

ELLIS CONSULTING SERVICES

THE ECONOMIC IMPACT OF NWT BARREN-GROUND CARIBOU OUTFITTERS

THE IMPACT ON THE NWT ECONOMY OF THE BARREN-GROUND
CARIBOU OUTFITTER INDUSTRY IN 2005

SEPTEMBER 2006

Table of Contents

INTRODUCTION	4
HIGHLIGHTS.....	5
EXPENDITURES OF THE OUTFITTING INDUSTRY IN 2005.....	7
SUMMARY OF ECONOMIC IMPACTS IN 2005	8
Contribution to GDP	8
Contribution to Labour Income.....	9
Contribution to Employment	9
ECONOMIC IMPACT BY INDUSTRY IN 2005.....	11
Contribution to GDP by Industry	11
Contribution to Labour Income by Industry	12
Contribution to Employment by Industry	12
Impact of the Outfitting Industry on Taxation in 2005.....	14
RESPONSES TO 2005 SURVEY QUESTIONS.....	15
Use of Caribou Meat that is not Exported.....	15
Reducing Quota Back to 2000 Levels.....	15
Reducing the Number of Tags from Two to One.....	15
Impact of the Increase in Wolf Tags for Non-NWT Hunters	16
Interest in Focusing More on Non-Consumptive Activities.....	16
Support from Government to Help Expand Product Lines.....	16
ESTIMATED HISTORICAL IMPACTS, 1999 TO 2005	17
Number of Hunters, Tags Issued and Tags Used, 1999 to 2005	18
Number of Hunters, Tags Issued and Tags Used, 1999 to 2005	18
Outfitter Revenues and Expenditures, 1999 to 2005	19

Outfitter and Non-Resident Hunter Expenditures, 1999 to 2005	20
Outfitter and Non-Resident Hunter Contribution to NWT GDP, 1999 to 2005	21
Outfitter and Non-Resident Hunter Contribution to NWT Labour Income, 1999 to 2005	22
Outfitter and Non-Resident Hunter Contribution to NWT Employment, 1999 to 2005.....	23
Outfitter and Non-Resident Hunter Contribution to NWT Tax Revenues, 1999 to 2005	24

Introduction

The barren-ground caribou (BGC) outfitting industry in the Northwest Territories is made up of 8 businesses that provide guiding and accommodation services primarily to non-resident hunters. These outfitters have a well-established reputation that attracts hunters from across North America and around the world.

The NWT Outfitter Industry is a “wealth creating industry” and all of the income earned by operators is “new money” to the NWT economy and is re-spent in the territory. The industry not only provides direct employment and business opportunities to NWT residents and businesses, but the expenditures made by hunters while in the NWT also provide further economic opportunities.

In the winter of 1999 the Government of the Northwest Territories Department of Resources, Wildlife and Economic Development (RWED), in co-operation with the NWT Barren-ground Caribou Outfitters Association (BGC) undertook a survey of BGC outfitters and non-resident BGC hunters to determine their expenditure patterns during the 1999 season. Outfitters were asked to report expenditures by type and location and hunters were asked to report how much they had spent during their stay in the territory and to give a breakdown of how it was spent. The 1999 Report provided estimates of how these expenditures impacted the NWT economy in terms of contribution to Gross Domestic Product, labour income, employment and taxes.

In the summer of 2006, Ellis Consulting Services was contracted by the NWT Barren-ground Caribou Outfitters Association in co-operation with the Federal Department of Indian and Northern Affairs to update the 1999 Survey and to provide an estimate of the impact of the industry over the period 1999 to 2005.

A survey was conducted in the summer of 2006 to provide data for the reference year of 2005. The 2006 Survey also included a number of questions to attempt to learn how changes to quotas will impact the outfitting business. Responses by the outfitters to these questions are summarized in this Report.

Economic impacts for 2005 were estimated using Statistics Canada’s 2002 Interprovincial Input-Output Model. Tax impacts were estimated using a Tax Model developed by Ellis Consulting Services. All data and responses to questions have been aggregated to protect the confidentiality of individual outfitters.

Specific questions regarding the methodology or definitions used in this Report should be directed to Roy Ellis (Ellis Consulting Services) by phone at 867-920-7318 or by e-mail at ellis@internorth.com.

Highlights

- The NWT Outfitter Industry is a wealth creating industry and all of the income earned by operators is “new money” to the NWT economy and is re-spent in the territory.
- The industry not only provides direct employment and business opportunities to NWT residents and businesses, but the expenditures made by hunters while in the NWT also provide further economic opportunities.
- In 2005, 587 non-resident hunters used 759 of the 1,027 available tags - an average of 1.3 tags per hunter. Over the period 1999 to 2005, 4.1 thousand hunters used 5,815 of the 7,193 available tags - an average of 1.4 tags per hunter. (Table 9)
- In 2005, outfitters earned revenues of \$4.0 million and made expenditures of \$2.0 million. Over the period 1999 to 2005, outfitters revenues were \$27.8 million and expenditures were \$20.7 million. (Table 10)
- In 2005, non-resident hunters spent \$1.4 million on purchasing goods and services in the NWT. Over the period 1999 to 2005, non-resident hunters spent \$8.0 million on purchasing goods and services in the NWT. (Table 11)
- In 2005, the outfitting industry contributed \$4.0 million to GDP in the NWT. Over the period 1999 to 2005, outfitters contributed \$28.2 million to NWT GDP. (Table 12)
- In 2005, the outfitting industry generated \$2.2 million in labour income for NWT residents. Over the period 1999 to 2005, outfitters contributed \$10.9 million in labour income for NWT residents. (Table 13)
- In 2005, the outfitting industry generated 313 seasonal jobs for NWT residents. Over the period 1999 to 2005, outfitters created 2.2 thousand seasonal jobs for NWT residents. (Table 14)
- In 2005, the outfitting industry generated \$427 thousand in taxes for the federal government and \$247 thousand in tax revenues for the GNWT and \$92 thousand for local governments. In total the outfitter industry provided \$766 thousand in tax revenues. (Table 15)
- Over the period 1999 to 2005, the outfitting industry generated \$3.0 million in taxes for the federal government and \$1.7 million in tax revenues for the GNWT and \$648 thousand for local governments. In total the outfitter industry provided \$5.4 million in tax revenues. (Table 15)

