



OKLAHOMA
Tourism & Recreation

Oklahoma State Parks - Parking Pass Program



Overview



- How are the fees used?
- Are fees different for instate and out of state tourists
- Breaking down the amount of tourists that are from out of state vs. in state
- Do fees from busy state parks cover expenses in less used state parks?
- Amount of fees received in 2024.
- Anticipated fees for 2025.
- Impact of removing fees.

Parking Pass Introduction & Why We Have the Program



- **Why is the Oklahoma Tourism and Recreation Department implementing the Parking Pass Program**

In 2019, an analysis of state park facilities and infrastructure revealed that funding had fallen significantly short of the levels needed to properly maintain parks for safe and enjoyable public use.

In response, the agency developed a multi-pronged strategy to streamline processes, reduce operational costs and increase revenue to adequately fund capital reinvestment in our parks. Funding generated by the Parking Pass Program will provide much-needed resources to return park facilities and infrastructure to an acceptable standard and maintain them at that standard.

- **What areas of the parks will require a parking pass?**

With a few exceptions, all areas within participating parks require a valid parking pass.

Exceptions include golf courses and certain concessionaire-operated areas, as designated by park management and approved by the Parks Director.

Clear signage will be posted at park entrances and parking areas to inform visitors of parking pass requirements.

Parking Pass Statute



- The Commission may establish entrance or day-use charges for the state park system. All monies collected from entrance or day-use charges shall be used at the state parks where the charges were collected. The Commission may establish an annual pass, or other varied passes as appropriate to that park, for visitors. The method whereby the maximum charges are determined, sold, and collected shall be in accordance with rules promulgated pursuant to Article I of the Administrative Procedures Act. At least twenty (20) days prior to the adoption or approval of any rate changes by the Commission, the Department shall submit a copy of such proposed charges, for informational purposes, to the Governor, Speaker of the House of Representatives and President Pro Tempore of the Senate.

Case Studies



- Across the country, 41 other states participate in an entry fee or parking pass program.
 - Daily Parking / Entry Fees range from \$2-\$15
 - Annual passes for in-state vs out-of-state range from \$28 - \$180
 - Regional breakdown of daily entry/parking fees:
 - Arizona: \$2-\$30
 - Colorado: \$10-\$12
 - Kansas: \$5
 - Louisiana: \$4-\$10
- Notable states without entry fees or parking passes
 - Arkansas
 - Missouri
 - Texas
 - **Note:** These states receive large amounts of dedicated funding through appropriations or through dedicated sales tax

Which Oklahoma State Parks participate in the program during implementation



- Arrowhead State Park
- Beavers Bend State Park
- Boiling Springs State Park
- Cherokee Landing State Park
- Fort Cobb State Park
- Foss State Park
- Honey Creek State Park
- Great Plains State Park
- Great Salt Plains State Park
- Greenleaf State Park
- Keystone State Park
- Lake Eufaula State Park
- Lake Murray State Park
- Lake Texoma State Park
- Lake Thunderbird State Park
- Lake Wister State Park
- Natural Falls State Park
- Osage Hills State Park
- Robbers Cave State Park
- Sequoyah State Park
- Tenkiller State Park
- Twin Bridges State Park

2024 OKSP Monthly Pass Overview



Pass by Month	Total Passes												
Pass Type	January	February	March	April	May	June	July	August	September	October	November	December	Grand Total
Annual Pass	1955	2391	5378	5095	6480	7513	6103	4567	4757	4199	2263	1312	52013
Day Pass	3639	6832	17752	12806	21190	29575	29570	16868	13768	13386	9966	5522	180874
Multi day pass	3747	7610	21907	20246	28291	29544	23001	11681	7728	11568	6122	2397	173842
Grand Total	9341	16833	45037	38147	55961	66632	58674	33116	26253	29153	18351	9231	406729

2024 Pass Numbers In-State vs Out-of-State



2024 OKSP Monthly Pass Overview

State Filter **Out-of-State**

Pass by Month	Total Passes												
Pass Type	January	February	March	April	May	June	July	August	September	October	November	December	Grand Total
Annual Pass	1573	1959	4259	4050	4950	5635	4810	3884	4168	3781	1958	1064	42091
Day Pass	2463	4275	11201	7106	10359	14538	16329	9001	7817	8492	7008	3863	102452
Multi day pass	3695	7466	21296	19711	27360	28500	21946	11119	7379	11067	5859	2307	167705
Grand Total	7731	13700	36756	30867	42669	48673	43085	24004	19364	23340	14825	7234	312248

