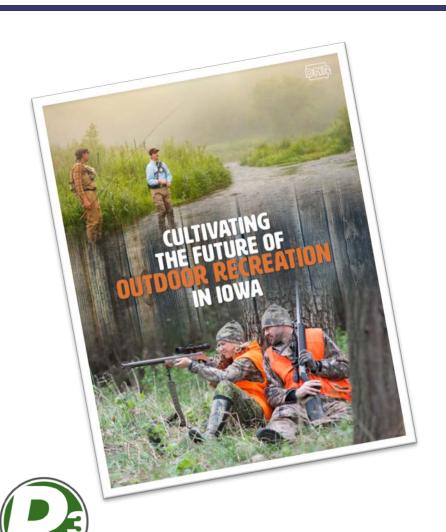
Iowa R3 Summit

November 7-8, 2017

Samantha Pedder CAHSS











Where, or rather, who are we?





The Orange Man Group 14 million

- № 89% male / 11% female
- ₩33.7 Billion in spending
- ₱ 94% Caucasian
- ♦ >50% "middle-aged"











The Blue Man Group 46 million

- **№**73% male / 27% female
- **№** 86% Caucasian
- ♦ >50% "middle-aged"







Target shooting participation in the U.S. is on the rise -- up 25% from 40.8 million Americans in 2012 to 51.2 million Americans in 2014.

New target shooters are leading the way!

THE CHANGING FACE OF TODAY'S TARGET SHOOTER



Established Target Shooters (More than 5 years of experience)



New Target Shooters in 2014 (5 years or less of experience)

43 ◀ Average Age ▶ 32

26% **◄** Female ▶ 50%

37%

Live in Urban/
Suburban Area

► 56%

51% ◀ Hunted in 2014 ▶ **19%**

19% Got Started Older 73%

Source: NSSF and Responsive Management report Sport Shooting Participation in the U.S. in 2014.



NSSF.ORG

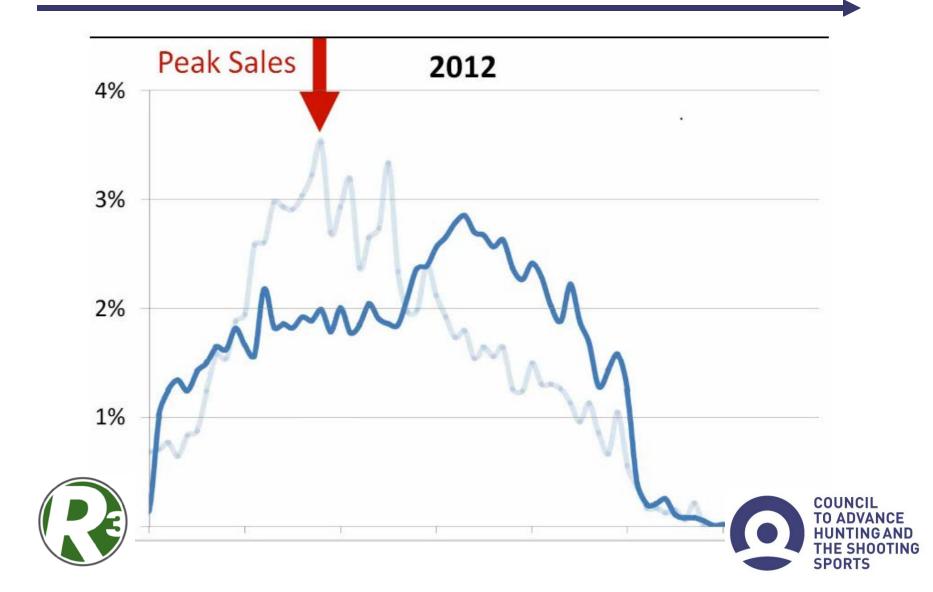


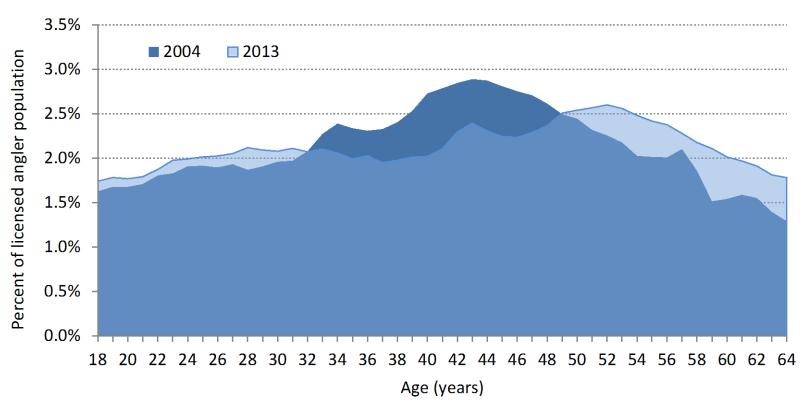


Where are we going?













