity	Fee	Fee Development
Browning, MT	Blackfeet Tribe	Peggy Whitford 406-338-7207 8/23/01	General recreation	\$10/year	Administratively set without the benefit of any survey or market comparison
Pablo, MT	Confederated Salish/Kootenai	Tom McDonald 406-675-2700 12/18/00	General recreation	\$12/year	Intended to recover costs; fees based on a survey of public and private owners
Window Rock, AZ	Navajo Nation, of AZ, NM, UT	Martin Begaye 520-871-6647	General recreation (back country permit)	\$5/day	Intended to recover costs but fees are sensitive to those charged by others
White River, AZ	White Mountain Apache Tribe	Dave Kitcheyan 520-338-4385 8/27/01	Outdoor recreation	\$6/vehicle/day or \$3/person/day for people to bike in or bus in	Market survey employed
South-central Alaska	Chugach Alaska Corp.	Mike Hoyt 907-563-8866 12/13/00	All activities	\$50/trip	Administratively set with minimal comparative survey
West Interior, AK	Kuskokwim Corporation	Edith Morgan 907-675-4275 9-10-01	General land use permit	\$100/year	No specific basis for fees; prices felt to be too low & will be reevaluated
Grand Canyon area AZ	Hualapai Indian Reservation	Hualapai Tribe (928) 769-2216 4/4/02	General entrance, sightseeing, hiking	Diamond Creek: \$6/person entrance. Quartsmaster (Grand Canyon West): \$12.50/day	Unknown
Window Rock, AZ	Navajo Nation, of AZ, NM, UT	Gloria Tom Percy Greeyes 928-871-6451	All watercraft permits (motorized & non-motorized)	\$18/season	Internally administered

Table IV - Other

Location	Landowner	Data Source	Activity	Fee	Fee Development
White River, AZ	White Mountain Apache Tribe	Dave Kitcheyan 520-338-4385 8/27/01	River running	\$15/person/day	Market survey employed
White River, AZ	White Mountain Apache Tribe	Dave Kitcheyan 520-338-4385 8/27/01	Canyoneering	\$10/person/day	Market survey employed
Mille Lacs Indian Reservation Onamia MN	Mille Lacs Band of Chippewa Tribe	Curt Kalk 800-709-6445 x 7452 8/24/01	Ricing (wild rice harvesting)	\$20/season	Set administratively years ago
Kuskokwim Area	Kuskokwim Corporation	Edith Morgan 907-675-4275 9/10/01	Cutting logs for homes	\$5/log	Internally administered, no method, reevaluating fees

Table V - Camping

Location	Landowner	Data Source	Activity	Fee	Fee Development
Window Rock, AZ	Navajo Nation, of AZ, NM, UT	Martin Begaye 520-871-6647	Camping	\$5/day	Intended to recover costs but fees are sensitive to those charged by others
Pablo, MT	Confederated Salish/Kootenai	Tom McDonald 406-675-2700 12/18/00	Camping	\$22/year (\$12 general recreation permit + \$10 camping stamp)	Intended to recover costs; fees based on a survey of public and private owners.
White River, AZ	White Mountain Apache Tribe	Dave Kitcheyan 520-338-4385 8/27/01	Camping	\$6/vehicle/night or \$3/person/night	Market survey employed
Interior Alaska	AHTNA, Inc.	Joe Hart 907-822-3476 9/10/01	Camping related to fishing	\$25/vehicle/day; fishing is 5/vehicle/day	No specific basis but the general area is road accessible and there are alternatives at no cost.
West interior, AK	Kuskokwim Corporation	Edith Morgan 907-675-4275 9-10-01	Recreational land use permit	\$100 per year	No specific basis for fees.; prices felt to be too low & will be reevaluated
Mescalero, NM	Mescalero Apache	Crystal Garcia 505-464-4494 4/3/02	Camping (camp-sites with restrooms)	\$10/day/tent up to 2 people, additional people \$.50/day.	Set by tribal council
Grand Canyon area AZ	Hualapai Indian Reservation	Hualapai Tribe 928-769-2216 4/4/02	General entrance, sightseeing, camping	Diamond Creek: \$6/person entrance, \$10/night camp,	Unknown

