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# Business Division Commission Presentation January 16, 2024

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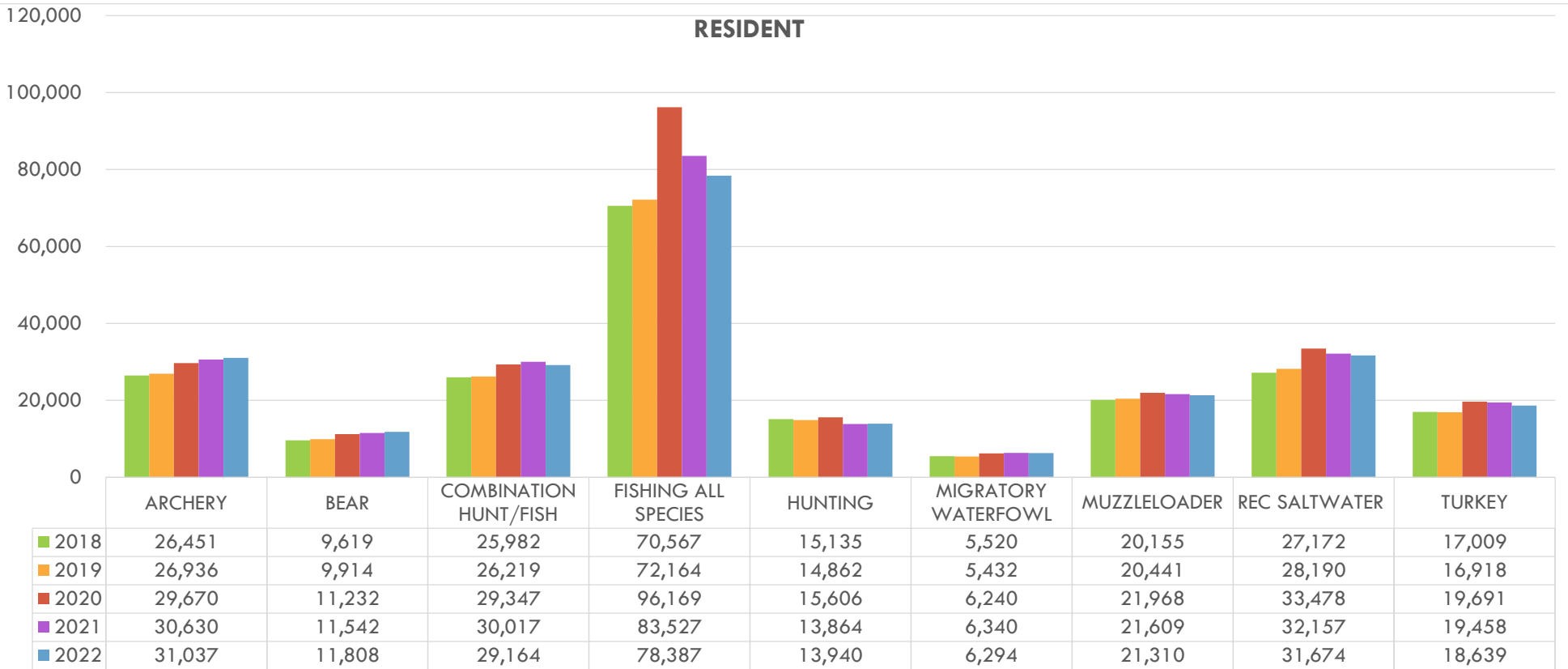
**Licensing Trends 2018-2022**

# What Types are we Selling and Who is Buying?

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- I used calendar year sales from 2018-2022 which incorporates the bump from the pandemic.
- All license types used are the ones available online so they do not include;
  - Over-68 (Milestone Licenses-Fishing, Combo or Clam/Oyster (very few sold))
  - Specialty licenses such as our marine types
- Like types were added together i.e. for resident licenses senior archery, senior combo and senior muzzleloader were added to regular types.
- Removed resident clam and oyster as only a few hundred were sold during this timeframe.
- For non-resident added all fishing together (1, 3 & 7 day to fishing).

