

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, DECEMBER 16, 2021
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 November 18, 2021 Meeting
- V. Public Comments
- VI. Steering Committee
 - 1. Town of Duck Tourism Impact Grant Extension Recommendation
 - 2. Boardwalk Update
- VII. Budget & Finance Report-Budget & Finance Committee Chair
- VIII. Outer Banks Visitors Bureau Updates
- IX. Old Business
- X. New Business
- XI. Board Member Comments
- XII. Set Date, Time, and Place of Next Meeting.
- XIII. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, NOVEMBER 18, 2021**

9:00 A.M.

**OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING:

In-Person: Jeff Pruitt, Chair; Tim Cafferty, Vice-Chair; Ervin Bateman, Treasurer; Monica Thibodeau, Assistant Treasurer; Webb Fuller, Secretary; Doug Brindley, Bambos Charalambous, Leo Holland, Ivy Ingram, Karen Loopman-Davis, Bobby Owens, Dennis Robinson, and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Jamie Chisholm

STAFF (in person):

Lee Nettles, Executive Director
Diane Bognich, Director of Administration
Amy Wood, Clerk to the Board/Administrative Specialist
Lorrie Love, Tourism Sales and Events Manager
Aaron Tuell, Public Relations Manager
Stephanie Hall, Senior Content Coordinator

OTHERS ATTENDING:

In Person: Dave Hallac, Superintendent, National Parks of Eastern North Carolina, National Park Service; Philip Ruckle, *The Coastland Times*; and Page Wiencek.

Via GoToMeeting: Jonathan Dail, Johnson, Mizelle, Straub, & Murphy, LLP; and Gray Berryman.

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. Charalambous moved to approve the agenda. Second by Mr. Holland. There was no discussion. The motion passed unanimously (12-0).

APPROVAL OF MINUTES: Mr. Holland moved to approve the meeting minutes from October 21, 2021. Second by Ms. Thibodeau. There was no discussion. The motion passed unanimously (12-0).

PUBLIC COMMENTS: Superintendent Hallac reviewed visitation and ongoing projects with the National Park Service sites on the Outer Banks.

FISCAL YEAR 2020-2021 AUDIT PRESENTATION: Jonathan Dail reviewed the audit for Fiscal Year 2020-2021 [audit on file at the Outer Banks Visitors Bureau Administrative Offices]. The audit has been accepted by the Local Government Commission.

Mr. Bateman moved to accept the audit. Second by Mr. Holland. There was no discussion. The motion passed unanimously (12-0).

BUDGET AND FINANCE REPORT: Mr. Bateman reviewed the meals and occupancy receipts received. Receipts for fiscal year 2020-2021 are up 18.34% compared to 2019-2020 actual receipts. The Board discussed how the rental market was shaping up for 2022.

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

- Tourism Impact Grants. The Dare County Commissioners gave their consent for the Tourism Impact Grant Awards.
- Plans for the Davis Lot improvements were reviewed by Lee Nettles and Jay Wheless and given the green light as the plans did not go against the restrictions placed on the site due the easement.
- The U.S. was allowing international visitation from certain countries; however, the J1 Visa program still faces challenges.
- Ongoing work with Dare County Schools to support a tourism educational program in the schools, highlighting the various roles within the tourism industry.
- Inquiry and fulfillment numbers. Visitation numbers were slow being reported but expected to be above average.

Lorrie Love reported on past and upcoming sales mission shows and the 2022 event calendar for The Soundside Event Site.

Aaron Tuell reviewed the ongoing work with influencers and travel writers, and upcoming and recently released articles about the Outer Banks.

OLD BUSINESS: Lee Nettles briefed the Board on an issue reported at the October 2021 meeting regarding a vendor at an event selling merchandise that some considered offensive and not in keeping with Town and Bureau guidelines for the event site. The event organizer spoke with the vendor and this vendor will not be allowed back. In addition, the event organizer created a system they will use in deciding who, and what type of merchandise, can be sold at their event.

NEW BUSINESS: There was no new business before the Board.

BOARD MEMBER COMMENTS: Mr. Charalambous thanked the Board for their support of the Outer Banks Seafood Festival and gave a recap of this year's event. Mr. Cafferty noted that the Outer Banks Half Marathon had been postponed due to weather and would be held in April. The 5k was held and almost 700 people participated in the race. Mr. Robinson noted the sidewalk project in Hatteras was wrapping up and the Hatteras Christmas Parade would be held December 11, 2021.

SET DATE, TIME, AND PLACE OF NEXT MEETING: The next meeting is scheduled for Thursday, December 16, 2021, at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC (virtual and in-person options available).

The Chair asked if there was any further business before the Board. Hearing none, the meeting was adjourned at 10:16 a.m.

ATTESTED:

Clerk, Dare County Tourism Board

At their December 7, 2021, meeting, Steering Committee recommended granting an extension to June 30, 2023.

Diane,

On November 22, 2019, the Town of Duck was notified that it was awarded a matching grant in the amount of \$147,806 from the Dare County Tourism Board (DCTB) in support of the Phase 4 bicycle and pedestrian improvements along N.C. Highway 12 (Duck Road) in the northern area of Duck Village. The Phase 4 bicycle and pedestrian improvements were initially planned for construction during the Fall/Winter months of 2020-21. In response to a request from the Town of Duck, the DCTB granted an extension of the grant timeframe for one year on November 19, 2020 to accommodate the submission of a Building Resilient Infrastructure & Communities (BRIC) grant application to the Federal Emergency Management Agency (FEMA). At this time, the Town is seeking an additional extension of the DCTB grant to accommodate the timeframe dictated by the BRIC grant award.

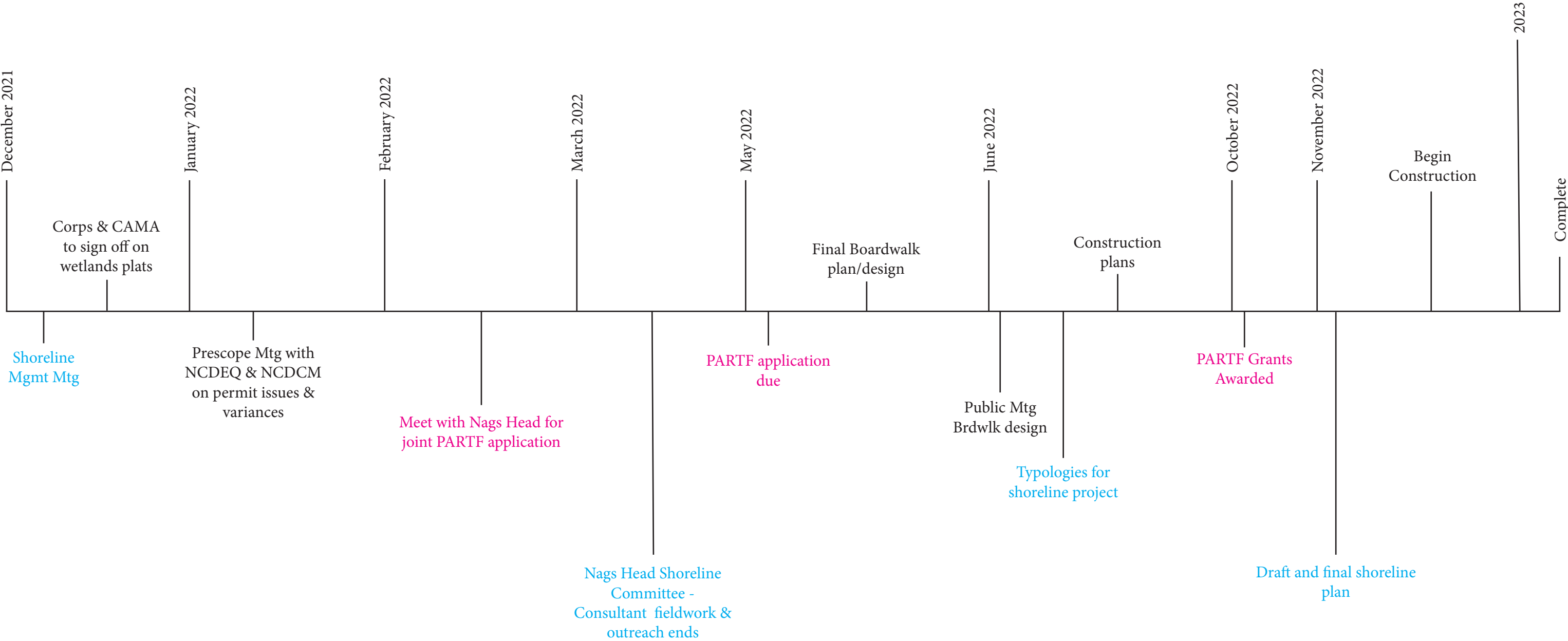
The Town of Duck submitted the BRIC grant application to FEMA on January 22, 2021. The \$1.7 million BRIC grant is intended to fund a substantial portion of a multi-faceted project intended to restore the natural habitat and stabilize the shoreline along the Currituck Sound, provide ADA accessibility and alternative means of travel for pedestrians and bicyclists (DCTB grant portion of the project), raise the elevation of Duck Road to reduce its vulnerability to flooding, and install a stormwater management system to improve water quality in the Currituck Sound. Although details have not yet been provided directly to the Town of Duck, Town officials have been notified through multiple sources that the Town will be awarded the BRIC grant. The downside of the information we've received is that the official BRIC grant award is not likely to occur until December 2021 or January 2022. Due to the need for lane closures during the construction along N.C. Highway 12, the project can only be constructed over the late-Fall/Winter/early-Spring months. This timeframe makes it infeasible for the Town to construct the coastal resiliency project in this year's construction cycle. Therefore, project construction is not likely to begin earlier than mid-October 2022. This delay in the anticipated construction date causes the need for an additional extension to the previously approved DCTB grant.

At its public meeting on November 3, 2021, the Duck Town Council unanimously adopted the attached resolution requesting extension of the DCTB grant [resolution on file in DCTB offices].

You're welcome to contact me with any questions or if you need additional information.

Joe Heard, AICP
Director of Community Development
Town of Duck
P.O. Box 8369
Duck, NC 27949
252-255-1234

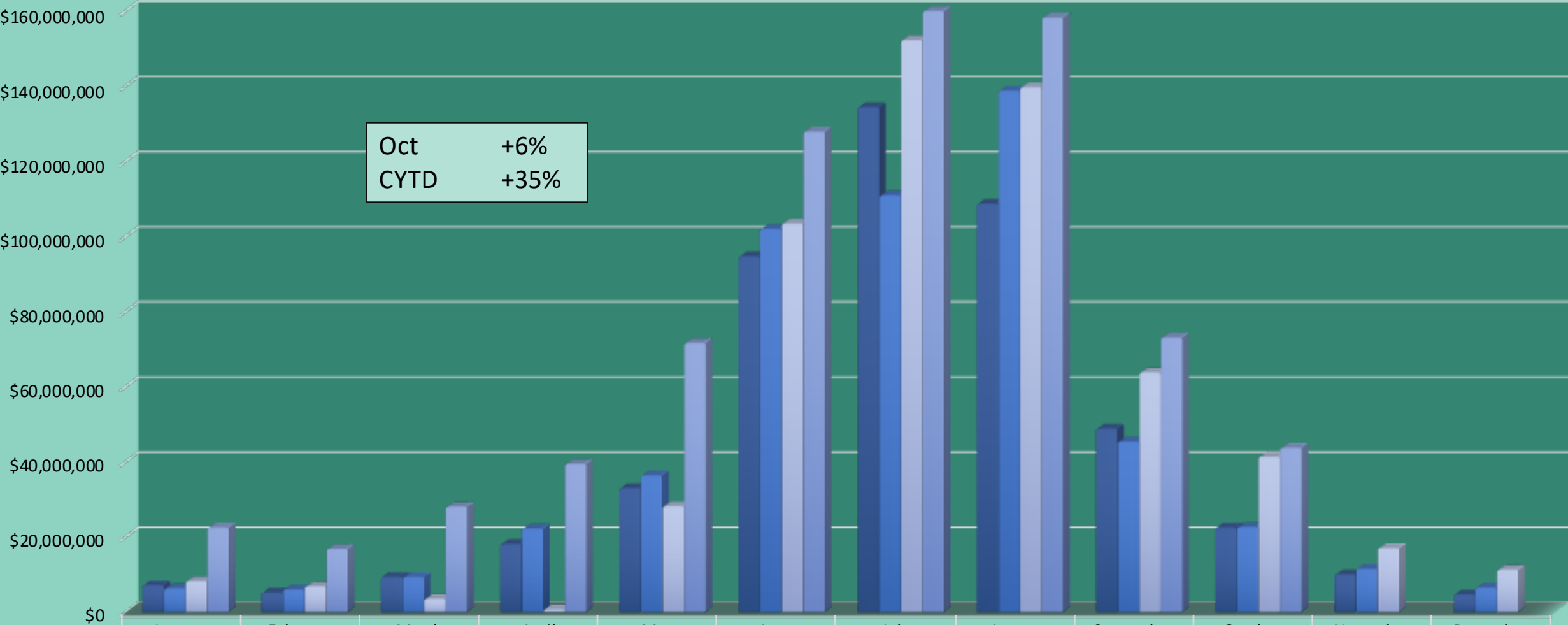
Soundside Boardwalk Timeline
Draft December 16, 2021



