

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, AUGUST 20, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
ONE VISITORS CENTER CIRCLE
MANTEO, NC 27954

AGENDA

- I. Call to Order
- II. Pledge of Allegiance & Moment of Silence
- III. Approval of Agenda
- IV. Approval of Minutes from the June 18, 2020 Meeting
- V. Public Comments
- VI. Budget & Finance Report-Budget & Finance Committee Chair
- VII. Outer Banks Visitors Bureau Updates
- VIII. Old Business
- IX. New Business
- X. Board Member Comments
- XI. Set Date, Time, and Place of Next Meeting
- XII. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, JUNE 18, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING:

In-Person: Myra Ladd-Bone, Chair; Tim Cafferty, Leo Holland, Karen Loopman-Davis, and Bobby Owens.

Via GoToMeeting: Jeff Pruitt, Vice-Chair; Pat Weston, Treasurer; Ervin Bateman, Assistant Treasurer; Webb Fuller, Secretary; Doug Brindley, Chuck Burdick, Jamie Chisholm, Ivy Ingram, Bobby Owens, and Jay Wheless, Legal Counsel.

STAFF:

Lee Nettles, Executive Director (in person)
Diane Bognich, Director of Administration (GoToMeeting)
Lorrie Love, Tourism Sales and Events Manager (in person)
Aaron Tuell, Public Relations Manager (GoToMeeting)
Amy Wood, Clerk to the Board/Administrative Specialist (in person)

OTHERS ATTENDING:

In-Person: Philip Ruckle, *The Coastland Times*.

Via GoToMeeting: Dave Hallac, Superintendent, Outer Banks Group, National Park Service.

The meeting was called to order at 9:00 a.m. The Board then recited the pledge of allegiance, followed by a moment of silence.

APPROVAL OF AGENDA: Mr. Owens moved to approve the agenda. Second by Mr. Holland. There was no discussion and the motion passed unanimously.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None. The motion passed unanimously.

APPROVAL OF MINUTES: Mr. Burdick moved to approve the meeting minutes from May 21, 2020 meeting. Second by Ms. Weston. There was no discussion and the motion passed unanimously.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None. The motion passed unanimously.

PUBLIC COMMENTS: Superintendent Hallac reviewed gradual openings at the NPS sites in the Outer Banks Group. There were no other public comments made or submitted in writing.

STEERING COMMITTEE REPORT: The Chair reviewed the Restricted Fund Grant Extension Request Recommendations. Mr. Fuller moved to grant the following extensions:

- Town of Kitty Hawk, extension to June 30, 2021 for the Kitty Hawk Park Connector Trail Project
- Town of Nags Head, extension to September 30, 2020 for the Nags Head Multi-Use Path, Phase VIII
- Outer Banks Scenic Byways, extension to December 30, 2020 for the Scenic Byways Interpretive Signage

Second by Mr. Cafferty.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None.

The motion passed unanimously.

Lee Nettles discussed the pros and cons of amending the Conditional Use Permit, incorporating the three newly purchased properties [former South Beach Grill, Dairy Queen, and Pamlico Jacks} into the existing Soundside Event Site permit.

Mr. Holland moved to authorize staff and legal counsel to make an application for an amended conditional use permit involving all parcels [The Soundside/Dairy Queen/Pamlico Jacks]. Second by Mr. Owens.

Yes Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None.

The motion passed unanimously.

BUDGET AND FINANCE REPORT: Ms. Weston reviewed the meals and occupancy receipts received.

Diane Bognich and Lee Nettles reviewed the Fiscal Year 2020-2021 proposed budget, including a new line item for traffic control during the summer months at the Highway 12 and 158 intersection. The Board discussed how the funds would be administered; what towns would be involved; and how the left turn closures in Southern Shores would impact traffic.

Ms. Weston moved to approve the Fiscal Year 2020-2021 Budget Ordinance with the caveat that staff would work through a payment plan for the traffic control line item. Second by Mr. Burdick.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None.

The motion passed unanimously.

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles updated the Board on:

- Virtual Tourism Summit
- Local Safety Campaign, which included the production of masks, which will be distributed through the welcome centers
- Inquiry and Fulfillment numbers
- Website Redesign. The redesigned site should launch in August 2020.
- Group Sales and Public Relations efforts in bringing groups and journalists/bloggers into market

OLD BUSINESS: There was no old business before the Board.

NEW BUSINESS: Mr. Fuller stated the Town of Nags Head Commissioners, at their June 17, 2020 meeting moved to request that the Tourism Board provide masks at locations (i.e. grocery stores, rental companies) that visitors went to and asked that the masks be branded. Lee Nettles reminded the Board that an idea similar to this had been presented to the Steering Committee by staff last month and the Committee felt that it was cost prohibitive, especially since there had not been a request for them, and most visitors were providing their own masks. Lee Nettles noted that the Bureau is still running a local safety campaign throughout the summer as well. The Board took no action on this request.

BOARD MEMBER COMMENTS: Mr. Holland noted the new “no left turn” in Southern Shores. Mr. Pruitt thanked the Board for moving forward with the traffic control line item.

SET DATE, TIME AND PLACE OF NEXT MEETING: The next meeting is tentatively scheduled for July 16, 2020 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC. [This meeting was cancelled. The next meeting is slated for August 20, 2020.].

Mr. Bateman and Ms. Weston left the meeting at 10:22 a.m.

Mr. Holland moved to adjourn. Second by Mr. Cafferty.

Yes: Ervin Bateman, Doug Brindley, Chuck Burdick, Tim Cafferty, Jaime Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, and Pat Weston.

No: None.

The motion passed unanimously.

The meeting was adjourned at 10:23 a.m.

ATTESTED:

Chair, Dare County Tourism Board

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2020-2021**

FISCAL YEAR		PROJECTED FY 20-21	ACTUAL FY 20-21	+/- \$	+/- %
<i>JUNE EARNED</i>	OCCUPANCY	\$609,480.00	\$1,031,085.56	\$421,605.56	69.17%
<u>JULY RECEIVED</u>	MEALS	<u>\$240,750.00</u>	<u>\$343,466.82</u>	<u>\$102,716.82</u>	<u>42.67%</u>
		\$850,230.00	\$1,374,552.38	\$524,322.38	61.67%
<i>JULY EARNED</i>	OCCUPANCY	\$768,710.00	\$0.00	\$0.00	0.00%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$329,000.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,097,710.00	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>	OCCUPANCY	\$1,100,000.00	\$0.00	\$0.00	0.00%
<u>SEPT RECEIVED</u>	MEALS	<u>\$342,600.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,442,600.00	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>	OCCUPANCY	\$409,385.00	\$0.00	\$0.00	0.00%
<u>OCT RECEIVED</u>	MEALS	<u>\$220,225.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$629,610.00	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>	OCCUPANCY	\$217,800.00	\$0.00	\$0.00	0.00%
<u>NOV RECEIVED</u>	MEALS	<u>\$180,100.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$397,900.00	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>	OCCUPANCY	\$90,900.00	\$0.00	\$0.00	0.00%
<u>DEC RECEIVED</u>	MEALS	<u>\$114,400.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$205,300.00	\$0.00	\$0.00	0.00%
<i>DECEMBER EARNED</i>	OCCUPANCY	\$43,300.00	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	MEALS	<u>\$90,800.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$134,100.00	\$0.00	\$0.00	0.00%
<i>JANUARY EARNED</i>	OCCUPANCY	\$69,200.00	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	MEALS	<u>\$65,990.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$135,190.00	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	OCCUPANCY	\$47,800.00	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	MEALS	<u>\$72,455.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$120,255.00	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	OCCUPANCY	\$74,690.00	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	MEALS	<u>\$110,235.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$184,925.00	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	OCCUPANCY	\$183,450.00	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	MEALS	<u>\$175,685.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$359,135.00	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>	OCCUPANCY	\$300,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$220,865.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$520,865.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$609,480.00	\$1,031,085.56	\$421,605.56	69.17%
TO-DATE	MEALS	<u>\$240,750.00</u>	<u>\$343,466.82</u>	<u>\$102,716.82</u>	<u>42.67%</u>
		\$850,230.00	\$1,374,552.38	\$524,322.38	61.67%
TOTAL	OCCUPANCY	\$3,914,715.00			
PROJECTED	MEALS	<u>\$2,163,105.00</u>			
2020-2021		\$6,077,820.00			

CALENDAR YEAR RECEIPTS		ACTUAL	ACTUAL	+/- \$	+/- %
2019-2020		2019	2020		
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	OCCUPANCY	\$46,833.30	\$64,325.91	\$17,492.61	37.35%
	MEALS	<u>\$92,656.36</u>	<u>\$105,377.51</u>	<u>\$12,721.15</u>	<u>13.73%</u>
		\$139,489.66	\$169,703.42	\$30,213.76	21.66%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	OCCUPANCY	\$61,766.11	\$82,572.04	\$20,805.93	33.69%
	MEALS	<u>\$76,743.92</u>	<u>\$98,628.09</u>	<u>\$21,884.17</u>	<u>28.52%</u>
		\$138,510.03	\$181,200.13	\$42,690.10	30.82%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	OCCUPANCY	\$60,761.81	\$68,444.24	\$7,682.43	12.64%
	MEALS	<u>\$80,478.08</u>	<u>\$90,153.63</u>	<u>\$9,675.55</u>	<u>12.02%</u>
		\$141,239.89	\$158,597.87	\$17,357.98	12.29%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	OCCUPANCY	\$94,423.77	\$30,251.77	(\$64,172.00)	-67.96%
	MEALS	<u>\$135,649.69</u>	<u>\$69,265.66</u>	<u>(\$66,384.03)</u>	<u>-48.94%</u>
		\$230,073.46	\$99,517.43	(\$130,556.03)	-56.75%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	OCCUPANCY	\$215,483.12	\$12,691.08	(\$202,792.04)	-94.11%
	MEALS	<u>\$199,132.07</u>	<u>\$37,629.09</u>	<u>(\$161,502.98)</u>	<u>-81.10%</u>
		\$414,615.19	\$50,320.17	(\$364,295.02)	-87.86%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	OCCUPANCY	\$365,789.79	\$280,883.88	(\$84,905.91)	-23.21%
	MEALS	<u>\$278,868.23</u>	<u>\$138,382.35</u>	<u>(\$140,485.88)</u>	<u>-50.38%</u>
		\$644,658.02	\$419,266.23	(\$225,391.79)	-34.96%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	OCCUPANCY	\$1,106,543.73	\$0.00	\$0.00	0.00%
	MEALS	<u>\$472,600.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,579,144.39	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	OCCUPANCY	\$1,386,583.82	\$0.00	\$0.00	0.00%
	MEALS	<u>\$427,333.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,813,917.77	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	OCCUPANCY	\$456,102.94	\$0.00	\$0.00	0.00%
	MEALS	<u>\$245,359.41</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$701,462.35	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	OCCUPANCY	\$225,976.76	\$0.00	\$0.00	0.00%
	MEALS	<u>\$196,138.50</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$422,115.26	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	OCCUPANCY	\$115,681.16	\$0.00	\$0.00	0.00%
	MEALS	<u>\$122,310.47</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$237,991.63	\$0.00	\$0.00	0.00%
Total To Date	Occupancy	\$1,865,049.09	\$1,570,254.48	(\$294,794.61)	-15.81%
	Meals	<u>\$1,263,308.78</u>	<u>\$882,903.15</u>	<u>(\$380,405.63)</u>	<u>-30.11%</u>
		\$3,128,357.87	\$2,453,157.63	(\$675,200.24)	-21.58%
Total for Year	OCCUPANCY	\$5,155,937.50			
	MEALS	<u>\$2,727,051.77</u>			
		\$7,882,989.27			

OCCUPANCY & MEALS FY 2020-2021

ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 19-20	ACTUAL FY 20-21	+/- \$	+/- %
<i>JUNE EARNED</i>	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
<u>JULY RECEIVED</u>	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
<i>JULY EARNED</i>	OCCUPANCY	\$1,106,543.73	\$0.00	\$0.00	0.00%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$472,600.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,579,144.39	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>	OCCUPANCY	\$1,386,583.82	\$0.00	\$0.00	0.00%
<u>SEPT RECEIVED</u>	MEALS	<u>\$427,333.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,813,917.77	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>	OCCUPANCY	\$456,102.94	\$0.00	\$0.00	0.00%
<u>OCT RECEIVED</u>	MEALS	<u>\$245,359.41</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$701,462.35	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>	OCCUPANCY	\$225,976.76	\$0.00	\$0.00	0.00%
<u>NOV RECEIVED</u>	MEALS	<u>\$196,138.50</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$422,115.26	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>	OCCUPANCY	\$115,681.16	\$0.00	\$0.00	0.00%
<u>DEC RECEIVED</u>	MEALS	<u>\$122,310.47</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$237,991.63	\$0.00	\$0.00	0.00%
<i>DECEMBER EARNED</i>	OCCUPANCY	\$64,325.91	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	MEALS	<u>\$105,377.51</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$169,703.42	\$0.00	\$0.00	0.00%
<i>JANUARY EARNED</i>	OCCUPANCY	\$82,572.04	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	MEALS	<u>\$98,628.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$181,200.13	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	OCCUPANCY	\$68,444.24	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	MEALS	<u>\$90,153.63</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$158,597.87	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
TOTAL ACTUAL 2019-2020	OCCUPANCY	\$4,850,048.52			
	MEALS	<u>\$2,402,959.75</u>			
		\$7,253,008.27			

Dare County Gross Collections on Retail Sales

	2020	2019	2018	2017	2016	2015	Variance 2020-2019	Percent Change
January	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	2,606,285	291,065	8.27%
February	3,323,370	3,026,989	2,738,341	2,728,504	2,289,103	2,128,970	296,381	9.79%
March	3,077,829	2,831,112	2,829,152	2,812,630	2,280,537	2,019,168	246,717	8.71%
April	3,465,302	4,266,897	3,948,431	3,729,748	3,547,074	3,007,272	-801,595	-18.79%
May	2,728,392	5,501,100	4,861,088	5,084,042	4,011,689	3,930,062	-2,772,708	-50.40%
June		7,096,777	6,558,353	6,355,380	5,676,881	5,553,791		0.00%
July		11,321,288	10,815,908	10,038,975	9,085,195	9,066,601		0.00%
August		13,178,541	12,870,106	12,961,419	12,153,647	10,985,313		0.00%
September		11,799,596	10,996,721	10,694,311	10,634,932	10,595,224		0.00%
October		6,834,818	6,542,087	7,181,012	6,631,836	6,261,920		0.00%
November		5,191,614	4,932,146	4,698,891	4,294,600	3,902,927		0.00%
December		3,874,539	3,719,123	3,759,730	3,904,190	2,995,244		0.00%
YTD	16,404,039	19,144,179	17,962,793	17,601,696	14,894,942	13,691,757	-2,740,140	-14.31%
TOTAL	16,404,039	78,441,352	74,397,237	73,291,414	67,276,223	63,052,777		
YTD % Change	-14.31%	6.58%	2.05%	18.17%	8.79%	114.78%		
Total % Change	-14.31%	5.44%	1.51%	8.94%	6.70%	5.09%		