- In 2005 over 40 thousand pounds of meat with a value in excess of \$400,000 was donated to communities and the food bank. Over the period 1999 to 2005, it is estimated that over 290 thousand pounds of meat with an estimated value of \$2.9 million was donated. All outfitters reported incurring expenses to make these donations.
- In 2005 the reduction in the number of tags from two to one would lead to a fall in the expenditures of outfitters and non-resident hunters by 20% or \$874 thousand. This would lead to an estimated reduction in NWT GDP of \$802 thousand; in NWT labour income of \$447 thousand; \$153 thousand in tax revenues and the elimination of 20 jobs.

Expenditures of the Outfitting Industry in 2005

In the survey BGC outfitters were asked to report their expenditures by detailed categories. A summary of the responses is given in Table 1.

Table 1: Expenditures of BGC Outfitters in the NWT, 2005 Season		
(\$000's of 2005 Dollars)		
Direct Expenditures	2,929	100%
Wages and benefits	1,007	34%
Air transportation	542	19%
Supplies	331	11%
Sales expenses	325	11%
Maintenance	66	2%
Administration	171	6%
Licenses	28	1%
Other financial costs	88	3%
Miscellaneous	275	9%
Depreciation	95	3%

As shown on Table 1 BGC outfitters spent \$2.9 million in the NWT in the 2005 season. The largest expenditure category was wages and benefits (34%) where outfitters spent \$1.0 million followed by \$542 thousand paid out in air transportation (19%). Sales expenses (11%) and expenditures on supplies (11%) accounted for \$331 and \$325 thousand respectively.

Table 2 shows that non-resident BGC hunters spent \$1.4 million on goods and services while in the NWT (these expenditures are in addition to the services purchased from the outfitting industry).

Table 2: Expenditures Non-Resident BGC Hunters in the NWT, 2005 Season		
(\$000's of 2005 Dollars)		
Direct Expenditures	1,443	100%
Airfare	210	15%
Ground transportation	17	1%
Meals and accommodation	208	14%
Hunting license, tag and trophy fees	408	28%
Taxidermy and meat processing	201	14%
Tips to guides and others	267	19%
Gifts and souvenirs	131	9%

Expenditures on hunting license and related fees of \$408 thousand accounted for 28% of total expenditures of hunters in 2005. Tips to guides and other employees of outfitters of \$267 (19%) thousand, airfare expenses of \$210 (15%) thousand and expenditures on meals and accommodation of \$208 (14%) thousand were the next largest expenditure categories.

Summary of Economic Impacts in 2005

In this Report there are three types of impacts that will be described and they are referred to as direct, indirect and induced. Direct economic activity occurs in the businesses that make up the BGC outfitting industry and in those businesses that make direct sales to non-resident BGC hunters. Indirect activity occurs when the industries involved in direct production purchase inputs (goods and services) from other NWT businesses. Lastly, induced activity occurs when the employees of the business involved in direct and indirect activity spend their labour income on goods and services purchased for household consumption.

The tables below give a summary of the total economic impact on the NWT economy of the \$2.9 million in expenditures by BGC outfitters and \$1.4 million spent by non-resident BGC hunters in the 2005 season.

Contribution to GDP

Direct economic activity related to the expenditures of BGC outfitters and non-resident BGC hunters contributed \$3.0 million to GDP in 2005. Indirect and induced activity lead to a further rise in GDP of \$807 and \$198 thousand respectively. In total it is estimated that expenditures related to the outfitting industry contributed \$4.0 million to NWT GDP in the 2005 season.

Table 3: Impact of BGC Outfitting Industry Expenditures on GDP, 2005 Season
((\$000's of 2005 Dollars))

	Outfitters	Hunters	Total
Direct	2,299	704	3,003
Indirect	711	96	807
Total Open	3,010	800	3,810
Induced	156	42	198
Total Closed	3,166	842	4,008

Source: Ellis Consulting Services

The BGC outfitting industry contributed \$2.3 million, or over three-quarters, of the total direct GDP impact. Indirect and induced activity related to the outfitting industry lead to a further rise in GDP of \$711 thousand and \$156 thousand respectively. In total expenditures of outfitters in the NWT contributed \$3.2 million to GDP, which was 79% of the total impact.

Expenditures by non-resident BGC hunters contributed \$704 thousand of the total direct GDP impact. Indirect and induced activity related to expenditures by hunters lead to a further rise in GDP of \$96 thousand and \$42 thousand respectively. In total, expenditures by hunters contributed \$842 thousand to GDP, which was 21% of the total impact in the 2005 season.

Contribution to Labour Income

Direct economic activity related to the expenditures of BGC outfitters and non-resident BGC hunters contributed \$1.5 million to labour income in 2005. Indirect and induced activity lead to a further rise in labour income of \$565 and \$123 thousand respectively. In total, it is estimated that expenditures related to the outfitting industry contributed over \$2.2 million to labour income in the NWT in 2005.

Table 4: Impact of BGC Outfitting Industry Expenditures on Labour Income, 2005 Season
(\$000's of 2005 Dollars)

	Outfitters	Hunters	Total
Direct	1,007	541	1,548
Indirect	510	55	565
Total Open	1,518	595	2,113
Induced	88	35	123
Total Closed	1,606	630	2,236

Source: Ellis Consulting Services

The BGC outfitting industry contributed \$1.0 million, or about two-thirds, of the impact on direct labour income. Indirect and induced activity related to the outfitting industry lead to a further rise in labour income of \$510 thousand and \$88 thousand respectively. In total expenditures of outfitters in the NWT contributed \$1.6 million to labour income, which was 72% of the total impact.