 = Town of Nags Head

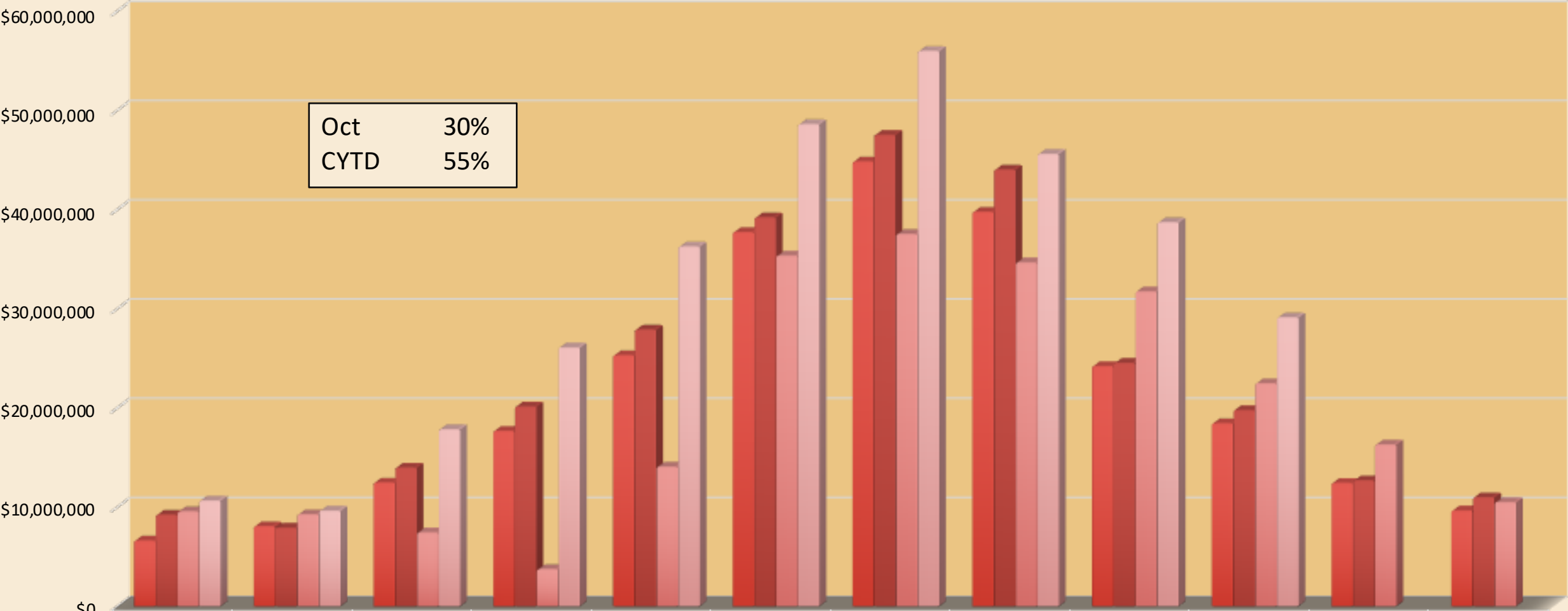
dates subject to change

Occupancy Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2018	7,115,084	5,205,555	9,356,430	18,054,916	32,964,383	94,643,779	134,391,620	108,717,337	48,791,548	22,503,851	9,965,662	4,706,348
2019	6,272,045	6,004,609	9,370,541	22,183,138	36,428,842	102,003,266	110,890,945	138,805,084	45,403,850	22,618,642	11,523,953	6,505,201
2020	8,223,680	6,788,236	3,538,436	715,316	28,192,673	103,467,906	152,256,684	139,737,864	63,775,711	41,364,509	17,053,031	11,266,628
2021	22,515,577	16,833,409	28,050,784	39,424,885	71,629,217	127,947,319	159,994,974	158,280,320	73,112,498	43,787,109		

Meals Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2018	6,630,060	8,081,163	12,472,869	17,693,017	25,305,198	37,728,467	44,840,505	39,760,919	24,228,769	18,452,784	12,448,598	9,670,246
2019	9,232,116	7,938,346	13,993,067	20,152,467	27,895,551	39,212,117	47,545,995	44,023,260	24,552,170	19,796,005	12,708,341	10,994,527
2020	9,567,693	9,280,396	7,466,202	3,749,728	14,079,809	35,377,812	37,531,226	34,686,508	31,758,793	22,495,453	16,322,421	10,519,542
2021	10,669,210	9,647,064	17,851,725	26,101,925	36,273,162	48,603,545	55,983,285	45,615,512	38,713,169	29,131,584		

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2021-2022**

FISCAL YEAR		PROJECTED FY 21-22	ACTUAL FY 21-22	+/- \$	+/- %
<i>JUNE EARNED</i>	OCCUPANCY	\$992,065.00	\$1,276,821.42	\$284,756.42	28.70%
<i>JULY RECEIVED</i>	MEALS	<u>\$320,475.00</u>	<u>\$484,564.78</u>	<u>\$164,089.78</u>	<u>51.20%</u>
		\$1,312,540.00	\$1,761,386.20	\$448,846.20	34.20%
<i>JULY EARNED</i>	OCCUPANCY	\$1,318,025.00	\$1,592,749.50	\$274,724.50	20.84%
<i>AUGUST RECEIVED</i>	MEALS	<u>\$361,870.00</u>	<u>\$556,560.43</u>	<u>\$194,690.43</u>	<u>53.80%</u>
		\$1,679,895.00	\$2,149,309.93	\$469,414.93	27.94%
<i>AUGUST EARNED</i>	OCCUPANCY	\$1,185,500.00	\$1,592,951.57	\$407,451.57	34.37%
<i>SEPT RECEIVED</i>	MEALS	<u>\$347,875.00</u>	<u>\$455,773.11</u>	<u>\$107,898.11</u>	<u>31.02%</u>
		\$1,533,375.00	\$2,048,724.68	\$515,349.68	33.61%
<i>SEPTEMBER EARNED</i>	OCCUPANCY	\$471,670.00	\$717,839.65	\$246,169.65	52.19%
<i>OCT RECEIVED</i>	MEALS	<u>\$241,835.00</u>	<u>\$381,874.96</u>	<u>\$140,039.96</u>	<u>57.91%</u>
		\$713,505.00	\$1,099,714.61	\$386,209.61	54.13%
<i>OCTOBER EARNED</i>	OCCUPANCY	\$224,335.00	\$437,385.81	\$213,050.81	94.97%
<i>NOV RECEIVED</i>	MEALS	<u>\$185,505.00</u>	<u>\$283,579.71</u>	<u>\$98,074.71</u>	<u>52.87%</u>
		\$409,840.00	\$720,965.52	\$311,125.52	75.91%
<i>NOVEMBER EARNED</i>	OCCUPANCY	\$98,630.00	\$0.00	\$0.00	0.00%
<i>DEC RECEIVED</i>	MEALS	<u>\$117,835.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$216,465.00	\$0.00	\$0.00	0.00%
<i>DECEMBER EARNED</i>	OCCUPANCY	\$48,600.00	\$0.00	\$0.00	0.00%
<i>JAN RECEIVED</i>	MEALS	<u>\$93,525.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$142,125.00	\$0.00	\$0.00	0.00%
<i>JANUARY EARNED</i>	OCCUPANCY	\$72,280.00	\$0.00	\$0.00	0.00%
<i>FEB RECEIVED</i>	MEALS	<u>\$67,970.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$140,250.00	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	OCCUPANCY	\$54,705.00	\$0.00	\$0.00	0.00%
<i>MARCH RECEIVED</i>	MEALS	<u>\$79,630.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$134,335.00	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	OCCUPANCY	\$85,430.00	\$0.00	\$0.00	0.00%
<i>APRIL RECEIVED</i>	MEALS	<u>\$116,040.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$201,470.00	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	OCCUPANCY	\$183,450.00	\$0.00	\$0.00	0.00%
<i>MAY RECEIVED</i>	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%
<i>JUNE RECEIVED</i>	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	\$4,191,595.00	\$5,617,747.95	\$1,426,152.95	34.02%
TO-DATE	MEALS	<u>\$1,457,560.00</u>	<u>\$2,162,352.99</u>	<u>\$704,792.99</u>	<u>48.35%</u>
		\$5,649,155.00	\$7,780,100.94	\$2,130,945.94	37.72%
TOTAL	OCCUPANCY	\$5,034,690.00			
PROJECTED	MEALS	<u>\$2,329,110.00</u>			
2020-2021		\$7,363,800.00			

CALENDAR YEAR RECEIPTS		ACTUAL	ACTUAL	+/- \$	+/- %
2020-2021		2020	2021		
DECEMBER EARNED					
JAN RECEIVED	OCCUPANCY	\$64,325.91	\$99,622.05	\$35,296.14	54.87%
	MEALS	<u>\$105,377.51</u>	<u>\$129,244.28</u>	<u>\$23,866.77</u>	<u>22.65%</u>
		\$169,703.42	\$228,866.33	\$59,162.91	34.86%
JANUARY EARNED					
FEB RECEIVED	OCCUPANCY	\$82,572.04	\$221,256.93	\$138,684.89	167.96%
	MEALS	<u>\$98,628.09</u>	<u>\$96,377.22</u>	<u>(\$2,250.87)</u>	<u>-2.28%</u>
		\$181,200.13	\$317,634.15	\$136,434.02	75.29%
FEBRUARY EARNED					
MARCH RECEIVED	OCCUPANCY	\$68,444.24	\$167,212.81	\$98,768.57	144.31%
	MEALS	<u>\$90,153.63</u>	<u>\$92,066.71</u>	<u>\$1,913.08</u>	<u>2.12%</u>
		\$158,597.87	\$259,279.52	\$100,681.65	63.48%
MARCH EARNED					
APRIL RECEIVED	OCCUPANCY	\$30,251.77	\$277,701.44	\$247,449.67	817.97%
	MEALS	<u>\$69,265.66</u>	<u>\$179,713.69</u>	<u>\$110,448.03</u>	<u>159.46%</u>
		\$99,517.43	\$457,415.13	\$357,897.70	359.63%
APRIL EARNED					
MAY RECEIVED	OCCUPANCY	\$12,691.08	\$395,352.18	\$382,661.10	3015.20%
	MEALS	<u>\$37,629.09</u>	<u>\$259,174.72</u>	<u>\$221,545.63</u>	<u>588.76%</u>
		\$50,320.17	\$654,526.90	\$604,206.73	1200.72%
MAY EARNED					
JUNE RECEIVED	OCCUPANCY	\$280,883.88	\$709,401.52	\$428,517.64	152.56%
	MEALS	<u>\$138,382.35</u>	<u>\$359,081.49</u>	<u>\$220,699.14</u>	<u>159.49%</u>
		\$419,266.23	\$1,068,483.01	\$649,216.78	154.85%
JUNE EARNED					
JULY RECEIVED	OCCUPANCY	\$1,031,085.56	\$1,276,821.42	\$245,735.86	23.83%
	MEALS	<u>\$343,466.82</u>	<u>\$484,564.78</u>	<u>\$141,097.96</u>	<u>41.08%</u>
		\$1,374,552.38	\$1,761,386.20	\$386,833.82	28.14%
JULY EARNED					
AUGUST RECEIVED	OCCUPANCY	\$1,522,968.88	\$1,592,749.50	\$69,780.62	4.58%
	MEALS	<u>\$378,907.71</u>	<u>\$556,560.43</u>	<u>\$177,652.72</u>	<u>46.89%</u>
		\$1,901,876.59	\$2,149,309.93	\$247,433.34	13.01%
AUGUST EARNED					
SEPT RECEIVED	OCCUPANCY	\$1,386,698.87	\$1,592,951.57	\$206,252.70	14.87%
	MEALS	<u>\$342,807.39</u>	<u>\$455,773.11</u>	<u>\$112,965.72</u>	<u>32.95%</u>
		\$1,729,506.26	\$2,048,724.68	\$319,218.42	18.46%
SEPTEMBER EARNED					
OCT RECEIVED	OCCUPANCY	\$646,711.02	\$717,839.65	\$71,128.63	11.00%
	MEALS	<u>\$312,640.42</u>	<u>\$381,874.96</u>	<u>\$69,234.54</u>	<u>22.15%</u>
		\$959,351.44	\$1,099,714.61	\$140,363.17	14.63%
OCTOBER EARNED					
NOV RECEIVED	OCCUPANCY	\$411,520.36	\$437,385.81	\$25,865.45	6.29%
	MEALS	<u>\$220,333.19</u>	<u>\$283,579.71</u>	<u>\$63,246.52</u>	<u>28.70%</u>
		\$631,853.55	\$720,965.52	\$89,111.97	14.10%
NOVEMBER EARNED					
DEC RECEIVED	OCCUPANCY	\$149,613.81	\$0.00	\$0.00	0.00%
	MEALS	<u>\$133,492.34</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$283,106.15	\$0.00	\$0.00	0.00%
Total To Date	Occupancy	\$5,538,153.61	\$7,488,294.88	\$1,950,141.27	35.21%
	Meals	<u>\$2,137,591.86</u>	<u>\$3,278,011.10</u>	<u>\$1,140,419.24</u>	<u>53.35%</u>
		\$7,675,745.47	\$10,766,305.98	\$3,090,560.51	40.26%
Total for Year	OCCUPANCY	\$5,687,767.42			
	MEALS	<u>\$2,271,084.20</u>			
		\$7,958,851.62			