Table VI- Unguided Fishing

Location	Landowner	Data Source	Activity	Fee	Fee Development
Browning, MT	Blackfeet Tribe	Peggy Whitford 406-388-7207 8/23/01	Fishing	\$25/day or \$60/year (includes \$10 annual entrance fee); characterized as a tribal fishing license.	Administratively set without the benefit of any survey or market comparison
Pablo, MT	Confederated Salish/Kootenai	Tom McDonald 406-675-2700 12/18/00	Fishing	\$34/year (\$12 general recreation permit + \$22 fishing stamp)	Intended to recover costs; fees based on a survey of public and private owners
White River, AZ	White Mountain Apache Tribe	Dave Kitcheyan 520-388-4385 8/27/01	Fishing	\$6/day or \$65/year	Market survey employed for initial fee development.
Window Rock, AZ	Navajo Nation, of AZ, NM, UT	Gloria Tom Percy Greyeyes 928-871-6451 4/3/02	Fishing (non tribal)	\$35/season \$7/day, + \$5/2 nd rod/day \$15/3 days, + \$5/2 nd rod/day	Administratively set with no comparative survey
Grand Portage, MN	Grand Portage Chippewa	Bob Vogel 218-475-2415 8/24/01	Fishing	\$5 for a 3-day permit \$7 for a 10-day permit \$15 for an annual permit	N/A
Onamia, MN	Mille Lacs Chippewa	Curt Kalk 1-800-709-6445 8/24/01	Fishing	\$22 (seasonal fee in lieu of state license)	No business objective. Fee were administratively set several years ago.
Sturgeon & Karluk R. Kodiak, AK	Koniag, Inc	Tom Panamaroff 907-486-2330 9/4/01	Fishing/other rec.	\$125/trip	Rely on a survey of other private owners; annual adjustments tied to the CPI; periodic updates every 5 yrs.
Southcentral Alaska	Chugach Alaska Corp.	Mike Hoyt 907-563-8866 12/13/00	All activities	\$50/trip	Administratively set with minimal comparative survey.
Interior Alaska	AHTNA, Inc.	Joe Hart 907-822-3476 9/10/01	Fishing	\$5/vehicle/day related camping is \$25/vehicle/day	No specific basis but the general area is road accessible and there are alternatives at no cost.
West interior, AK	Kuskokwim Corporation	Edith Morgan 907-675-4275 9-10-01	Recreational land use permit	\$100 per year	No specific basis for fees. Prices felt to be too low & will be reevaluated

Table VI continued - Unguided Fishing

Location	Landowner	Data Source	Activity	Fee	Fee Development
Mescalero, NM	Mescalero Apache	Crystal Garcia 505-464-4494 4/3/02	Fishing	\$6/day adult, \$3/day child (\$5/day adult, \$3/day child if also paying \$10 camping fee)	Set by tribal council
Giles County Virginia	Newport Trout Farm	Newport Trout Farm 540-599-3474 4/4/02	Fishing Stocked trout farm	\$2.75/pound	Unknown:assume internal business decision
Sandy, OR	Rainbow Trout Farm	Rainbow Trout Farm 503-622-5223 4/4/02	Fishing Stocked trout farm	\$.50 to \$20.00/trout	
Orangevill, Ontario CA	Primrose Trout Farm	Internet 519-925-3846 4/4/02	Fishing Stocked fish farm (rainbow, speckles, arctic char, Atlantic Salmon)	\$3.00 entry fee \$4.95-\$5.50/lbs \$10/hour catch & release	Unknown
Star Prairie, WI	Star Prairie Trout Farm	Charles & Marcy Graham 715-248-3633 4/4/02	Fishing Stocked trout farm	\$3.99 - \$6.00/lbs	Unknown
Spring Valley, MI	Spring Valley Trout Farm	Jim (internet) 734-426-4772 4/4/02	Fishing Stocked trout farm	\$3.00 entry \$4.39 - \$4.89/lbs	Unknown
Bodega Bay Northern CA	Trout Farm	Rainbow Trout Farm 707-876-3217 4/4/02	Fishing Stocked trout farm	\$1.25 entry fee + \$2.40 to \$9.25/fish (includes cleaning, bags, and ice)	Unknown
Grand Canyon area AZ	Hualapai Indian Reservation	Hualapai Tribe 928-769-2216 4/4/02	General entrance, fishing	Diamond Creek: \$6/person entrance, \$8/day fishing	Unknown
Oklahoma & Kansas	Bird-N-Buck	Ron Thompson 918-642-5509 4/3/02	Fishing	\$300/season	Surveys market and competing operators