Outer Banks Visitors Bureau Gross Occupancy Summary 2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787	3,571,786	3,283,749
February	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381	2,642,080	2,581,654
March	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488	5,502,196	4,202,539
April	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765	8,899,988	11,315,913
May	28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610	20,903,445	19,663,470
June	103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695	65,529,705	61,057,567
July		110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664	111,091,066	110,207,729	101,783,465	87,373,542	92,310,020	97,575,888
August		138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506	87,953,893	90,043,386	93,084,681	96,469,017	95,817,540	84,228,391
September		45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607	39,568,193	36,023,228	34,282,276	34,425,803	30,653,566	30,770,807
October		22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451	16,062,554	16,934,908	17,000,119	15,129,892	13,961,791	15,001,325
November		11,523,953	9,965,662	10,734,352	9,132,785	7,573,884	6,873,710	6,118,063	6,038,976	6,795,253	7,062,045	6,708,504	6,392,023	6,852,685
December		6,505,201	4,706,348	4,815,968	3,624,331	3,498,490	3,058,680	4,446,831	3,057,722	2,946,610	2,381,348	3,653,289	3,710,254	3,429,743
YTD Total	150,926,247	182,262,441	167,340,147	150,298,211	135,190,699	136,131,301	131,918,161	122,288,207	121,410,192	107,338,804	101,252,063	99,890,726	107,049,200	102,104,892
Total	150,926,247	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773	349,894,394	339,963,731
YTD % Change	-17.19%	8.92%	11.34%	11.17%	-0.69%	3.19%	7.87%	0.72%	13.11%	6.01%	1.36%	-6.69%	4.84%	19.26%
Total % Change	-17.19%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%	9.61%
Month Increase/Decrease	1.44%	7.78%	19.44%	6.84%	-6.10%	1.43%	5.18%	4.40%	17.72%	1.44%	4.61%	-13.36%	7.32%	21.88%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%	5.68%	-6.13%	4.15%	4.87%	9.77%	32.74%
Qtr 2 (Mar-May)	-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%	0.35%	12.13%
Qtr 3 (June-Aug)	1.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%	4.45%	8.82%
Qtr 4 (Sept-Nov)		-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%	-3.07%	8.46%
Note: For January 2007, there were a couple of filings for past months totaling about \$80000 in gross rents. Adjusted gross occupancy would be 3,203,749, an increase of 34.33%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019 and 4 weekends in July 2008, 2009, 2015, 2019														
Hurricane Earl struck on Labor Day weekend in September 2010														
Hurricane Irene struck on August 27, 2011, Hwy 12 reopens October 11														
For September 2011, a business reported negative because they returned money to guests unable to make it due to Irene. Approximately \$87,000 revenue reported in September was for August														
For June 2007, 2012, 2013, 2018 & 2019, there were 5 weekends and four in July 2007, 2012, 2013, 2018 & 2019														
Hurricane Sandy struck on October 27, 2012, Hwy 12 in KH is closed for a week, Hwy 12 on Hatteras reopens December 20														
Hurricane Arthur struck on July 4, 2014.														
For September 2015, the county received a settlement of gross OTC funds in the amount of approximately \$2,100,000.														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered, but flooding occurred.														
For September 2018, a business reported duplicate filings in the amount of \$337,882 and was issued a refund.														
For April 2019, a business reported back filings in Manteo B&B of approximately \$670,000														
For August 2019, approximately \$19.3 million is attributable to July. About \$18 million is real estate and \$926,000 hotel/motel. If added to July, July is a decrease of about 3% and August an increase of about 10%														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Reopen May 16, 2020														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193	5,315,203	5,652,092
February	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828	5,901,277	5,864,520
March	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099	9,906,602	8,368,675
April	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914	10,696,837	13,018,031
May	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550	17,902,993	17,030,910
June	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095	26,110,903	26,398,208
July		47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202	33,163,197	32,620,688
August		44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408	32,095,228	31,213,494
September		24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780	17,335,174	19,572,423
October		19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255	12,192,193	12,942,026
November		12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206	8,637,935	8,587,922	8,822,724	8,298,475	8,044,142	9,001,275
December		10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007	7,025,072	7,391,106	5,983,306	6,123,554	6,457,727	7,449,495
YTD Total	79,521,440	118,423,664	107,910,774	107,644,659	97,967,629	95,409,209	90,361,392	86,398,156	87,216,105	79,084,683	74,190,578	74,461,679	75,833,815	76,332,437
Total	79,521,440	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353	185,121,476	189,131,837
YTD % Change	-32.85%	9.74%	0.25%	9.88%	2.68%	5.59%	4.59%	-0.94%	10.28%	6.60%	-0.36%	-1.81%	-0.65%	3.31%
Total % Change	-32.85%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%	4.70%
Month Increase/(Decrease)	-9.78%	3.93%	3.74%	9.60%	-0.09%	6.46%	0.74%	0.95%	8.90%	8.64%	0.31%	-1.00%	-1.09%	7.64%
Qtr 1 (Dec-Feb)	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%	15.35%	2.18%	-8.46%	-4.16%	-2.39%	0.76%
Qtr 2 (Mar-May)	-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%	0.23%	2.44%
Qtr 3 (June-Aug)	-9.78%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%	1.26%	5.69%
Qtr 4 (Sept-Nov)		3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%	-9.50%	8.40%
Note: For February 2006, \$496,634 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$5,507,753, a 6% increase														
For December 2006, \$470,400 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$7,135,251, a 4% increase														
For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Bed &	Bed &	Bed &	Bed &	Bed &	Camp-	Camp-	Camp-	Camp-	Camp-					
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast	ground	ground	ground	ground	ground	Cottage	Cottage	Cottage	Cottage	Cottage
January	25,804	21,243	9,991	21,848	18,954	34,898	50,462	56,934	149,040	101,762	68,241	39,261	77,827	57,144	60,734
February	36,064	52,546	36,814	143,923	27,050	39,974	64,152	69,405	79,720	89,994	71,212	134,203	97,209	54,050	55,880
March	79,865	76,403	65,753	85,386	29,171	208,302	123,529	186,658	249,522	63,921	166,270	149,882	184,588	160,084	65,539
April	156,538	127,482	140,738	877,315	9,994	254,169	580,729	450,715	587,966	1,930	308,672	366,481	321,223	365,960	48,233
May	274,409	249,701	329,396	309,416	91,397	665,277	745,164	864,675	990,995	1,130,609	552,057	639,286	607,239	600,680	254,673
June	379,391	265,719	263,476	417,010	351,108	1,229,304	1,431,385	1,666,397	1,830,953	2,412,414	1,046,720	989,369	1,196,072	1,288,613	795,837
July	749,249	321,538	401,465	300,025		1,816,435	1,336,272	1,613,934	1,966,882		1,647,615	1,435,632	1,542,434	1,563,325	
August	382,004	230,703	295,816	369,371		1,157,766	890,569	1,232,064	1,510,242		1,314,037	1,415,838	1,296,981	872,728	
September	224,305	188,428	125,217	254,760		603,072	503,200	803,646	427,073		630,648	656,337	557,989	437,579	
October	136,646	86,645	160,079	149,153		164,375	413,901	349,366	406,219		372,984	421,919	439,412	308,779	
November	72,340	81,256	77,097	74,856		107,575	121,397	118,727	126,014		231,209	205,025	201,959	143,147	
December	37,430	61,634	18,684	82,449		30,970	48,795	32,024	59,397		102,282	110,884	91,303	55,559	
<i>YTD Totals</i>	<i>952,071</i>	<i>793,094</i>	<i>846,168</i>	<i>1,854,898</i>	<i>527,674</i>	<i>2,431,924</i>	<i>2,995,421</i>	<i>3,294,784</i>	<i>3,888,196</i>	<i>3,800,630</i>	<i>2,213,172</i>	<i>2,318,482</i>	<i>2,484,158</i>	<i>2,526,531</i>	<i>1,280,896</i>
Total	2,554,045	1,763,298	1,924,526	3,085,512	527,674	6,312,117	6,309,555	7,444,545	8,384,023	3,800,630	6,511,947	6,564,117	6,614,236	5,907,648	1,280,896

Month Increase	-0.71%	-29.96%	-0.84%	58.27%	-15.80%	9.44%	16.44%	16.42%	9.87%	31.76%	5.97%	-5.48%	20.89%	7.74%	-38.24%
<i>YTD Increase</i>	-1.19%	-16.70%	6.69%	119.21%	-71.55%	11.86%	23.17%	9.99%	18.01%	-2.25%	5.66%	4.76%	7.15%	1.71%	-49.30%
Total Year Increa	16.54%	-30.96%	9.14%	60.33%		9.49%	-0.04%	17.99%	12.62%		6.81%	0.80%	0.76%	-10.68%	

Outer Banks Visitors Bureau
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2018	2019	2020	2016	2017	2018	2019	2020	2019	2020
	Motel/	Motel/	Motel/	Motel/	Motel/	Online Travel	Online Travel	Online Travel	Property	Property	Property	Property	Property	Other	Other
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	OTC *	Management	Management	Management	Management	Management	Rental	Rental
									Agencies	Agencies	Agencies	Agencies	Agencies	Properties**	Properties**
January	1,237,556	1,231,693	1,257,924	1,301,265	1,437,035	12,750	19,038	18,951	4,901,521	5,742,596	5,632,280	4,641,865	6,501,671		4,048,599
February	1,322,085	1,562,373	1,581,432	1,331,764	1,533,776	21,179	21,882	25,687	2,113,601	3,025,121	3,299,316	4,283,950	4,958,235		3,640,228
March	3,048,117	2,625,980	3,034,735	2,618,614	1,246,258	46,450	48,950	24,532	4,309,813	4,006,629	5,645,680	6,065,892	2,033,390		392,302
April	4,545,245	5,755,388	4,790,774	5,082,911	272,368	94,478	129,659	6,532	8,083,104	12,673,454	12,073,020	14,912,027	382,791		54,406
May	6,995,624	7,781,122	7,657,044	8,296,802	3,148,199	223,246	148,954	188,734	21,184,107	22,356,377	23,236,092	25,901,180	23,445,254		7,959,755
June	10,724,168	11,713,936	11,720,032	11,050,965	11,291,492	373,865	220,076	689,124	60,621,694	64,523,921	79,376,489	86,974,007	88,087,699		15,349,447
July	14,702,019	15,241,700	13,517,098	13,333,255		488,402	280,756		111,492,605	121,406,705	116,827,701	93,189,170		9,774,831	
August	12,963,240	11,871,548	12,441,921	14,094,249		422,935	266,881		91,755,613	88,138,009	93,023,812	121,424,486		24,094,200	
September	8,044,658	6,960,599	5,190,429	6,280,715		127,801	128,596		35,992,377	39,786,449	41,912,607	37,793,636		5,444,607	
October	4,123,137	5,255,695	4,729,167	5,163,907		94,511	76,787		15,940,123	15,566,863	16,607,911	16,375,128		3,090,168	
November	2,491,471	2,754,045	2,101,808	1,972,903		35,749	31,815		6,134,126	7,540,897	7,319,364	9,080,251		1,659,752	
December	1,215,099	1,228,853	1,255,150	1,413,200		27,148	22,812		2,185,437	3,104,990	3,165,578	4,773,626		1,465,862	
<i>YTD Totals</i>	<i>27,872,795</i>	<i>30,670,492</i>	<i>30,041,941</i>	<i>29,682,321</i>	<i>18,929,128</i>	<i>771,968</i>	<i>588,559</i>	<i>953,560</i>	<i>101,213,840</i>	<i>112,328,098</i>	<i>129,262,877</i>	<i>142,778,921</i>	<i>125,409,040</i>	<i>0</i>	<i>31,444,737</i>
Total	71,412,419	73,982,932	69,277,514	71,940,550	18,929,128	1,968,514	1,396,206	953,560	364,714,121	387,872,011	408,119,850	425,415,218	125,409,040	45,529,420	31,444,737

Month Increase	2.57%	9.23%	0.05%	-5.71%	2.18%		-41.13%	213.13%	-7.99%	6.44%	23.02%	9.57%	1.28%		
<i>YTD Increase</i>	7.43%	10.04%	-2.05%	-1.20%	-36.23%		-23.76%	62.02%	-3.33%	10.98%	15.08%	10.46%	-12.17%		
Total Year Increase	5.35%	3.60%	-6.36%	3.84%			-29.07%		3.31%	6.35%	5.22%	4.24%			

* OTC amounts are included in Motel/Hotel for comparative purposes

** Other Rental Properties is included in Property Management Agencies for comparative purposes. July 2019, County separated individual owners & STRs from PM Companies

Outer Banks Visitors Bureau
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	10,031	45,893	80,128	100,883	103,524	6,278,051	7,131,148	7,115,084	6,272,045	8,223,680
February	16,671	100,360	121,379	111,202	123,301	3,599,607	4,938,755	5,205,555	6,004,609	6,788,236
March	112,325	177,413	239,016	191,043	100,157	7,924,692	7,159,836	9,356,430	9,370,541	3,538,436
April	87,331	319,158	278,446	356,959	0	13,435,059	19,822,692	18,054,916	22,183,138	715,316
May	114,954	233,603	269,937	329,769	122,541	29,786,428	32,005,253	32,964,383	36,428,842	28,192,673
June	165,585	316,197	421,313	441,718	529,356	74,166,862	79,240,527	94,643,779	102,003,266	103,467,906
July	360,458	486,546	488,988	538,288		130,768,381	140,228,393	134,391,620	110,890,945	0
August	215,044	383,434	426,743	534,008		107,787,704	102,930,101	108,717,337	138,805,084	0
September	171,161	243,058	201,660	210,087		45,666,221	48,338,071	48,791,548	45,403,850	0
October	102,725	229,934	217,916	215,456		20,839,990	21,974,957	22,503,851	22,618,642	0
November	96,064	31,732	146,707	126,782		9,132,785	10,734,352	9,965,662	11,523,953	0
December	53,113	260,812	143,609	120,970		3,624,331	4,815,968	4,706,348	6,505,201	0
YTD Totals	506,897	1,192,624	1,410,219	1,531,574	978,879	135,190,699	150,298,211	167,340,147	182,262,441	150,926,247
Total	1,505,462	2,828,140	3,035,842	3,277,165	978,879	453,010,111	479,320,053	496,416,513	518,010,116	150,926,247

Month Increase	14.40%	90.96%	33.24%	4.84%	19.84%	-6.10%	6.84%	19.44%	7.78%	1.44%
YTD Increase	100.43%	135.28%	18.25%	8.61%	-36.09%	-0.69%	11.17%	11.34%	8.92%	-17.19%
Total Year Increa	94.62%	87.86%	7.34%	7.95%		3.99%	5.81%	3.57%	4.35%	

DARE COUNTY GROSS														
OCCUPANCY BY DISTRICT														
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	TOTAL	TOTAL
AVON	434,039	5.3%	380,590	5.6%	138,732	3.9%	30,048	4.2%	2,066,612	7.3%	6,283,223	6.1%	9,333,244	6.2%
BUXTON	153,215	1.9%	162,973	2.4%	145,613	4.1%	63,878	8.9%	847,665	3.0%	2,319,946	2.2%	3,693,290	2.4%
COLINGTON	3,274	0.0%	6,168	0.1%	10,810	0.3%	0	0.0%	24,407	0.1%	216,365	0.2%	261,024	0.2%
FRISCO	102,027	1.2%	89,747	1.3%	47,494	1.3%	9,747	1.4%	754,299	2.7%	2,146,129	2.1%	3,149,443	2.1%
HATTERAS	239,225	2.9%	149,163	2.2%	107,696	3.0%	23,329	3.3%	1,067,301	3.8%	3,605,207	3.5%	5,191,921	3.4%
KILL DEVIL HILLS	2,055,516	25.0%	1,877,121	27.7%	918,296	26.0%	201,342	28.1%	5,429,553	19.3%	18,187,203	17.6%	28,669,031	19.0%
KITTY HAWK	746,475	9.1%	801,188	11.8%	414,239	11.7%	38,020	5.3%	2,084,664	7.4%	6,651,519	6.4%	10,736,105	7.1%
MANTEO-TOWN	170,435	2.1%	143,543	2.1%	68,224	1.9%	46,483	6.5%	504,989	1.8%	1,467,488	1.4%	2,401,162	1.6%
NAGS HEAD	2,239,211	27.2%	1,513,288	22.3%	844,330	23.9%	164,145	22.9%	7,038,514	25.0%	28,605,413	27.6%	40,404,901	26.8%
RODANTHE	138,440	1.7%	165,461	2.4%	124,809	3.5%	7,267	1.0%	994,456	3.5%	3,113,249	3.0%	4,543,682	3.0%
SALVO	166,784	2.0%	151,036	2.2%	52,537	1.5%	8,579	1.2%	588,373	2.1%	1,986,086	1.9%	2,953,395	2.0%
WAVES	173,850	2.1%	138,772	2.0%	64,020	1.8%	5,772	0.8%	875,701	3.1%	2,374,280	2.3%	3,632,395	2.4%
SOUTHERN SHORES	431,854	5.3%	327,899	4.8%	69,681	2.0%	9,167	1.3%	1,350,564	4.8%	6,673,186	6.4%	8,862,351	5.9%
DUCK	973,632	11.8%	621,871	9.2%	453,220	12.8%	93,678	13.1%	3,716,546	13.2%	18,177,434	17.6%	24,036,381	15.9%
RIM (ROANOKE ISL. MAINI	178,581	2.2%	235,653	3.5%	55,283	1.6%	8,348	1.2%	663,286	2.4%	986,934	1.0%	2,128,085	1.4%
OTC UNATTRIBUTED*	17,122	0.2%	23,763	0.4%	23,452	0.7%	5,513	0.8%	185,743	0.7%	674,244	0.7%	929,837	0.6%
TOTAL	8,223,680	100.0%	6,788,236	100.1%	3,538,436	100.0%	715,316	100.0%	28,192,673	100.0%	103,467,906	100.0%	150,926,247	100.0%
* Part of OTC transactions are reported by district.														
The amounts are included in the districts of KDH, KH, NH. The remaining is reported under OTC														

DARE COUNTY GROSS														
MEALS BY DISTRICT														
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	TOTAL	TOTAL
AVON - 1	270,637	2.8%	277,555	3.0%	220,022	2.9%	110,415	2.9%	706,126	5.0%	1,903,871	5.4%	3,488,626	4.4%
BUXTON - 2	158,548	1.7%	131,822	1.4%	184,755	2.5%	100,175	2.7%	431,796	3.1%	1,314,854	3.7%	2,321,950	2.9%
COLINGTON - 3	61,040	0.6%	111,816	1.2%	57,273	0.8%	51,470	1.4%	110,255	0.8%	323,053	0.9%	714,907	0.9%
FRISCO - 5	149,794	1.6%	92,226	1.0%	9,415	0.1%	88,905	2.4%	147,558	1.0%	264,210	0.7%	752,108	0.9%
HATTERAS - 6	20,554	0.2%	39,069	0.4%	44,105	0.6%	6,891	0.2%	224,957	1.6%	828,595	2.3%	1,164,171	1.5%
KILL DEVIL HILLS - 7	3,030,736	31.7%	3,173,984	34.2%	2,362,500	31.6%	1,093,292	29.2%	3,552,444	25.2%	9,022,628	25.5%	22,235,584	28.0%
KITTY HAWK - 8	1,799,644	18.8%	1,604,718	17.3%	1,125,357	15.1%	737,774	19.7%	2,032,942	14.4%	4,467,270	12.6%	11,767,705	14.8%
MANTEO-TOWN - 10	955,731	10.0%	779,047	8.4%	691,359	9.3%	332,005	8.9%	1,213,967	8.6%	1,839,180	5.2%	5,811,289	7.3%
RIM (ROANOKE ISL. M	219,443	2.3%	165,193	1.8%	188,491	2.5%	134,607	3.6%	267,796	1.9%	349,795	1.0%	1,325,325	1.7%
NAGS HEAD - 14	1,823,494	19.1%	1,892,513	20.4%	1,649,672	22.1%	846,543	22.6%	3,059,988	21.7%	8,517,851	24.1%	17,790,061	22.4%
RODANTHE - 15	23,211	0.2%	17,721	0.2%	29,023	0.4%	17,392	0.5%	179,186	1.3%	457,470	1.3%	724,003	0.9%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	0	0.0%	5,010	0.0%	40,793	0.1%	45,803	0.1%
WAVES - 19	21,957	0.2%	25,502	0.3%	68,108	0.9%	21,006	0.6%	219,190	1.6%	677,632	1.9%	1,033,395	1.3%
SOUTHERN SHORES -	522,960	5.5%	367,120	4.0%	384,555	5.2%	129,975	3.5%	431,285	3.1%	1,144,690	3.2%	2,980,585	3.7%
DUCK - 21	509,944	5.3%	602,110	6.5%	451,567	6.0%	79,278	2.1%	1,497,309	10.6%	4,225,720	11.9%	7,365,928	9.3%
TOTAL	9,567,693	100.0%	9,280,396	100.0%	7,466,202	100.0%	3,749,728	100.0%	14,079,809	100.0%	35,377,612	100.0%	79,521,440	100.0%