OCCUPANCY & MEALS FY 2021-2022

ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 20-21	ACTUAL FY 21-22	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$1,031,085.56	\$1,276,821.42	\$245,735.86	23.83%
JULY RECEIVED	MEALS	<u>\$343,466.82</u>	<u>\$484,564.78</u>	<u>\$141,097.96</u>	<u>41.08%</u>
		\$1,374,552.38	\$1,761,386.20	\$386,833.82	28.14%
JULY EARNED	OCCUPANCY	\$1,522,968.88	\$1,592,749.50	\$69,780.62	4.58%
AUGUST RECEIVED	MEALS	<u>\$378,907.71</u>	<u>\$556,560.43</u>	<u>\$177,652.72</u>	<u>46.89%</u>
		\$1,901,876.59	\$2,149,309.93	\$247,433.34	13.01%
AUGUST EARNED	OCCUPANCY	\$1,386,698.87	\$1,592,951.57	\$206,252.70	14.87%
SEPT RECEIVED	MEALS	<u>\$342,807.39</u>	<u>\$455,773.11</u>	<u>\$112,965.72</u>	<u>32.95%</u>
		\$1,729,506.26	\$2,048,724.68	\$319,218.42	18.46%
SEPTEMBER EARNED	OCCUPANCY	\$646,711.02	\$717,839.65	\$71,128.63	11.00%
OCT RECEIVED	MEALS	<u>\$312,640.42</u>	<u>\$381,874.96</u>	<u>\$69,234.54</u>	<u>22.15%</u>
		\$959,351.44	\$1,099,714.61	\$140,363.17	14.63%
OCTOBER EARNED	OCCUPANCY	\$411,520.36	\$437,385.81	\$25,865.45	6.29%
NOV RECEIVED	MEALS	<u>\$220,333.19</u>	<u>\$283,579.71</u>	<u>\$63,246.52</u>	<u>28.70%</u>
		\$631,853.55	\$720,965.52	\$89,111.97	14.10%
NOVEMBER EARNED	OCCUPANCY	\$149,613.81	\$0.00	\$0.00	0.00%
DEC RECEIVED	MEALS	<u>\$133,492.34</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$283,106.15	\$0.00	\$0.00	0.00%
DECEMBER EARNED	OCCUPANCY	\$99,622.05	\$0.00	\$0.00	0.00%
JAN RECEIVED	MEALS	<u>\$129,244.28</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$228,866.33	\$0.00	\$0.00	0.00%
JANUARY EARNED	OCCUPANCY	\$221,256.93	\$0.00	\$0.00	0.00%
FEB RECEIVED	MEALS	<u>\$96,377.22</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$317,634.15	\$0.00	\$0.00	0.00%
FEBRUARY EARNED	OCCUPANCY	\$167,212.81	\$0.00	\$0.00	0.00%
MARCH RECEIVED	MEALS	<u>\$92,066.71</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$259,279.52	\$0.00	\$0.00	0.00%
MARCH EARNED	OCCUPANCY	\$277,701.44	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$179,713.69</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$457,415.13	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$395,352.18	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$259,174.72</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$654,526.90	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$709,401.52	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$359,081.49</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,068,483.01	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$4,998,984.69	\$5,617,747.95	\$618,763.26	12.38%
	MEALS	<u>\$1,598,155.53</u>	<u>\$2,162,352.99</u>	<u>\$564,197.46</u>	<u>35.30%</u>
		\$6,597,140.22	\$7,780,100.94	\$1,182,960.72	17.93%
TOTAL ACTUAL 2020-2021	OCCUPANCY	\$7,019,145.43			
	MEALS	<u>\$2,847,305.98</u>			
		\$9,866,451.41			

Dare County Gross Collections on Retail Sales

	2021	2020	2019	2018	2017	2016	Variance 2021-2020	Percent Change
January	4,657,080	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	847,934	22.26%
February	4,749,304	3,323,370	3,026,989	2,738,341	2,728,504	2,289,103	1,425,934	47.11%
March	4,162,193	3,077,829	2,831,112	2,829,152	2,812,630	2,280,537	1,084,364	38.30%
April	6,474,307	3,465,302	4,266,897	3,948,431	3,729,748	3,547,074	3,009,005	70.52%
May	7,933,574	2,728,392	5,501,100	4,861,088	5,084,042	4,011,689	5,205,182	94.62%
June	10,165,581	5,686,714	7,096,777	6,558,353	6,355,380	5,676,881	4,478,867	63.11%
July	14,146,535	12,370,251	11,321,288	10,815,908	10,038,975	9,085,195	1,776,284	15.69%
August	16,810,430	13,794,215	13,178,541	12,870,106	12,961,419	12,153,647	3,016,215	22.89%
September	14,558,020	12,478,041	11,799,596	10,996,721	10,694,311	10,634,932	2,079,979	17.63%
October		9,103,596	6,834,818	6,542,087	7,181,012	6,631,836		0.00%
November		6,925,862	5,191,614	4,932,146	4,698,891	4,294,600		0.00%
December		5,029,105	3,874,539	3,719,123	3,759,730	3,904,190		0.00%
YTD	83,657,024	60,733,260	62,540,381	59,203,881	57,651,781	52,445,597	22,923,764	37.74%
TOTAL	83,657,024	81,791,823	78,441,352	74,397,237	73,291,414	67,276,223		
YTD % Change	37.74%	-2.89%	5.64%	2.69%	9.93%	5.12%		
Total % Change	37.74%	4.27%	5.44%	1.51%	8.94%	6.70%		

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Outer Banks Visitors Bureau														
Gross Occupancy Summary														
2008-2021														
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
January	22,515,577	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
February	16,833,409	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
March	28,050,784	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
April	39,424,885	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
May	71,629,217	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
June	127,947,319	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
July	159,994,974	152,256,684	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
August	158,280,320	139,737,864	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
September	73,112,498	63,775,711	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
October	43,787,109	41,364,509	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
November		17,053,031	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
December		11,266,628	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
YTD Total	741,576,092	548,061,015	499,980,962	481,744,503	463,769,733	440,252,995	424,559,890	404,291,008	386,159,435	376,085,898	360,548,055	347,402,604	333,288,980	339,792,117
Total	741,576,092	576,380,674	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
YTD % Change	35.31%	9.62%	3.79%	3.88%	5.34%	3.70%	5.01%	4.70%	2.68%	4.31%	3.78%	4.23%	-1.91%	3.07%
Total % Change	35.31%	11.27%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%
Month Increase/Decrease	5.86%	82.88%	0.51%	2.41%	5.45%	9.62%	10.07%	10.91%	-3.04%	-5.15%	-0.38%	12.36%	8.37%	-6.93%
Qtr 1 (Dec-Feb)	135.23%	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%
Qtr 2 (Mar-May)	328.72%	-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%
Qtr 3 (June-Aug)	12.84%	12.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%	4.45%
Qtr 4 (Sept-Nov)	11.18%	53.61%	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%	-3.07%
Note: 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, 2020 and 4 weekends in July 2008, 2009, 2015, 2019, 2020														
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														
For July 2021, there is \$12,000,000 in gross receipts that were received late and will be posted in August 2021. Adding the additional revenue is a monthly increase of 13% for July. Adjusted August would be an increase of 4.7%														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2008-2021														
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
January	10,669,210	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
February	9,647,064	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
March	17,851,725	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
April	26,101,925	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
May	36,273,162	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
June	48,603,545	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
July	55,983,285	37,531,226	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
August	45,615,512	34,686,508	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
September	38,713,169	31,758,793	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
October	29,131,584	22,495,453	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
November		16,322,421	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
December		10,519,542	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
YTD Total	318,590,181	205,993,420	254,341,094	235,193,751	235,148,486	221,939,827	217,636,358	207,165,363	197,797,758	192,992,649	174,888,079	172,975,927	170,509,324	170,619,607
Total	318,590,181	232,835,383	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
YTD % Change	54.66%	-19.01%	8.14%	0.02%	5.95%	1.98%	5.05%	4.74%	2.49%	10.35%	1.11%	1.45%	-0.06%	-1.19%
Total % Change	54.66%	-16.26%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%
Month Increase/(Decrease)	29.50%	13.64%	7.28%	-4.20%	26.41%	-6.02%	1.03%	12.39%	7.50%	1.51%	-1.59%	5.27%	3.59%	-5.79%
Increase/(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	3.33%	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%
Qtr 2 (Mar-May)	217.16%	-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%
Qtr 3 (June-Aug)	39.60%	-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%	1.26%
Qtr 4 (Sept-Nov)	25.05%	23.70%	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%	-9.50%
Note: 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														
For September 2020, about \$1,200,000 was reported from July and August.														
For July 2021, about \$1,900,000 was reported in July from August 2019 through June 2021.														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2017-2021

	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
	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	21,243	9,991	21,848	18,954	69,721	50,462	56,934	149,040	101,762	197,792	39,261	77,827	57,144	60,734	73,666
February	52,546	36,814	143,923	27,050	54,287	64,152	69,405	79,720	89,994	183,108	134,203	97,209	54,050	55,880	87,169
March	76,403	65,753	85,386	29,171	136,583	123,529	186,658	249,522	63,921	692,174	149,882	184,588	160,084	65,539	206,483
April	127,482	140,738	877,315	9,994	259,204	580,729	450,715	587,966	1,930	1,235,799	366,481	321,223	365,960	48,233	404,682
May	249,701	329,396	309,416	91,397	282,278	745,164	864,675	990,995	1,130,609	1,918,384	639,286	607,239	600,680	254,673	565,909
June	265,719	263,476	417,010	351,108	570,964	1,431,385	1,666,397	1,830,953	2,412,414	2,845,176	989,369	1,196,072	1,288,613	795,837	919,645
July	321,538	401,465	300,025	363,847	446,262	1,336,272	1,613,934	1,966,882	2,685,694	3,088,190	1,435,632	1,542,434	1,563,325	1,043,368	1,058,556
August	230,703	295,816	369,371	373,764	532,087	890,569	1,232,064	1,510,242	1,588,143	2,216,628	1,415,838	1,296,981	872,728	902,896	902,324
September	188,428	125,217	254,760	278,989	401,958	503,200	803,646	427,073	1,348,600	1,567,213	656,337	557,989	437,579	551,614	608,182
October	86,645	160,079	149,153	155,303	165,873	413,901	349,366	406,219	922,352	1,030,829	421,919	439,412	308,779	493,509	491,572
November	81,256	77,097	74,856	65,719		121,397	118,727	126,014	355,225		205,025	201,959	143,147	63,227	
December	61,634	18,684	82,449	106,697		48,795	32,024	59,397	149,223		110,884	91,303	55,559	214,261	
<i>YTD Totals</i>	<i>1,620,408</i>	<i>1,828,745</i>	<i>2,928,207</i>	<i>1,699,577</i>	<i>2,919,217</i>	<i>6,139,363</i>	<i>7,293,794</i>	<i>8,198,612</i>	<i>10,345,419</i>	<i>14,975,293</i>	<i>6,248,208</i>	<i>6,320,974</i>	<i>5,708,942</i>	<i>4,272,283</i>	<i>5,318,188</i>
Total	1,763,298	1,924,526	3,085,512	1,871,993	2,919,217	6,309,555	7,444,545	8,384,023	10,849,867	14,975,293	6,564,117	6,614,236	5,907,648	4,549,771	5,318,188
Month Increase	-36.59%	84.75%	-6.83%	4.12%	6.81%	151.80%	-15.59%	16.27%	127.06%	11.76%	13.12%	4.15%	-29.73%	59.83%	-0.39%
<i>YTD Increase</i>	<i>-33.71%</i>	<i>12.86%</i>	<i>60.12%</i>	<i>-41.96%</i>	<i>71.76%</i>	<i>-0.55%</i>	<i>18.80%</i>	<i>12.41%</i>	<i>26.19%</i>	<i>44.75%</i>	<i>1.13%</i>	<i>1.16%</i>	<i>-9.68%</i>	<i>-25.17%</i>	<i>24.48%</i>
Total Year Increa	-30.96%	9.14%	60.33%	-39.33%		-0.04%	17.99%	12.62%	29.41%		0.80%	0.76%	-10.68%	-22.99%	

Outer Banks Visitors Bureau
Gross Occupancy by Class 2017-2021

	2017	2018	2019	2020	2021	2018	2019	2020	2021	2017	2018	2019	2020	2021	2019	2020	2021
	Motel/	Motel/	Motel/	Motel/	Motel/	Online Trave	Online Trave	Online Trave	Online Travel	Property	Property	Property	Property	Property	Other	Other	Other
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	OTC *	OTC *	Management	Management	Management	Management	Management	Rental	Rental	Rental
										Agencies	Agencies	Agencies	Agencies	Agencies	Properties**	Properties**	Properties**
January	1,231,693	1,257,924	1,301,265	1,437,035	1,748,076	12,750	19,038	18,951	80,549	5,742,596	5,632,280	4,641,865	6,501,671	20,308,517		4,048,599	7,565,248
February	1,562,373	1,581,432	1,331,764	1,533,776	1,728,750	21,179	21,882	25,687	121,593	3,025,121	3,299,316	4,283,950	4,958,235	14,641,992		3,640,228	8,831,162
March	2,625,980	3,034,735	2,618,614	1,246,258	3,909,056	46,450	48,950	24,532	456,135	4,006,629	5,645,680	6,065,892	2,033,390	22,818,135		392,302	14,285,652
April	5,755,388	4,790,774	5,082,911	272,368	7,371,174	94,478	129,659	6,532	690,426	12,673,454	12,073,020	14,912,027	382,791	29,766,955		54,406	11,899,053
May	7,781,122	7,657,044	8,296,802	3,148,199	11,955,124	223,246	148,954	188,734	1,201,894	22,356,377	23,236,092	25,901,180	23,445,254	56,477,960		7,959,755	11,894,484
June	11,713,936	11,720,032	11,050,965	11,291,492	17,405,621	373,865	220,076	689,124	1,781,971	64,523,921	79,376,489	86,974,007	88,087,699	105,559,551		15,349,447	15,036,636
July	15,241,700	13,517,098	13,333,255	16,489,187	22,217,201	488,402	280,756	291,105	2,244,007	121,406,705	116,827,701	93,189,170	131,031,173	132,554,585	9,774,831	14,163,157	18,366,907
August	11,871,548	12,441,921	14,094,249	13,307,261	18,448,886	422,935	266,881	244,691	2,161,167	88,138,009	93,023,812	121,424,486	122,944,015	135,457,160	24,094,200	14,432,996	15,236,263
September	6,960,599	5,190,429	6,280,715	9,374,533	11,630,739	127,801	128,596	495,636	1,369,614	39,786,449	41,912,607	37,793,636	51,755,580	58,512,166	5,444,607	7,502,538	9,479,100
October	5,255,695	4,729,167	5,163,907	6,047,939	7,830,739	94,511	76,787	91,603	794,126	15,566,863	16,607,911	16,375,128	33,435,472	34,110,939	3,090,168	5,199,066	6,243,795
November	2,754,045	2,101,808	1,972,903	1,882,898		35,749	31,815	7,333		7,540,897	7,319,364	9,080,251	14,518,005		1,659,752	894,605	
December	1,228,853	1,255,150	1,413,200	1,833,474		27,148	22,812	50,865		3,104,990	3,165,578	4,773,626	8,836,444		1,465,862	4,304,339	
YTD Totals	70,000,034	65,920,556	68,554,447	64,148,048	104,245,366	1,905,617	1,341,579	2,076,595	10,901,482	377,226,124	397,634,908	411,561,341	464,575,280	610,207,960	42,403,806	72,742,494	118,838,300
Total	73,982,932	69,277,514	71,940,550	67,864,420	104,245,366	1,968,514	1,396,206	2,134,793	10,901,482	387,872,011	408,119,850	425,415,218	487,929,729	610,207,960	45,529,420	77,941,438	118,838,300
Month Increase	27.47%	-10.02%	9.19%	17.12%	29.48%		-18.75%	19.29%	766.92%	-2.34%	6.69%	-1.40%	104.18%	2.02%		68.25%	20.09%
YTD Increase	3.39%	-5.83%	4.00%	-6.43%	62.51%		-29.60%	54.79%	424.97%	5.85%	5.41%	3.50%	12.88%	31.35%			63.37%
Total Year Increa	3.60%	-6.36%	3.84%	-5.67%			-29.07%	52.90%		6.35%	5.22%	4.24%	14.69%				