Table VII - Unguided Small Game, Birds, Waterfowl Hunting

Location	Landowner	Data Source	Activity	Fee	Fee Development
Browning, MT	Blackfeet Tribe	Peggy Whitford 406-338-7207 8/23/01	Game bird and waterfowl hunting	\$45/year (includes \$10 annual entrance fee)	Administratively set without the benefit of any survey or market comparison
Pablo, MT	Confederated Salish/Kootenai	Tom McDonald 406-675-2700 12/18/00	Bird hunting	\$26/year (\$12 general recreation permit + \$22 camping stamp)	Pablo, MT
Window Rock, AZ	Navajo Nation, of AZ, NM, UT	Gloria Tom Percy Greyeyes 928-871-6451	Small game & waterfowl hunting	\$30/season small game \$5/season more for waterfowl, with small game permit	Internally administered
Onamia, MN	Mille Lacs Chippewa	Curt Kalk 1-800-709-6445 8/24/01	Migratory birds, waterfowl hunting	\$32 (seasonal fee in lieu of state license)	No business objective. Fee were administratively set several years ago.
Mescalero, NM	Mescalero Apache	Hunt Director 505-464-9770 4/3/02	Turkey	Turkey: \$235/hunt (license expires when animal killed or wounded)	Set by tribal council
Oklahoma & Kansas	Bird-N-Buck	Ron Thompson 918-642-5509 4/3/02	Bird hunting	Turkey \$150/day Quail/Pheasant \$100/day (\$600/season) Duck \$300/season	Surveys market and competing operators
Chelsea OK	CliffDwellers Hunting Club	Doug Bilby 918-789-3385 4/2/02	Hog hunting (after deer season)	\$100/ten days or \$100/hog	SmartHunter.com
Eldorado Texas	Forrest Meador Ranches	Meador Ranches 915-853-4508	Various small game Add Number 100644-10719	Turkey \$200/day Dove \$100/day	SmartHunter.com
Sterling City TX	Pardners Hunting	Pardners Hunting 830-866-3861	Turkey/hog, hunting bows only	\$125/day	SmartHunter.com
Uvalde Texas	Mountain Ranch	Rick Banard 830-597-3427 4/4/02	Turkey/hog	Turkey \$1.25/day Hog \$50/day	SmartHunter.com

Table VII continued - Unguided Small Game, Birds, Waterfowl Hunting

Location	Landowner	Data Source	Activity	Fee	Fee Development
McHenry County, IL	Illinois Hunting	John Meyer 312-346-9000	Pheasant hunting 135 acres	\$750/Season	SmartHunter.com
Dumas Arkansas	Curtis: SmartHunter Ad #100773-10886	Curtis 870-382-4396	Duck & Goose	\$100/day	SmartHunter.com
Kennebec South Dakota	Choal SmartHunter Ad #100912-11053	Choal 605-869-2103	Pheasant hunting	\$175/day	SmartHunter.com
Sturgeon & Karluk R. Kodiak, AK	Koniag, Inc	Tom Panamaroff 907-486-2330 9/4/01	Hunting/fishing	\$175/trip	Analysis and survey of other private owners
South Dakota	Various	Chris Peterson SDConnections 605-767-4868 4/4/02	Pheasant hunts, various locations, no services	\$75-\$150/day	SmartHunter.com