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE	138,440	155,233	-10.82%	165,461	178,321	-7.21%	124,809	235,134	-46.92%	7,267	816,711	-99.11%
WAVES	173,850	214,579	-18.98%	138,772	194,030	-28.48%	64,020	218,326	-70.68%	5,772	669,600	-99.14%
SALVO	166,784	103,194	61.62%	151,036	190,333	-20.65%	52,537	151,805	-65.39%	8,579	624,521	-98.63%
AVON	434,039	412,817	5.14%	380,590	542,733	-29.88%	138,732	614,483	-77.42%	30,048	1,921,566	-98.44%
BUXTON	153,215	109,939	39.36%	162,973	164,879	-1.16%	145,613	345,191	-57.82%	63,878	813,784	-92.15%
FRISCO	102,027	76,242	33.82%	89,747	109,527	-18.06%	47,494	206,052	-76.95%	9,747	531,280	-98.17%
HATTERAS	239,225	195,167	22.57%	149,163	225,587	-33.88%	107,696	272,582	-60.49%	23,329	864,032	-97.30%
TOTAL HATTERAS ISLAND	1,407,580	1,267,171	11.08%	1,237,742	1,605,410	-22.90%	680,901	2,043,573	-66.68%	148,620	6,241,494	-97.62%
NORTHERN BEACHES:												
DUCK	973,632	585,568	66.27%	621,871	419,880	48.11%	453,220	777,209	-41.69%	93,678	2,127,813	-95.60%
SOUTHERN SHORES	431,854	346,044	24.80%	327,899	231,269	41.78%	69,681	335,007	-79.20%	9,167	540,818	-98.30%
KITTY HAWK	746,475	646,687	15.43%	801,188	695,819	15.14%	414,239	1,145,909	-63.85%	38,020	1,874,991	-97.97%
COLINGTON	3,274	6,172	-46.95%	6,168	5,149	19.79%	10,810	12,563	-13.95%	0	20,313	-100.00%
KILL DEVIL HILLS	2,055,516	1,719,691	19.53%	1,877,121	1,468,481	27.83%	918,296	2,370,776	-61.27%	201,342	4,919,938	-95.91%
NAGS HEAD	2,239,211	1,463,725	52.98%	1,513,288	1,206,348	25.44%	844,330	2,213,962	-61.86%	164,145	5,044,713	-96.75%
TOTAL NORTHERN BEACHES	6,449,962	4,767,887	35.28%	5,147,535	4,026,946	27.83%	2,710,576	6,855,426	-60.46%	506,352	14,528,586	-96.51%
ROANOKE ISLAND:												
MANTEO-TOWN	170,435	113,227	50.53%	143,543	242,653	-40.84%	68,224	238,085	-71.34%	46,483	1,121,840	-95.86%
RIM (ROANOKE ISL. MAINLAND)	178,581	107,493	66.13%	235,653	109,892	114.44%	55,283	194,420	-71.57%	8,348	211,242	-96.05%
TOTAL ROANOKE ISLAND	349,016	220,720	58.13%	379,196	352,545	7.56%	123,507	432,505	-71.44%	54,831	1,333,082	-95.89%
OTC UNATTRIBUTED	17,122	16,267	5.26%	23,763	19,708	20.58%	23,452	39,037	-39.92%	5,513	79,976	-93.11%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.												
TOTAL	8,223,680	6,272,045	31.12%	6,788,236	6,004,609	13.05%	3,538,436	9,370,541	-62.24%	715,316	22,183,138	-96.78%

DARE COUNTY GROSS									
OCCUPANCY BY DISTRICT									
	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE	994,456	1,415,555	-29.75%	3,113,249	4,182,047	-25.56%	4,543,682	6,983,001	-34.93%
WAVES	875,701	1,162,476	-24.67%	2,374,280	3,131,596	-24.18%	3,632,395	5,590,607	-35.03%
SALVO	588,373	1,186,880	-50.43%	1,986,086	4,166,076	-52.33%	2,953,395	6,422,809	-54.02%
AVON	2,066,612	2,959,234	-30.16%	6,283,223	8,339,116	-24.65%	9,333,244	14,789,949	-36.89%
BUXTON	847,665	1,256,530	-32.54%	2,319,946	2,278,864	1.80%	3,693,290	4,969,187	-25.68%
FRISCO	754,299	935,392	-19.36%	2,146,129	2,188,753	-1.95%	3,149,443	4,047,246	-22.18%
HATTERAS	1,067,301	1,659,500	-35.69%	3,605,207	4,114,280	-12.37%	5,191,921	7,331,148	-29.18%
TOTAL HATTERAS ISLAND	7,194,407	10,575,567	-31.97%	21,828,120	28,400,732	-23.14%	32,497,370	50,133,947	-35.18%
NORTHERN BEACHES:									
DUCK	3,716,546	4,718,029	-21.23%	18,177,434	18,163,589	0.08%	24,036,381	26,792,088	-10.29%
SOUTHERN SHORES	1,350,564	1,068,020	26.45%	6,673,186	6,287,807	6.13%	8,862,351	8,808,965	0.61%
KITTY HAWK	2,084,664	2,768,360	-24.70%	6,651,519	5,634,710	18.05%	10,736,105	12,766,476	-15.90%
COLINGTON	24,407	52,228	-53.27%	216,365	182,414	18.61%	261,024	278,839	-6.39%
KILL DEVIL HILLS	5,429,553	7,408,563	-26.71%	18,187,203	16,067,016	13.20%	28,669,031	33,954,465	-15.57%
NAGS HEAD	7,038,514	8,653,751	-18.67%	28,605,413	25,570,224	11.87%	40,404,901	44,152,723	-8.49%
TOTAL NORTHERN BEACHES	19,644,248	24,668,951	-20.37%	78,511,120	71,905,760	9.19%	112,969,793	126,753,556	-10.87%
ROANOKE ISLAND:									
MANTEO-TOWN	504,989	781,975	-35.42%	1,467,488	1,208,859	21.39%	2,401,162	3,706,639	-35.22%
RIM (ROANOKE ISL. MAINLAND)	663,286	271,697	144.13%	986,934	295,713	233.75%	2,128,085	1,190,457	78.76%
TOTAL ROANOKE ISLAND	1,168,275	1,053,672	10.88%	2,454,422	1,504,572	63.13%	4,529,247	4,897,096	-7.51%
OTC UNATTRIBUTED	185,743	130,652	42.17%	674,244	192,202	250.80%	929,837	477,842	94.59%
*Part of OTC transactions are reported									
TOTAL	28,192,673	36,428,842	-22.61%	103,467,906	102,003,266	1.44%	150,926,247	182,262,441	-17.19%

DARE COUNTY GROSS												
MEALS BY DISTRICT												
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE - 15	23,211	15,265	52.05%	17,721	16,337	8.47%	29,023	31,347	-7.41%	17,392	188,191	-90.76%
WAVES - 19	21,957	17,002	29.14%	25,502	21,195	20.32%	68,108	83,625	-18.56%	21,006	275,896	-92.39%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	276	-100.00%
AVON - 1	270,637	213,771	26.60%	277,555	214,211	29.57%	220,022	382,698	-42.51%	110,415	846,018	-86.95%
BUXTON - 2	158,548	164,197	-3.44%	131,822	186,036	-29.14%	184,755	342,224	-46.01%	100,175	709,517	-85.88%
FRISCO - 5	149,794	17,979	733.16%	92,226	19,419	374.93%	9,415	28,980	-67.51%	88,905	50,827	74.92%
HATTERAS - 6	20,554	10,871	89.07%	39,069	48,544	-19.52%	44,105	131,962	-66.58%	6,891	418,663	-98.35%
TOTAL HATTERAS ISLAND	644,701	439,085	46.83%	583,895	505,742	15.45%	555,428	1,000,836	-44.50%	344,784	2,489,388	-86.15%
NORTHERN BEACHES:												
DUCK - 21	509,944	442,133	15.34%	602,110	410,245	46.77%	451,567	841,090	-46.31%	79,278	1,762,874	-95.50%
SOUTHERN SHORES - 20	522,960	1,507,308	-65.31%	367,120	468,909	-21.71%	384,555	551,241	-30.24%	129,975	653,624	-80.11%
KITTY HAWK - 8	1,799,644	1,472,747	22.20%	1,604,718	1,552,993	3.33%	1,125,357	2,258,057	-50.16%	737,774	3,241,423	-77.24%
COLINGTON - 3	61,040	64,345	-5.14%	111,816	82,095	36.20%	57,273	111,758	-48.75%	51,470	206,497	-75.07%
KILL DEVIL HILLS - 7	3,030,736	2,588,635	17.08%	3,173,984	2,326,259	36.44%	2,362,500	4,816,907	-50.95%	1,093,292	5,333,306	-79.50%
NAGS HEAD - 14	1,823,494	1,687,822	8.04%	1,892,513	1,674,843	13.00%	1,649,672	3,109,265	-46.94%	846,543	4,888,589	-82.68%
TOTAL NORTHERN BEACHES	7,747,818	7,762,990	-0.20%	7,752,261	6,515,344	18.98%	6,030,924	11,688,318	-48.40%	2,938,332	16,086,313	-81.73%
ROANOKE ISLAND:												
MANTEO-TOWN - 10	955,731	824,328	15.94%	779,047	735,098	5.98%	691,359	1,020,732	-32.27%	332,005	1,292,941	-74.32%
MANTEO-OUTSIDE - 11	219,443	205,713	6.67%	165,193	182,162	-9.32%	188,491	283,181	-33.44%	134,607	283,825	-52.57%
TOTAL ROANOKE ISLAND	1,175,174	1,030,041	14.09%	944,240	917,260	2.94%	879,850	1,303,913	-32.52%	466,612	1,576,766	-70.41%
TOTAL	9,567,693	9,232,116	3.63%	9,280,396	7,938,346	16.91%	7,466,202	13,993,067	-46.64%	3,749,728	20,152,467	-81.39%

DARE COUNTY GROSS									
MEALS BY DISTRICT									
	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE - 15	179,186	396,911	-54.85%	457,470	586,269	-21.97%	724,003	1,234,320	-41.34%
WAVES - 19	219,190	445,889	-50.84%	677,632	821,923	-17.56%	1,033,395	1,665,530	-37.95%
SALVO - 18	5,010	15,531	-67.74%	40,793	41,308	-1.25%	45,803	57,115	-19.81%
AVON - 1	706,126	1,217,728	-42.01%	1,903,871	1,986,673	-4.17%	3,488,626	4,861,099	-28.23%
BUXTON - 2	431,796	1,032,683	-58.19%	1,314,854	1,437,869	-8.56%	2,321,950	3,872,526	-40.04%
FRISCO - 5	147,558	72,634	103.15%	264,210	116,643	126.51%	752,108	306,482	145.40%
HATTERAS - 6	224,957	754,968	-70.20%	828,595	1,150,158	-27.96%	1,164,171	2,515,166	-53.71%
TOTAL HATTERAS ISLAND	1,913,823	3,936,344	-51.38%	5,487,425	6,140,843	-10.64%	9,530,056	14,512,238	-34.33%
NORTHERN BEACHES:									
DUCK - 21	1,497,309	3,288,737	-54.47%	4,225,720	4,473,774	-5.54%	7,365,928	11,218,853	-34.34%
SOUTHERN SHORES - 20	431,285	969,277	-55.50%	1,144,690	1,282,906	-10.77%	2,980,585	5,433,265	-45.14%
KITTY HAWK - 8	2,032,942	3,850,942	-47.21%	4,467,270	5,448,558	-18.01%	11,767,705	17,824,720	-33.98%
COLINGTON - 3	110,255	306,637	-64.04%	323,053	390,992	-17.38%	714,907	1,162,324	-38.49%
KILL DEVIL HILLS - 7	3,552,444	6,594,904	-46.13%	9,022,628	9,137,347	-1.26%	22,235,584	30,797,358	-27.80%
NAGS HEAD - 14	3,059,988	6,912,721	-55.73%	8,517,851	9,773,440	-12.85%	17,790,061	28,046,680	-36.57%
TOTAL NORTHERN BEACHES	10,684,223	21,923,218	-51.27%	27,701,212	30,507,017	-9.20%	62,854,770	94,483,200	-33.48%
ROANOKE ISLAND:									
MANTEO-TOWN - 10	1,213,967	1,709,452	-28.99%	1,839,180	2,180,574	-15.66%	5,811,289	7,763,125	-25.14%
MANTEO-OUTSIDE - 11	267,796	326,537	-17.99%	349,795	383,683	-8.83%	1,325,325	1,665,101	-20.41%
TOTAL ROANOKE ISLAND	1,481,763	2,035,989	-27.22%	2,188,975	2,564,257	-14.64%	7,136,614	9,428,226	-24.31%
TOTAL	14,079,809	27,895,551	-49.53%	35,377,612	39,212,117	-9.78%	79,521,440	118,423,664	-32.85%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 7/31/20

	Jul 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax - 75%	773,314.17	2,936,036.00	-2,162,721.83	26.3%
3040 · Meals Tax - 75%	257,600.12	1,622,330.00	-1,364,729.88	15.9%
3050 · Website Advertising	0.00	75,000.00	-75,000.00	0.0%
3210 · Interest Income	496.17	50,000.00	-49,503.83	1.0%
3220 · Other	0.00	1,000.00	-1,000.00	0.0%
Total Income	1,031,410.46	4,684,366.00	-3,652,955.54	22.0%
Gross Profit	1,031,410.46	4,684,366.00	-3,652,955.54	22.0%
Expense				
5000 · Director Compensation	1,425.00	17,100.00	-15,675.00	8.3%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	10.13	7,000.00	-6,989.87	0.1%
5003 · Directors & Officers Insurance	0.00	3,315.00	-3,315.00	0.0%
5004 · Miscellaneous Items	0.00	1,000.00	-1,000.00	0.0%
5010 · Salaries (Full Time) Promotion	88,813.02	695,000.00	-606,186.98	12.8%
5020 · Salaries (Part Time) Promotion	5,399.09	103,000.00	-97,600.91	5.2%
5025 · Salaries (Part Time) Welcome AB	6,194.73	79,500.00	-73,305.27	7.8%
5026 · Salaries (Part Time) Welcome RI	14,268.98	131,525.00	-117,256.02	10.8%
5030 · Payroll Taxes	8,648.33	84,285.00	-75,636.67	10.3%
5040 · Employee Insurance	26,094.94	148,200.00	-122,105.06	17.6%
5050 · Retirement	9,279.36	77,565.00	-68,285.64	12.0%
5055 · 401(k) Match	762.25	6,950.00	-6,187.75	11.0%
5060 · Workmens Compensation	2,320.77	2,400.00	-79.23	96.7%
5080 · Employee Relations	130.00	2,805.00	-2,675.00	4.6%
5090 · Training	225.00	9,600.00	-9,375.00	2.3%
5110 · Contracted Service	2,311.55	26,050.00	-23,738.45	8.9%
5140 · Audit	0.00	7,875.00	-7,875.00	0.0%
5170 · Other Professional Services	0.00	7,300.00	-7,300.00	0.0%
5180 · Legal	500.00	20,500.00	-20,000.00	2.4%
5185 · Research	24,000.00	80,000.00	-56,000.00	30.0%
5190 · Administrative Advertising	2.86	1,000.00	-997.14	0.3%
5500 · Advertising-Printed	62,341.00	1,189,385.00	-1,127,044.00	5.2%
5502 · Advertising - Production Fee	0.00	80,000.00	-80,000.00	0.0%
5510 · Advertising - Event Dev & Mktg	1,424.00	73,100.00	-71,676.00	1.9%
5515 · Advertising - Online	145,275.00	2,255,000.00	-2,109,725.00	6.4%
5525 · Community Relations	337.50	30,000.00	-29,662.50	1.1%
5530 · Legal Notices	0.00	1,500.00	-1,500.00	0.0%
5560 · Brochures/Production & Printing	0.00	25,000.00	-25,000.00	0.0%
5580 · Promotional Aids	0.00	6,500.00	-6,500.00	0.0%
6100 · Familiarization Tours	7,605.88	90,000.00	-82,394.12	8.5%
6101 · Group sales	0.00	12,000.00	-12,000.00	0.0%
6130 · Uniforms	165.65	920.00	-754.35	18.0%
6150 · Event Grant	0.00	396,000.00	-396,000.00	0.0%
6170 · Tourism Summit	0.00	17,500.00	-17,500.00	0.0%
6200 · Postage and Delivery	16,483.47	175,200.00	-158,716.53	9.4%
6300 · Travel	69.60	40,438.00	-40,368.40	0.2%
6305 · Vehicle Maintenance	87.00	3,500.00	-3,413.00	2.5%
6320 · Registrations	0.00	35,000.00	-35,000.00	0.0%
6340 · Travel Show Exhibit	0.00	3,500.00	-3,500.00	0.0%
6420 · Dues and Subscriptions	11,405.05	29,270.00	-17,864.95	39.0%
6440 · Insurance	0.00	25,685.00	-25,685.00	0.0%
6460 · Telephone	3,063.21	44,045.00	-40,981.79	7.0%
6500 · Equipment	0.00	23,700.00	-23,700.00	0.0%
6510 · Expendable Equipment	0.00	2,700.00	-2,700.00	0.0%
6530 · Technical Support	0.00	8,500.00	-8,500.00	0.0%
6580 · Utilities	1,039.89	18,360.00	-17,320.11	5.7%
6600 · Cleaning/maintenance supplies	0.00	2,550.00	-2,550.00	0.0%
6610 · Building Maintenance	446.40	30,460.00	-30,013.60	1.5%
6620 · Equipment Service Contracts	0.00	3,500.00	-3,500.00	0.0%
6640 · Equipment Rent	648.62	34,000.00	-33,351.38	1.9%
6660 · Equipment Repairs	0.00	3,550.00	-3,550.00	0.0%
6700 · Office Supplies	511.01	21,325.00	-20,813.99	2.4%
6810 · Web Site/Internet	2,127.79	36,300.00	-34,172.21	5.9%
Total Expense	443,417.08	6,231,458.00	-5,788,040.92	7.1%
Net Ordinary Income	587,993.38	-1,547,092.00	2,135,085.38	-38.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 7/31/20

