

March 1, 2017



WINGTIPS

Friends of the Migratory Bird/Duck Stamp

RECENT DUCK STAMP SALES

~ trends and observations

By Alan Wentz

Most wildlife administrators believe that "when prices for licenses go up, sales go down." It was an argument made when discussion was underway on increasing the price of the Migratory Bird Hunting and Conservation Stamp - the Duck Stamp - over the last few years.

Well, the records on first-year sales are in, and they don't show any decrease that can be attributed to the \$10 price increase, which raised the cost to \$25. In fact, the average number of Duck Stamps sold during the \$15-cost years of 1991-2014 was 1,512,841, and for the period of 26 June 2015 (First Day of Sales) thru 31 October 2016 unit sales were over **1,595,500**, according to the U.S. Fish and Wildlife Service Duck Stamp Office.



The first Duck Stamp to cost \$25

Since stamps are on sale for three years from U.S. Post Offices and Amplex Corporation (sales to private vendors), we may see additional sales of this first \$25 stamp, but

IN THIS ISSUE

[RECENT DUCK STAMP SALES](#)

[GET YOUR 2016-17 STAMP](#)

[SPREADING THE WORD](#)

[ABOUT THE FRIENDS](#)

[SHARING CONTENT](#)

Quick Links

[Our Website](#)

[About Us](#)

[On Facebook](#)

[Resources](#)

[Wingtips Archives](#)

[Tweaking Future Art Rules](#)

[Stamp Essentials](#)

What Percentage?

Here is a listing illustrating the percentages of property acquired by MBCF/Stamp funds at some popular and well-known refuges:

William L. Finley (OR)

100%

Tamarac (MN)

99.9%

Sacramento (CA)

99.6%

St. Catherine Creek (MS)

99.4%

those remaining sales typically are fairly limited.

Looking at the sales of Duck Stamps historically, there was initially some truth to the idea that increased prices resulted in lower sales. However, more recent patterns indicate the opposite might be true. In 1989, when the price went from \$10 to \$12.50, and in 1991, when the price increased from \$12.50 to \$15, the actual sales went up by small percentages.

Even when administrators expected to see declines in sales from price increases for hunting licenses, most agencies have gone ahead and raised prices (often with legislative approval required) because the increase still would result in an increase in total revenue. In fact, experience in the past showed that sales soon would return to where they had previously been or increase from the former numbers. The trade-off would result in increased funding for vital conservation programs even if the initial sales reflected a decline in the number of participants. (For example, the new \$10 price increase should result in an increase of about \$16 million for the Migratory Bird Conservation Fund given stable or increased sales.)

Why would this recent increase in price result in enhanced sales? Since anyone 16 years of age or older is required to have the stamp to hunt waterfowl and a \$25 stamp is just a small fraction of the overall cost, most waterfowlers will continue to buy the stamp rather than stop hunting. Recent enhanced marketing of the stamp to refuge visitors, stamp and art collectors, environmental educators, bird watchers, wildlife photographers, and others also should account for at least part of the increased sales. In any case, better marketing to everyone interested in conservation is certainly in order.

With the indication over the last few increases in price for Duck Stamps that sales can remain stable or even increase, perhaps future increases will mean even more habitat for waterfowl, other birds, and the multitude of species that depend on vital wetland and grassland habitat.

Alan Wentz served as Chief Conservation Officer of Ducks Unlimited (now retired), is a past president of The Wildlife Society, and was formerly employed by the Kansas Department of Wildlife and Parks, the National Wildlife Federation, and South Dakota State University. He has written extensively on conservation with a special focus on wetlands.

