



STATE OF NEW HAMPSHIRE
DEPARTMENT of NATURAL and CULTURAL RESOURCES
DIVISION of PARKS and RECREATION
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January 21, 2020

The Honorable Suzanne Smith
and the Resources, Recreation and Development Committee
Legislative Office Building, Room 305
Concord, New Hampshire 03301

Re: HB 1273, waiving the admission fee to state parks for military dependents.

Dear Chair Smith and members of the committee,

Thank you for the opportunity to provide testimony on House Bill 1273, waiving the admission fee to state parks for military dependents. The Department of Natural and Cultural Resources, Division of Parks and Recreation (the Division) does not have a position on this legislation but would like to share the implications to the state park system.

This bill would provide free admission to day use state parks and recreation areas for the dependents of any active member of the armed forces as defined in RSA 21:50, II. Currently, our military discounts are as follows.

- NH disabled veterans are granted free admission to day-use areas, RSA 216-A:3-g, IV.
- Active members of the armed forces, including active and reserve members of the NH National Guard, are granted free admission to day-use areas, RSA 216-A:3-g, V, (a).
- Retired NH National Guardsmen in pay grade E6 or below are granted free admission to day-use areas, RSA 216-A:3-g, V, (b).
- Through our Fee Package, we also grant free parking at Hampton Beach South and Wallis Sands to all of the above categories of veterans and active military.
- In addition, during times of declared war, we provide free use of function spaces, such as pavilions, for active military and NH National Guard deployment and “welcome home” events, and a 50% discount on function space rentals for active military and NH National Guard family events (Fee Package). It has been difficult to determine if the military is currently operating under “times of declared war.”
- In addition, we provide military discounts at Cannon Mountain. For example a NH resident military seasons pass is 35% of the cost of a full price season’s pass (Fee Package).

When it comes to taking a position on granting free access to state parks, it is important to note that we wish that everyone could use our state parks for free. However, it takes substantial financial resources to take care of these wonderful places and make them accessible to the public. It is also very difficult for state park systems to compete for general fund dollars. This is why the Parks Fund was created in 1991. The House Appropriations Committee report that recommended passage wrote: *“This bill establishes the New Hampshire state park and ski areas as an enterprise-*

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Chair Suzanne Smith, Resources, Recreation and Development Committee

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type self-funded, accountable business entity to provide improved park and ski recreation facilities and services to New Hampshire citizens and tourists alike."

Attached is a summary of all of the existing free and discounted access totaling over one million dollars. To put this in context, the FY2020 Parks Operating budget, excluding ski area operations and the trails bureau, is \$12.5M, and the total FY2019 revenue from state park plates is \$854K. Of nearly one hundred parks, we collect fees at 40 park areas (day-use, camping and retail) and of those areas, only 25 generate a surplus to support the rest of the state park system and administration. The north region lost \$803,000 in 2018. The Division estimates that a loss of revenue to the State Park Fund from this legislation would be \$104.8K. Attached is an excerpt from our annual parks report showing a list of our income and expenses for each of the parks in 2018.

When determining whether or not to grant discounted or free access to our state parks, we ask you to please consider that in order for us to remain financially whole we will need to collect this revenue from somewhere else or reduce costs. This could mean increasing day use, parking and camping fees; cutting back on services, such as hours of operation or the length of the season that we are open; or reducing the amount of operating funds we have been investing to improve the condition of the state parks.

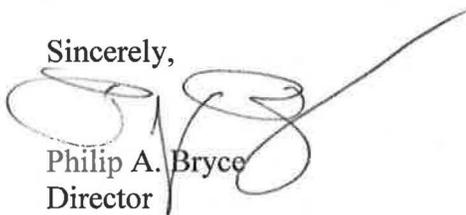
In FY 2012, we spent \$262,000 of operating revenue from the parks fund on improving the condition of our park system. From FY2014 through FY 2019, we averaged \$1.2 million of investment of operating funds per year. Projects supported with operating funds include the expansion of the Monadnock bathroom, new bathrooms at Jenness Beach and Umbagog, a new half million dollar radio system at Hampton Beach, the installation of playgrounds at Ellacoya beach and Lafayette campground, and hazard tree removal throughout the park system. This sort of investment was not always possible. In 2006, the parks fund had a 2.6 million dollar deficit.