	Jul 20	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	102.80			
Total 3100 · Sale of Merchandise	102.80			
Total 9910 · Transfer from Merchandise Sales	102.80			
9990 · Unappropriated Fund Balance	0.00	1,818,122.00	-1,818,122.00	0.0%
Total Other Income	102.80	1,818,122.00	-1,818,019.20	0.0%
Other Expense				
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	30.35			
6800 · Credit Card Charges	56.62			
Total 9930 · Transfer to Merchandise	86.97			
9950 · Transfer to Event Site Fund	2,669.00	271,030.00	-268,361.00	1.0%
Total Other Expense	2,755.97	271,030.00	-268,274.03	1.0%
Net Other Income	-2,653.17	1,547,092.00	-1,549,745.17	-0.2%
Net Income	585,340.21	0.00	585,340.21	100.0%

Outer Banks Visitors Bureau Special Revenue Fund
Statement of Revenue and Expenditures - Actual and Budget
July 2020

	Jul 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	257,771.39	978,679.00	-720,907.61	26.3%
3040 · Meals Tax	85,866.70	540,776.00	-454,909.30	15.9%
3210 · Interest	18,456.83	23,000.00	-4,543.17	80.2%
Total Income	362,094.92	1,542,455.00	-1,180,360.08	23.5%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4525 · Event Site	0.00	1,275,718.00	-1,275,718.00	0.0%
4585 · Unappropriated Long-Term	0.00	500,000.00	-500,000.00	0.0%
Total 4000 · Long - Term Projects	0.00	2,236,888.00	-2,236,888.00	0.0%
4100 · Short-Term Projects				
4633 · Dare County-Interpretive Plan	0.00	26,500.00	-26,500.00	0.0%
4637 · Town of NH-W Bypass Path Phase	487,932.00	487,932.00	0.00	100.0%
4646 · Town of KH - KH Park Trail Conn	0.00	47,592.00	-47,592.00	0.0%
4647 · TIG - Chicamacomico Cisterns	0.00	48,000.00	-48,000.00	0.0%
4648 · TIG - DCAC - Courtyard	0.00	90,950.00	-90,950.00	0.0%
4649 · TIG - FNAM - Handicap Access	0.00	25,750.00	-25,750.00	0.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4651 · TIG - KDH - Baum Street, Phase2	0.00	55,618.00	-55,618.00	0.0%
4652 · TIG - Manteo - Town Common	0.00	221,885.00	-221,885.00	0.0%
4653 · TIG - SS - S. Dogwood Trail	0.00	260,993.00	-260,993.00	0.0%
4999 · Unappropriated Funds	0.00	622,512.00	-622,512.00	0.0%
5140 · Audit	0.00	2,625.00	-2,625.00	0.0%
5160 · Fireworks	0.00	92,500.00	-92,500.00	0.0%
5170 · Traffic Control - Hwy 12 & 158	0.00	25,000.00	-25,000.00	0.0%
Total 4100 · Short-Term Projects	487,932.00	2,155,663.00	-1,667,731.00	22.6%
Total Expense	487,932.00	4,392,551.00	-3,904,619.00	11.1%
Net Ordinary Income	-125,837.08	-2,850,096.00	2,724,258.92	4.4%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	2,850,096.00	-2,850,096.00	0.0%
Total Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Income	-125,837.08	0.00	-125,837.08	100.0%

Outer Banks Visitors Bureau
Restricted Fund Summary
2019-2021

	Balance 7/1/2019	Allocation 2019-2020	Allocation Paid	Allocation Transferred	Balance 7/1/2020	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Estimated Balance FY20-21
Short-term Projects									
OB Scenic Byway - Interpretive Plan	26,500				26,500				26,500
SS Civic Assoc - Sea Oats Park, Phase II	14,178		(13,400)	(778)	0		0	0	0
Town of Duck - Pedestrian Path, Phase II	309,351		(309,351)	0	0		0	0	0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932				487,932		(487,932)		0
Town of Duck - Pedestrian Path, Phase III	307,289		(296,454)	(10,835)	(0)		0	0	(0)
Town of KH - KH Park Trail Connection	47,592				47,592				47,592
TIG - Chicamacomico - Cisterns	0	48,000			48,000				48,000
TIG - Dare Co Arts Council - Courtyard	0	90,950			90,950				90,950
TIG - Frisco Native American - Handicapp Access	0	25,750			25,750				25,750
TIG - Town of Duck - Pedestrian Path, Phase IV	0	147,806			147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	0	55,618			55,618				55,618
TIG - Town of Manteo - Manteo Common	0	221,885			221,885				221,885
TIG - Town of SS - S. Dogwood Trail	0	260,993	(260,993)		0		0		0
Fireworks	50,000		(50,000)	55,000	55,000	0	0	37,500	92,500
Audit	0		(2,500)	2,500	0		0	2,625	2,625
Unappropriated Funds	490,060	(255,391)		(45,887)	188,782	513,618		(40,125)	662,274
TOTAL SHORT TERM COMMITMENTS	1,732,901	595,611	(932,698)	0	1,395,815	513,618	(487,932)	0	1,421,500
Long Term Projects									
Multi-Use Center (100%)	2,192,370	1,265,646	(3,194,971)	0	263,044	1,155,375	0	0	1,418,419
Natural Historical Cultural	176,370	0	(30,000)	(146,370)	0	0	0	0	0
Green Space/Open Space (GOSPL)	0	0	0	0	0	0	0	0	0
Infrastructure (capped)	461,170		0	0	461,170		0	0	461,170
L-T Unappropriated Funds	350,000	3,630		146,370	500,000	0		0	500,000
TOTAL LONG TERM COMMITMENTS UNPAID	3,179,910	1,269,276	(3,224,971)	0	1,224,214	1,155,375	0	0	2,379,589
Total	4,912,811	1,864,887	(4,157,669)	0	2,620,029	1,668,992	(487,932)	0	3,801,090
Cash on Hand 7/31/20									
								Checking	94,634
								Savings	2,471,888
									2,566,522
Total Cash on Hand									
25% of Occupancy & Meals Income per Budget									
August									274,428
September									360,650
October									157,403
November									99,475
December									51,325
January									33,525
February									33,798
March									30,064
April									46,231
May									89,784
June									130,216
									1,306,898
Unappropriated Balances									
									72,330
Transfer from General Fund									
						1,650,536	*		
30% Short-term						495,161			
Short-term Interest						18,457			
						513,618			
70% Long-term							1,155,375		
Long-term Interest							0		
							1,155,375	*	

*Estimate Based on Actual through July and Budgeted Figures
Agrees to Financial Statements

Dare County Tourism Board - Event Site Fund
Statement of Revenue and Expenditures - Actual and Budget
July 2020

	Jul 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income	0.00	12,500.00	-12,500.00	0.0%
3210 · Interest Income	27.04	150.00	-122.96	18.0%
3250 · Lease Income	2,669.00	45,600.00	-42,931.00	5.9%
9999 · Unappropriated Funds	0.00	20,000.00	-20,000.00	0.0%
Total Income	2,696.04	78,250.00	-75,553.96	3.4%
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	0.00	40,000.00	-40,000.00	0.0%
6440 · Insurance	0.00	7,200.00	-7,200.00	0.0%
6580 · Utilities	1,952.78	63,975.00	-62,022.22	3.1%
6610 · Repairs & Maintenance	23,324.99	168,035.00	-144,710.01	13.9%
6700 · Office Supplies	0.00	270.00	-270.00	0.0%
9990 · Unappropriated Other Expenses	0.00	20,000.00	-20,000.00	0.0%
Total Expense	25,277.77	349,480.00	-324,202.23	7.2%
Net Ordinary Income	-22,581.73	-271,230.00	248,648.27	8.3%
Other Income/Expense				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	0.00	271,030.00	-271,030.00	0.0%
Total Other Income	0.00	271,230.00	-271,230.00	0.0%
Net Other Income	0.00	271,230.00	-271,230.00	0.0%
Net Income	-22,581.73	0.00	-22,581.73	100.0%

DARE COUNTY TOURISM BOARD

31-Jul-20

TYPE OF ACCOUNT BANK	CHECKING SOUTHERN	NC CAPITAL MGMT TRUST	M MARKET PNC	M MARKET SOUTHERN	CD'S SOUTHERN	CD'S FIRST BANK	CD's TOWNE BANK	CD's FIRST NATIONAL	TOTAL
GENERAL FUND	19,701	3,315,508	556,747	604,407	0	1,000,000	1,000,000	1,024,495	7,520,858
RESTRICTED FUND	94,634	953,621			250,000	765,169	503,099	0	2,566,522
TRAVEL GUIDE	14,308								14,308
MERCHANDISE SALES	150,568								150,568
EVENT SITE FUND	138,250								138,250
TOTAL	417,460	4,269,129	556,747	604,407	250,000	1,765,169	1,503,099	1,024,495	10,390,506
TOTAL % EACH BANK	12.24%	41.09%	5.36%			16.99%	14.47%	9.86%	100.00%
INTEREST RATES	0.25%	0.07%	0.05%	0.25%	0%	2% on 2	0.81%	1.5% on 2	
TOTAL CHECKING & CD'S	10,390,506								
60% ALLOWED IN ANY BANK	6,234,304								
25% ALLOWED IN ANY ONE INV	2,597,626								

60% General Fund Reserved Balance is \$4,214,445.

100% Restricted Fund Balance Restricted by House Bill 225 \$2,566,522

Marketing Dashboard

thru July 2020

	<u>FY 20/21</u>	<u>FY 19/20</u>	<u>Diff.</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	3,611	6,512	-2,901	-45%
Completed Video Views	0	0	0	#DIV/0!
Total Visits to Website	400,561	284,474	116,087	41%
Online Communities				
Email Subscribers	257,988	203,366	54,622	27%
Facebook	718,345	713,680	4,665	1%
Twitter	40,900	37,600	3,300	9%
Instagram	99,300	78,300	21,000	27%
Pinterest	<u>20,662</u>	<u>20,000</u>	<u>662</u>	<u>3%</u>
Online Communities Subtotal	1,137,195	1,052,946	84,249	8%

Devices JULY 2020

Mobile	66%
Desktop	30%
Tablet	4%

COVID-19 Entry Restrictions: March 17-May 16, 2020.

Client: Outer Banks Visitors Bureau

Report Time Period: July 2020



Dashboard Overview

Overview

July 2020 included some marketing efforts to provide maintenance support for the remainder of the summer season. However, the majority of media efforts concluded in June 2020. Overall metrics were up for many KPIs as the past few summer months have proved to be successful at capturing interest and consideration for active or future visitation to the islands.

Outerbanks.org measured increased YOY metrics in most meaningful KPIs including overall site traffic, newsletter sign-ups, lodging and partner referral clicks to key partner pages off of outerbanks.org. The main media tactics employed in July were Social, SEM and Email marketing.

Highlights for July:

- Recorded over 401K site sessions - total traffic is up 41% YOY, increases were primarily driven by organic search, social, referral, direct and email based traffic sources.
- Measured YOY increases in key website KPIs: newsletter sign-ups (+166%), Partner referral clicks (+18%), Lodging referral clicks (+58%)
- Delivered two waves of emails in July including a co-op partner email distribution promoting local businesses in Hatteras Island, Roanoke Island and the Northern Beaches.
- Tested Family email segment which delivered significant response rates - achieved over 2x the open rate and 4x the click through rate than our standard email deliveries.
- SEM delivered strong conversion metrics - Bing outperformed Google in conversion metrics for the month of July. Overall SEM performance is almost back to benchmarks set pre-pause in March.

Completed Optimizations

- Completed pacing and tracking of all Spring/Summer campaign efforts across all partners - delivered ~99% of planned budgets - savings will be transferred to future campaign invoices.
- Completed the run of Corona blues through July.
- Spent 99% of overall July SEM budgets - August - October budgets enabled and authorized.

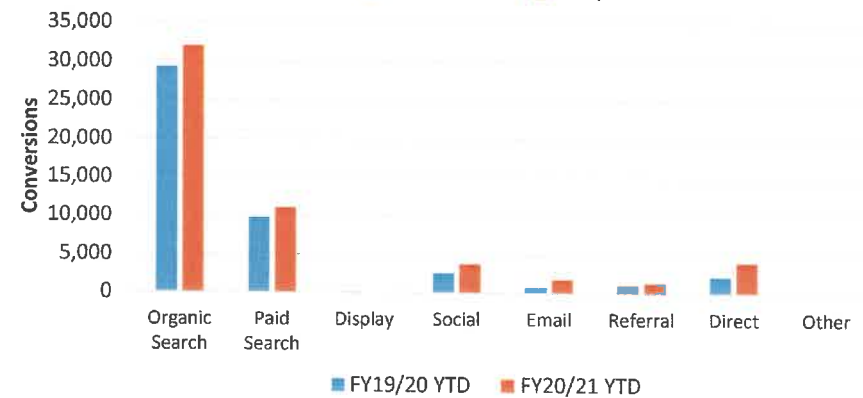
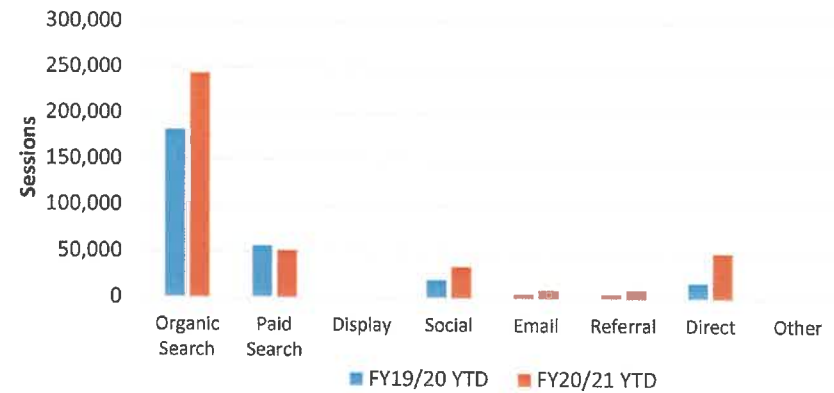
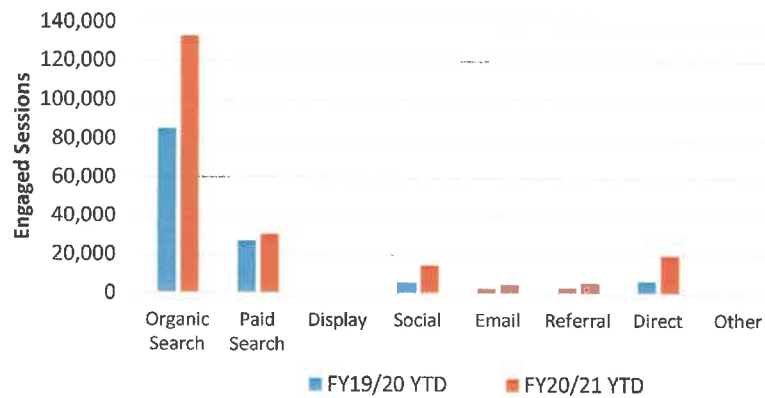
Action Steps

Topic	Commentary
Spring/Summer Campaign	Provide a recap deck for FY19/20 Spring/Summer Campaign.
SEM	Continue to monitor SEM into the Fall season.
Email	Continue to test segmentation and new deliveries.

Website Overview

	Jul-20	YoY	FYTD	YoY
Sessions	400,561	41%	400,561	41%
Engaged Sessions	201,923	57%	201,923	57%
Any Conversion*	53,869	19%	53,869	19%
eNews Sign Up Conversion	3,071	166%	3,071	166%
Travel Guide Conversions	3,461	-23%	52,963	-6%
Listing Referral Conversions	48,503	19%	48,503	19%

*All conversions are "1-per-session."