Bosque del Apache (NM)

99.2%

Pea Island (NC)

99.2%

Horicon (WI)

98.7%

Parker River (MA)

97.7%

Bombay Hook (DE)

95.2%

Santa Ana (TX)

94.9%

Montezuma (NY)

86.7%

Okefenokee (GA)

86.2%

Ottawa (OH)

86.0%

Edwin B. Forsythe (NJ)

84.4%

Cache River (AR)

73.5%

Blackwater (MD)

73.0%

J. Clark Salyer (ND)

36.5%

Great Swamp (NJ)

36.1%

Bear River (UT)

35.0%

Malheur (OR)

25.6%

Note: 1) The dollars reflected in these percentages are from the Migratory Bird Conservation Fund (MBCF) where Stamp dollars are the major, *but not the only*, contributor. A portion also comes from excise/import fees and some other sources.

2) You can access a report of all [NWRs which owe all or part of their existence to MBCF](#) investments from the U.S. Fish and Wildlife Service.

Get your 2016-2017 Federal Duck Stamp...

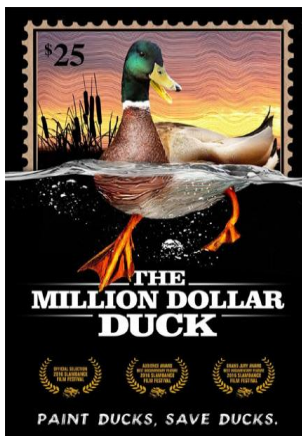
So, you don't have your 2016-2017 Migratory Bird Hunting and Conservation Stamp with Joe Hautman's artwork of two Trumpeter Swans? Or you want another stamp? We at the Friends Group have some extra stamps on hand. Just send us a \$25 check (made out to "Friends of the Migratory Bird/Duck Stamp") along with a self-addressed, stamped envelope, and we'll send you your stamp:

Friends of the Migratory Bird/Duck Stamp
P.O. Box 2143
Columbia, MD 21045



Note: We have a limited supply of these stamps.

Some ways to spread the word and support the cause...



Please consider five simple things that you can do to support the activities of our Friends and raise awareness of the entire Stamp program:

- 1) Join our Friends or renew your membership. Find details below, under "About the Friends of the Migratory Bird/Duck Stamp."
- 2) Spread the word and have your like-minded friends [sign up](#) for *Wingtips*, our near-monthly newsletter.
- 3) View *The Million Dollar Duck*, the fun documentary about the stamp and the art contest. Show the video at a meeting. (Now available on iTunes and Amazon, next month available on DVD.) For details, click on the image to the left.

4) Build support for the Jr. Duck Stamp through AmazonSmile. Just click on the feature to the right to find out more details on this program.

There are [many other things to do](#), but these four are great starters. Please consider sharing these ideas with others, whether they are hunters, anglers, hikers, birders, wildlife photographers, environmental educators, art teachers, or Refuge Friends.

Shop at AmazonSmile
and Amazon will make
a donation to:

The Junior Duck Stamp Program
through our Friends

Get started

amazonsmile

About the Friends of the Migratory Bird/Duck Stamp

Our Friends Group is an independent, nonprofit organization dedicated to two basic goals:

1. To increase promotional and educational efforts among various target audiences concerning the stamp and the National Wildlife Refuge System.
2. To increase the regular, voluntary purchase of the stamp among hunters and non-hunters alike.



Our "Regular Friend" annual fee is kept modest, only \$15, but all Friends are *also* asked to pledge to buy two stamps per year, joining with other individuals and organizations across the country with that promotional effort. Our "Friend's Year" also corresponds with the "year" of a valid Stamp - from July to July. [Join our Friends group!](#)

Sharing and Adapting Our Content



The text of *Wingtips* by Friends of the Migratory Bird/Duck Stamp is licensed under a [Creative Commons Attribution-ShareAlike 4.0 International License](#).

- This license allows sharing and a right to adapt the written materials, with appropriate credit.
- Images are *not* included in Wingtips' Creative Commons license, and are reproduced through the courtesy of their respective license holders (as indicated by the photographer credit lines). Permission to reproduce an image must be obtained from the image's license holder.