Table VIII - Unguided Big Game Hunting

Location	Landowner	Data Source	Activity	Fee	Fee Development
British Columbia	Province	Lynne Damant 250-387-9789 8/23/01	Mountain Sheep Grizzly Bear Mountain Goat Moose Black Bear Deer	\$200 \$250 \$100 \$75 \$50 \$38	Fees are characterized as royalty or trophy fees. Fees were administratively set-by an on-staff economist who looked at other organizations and policies.
Yukon Territory	Province	Dan ??? Dept. of Renewable Resources	Mountain Sheep Grizzly Bear (M) Grizzly Bear (F) Mountain Goat Moose Black Bear	\$250 \$500 \$750 \$200 \$150 \$75	Non-resident royalty or trophy fees are charged on top of license and sealing tag. Paid only if animal is taken. Non-residents must be accompanied by a guide. Fees were administratively set in 82.
Ontario Canada	Province	Paul Pepe Tourism Minis. 807-475-1483	Moose Deer Black Bear	\$310 \$150 \$155	Game tags
Afognak Island Kodiak, AK	Afognak Native Corp.	Frank McLucas 907-486-6014 5/3/02	Deer Elk Brown Bear	\$125 annual land use fee \$200 includes annual fee \$1,325 includes annual fee	Some comparisons but Afognak took a leadership role in the development of a fee
Sturgeon & Karluk R. Kodiak, AK	Koniag, Inc	T. Panamaroff 907-486-2330 9/4/01	Bear Hunts Other hunt/fish	\$1,250/trip \$175/trip	Analysis and survey of other private owners
Mescalero, NM	Mescalero Apache	Hunt Director 505-464-9770 4/3/02	Bear hunting Bull elk hunting Cow elk hunting	Bear: \$360/hunt (license expires when animal is wounded or killed) Bull Elk: N/A (guide required) Cow Elk: \$510/hunt	Set by tribal council
Oklahoma & Kansas	Bird-N-Buck	Ron Thompson 918-642-5509 4/3/02	Deer Hunting (unguided, non-exclusive, bow or gun)	\$1,500/season	Surveys market and competing operators

Table VIII continued - Unguided Big Game Hunting

Location	Landowner	Data Source	Activity	Fee	Fee Development
Chelsea OK	CliffDwellers Hunting Club	Doug Bilby 918-789-3385 4/4/02	Deer hunting (also includes stands, small game, optional cabin)	\$200/season rifle \$300/season bow	SmartHunter.com
Eldorado, Texas	Forrest Meador Ranches	Meador Ranches 915-853-4508	White tail deer	\$1,200 1-5 days (1 buck/1 doe, or 2 does)	SmartHunter.com
Mille Lacs Indian Reservation Onamia MN	Mille Lacs Band of Chippewa Tribe	Curt Kalk 800-709-6445 x 7452 8/24/01	Big game hunting permit	\$32/season	Set administratively years ago
Kuskokwim Area	Kuskokwim Corporation	Edith Morgan 907-675-4275 9/10/01	General land use, big game hunters	\$400/year	Internally administered; no method, reevaluating fees
Collinsville Mississippi	agic 2001 Ad #100827- 10940	High Hill Hunting 601-479-4539 Not Confirmed			
Central Illinois	Northforker Ad #100880- 11002	Northforker 317-745-7843	Deer hunting/day	\$175/day	SmartHunter.com
Rudyard Montana	Hansons Ad # 100296- 10922	Hansons 406-355-4302	Deer hunting/day	\$150/day	
Ashland Illinois	Private Ad #100689- 10769	Owner 217-886-2520 4/5/02	Deer hunt/season \$1,925/7-day bow season	\$275/day	SmartHunter.com Hunting lease magazine
Cherryvale Kansas	Private Ad #100833- 11084	grtoutdrs 316-336-3938	Deer hunting/week \$1,500/week	\$214/day	
Uvalde Texas	Mountain Ranch	Rick Banard 830-597-3427 4/4/02	Deer hunting/day	\$125/day	SmartHunter.com

Table IX - Unguided Off-Highway Vehicle (OHV) Use.