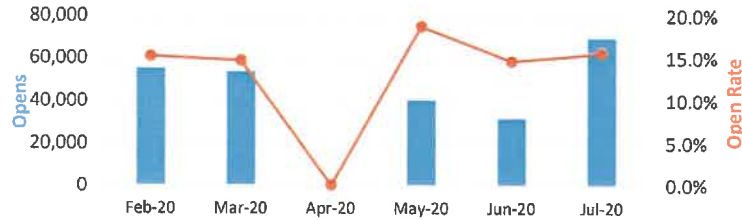


Client: Outer Banks Visitors Bureau
Report Time Period: July 2020

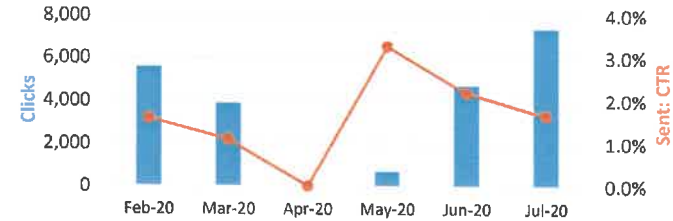


Email Marketing Campaign Overview

Opens and Open Rate by Month



Clicks and Click Rate by Month



Total Campaign Performance by Month

Month	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Feb-20	361,303	360,745	55,411	15.3%	5,608	1.6%	10.1%	558	899	124
Mar-20	364,581	362,052	53,951	14.8%	3,907	1.1%	7.2%	2,529	656	92
Apr-20	0	0	0	0.0%	0	0.0%	0.0%	0	0	0
May-20	213,981	213,593	40,368	18.9%	709	3.3%	17.4%	388	488	4
Jun-20	215,614	215,392	31,730	14.7%	4,748	2.2%	15.0%	222	409	2
Jul-20	447,579	446,494	69,855	15.6%	7,437	1.7%	10.6%	545	982	49
GRAND TOTAL	3,001,860	2,992,222	439,787	14.7%	40,290	1.3%	9.2%	9,098	7,255	823

Top 10 Links Clicked - Current Month*

Link	Clicks*	Open: CTR
/plan-your-trip/offers-and-packages/	1,263	3.1%
/restaurants/	677	1.7%
/event/sunset-festival-mermaid-mondays/1775/	461	1.1%
/event/wings-%26-wishes-butterfly-release/4350/	411	1.0%
/things-to-do/	386	1.0%
/event/light-up-the-night-sip-rentals/1489/	321	0.8%
/blog/post/top-10-things-to-do-during-your-obx-vacation-in	393	1.0%
GRAND TOTAL	3,912	1.8%

* link clicks include forwarded email clicks

Email Performance - Current Month

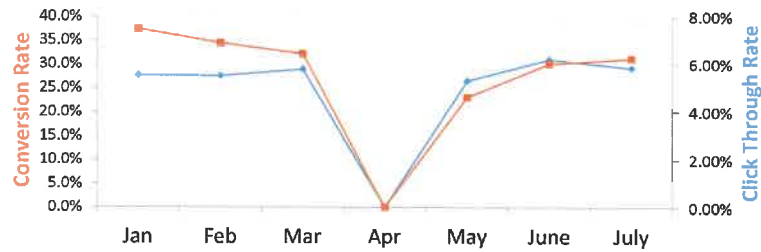
Subject Line	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
There's still time for an OBX summer getaway!	219,048	218,713	36,587	16.7%	4,157	1.9%	11.4%	335	569	3
Plan a family getaway to remember	3,180	3,174	957	30.2%	258	8.1%	27.0%	6	22	0
Tips for staying on Hatteras Island	85,766	85,763	14,156	16.5%	1,520	1.8%	10.7%	93	186	1
Tips for staying on Roanoke Island	57,688	57,635	6,600	11.5%	493	0.9%	7.5%	53	75	16
Tips for staying on the Northern Beaches	81,897	81,839	11,555	14.1%	1,009	1.2%	8.7%	58	130	29
GRAND TOTAL	447,579	447,124	69,855	15.9%	7,437	1.7%	10.6%	545	982	49

Client: Outer Banks Visitors Bureau
Report Time Period: July 2020

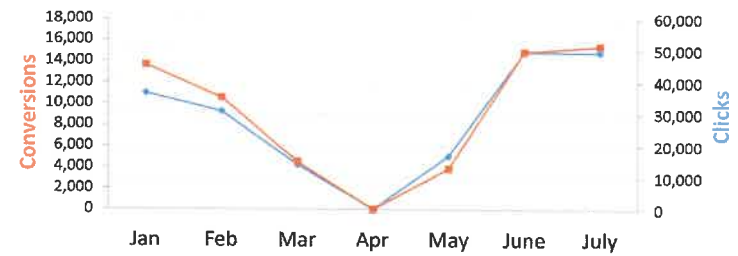


SEM Campaign Overview

Conversion and Click Through Rates by Month



Conversion and Click Volume by Month



Total Campaign Performance by Month

Month	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Jan	\$28,976	36,584	662,632	5.5%	\$0.79	13,635	\$2.13	37.3%
Feb	\$20,307	30,838	561,570	5.5%	\$0.66	10,582	\$1.92	34.3%
Mar	\$9,083	14,124	244,349	5.8%	\$0.64	4,542	\$2.00	32.2%
Apr	\$0	0	0	0.0%	\$0.00	0	\$0.00	0.0%
May	\$11,702	16,818	316,894	5.3%	\$0.70	3,883	\$3.01	23.1%
June	\$33,097	49,624	798,738	6.2%	\$0.67	14,913	\$2.22	30.1%
July	\$34,937	49,457	845,880	5.8%	\$0.71	15,443	\$2.26	31.2%
GRAND TOTAL	\$317,237	463,429	8,794,057	5.3%	\$0.68	125,079	\$2.54	27.0%

Total Campaign Performance by Platform

Platform	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Google	\$14,943	28,758	422,175	6.8%	\$0.52	6,582	\$2.27	22.9%
Bing	\$19,994	20,699	423,705	4.9%	\$0.97	8,861	\$2.26	42.8%
GRAND TOTAL	\$34,937	49,457	845,880	5.8%	\$0.71	15,443	\$2.26	31.2%

Client: Outer Banks Visitors Bureau
Report Time Period: July 2020



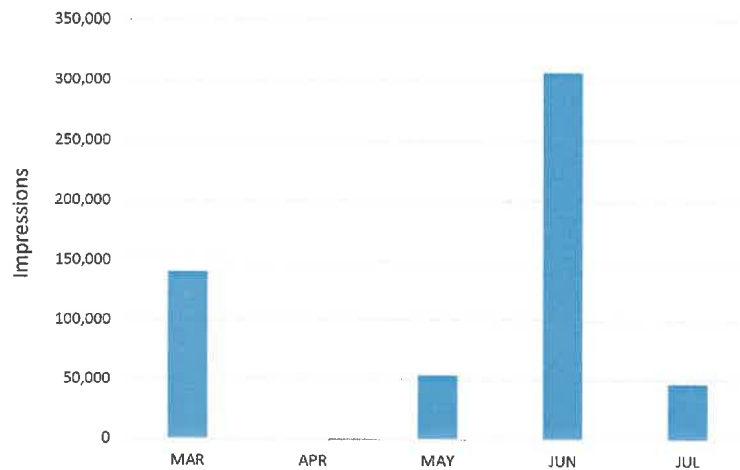
Audio Overview

Campaign Overview: FY20 Spring- Summer Audio Details by Tactic

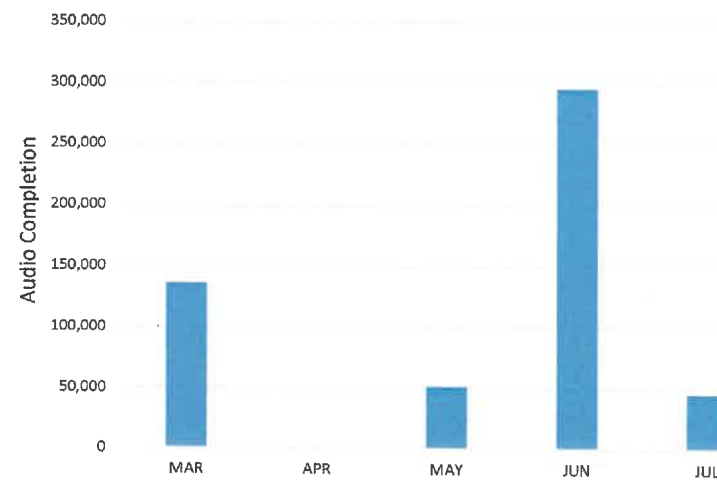
Notes: All digital efforts were paused on 3.16.2020 due to the Covid-19 outbreak. All digital efforts were re-launched the week of 5.25.20 and new budgets are reflected below.

Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Player Completions	Cost/ Completed View	Radio Completion Rate	Conv.	Cost / Conv.	Conv. Rate
Digital Radio	\$7,899	\$7,898	463,506	267	0.06%	\$29.58	447,629	\$0.02	97%	0	0	0.0000%
Digital Radio Incremental	\$2,000	\$1,772	100,836	101	0.10%	\$17.54	96,826	\$0.02	96%	0	\$0	0.0000%
FY20 Spring-Summer Total YTD	\$9,899	\$9,670	564,342	368	0.08%	\$23.56	544,455	\$0.02	96%	0	\$0	0.0000%

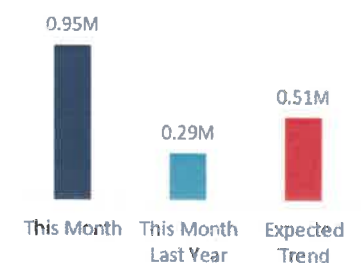
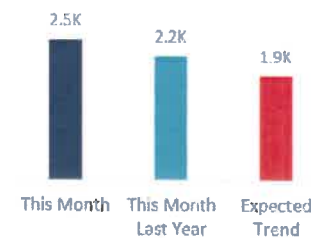
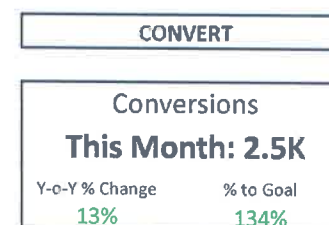
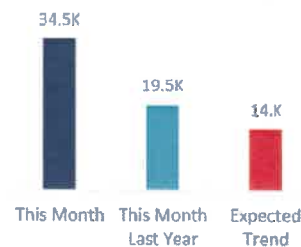
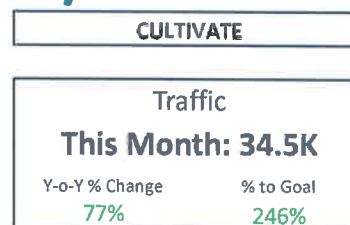
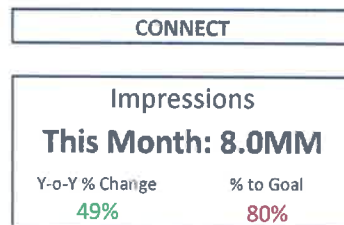
Digital Radio: Total Impression Volume by Month



Audio View Completions by Month



Executive Summary



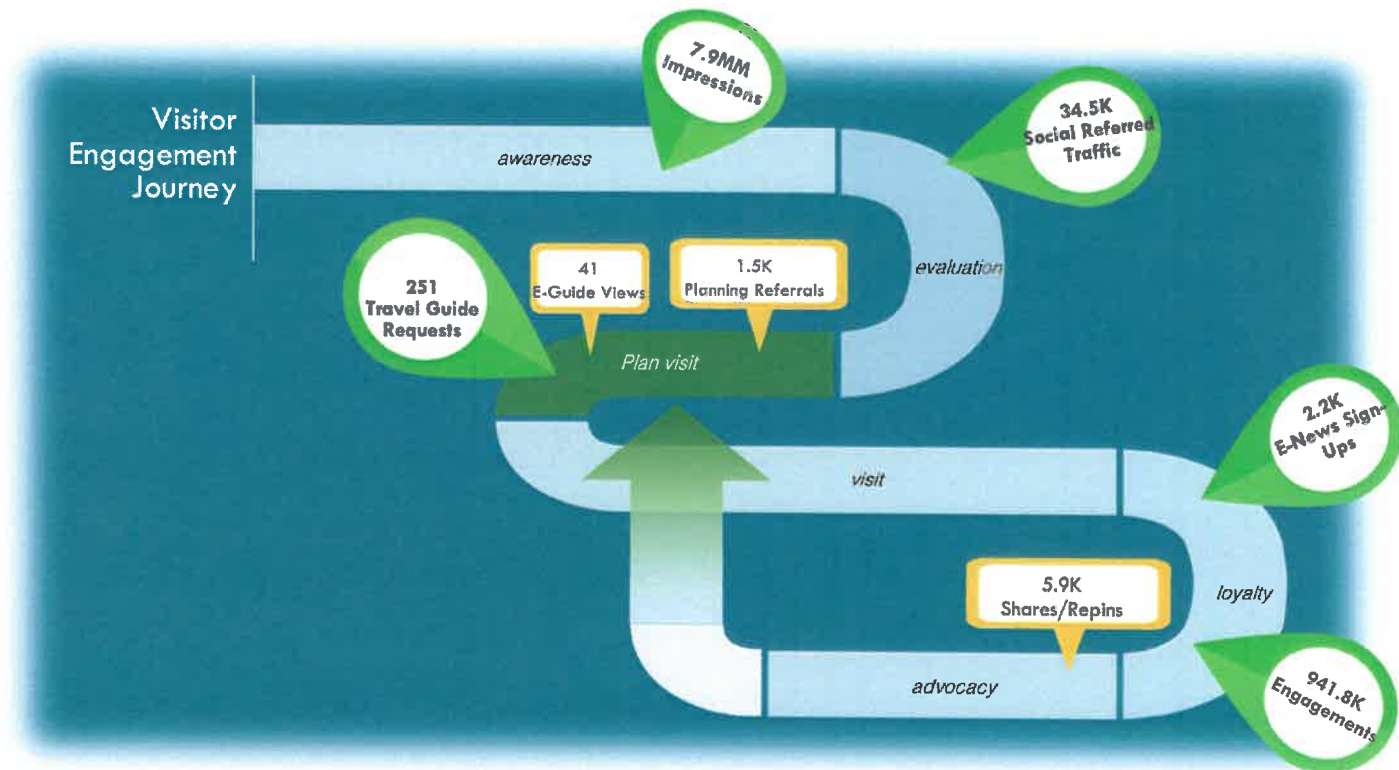
Monthly Highlights:

- All KPIs in July 2020 performed above last year July actuals. With the exception of impressions, all KPIs are performing above the projected trend to goal.

Recommendations/Next Steps:

- Allocate additional spend to traffic-driving Pinterest ads.
- The next time food content is posted, test creative featuring food in an identifiably beach/waterfront scene.

Visitor Journey



TOURISM SALES & EVENTS ACTIVITY – AUGUST 2020

Soundside Event Site:

While most of the 2020 events for the Soundside Event Site have rescheduled their event dates to 2021; the following events are currently still on the schedule for Fall 2020:

- **Surfalorus Drive In Movie** | September 23, 2020 (*tentative*)
- **OBX Rod and Custom Car Show** | October 2 – 3, 2020 (*rescheduled from May 1-2, 2020*)
- **Outer Banks Food Truck Showdown** | November 22, 2020 (*rescheduled from September 13, 2020*)

Attached is the updated 2021 schedule for your review.

2020 Outer Banks Tourism Summit | Rescheduled to November 5th:

The Bureau's 8th Annual OBX Tourism Summit has been moved to Thursday, November 5, 2020; 8:00am – 3:00pm at the Sanderling Resort's Event House in Duck. Staff is currently working on the agenda and securing presenters for our new date. The Summit brings together industry partners from all over Dare County to learn about the latest marketing trends, network with local tourism colleagues as well as catch up on the current topics facing the Outer Banks vacation industry. What an interesting year it's been.

If an in-person summit is not an option this year, we will be moving our annual meeting to a webinar format over the same date.

Is Your Website Listing Showcasing Your Best Information?

Staff recently emailed our industry partners encouraging them to refresh their current free website listings with updated copy and photos as we launch a brand-new outerbanks.org in the next few weeks. We sent our partners a message of not being left behind with old information; revise your website listing and showcase your company's best side when the new and improved outerbanks.org is launched. Our 2020 Fall marketing campaign will be encouraging visitors to check out our website for destination and partner information.