* 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 2017-2021

	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	45,893	80,128	100,883	103,524	117,805	7,131,148	7,115,084	6,272,045	8,223,680	22,515,577
February	100,360	121,379	111,202	123,301	138,103	4,938,755	5,205,555	6,004,609	6,788,236	16,833,409
March	177,413	239,016	191,043	100,157	288,353	7,159,836	9,356,430	9,370,541	3,538,436	28,050,784
April	319,158	278,446	356,959	0	387,071	19,822,692	18,054,916	22,183,138	715,316	39,424,885
May	233,603	269,937	329,769	122,541	429,562	32,005,253	32,964,383	36,428,842	28,192,673	71,629,217
June	316,197	421,313	441,718	529,356	646,362	79,240,527	94,643,779	102,003,266	103,467,906	127,947,319
July	486,546	488,988	538,288	643,415	630,180	140,228,393	134,391,620	110,890,945	152,256,684	159,994,974
August	383,434	426,743	534,008	621,785	723,235	102,930,101	108,717,337	138,805,084	139,737,864	158,280,320
September	243,058	201,660	210,087	466,395	392,240	48,338,071	48,791,548	45,403,850	63,775,711	73,112,498
October	229,934	217,916	215,456	309,934	157,157	21,974,957	22,503,851	22,618,642	41,364,509	43,787,109
November	31,732	146,707	126,782	167,957		10,734,352	9,965,662	11,523,953	17,053,031	0
December	260,812	143,609	120,970	126,529		4,815,968	4,706,348	6,505,201	11,266,628	0
<i>YTD Totals</i>	<i>2,535,596</i>	<i>2,745,526</i>	<i>3,029,413</i>	<i>3,020,408</i>	<i>3,910,068</i>	<i>463,769,733</i>	<i>481,744,503</i>	<i>499,980,962</i>	<i>548,061,015</i>	<i>741,576,092</i>
Total	2,828,140	3,035,842	3,277,165	3,314,894	3,910,068	479,320,053	496,416,513	518,010,116	576,380,674	741,576,092

Month Increase	123.83%	-5.23%	-1.13%	43.85%	-49.29%	5.45%	2.41%	0.51%	82.88%	5.86%
<i>YTD Increase</i>	86.95%	8.28%	10.34%	-0.30%	29.45%	5.34%	3.88%	3.79%	9.62%	35.31%
Total Year Increa	87.86%	7.34%	7.95%	1.15%		5.81%	3.57%	4.35%	11.27%	

DARE COUNTY GROSS																
MEALS BY DISTRICT																
	2021	% OF	2021	% OF	2021	% OF	2021	% OF	2021	% OF	2021	% OF	2021	% OF	2021	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL
AVON - 1	460,563	4.3%	273,292	2.8%	620,382	3.5%	855,797	3.3%	2,027,700	5.6%	2,488,769	5.1%	2,876,930	5.1%	2,377,133	5.2%
BUXTON - 2	290,236	2.7%	276,338	2.9%	580,310	3.3%	1,042,990	4.0%	1,391,963	3.8%	1,798,154	3.7%	1,942,324	3.5%	1,656,513	3.6%
COLINGTON - 3	65,096	0.6%	86,449	0.9%	110,296	0.6%	288,154	1.1%	395,247	1.1%	523,633	1.1%	569,541	1.0%	625,076	1.4%
FRISCO - 5	63,587	0.6%	30,632	0.3%	141,058	0.8%	238,549	0.9%	357,830	1.0%	462,776	1.0%	527,971	0.9%	438,422	1.0%
HATTERAS - 6	11,248	0.1%	279,511	2.9%	301,289	1.7%	582,593	2.2%	816,477	2.3%	1,157,752	2.4%	1,162,184	2.1%	931,272	2.0%
KILL DEVIL HILLS - 7	2,977,039	27.9%	2,843,490	29.5%	5,234,303	29.3%	7,024,824	26.9%	8,913,791	24.6%	11,207,349	23.1%	13,848,756	24.7%	10,699,569	23.5%
KITTY HAWK - 8	1,645,334	15.4%	1,641,876	17.0%	2,727,881	15.3%	3,562,952	13.7%	4,546,756	12.5%	6,066,253	12.5%	7,655,361	13.7%	5,746,835	12.6%
MANTEO-TOWN - 10	1,162,274	10.9%	855,301	8.9%	1,429,690	8.0%	1,801,206	6.9%	2,189,340	6.0%	2,605,650	5.4%	2,974,628	5.3%	2,393,434	5.2%
RIM (ROANOKE ISL. M	231,731	2.2%	217,208	2.3%	278,626	1.6%	367,469	1.4%	418,473	1.2%	487,559	1.0%	570,376	1.0%	480,308	1.1%
NAGS HEAD - 14	2,059,419	19.3%	1,877,182	19.5%	3,915,459	21.9%	5,869,222	22.5%	8,633,929	23.8%	12,853,590	26.4%	13,220,573	23.6%	11,497,241	25.2%
RODANTHE - 15	50,251	0.5%	33,890	0.4%	90,340	0.5%	285,784	1.1%	489,133	1.3%	581,896	1.2%	842,186	1.5%	689,082	1.5%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	229	0.0%	26,126	0.1%	49,767	0.1%	58,224	0.1%	29,025	0.1%
WAVES - 19	35,760	0.3%	28,528	0.3%	168,272	0.9%	412,596	1.6%	646,402	1.8%	890,242	1.8%	1,034,310	1.8%	960,516	2.1%
SOUTHERN SHORES -	391,571	3.7%	534,718	5.5%	611,725	3.4%	775,805	3.0%	1,034,603	2.9%	1,497,738	3.1%	2,020,772	3.6%	1,147,925	2.5%
DUCK - 21	1,225,101	11.5%	668,649	6.9%	1,642,094	9.2%	2,993,755	11.5%	4,385,392	12.1%	5,932,417	12.2%	6,679,149	11.9%	5,943,161	13.0%
TOTAL	10,669,210	100.0%	9,647,064	100.0%	17,851,725	100.0%	26,101,925	100.0%	36,273,162	100.0%	48,603,545	100.0%	55,983,285	100.0%	45,615,512	100.0%

DARE COUNTY GROSS						
MEALS BY DISTRICT						
	2021	% OF	2021	% OF	2021	% OF
	SEPT	TOTAL	OCT	TOTAL	TOTAL	TOTAL
AVON - 1	1,767,842	4.6%	1,236,102	4.2%	14,984,510	4.7%
BUXTON - 2	1,356,509	3.5%	1,216,365	4.2%	11,551,702	3.6%
COLINGTON - 3	465,990	1.2%	374,431	1.3%	3,503,913	1.1%
FRISCO - 5	356,145	0.9%	574,271	2.0%	3,191,241	1.0%
HATTERAS - 6	701,685	1.8%	501,652	1.7%	6,445,663	2.0%
KILL DEVIL HILLS - 7	10,126,556	26.2%	7,094,895	24.4%	79,970,572	25.1%
KITTY HAWK - 8	5,008,315	12.9%	3,977,792	13.7%	42,579,355	13.4%
MANTEO-TOWN - 10	2,012,320	5.2%	1,601,038	5.5%	19,024,881	6.0%
RIM (ROANOKE ISL. M	428,168	1.1%	422,990	1.5%	3,902,908	1.2%
NAGS HEAD - 14	9,419,241	24.3%	6,803,626	23.4%	76,149,482	23.9%
RODANTHE - 15	385,765	1.0%	458,429	1.6%	3,906,756	1.2%
SALVO - 18	21,144	0.1%	8,762	0.0%	193,277	0.1%
WAVES - 19	596,914	1.5%	378,952	1.3%	5,152,492	1.6%
SOUTHERN SHORES -	1,413,922	3.7%	1,084,981	3.7%	10,513,760	3.3%
DUCK - 21	4,652,653	12.0%	3,397,298	11.7%	37,519,669	11.8%
TOTAL	38,713,169	100.0%	29,131,584	100.0%	318,590,181	100.0%

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE	1,591,344	138,440	1049.48%	813,406	165,461	391.60%	980,977	124,809	685.98%	1,180,404	7,267	16143.35%
WAVES	1,202,878	173,850	591.91%	734,878	138,772	429.56%	872,163	64,020	1262.33%	947,671	5,772	16318.42%
SALVO	2,344,520	166,784	1305.72%	1,194,950	151,036	691.17%	931,211	52,537	1672.49%	751,039	8,579	8654.39%
AVON	2,483,054	434,039	472.08%	1,143,301	380,590	200.40%	1,523,212	138,732	997.95%	1,984,065	30,048	6502.99%
BUXTON	544,488	153,215	255.38%	364,946	162,973	123.93%	683,573	145,613	369.45%	1,148,568	63,878	1698.07%
FRISCO	538,245	102,027	427.55%	226,988	89,747	152.92%	378,573	47,494	697.10%	739,290	9,747	7484.80%
HATTERAS	1,613,376	239,225	574.42%	430,806	149,163	188.82%	657,802	107,696	510.80%	1,239,768	23,329	5214.28%
TOTAL HATTERAS ISLAND	10,317,905	1,407,580	633.02%	4,909,275	1,237,742	296.63%	6,027,511	680,901	785.23%	7,990,805	148,620	5276.67%
NORTHERN BEACHES:												
DUCK	1,852,901	973,632	90.31%	1,640,219	621,871	163.76%	3,033,091	453,220	569.23%	4,818,415	93,678	5043.59%
SOUTHERN SHORES	909,588	431,854	110.62%	735,996	327,899	124.46%	1,187,933	69,681	1604.82%	1,311,207	9,167	14203.56%
KITTY HAWK	1,306,830	746,475	75.07%	1,491,596	801,188	86.17%	2,632,886	414,239	535.60%	3,465,663	38,020	9015.37%
COLINGTON	14,774	3,274	351.25%	20,317	6,168	229.39%	55,996	10,810	418.00%	91,214	0	#DIV/0!
KILL DEVIL HILLS	3,096,270	2,055,516	50.63%	3,313,303	1,877,121	76.51%	6,741,815	918,296	634.17%	9,698,361	201,342	4716.86%
NAGS HEAD	3,878,714	2,239,211	73.22%	3,486,075	1,513,288	130.36%	5,978,557	844,330	608.08%	9,235,248	164,145	5526.27%
TOTAL NORTHERN BEACHES	11,059,077	6,449,962	71.46%	10,687,506	5,147,535	107.62%	19,630,278	2,710,576	624.21%	28,620,108	506,352	5552.22%
ROANOKE ISLAND:												
MANTEO-TOWN	430,440	170,435	152.55%	236,934	143,543	65.06%	548,533	68,224	704.02%	923,581	46,483	1886.92%
RIM (ROANOKE ISL. MAINLAND)	627,606	178,581	251.44%	878,101	235,653	272.62%	1,388,327	55,283	2411.31%	1,199,965	8,348	14274.28%
TOTAL ROANOKE ISLAND	1,058,046	349,016	203.15%	1,115,035	379,196	194.05%	1,936,860	123,507	1468.22%	2,123,546	54,831	3772.89%
OTC UNATTRIBUTED	80,549	17,122	370.44%	121,593	23,763	411.69%	456,135	23,452	1844.97%	690,426	5,513	12423.60%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.												
TOTAL	22,515,577	8,223,680	173.79%	16,833,409	6,788,236	147.98%	28,050,784	3,538,436	692.75%	39,424,885	715,316	5411.53%

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
HATTERAS ISLAND:												
RODANTHE	2,895,708	994,456	191.19%	4,572,381	3,113,249	46.87%	5,451,411	6,961,433	-21.69%	5,367,663	5,425,650	-1.07%
WAVES	2,289,789	875,701	161.48%	3,503,419	2,374,280	47.56%	11,844,255	5,101,837	132.16%	3,585,119	3,537,511	1.35%
SALVO	2,557,960	588,373	334.75%	3,906,170	1,986,086	96.68%	4,839,814	7,793,423	-37.90%	5,106,965	5,524,202	-7.55%
AVON	4,824,265	2,066,612	133.44%	7,623,717	6,283,223	21.33%	6,592,326	11,853,109	-44.38%	9,592,019	9,512,081	0.84%
BUXTON	1,877,712	847,665	121.52%	2,850,695	2,319,946	22.88%	2,951,851	3,396,670	-13.10%	2,990,193	2,661,554	12.35%
FRISCO	1,675,224	754,299	122.09%	2,624,849	2,146,129	22.31%	2,624,715	3,153,413	-16.77%	2,930,659	2,760,749	6.15%
HATTERAS	2,962,198	1,067,301	177.54%	4,566,799	3,605,207	26.67%	4,846,728	6,465,000	-25.03%	5,940,008	5,553,616	6.96%
TOTAL HATTERAS ISLAND	19,082,856	7,194,407	165.25%	29,648,030	21,828,120	35.82%	39,151,100	44,724,885	-12.46%	35,512,626	34,975,363	1.54%
NORTHERN BEACHES:												
DUCK	9,371,202	3,716,546	152.15%	20,773,247	18,177,434	14.28%	26,419,287	25,056,315	5.44%	27,502,748	24,833,969	10.75%
SOUTHERN SHORES	3,353,451	1,350,564	148.30%	7,389,945	6,673,186	10.74%	8,772,016	8,222,034	6.69%	9,116,788	7,916,829	15.16%
KITTY HAWK	4,959,151	2,084,664	137.89%	8,144,675	6,651,519	22.45%	9,594,242	8,342,133	15.01%	9,709,614	7,691,727	26.23%
COLINGTON	146,882	24,407	501.80%	322,491	216,365	49.05%	474,087	364,283	30.14%	374,140	312,553	19.70%
KILL DEVIL HILLS	13,619,166	5,429,553	150.83%	22,855,095	18,187,203	25.67%	27,712,049	23,860,833	16.14%	26,615,230	22,495,828	18.31%
NAGS HEAD	17,298,910	7,038,514	145.78%	33,579,610	28,605,413	17.39%	41,717,094	38,857,728	7.36%	43,635,210	38,682,106	12.80%
TOTAL NORTHERN BEACHES	48,748,762	19,644,248	148.16%	93,065,063	78,511,120	18.54%	114,688,775	104,703,326	9.54%	116,953,730	101,933,012	14.74%
ROANOKE ISLAND:												
MANTEO-TOWN	1,260,269	504,989	149.56%	2,098,059	1,467,488	42.97%	2,299,134	1,603,378	43.39%	2,241,738	1,641,666	36.55%
RIM (ROANOKE ISL. MAINLAND)	1,335,436	663,286	101.34%	1,482,593	986,934	50.22%	1,611,958	973,034	65.66%	1,411,059	967,930	45.78%
TOTAL ROANOKE ISLAND	2,595,705	1,168,275	122.18%	3,580,652	2,454,422	45.89%	3,911,092	2,576,412	51.80%	3,652,797	2,609,596	39.98%
OTC UNATTRIBUTED	1,201,894	185,743	547.07%	1,653,574	674,244	145.25%	2,244,007	252,061	790.26%	2,161,167	219,893	882.83%
*Part of OTC transactions are reported												
TOTAL	71,629,217	28,192,673	154.07%	127,947,319	103,467,906	23.66%	159,994,974	152,256,684	5.08%	158,280,320	139,737,864	13.27%

