

Beyond Federal Aid:

State-based Conservation Revenue Survey Results



Charlie Booher, M.S. Student
Joshua Millspough,
Boone and Crockett Professor

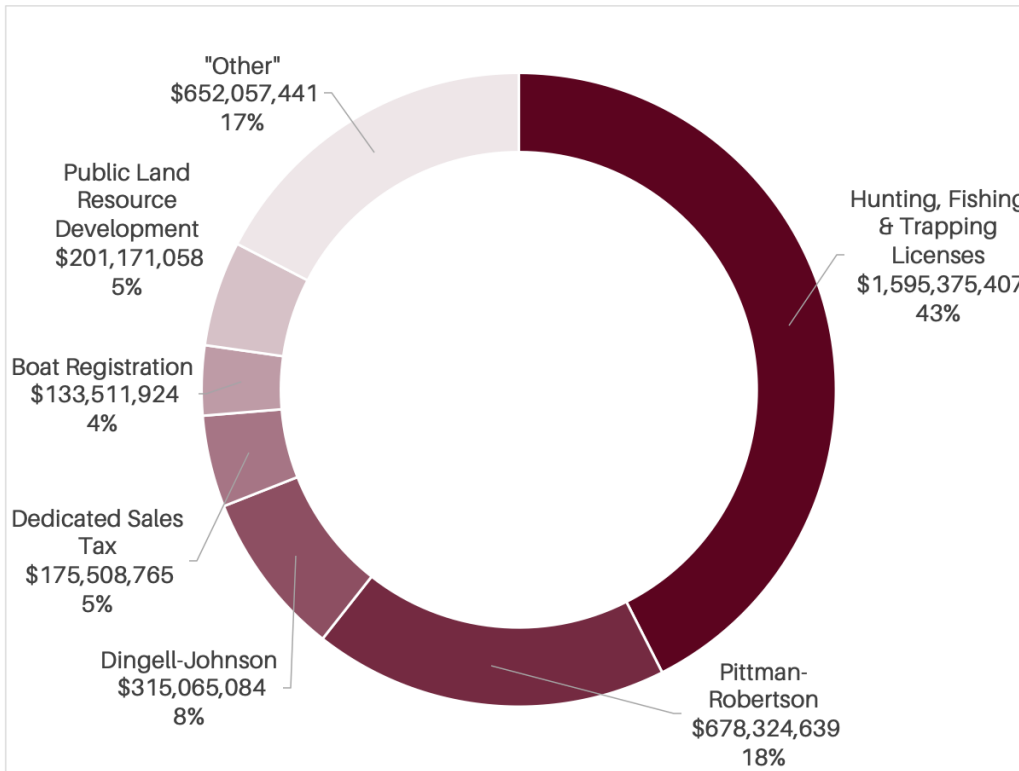
Publicly funded conservation is facing numerous challenges. Many state fish and wildlife agencies have responded to these challenges with unique policy mechanisms aimed at improving and diversifying funding streams.

However, these efforts had never been inventoried nation-wide, leaving a gap in our knowledge of state agency funding. In the summer of 2021, all AFWA Directors received a survey to collect information on dedicated revenue. Our team has fully identified, organized, and catalogued these revenue mechanisms.

Key Takeaways

- All 50 states provided funding data ($n=50$)
- AFWA member agencies collected \$3.7 billion in dedicated revenue in FY 2019
- The *average* AFWA member agency collected \$75 million in dedicated revenue annually
- The *median* AFWA member agency collected \$62.6 million in dedicated revenue annually
- 69% of dedicated revenues in AFWA member agencies in FY 2019 came from three sources
 - Hunting/Fishing/Trapping Licenses (43%), Pittman-Robertson (18%), & Dingell-Johnson (8%)

Nationwide Dedicated Revenue in FY 2019



This chart displays the sum of nationwide dedicated revenue in FY 2019 by source. "Other" revenue sources make up <4% of nation-wide dedicated revenue and are listed in the table below. (n=50)