We have not changed our Fee Package since 2012. While not all of our state parks are free, it is nonetheless important that the cost of access of is not a deterrent to anyone. The more visitors supporting the park system through their fees, the better the experience we can provide and the lower the fees are for everyone.

In conclusion, we urge you to please consider fully the impact on state park system and the consistency of this legislation with existing statutes and New Hampshire's self-funding model for the state park system.

Thank you again for the opportunity to provide this testimony. Please let me know if we can provide any additional information.

Sincerely,



Philip A. Bryce
Director

C: Sarah L. Stewart, Commissioner

PAB/ttl-011620 rev.2

STATE OF NEW HAMPSHIRE
DEPARTMENT OF NATURAL AND CULTURAL RESOURCES
DIVISION OF PARKS AND RECREATION
PROFIT AND LOSS SUMMARY BY REGION - FISCAL YEAR 2018

	Operations								Concessions					Grand Total				
	Revenues				Expenses				Concession Sales					Total Adjusted Revenue	Total Adjusted Expenses	Encumbered & Closing Adj*	Total Adj Net Income	
	Camping	Day Use	Other	Total	Transfers	Expenses	Adj	Net Income from Operations	Sales	COGS	Sales Net COGS	Expenses	Net Income From Concessions					
Central Region																		
Crawford Notch	137,004	8,621	4,795	150,420		(127,013)		23,407	187,252	(115,227)	72,025	(61,409)	10,616	222,445	(188,422)		34,023	
White Lake	360,755	108,340	11,694	480,788		(394,466)		86,322	211,847	(69,226)	142,621	(66,913)	75,708	623,409	(461,379)		162,030	
Elaocoya	191,676	91,434	8,827	291,936		(158,046)		133,890	38,389	(22,053)	16,336	(14,955)	1,381	308,272	(173,001)		135,271	
Sunapee	21,285	123,506	1,280	146,071		(141,248)		4,823	74,528	(27,193)	47,335	(34,961)	12,374	193,406	(176,209)		17,197	
Wellington	2,337	139,218	23,596	165,151		(131,817)		33,334	36,971	(18,400)	18,571	(14,025)	4,546	183,721	(145,842)		37,880	
Pillsbury	75,950	6,136	1,734	83,821		(71,791)		12,030	26,284	(8,820)	17,463	(8,106)	9,357	101,284	(79,896)		21,387	
Winslow	-	49,230	1,150	50,380		(23,385)		26,995	-	-	-	-	-	50,380	(23,385)		26,995	
Rollins	-	37,865	208	38,073		(36,416)		1,657	-	-	-	-	-	38,073	(36,416)		1,657	
Wentworth	-	18,930	-	18,930		(34,980)		(16,050)	-	-	-	-	-	18,930	(34,980)		(16,050)	
Wadleigh	-	7,554	1,100	8,654		(5,922)		2,732	-	-	-	-	-	8,654	(5,922)		2,732	
Lake Tarleton	-	-	-	-		(4,819)		(4,819)	-	-	-	-	-	-	(4,819)		(4,819)	
Cardigan	-	-	-	-		(695)		(695)	-	-	-	-	-	-	(695)		(695)	
Ahern	-	-	-	-		(13,027)		(13,027)	-	-	-	-	-	-	(13,027)		(13,027)	
Livemore Falls	-	8,595	-	8,595		(20,319)		(11,724)	-	-	-	-	-	8,595	(20,319)		(11,724)	
Echo Lake N Conway	-	131,757	200	131,957		(71,774)		60,183	527	(739)	(212)	-	(212)	131,744	(71,774)		59,971	
Central Administrative	-	-	2,952	2,952		(305,718)		(302,767)	-	-	-	-	-	2,952	(305,718)		(302,767)	
Total Central Region	789,006	731,184	57,535	1,577,726	-	(1,541,435)		36,291	575,797	(261,660)	314,138	(200,367)	113,770	1,891,864	(1,741,803)		150,061	
Great North Woods Management Area																		
Mollidgewock	55,101	2,131	-	57,232		(42,187)		15,045	10,645	(4,818)	5,826	(5,420)	407	63,058	(47,607)		15,452	
Forest Lake	-	-	-	-		(10,526)		(10,526)	-	-	-	-	-	-	(10,526)		(10,526)	
Umbagog	236,100	16,095	52,434	304,629		(213,735)		90,894	82,394	(33,673)	48,721	(19,833)	28,888	353,350	(233,568)		119,781	