Expenditures by non-resident BGC hunters contributed \$541 thousand of the total direct impact on labour income. Indirect and induced activity related to the expenditures by hunters lead to a further rise in labour income of \$55 thousand and \$35 thousand respectively. In total expenditures by hunters contributed \$630 thousand to labour income, which was 28% of the total impact in the 2005 season.

Contribution to Employment

It is estimated that the direct economic activity related to BGC outfitter and non-resident BGC hunter expenditures in the 2005 season created the equivalent of 275 seasonal jobs¹ in the NWT. In addition indirect and induced activity contributed 32 and 6 seasonal jobs respectively. In total it is estimated that the expenditures of outfitters and hunters contributed 313 seasonal jobs in the NWT in 2005.

Expenditures related to BGC outfitters in the NWT contributed 182 direct seasonal jobs in 2005. Indirect and induced activity related to expenditures by outfitters lead to a further rise

¹ On average persons employed in the BGC outfitting industry worked eight weeks in 2005. To convert to a person-year equivalent the number of seasonal jobs should be divided by 6.26.

in employment of 25 and 4 seasonal jobs respectively. In total the BGC outfitting industry in the NWT contributed 211 seasonal jobs in 2005.

**Table 5: Impact of BGC Outfitting Industry Expenditures on Employment, 2005 Season
(Number of Seasonal Jobs)**

	Outfitters	Hunters	Total
Direct	182	93	275
Indirect	25	7	32
Total Open	207	100	307
Induced	4	2	6
Total Closed	211	102	313

Source: Ellis Consulting Services

Expenditures related to non-resident BGC hunters contributed 93 seasonal jobs of the total direct employment impact of 275 jobs. Indirect and induced activity related to expenditures by hunters lead to a further rise in employment of 7 and 2 seasonal jobs respectively. In total expenditures by non-resident BGC hunters in the NWT contributed 102 seasonal jobs in 2005.

Economic Impact by Industry in 2005

Tables 6-8 give the impact of BGC outfitter and non-resident BGC hunter expenditures by industry on the NWT economy in the 1999 season.

Contribution to GDP by Industry

Table 6 gives the impact of BGC outfitter and non-resident BGC hunter expenditures on NWT GDP by industry. Over sixty percent (\$2.5 million) of the total impact on GDP of \$4.0 million was in the Arts, Entertainment and Recreation Industry (this is the industry group that contains the outfitter industry). The next largest impacts were in the transportation (\$457 thousand) and finance (\$305 thousand) industries.

Table 6: Impact of BGC Outfitting on GDP by Industry, 2005 Season (\$000's of 2005 Dollars)			
	Outfitters	Hunters	Total
1A Crop And Animal Production	3	0	3
1B Forestry And Logging	0	0	0
1C Fishing, Hunting And Trapping	0	2	3
1D Support Activities For Agriculture And Forestry	0	0	0
21 Mining And Oil And Gas Extraction	3	2	6
22 Utilities	10	14	24
23 Construction	5	9	13
3A Manufacturing	17	271	288
41 Wholesale Trade	33	6	39
4A Retail Trade	53	99	152
4B Transportation And Warehousing	369	87	457
51 Information And Cultural Industries	79	30	109
5A Finance, Insurance, Real Estate And Renting And Leasing	171	134	305
54 Professional, Scientific And Technical Services	25	2	27
56 Administrative And Support, Waste Management And Remediation Services	25	2	26
61 Educational Services	0	0	1
62 Health Care And Social Assistance	2	0	3
71 Arts, Entertainment And Recreation	2,302	172	2,474
72 Accommodation And Food Services	24	2	26
81 Other Services (Except Public Administration)	23	2	25
NP Non-Profit Institutions Serving Households	9	7	16
GS Government Sector	13	1	14
Total	3,166	842	4,008

Contribution to Labour Income by Industry

Table 7 gives the impact of BGC outfitter and non-resident BGC hunter expenditures on NWT labour income by industry. Over fifty percent (\$1.1 million) of the total impact on labour income of \$2.2 million was in the Arts, Entertainment and Recreation Industry (this is the industry group that contains the outfitter industry). The next largest impacts were in the transportation (\$298 thousand) and the manufacturing (\$255 thousand) industries.

Table 7: Impact of BGC Outfitting on Labour Income by Industry, 2005 Season
(\$000's of 2005 Dollars)

	Outfitters	Hunters	Total
1A Crop And Animal Production	3	0	3
1B Forestry And Logging	0	0	0
1C Fishing, Hunting And Trapping	0	1	2
1D Support Activities For Agriculture And Forestry	0	0	0
21 Mining And Oil And Gas Extraction	1	0	1
22 Utilities	2	4	6
23 Construction	1	7	8
3A Manufacturing	11	245	255
41 Wholesale Trade	28	4	32
4A Retail Trade	58	91	149
4B Transportation And Warehousing	222	76	298
51 Information And Cultural Industries	36	16	52
5A Finance, Insurance, Real Estate And Renting And Leasing	78	39	117
54 Professional, Scientific And Technical Services	27	3	30
56 Administrative And Support, Waste Management And Remediation Services	36	4	41
61 Educational Services	1	0	1
62 Health Care And Social Assistance	2	0	2
71 Arts, Entertainment And Recreation	1,012	122	1,134
72 Accommodation And Food Services	35	4	40
81 Other Services (Except Public Administration)	31	10	41
NP Non-Profit Institutions Serving Households	10	1	12
GS Government Sector	12	1	13
Total	1,606	630	2,236

Contribution to Employment by Industry

Table 8 gives the impact of BGC outfitter and non-resident BGC hunter expenditures on NWT employment by industry. Almost seventy percent (218 seasonal jobs) of the total impact on employment of 313 seasonal jobs was in the Arts, Entertainment and Recreation Industry (this is the industry group that contains the outfitter industry). The next largest impacts were in the manufacturing (35 seasonal jobs), transportation (20 seasonal jobs) and the retail trade (17 seasonal jobs) industries.