Future Trade Show Dates and Locations:

Tourism Sales will be sitting out on the in-person trade shows for the remainder of 2020. With the conference/trade show sector in flux, staff will be participating in a few virtual options if available. Staff is currently scheduled for the following trade show:

- January 30 – February 2, 2021: American Bus Association Annual Marketplace, Baltimore, MD

2021 Soundside Event Site Schedule

Name of Event	Date of Event	Site Reserved
OBX Rod & Custom Festival	Friday, April 30 - Saturday, May 1, 2021	Thursday, April 29 - Sunday, May 2, 2021
OBSF's Chowder Banks Fest	Saturday, April 24, 2021	Thursday, April 22 – Sunday, April 25, 2021
Dare2Care OBX Shred Fest	Saturday, May 15, 2021	Thursday, May 13 - Sunday, May 16, 2021
Outer Banks Food Truck Showdown	Sunday, May 29, 2021	Thursday, May 27 - Tuesday, May 31, 2021
Soundside FunFair (tentative)	Thursday, June 10 - Sunday, June 13, 2021	Tuesday, June 8 - Monday, June 14, 2021
Outer Banks Food Truck Showdown	Sunday, September 12, 2021	Thursday, September 9 - Tuesday, September 14, 2021
OBX Jeep Jam	Friday, September 24 - Saturday, September 25, 2021	Friday, September 24 - Saturday, September 25, 2021
Outer Banks Seafood Festival	Saturday, October 16, 2021	Tuesday, October 12 - Tuesday, October 19, 2021
OBX Brewtag	Saturday, October 23, 2021	Wednesday, October 20 - Monday, October 25, 2021

updated: August 2020

PUBLIC RELATIONS REPORT: Aug 2020

EARNED MEDIA – FULFILLMENT

Travel + Leisure | Jul 2020 “Everything You Need To Know About Camping In North Carolina’s Outer Banks” 4.7 MM UVM <https://bit.ly/3gL6dfv>

AAA Carolinas | Aug 2020 “26 Kayaking Spots In The Carolinas.” Outer Banks made the list with Kitty Hawk Kites as the suggested outfitter. Reach 1.3MM households. <https://bit.ly/3jQ1FWV>

Recreation News | Aug 2020 “Travel Options Are Limited, But There Are Still Places To Get Away.” Columnist Carol Timblin suggests the Outer Banks as a drive destination to consider as a getaway from the greater DC area during the summer of COVID-19. 250K circulation. <https://bit.ly/2CdKAFu>

Birmingham Magazine | May 2020 “Experience The Wild Beauty Of North Carolina’s Outer Banks” The OBVB PR team worked with Julia Sayers to develop content for this article. <https://bit.ly/2PFAZKL>

INFLUENCER CONTENT – FULFILLMENT

Alicia Tenise | Jul 2020 “Beyond The Beach: Where To Eat And Things To Do In The Outer Banks” The OBVB PR team worked with Washington, DC-based content creator Alicia Tenise in Fall 2019. She has 32K followers on her IG channel @AliciaTenise. Her story is published on her self-titled website. <https://bit.ly/3ivjGZ4>

Sucheta Rawal | Jul 2020 “Road Trip Through Charming Towns In The Outer Banks” Sucheta is an Atlanta-based author who contributes to premium travel and discovery publications. The Outer Banks Visitors Bureau provided travel guidance to her this spring for research. Her first story installment is published on her website GoEatGive.com <https://bit.ly/2Y3RjK7>

EARNED MEDIA – IN DEVELOPMENT

Lonely Planet | Aaron worked with contributor Janine Clements for insider travel tips to Duck and Nags Head. 4.06 MM UVM.

Daily Mail | We anticipate a story featuring an Outer Banks road trip based on writer Anastasia Miari’s 2019 in-market visit and already published articles. 1.1MM circulation

Group Today | Sep 2020 Reviewing destinations that may have updates late summer or fall with regards to openings, etc.

INFLUENCER PROJECTS – IN DEVELOPMENT

Neha Rao | Aug 2020 We worked with influencer Neha Rao, a Charlotte, NC newcomer for her first Outer Banks trip. Her story is due out any day. She’s a fashion/lifestyle forward IG content creator w/ 43.6K followers @TheGeminiAllure and a photo-documented travel journal at www.thegeminiallure.com We’ll be sure to share and promote on our blog at outerbanks.org!

THE OUTER BANKS PROJECT

Dominique Parrish | Aug 2020 We're working with Raleigh, NC family blogger Dominique Parrish on a story that will show the appeal of an Outer Banks trip for Triangle market families this summer and fall on her blog <https://welltraveledchild.com>. Check out some of her stops along the OBX at @WellTraveledChild.

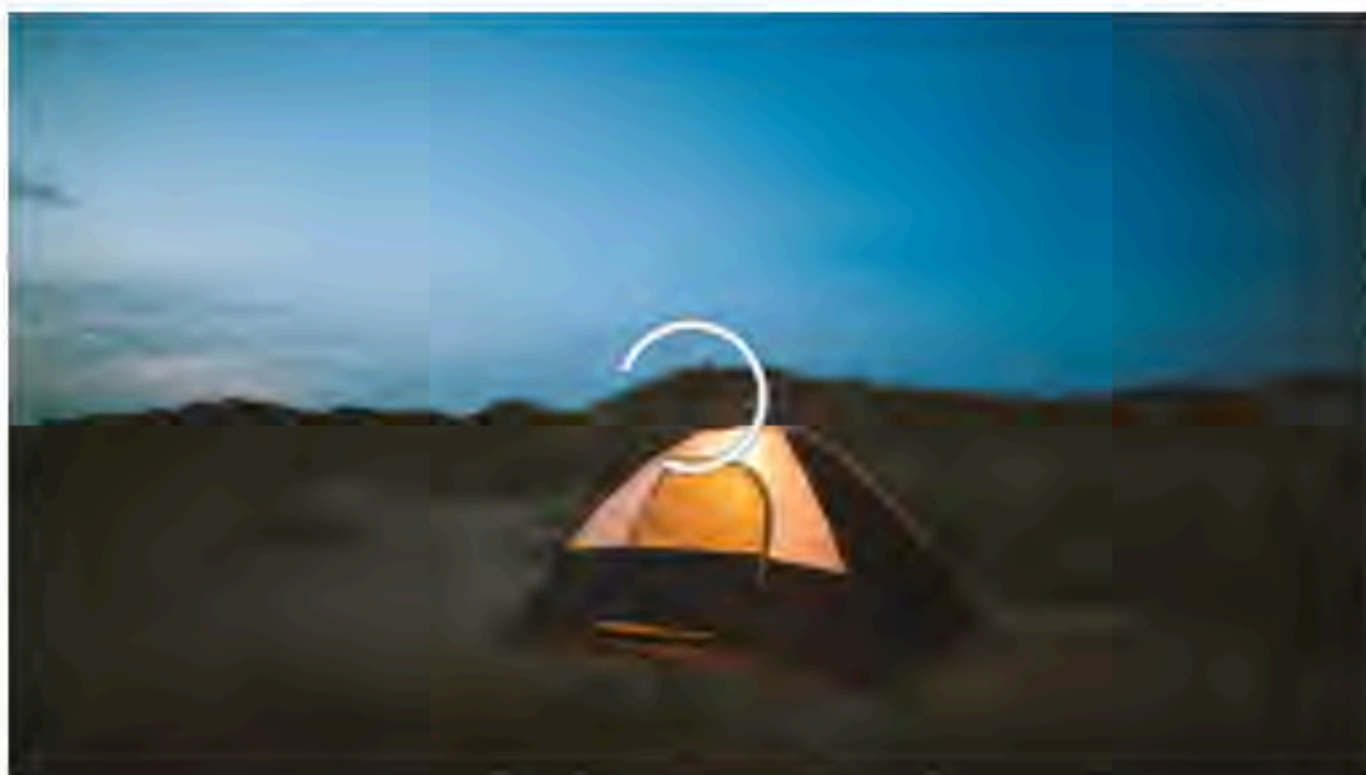
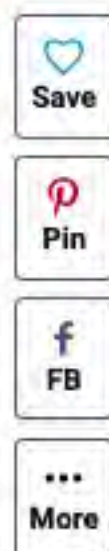
Carl Hedinger | Aug 2020 We're collaborating with Durham, NC based influencer Carl Hedinger and his wife Christina @TravThroughLife for a family and kid-friendly guide of activities this summer and fall on the Outer Banks. Check out some of their past reviews at NCtripping.com.

Jonathan Sweet | Aug 2020 IG photographer Jonathan Sweet is hoping to pick up where we left off when Hurricane Dorian cut his content creation trip short. 212K followers @JonTaylorSweet. You may have seen some of his past work in the Outer Banks Official Travel Guide and outerbanks.org

Everything You Need to Know About Camping in North Carolina's Outer Banks

The best campgrounds in area, important packing essentials, safety tips, and much more.

BY ANNE OLIVIA BAUSO JULY 24, 2020



Editor's Note: Travel might be complicated right now, but use our inspirational trip ideas to plan ahead for your next bucket list adventure.

The remote Outer Banks is one of the East Coast's most astonishing areas of peace, quiet, and [natural beauty](#). Soaring dunes, serene maritime forests, and mile after mile of [pristine sandy beaches](#) — it's no wonder the region is a point of pride for [North Carolinians](#). And you can visit the dreamy, dazzling island chain without setting foot in a hotel or vacation home (or sending your savings into a nose dive). Dotting the secluded barrier islands are dozens of wallet-friendly campgrounds, from lively oceanfront compounds to sleepy soundside retreats. A successful [camping trip](#) in the Outer Banks requires tackling some logistics, so we're here with things to know before you go, plus recommendations for popular campgrounds in the area.

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Book campsites ahead.

Campgrounds give Outer Banks travelers a chance to not only see this special sheltered world, but to really *live* in it—just imagine unzipping your tent or stepping out of your trailer to the sound of rolling surf and the sight of billowy sand dunes and sea oats rustling in the breeze. Last-minute travelers might luck into an open site upon arrival, but it's always safer to lay claim to your slice of island before you go. (This is particularly true during summer holiday weekends.) Campgrounds managed by the [National Park Service](#) require site-specific reservations at least three days in advance.

Know your needs.

Almost all Outer Banks campgrounds have spots for both tents and [RVs](#). (Very few, like OBX Campground, are RV only.) It's easy to find tent and RV sites in the Outer Banks that come with hookups for water and electricity — as well as RV sites with full hookups (water, electricity, and sewer service) — but not *all* campgrounds offer these utilities. More rustic properties might only have nonelectric sites for tents and RVs; the NPS-managed [Ocracoke](#), [Frisco](#), and [Cape Point](#) campgrounds fall into this bucket.

No tent or RV? No problem.

It's entirely possible to experience camping in the Outer Banks without pitching a tent or owning an RV. Many campgrounds have rental cabins, cottages, or RVs permanently parked on-site as accommodation options. [Cape Hatteras KOA Resort](#) even has a large modern beach house separated into apartment-like rental suites, each with a kitchen and balcony.

Amenities, vibe, and scenery vary wildly.

More than two dozen campgrounds operate during the summer (fewer in the off-season) and every one of them is distinct. For campers who want little more than a patch of land to call their own, there are simple facilities with few to no frills — the beachfront Frisco Campground without hot water or electricity is one such option. Those looking for more bells and whistles can opt for a more resort-like compound, complete with full-utility sites and amenities like pools, game rooms, tennis courts, and general stores. (Features may be limited this year due to COVID-19.)

There's also the matter of finding a campground with the right topography for you. If you specifically want to sleep on the sound or park yourself at the base of the beach dunes, then a bit of research and advance booking might be in order. Bear in mind that shade is not a guarantee for beach camping; consider going a bit inland on Hatteras Island if this is a priority for you. It is possible to find a site cradled in a wooded area; there are Frisco Campground tent sites tucked into an evergreen canopy, for example. Some sites, like [Oregon Inlet Campground](#), are entirely unshaded.

You don't need a camping permit, but there are restrictions.

Permits are not required for camping in the Outer Banks, but you must stay in official campgrounds that are either privately owned or managed by the National Park Service. Oceanfront camping means behind the barrier dunes; camping on the beach itself is not allowed. The one exception to this rule is the very rustic, very under-the-radar Portsmouth Island, an undeveloped paradise accessible only by boat. There, you can pitch a tent right on the beach and sleep under the stars.

Nearly all campgrounds are pet-friendly.

Outer Banks campgrounds are typically very pro-dog — quite a few even have dog-friendly features like canine parks and agility courses. Caveats: Campgrounds may have fees and leash policies. Even pet-friendly properties might not allow pets in certain accommodation types, like rental cabins.

Gear up.

Of course, camping requires a bit more prep work than a holiday spent in a hotel or vacation house. Make a thorough [packing checklist](#), including any necessary gear (tent, tarp, extra-long stakes for the sandy soil, sleeping pads and bags, lantern, flashlight, camping chairs), cookware (food, cook stove, pot, cooler, dishes, utensils, cups, mugs, tablecloth, waterproof matches, paper towels), and other supplies (rain gear, solar battery charger, pocket knife, sunscreen, tick/mosquito repellent, toiletries, first-aid kit, bottled water, binoculars for wildlife spotting, beach reads, a pack of cards). If you're staying in a cottage or cabin, check to see if you need to provide your own linens and pillows. Consider mosquito netting and a small broom for whisking sand out of your tent, RV, or cabin.

Many campgrounds — but not all — have general stores stocked with essentials. For anything forgotten or in need of replenishment, there are produce stands, fish markets,

and small local shops throughout the islands, plus several Outer Banks outposts of the big-box, North Carolina-based Food Lion grocery store.

Naturally, you'll also need to pack beach items: swimsuits, hats, sunglasses, towels, and cover-ups. Many campgrounds have laundry facilities, so you can plan on doing a load or two rather than overthinking the clothes packing. On the shoe front, make sure to bring shower shoes and something closed-toe (and socks!) for walking, as sand spurs, prickly pear, and poison ivy might be an issue.

Plan your route.

As with any remote destination, there are logistics involved in getting to and around the Outer Banks. Accessing the 100-mile sweep of islands means crossing long, low bridges or catching ferries to secluded points otherwise inaccessible from the North Carolina mainland.

Although unlikely, bridge and road closures completely cutting off the Outer Banks are not unheard of (as was the case in the March 2020 effort to keep coronavirus at bay). A much more common issue is sticky Saturday traffic — most vacation homes are Saturday-to-Saturday rentals, and the roads can get choked with renters coming and going. Parking is free at the beaches and in the towns.

A ferry or boat crossing is the only way to reach the Outer Banks islands of Portsmouth and [Ocracoke](#) — perhaps the most charming destination in the region. The ferry scoots riders and vehicles across the inlet and into Ocracoke's pretty harbor. Overnighters can set up camp at Teeter's Campground, Jerniman's Campground, or Ocracoke Campground.

Take a break from the camp stove.

One of the joys of camping is throwing dinner on the grill. But when you're ready for a breather, consider a pickup from the islands' local seafood spots, barbecue joints, and country-style cafes. (There's not a national chain among them.) The SaltBox Cafe, High Cotton BBQ, and Outer Banks Boil Company have all earned a devoted following. From

the latter, you can get a big pot of juicy shrimp, spicy Louisiana sausage, fresh corn, and red-skin potatoes, and steam it at camp for a traditional low-country seafood boil.

Keep up COVID-19 precautions.

Most public health experts agree that being outside is generally less risky than being indoors. Both camping and beachgoing are considered relatively low-risk — the sea breeze is an excellent natural ventilator — as long as you maintain social distancing and other safeguards, such as frequent hand-washing (or the use of disinfectant). It's currently mandatory in North Carolina to wear a mask in public if social distancing isn't possible. Wear a face covering when checking in at the front desk, making grocery or takeout runs, going to the bathhouse or other shared spaces, like the communal clubhouses or camp stores. Yes, you can take off your mask at the beach or in the nature preserves as long as you're maintaining distance from others.

Go beyond the campground.

Your Outer Banks camping vacation may be all about swimming, sunbathing, and poring over juicy thrillers on a private spot on the sand. For those who want to pepper in a bit more adventure, recommended activities include kayaking through the maritime forest and marshland at Kitty Hawk Woods Coastal Reserve and off-roading across Corolla to see wild horses roaming free. The super-intrepid can kiteboard, wreck dive, or hang glide over Jockey's Ridge State Park — home to the tallest sand dune on the East Coast. (Even if soaring through the air in an unpiloted aircraft isn't your thing, you shouldn't miss sunset at Jockey's Ridge; the towering dune is an amazing place to see the sun sink into Albemarle Sound.)

For bike lovers, cycling along the Outer Banks' bikeways, sidepaths, and multiuse trails is a fantastic way to explore the area. Need more ideas? There are quaint coastal villages, hiking trails and ecological preserves (don't miss Nags Head Woods Preserve), and outdoor attractions like lighthouses, beach piers, and the Wright Brothers National Memorial to check out.

Best Outer Banks Campgrounds

Ocracoke Campground

Anyone who wants a back-to-nature, off-the-grid-esque beach getaway will be delighted by [Ocracoke Campground](#). This solitary NPS site is accessible only by ferry (as is the whole of Ocracoke), and is located about four miles from the island's quaintly bustling harbor and village. Those who make the trek are rewarded with pretty evergreen scenery, rustic campsites at the foot of rolling dunes, and direct access to a seemingly deserted sweep of stunning beach. Tent and camper spots are nonelectric and first-come, first-serve, and the showers in the bathhouse are cold water only (rarely a problem in the heat of summer). There's no Wi-Fi, but cell phone signal is reportedly decent.

Cape Hatteras KOA Resort

Nestled between the Pamlico Sound and the Atlantic Ocean, [this pet-friendly campground in Rodanthe](#) comes closer to a resort experience than most OBX camping spots — features include a year-round zero-entry pool, a dog park, and, most importantly, beach access. A fleet of bike, kayak, paddleboard, and golf cart rentals stand at the ready for island exploration. From the campground, it's a short drive or bike ride to the Pea Island National Wildlife Refuge, a protected bird habitat.

Wi-Fi-equipped lodging options range from grassy tent sites (with water, electricity, a campfire ring, grill, and sheltered picnic table) to cute elevated cabins that sleep up to eight, with full baths, kitchens, and cable TV.

Cape Woods Campground

On the flip side of the bustling KOA experience is [Cape Woods Campground](#), a chilled-out spot in Hatteras Island's woodsy interior (a short drive or bike ride from the beach). The family-owned property has a sampler platter of ways to stay: RV sites with full hookups, tent sites, and half a dozen wood cabins. Guests happy to trade immediate proximity to the water for quiet, shady grounds will be happy at this hidden gem.