Nansen Wayside	-	-	-	-		-		-	-	-	-	-	-	-	-		-	
Lake Francis	109,211	3,339	3,569	116,119		(109,259)		6,860	32,455	(12,912)	19,543	(1,932)	17,611	135,662	(111,191)		24,472	
Moose Brook	119,137	5,762	1,359	126,258		(497,158)		(370,900)	16,341	(13,373)	2,967	(5,243)	(2,276)	129,226	(520,402)		(373,176)	
Coleman	76,027	2,528	1,404	79,958		(218,874)		(138,915)	10,908	(5,743)	5,165	(7,983)	(2,818)	85,124	(226,857)		(141,733)	
Jericho	81,809	14,111	5,429	101,349		(94,796)		6,553	63,838	(36,922)	26,917	(19,240)	7,677	128,266	(114,036)		14,230	
Milan Hill	31,110	217	50	31,377		(66,633)		(35,256)	3,259	(1,679)	1,580	-	1,580	32,956	(66,633)		(33,676)	
Deer Mt	19,370	369	-	19,739		(47,503)		(27,763)	2,303	(2,934)	(631)	(38)	(669)	19,108	(47,541)		(28,432)	
Beaver Brook	-	-	-	-		(344)		(344)	-	-	-	-	-	-	(344)		(344)	
Dixville	-	-	-	-		(211)		(211)	-	-	-	-	-	-	(211)		(211)	
Great North Woods Administrative	-	-	968	968		(389,915)		(388,947)	-	-	-	-	-	968	(389,915)		(388,947)	
Total Great North Woods Management Area	727,864	44,553	65,213	837,630	-	(1,691,142)		(853,512)	222,141	(112,053)	110,088	(59,689)	50,400	947,718	(1,750,831)		(803,112)	
South Region																		
Miller	-	111,014	3,810	114,824		(132,666)		(17,842)	8,661	(5,749)	2,912	(3,202)	(290)	117,735	(135,868)		(18,133)	
Silver Lake	-	29,575	-	29,575		(49,434)		(19,859)	11,640	(3,742)	7,898	-	7,898	37,473	(49,434)		(11,961)	
Clough	-	51,170	2,122	53,292		(48,237)		5,055	3,525	-	3,525	-	3,525	56,817	(48,237)		8,580	
Kingston	-	56,988	3,388	60,376		(53,831)		6,545	32,005	(10,029)	21,976	(13,485)	8,491	82,352	(67,316)		15,036	
Pisgah	-	2,046	-	2,046		(51,754)		(49,708)	-	-	-	(98)	(98)	2,046	(51,852)		(49,806)	
Chesterfield	-	879	-	879		(3,285)		(2,405)	3,573	(3,059)	515	(14,562)	(14,047)	1,394	(17,846)		(16,452)	
Pawtuckaway	571,286	204,559	37,805	813,651		(381,269)		432,382	291,201	(152,176)	139,025	(70,214)	68,811	952,676	(451,483)		501,193	
Monadnock/Gilson Pond	96,146	496,639	5,194	597,979		(462,080)		135,899	116,281	(69,694)	46,587	(16,786)	29,801	644,566	(478,866)		165,700	
Greenfield	239,655	48,591	238	288,484		(275,997)		12,487	80,032	(42,274)	37,758	(24,815)	12,943	326,242	(300,811)		25,430	
Bear Brook	191,103	68,417	26,453	285,973		(219,407)		66,566	120,530	(49,611)	70,918	(13,476)	57,442	356,891	(232,883)		124,008	
Northwood Meadows	-	-	-	-		(1,056)		(1,056)	-	-	-	-	-	-	(1,056)		(1,056)	
South Administrative	-	-	-	-		(228,502)		(228,502)	-	-	-	-	-	-	(228,502)		(228,502)	
Total South Region	1,098,190	1,069,878	79,011	2,247,079	-	(1,907,516)		339,563	667,447	(336,334)	331,113	(156,639)	174,475	2,578,192	(2,064,155)		514,038	
Franconia Region																		
Flume	-	2,618,629	71,876	2,690,505		(400,356)		2,290,149	591,318	(327,843)	263,474	(70,430)	193,044	2,953,979	(470,786)		2,483,193	
Lafayette	623,302	19,795	-	643,096		(143,415)		499,681	142,678	(67,791)	74,886	(14,037)	60,849	717,983	(157,452)		560,531	
Franconia Notch	-	-	13,031	13,031		(66,503)		(53,472)	-	-	-	-	-	13,031	(66,503)		(53,472)	
Echo Lake FNPS	63,990	89,739	580	154,309		(35,385)		118,924	84,623	-	84,623	(30,262)	54,361	238,932	(65,647)		173,285	
Total Franconia Region	687,291	2,728,163	85,488	3,500,941	-	(645,659)		2,855,282	818,618	(395,635)	422,983	(114,729)	308,254	3,923,924	(760,388)		3,163,537	