Table 8: Impact of BGC Outfitting on Employment by Industry, 2005 Season
(Number of Seasonal Jobs)

	Outfitters	Hunters	Total
1A Crop And Animal Production	0	0	0
1B Forestry And Logging	0	0	0
1C Fishing, Hunting And Trapping	0	0	0
1D Support Activities For Agriculture And Forestry	0	0	0
21 Mining And Oil And Gas Extraction	0	0	0
22 Utilities	0	0	0
23 Construction	0	0	0
3A Manufacturing	1	35	35
41 Wholesale Trade	1	0	1
4A Retail Trade	3	15	17
4B Transportation And Warehousing	11	9	20
51 Information And Cultural Industries	2	1	3
5A Finance, Insurance, Real Estate And Renting And Leasing	4	4	8
54 Professional, Scientific And Technical Services	1	0	2
56 Administrative And Support, Waste Management And Remediation Services	2	0	2
61 Educational Services	0	0	0
62 Health Care And Social Assistance	0	0	0
71 Arts, Entertainment And Recreation	182	36	218
72 Accommodation And Food Services	2	0	2
81 Other Services (Except Public Administration)	1	2	3
NP Non-Profit Institutions Serving Households	0	0	1
GS Government Sector	1	0	1
Total	211	102	313

Impact of the Outfitting Industry on Taxation in 2005

Table 9 gives the estimated value of taxes earned by the federal, territorial and local governments as a result of the BGC outfitter industry and non-resident BGC hunter expenditures in the NWT during the 2005 season.

It is estimated that the federal, territorial and local governments earned \$427 thousand, \$247 thousand and \$92 thousand respectively from tax revenues. In total \$766 thousand was paid in taxes.

Total direct tax revenue from businesses accruing to the federal government as a result of the BGC outfitter industry and non-resident BGC hunter's expenditures in 2005 is estimated at \$89 thousand. Business tax revenue earned by the GNWT is estimated at \$53 thousand.

Table 9: Taxes Paid by BGC Outfitters and Non-resident BGC Hunters to the Federal and Territorial Governments, 2005 Season
((\$000's of 2005 Dollars))

	Federal	GNWT	Local	Total
Direct Taxes - Business	89	53	0	142
Direct Taxes - Persons	181	90	0	271
Other transfers to gov't from persons	0	0	1	1
Indirect Taxes	157	104	91	352
Grand Total Taxes	427	247	92	766

Total direct tax revenue from persons² accruing to the federal government in 2005 is estimated at \$181 thousand. It is estimated that the GNWT received \$90 thousand from direct taxes on persons.

The revenue from indirect taxes is estimated at \$352 thousand. Of this total, the federal government received \$157 thousand, the GNWT \$104 thousand and local governments \$91 thousand.

It total it is estimated that economic activities related to the BGC outfitting industry led to a rise in government tax revenues of \$766 thousand during the 2005 season.

² Almost all jobs generated by the outfitting industry are seasonal and as such, while paying a reasonable weekly wage, do not reflect what would be made in a full year of work. Therefore for purposes of estimating personal income taxes, employment in person-years was used instead of the number of seasonal jobs.

Responses to 2005 Survey Questions

There were eight outfitters surveyed and five responses were completed and returned. The outfitters who responded were a reasonably diverse group and represented both large and small outfitters (based on the number of tags used in 2005). Therefore it is expected that the opinions given should be representative of the industry as a whole.

Use of Caribou Meat that is not Exported

All outfitters have a portion of meat that is not exported. Some of this meat is consumed in the camps but a significant amount is given to communities and to the Yellowknife food bank.

All but one outfitter reported donating meat and it is estimated that in 2005 over 40,000 pounds of meat with a value in excess of \$400,000 was given to communities and the food bank. Over the period 1999 to 2005, it is estimated that almost 290 thousand pounds of meat with an estimated value of \$2.9 million was donated. All outfitters reported incurring expenses to make these donations.

Reducing Quota Back to 2000 Levels

There was a difference in opinion on this issue. Sixty percent of outfitters reported that reducing quotas back to 2000 levels would have a strong or severely negative impact on their business. Forty percent reported that it would have no impact.

Those businesses that reported a negative impact estimated that it would lead to a reduction of 30% to 50% in their revenues.

Reducing the Number of Tags from Two to One

All outfitters reported that the reduction in the number of tags from two to one would have a strong negative or severely negative impact on their business. On average it was expected that it would lead to over a 20% drop in revenues.

In 2005 the reduction in the number of tags from two to one is estimated to reduce expenditures of outfitters and non-resident hunters by \$874 thousand. This would lead to a reduction in NWT GDP of \$802 thousand, in NWT labour income of \$447 thousand, \$153 thousand in tax revenues and the elimination of 20 jobs.

Impact of the Increase in Wolf Tags for Non-NWT Hunters

All but one responding outfitter indicated that the increase in wolf tags for non-NWT hunters would have no impact on their business.

Interest in Focusing More on Non-Consumptive Activities

Only one outfitter indicated that they were interested in expanding their product line into non-consumptive activities and they reported they were already in the process of doing this.

The remainder of outfitters indicated they were either not interested or had attempted to develop this market in the past but had met with limited success.

Support from Government to Help Expand Product Lines

Outfitters were asked to give suggestions as to what governments could do (other than to provide financial support) to help them expand product lines. Based on the responses received the following four issues emerged as common themes.