Opportunities

- Some states may be able to capture dedicated revenue using models employed in other states
- Dedicated revenue streams may be acquired by converting existing revenue that is currently subject to appropriations (e.g., sporting goods sales tax)
- Dedicated revenue streams may be acquired through new taxes coming online (e.g., marijuana excise taxes)

Challenges

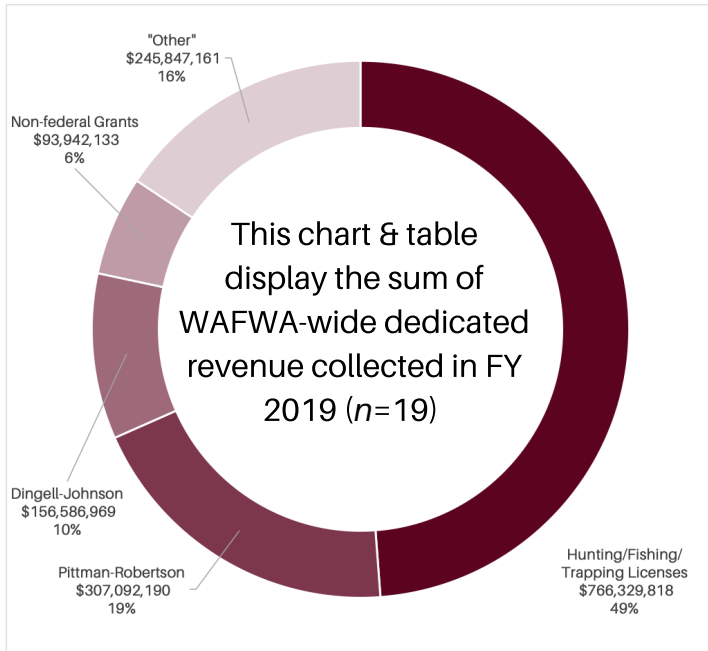
- Many agencies are heavily reliant on only a few dedicated revenue streams, reducing resilience and flexibility in agency planning
- Spending of certain dedicated revenue may be constrained or limited by state law
- Dedicated revenue mechanisms vary in viability and effectiveness from state-to-state

FY 2019 "Other" Revenue by Source

"Other" Revenue Source	Dollar Amount	Percent of FY19 Dedicated Revenue
Non-federal Grants	\$ 116,274,818	3.10%
Gas/Fuel Tax	\$ 82,803,450	2.21%
Landfill Tipping Fees	\$ 73,088,940	1.95%
Off-Road Vehicle/Snowmachine Registration	\$ 67,277,605	1.79%
Habitat Stamps	\$ 52,808,745	1.41%
State Wildlife Grants	\$ 50,462,797	1.35%
Trust Funds	\$ 39,422,836	1.05%
State Lottery	\$ 34,539,418	0.92%
Marijuana Excise Tax	\$ 25,293,000	0.67%
License Plates	\$ 23,551,638	0.63%
Land & Water Conservation Fund	\$ 21,819,755	0.58%
Endangered Species Act Sec. 6 Grants	\$ 16,420,642	0.44%
Donations	\$ 13,494,424	0.36%
Wildlife Crime	\$ 13,267,579	0.35%
Capital Bonds	\$ 10,000,000	0.27%
Real Estate Transfer Fees	\$ 7,973,853	0.21%
Income Tax Checkoff	\$ 3,148,931	0.08%
Wildlife Viewing Permits	\$ 375,169	0.01%
Hotel Tax	\$ 33,841	0.00%

If you have any questions about this project, or would like to discuss how we might provide more specific insights for your agency, please don't hesitate to contact Charlie Booher at charles.booyer@umconnect.umt.edu