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	Operations								Concessions					Grand Total				
	Revenues				Expenses				Concession Sales					Total Adjusted Revenue	Total Adjusted Expenses	Encumbered & Closing Adj*	Total Adj Net Income	
	Camping	Day Use	Other	Total	Transfers	Expenses	Adj	Net Income from Operations	Sales	COGS	Sales Net COGS	Expenses	Net Income From Concessions					
Seacoast																		
Hampton Beach RV	305,444	428,408	20,781	754,633		(332,896)		421,737	96,383	(27,128)	69,255	(30,486)	38,769	823,888	(363,382)		460,506	
Wallis Sands	-	258,212	834	259,046		(194,195)		64,850	115,633	(59,577)	56,056	(23,191)	32,865	315,102	(217,386)		97,716	
Odiorne Pt State Park	-	95,545	35,930	131,475		(193,937)		(62,462)	-	-	-	(807)	(807)	131,475	(194,744)		(63,269)	
Rye Harbor State Park	-	6,450	28,370	34,820		(18,817)		16,003	-	-	-	-	-	34,820	(18,817)		16,003	
Seashell Complex	-	-	54,601	54,601		(194,165)		(139,564)	-	-	-	-	-	54,601	(194,165)		(139,564)	
Seacoast Science Center	-	-	13,824	13,824		(60,345)		(46,521)	-	-	-	-	-	13,824	(60,345)		(46,521)	
Hampton Beach Mnt	-	-	8,406	8,406		(639,790)		(631,384)	-	-	-	(1,496)	(1,496)	8,406	(641,286)		(632,880)	
Hampton Lifeguard	-	-	-	-		(361,744)		(361,744)	-	-	-	-	-	-	(361,744)		(361,744)	
North Hampton	-	99,327	17,725	117,052		(181,515)		(64,464)	-	-	-	-	-	117,052	(181,515)		(64,464)	
Hampton Meters	-	-	-	-		(14)		(14)	-	-	-	-	-	-	(14)		(14)	
Jenness	-	-	158,462	158,462		(61,421)		97,041	-	-	-	-	-	158,462	(61,421)		97,041	
Seacoast Maintenance	-	-	-	-		(179,491)		(179,491)	-	-	-	-	-	-	(179,491)		(179,491)	
Seacoast Administrative	-	-	-	-		(153,836)		(153,836)	-	-	-	-	-	-	(153,836)		(153,836)	
Total Seacoast Region	305,444	887,941	338,932	1,532,317	-	(2,572,167)		(1,039,850)	212,016	(86,705)	125,311	(55,980)	69,332	1,657,629	(2,628,146)		(970,518)	
Service Parks Administration																		
Service Parks Adjustments	-	62,814	42,685	105,499		(1,802,670)		(1,697,171)	70	(17,490)	(17,420)	(16,208)	(33,628)	88,079	(1,818,878)		(1,754,574)	