Looking Forward

Projected U.S. Population Growth From 2010 to 2050



[&]quot;Excludes American Indian, Alaska Native, Hawaiian & Other Pacific Islander Source: U.S. Census Bureau Population Projections





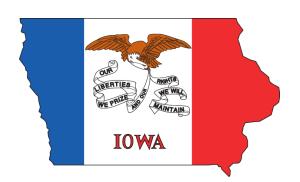


Why is this important?





Cultivating Outdoor Recreation in Iowa















How are we doing?







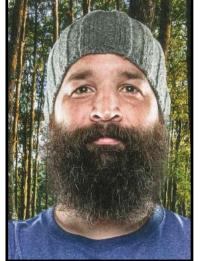




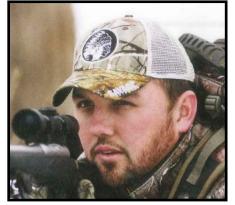


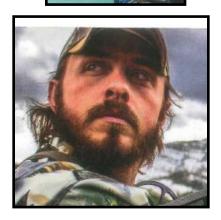


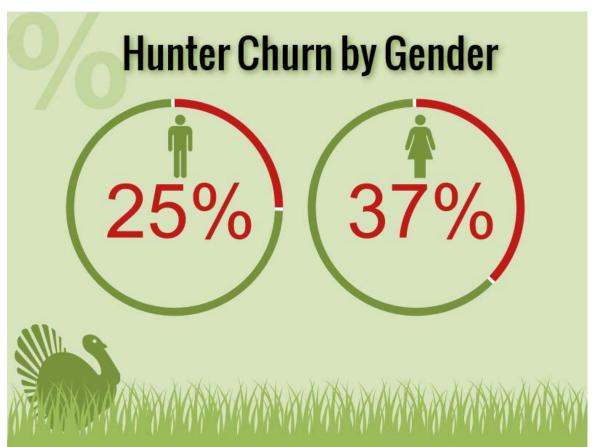








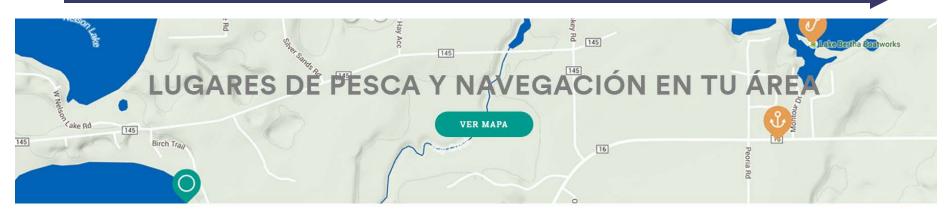


















LICENCIA DE PESCA

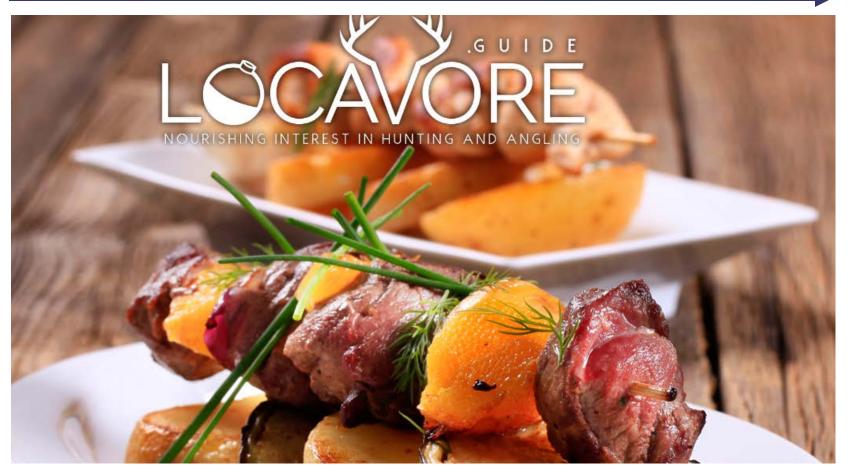
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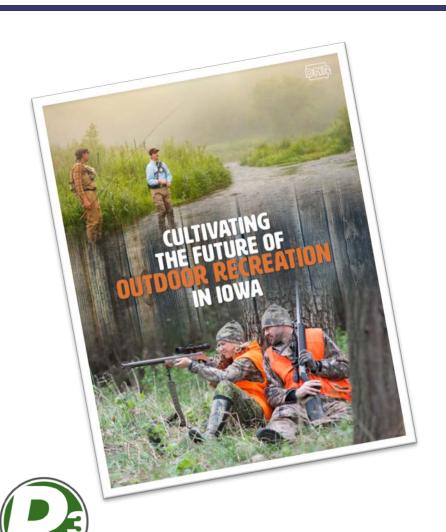




And more to come....













Questions & Discussions









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