Oregon Inlet Campground

Don't come to [Oregon Inlet Campground](#) expecting activities and amenities galore. This simple, peaceful Nags Head property — a shoo-in for fishing enthusiasts wanting to be near Oregon Inlet — has both electric and nonelectric sites for tents and RVs. A lack of shade might be a con for some.

Camp Hatteras RV Resort and Campground

[This 50-acre site on Hatteras Island](#) stretches from sound to sea, with 1,000 feet of shoreline on both bodies of water. Its long list of amenities — multiple pools, shared kitchen facilities, washer/dryers, Wi-Fi, a camp store, bike and water sports rentals, and games like tennis, shuffleboard, corn hole, and mini golf — make it especially popular with large groups and families. The majority of the lots are RV sites with full hookups, though there is a smattering of tent sites (with water and electricity) and six-person wood cottages with TVs, baths, and full kitchens.

Ocean Waves Campground

At 68 sites, this is a smaller facility with solid amenities (a swimming pool, camp store, laundry room, and hot showers) and a low-key vibe. The family-owned [Ocean Waves](#) offers a combo of electric/nonelectric tent sites and RV sites — some a stone's throw from the dunes — with an option of tacking on cable. Sites have picnic tables but no fire pits, though beach fires are allowed in this area with a [permit](#).

Frisco Campground

Part of Cape Hatteras National Seashore, [this back-to-basics campground](#) immerses visitors in the Outer Banks landscape of dunes, salt marshes, and shrub thickets. The camp is quiet, clean, and well-maintained, offering little more than picnic tables and charcoal grills. (No utility hookups or hot-water showers here.) Some elevated sites on the dunes have views of the ocean, though no shade; lower sites are blanketed in shady vegetation, but lack views.

Rodanthe Watersports and Campground

Laid-back, family-owned [Rodanthe Watersports and Campground](#) is located on the Pamlico Sound, letting tent campers and RVers station themselves right on the serene shoreline. Water and electricity are add-ons for those who want them. The sleepy soundside spot also rents equipment for all manner of land and water activities: bikes, stand-up paddleboards, kayaks, surf- and boogieboards, beach chairs, umbrellas, and even sailboats. Note that this is a humble, homey spot with a few dozen sites, some grills, a bathhouse, and a fish-cleaning station; it's too small for big rigs.



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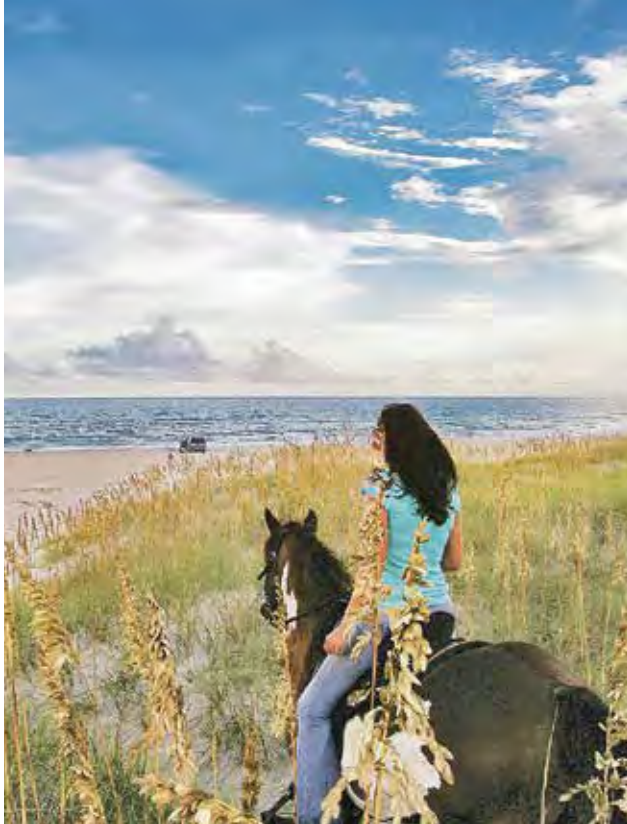
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MORE WAYS TO GET AWAY

TRAVEL OPTIONS ARE LIMITED, BUT THERE ARE STILL PLACES TO GET AWAY

With COVID-19 still looming large, people have been sticking close to home this summer. However, if you are feeling just a little adventurous and want to celebrate summer's end, consider a road trip to the Outer Banks of North Carolina, aka OBX. It's a straight shot from the D.C. area to the Virginia-North Carolina border,



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about a six-hour drive. Much of the Outer Banks is included in the Cape Hatteras National Seashore, offering wide-open spaces, windswept beaches, scenic lighthouses, fishing villages, and a plethora of recreational opportunities. The barrier islands south of Ocracoke Island are included in the Cape Lookout National Seashore, another beautiful place to visit.

Be mindful of the fact that North Carolina has not escaped the pandemic. Though the state planned to enter its phase three of re-opening in July, Governor Roy Cooper extended phase two for three more weeks because of an increase in cases in late June. It would be a good idea to check on the current status of cases in North Carolina before you leave home and keep travel plans flexible. The Outer Banks Tourism website is an excellent tool for planning your trip and includes information about getting there, accommodations, dining, ac-

tivities and events, updates on what's open or closed and when, road construction, weather conditions, ferry schedules, travel videos and more.

Note there are some lane closures because of construction on the U.S. Route 64 in the Virginia Peninsula (for real-time updates, tune in to 1680 AM radio). The OBX website even shows the businesses that are committed to the OBX Tourism Pledge: "My business cares about the health and wellbeing of our employees, our community and our customers. We pledge to take the specific actions shown for our business to help slow the coronavirus and prevent its further spread. Please do your part, too."

From D.C., head south to the Hampton Roads area and then follow Virginia State Route 168, which turns into North Carolina State Route 158 at the Virginia/North Carolina state line. Pick up Highway 12 near Kitty Hawk and then go north

for about 10 miles to Duck and Corolla, where the 162-foot brick Currituck Beach Lighthouse was constructed in 1875. The historic Whalebone Club, a 1920s mansion, is something to see. Though the area is isolated and remote, a few inns and restaurants are available. After you have toured the north end, travel back south via Highway 12 to Kill Devil Hills, where Wilbur and Orville Wright accomplished the first manned flight on Dec. 17, 1903 (nps.gov/wrbr). Don't miss Jockey's Ridge State Park, offering dune climbing, kite flying, and hang gliding (ncparks.com).

A few miles west via U.S. 64 is Roanoke Island, where the town of Manteo and the Fort Raleigh National Historic Site are located. South of Kill Devil Hills is Nags Head, offering a plethora of rental cottages, hotels and motels, and restaurants. Though restaurants are currently allowing 50 percent capacity, many have pick-up and delivery service. Several miles south of the town is the 156-foot, black-and-white striped Bodie Lighthouse — built in 1872 and now closed.

At Whalebone Junction, the intersection of U.S. 64, Highway 12 and Highway 158, marks the northern entrance of the Cape Hatteras National Seashore, as well as North Carolina's Outer Banks Scenic Byway, officially established by the state in 2009. One of the newest attractions on Highway 12 is the spectacular Basnight Bridge over Oregon Inlet, which opened last year and connects Bodie Island to Hatteras Island. After crossing onto Hatteras Island, look for the Pea Island National Wildlife Refuge, a favorite for nature lovers, especially birders. The historic Chicamacomico Life-Saving Station in Rodanthe is one of the most complete life-savings stations in the United



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States. In 2018, the station commemorated the 100th anniversary of the heroic rescue of 24 crewmen from the Miro, a British tanker that caught fire when it hit a German mine.

The first Cape Hatteras Lighthouse opened in 1803, was replaced in 1871, moved in 1999 to save it from beach erosion, reopened for climbing in 2003, but is currently closed. Characterized by its black-and-white candy stripe paint pattern, the 150-foot lighthouse is the most photographed lighthouse in the country.

Travelers may take the free one-hour vehicular ferry from Hatteras Island to Ocracoke Island. It is 14 miles via the Outer Banks Scenic Byway from the landing to Ocracoke Village on the southern tip of the island. The Ocracoke Lighthouse, built in 1823 and still in operation, is the second oldest lighthouse in the country. (The infamous pirate Blackbeard was killed on the island in 1718. The wreckage of his *Queen Anne's Revenge*, one of the hundreds of sunken ships in the "Graveyard of the Atlantic," lies near Beaufort, NC.

If you want to retrace your journey, simply head north on Highway 12. Another option is the ferry to Swanquarter or the ferry to Cedar Point and towns on the mainland. Once you arrive at Cedar Point, you might explore the Crystal Coast, which includes the 56-mile Cape Lookout National Seashore, stretching from Ocracoke Inlet to Beaufort Inlet. To reach the remote area, you have to take your own boat or hire a boat to Harkers Island, where there is a visitor center, plus nature trails. All facilities are currently closed and only the beaches are open. In normal times visitors may also tour the Keeper's Quarters Museum, the Light Station Visitor Center, or climb the 163-foot lighthouse that was built in 1857. Portsmouth Village, abandoned by residents, has a visitor center and tours. Swimming, shelling, and sunbathing are popular pastimes in the national seashore (nps.gov/calco; crystalcoastnc.org).

Before going to the Outer Banks, check out outerbanks.org/advisory/ for the latest information on COVID-19 and how it is affecting travel.

continued on page 22

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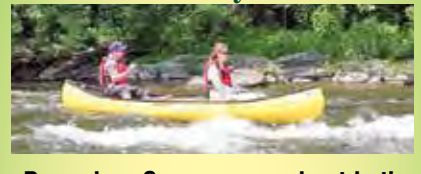
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Scenic Byways in the Mid-Atlantic

Looking for a scenic byway closer to home? The Mid-Atlantic region has a plethora of designated scenic drives that cover hundreds of miles through diverse geographic areas. Virginia is home to four National Scenic Byways — Skyline Drive, Blue Ridge Parkway, Journey Through Hallowed Ground, and the Colonial Parkway — Williamsburg, Jamestown, and Yorktown — (virginia.org).

West Virginia's Highland Scenic Parkway goes through mountainous roads, revealing the wild, wonderful state (wvtouris.org). Maryland's byways include the National Road and the Chesapeake & Ohio Canal (visitmaryland.org). Pennsylvania offers the Laurel Scenic Byway, Lebanon Cornwall Scenic Byway through Dutch Country, and more (visitpa.com). Delaware is home to the Brandywine Valley National Scenic Byway (visitdelaware.com).

Top Virtual Tours
Virtual tours continue to be popular during these trying times of the pandemic. Forbes Magazine (forbes.com) has issued a list of the "World's Top 15 Virtual Tours." The Louvre in Paris is No. 1, followed by the San Diego Zoo, Disney World, the Great Wall of China, Guggenheim, Google Arts Project: Street Art, Eiffel Tower, Metropolitan Museum of Art, Georgia Aquarium, London's National Gallery, Google & NASA's Access Mars, Legoland Hotel, Universal Studios, SeaWorld and the Atlanta Zoo.

Other Travel News
Universal Studios Orlando is open for business, but attendance is not what the park had hoped for. In fact, the theme park laid off a number of employees recently (universallorlando.com).

The phased reopening of Walt Disney World, scheduled for mid-July, was delayed because of a spike in coronavirus cases in Florida (disneyworld.disney.go.com/travel-information)
Carol Timblin welcomes travel news at ctimblin@gmail.com.

flow of customers and safe distancing while browsing. Dining is one of St. Michaels' best-known attractions and for good reason. The quality and variety of restaurants are unusual for such a small town. Obviously, seafood is featured at most places, be it casual or fine dining, but when you've had your fill of crab cakes, enjoy the pub fare, pastries, ice cream and local farm-to-table entrees. Many restaurants already featured outdoor seating to take advantage of water views and the summer weather. They've expanding their seating while others have introduced it. All servers and cleaners wear masks. Customers

are required to do so as well, except while eating. Most restaurants also offer takeout meals. You'll find newly installed picnic tables and benches at most parks throughout town so visitors can enjoy al fresco dining. Hotels and bed-and-breakfasts are taking reservations and are following existing cleanliness procedures and implementing new safety precautions if they are recommended. While RVs are welcome to park at the Chesapeake Bay Maritime Museum parking lot for the day, there are no RV parks in Talbot County. There is RV camping at Tuckahoe and Martinak State Parks in nearby Caroline County.

For more information
stmichaelsmd.org

"It is going to be similar to a TV show with commercials, etc.," said Pingley. "We are just using photos and videos as the content. We will have a commentator live each night and different folks in the studio speaking live as well." Pingley said some fair staples aren't possible this year, such as carnival rides, demolition derby and rodeo. However, look for new features, such as a people's choice award, online auction, food vendor pro-

motions and virtual entertainment. Pingley sees the event, though challenging, as "opening up a new avenue for us" in terms of technology. "We're learning as we go," she said. She hopes the public will embrace the nontraditional fair as the "best option" this year. "We will be back stronger than ever in 2021," she said. For more information: 304-263-5869, berkeleycountyouthfair.org

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SEE THE AREA IN PERSON
Though the youth fair may be virtual, the very real Berkeley County in West Virginia's eastern panhandle has plenty to offer day-trippers from the capital region. Mark Jordan of the Martinsburg-Berkeley County CVB reports that local businesses, farmers markets, restaurants (50 percent capacity) and museums, such as the home of Confederate spy Belle Boyd, are open to the public. Parks also are open, and outdoor activities, such as geocaching, hiking, golfing and water sports, are going strong, especially in the Sleepy Creek Lake area. (304-264-8801, travelwv.com).
Instagram user @valeriedperry recently shared this photo from a trip to the C&O Canal National Historic Park in Maryland using #LivePlayDo.
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26 Kayaking Spots in the Carolinas – Plus AAA Discounts!

July 1, 2020



By Vanessa Infanzon

Kayaking may be one of the easiest ways to get outdoors and social distance this summer. There are bays, lakes and rivers perfect for kayaking — in the Carolinas. Join a guided kayak tour or rent a kayak for a self-guided experience. It's a perfect family road trip, too. Many locations offer tandem kayaks to carry younger children.

Safety Tips From an Expert:

Jim and Teri Pohorsky own and operate Beaufort Kayak Tours. They offer guided tours such as salt marsh and dolphin ecology tours in Beaufort, South Carolina. Kayaking is a sport that doesn't require a lot of specialized equipment, Jim Pohorsky says. He suggests you wear comfortable, water resistant clothing – t-shirt, shorts, swimsuit. This may be the sport where flip flops are OK.

"Physical ability is not all that important to enjoy this sport," Jim Pohorsky says. "A variety of folks can participate in the sport, making it successful and appealing to so many."

Wear the personal flotation device (PFD) just in case you fall out of the boat, and Pohorsky's advice for staying in the kayak is "Keep your nose above your belly button."

COVID-19 Safety

Not ready to visit a restaurant? Pack a picnic, water and snacks! Kayak rental companies clean the kayak, PFD and paddle after each customer but bring supplies to disinfect if you're concerned about cleaning protocols. Consider wearing a mask while you're checking in and setting up the kayaks. Most locations offer online or phone reservations with no contact sales. Rentals typically include the kayak, paddle and PFD.



Kayaker in Elkin

Try one of these 26 places to kayak around the Carolinas



1. Beaufort, SC [Beaufort Kayak Tours](#) (843) 525-0810. Rentals and tours.
2. Beech Mountain, NC: [Buckeye Recreation Center](#), (828) 387-3003. Rentals.
3. Blacksburg, SC: [Kings Mountain State Park](#), (803) 222-3209. Rentals.
4. Blowing Rock, NC – [Price Lake Boat Rentals](#), (828) 963-2292. Rentals.
5. Camden/Lake Wateree SC: [Wateree Marina](#), (803) 475-1226. Rentals.
6. Charlotte, NC: [USNWC](#), (704) 391-3900. Rentals.
7. Cheraw, SC: [Cheraw State Park](#), (843) 537-9656. Rentals.
8. Cross Hill, SC: [Skipper's Landing](#), (864) 715-2542. Rentals.
9. Durham, NC: [Rollingview Marina](#), (919) 596-2194. Rentals.
10. Edenton, NC: [Town of Edenton](#), (252) 482-2832. Rentals.
11. Elkin, NC: [Rocky Forest River Run](#), (336) 469-8652. Rentals.
12. Fort Mill, SC: [Anne Springs Close Greenway](#), (803) 547-4575. Rentals and tours.
13. Hendersonville, NC: [Lazy River Outfitters](#), (828) 756-1386. Tours.
14. Hilton Head, SC: [Hilton Head Outfitters](#), 866-380-1783. Rentals **Members Save! Receive a 10 percent discount with AAA.**
15. Lancaster, SC: [Edgewater Golf Club](#), (803) 577-0195. Rentals.
16. Lexington, SC: [AquaFun Paddle](#), (803) 575-2925. Rentals and tours. **Members Save! Receive a 10 percent discount with code AAA.**
17. McCormick, SC: [Earth Connection Outfitters](#), (864) 993-0109. Rentals.
18. Mount Pleasant, SC: [Coastal Expeditions](#), (843) 884-7684. Rentals and tours. **Members Save! Receive a 10 percent discount with code AAA.**
19. Ocean Isle and Sunset Beach, NC: [Summertide Adventure Tours](#), (910) 833-2418. Rentals and tours.
20. Outerbanks in NC: [Kitty Hawk Kites](#), (877) 359-8447. Rentals and tours.
21. Salem/Lake Jocassee, SC: [Eclectic Sun Paddlesports](#), (864) 944-1191. Rentals and tours. **Members Save! Receive 10 percent discount with code AAA.**
22. Saluda, NC: [Green River Adventures](#), (828) 749-2800. Rentals and whitewater tours. **Members Save! Receive \$5 off whitewater tours with code AAA.**
23. Southport, NC: [Adventure Kayak Tours](#), (910) 454 – 0607. Rentals and tours.
24. Swansboro, NC: [PaddleNC](#) (910) 612-3297. Rentals and tours. **Members Save! Receive \$5 off with your AAA Membership.**
25. Sylva, NC/Tuckasegee River: [Dillsboro River Company](#), (828) 507-2428. Rentals and whitewater tours.
26. Waterloo, SC: [Twin Rivers Landing](#), (864) 554-6498. Rentals.