- Training – provide training assistance programs
- Advertising – some outfitters suggested that the advertising should be through programs that are aimed directly at the outfitters
- Market and product development support
- More timely licensing approval

Estimated Historical Impacts, 1999 to 2005

To better understand the on-going contribution of the outfitting industry to the NWT economy, a methodology was developed to estimate historical impacts. The methodology has the following elements:

- Information of the number of hunters and caribou tags issued and used was available for the period 1999 to 2005.
- Economic impacts using survey data for 2005 were estimated using Statistics Canada's Interprovincial Input-Output Model and a tax model developed by Ellis Consulting Services (the results have been presented above).
- Average impacts per hunter based on 2005 expenditures were estimated for GDP, labour income, employment and tax revenues for both the outfitting industry and non-resident hunter expenditure impacts.
- The average impact per hunter in 2005 was applied to the number of hunters in each year over the period 1999 to 2004 to derive the estimated impact on GDP, labour income, employment and taxes.
- The historical results are valued in constant 2005 dollars which makes a more useful comparison over time than using current dollars which are subject to inflation.

Users should be aware that data produced for 1999 will vary from that in the 1999 Economic Impact Report due to two factors.

The first is the use of Statistics Canada's 2002 base year Input-Output Model and a 2005 based tax model developed by Ellis Consulting Services. The 1999 Report used the NWT Bureau of Statistics Input-Output Model which, although based on Statistics Canada's Input-Output Tables, reflects a much earlier base year.

The second is that the historical results in this Report are in constant 2005 dollars and the 1999 Report presents results in 1999 current dollars.

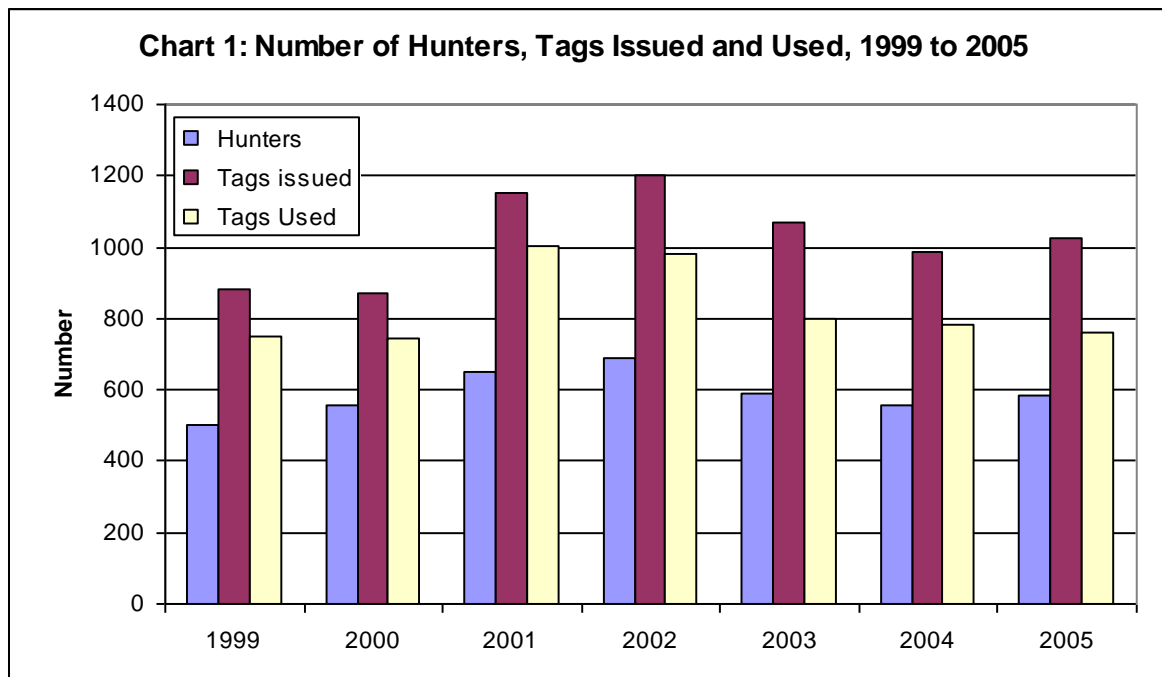
Number of Hunters, Tags Issued and Tags Used, 1999 to 2005

Table 9 and Chart 1 present the number of hunters, caribou tags issued and tags used over the period 1999 to 2005.

Over the period 1999 to 2005, 4,130 non-resident hunters used the services of the Outfitting Industry in the NWT. During that period 5,815 tags were used, which was 1.4 tags per hunter.

Table 9: Outfitter Revenues and Expenditures, 1999 to 2005

Outfitters	1999	2000	2001	2002	2003	2004	2005	Total
	(Number)							
Hunters	503	554	653	688	588	557	587	4,130
Tags issued	881	872	1152	1204	1071	986	1027	7,193
Tags Used	748	746	1003	980	799	780	759	5,815
Tags per Hunter	1.5	1.3	1.5	1.4	1.4	1.4	1.3	1.4