DARE COUNTY GROSS									
OCCUPANCY BY DISTRICT									
	2021	2020	% Increase	2021	2020	% Increase	YTD 2021	YTD 2020	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE	2,655,804	2,365,098	12.29%	1,852,728	1,541,990	20.15%	27,361,826	20,837,853	31.31%
WAVES	1,865,639	1,722,784	8.29%	1,185,910	1,223,669	-3.09%	28,031,721	15,218,196	84.20%
SALVO	2,180,636	2,074,571	5.11%	1,473,634	1,512,395	-2.56%	25,286,899	19,857,986	27.34%
AVON	4,359,833	4,187,773	4.11%	3,422,881	3,228,635	6.02%	43,548,673	38,114,842	14.26%
BUXTON	1,795,644	1,554,576	15.51%	1,190,221	1,193,252	-0.25%	16,397,891	12,499,342	31.19%
FRISCO	1,528,692	1,344,992	13.66%	1,165,109	829,031	40.54%	14,432,344	11,237,628	28.43%
HATTERAS	2,623,675	2,321,754	13.00%	1,977,572	1,344,448	47.09%	26,858,732	20,876,739	28.65%
TOTAL HATTERAS ISLAND	17,009,923	15,571,548	9.24%	12,268,055	10,873,420	12.83%	181,918,086	138,642,586	31.21%
NORTHERN BEACHES:									
DUCK	10,739,264	9,836,814	9.17%	5,645,884	5,792,939	-2.54%	111,796,258	89,556,418	24.83%
SOUTHERN SHORES	3,728,231	3,219,094	15.82%	1,672,371	1,629,063	2.66%	38,177,526	29,849,371	27.90%
KITTY HAWK	5,193,038	4,325,618	20.05%	2,604,720	2,911,834	-10.55%	49,102,415	34,007,417	44.39%
COLINGTON	214,972	164,549	30.64%	84,831	93,930	-9.69%	1,799,704	1,196,339	50.43%
KILL DEVIL HILLS	12,847,753	11,710,936	9.71%	8,026,944	7,592,435	5.72%	134,525,986	94,329,063	42.61%
NAGS HEAD	19,847,171	17,178,559	15.53%	11,269,538	11,451,011	-1.58%	189,926,127	146,574,305	29.58%
TOTAL NORTHERN BEACHES	52,570,429	46,435,570	13.21%	29,304,288	29,471,212	-0.57%	525,328,016	395,512,913	32.82%
ROANOKE ISLAND:									
MANTEO-TOWN	1,334,160	843,370	58.19%	861,056	603,414	42.70%	12,233,904	7,092,990	72.48%
RIM (ROANOKE ISL. MAINLAND)	828,372	453,768	82.55%	559,584	337,970	65.57%	11,323,001	4,860,787	132.95%
TOTAL ROANOKE ISLAND	2,162,532	1,297,138	66.72%	1,420,640	941,384	50.91%	23,556,905	11,953,777	97.07%
OTC UNATTRIBUTED	1,369,614	471,455	190.51%	794,126	78,493	911.72%	10,773,085	1,951,739	451.97%
*Part of OTC transactions are reported									
TOTAL	73,112,498	63,775,711	14.64%	43,787,109	41,364,509	5.86%	741,576,092	548,061,015	35.31%

DARE COUNTY GROSS MEALS BY DISTRICT												
	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE - 15	50,251	23,211	116.50%	33,890	17,721	91.24%	90,340	29,023	211.27%	285,784	17,392	1543.19%
WAVES - 19	35,760	21,957	62.86%	28,528	25,502	11.87%	168,272	68,108	147.07%	412,596	21,006	1864.18%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	229	0	#DIV/0!
AVON - 1	460,563	270,637	70.18%	273,292	277,555	-1.54%	620,382	220,022	181.96%	855,797	110,415	675.07%
BUXTON - 2	290,236	158,548	83.06%	276,338	131,822	109.63%	580,310	184,755	214.10%	1,042,990	100,175	941.17%
FRISCO - 5	63,587	149,794	-57.55%	30,632	92,226	-66.79%	141,058	9,415	1398.23%	238,549	88,905	168.32%
HATTERAS - 6	11,248	20,554	-45.28%	279,511	39,069	615.43%	301,289	44,105	583.12%	582,593	6,891	8354.40%
TOTAL HATTERAS ISLAND	911,645	644,701	41.41%	922,191	583,895	57.94%	1,901,651	555,428	242.38%	3,418,538	344,784	891.50%
NORTHERN BEACHES:												
DUCK - 21	1,225,101	509,944	140.24%	668,649	602,110	11.05%	1,642,094	451,567	263.64%	2,993,755	79,278	3676.27%
SOUTHERN SHORES - 20	391,571	522,960	-25.12%	534,718	367,120	45.65%	611,725	384,555	59.07%	775,805	129,975	496.89%
KITTY HAWK - 8	1,645,334	1,799,644	-8.57%	1,641,876	1,604,718	2.32%	2,727,881	1,125,357	142.40%	3,562,952	737,774	382.93%
COLINGTON - 3	65,096	61,040	6.64%	86,449	111,816	-22.69%	110,296	57,273	92.58%	288,154	51,470	459.85%
KILL DEVIL HILLS - 7	2,977,039	3,030,736	-1.77%	2,843,490	3,173,984	-10.41%	5,234,303	2,362,500	121.56%	7,024,824	1,093,292	542.54%
NAGS HEAD - 14	2,059,419	1,823,494	12.94%	1,877,182	1,892,513	-0.81%	3,915,459	1,649,672	137.35%	5,869,222	846,543	593.32%
TOTAL NORTHERN BEACHES	8,363,560	7,747,818	7.95%	7,652,364	7,752,261	-1.29%	14,241,758	6,030,924	136.15%	20,514,712	2,938,332	598.18%
ROANOKE ISLAND:												
MANTEO-TOWN - 10	1,162,274	955,731	21.61%	855,301	779,047	9.79%	1,429,690	691,359	106.79%	1,801,206	332,005	442.52%
MANTEO-OUTSIDE - 11	231,731	219,443	5.60%	217,208	165,193	31.49%	278,626	188,491	47.82%	367,469	134,607	172.99%
TOTAL ROANOKE ISLAND	1,394,005	1,175,174	18.62%	1,072,509	944,240	13.58%	1,708,316	879,850	94.16%	2,168,675	466,612	364.77%
TOTAL	10,669,210	9,567,693	11.51%	9,647,064	9,280,396	3.95%	17,851,725	7,466,202	139.10%	26,101,925	3,749,728	596.10%

DARE COUNTY GROSS												
MEALS BY DISTRICT												
	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase	2021	2020	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
HATTERAS ISLAND:												
RODANTHE - 15	489,133	179,186	172.98%	581,896	457,470	27.20%	842,186	438,997	91.84%	689,082	415,794	65.73%
WAVES - 19	646,402	219,190	194.90%	890,242	677,632	31.38%	1,034,310	494,010	109.37%	960,516	299,026	221.21%
SALVO - 18	26,126	5,010	421.48%	49,767	40,793	22.00%	58,224	53,343	9.15%	29,025	30,041	-3.38%
AVON - 1	2,027,700	706,126	187.16%	2,488,769	1,903,871	30.72%	2,876,930	1,921,229	49.74%	2,377,133	1,761,166	34.97%
BUXTON - 2	1,391,963	431,796	222.37%	1,798,154	1,314,854	36.76%	1,942,324	1,309,809	48.29%	1,656,513	1,161,413	42.63%
FRISCO - 5	357,830	147,558	142.50%	462,776	264,210	75.15%	527,971	323,934	62.99%	438,422	277,784	57.83%
HATTERAS - 6	816,477	224,957	262.95%	1,157,752	828,595	39.72%	1,162,184	811,540	43.21%	931,272	622,896	49.51%
TOTAL HATTERAS ISLAND	5,755,631	1,913,823	200.74%	7,429,356	5,487,425	35.39%	8,444,129	5,352,862	57.75%	7,081,963	4,568,120	55.03%
NORTHERN BEACHES:												
DUCK - 21	4,385,392	1,497,309	192.88%	5,932,417	4,225,720	40.39%	6,679,149	4,120,252	62.11%	5,943,161	4,619,356	28.66%
SOUTHERN SHORES - 20	1,034,603	431,285	139.89%	1,497,738	1,144,690	30.84%	2,020,772	1,041,675	93.99%	1,147,925	997,366	15.10%
KITTY HAWK - 8	4,546,756	2,032,942	123.65%	6,066,253	4,467,270	35.79%	7,655,361	4,831,902	58.43%	5,746,835	4,447,622	29.21%
COLINGTON - 3	395,247	110,255	258.48%	523,633	323,053	62.09%	569,541	283,287	101.05%	625,076	517,144	20.87%
KILL DEVIL HILLS - 7	8,913,791	3,552,444	150.92%	11,207,349	9,022,628	24.21%	13,848,756	9,288,088	49.10%	10,699,569	8,527,837	25.47%
NAGS HEAD - 14	8,633,929	3,059,988	182.16%	12,853,590	8,517,851	50.90%	13,220,573	10,169,265	30.01%	11,497,241	8,890,686	29.32%
TOTAL NORTHERN BEACHES	27,909,718	10,684,223	161.22%	38,080,980	27,701,212	37.47%	43,994,152	29,734,469	47.96%	35,659,807	28,000,011	27.36%
ROANOKE ISLAND:												
MANTEO-TOWN - 10	2,189,340	1,213,967	80.35%	2,605,650	1,839,180	41.67%	2,974,628	2,075,092	43.35%	2,393,434	1,653,471	44.75%
MANTEO-OUTSIDE - 11	418,473	267,796	56.27%	487,559	349,795	39.38%	570,376	368,803	54.66%	480,308	464,906	3.31%
TOTAL ROANOKE ISLAND	2,607,813	1,481,763	75.99%	3,093,209	2,188,975	41.31%	3,545,004	2,443,895	45.06%	2,873,742	2,118,377	35.66%
TOTAL	36,273,162	14,079,809	157.63%	48,603,545	35,377,612	37.39%	55,983,285	37,531,226	49.16%	45,615,512	34,686,508	31.51%

DARE COUNTY GROSS MEALS BY DISTRICT									
	2021	2020	% Increase	2021	2020	% Increase	YTD 2021	YTD 2020	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE - 15	385,765	336,254	14.72%	458,429	219,079	109.25%	3,906,756	2,134,127	83.06%
WAVES - 19	596,914	358,109	66.69%	378,952	140,080	170.53%	5,152,492	2,324,620	121.65%
SALVO - 18	21,144	17,478	20.97%	8,762	1,269	590.46%	193,277	147,934	30.65%
AVON - 1	1,767,842	1,518,979	16.38%	1,236,102	1,247,180	-0.89%	14,984,510	9,937,180	50.79%
BUXTON - 2	1,356,509	1,214,757	11.67%	1,216,365	880,283	38.18%	11,551,702	6,888,212	67.70%
FRISCO - 5	356,145	372,434	-4.37%	574,271	242,860	136.46%	3,191,241	1,969,120	62.06%
HATTERAS - 6	701,685	486,242	44.31%	501,652	522,346	-3.96%	6,445,663	3,607,195	78.69%
TOTAL HATTERAS ISLAND	5,186,004	4,304,253	20.49%	4,374,533	3,253,097	34.47%	45,425,641	27,008,388	68.19%
NORTHERN BEACHES:									
DUCK - 21	4,652,653	3,817,903	21.86%	3,397,298	2,081,451	63.22%	37,519,669	22,004,890	70.51%
SOUTHERN SHORES - 20	1,413,922	1,135,759	24.49%	1,084,981	472,139	129.80%	10,513,760	6,627,524	58.64%
KITTY HAWK - 8	5,008,315	3,841,807	30.36%	3,977,792	3,220,658	23.51%	42,579,355	28,109,694	51.48%
COLINGTON - 3	465,990	412,250	13.04%	374,431	284,883	31.43%	3,503,913	2,212,471	58.37%
KILL DEVIL HILLS - 7	10,126,556	8,215,660	23.26%	7,094,895	5,906,105	20.13%	79,970,572	54,173,274	47.62%
NAGS HEAD - 14	9,419,241	7,725,607	21.92%	6,803,626	5,493,533	23.85%	76,149,482	50,069,152	52.09%
TOTAL NORTHERN BEACHES	31,086,677	25,148,986	23.61%	22,733,023	17,458,769	30.21%	250,236,751	163,197,005	53.33%
ROANOKE ISLAND:									
MANTEO-TOWN - 10	2,012,320	1,922,273	4.68%	1,601,038	1,448,238	10.55%	19,024,881	12,910,363	47.36%
MANTEO-OUTSIDE - 11	428,168	383,281	11.71%	422,990	335,349	26.13%	3,902,908	2,877,664	35.63%
TOTAL ROANOKE ISLAND	2,440,488	2,305,554	5.85%	2,024,028	1,783,587	13.48%	22,927,789	15,788,027	45.22%
TOTAL	38,713,169	31,758,793	21.90%	29,131,584	22,495,453	29.50%	318,590,181	205,993,420	54.66%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 11/30/21