Location	Description	Landowner	Data Source	Unit Price	Amenities	Price Development
Motorcycle County Park San Jose, California	442-acre OHV park offers 20 miles of dirt trails, Tracks are crude compared to private sector MX parks.	public (county)	408-226-5223 Mike Ruhstorfer 2-7-02	\$4/vehicle/day including transport vehicles (several riders for 1 fee) No distinction between type of OHV or use (trail or track)	Restrooms, no camping facilities	Administratively set; does not cover costs; additional funds are generated from OHV stickers required by annual registration
Hollister Hills State Vehicle Recreation Area Hollister, CA	2,400 acre OHV park offers 64 miles of trails and 10 tracks. Soon to expand to 1,300 acres.	public (state)	Dane Skow 831-637-3874 2-7-02	\$4/vehicle/day including transport vehicles (several riders for 1 fee) No distinction between type of OHV or use (trail or track)	Restrooms and camping facilities. Camping costs \$6/day	Administratively set. OHV "stickers" (annual registrations) generate additional operating funds.
Motorsports Park	50 acres - primarily a MX facility with limited trails for motorcycles & ATVs	private	815-234-2271 Aaron Vincer 2/07/02	\$25/rider/day. No distinction between the use of track or trail system or type of OHV	Restrooms and camping facilities. Camping is included in the daily rider fee	There is competition. Market prices relative to quality of the facility High-risk business due to liability.

Table IX continued - Unguided Off-Highway Vehicle (OHV) Use.

Location	Description	Landowner	Data Source	Unit Price	Amenities	Price Development
Shiloh Ridge ORV Riding Area Alto, TX	1,000 acres w/36 miles of trails and 3 MX tracks. Diverse terrain includes hills & mud.	private	936-858-2193 Kelly Curry 2/07/02	\$10/OHV/day plus \$5 for the rider - \$15/day. No distinction between the use of track or trail system or type of OHV	Restrooms, showers, camping, & concessions	There is competition. The diverse terrain of this park is a positive attribute
Haspin Acres, Laurel IN	750 acres of wooded hills and trails - primarily natural habitat.	private	765-698-2420 Pete Collins 4/03/02	\$15/person/day; riders and spectators pay the same fee. However, fee is for 24 hours, so overnight camping is included. Bass fishing and swimming are available at no extra charge	Restrooms, showers, & snack bar	No competition in the immediate area; one operator ±200 miles to the north charges \$15/day; another ±200 miles to the south charges \$17/day
TNT Motorsports Chester, SC	333 acres of wooded trails and 2 MX tracks	private	803-482-4759 web site 4/03/02	\$10/rider/day on top of a \$10 annual membership fee	N/A	N/A
New Jersey ORV Park Chatsworth, NJ	275 acres w/10 miles of trail & 4 controlled access tracks.	non-profit corporation formed by enthusiasts	609-726-0900 Art Schmidt 2/07/02	\$85/rider/day. Includes medical insurance. However, most users pay a \$150 annual fee that includes insurance at \$10 - \$15. Price will increase to \$180/season due to higher insurance costs No distinction between the use of track or trail system, or type of OHV	Minimal - primitive camping area; port-a-potties. Camping is free	Not a lot of competition offering the same thing. Fees are set to recover non-profit costs of operation. Approximately 5,500 annual memberships