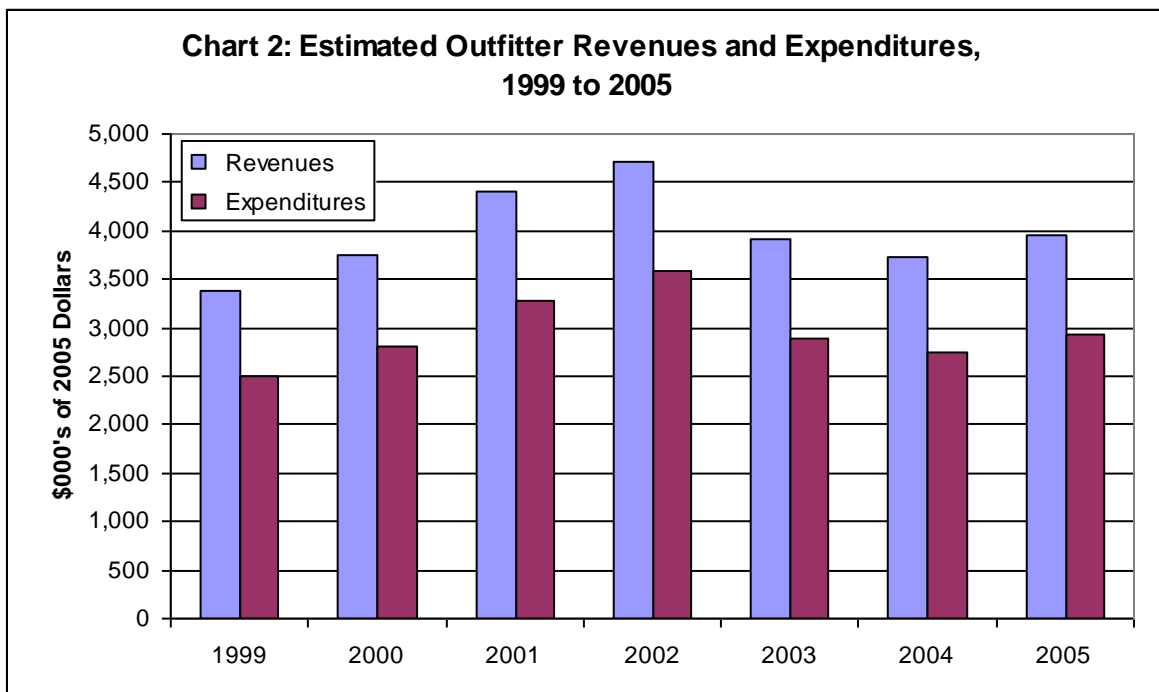
Outfitter Revenues and Expenditures, 1999 to 2005

Table 10 and Chart 2 present estimated Outfitting Industries Revenues and Expenditures over the period 1999 to 2005.

Over the period 1999 to 2005, Outfitters earned \$27.8 million in revenues and paid out \$20.7 million in expenses.

Table 10: Outfitter Revenues and Expenditures, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(\$000's of 2005 Dollars)							
Revenues	3,377	3,749	4,402	4,720	3,917	3,726	3,951	27,843
Expenditures	2,490	2,803	3,277	3,585	2,883	2,754	2,929	20,721



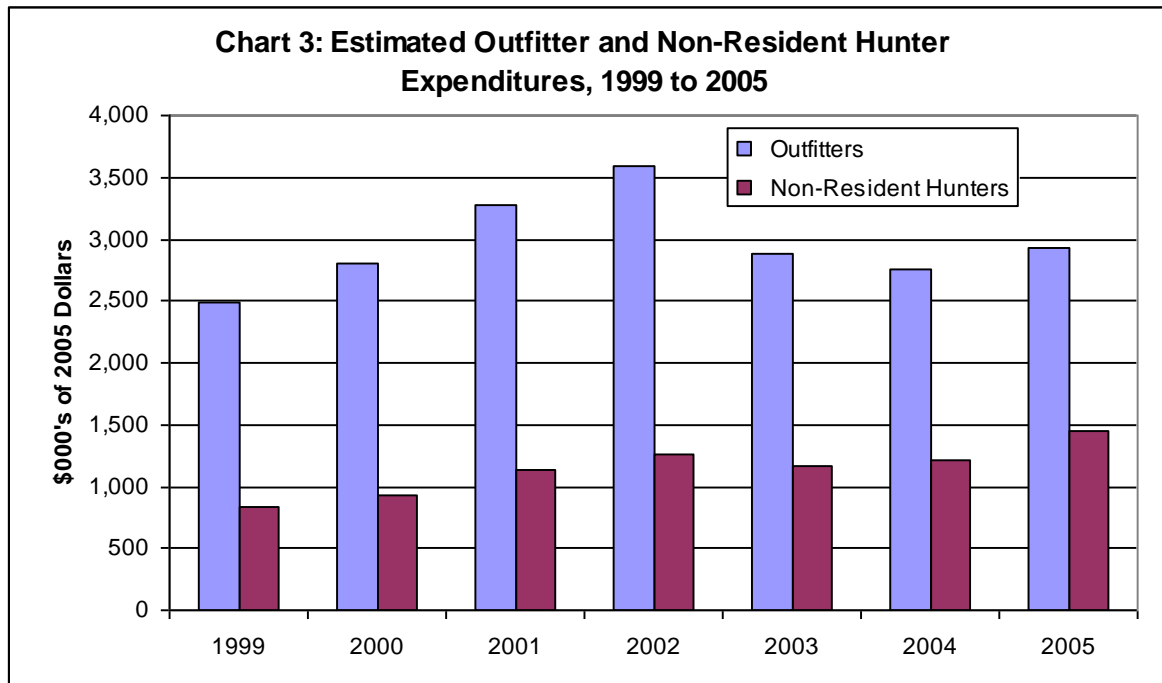
Outfitter and Non-Resident Hunter Expenditures, 1999 to 2005

Table 11 and Chart 3 present estimated expenditures of the outfitting industry and non-resident hunters over the period 1999 to 2005.

In addition to the expenditures of the outfitting industry of \$20.7 million, non-resident hunters spent an additional \$8.0 in the NWT on goods and services. In total, outfitters and hunters spent an estimated \$28.7 million in the NWT over the period 1999 to 2005.