Historic Sites Support	-	-	-	-		(82,415)		(82,415)	-	-	-	-	-	-	(82,415)		(82,415)	
SCA	-	-	-	-		(166,339)		(166,339)	-	-	-	-	-	-	(166,339)		(166,339)	
Parks Central Admin	-	-	-	-		(1,817,011)		(1,817,011)	-	-	-	-	-	-	(1,817,011)		(1,817,011)	
WC/UNEMP	-	-	-	-		-		-	-	-	-	-	-	-	-		-	
Total Admin	-	62,814	42,685	105,499	-	(3,868,434)		(3,762,935)	70	(17,490)	(17,420)	(16,208)	(33,628)	88,079	(3,884,642)		(3,820,338)	
Parks System Total	3,607,796	5,524,533	668,864	9,801,193	(819,620)	(12,226,353)		(3,244,780)	2,496,090	(1,209,876)	1,286,214	(603,611)	682,603	11,477,662	(14,039,839)		(2,573,443)	
Other Funds																		
Historic Sites	-	57,738	-	57,738		(55,926)		1,813	-	-	-	-	-	57,738	(55,927)	27,149	28,961	
Hampton Meters	-	-	2,362,122	2,362,122	(200,000)	(329,752)		2,032,370	-	-	-	-	-	2,162,122	(329,752)	(135,529)	1,696,841	
Hampton Capital	-	-	-	-	200,000	(137,508)		(137,508)	-	-	-	-	-	200,000	(137,508)		62,492	
Cannon Operating	-	6,381,797	-	6,381,797	376,987	(6,589,125)		(207,328)	-	-	-	-	-	6,758,784	(6,589,121)	63,973	233,636	
Cannon Concessions	-	-	-	-	(376,987)	-		-	1,723,132	(605,192)	1,117,940	(740,953)	376,987	1,346,145	(1,346,145)		-	
Cannon Capital	-	-	623,586	623,586	-	(541,654)		81,932	-	-	-	-	-	623,586	(541,654)		81,932	
Mount Washington	-	-	782,236	782,236	-	(980,830)		(198,594)	1,169,799	(392,026)	777,773	(336,884)	440,889	1,952,035	(1,709,740)	22,077	264,372	
Communication Towers Fund	-	-	111,740	111,740	-	-		111,740	-	-	-	-	-	111,740	-		111,740	
Park Plate Fund	-	-	707,880	707,880	-	-		707,880	-	-	-	-	-	707,880	-		707,880	
Total Other	-	6,439,535	4,587,564	11,027,099	-	(8,634,795)		2,392,305	2,892,931	(997,218)	1,895,713	(1,077,837)	817,876	13,920,030	(10,709,847)		3,187,854	
Grand Total	3,607,796	11,964,069	5,256,428	20,828,292	(819,620)	(20,861,148)		(852,476)	5,389,021	(2,207,094)	3,181,927	(1,681,448)	1,500,479	25,397,693	(24,749,686)		614,411	