WAFWA Dedicated Revenue in FY 2019



Charlie Booher, M.S. Student & Joshua Millsbaugh, Boone and Crockett Professor

"Other" Revenue Source	Amount	Percent of Dedicated Revenue FY19 (WAFWA)
Boat Registration	\$ 30,736,098	1.96%
Capital Bonds	\$ 10,000,000	0.64%
Public Land Resource Development	\$ 6,862,176	0.44%
Dedicated State Sales Tax	\$ 6,080,811	0.39%
Donations	\$ 5,591,612	0.36%
Endangered Species Act Section 6 Grants	\$ 11,327,989	0.72%
Gas/Fuel Tax	\$ 2,298,553	0.15%
Habitat Stamps	\$ 43,750,721	2.79%
Income Tax Checkoffs	\$ 1,165,028	0.07%
Land & Water Conservation Fund	\$ 14,005,594	0.89%
Marijuana Excise Tax	\$ 25,293,000	1.61%
Off-Road Vehicle/Snowmachine Registration	\$ 11,822,854	0.75%
State Lottery	\$ 31,343,117	2.00%
State Wildlife Grants	\$ 20,253,902	1.29%
Trust Fund Revenue	\$ 12,818,532	0.82%
License Plates	\$ 6,295,491	0.40%
Wildlife Crime Penalties/Fees	\$ 5,879,287	0.37%
Wildlife Viewing Permits	\$ 322,395	0.02%

WAFWA Regional Revenue, Relative to AFWA

Revenue Source	Percent of Dedicated Revenue FY19 (Nationwide)	Percent of Dedicated Revenue FY19 (WAFWA)	Difference
Boat Registration	3.56%	1.96%	-1.60%
Capital Bonds	0.27%	0.64%	0.37%
Dedicated Sales Tax	4.68%	0.39%	-4.29%
Dingell-Johnson	8.40%	9.97%	1.58%
Donations	0.36%	0.36%	0.00%
Endangered Species Act Section 6 Grants	0.44%	0.72%	0.28%
Gas/Fuel Tax	2.21%	0.15%	-2.06%
Habitat Stamps	1.41%	2.79%	1.38%
Hotel Tax	0.00%	0.00%	0.00%
Hunting, Fishing & Trapping Licenses	42.53%	48.82%	6.29%
Income Tax Checkoff	0.08%	0.07%	-0.01%
Landfill Tipping Fees	1.95%	0.00%	-1.95%
License Plates	0.63%	0.40%	-0.23%
Land & Water Conservation Fund	0.58%	0.89%	0.31%
Marijuana Excise Tax	0.67%	1.61%	0.94%
Non-federal Grants	3.10%	5.98%	2.88%
Off-Road Vehicle/Snowmachine Registration	1.79%	0.75%	-1.04%
Pittman-Robertson	18.08%	19.56%	1.48%
Public Land Resource Development	5.36%	0.44%	-4.93%
Real Estate Transfer Fees	0.21%	0.00%	-0.21%
State Lottery	0.92%	2.00%	1.08%
State Wildlife Grants	1.35%	1.29%	-0.06%
Trust Funds	1.05%	0.82%	-0.23%
Wildlife Crime	0.35%	0.37%	0.02%
Wildlife Viewing Permits	0.01%	0.02%	0.01%

Highlights:

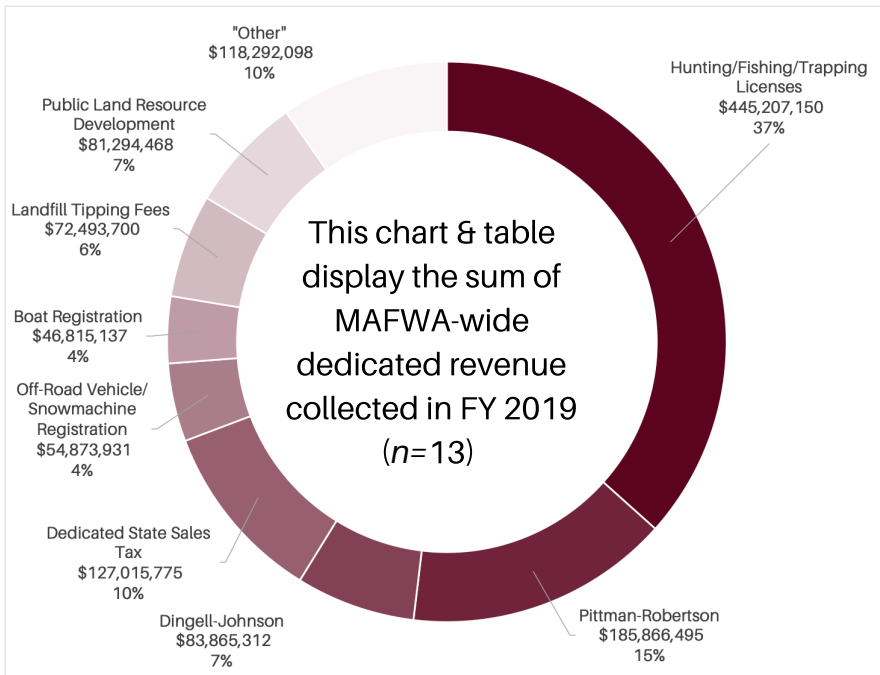
- 1) WAFWA states collect 6.3% more hunting, fishing, & trapping licenses revenue than the national average
- 2) WAFWA states collect 4.9% less Public Land Resource Development revenue than the national average
- 3) WAFWA states collect 4.3% less dedicated state sales tax revenue than the national average
- 4) WAFWA states collect 2.9% more non-federal grant dollars than the national average

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Texas, Utah, Washington, & Wyoming are members of WAFWA

MAFWA Dedicated Revenue in FY 2019



Charlie Booher, M.S. Student
 Joshua Millsbaugh,
 Boone and Crockett Professor



"Other" Revenue Source	Amount	Percent of Dedicated Revenue FY19 (MAFWA)
Gas/Fuel Tax	\$ 48,576,339	4.00%
Trust Funds	\$ 18,296,792	1.51%
Habitat Stamps	\$ 12,112,802	1.00%
State Wildlife Grants	\$ 10,790,675	0.89%
Land & Water Conservation Fund	\$ 8,234,376	0.68%
License Plates	\$ 7,138,224	0.59%
Donation	\$ 3,398,078	0.28%
Non-Federal Grants	\$ 2,836,480	0.23%
Wildlife Crime Penalties	\$ 2,168,359	0.18%
State Lottery	\$ 2,000,000	0.16%
Endangered Species Act Sec. 6 Grants	\$ 1,725,531	0.14%
Income Tax Checkoff	\$ 1,014,442	0.08%

MAFWA Regional Revenue, Relative to AFWA

Revenue Source	Percent of Dedicated Revenue FY19 (Nationwide)	Percent of Dedicated Revenue FY19 (MAFWA)	Difference
Boat Registration	3.56%	3.85%	0.29%
Capital Bonds	0.27%	0.00%	-0.27%
Dedicated State Sales Tax	4.68%	10.45%	5.77%
Dingell-Johnson	8.40%	6.90%	-1.50%
Donation	0.36%	0.28%	-0.08%
Endangered Species Act Sec. 6 Grants	0.44%	0.14%	-0.30%
Gas/Fuel Tax	2.21%	4.00%	1.79%
Habitat Stamps	1.41%	1.00%	-0.41%
Hotel Tax	0.00%	0.00%	0.00%
Hunting/Fishing/Trapping Licenses	42.53%	36.62%	-5.91%
Income Tax Checkoff	0.08%	0.08%	0.00%
Land & Water Conservation Fund	0.58%	0.68%	0.10%
Landfill Tipping Fees	1.95%	5.96%	4.01%
License Plates	0.63%	0.59%	-0.04%
Marijuana Excise Tax	0.67%	0.00%	-0.67%
Non-Federal Grants	3.10%	0.23%	-2.87%
Off-Road Vehicle/Snowmachine Registration	1.79%	4.51%	2.72%
Pittman-Robertson	18.08%	15.29%	-2.80%
Public Land Resource Development	5.36%	6.69%	1.32%
Real Estate Transfer Fees	0.21%	0.00%	-0.21%
State Lottery	0.92%	0.16%	-0.76%
State Wildlife Grants	1.35%	0.89%	-0.46%
Trust Funds	1.05%	1.51%	0.45%
Wildlife Crime Penalties	0.35%	0.18%	-0.18%
Wildlife Viewing Permits	0.01%	0.00%	-0.01%