Table 11: Estimated Outfitter and Non-Resident Hunter Expenditures, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(\$000's of 2005 Dollars)							
Total	3,318	3,730	4,408	4,853	4,056	3,965	4,372	28,702
Outfitters	2,490	2,803	3,277	3,585	2,883	2,754	2,929	20,721
Non-Resident Hunters	828	928	1,130	1,267	1,173	1,211	1,443	7,980



Outfitter and Non-Resident Hunter Contribution to NWT GDP, 1999 to 2005

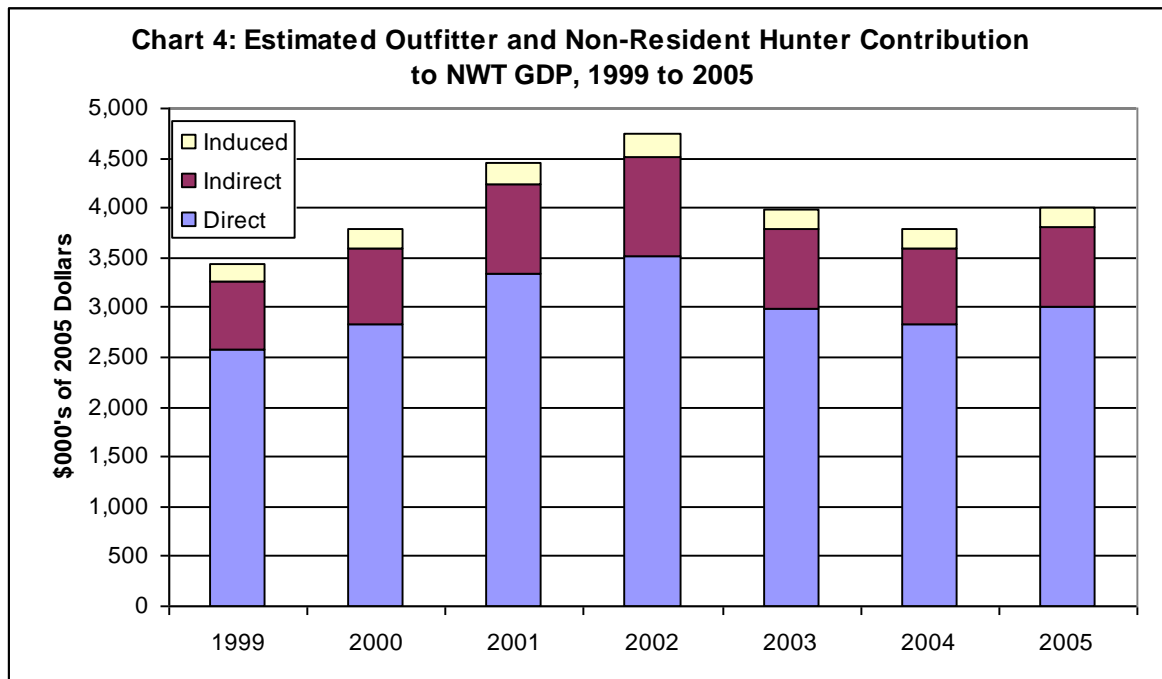
Table 12 and Chart 4 present the estimated impact of the outfitting industry and non-resident hunter expenditures on NWT GDP over the period 1999 to 2005.

It is estimated that outfitters and non-resident hunters contributed \$21.1 million in direct GDP to the NWT over the period 1999 to 2005. In addition they generated \$5.7 million in indirect and \$1.4 million in induced GDP.

In total over the period 1999 to 2005, expenditures by the outfitting industry and non-resident hunters contributed \$28.2 million to NWT GDP.

Table 12: Estimated Outfitter and Non-Resident Hunter Contribution to NWT GDP, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(\$000's of 2005 Dollars)							
Direct	2,576	2,833	3,337	3,523	2,997	2,841	3,003	21,111
Indirect	687	771	902	983	796	759	807	5,704
Induced	168	189	221	240	195	186	198	1,397
Total	3,431	3,792	4,460	4,746	3,988	3,787	4,008	28,212



Outfitter and Non-Resident Hunter Contribution to NWT Labour Income, 1999 to 2005

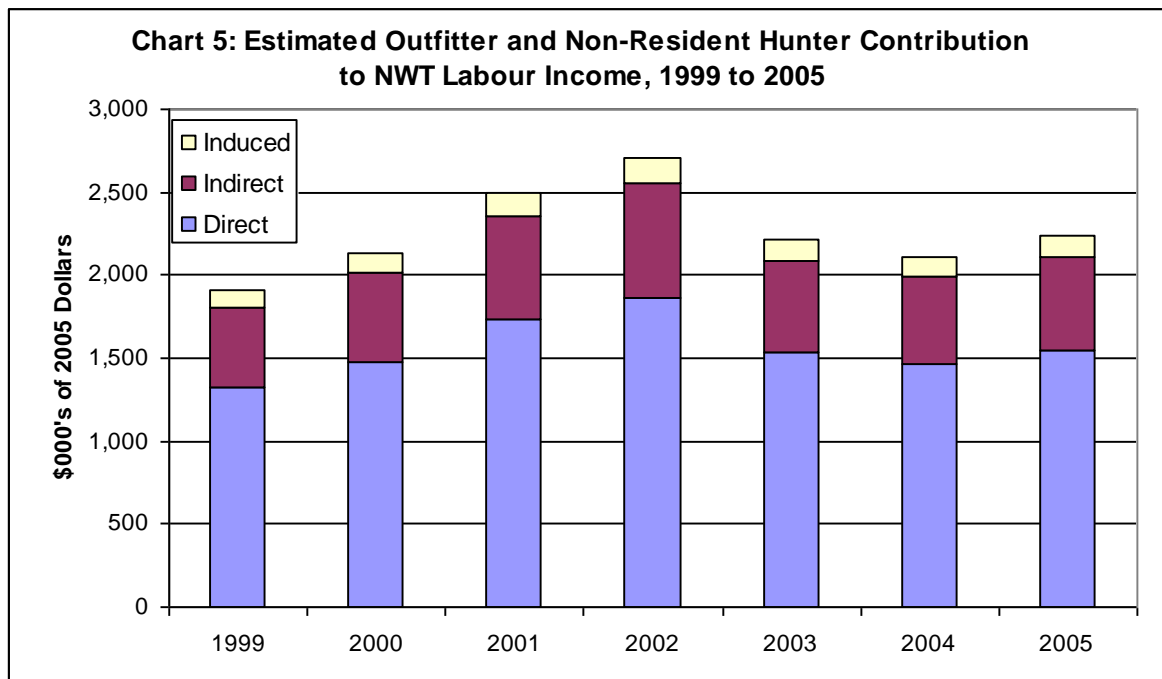
Table 13 and Chart 5 present the estimated impact of the outfitting industry and non-resident hunter expenditures on labour income for NWT residents over the period 1999 to 2005.