2024 OKSP Monthly Pass Overview

State Filter **In-State**

Pass by Month	Total Passes												
Pass Type	January	February	March	April	May	June	July	August	September	October	November	December	Grand Total
Annual Pass	382	432	1119	1045	1530	1878	1293	683	589	418	305	248	9922
Day Pass	1176	2557	6551	5700	10831	15037	13241	7867	5951	4894	2958	1659	78422
Multi day pass	52	144	611	535	931	1044	1055	562	349	501	263	90	6137
Grand Total	1610	3133	8281	7280	13292	17959	15589	9112	6889	5813	3526	1997	94481

Note: In-state annual passes does not include free passes to veterans and senior citizens (estimated 35,000)

2024 Parking Pass Revenue



Account Name	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Total
One Day	31,282.00	54,105.00	139,319.00	96,958.56	159,876.80	229,228.00	232,142.00	129,994.00	102,564.50	103,042.00	79,846.10	44,340.25	1,402,698.21
Multi-Day	6,493.05	12,431.00	46,894.48	31,357.10	43,030.00	59,944.00	67,604.00	33,989.60	18,915.00	35,957.00	23,599.97	11,140.34	391,355.54
Annual Pass	31,635.00	35,295.00	90,179.52	78,234.84	107,910.00	118,927.50	82,878.50	48,750.50	41,152.50	31,785.00	24,453.34	19,500.96	710,702.66
Location Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unpaid Parking Collections	1,112.58	2,049.75	4,780.37	4,784.30	9,435.87	13,771.35	20,885.11	9,824.77	5,225.54	3,212.53	1,571.02	604.69	77,257.88
Cancellation Fees	(1.05)	0.00	(30.48)	(7.66)	(2.30)	(2.00)	(1.00)	(0.60)	(2.50)	0.00	(3.10)	0.00	(50.69)
Refunds Not in GLIDEPARCS	(697.50)	(559.00)	(1,006.00)	(1,343.50)	(2,065.00)	(2,190.50)	(159.00)	(89.00)	(1,020.00)	(673.00)	(20.00)	(269.99)	(10,092.49)
Sales Tax - Contra	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	0.00	0.00	0.00	0.00
													0.00
Net Revenue	69,824.08	103,321.75	280,136.89	209,983.64	318,185.37	419,678.35	403,349.61	222,469.27	166,835.04	173,323.53	129,447.33	75,316.25	2,571,871.11
Fee Type - One Day	(841.25)	(1,479.75)	(3,809.25)	(2,707.75)	(4,534.00)	(6,490.25)	(6,462.00)	(3,641.50)	(2,859.75)	(2,820.00)	(2,143.25)	(1,190.25)	(38,979.00)
Fee Type - Multi-Day	(149.00)	(299.00)	(1,100.50)	(737.00)	(1,066.50)	(1,421.00)	(1,564.50)	(833.00)	(464.50)	(833.00)	(547.00)	(247.00)	(9,262.00)
Fee Type - Annual Pass (Paid)	(1,792.82)	(2,011.99)	(5,123.18)	(4,485.13)	(6,237.63)	(6,914.82)	(4,822.04)	(2,823.43)	(2,454.66)	(1,878.37)	(1,372.90)	(1,102.22)	(41,019.19)
Fee Type - Validation	(778.00)	(1,701.75)	(4,988.25)	(4,703.00)	(6,736.75)	(6,950.25)	(5,228.50)	(2,630.50)	(1,930.75)	(2,567.75)	(1,294.25)	(430.25)	(39,940.00)
Fee Type - Promo Code	(82.75)	(183.50)	(440.75)	(375.75)	(458.00)	(561.50)	(490.25)	(331.00)	(280.75)	(320.25)	(157.00)	(88.00)	(3,769.50)
Fee Type - 100% Discount Annual Pass	(611.32)	(773.72)	(1,727.24)	(1,707.52)	(2,175.00)	(2,524.16)	(2,152.96)	(1,726.08)	(1,797.42)	(1,697.08)	(941.34)	(485.46)	(18,319.30)
Fee Type - Transactions	(2,219.45)	(3,402.76)	(9,180.44)	(6,779.25)	(10,443.09)	(13,978.56)	(13,337.62)	(7,437.81)	(5,690.70)	(5,941.17)	(4,447.61)	(2,558.46)	(85,416.92)
Fee Type - Citation Issuance	(73.75)	(295.00)	(853.75)	(535.00)	(1,788.75)	(2,341.25)	(3,057.50)	(1,176.25)	(662.50)	(377.50)	(197.50)	(52.50)	(11,411.25)
Total User Fees	(6,548.34)	(10,147.47)	(27,223.36)	(22,030.40)	(33,439.72)	(41,181.79)	(37,115.37)	(20,599.57)	(16,141.03)	(16,435.12)	(11,100.85)	(6,154.14)	(248,117.16)
Total Due to Client	63,275.74	93,174.28	252,913.53	187,953.24	284,745.65	378,496.56	366,234.24	201,869.70	150,694.01	156,888.41	118,346.48	69,162.11	2,323,753.95
Management Fee	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(42,000.00)
Pay Station Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Monthly Invoice	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(3,500.00)	(42,000.00)