**RESIDENT**

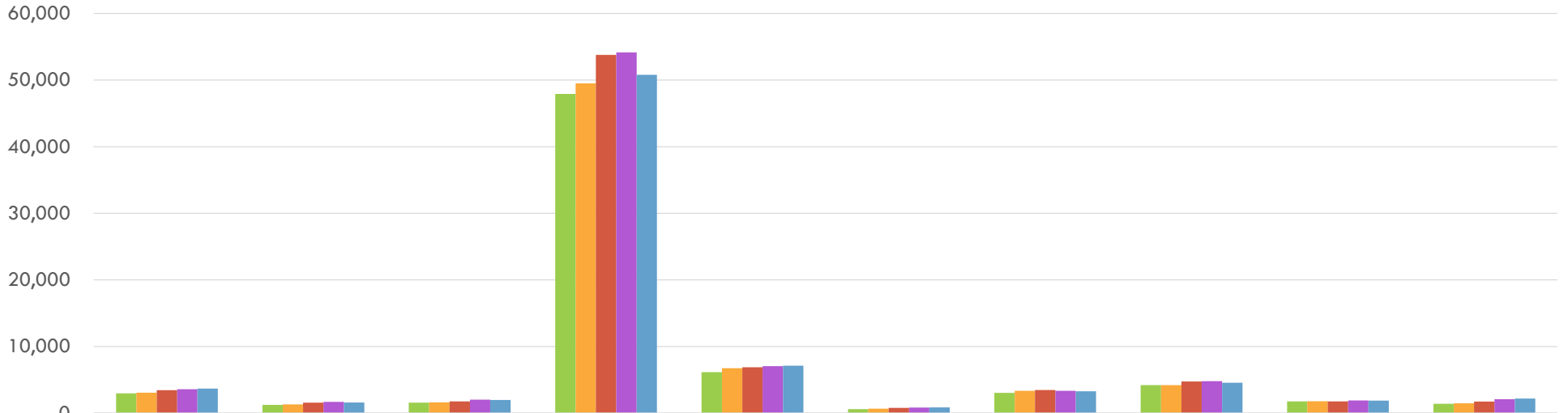


LICENSE TYPES	TOTAL #	TOTAL #	TOTAL #	TOTAL #	TOTAL #
	2018	2019	2020	2021	2022
ARCHERY	26,451	26,936	29,670	30,630	31,037
BEAR	9,619	9,914	11,232	11,542	11,808
COMBINATION HUNT/FISH	25,982	26,219	29,347	30,017	29,164
FISHING ALL SPECIES	70,567	72,164	96,169	83,527	78,387
HUNTING	15,135	14,862	15,606	13,864	13,940
MIGRATORY WATERFOWL	5,520	5,432	6,240	6,340	6,294
MUZZLELOADER	20,155	20,441	21,968	21,609	21,310
REC SALTWATER	27,172	28,190	33,478	32,157	31,674
TURKEY	17,009	16,918	19,691	19,458	18,639

NON RESIDENT

	2018	2019	2020	2021	2022
ARCHERY	2,963	3,078	3,450	3,586	3,675
BEAR	1,240	1,312	1,563	1,694	1,608
COMBINATION HUNT / FISH	1,564	1,631	1,774	2,028	1,976
FISHING ALL SPECIES	47,925	49,504	53,781	54,164	50,780
HUNTING	6,160	6,741	6,880	7,054	7,128
MIGRATORY WATERFOWL	604	671	788	837	864
MUZZLELOADER	3,051	3,351	3,461	3,362	3,285
REC SALTWATER	4,199	4,209	4,743	4,790	4,573
SMALL GAME	1,773	1,794	1,765	1,898	1,885
TURKEY	1,411	1,476	1,749	2,091	2,194