It is estimated that outfitters and non-resident hunters contributed \$10.9 million in direct labour income to the NWT residents over the period 1999 to 2005. In addition they generated \$4.0 million in indirect and \$867 thousand in induced labour income for NWT residents.

In total over the period 1999 to 2005, expenditures by the outfitting industry and non-resident hunters contributed \$15.8 million in labour income to NWT residents.

Table 13: Estimated Outfitter and Non-Resident Hunter Contribution to NWT Labour Income, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(\$000's of 2005 Dollars)							
Direct	1,320	1,475	1,729	1,867	1,533	1,460	1,548	10,933
Indirect	481	540	632	689	557	532	565	3,995
Induced	105	117	137	148	121	116	123	867
Total	1,905	2,132	2,498	2,704	2,212	2,108	2,236	15,795



Outfitter and Non-Resident Hunter Contribution to NWT Employment, 1999 to 2005

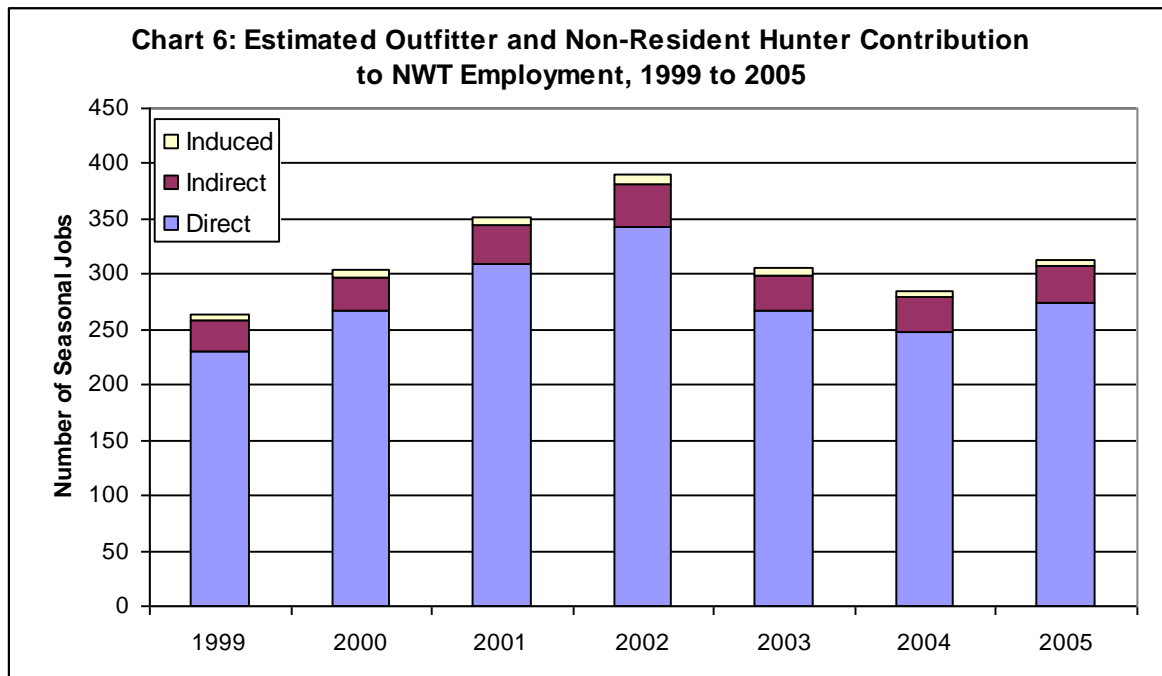
Table 14 and Chart 6 present the estimated number of seasonal jobs generated by the outfitting industry and non-resident hunter expenditures for NWT residents over the period 1999 to 2005.

It is estimated that outfitters and non-resident hunters created 1.9 thousand direct seasonal jobs for NWT residents over the period 1999 to 2005. In addition they generated 229 indirect and 44 induced seasonal jobs for NWT residents.

In total over the period 1999 to 2005, expenditures by the outfitting industry and non-resident hunters created 2.2 thousand seasonal jobs for NWT residents.

Table 14: Estimated Outfitter and Non-Resident Hunter Contribution to NWT Employment, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(Number of Seasonal Jobs)							
Direct	231	267	309	343	267	248	275	1,939
Indirect	28	31	36	39	32	31	32	229
Induced	5	6	7	7	6	6	6	44
Total	263	303	352	389	305	285	313	2,212



Outfitter and Non-Resident Hunter Contribution to NWT Tax Revenues, 1999 to 2005

Table 15 and Chart 7 present the estimated value of tax revenues generated by the outfitting industry and non-resident hunter expenditures for NWT residents over the period 1999 to 2005.

It is estimated that outfitters and non-resident hunters generated \$3.0 million in tax revenues for the federal government over the period 1999 to 2005. The GNWT received an estimated \$1.7 million and local government in the NWT garnered \$648 thousand in tax revenues.

In total over the period 1999 to 2005, expenditures by the outfitting industry and non-resident hunters generated an estimated \$5.4 million in tax revenues for governments in the NWT.

Table 15: Estimated Outfitter and Non-Resident Hunter Contribution to NWT Tax Revenues, 1999 to 2005

	1999	2000	2001	2002	2003	2004	2005	Total
	(\$000's of 2005 Dollars)							
Federal	366	403	475	500	427	405	427	3,003
GNWT	212	233	275	290	248	235	247	1,741
Local	79	87	102	108	92	87	92	648
Total	657	723	852	898	768	727	766	5,391