* Represents cumulative impact of encumbered obligations carried forward from FY17 with new obligations at the end of FY18 combined with adjustments for reconciliation between estimated revenue and appropriation budgets where applicable.

NH State Parks Value of Complimentary and Discounted Entry - FY19

	Qty	Value	% of Total
Statutory Free Entry			
*NH Seniors: RSA 218:5-c			
Day Use	21,082	\$ 92,716	5%
Parking Fees***	8,924	\$ 133,510	7%
Skiing One Day Pass	2,960	\$ 168,720	8%
Skiing Midweek Season's Pass (based on bold and beautiful tickets)	320	\$ 120,400	6%
Tram Summer	2,136	\$ 40,584	2%
Tram Winter	34	\$ 646	0%
Flume Summer	1,950	\$ 31,200	2%
Subtotal	37,406	\$ 587,776	29%
Other Statutory Free Entry			
Active Military RSA 216-A:3-g V	3,301	\$ 30,391	2%
Disabled Veteran RSA 216-A:3-g IV	1,007	\$ 8,015	0%
Walking Disability Parking RSA 265:74 ***	2,293	\$ 34,385	2%
Subtotal	6,601	\$ 72,791	4%
Total Statutory Free Entry	44,007	\$ 660,567	33%
Park Specific (deeded right to Towns)	4,693	\$ 17,021	1%
State Collective Bargaining Agreement			
Day Use	1,193	\$ 2,764	0%
Parking Fees***	704	\$ 5,275	0%
Camping	2,711	\$ 26,346	1%
Skiing One Day Pass	68	\$ 2,686	0%
Skiing Midweek Season's Pass	31	\$ 8,596	0%
Skiing Midweek Season's Pass (Senior State Employee)	1	\$ 161	0%
Tram Summer	67	\$ 637	0%
Tram Winter	7	\$ 67	0%
Flume Summer	103	\$ 824	0%
Subtotal	4,885	\$ 47,353	2%
Fee Package Discounted & Free Entry			
Children under 6 years of age	39,337	\$ 80,150	4%
Children under 6 years of age Skiing (free access)	1,201	\$ 68,457	3%
General Court/Executive Council	51	\$ 390	0%
Amercia the Beautiful Pass (permanent disability)	1,402	\$ 12,123	1%
America the Beautiful Pass - Skiing Ticket	17	\$ 1,243	0%
America the Beautiful Pass - Skiing Season Pass	7	\$ 5,391	0%
NH School Groups	12,508	\$ 188,270	9%
NH School Groups Skiing	3,273	\$ 203,405	10%
Senior Camping	2,320	\$ 11,600	1%
Annual Pass	1,036	\$ 4,466	0%
Complimentary Day Pass*	197	\$ 806	0%
Friends Groups/Volunteers	1,157	\$ 4,682	0%
Division Employee	374	\$ 1,916	0%
Voucher*	197	\$ 806	0%
90 Day Challenge (promotional)	779	\$ 2,929	0%
Walking Disability	2,293	\$ 34,385	2%
Special Needs - OBSOLETE			0%
Red Cross (promotional) - OBSOLETE			0%
Subtotal	66,149	\$ 621,019	31%
TOTAL	163,741	\$ 2,006,527	100%
Other Statutory/Fee Package Passes			
Discount Book RSA 218:5-b	230	\$ 5,520	
License Plate RSA 216-A3-g VI & RSA 261:75:c	29,039	\$ 102,324	
License Plate Parking***	8,614	\$ 129,030	
Cannon Senior Unrestricted Season's Pass**	64	\$ 8,000	
NH Senior Military Skiing Season Pass	29	\$ 1,711	

*May include donations given by the Division and/or Special Needs visits

**Full detail on discounted entry in Fee Package. Revenue is determined at the time of purchase.

***Valid at Hampton Beach South, Wallis Sands, and Livermore Falls only

****Revenue loss based on the Bold and Beautiful Pass

*****Revenue loss based on Jr/Sr skiing rate