2025 Number of Passes Sold at Each Park / 2024 would have been similar



Row Labels	January	February	March	April	May	June	July	August	Grand Total
P4601 Lake Murray	518	813	2201	1626	3659	4551	4206	2506	20080
P4602 Beavers Bend	2819	3173	8901	4471	7139	8855	9406	4556	49320
P4603 Lake Thunderbird	662	676	1826	1610	2984	4003	3914	2573	18248
P4604 Robbers Cave	384	566	1509	907	1376	1456	1276	727	8201
P4605 Lake Wister	133	190	459	432	485	446	370	242	2757
P4606 Tenkiller	116	131	326	356	821	1278	1320	716	5064
P4607 Boiling Springs	111	203	408	356	527	572	539	280	2996
P4608 Cherokee Landing	34	60	315	235	320	578	538	263	2343
P4609 Ft. Cobb	62	71	290	296	820	752	762	369	3422
P4610 Foss	67	75	271	307	1107	1479	1882	909	6097
P4611 Honey Creek	28	66	193	256	274	259	215	117	1408
P4612 Twin Bridges	85	157	970	480	280	153	162	171	2458
P4613 Great Plains	85	111	347	346	810	490	460	215	2864
P4614 Arrowhead	108	139	253	194	256	280	362	168	1760
P4615 Greenleaf	185	183	338	517	492	561	514	310	3100
P4616 Keystone	177	263	652	646	1295	1117	1181	833	6164
P4617 Lake Eufaula	119	91	431	345	537	326	442	224	2515
P4618 Salt Plains	49	60	164	224	316	415	287	201	1716
P4619 Lake Texoma	119	155	695	502	524	711	839	406	3951
P4620 Natural Falls	405	606	1497	826	1387	1138	1035	628	7522
P4621 Osage	258	289	878	577	979	876	712	460	5029
P4622 Sequoyah	332	490	1171	1065	1683	1872	2280	1652	10545
P4623 Talimena / Added later	72	74	169	154	149	205	132	86	1041
P4624 Quartz Mt. / Added 2020	276	480	1368	1037	2283	2148	2173	953	10718
Grand Total	7204	9122	25632	17765	30503	34521	35007	19565	179319

2025 Number of Passes Sold & Types at the Five Most Visited Parks



Row Labels	January	February	March	April	May	June	July	August	Grand Total
P4601 Lake Murray	518	813	2201	1626	3659	4551	4206	2506	20080
Annual Pass	205	212	613	520	802	1015	826	742	4935
Day Pass	87	247	826	567	1707	2271	2441	1188	9334
Multi day pass	226	354	762	539	1150	1265	939	576	5811
P4602 Beavers Bend	2819	3173	8901	4471	7139	8855	9406	4556	49320
Annual Pass	129	221	362	209	264	224	275	153	1837
Day Pass	2151	2246	6403	3197	5195	6759	7289	3640	36880
Multi day pass	539	706	2136	1065	1680	1872	1842	763	10603
P4603 Lake Thunderbird	662	676	1826	1610	2984	4003	3914	2573	18248
Annual Pass	274	262	685	693	1119	1307	1002	712	6054
Day Pass	368	398	1099	867	1731	2576	2786	1799	11624
Multi day pass	20	16	42	50	134	120	126	62	570
P4604 Robbers Cave	384	566	1509	907	1376	1456	1276	727	8201
Annual Pass	67	118	201	123	171	207	162	119	1168
Day Pass	211	333	976	430	754	761	697	399	4561
Multi day pass	106	115	332	354	451	488	417	209	2472
P4622 Sequoyah	332	490	1171	1065	1683	1872	2280	1652	10545
Day Pass	84	112	366	215	514	448	671	467	2877
Multi day pass	41	50	332	383	600	780	1008	673	3867
P4624 Quartz Mt.	276	480	1368	1037	2283	2148	2173	953	10718
Annual Pass	81	115	336	234	336	360	257	191	1910
Day Pass	108	186	620	409	1127	1170	1166	499	5285
Multi day pass	87	179	412	394	820	618	750	263	3523