### NON RESIDENTS

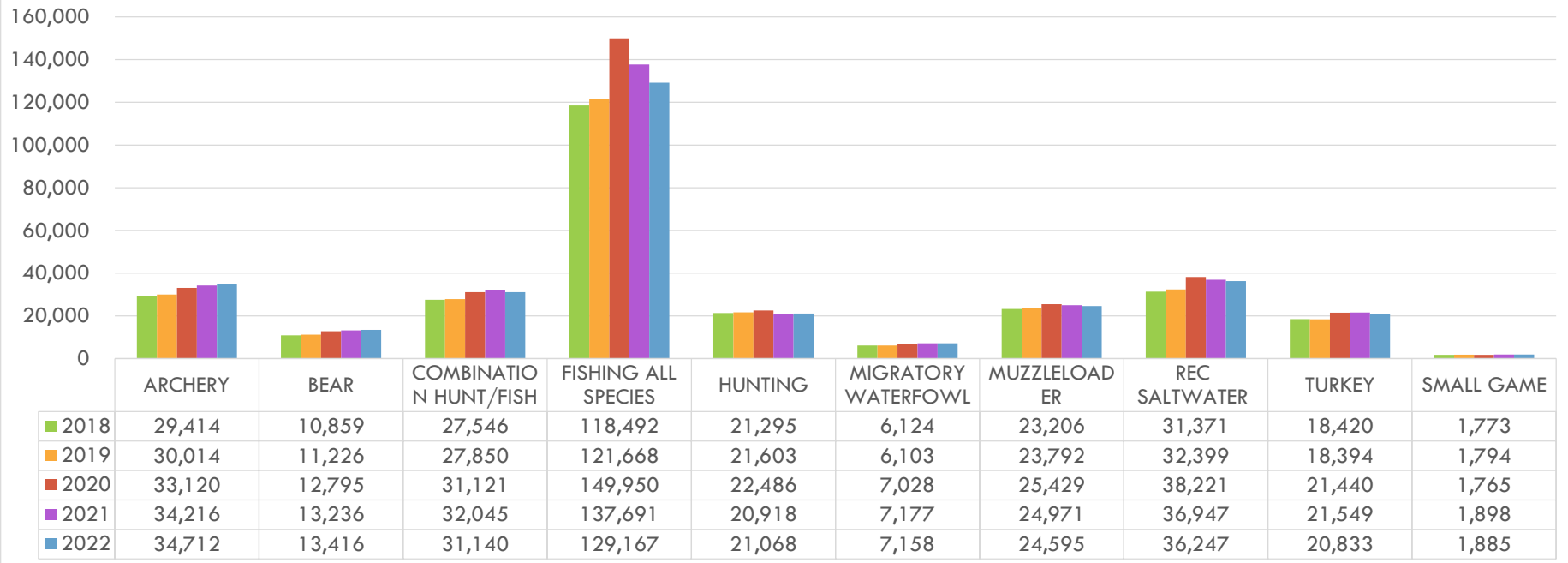


	ARCHERY	BEAR	COMBINATION HUNT / FISH	FISHING ALL SPECIES	HUNTING	MIGRATORY WATERFOWL	MUZZLELOADER	REC SALTWATER	SMALL GAME	TURKEY
2018	2,963	1,240	1,564	47,925	6,160	604	3,051	4,199	1,773	1,411
2019	3,078	1,312	1,631	49,504	6,741	671	3,351	4,209	1,794	1,476
2020	3,450	1,563	1,774	53,781	6,880	788	3,461	4,743	1,765	1,749
2021	3,586	1,694	2,028	54,164	7,054	837	3,362	4,790	1,898	2,091
2022	3,675	1,608	1,976	50,780	7,128	864	3,285	4,573	1,885	2,194

Totals by Age Distribution

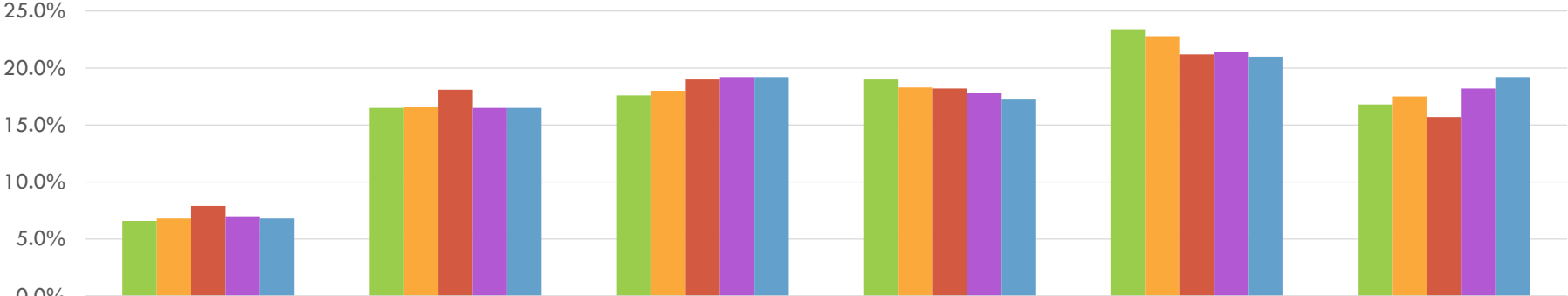
	TOTAL #	TOTAL #	TOTAL #	TOTAL #	TOTAL #
	2018	2019	2020	2021	2022
ARCHERY	29,414	30,014	33,120	34,216	34,712
BEAR	10,859	11,226	12,795	13,236	13,416
COMBINATION HUNT/FISH	27,546	27,850	31,121	32,045	31,140
FISHING ALL SPECIES	118,492	121,668	149,950	137,691	129,167
HUNTING	21,295	21,603	22,486	20,918	21,068
MIGRATORY WATERFOWL	6,124	6,103	7,028	7,177	7,158
MUZZLELOADER	23,206	23,792	25,429	24,971	24,595
REC SALTWATER	31,371	32,399	38,221	36,947	36,247
TURKEY	18,420	18,394	21,440	21,549	20,833
SMALL GAME	1,773	1,794	1,765	1,898	1,885
	288,500	294,843	343,355	330,648	320,221
	2018	2019	2020	2021	2022
16-19 Years of Age	6.6%	6.8%	7.9%	7.0%	6.8%
20-29	16.5%	16.6%	18.1%	16.5%	16.5%
30-39	17.6%	18.0%	19.0%	19.2%	19.2%
40-49	19.0%	18.3%	18.2%	17.8%	17.3%
50-59	23.4%	22.8%	21.2%	21.4%	21.0%
Above 60	16.8%	17.5%	15.7%	18.2%	19.2%
	99.9%	100.0%	100.1%	100.1%	100.0%

### Resident & Non Resident





**Age Distribution**



	16-19 Years of Age	20-29	30-39	40-49	50-59	Above 60
■ 2018	6.6%	16.5%	17.6%	19.0%	23.4%	16.8%
■ 2019	6.8%	16.6%	18.0%	18.3%	22.8%	17.5%
■ 2020	7.9%	18.1%	19.0%	18.2%	21.2%	15.7%
■ 2021	7.0%	16.5%	19.2%	17.8%	21.4%	18.2%
■ 2022	6.8%	16.5%	19.2%	17.3%	21.0%	19.2%