	Jul - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 • Occupancy Tax - 75%	4,245,943.29	3,823,891.00	422,052.29	111.0%
3040 • Meals Tax - 75%	1,621,764.74	1,748,832.00	-125,067.26	92.8%
3050 • Website Advertising	48,790.20	100,000.00	-51,209.80	48.8%
3210 • Interest Income	4,712.09	50,150.00	-45,437.91	9.4%
3220 • Other	940.00	1,000.00	-60.00	94.0%
Total Income	5,922,150.32	5,721,873.00	200,277.32	103.5%
Gross Profit	5,922,150.32	5,721,873.00	200,277.32	103.5%
Expense				
5000 • Director Compensation	6,925.00	17,100.00	-10,175.00	40.5%
5001 • Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 • Director Travel/Meeting/Meals	122.13	7,000.00	-6,877.87	1.7%
5003 • Directors & Officers Insurance	3,602.86	3,603.00	-0.14	100.0%
5004 • Miscellaneous Items	0.00	1,000.00	-1,000.00	0.0%
5010 • Salaries (Full Time) Promotion	305,516.64	737,750.00	-432,233.36	41.4%
5020 • Salaries (Part Time) Promotion	36,745.28	131,100.00	-94,354.72	28.0%
5025 • Salaries (Part Time) Welcome AB	30,636.37	93,255.00	-62,618.63	32.9%
5026 • Salaries (Part Time) Welcome RI	51,144.37	141,400.00	-90,255.63	36.2%
5030 • Payroll Taxes	32,198.07	91,575.00	-59,376.93	35.2%
5040 • Employee Insurance	76,965.96	154,200.00	-77,234.04	49.9%
5050 • Retirement	35,607.94	92,415.00	-56,807.06	38.5%
5055 • 401(k) Match	2,808.57	7,380.00	-4,571.43	38.1%
5060 • Workmens Compensation	1,731.23	2,155.00	-423.77	80.3%
5080 • Employee Relations	1,334.37	2,805.00	-1,470.63	47.6%
5090 • Training	80.44	11,250.00	-11,169.56	0.7%
5110 • Contracted Service	10,430.15	27,850.00	-17,419.85	37.5%
5140 • Audit	0.00	11,250.00	-11,250.00	0.0%
5170 • Other Professional Services	2,295.00	7,300.00	-5,005.00	31.4%
5180 • Legal	3,635.00	20,500.00	-16,865.00	17.7%
5185 • Research	27,900.00	263,400.00	-235,500.00	10.6%
5190 • Administrative Advertising	160.00	1,500.00	-1,340.00	10.7%
5500 • Advertising-Printed	354,568.54	1,382,065.00	-1,027,496.46	25.7%
5502 • Advertising - Production Fee	70,867.00	130,000.00	-59,133.00	54.5%
5510 • Advertising - Event Dev & Mktg	2,800.00	73,100.00	-70,300.00	3.8%
5515 • Advertising - Online	819,135.16	2,519,455.00	-1,700,319.84	32.5%
5525 • Community Relations	5,004.17	30,000.00	-24,995.83	16.7%
5530 • Legal Notices	0.00	1,500.00	-1,500.00	0.0%
5560 • Brochures/Production & Printing	1,169.61	34,750.00	-33,580.39	3.4%
5580 • Promotional Aids	950.92	9,000.00	-8,049.08	10.6%
6100 • Familiarization Tours	21,749.49	110,000.00	-88,250.51	19.8%
6101 • Group sales	3,642.78	12,000.00	-8,357.22	30.4%
6130 • Uniforms	1,400.27	1,840.00	-439.73	76.1%
6150 • Event Grant	83,966.87	750,000.00	-666,033.13	11.2%
6170 • Tourism Summit	0.00	20,500.00	-20,500.00	0.0%
6200 • Postage and Delivery	18,931.48	195,200.00	-176,268.52	9.7%
6300 • Travel	14,035.46	40,400.00	-26,364.54	34.7%
6305 • Vehicle Maintenance	296.96	3,500.00	-3,203.04	8.5%
6320 • Registrations	14,630.00	49,500.00	-34,870.00	29.6%
6340 • Travel Show Exhibit	113.05	3,500.00	-3,386.95	3.2%
6420 • Dues and Subscriptions	18,829.52	47,600.00	-28,770.48	39.6%
6440 • Insurance	27,354.75	27,820.00	-465.25	98.3%
6460 • Telephone	12,617.66	42,815.00	-30,197.34	29.5%
6500 • Equipment	827.28	77,500.00	-76,672.72	1.1%
6510 • Expendable Equipment	309.56	2,100.00	-1,790.44	14.7%
6530 • Technical Support	753.69	13,050.00	-12,296.31	5.8%
6580 • Utilities	4,568.76	18,360.00	-13,791.24	24.9%
6600 • Cleaning/maintenance supplies	208.83	2,850.00	-2,641.17	7.3%
6610 • Building Maintenance	668.80	25,460.00	-24,791.20	2.6%
6620 • Equipment Service Contracts	0.00	3,500.00	-3,500.00	0.0%
6640 • Equipment Rent	8,478.17	34,000.00	-25,521.83	24.9%
6660 • Equipment Repairs	0.00	4,250.00	-4,250.00	0.0%
6700 • Office Supplies	4,604.38	23,025.00	-18,420.62	20.0%
6800 • Bank Service Charges	525.45	1,920.00	-1,394.55	27.4%
6810 • Web Site/Internet	13,798.64	43,553.00	-29,754.36	31.7%
Total Expense	2,136,646.63	7,560,901.00	-5,424,254.37	28.3%
Net Ordinary Income	3,785,503.69	-1,839,028.00	5,624,531.69	-205.8%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 11/30/21

	Jul - Nov 21	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	5,217.54	6,000.00	-782.46	87.0%
Total 3100 · Sale of Merchandise	5,217.54	6,000.00	-782.46	87.0%
Total 9910 · Transfer from Merchandise Sales	5,217.54	6,000.00	-782.46	87.0%
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	24,000.00	25,000.00	-1,000.00	96.0%
Total 9920 · Transfer from Travel Guide Fund	24,000.00	25,000.00	-1,000.00	96.0%
9990 · Unappropriated Fund Balance	0.00	2,172,398.00	-2,172,398.00	0.0%
Total Other Income	29,217.54	2,203,398.00	-2,174,180.46	1.3%
Other Expense				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	0.00	71,900.00	-71,900.00	0.0%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
Total 9925 · Transfer to Travel Guide	0.00	73,900.00	-73,900.00	0.0%
9930 · Transfer to Merchandise				
67101 · Merchandise Purchases	2,627.01	4,200.00	-1,572.99	62.5%
68001 · Credit Card Charges	377.41	790.00	-412.59	47.8%
Total 9930 · Transfer to Merchandise	3,004.42	4,990.00	-1,985.58	60.2%
9950 · Transfer to Event Site Fund	0.00	285,480.00	-285,480.00	0.0%
Total Other Expense	3,004.42	364,370.00	-361,365.58	0.8%
Net Other Income	26,213.12	1,839,028.00	-1,812,814.88	1.4%
Net Income	3,811,716.81	0.00	3,811,716.81	100.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
Travel Guide - YTD thru 11/30/21

	<u>Jul - Nov 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
3210 · Interest Income	28.85	25.00	3.85	115.4%
Total Income	<u>28.85</u>	<u>25.00</u>	<u>3.85</u>	<u>115.4%</u>
Gross Profit	<u>28.85</u>	<u>25.00</u>	<u>3.85</u>	<u>115.4%</u>
Net Ordinary Income	<u>28.85</u>	<u>25.00</u>	<u>3.85</u>	<u>115.4%</u>
Other Income/Expense				
Other Income				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	24,000.00	25,000.00	-1,000.00	96.0%
Total 9920 · Transfer from Travel Guide Fund	<u>24,000.00</u>	<u>25,000.00</u>	<u>-1,000.00</u>	<u>96.0%</u>
Total Other Income	<u>24,000.00</u>	<u>25,000.00</u>	<u>-1,000.00</u>	<u>96.0%</u>
Other Expense				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	0.00	71,900.00	-71,900.00	0.0%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
Total 9925 · Transfer to Travel Guide	<u>0.00</u>	<u>73,900.00</u>	<u>-73,900.00</u>	<u>0.0%</u>
Total Other Expense	<u>0.00</u>	<u>73,900.00</u>	<u>-73,900.00</u>	<u>0.0%</u>
Net Other Income	<u>24,000.00</u>	<u>-48,900.00</u>	<u>72,900.00</u>	<u>-49.1%</u>
Net Income	<u><u>24,028.85</u></u>	<u><u>-48,875.00</u></u>	<u><u>72,903.85</u></u>	<u><u>-49.2%</u></u>

OUTER BANKS VISITORS BUREAU
Statement of Revenue and Expenses - Actual and Budget
Merchandise - YTD thru 11/30/21

	<u>Jul - Nov 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
3210 · Interest Income	83.62	125.00	-41.38	66.9%
Total Income	83.62	125.00	-41.38	66.9%
Gross Profit	83.62	125.00	-41.38	66.9%
Net Ordinary Income	83.62	125.00	-41.38	66.9%
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	5,217.54	6,000.00	-782.46	87.0%
Total 3100 · Sale of Merchandise	5,217.54	6,000.00	-782.46	87.0%
Total 9910 · Transfer from Merchandise Sales	5,217.54	6,000.00	-782.46	87.0%
Total Other Income	5,217.54	6,000.00	-782.46	87.0%
Other Expense				
9930 · Transfer to Merchandise				
67101 · Merchandise Purchases	2,627.01	4,200.00	-1,572.99	62.5%
68001 · Credit Card Charges	377.41	790.00	-412.59	47.8%
Total 9930 · Transfer to Merchandise	3,004.42	4,990.00	-1,985.58	60.2%
Total Other Expense	3,004.42	4,990.00	-1,985.58	60.2%
Net Other Income	2,213.12	1,010.00	1,203.12	219.1%
Net Income	<u>2,296.74</u>	<u>1,135.00</u>	<u>1,161.74</u>	<u>202.4%</u>

Outer Banks Visitors Bureau Special Revenue Fund
Statement of Revenue and Expenditures - Actual and Budget
 July through November 2021

	Jul - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	1,415,314.44	1,274,629.00	140,685.44	111.0%
3040 · Meals Tax	540,588.25	582,278.00	-41,689.75	92.8%
3210 · Interest	1,566.05	23,000.00	-21,433.95	6.8%
Total Income	1,957,468.74	1,879,907.00	77,561.74	104.1%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4525 · Event Site	0.00	2,989,839.00	-2,989,839.00	0.0%
4585 · Unappropriated Long-Term	19,440.00	430,000.00	-410,560.00	4.5%
Total 4000 · Long - Term Projects	19,440.00	3,881,009.00	-3,861,569.00	0.5%
4100 · Short-Term Projects				
4646 · Town of KH - KH Park Trail Conn	47,592.00	47,592.00	0.00	100.0%
4648 · TIG - DCAC - Courtyard	90,950.00	90,950.00	0.00	100.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4652 · TIG - Manteo - Town Common	221,885.00	371,885.00	-150,000.00	59.7%
4654 · TIG -Hatteras District-Pathways	342,640.00	342,640.00	0.00	100.0%
4655 · TIG - KDH - Meekins Field	0.00	200,000.00	-200,000.00	0.0%
4657 · TIG - NH - Skate Park	0.00	30,000.00	-30,000.00	0.0%
4658 · TIG - NC Coast Fed - Baum Boat	0.00	40,000.00	-40,000.00	0.0%
4999 · Unappropriated Funds	0.00	765,648.00	-765,648.00	0.0%
5140 · Audit	0.00	3,750.00	-3,750.00	0.0%
5160 · Fireworks	58,088.00	134,669.00	-76,581.00	43.1%
5170 · Traffic Control - Hwy 12 & 158	4,200.00	19,960.00	-15,760.00	21.0%
Total 4100 · Short-Term Projects	765,355.00	2,194,900.00	-1,429,545.00	34.9%
Total Expense	784,795.00	6,075,909.00	-5,291,114.00	12.9%
Net Ordinary Income	1,172,673.74	-4,196,002.00	5,368,675.74	-27.9%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	4,196,002.00	-4,196,002.00	0.0%
Total Other Income	0.00	4,196,002.00	-4,196,002.00	0.0%
Net Other Income	0.00	4,196,002.00	-4,196,002.00	0.0%
Net Income	1,172,673.74	0.00	1,172,673.74	100.0%