Highlights:

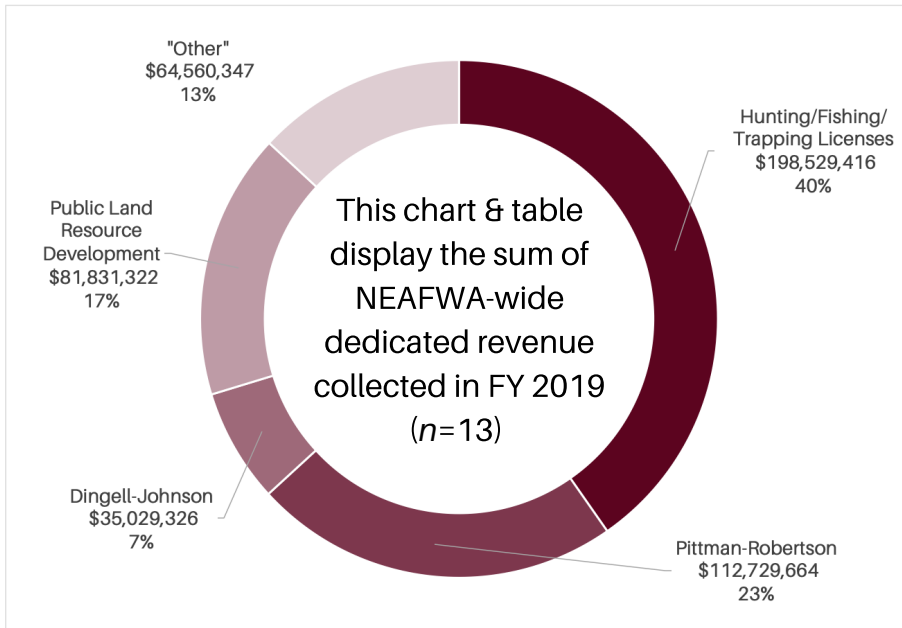
- 1) MAFWA state agencies collect 5.9% less revenue from hunting, fishing, & trapping licenses than the national average
- 2) MAFWA state agencies collect 5.8% more dedicated state sales tax revenue than the national average (driven by MO)
- 3) MAFWA state agencies collect 4% more landfill tipping fees than the national average (driven by WI)
- 4) MAFWA state agencies collect 2.7% more off-road vehicle/snow-machine registration fees than the national average

Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin are members of MAFWA

NEAFWA Dedicated Revenue in FY 2019



Charlie Booher, M.S. Student
 Joshua Millspaugh,
 Boone and Crockett Professor



"Other" Revenue Source	Amount	Percent of Dedicated Revenue FY19 (NEAFWA)
Dedicated State Sales Tax	\$ 15,500,000	3.15%
State Wildlife Grants	\$ 12,135,101	2.46%
Boat Registration	\$ 10,152,435	2.06%
Trust Funds	\$ 4,493,708	0.91%
Gas/Fuel Tax	\$ 3,933,715	0.80%
Wildlife Crime Penalties	\$ 3,711,829	0.75%
State Lottery	\$ 3,196,301	0.65%
Off-Road Vehicle/Snowmachine Registration	\$ 2,679,017	0.54%
License Plates	\$ 2,487,187	0.50%
Land & Water Conservation Fund	\$ 1,744,970	0.35%
Habitat Stamps	\$ 1,740,308	0.35%
Donation	\$ 776,412	0.16%
Landfill Tipping Fees	\$ 595,240	0.12%
Endangered Species Act Sec. 6 Grants	\$ 509,979	0.10%
Income Tax Checkoff	\$ 478,175	0.10%
Non-Federal Grants	\$ 361,595	0.07%
Hotel Tax	\$ 33,841	0.01%
Wildlife Viewing Permits	\$ 30,535	0.01%