Table X - Visitor Centers, Cultural Centers & Museums

Description	Location	Phone	Admission Fee
Challenger Learning Center of Alaska	9711 Kenai Spur Highway, Kenai, Alaska	283-2000	\$13.00 - \$39.00
Alaska SeaLife Center	Mile 0, Seward Highway, Seward, AK 99664	224-2525	\$12.50
Alaska Native Heritage Center	8800 Heritage Center Dr., Anch., AK 99506	330-8000	\$8.00
Alaska Aviation Museum	4721 Aircraft Dr., Anch., AK 99502	245-1251	\$5.00
Anchorage Museum of History and Art	121 West 7 th Avenue, Anch., AK 99501	343-4326	\$6.50
Big Game Alaska	Mile 79, Seward Highway, Portage, Alaska	783-2025	\$5.00
Alaska State Museum	395 Whittier Street, Juneau, AK 99801	465-2901	\$5 Summer \$3 Winter
Pratt Museum	3779 Bartlett Street, Homer, AK 99603	235-8635	\$4.00
Sheldon Jackson Museum	104 College Drive, Sitka, AK 99835	747-8981	\$3.00
Seward Museum	3 rd and Jefferson St., Seward, AK 99664	224-3902	\$3.00
Sheldon Museum & Cultural Center	11 Main Street, Haines, AK 99827	766-2366	\$3.00 Summer \$2.00 Winter
Juneau-Douglas City Museum	4 th and Main Street, Juneau, AK 99801	586-3572	\$3.00 Summer \$2.00 Winter
Sitka National Historic Park	NPS, Lincoln St. ½ mile from town, Sitka, AK 99835	747-6281	\$3.00 Bishops House Visitor Center Free
Kenai Visitors & Cultural Center	11471 Kenai Spur Hwy., Kenai, AK 99611	283-1991	\$3.00 Summer \$0.00 Winter
Dorothy Page Museum & Visitor Center	323 Main Street, Wasilla, AK 99654	373-9071	\$3.00 Summer Closed Winter
Tongass Historical Museum	629 Dock Street, Ketchikan, AK 99901	225-5600	\$2.00 Summer \$0.00 Winter
Begich-Boggs Visitor Center	Portage Glacier, Portage, Alaska	783-2326	Free
Mendenhall Glacier Visitor Center	Mendenhall Glacier, Juneau AK	789-0097	\$3.00 Summer
Southeast Alaska Visitor Center	Ketchikan, Alaska		\$5.00 Summer
Isabel Miller Museum	Centennial Building, Sitka, Alaska 99835	747-6455	Free
Heritage Library & Museum	Wells Fargo, Northern Lights & C St., Anch. AK 99503	265-2834	Free
Fort Richardson Fish & Wildlife Center	Fort Richardson, Building 600, Anch. AK	384-0431	Free
Carrie McClain Memorial Museum	200 E. Front Street, Nome, AK 99762	443-2566	Free

Table XI – Fee Schedule Comparison

Alaska		Alaska	
<u>Non-Resident</u>	<u>Tag Fee</u>	<u>Non-Resident Alien</u>	<u>Tag Fee</u>
Muskox	\$1,100	Muskox	\$1,500
Brown/Grizzly Bear	\$500	Brown/Grizzly Bear	\$650
Bison	\$450	Bison	\$650
Dall Sheep	\$425	Dall Sheep	\$550
Moose	\$400	Moose	\$500
Caribou	\$325	Caribou	\$425
Elk	\$300	Elk	\$400
Mountain Goat	\$300	Mountain Goat	\$400
Black Bear	\$225	Black Bear	\$300
Wolverine	\$175	Wolverine	\$250
Deer	\$150	Deer	\$200
Wolf	\$30	Wolf	\$50

Land-Use		Land-Use	
<u>Afognak Native Corp.</u>	<u>Fee</u>	<u>Koniag Inc.</u>	<u>Fee</u>
Brown Bear	\$1,325	Brown Bear	\$1,250
Elk	\$200		
Deer	\$125	Deer	\$175

Trophy Fee		Trophy Fee	
<u>Yukon Territory</u>	<u>(Can. \$)</u>	<u>British Columbia</u>	<u>(Can. \$)</u>
Grizzly Bear (F)	\$750	Grizzly Bear	\$250
Grizzly Bear (M)	\$500	Mountain Sheep	\$200
Mountain Sheep	\$250	Mountain Goat	\$100
Mountain Goat	\$200	Moose	\$75
Moose	\$150	Black Bear	\$50
Black Bear	\$75	Deer	\$38