Current Fund

FY25 Fund 250 Total: \$2,744,392

FY24 Fund 250 Total: \$2,649,260

FY23 Fund 250 Total: \$2,653,520

3 Year Average: \$2,682,391

FY21 - FY26(current)				
SA	Location	250 Total Rev	250 Total Expend	Balance
6	06 Osage Hills State Park	235,897.37	71,867.67	164,029.70
8	08 Keystone State Park	295,821.32	222,804.86	73,016.46
10	10 Greenleaf State Park	122,807.65	39,334.55	83,473.10
11	11 Sequoyah State Park	287,746.32	214,350.19	73,396.13
12	12 Tenkiller State Park	257,325.92	134,220.48	123,105.44
16	16 Honey Creek State Park	122,234.94	29,271.88	92,963.06
17	17 Twin Bridges State Park	265,793.22	66,933.06	198,860.16
23	23 Natural Falls State Park	745,061.24	550,954.06	194,107.18
25	25 Cherokee Landing State Park	146,225.84	59,816.02	86,409.82
27	27 Lake Thunderbird State Park	1,599,724.95	853,398.19	746,326.76
29	29 Boiling Springs State Park	131,125.58	82,223.68	48,901.90
32	32 Fort Cobb State Park	276,063.84	117,548.50	158,515.34
35	35 Salt Plains State Park	71,839.42	58,276.88	13,562.54
36	36 Foss State Park	480,084.43	278,788.95	201,295.48
38	38 Great Plains State Park	247,857.46	70,645.13	177,212.33
40	40 Lake Texoma State Park	340,804.32	202,942.09	137,862.23
41	41 Lake Murray State Park	1,289,968.48	994,970.69	294,997.79
42	42 Quartz Mountain State Park	358,932.46	213,733.50	145,198.96
43	43 Beavers Bend State Park	4,718,727.92	3,086,657.35	1,632,070.57
45	45 Robbers Cave State Park	504,901.67	243,897.07	261,004.60
47	47 Lake Wister State Park	222,689.57	97,865.21	124,824.36
49	49 Talimena State Park	45,938.52	15,372.23	30,566.29
52	52 Lake Eufaula State Park	114,887.98	71,206.21	43,681.77
53	53 Arrowhead State Park	104,409.56	104,404.85	4.71
Grand Total		12,986,869.98	7,881,483.30	5,105,386.68

Parking Pass Fees & Discounts



Daily Parking Pass - Passenger Vehicles In state

1 Day - Vehicle \$8.00

2 Days - Vehicle \$16.00

3 Days - Vehicle \$20.00

7 Days - Vehicle \$28.00

14 Days - Vehicle \$56.00

Annual - 3 Vehicles can be added for \$60

Daily Parking Pass - Passenger Vehicles Out of state

1 Day - Vehicle \$10.00

2 Days - Vehicle \$20.00

3 Days - Vehicle \$25.00

7 Days - Vehicle \$35.00

14 Days - Vehicle \$70.00

Annual - 3 Vehicles can be added for \$75

- State of Oklahoma and Oklahoma tribal license plates: 20% discount on parking passes automatically applied during the purchase process.
- Honorably discharged in-state veterans: 100% discount on one vehicle with eligibility verification by Oklahoma State Parks.
- In-State Seniors over 62 qualify for 100% discount on 2 vehicles typically taken as an annual pass.
- Disabled individuals get 50% off the fee, note it is off the non-discounted fee. Example: Disabled Annual pass is \$37.50 which is half of \$75, they do not get the in state 20% discount with it.

In-State vs Out-of-State

- Currently, the program only tracks vehicle tags, but this data could be used to estimate overall visitation by applying percentages.
- However, this approach would reflect total visitation, not broken down by day use versus overnight stays.
- We also know that some parks, like Lake Murray and Beavers Bend, receive significantly more out-of-state day use compared to in-state. In contrast, parks like Lake Thunderbird see more in-state day use.

Impact from losing the program



- Eliminating the program would result in an annual revenue loss of approximately \$2.6 to \$3 million.
- We would not be capturing any revenue from most day use activity in parks even though there is cost associated with day use.
- In some areas the program has helped manage large crowds.
- During its initial years, the program led to noticeable improvements within the parks and was associated with strong performance metrics.
- 41 out of 50 states rely on the entry fees/parking pass to supplement income. Those without parking fees receive larger funding levels that allow them to not charge entry/parking pass fees.

Questions?



OKLAHOMA
Tourism & Recreation

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