NEAFWA Regional Revenue, Relative to AFWA

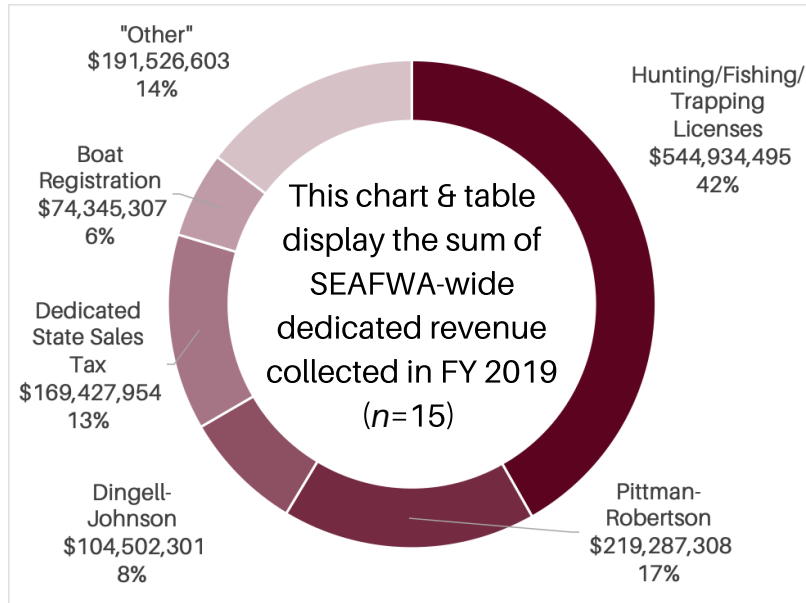
Revenue Source	Percent of Dedicated Revenue FY19 (Nationwide)	Percent of Dedicated Revenue FY19 (NEAFWA)	Difference
Boat Registration	3.56%	2.06%	-1.50%
Capital Bonds	0.27%	0.00%	-0.27%
Dedicated State Sales Tax	4.68%	3.15%	-1.53%
Dingell-Johnson	8.40%	7.11%	-1.29%
Donation	0.36%	0.16%	-0.20%
Endangered Species Act Sec. 6 Grants	0.44%	0.10%	-0.33%
Gas/Fuel Tax	2.21%	0.80%	-1.41%
Habitat Stamps	1.41%	0.35%	-1.05%
Hotel Tax	0.00%	0.01%	0.01%
Hunting/Fishing/Trapping Licenses	42.53%	40.30%	-2.24%
Income Tax Checkoff	0.08%	0.10%	0.01%
Land & Water Conservation Fund	0.58%	0.35%	-0.23%
Landfill Tipping Fees	1.95%	0.12%	-1.83%
License Plates	0.63%	0.50%	-0.12%
Marijuana Excise Tax	0.67%	0.00%	-0.67%
Non-Federal Grants	3.10%	0.07%	-3.03%
Off-Road Vehicle/Snowmachine Registration	1.79%	0.54%	-1.25%
Pittman-Robertson	18.08%	22.88%	4.80%
Public Land Resource Development	5.36%	16.61%	11.25%
Real Estate Transfer Tax	0.21%	0.00%	-0.21%
State Lottery	0.92%	0.65%	-0.27%
State Wildlife Grants	1.35%	2.46%	1.12%
Trust Funds	1.05%	0.91%	-0.14%
Wildlife Crime Penalties	0.35%	0.75%	0.40%
Wildlife Viewing Permits	0.01%	0.01%	0.00%

Highlights:

- 1) NEAFWA states collect **11.3% more** public land resource Development revenue than the national average (Driven by WV & PA)
- 2) NEAFWA states collect **3% less** non-federal grant dollars than the national average
- 3) NEAFWA states collect **2.2% less** hunting, fishing, & trapping revenue than the national average

Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, & West Virginia are members of NEAFWA

SEAFWA Dedicated Revenue in FY 2019



Charlie Booher, M.S. Student & Joshua Millspaugh, Boone and Crockett Professor

"Other" Revenue Source	Amount	Percent of Dedicated Revenue FY19 (SEAFWA)
Wildlife Crime Penalties	\$ 4,358,677	0.33%
ORV/Snowmachine Registration	\$ 371,920	0.03%
Public Land Resource Development	\$ 44,311,830	3.40%
State Wildlife Grants	\$ 16,755,586	1.28%
ESA Sec. 6 Grants	\$ 6,146,770	0.47%
Land & Water Conservation Fund	\$ 9,799,925	0.75%
Trust Funds	\$ 14,556,193	1.12%
Income Tax Checkoff	\$ 779,152	0.06%
License Plates	\$ 8,982,561	0.69%
Donation	\$ 6,131,669	0.47%
Non-Federal Grants	\$ 22,206,849	1.70%
Habitat Stamps	\$ 17,091,588	1.31%
Wildlife Viewing Permits	\$ 125,008	0.01%
State Lottery	\$ 3,196,301	0.25%
Gas/Fuel Tax	\$ 28,143,481	2.16%
Real Estate Transfer Tax	\$ 7,973,853	0.61%
Landfill Tipping Fees	\$ 595,240	0.05%

SEAFWA Regional Revenue, Relative to AFWA

Revenue Source	Percent of Dedicated Revenue FY19 (Nationwide)	Percent of Dedicated Revenue FY19 (SEAFWA)	Difference
Boat Registration	3.56%	5.70%	2.14%
Capital Bonds	0.27%	0.00%	-0.27%
Dedicated State Sales Tax	4.68%	12.99%	8.31%
Dingell-Johnson	8.40%	8.01%	-0.39%
Donation	0.36%	0.47%	0.11%
Endangered Species Act Sec. 6 Grants	0.44%	0.47%	0.03%
Gas/Fuel Tax	2.21%	2.16%	-0.05%
Habitat Stamps	1.41%	1.31%	-0.10%
Hotel Tax	0.00%	0.00%	0.00%
Hunting, Fishing, & Trapping Licenses	42.53%	41.79%	-0.74%
Income Tax Checkoff	0.08%	0.06%	-0.02%
Land & Water Conservation Fund	0.58%	0.75%	0.17%
Landfill Tipping Fees	1.95%	0.05%	-1.90%
License Plates	0.63%	0.69%	0.06%
Marijuana Excise Tax	0.67%	0.00%	-0.67%
Non-Federal Grants	3.10%	1.70%	-1.40%
Off-Road Vehicle/Snowmachine Registration	1.79%	0.03%	-1.77%
Pittman-Robertson	18.08%	16.82%	-1.27%
Public Land Resource Development	5.36%	3.40%	-1.97%
Real Estate Transfer Tax	0.21%	0.61%	0.40%
State Lottery	0.92%	0.25%	-0.68%
State Wildlife Grants	1.35%	1.28%	-0.06%
Trust Funds	1.05%	1.12%	0.07%
Wildlife Crime Penalties	0.35%	0.33%	-0.02%
Wildlife Viewing Permits	0.01%	0.01%	0.00%

Highlights:

- 1) SEAFWA states collect 8.3% more dedicated state sales tax than the national average (driven by MO & AR)
- 2) SEAFWA states collect 2.1% more boating registration fees than the national average (driven by Gulf states)
- 3) SEAFWA states collect 1.8% less off-road vehicle/snow-machine registration revenue than the national average
- 4) SEAFWA states collect 1.7% less public land resource development revenue than the national average

Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, & West Virginia are members of SEAFWA