Outer Banks Visitors Bureau
Restricted Fund Summary
2019-2021

	Balance 7/1/2020	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Balance 7/1/2021	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Estimated Balance FY20-21
Short-term Projects									
OB Scenic Byway - Interpretive Plan	26,500		(26,500)		0				0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932		(487,932)		0				0
Town of KH - KH Park Trail Connection	47,592				47,592		(47,592)		0
TIG - Chicamacomico - Cisterns	48,000		(32,999)	(15,001)	0				0
TIG - Dare Co Arts Council - Courtyard	90,950				90,950		(90,950)		0
TIG - Frisco Native American - Handicapp Access	25,750		(25,750)		0				0
TIG - Town of Duck - Pedestrian Path, Phase IV	147,806				147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	55,618		(55,618)		0				0
TIG - Town of Manteo - Manteo Common	221,885				221,885		(221,885)		0
TIG - Manteo - Town Common Phase II	0	150,000	0		150,000				150,000
TIG - Hatteras Tax District - Pathway	0	342,640	0		342,640		(342,640)		0
TIG - KDH - Meekins Field	0	200,000	0		200,000				200,000
TIG - NH - Admiral Street	0	40,000	(40,000)		0				0
TIG - NH - Skate Park	0	30,000	0		30,000				30,000
TIG - NC Coastal Fed - Baum Bridge	0	40,000	0		40,000				40,000
TIG - OB Gun Club - Range Improvements	0	12,000	(12,000)		0				0
Fireworks	55,000	0	(12,831)	37,500	79,669		(58,088)	55,000	76,581
Audit	0		(2,625)	2,625	0			3,750	3,750
Highway 158/Highway 12 Intersection		25,000	(5,040)		19,960		(4,200)		15,760
Unappropriated Funds	188,782	738,480		(639,764)	287,498	716,935		(58,750)	945,683
TOTAL SHORT TERM COMMITMENTS	1,395,815	1,578,120	(701,295)	(614,640)	1,658,000	716,935	(765,355)	0	1,609,580
Long Term Projects									
Multi-Use Center (100%)	263,044	1,626,629	0	0	1,889,673	1,569,195			3,458,868
Natural Historical Cultural	0	0	0	0	0				0
Green Space/Open Space (GOSPL)	0	0	0	0	0				0
Infrastructure (capped)	461,170	0	0	0	461,170				461,170
L-T Unappropriated Funds	500,000	100,000	-70,000	(200,000)	330,000	100,000	(19,440)		410,560
TOTAL LONG TERM COMMITMENTS UNPAID	1,224,214	1,726,629	(70,000)	(200,000)	2,680,843	1,669,195	(19,440)	0	4,330,598
Total	2,620,029	3,304,749	(771,295)	(814,640)	4,338,843	2,386,130	(784,795)	0	5,940,178
Cash on Hand 11/30/21							#	Checking	1,432,903
Total Cash on Hand								Savings	4,150,944
									5,583,847
25% of Occupancy & Meals Income per Budget									
December									54,116
January									35,531
February									35,063
March									33,584
April									50,368
May									89,784
June									130,216
									428,661
Unappropriated Balances									72,330
Transfer from General Fund						2,384,564 *			
30% Short-term						715,369			
Short-term Interest						1,566			
						716,935			
70% Long-term							1,669,195		
Long-term Interest							0		
							1,669,195 *		

*Estimate Based on Actual through October and Budgeted Figures

Agrees to Financial Statements

Dare County Tourism Board - Event Site Fund
Statement of Revenue and Expenditures - Actual and Budget
 July through November 2021

	Jul - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	800.00	1,000.00	-200.00	80.0%
3200 · Site Rental Income - Other	9,020.00	12,800.00	-3,780.00	70.5%
Total 3200 · Site Rental Income	9,820.00	13,800.00	-3,980.00	71.2%
3210 · Interest Income	145.83	200.00	-54.17	72.9%
3250 · Lease Income	20,245.00	45,600.00	-25,355.00	44.4%
9999 · Unappropriated Funds	0.00	65,000.00	-65,000.00	0.0%
Total Income	30,210.83	124,600.00	-94,389.17	24.2%
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	21,610.00	55,000.00	-33,390.00	39.3%
6440 · Insurance	8,554.50	8,550.00	4.50	100.1%
6580 · Utilities	12,322.75	56,375.00	-44,052.25	21.9%
6610 · Repairs & Maintenance	84,626.34	220,085.00	-135,458.66	38.5%
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	127,113.59	410,280.00	-283,166.41	31.0%
Net Ordinary Income	-96,902.76	-285,680.00	188,777.24	33.9%
Other Income/Expense				
Other Income				
3220 · Other Income	200.00	200.00	0.00	100.0%
9910 · Transfer from General Fund	0.00	285,480.00	-285,480.00	0.0%
Total Other Income	200.00	285,680.00	-285,480.00	0.1%
Net Other Income	200.00	285,680.00	-285,480.00	0.1%
Net Income	-96,702.76	0.00	-96,702.76	100.0%

DARE COUNTY TOURISM BOARD

30-Nov-21

TYPE OF ACCOUNT BANK	CHECKING SOUTHERN	NC CAPITAL MGMT TRUST	M MARKET PNC	M MARKET SOUTHERN	M MARKET FIRST NATIONAL	CD'S SOUTHERN	CD'S FIRST BANK	CD'S TOWNE BANK	TOTAL
GENERAL FUND	1,888,217	1,822,576	753,865	2,507,113	2,344,247	750,000	1,016,035	2,008,119	13,090,171
RESTRICTED FUND	1,432,903	882,656			1,000,250	1,000,851	767,186	500,000	5,583,847
TRAVEL GUIDE	73,390								73,390
MERCHANDISE SALES	162,297								162,297
EVENT SITE FUND	228,196								228,196
TOTAL	3,785,003	2,705,233	753,865	2,507,113	3,344,497	1,750,851	1,783,221	2,508,119	19,137,901
TOTAL % EACH BANK	42.03%	14.14%	3.94%		17.48%		9.32%	13.11%	100.00%
INTEREST RATES	0.15%	0.01%	0.01%	0.15%	0.19%	0.21%	.25% & .20%	.17% on 2	
TOTAL CHECKING & CD'S	19,137,901								
60% ALLOWED IN ANY BANK	11,482,741								
25% ALLOWED IN ANY ONE INV	4,784,475								

60% General Fund Reserved Balance is \$4,351,493.

100% Restricted Fund Balance Restricted by House Bill 225

\$5,583,847

Marketing Dashboard

thru NOVEMBER 2021

	<u>FY 21/22</u>	<u>FY 20/21</u>	<u>Diff.</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	15,519	13,186	2,333	18%
Completed Video Views	9,440,520	4,977,456	4,463,064	90%
Total Visits to Website	1,797,764	1,276,054	521,710	41%
Online Communities				
Email Subscribers	318,873	268,927	49,946	19%
Facebook	715,499	751,568	-36,069	-5%
Twitter	41,663	41,100	563	1%
Instagram	122,803	106,000	16,803	16%
Pinterest	<u>22,100</u>	<u>20,806</u>	<u>1,294</u>	<u>6%</u>
Online Communities Subtotal	1,220,938	1,188,401	32,537	3%

Devices November 2021

Mobile	55%
Desktop	40%
Tablet	5%



HOFFMAN YORK

CAMPAIGN SUMMARY

The Outer Banks®
VISITORS BUREAU

CONSIDERATIONS

- Paid and Website performance exceeded YOY benchmarks in November for the fourth month in a row including paid impressions, website traffic, and conversions.
- Active media for November includes: OTA continuity efforts, native article promotions and remarketing, search efforts across Google and Bing, email marketing, and social media (managed by Ignite Social).
- Overall website traffic continues to exceed the previous year's benchmark (+54%).

Overview of below sections:

- November 2021 Overview reviews YOY change (v. November 2020) while Fiscal Year Overview reviews YOY change from FY20-21 (July - November 2020).
- Charts below are either "Month Of" (November data) or "Trending" (variable timeframe).

NOVEMBER 2021 OVERVIEW

- Paid media activity continued throughout November with Continuity OTA, SEM, newsletter email, workflow email and native remarketing efforts which have continued since their launch at the start of the fiscal year.
- Increased levels of interest in the Outer Banks continued this month as we head into the final months of the year - website traffic and conversions exceeded the previous year's totals (compared to November 2020).
- Email sends are up YOY as users sign up for the consumer marketing email list and workflows continue to garner new interest in things to do in the Outer Banks.

Note: All comparisons shown are to November 2020.

Paid Impressions

1,863,355

(Custom Range: 156,131)
▲ 1,093.46% (1,707,224)

Website Sessions

160,221

(Custom Range: 103,740)
▲ 54.44% (56,481)

Email Sends

248,990

(Custom Range: 228,538)
▲ 8.95% (20,452)

Paid Video Views

1,435

(Custom Range: 0)
▲ 100.00% (1,435)

Website Conversions (All)

15,069

(Custom Range: 10,608)
▲ 42.05% (4,461)

Lodging & Restaurant Listings Conversions

8,314

(Custom Range: 5,892)
▲ 41.11% (2,422)

FISCAL YEAR OVERVIEW

- Paid Impressions and video views for the fiscal year to date continue to pace ahead YOY, even as paid supports slowed in November to only the Continuity layer.
- Website sessions and conversions are pacing ahead of the previous fiscal year by a larger margin than the previous month.
- Overall sessions have decreased from the previous month however, Holiday Events, Winterlights and Kite with Lights Events pages have increased MOM as we head into the holiday season.
- Email sends from July-November are down YOY - although the first FY21-22 co-op email was sent in October, the co-op email blasts in July and August of the previous year were sent to the larger email list.
- Total email activity for standard consumer marketing and workflows continues to grow YOY.

Note: All comparisons shown are to the previous fiscal year (July - November 2020).

Paid Impressions

46,060,120

(Custom Range: 31,669,824)
▲ 45.44% (14,390,296)

Website Sessions

1,797,771

(Custom Range: 1,248,465)
▲ 44.00% (549,306)

Email Sends

1,431,564

(Custom Range: 1,582,263)
▼ -9.52% (-150,699)

Paid Video Views

9,440,520

(Custom Range: 4,463,064)
▲ 111.53% (4,977,456)

Website Conversions (All)

208,946

(Custom Range: 159,724)
▲ 30.82% (49,222)

Lodging & Restaurant Listings Conversions

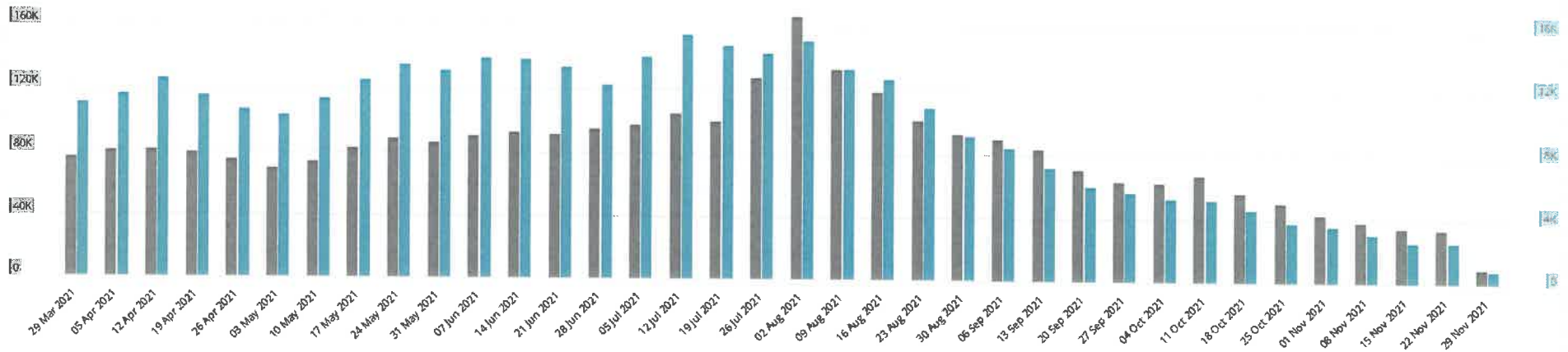
117,138

(Custom Range: 94,786)
▲ 23.58% (22,352)

OUTERBANKS.ORG OVERVIEW

Site Sessions by Channel - Trending

Sessions Goal Completions



EMAIL MARKETING INSIGHTS

- 247K emails received the November Newsletter (Advanced Auto Parts and Consumer Marketing lists were combined this month).
- All workflows continued in November including Foodie, Active Vacationer, Art, History & Culture, Family, Fishing and Camping/RV emails - Nearly 256K workflow emails sent to date.
- Active Vacationer, Art, History and Culture and Family workflows delivered the strongest open rate performance - Camping/RV, Family and Foodie workflows delivered the strongest CTR performance in November.

Email Messages Sent - Performance by Message - Month Of

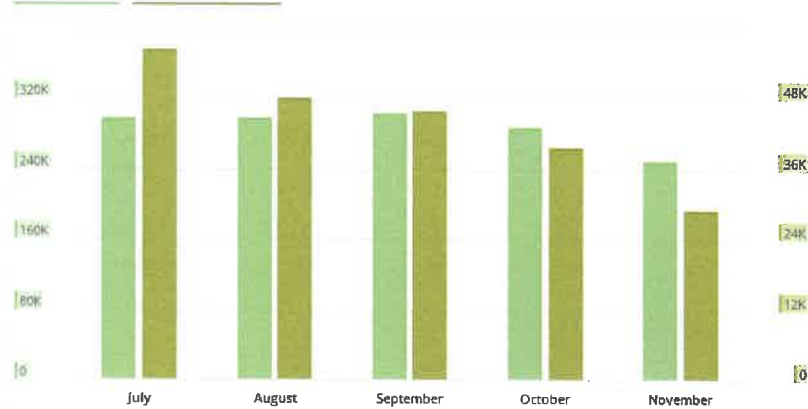
Message Send Name	# Sends ↓	# Opens	# Open Rate	# Clicks	# CTR (Opens)
november 2021 obx email	247,048	28,401	11.52 %	1,961	6.90 %
foodie workflow 2.0	415	99	23.91 %	35	35.35 %
art, history and culture workflow 2.0	390	100	25.77 %	26	26.00 %
active vacationer workflow 2.0	347	123	35.55 %	39	31.71 %
family workflow 2.0	333	83	24.92 %	31	37.35 %
fishing workflow 2.0	273	62	22.71 %	16	25.81 %
camping/rv workflow 2.0	184	42	22.83 %	16	38.10 %
Total	248,990	28,910	11.63 %	2,124	7.35 %

1 - 7 of 7 items

↔ →

Email Sends v. Opens - Trending

Message Sends Message Total Opens



Top Pages Visited - Month Of

Web Analytics Page Path	# Page Views	# Visits ↓	# Visitor Bounce Rate
/blog/post/	764	476	46.64 %
/plan-your-trip/	518	389	26.74 %
/places-to-stay/cottage-courts/	507	369	32.52 %
/event/kites-with-lights/	403	326	54.91 %
/plan-your-trip/travel-guide/	433	219	50.23 %
/	254	192	58.33 %
/restaurants/	317	183	49.18 %
/plan-your-trip/towns-and-villa...	401	151	60.26 %
/plan-your-trip/webcams/	183	144	79.86 %
/places-to-stay/	352	109	66.06 %
/event/hangin-with-santa/	146	106	54.72 %
Total	5,164	2,981	49.25 %

1 - 25 of 25 items

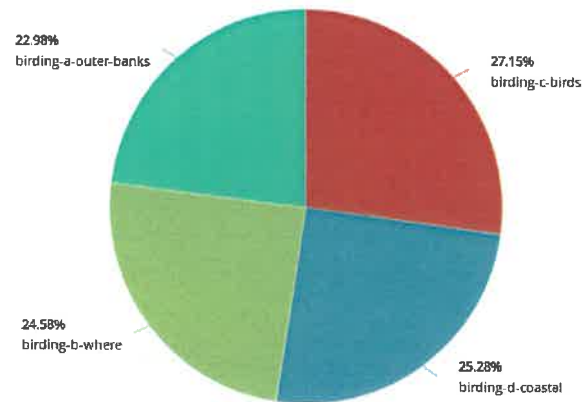
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PAID PERFORMANCE

- Native Remarketing efforts continued in November all supporting Birding content - Native remarketing efforts will continue into December as part of the Spring-Summer portion of Continuity.
- All Birding creative delivered strong CTR performance this month.
- Continuity efforts continue to be efficient at reaching low-funnel users and driving them to outerbanks.org - All Continuity efforts are delivering strong CTRs, while VRBO continues to deliver the strongest performance.
- Search CTR performance has largely maintained throughout the fiscal year to date while CPC increased - HY to optimize SEM performance to improve CPC performance in future months.