Best Places to Launch Your Kayak

More experienced kayakers who want a challenge and have equipment (no rental companies close by) can take advantage of these places:

[Four Rivers](#) in Surry County, NC

Paddle Yadkin River, Mitchell River, Ararat River and Fisher River for 100 miles of kayaking adventure. Download a Four Rivers Map online or request one to be sent through the U.S. Mail.

[Saluda River](#) in Anderson, SC

Start at one of the 14 suggested trips or try the Upper Saluda River Blueway at Dolly Cooper Park with its ADA accessible kayak launch. Advanced paddlers have more than 50 miles to enjoy on the Saluda River.

[Glendale Shoals Preserve at Lawson's Fork Creek](#) in Spartanburg, SC

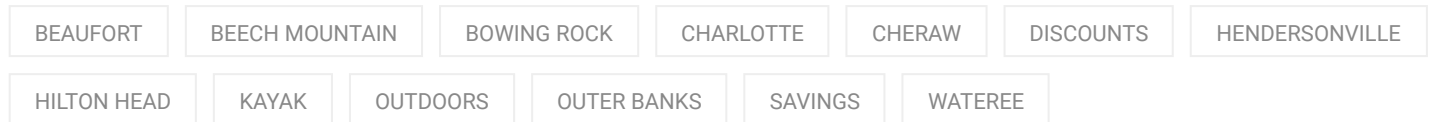
Look for a waterfall cascading over a dam, plant and wildlife. Walk across the shoals and skip rocks, when the water is low. The old mill area. Expect Class II-IV rapids when the water is high.



[Lake Tugaloo](#) in Long Creek, SC

Even extreme sports enthusiasts enjoy a peaceful lake and forest. Bring your kayak here for a serene experience.

Photo credit: Hilton Head at Palmetto Dunes, Beaufort Kayak Tours, Kip Shaw, PaddleNC, Sam Dean and Jackson County Tourism



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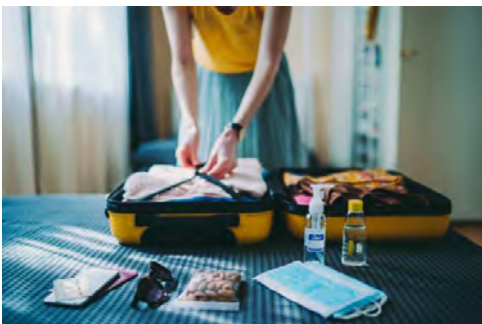
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BEYOND THE BEACH: WHERE TO EAT AND THINGS TO DO IN THE OUTER BANKS



Last fall, I was invited by the **Outer Banks Visitors Bureau** on one of the best press trips I've ever been on to date. I had planned on publishing this guide in mid-March for the upcoming summer travel season, and then...well, I think we all know **what happened in mid-March this year!**

that these photos are from October 2019. I highly encourage you to research any **travel advisories** before planning a trip, and to take all of the necessary safety precautions while traveling!

We all know that the Outer Banks is famous for its beaches, but what else can you do in the area beyond the beach? OBX is much more than a beach destination. It's a coastal paradise that is full of rich history and culture and incredible food. **Here are some places to eat and things to do in the Outer Banks!**

THE BEST PLACES TO EAT AND THINGS TO DO IN THE OUTER BANKS





GETTING THERE AND GETTING AROUND

I would highly recommend either driving your own car to the Outer Banks or renting a car to get there. The closest major airport to OBX is the Norfolk International Airport. From Norfolk, it is an 80-mile, 1.5-hour drive to the tip of the Outer Banks: Southern Shores, NC.

There's also a lot to do and see in the Outer Banks, and you'll likely hop from town to town in order to take in all that the area has to offer. Having a car made getting around a lot easier. Uber and Lyft are available, and I would encourage them for any night out on the town, but the towns/islands of the Outer Banks are a bit spread out, so you're going to want to drive on your own during the day.







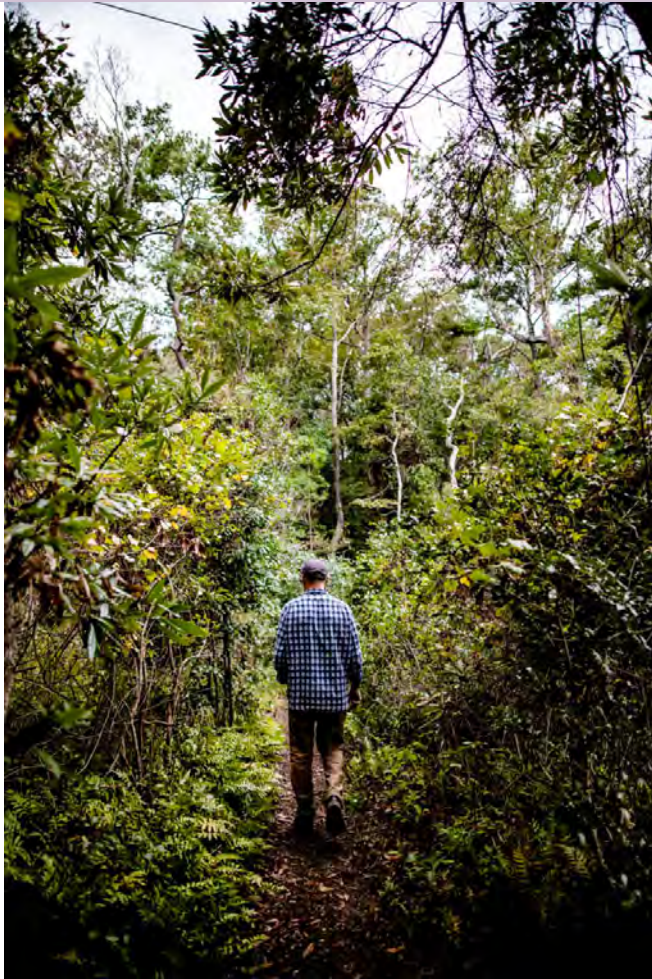
WHERE TO STAY

The Outer Banks is a great place to visit with your family or a group of friends. OBX is known for its large beach house rentals. There are also some hotels and inns available if you're traveling solo or with one other person, but renting a beach house is one of the best ways to experience the area. Plus, we loved having a kitchen to cook meals and a cozy spot to watch movies and hang out in on the days when the weather wasn't ideal!

We stayed at Resort Realty's **Landmark II house** in Nags Head during our visit, and we were blown away by this property. It has eight bedrooms, 8.5 bathrooms, a pool, and an elevator, and it can sleep 18 people. It also had a pool table and arcade area in the basement, a life-sized chessboard in the backyard, and was only a few blocks away from the beach. It also has an elevator, which is fantastic for accessibility.

Resort Realty made the check-in and check-out process super easy. The entire process was contactless and super simple. Plus, you're welcome to bring your own linens if that makes you more comfortable!









THINGS TO DO

- **Visit the Wright Brothers National Memorial.** Did you know that the first successful airplane flight took place in the Outer Banks? In 1903, the Wright Brothers achieved the feat in Kitty Hawk, North Carolina. The Wright Brothers National Memorial is a great museum to visit to learn more about the scientific experiments that led to the first successful flight. Also, don't forget to snap a photo at the top of Kill Devil Hill with the sculpture!
- **Hike the Nags Head Woods Preserve.** Craving a bit more nature? At the Nags Head Woods Preserve, you can do a bit of hiking, jogging, bird watching, and bowhunting in one of the largest remaining maritime forests on the East Coast.

This extensive ecological preserve protects a remarkable range of unique habitats, including forested dunes, interdune ponds, marshes, and wetlands.

- **Climb the Bodie Island Lighthouse.** The Bodie Island Lighthouse is one of the most picturesque sights in the area, but it also has a rich history that dates back 175+ years. The lighthouse was most recently restored in 2013 and is open to the public for tours. A note: pre-COVID, you were able to climb the lighthouse, but the lighthouse climbing is currently

- **Visit Jockey's Ridge State Park.** Hands down, this was my favorite thing we did on the trip. Jockey's Ridge State Park is a 426-acre park that has the tallest and largest natural sand dune system in the Eastern United States. It is absolutely stunning, and a must-visit in the area!

There are two self-guided trails and nature programs available year-round. In addition to hiking, you can also partake in hang gliding, kite flying, and use their picnic facilities for a fun day out with a group.

- **Go Crabbing with OBX Crabbing and Shrimping Charters.** Shrimping and crabbing are two important parts of the culture of the Outer Banks. With OBX Crabbing and Shrimping Charters, you can learn how to catch fresh seafood, and you'll often spot dolphins, osprey, pelicans, and all types of marine life on your charter as well!









WHERE TO EAT AND DRINK

BREAKFAST & BRUNCH:

- **Duck Donuts:** Ok yes — Duck Donuts is a chain, and currently the fastest-growing donut shop in the U.S. However, it was founded in Duck, NC, so I wouldn't pass up the opportunity to visit one of their original locations! They create fresh donuts daily and have some of the most delicious seasonal donut flavors as well.
- **Pier House Restaurant:** Breakfast and a view? I'm sold! Pier House is located on the Nags Head Fishing Pier, and if you dine at their restaurant, you'll also get a pass to walk on the pier as well. They serve classic, American-style dishes with a Carolina twist.
- **Waveriders Coffee & Deli:** If you're looking for a quick, delicious breakfast, or a casual brunch option, this is the spot for you. They offer incredible coffee, sandwiches with fresh ingredients, mimosa flights, and more. Plus, their outdoor dining areas are pet-friendly!

LUNCH & DINNER:

- **Cravings:** We visited Coastal Provisions Oyster Bar & Wine Bar Café, Cravings' sister restaurant last year, and we loved it. Sadly it has closed, but Cravings is run by the same

- **The Roadside Bar & Grill:** The Roadside Bar & Grill is another great, casual spot that serves coastal cuisine and hand-crafted cocktails. Both locals and visitors adore this spot!
- **The Landing Grill:** For all of my seafood lovers, this is the spot for you! The Landing Grill is located right on the water in Wanchese Marina and offers some of the freshest seafood that the area has to offer. You can order steamed local seafood, classic Southern cuisine, North Carolina BBQ, and more!
- **The Blue Point:** If you're looking for an upscale dining experience, The Blue Point is right up your alley. They recently celebrated their 30th anniversary, and they offer fresh-baked bread, biscuits, and desserts, and a menu crafted with the best seasonal, local produce and sustainable North Carolina seafood.
- **1587 Restaurant:** 1587 is one of the most acclaimed restaurants in the area, and offers an elevated dining experience. Not only do they create exquisite steak and seafood dishes, but they also have an incredible wine list and an exceptional cocktail program. Try getting a reservation here after the sun goes down — the views of the moonrise on the water from this restaurant are incredible!
- **Mulligan's Grille:** If you're looking for a laid back dinner, this is your spot. Mulligan's Grille is known for having the "Best Burger on the Beach" for over 20 years, and they have a "Farm to Fork" philosophy: their Green-tail Shrimp and Oysters come right from the waters of the Pamlico Sound, and their produce is grown on farms in Currituck County.

DRINKS:

- **Kill Devil Rum (Outer Banks Distilling Company):** The Outer Banks Distilling Company was founded by four friends who were working at a local brewery, and decided to create their own craft distillery. They offer several types of rum, and their products are sold at stores across North Carolina, Virginia, and D.C. Pre-COVID, you could take a tour of the facility. However, nowadays they're still offering samples of the product.
- **Lost Colony Brewery & Café:** Located in downtown Manteo, Lost Colony is a great casual brewery that offers homemade, award-winning beers and fresh food. It's a great, casual spot to hang out, with incredible service.







[≡ MENU](#)

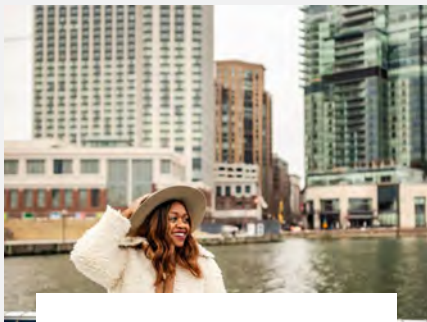
HAVE YOU EVER VISITED THE OUTER BANKS? WHICH OF THESE THINGS TO DO IN THE OUTER BANKS LOOKS MOST FUN TO YOU? LET ME KNOW IN THE COMMENTS!

Photos by [Tom McGovern](#)

*Thank you to the Outer Banks Visitors Bureau for hosting me on a wonderful FAM trip in October 2019!
All thoughts and opinions are my own.*

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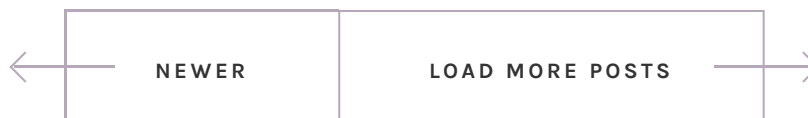
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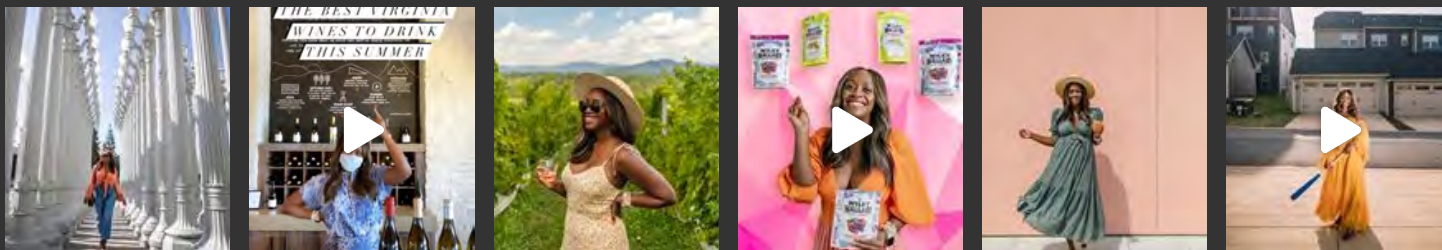
KACIE WROTE:

Love the Outer Banks! My family used to go to Nags Head every summer when I was a kid so it always holds a special place in my heart. Will definitely be using your restaurant recommendations whenever I go back!

Comments are closed.



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Road Trip Through Charming Towns in The Outer Banks

📅 July 9, 2020 👤 Sucheta Rawal 📍 North Carolina, USA 📌 beach, North Carolina, Outer Banks, road trip, small town, weekend getaway

Outer Banks, North Carolina is a road trip enthusiast's dream. This iconic chain of barrier islands linked by coastal highway NC 12 is home to some of the largest tracts of undeveloped beaches on the East Coast. There are endless undeveloped coastlines, preserved wildlife, great fishing and historic landmarks.

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Though I did see many dolphins around OBX, this picture is courtesy of outerbanks.org

Known collectively as the “OBX,” the four islands are home to six towns and 12 coastal villages – all with very different personalities ranging from quintessential beach towns to traditional fishing villages. If you are unfamiliar with OBX, it can be hard to decide where to start your journey and what all to explore! You can spend as little as 4 days if you want to just get a feel for the OBX, or stay for a week in each of the four islands and get a taste for the local life.

However, if you are planning a quick summer road trip to the Outer Banks, here's what you must include in your itinerary...



Relax at a Resort in Duck

Check into **Sanderling Resort** in Duck, a relatively quieter part of OBX, occupied by large beachfront holiday homes. Sanderling is an upscale hotel with a North Carolina bungalow charm that spreads across a large area, so families can enjoy private time. Here you can walk along secluded beaches, dip in one of the swimming pools, relax at the spa, or simply watch dolphins playing in the Atlantic right from your balcony.



Lifesaving Station Restaurant is a historical landmark!

Dine at Delicious Restaurants

The **Lifesaving Station** at **Sanderling** is not just one of the best restaurants in Duck, it is also one of the original rescue stations from 1870s. You can see the many pictures and memorabilia of wayward passengers and crew aboard shipwrecked vessels along the Atlantic shores, while dining on Carolina delicacies – blue crab and corn chowder for dinner or crab Benedict for breakfast.



Soak in Nature's Beauty in Hatteras

The drive from Duck to the end of Hatteras Island is 83 miles. However, it is highly recommended. Along the way, you can stop at the islands mentioned above, or just spend an entire day exploring the rugged natural beauty of Hatteras Island. Most people who live in these rustic villages of Hatteras have fishing boats. You can charter a sport fishing boat here or watch one of the professional fishermen and women bringing in their fresh catch each afternoon to the Hatteras Harbour. Needless to say, this is also a great place for seafood lovers! Also, all the restaurants you will find in Hatteras offer daily caught shrimp, crab, tuna, grouper and mahi mahi on their menus.



Most seafood in OBX is locally sourced and sustainable.