Native Article Promotions - Month Of Delivery

Impressions



Native Article Promotion - Media Performance - Month Of

creative	# Impressions ↓	Clicks	# CTR	# CPC	# Media Spend
birding-c-birds	82,249	105	0.13 %	\$4.15	\$436
birding-d-coastal	76,586	84	0.11 %	\$4.84	\$407
birding-b-where	74,457	94	0.13 %	\$4.18	\$393
birding-a-outer-banks	69,613	80	0.11 %	\$4.55	\$364
Total	302,905	363	0.12 %	\$4.41	\$1,600

1 - 4 of 4 items

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Native Article Promotion Performance - Website Analytics - Month Of

Web Analytics Page Path	# Visits ↓	# Visitor Bounce Rate	# Time On Site Avg.
/	677	86.56 %	34
/things-to-do/land-activities/	118	97.46 %	15
Total	795	88.18 %	31

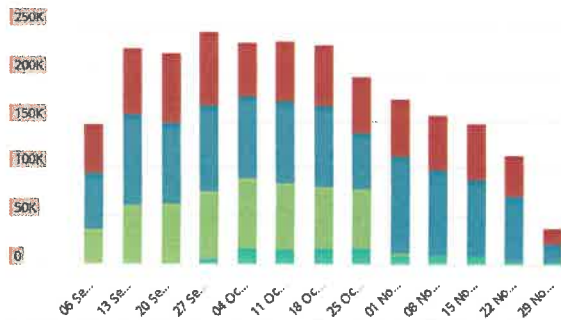
1 - 2 of 2 items

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OTA Delivery - Weekly Trending

Impressions

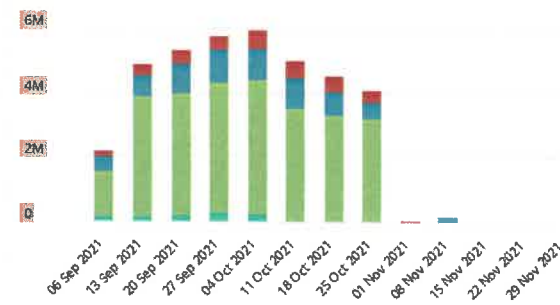
Expedia Hotels.com TripAdvisor VRBO



Fall Campaign Delivery - Weekly Trending

Impressions

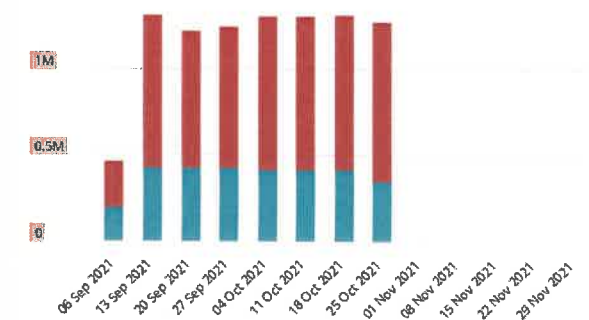
Atlas Obscura HY Trade Desk Sojern Travel Spike



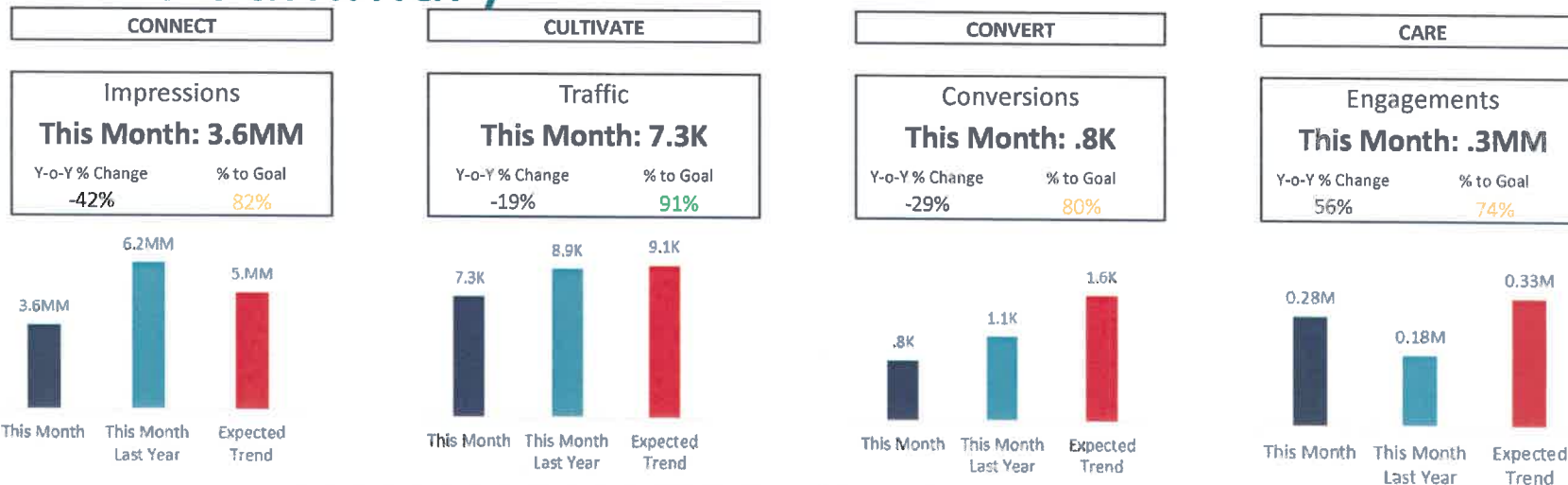
Video Delivery - Weekly Trending

Impressions

CTV Video



Executive Summary



Monthly Highlights:

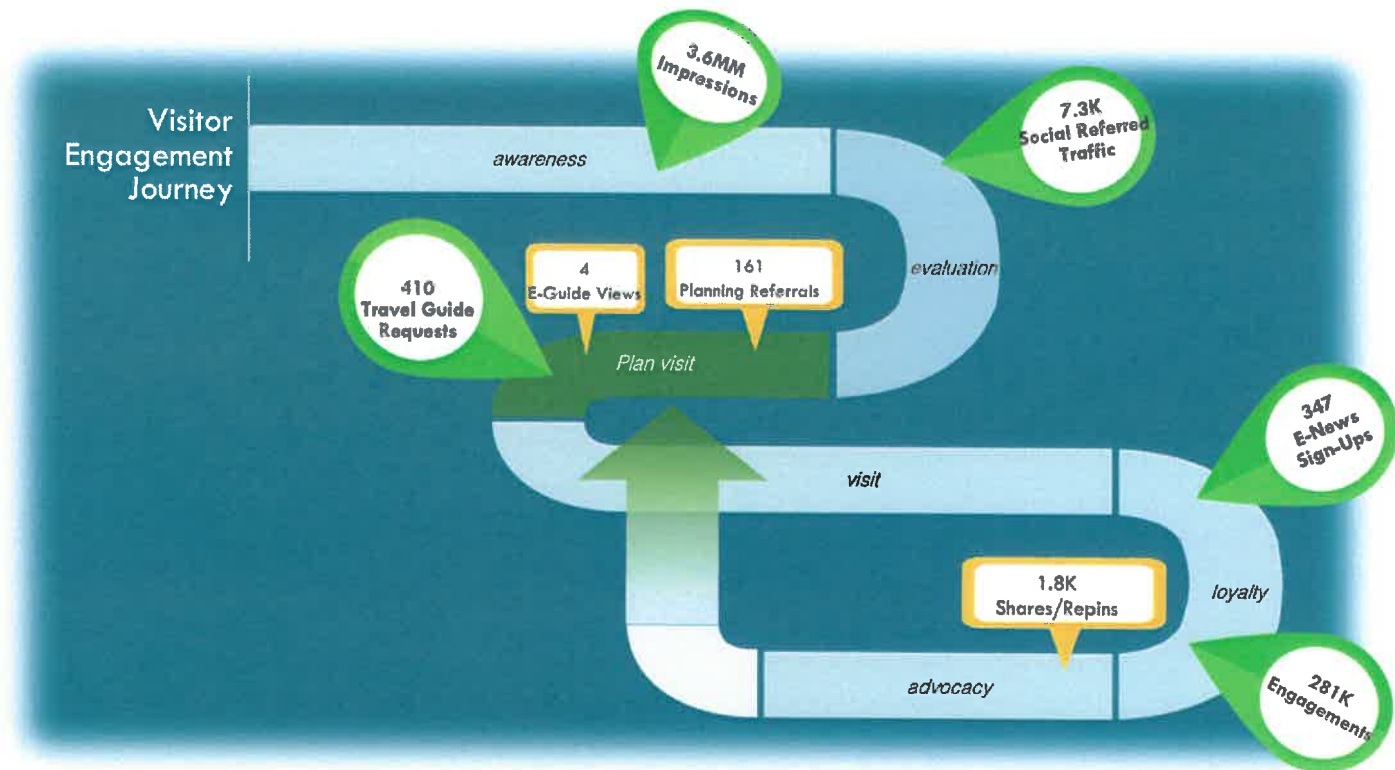
- Facebook confirmed that the ad network is experiencing cost increases across the board, due to increased competition as the platform has experienced an influx of advertisers in the past few months, resulting in less-efficient spends. Conversion ads performed well above the targeted \$2 and were paused mid-way through the month. Budget will be reallocated to future conversion ads when costs settle after the holiday.

Recommendations/Next Steps:

- The post promoting Thanksgiving on the OBX was a top driver of traffic in addition to comments from fans talking about spending the holiday on the OBX. Given the response, next year test promoting Thanksgiving and Christmas getaways further in advance.
- Refresh dynamic ad copy and implement ad rules to increase ad-buying efficiency as the new Travel Guide rolls out in December.

Visitor Journey

The Outer Banks[®]
OF NORTH CAROLINA



Visitation Figures at Key Sites

2017-2021

Aquarium	2017	2018	2019	2020	2021
January	7,701	6,211	5,449	6,630	7,125
February	5,726	5,503	6,341	7,174	6,971
March	14,187	16,156	14,677	closed	14,701
April	29,604	27,082	30,661	closed / C19	27,548
May	31,766	30,798	28,105	closed / C19	37,345
June	49,553	51,932	47,393	closed / C19	57,052
July	53,524	64,701	54,351	closed / C19	55,417
August	49,581	50,009	52,192	closed / C19	48,293
September	29,501	19,469	19,788	14,619	31,026
October	16,456	15,057	16,088	15,465	18,880
November	10,286	9,824	9,110	7,586	11,339
December	8,491	6,612	6,708	6,358	
YTD	297,885	296,742	284,155	51,474	315,697
TOTAL	306,376	303,354	290,863	57,832	315,697

Bodie Island Lighthouse Climbers	2017	2018	2019	2020	2021
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	1,133	1,617	2,035	closed / C19	0
May	4,570	2,959	5,009	closed / C19	2,799
June	5,287	5,006	5,355	closed / C19	4,330
July	5,009	5,428	4,458	closed / C19	3,854
August	5,025	5,390	5,201	closed / C19	3,802
September	4,454	3,464	3,644	closed / C19	3,799
October	1,326	1,251	2,264	closed / C19	7,621
November	closed	closed	closed	closed	closed
December	closed	closed	closed	closed	closed
YTD	26,804	25,115	27,966	0	26,205
TOTAL	26,804	25,115	27,966	0	26,205

Cape Hatteras N.S.	2017	2018	2019	2020	2021
January	60,060	60,934	72,767	81,816	86,991
February	56,203	76,818	72,796	76,105	78,269
March	121,172	179,199	135,597	109,749	169,278
April	196,460	175,377	205,590	66,422	254,366
May	218,542	248,423	263,356	208,837	316,898
June	359,142	389,722	384,260	399,364	447,760
July	390,609	405,038	438,846	451,849	491,061
August	335,902	387,698	398,662	387,379	427,384
September	277,372	250,105	243,139	345,249	390,994
October	199,300	201,269	188,710	259,618	274,997
November	140,625	135,634	122,516	167,925	161,115
December	78,316	80,171	81,393	91,064	
YTD	2,355,387	2,510,217	2,526,239	2,554,313	3,099,113
TOTAL	2,433,703	2,590,388	2,607,632	2,645,377	3,099,113

Visitation Figures at Key Sites

2017-2021

Cape Hatteras Lighthouse Climbers	2017	2018	2019	2020	2021
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	4,416	5,249	7,052	closed / C19	<i>closed for renovations</i>
May	13,896	13,233	14,215	closed / C19	
June	22,064	22,133	21,203	closed / C19	
July	22,858	21,294	24,552	closed / C19	
August	16,903	22,901	20,615	closed / C19	
September	10,194	8,435	7,218	closed / C19	
October	3,740	2,887	3,838	closed / C19	
November	closed	closed	closed	closed	
December	closed	closed	133	closed	
YTD	0	0	0	0	0
TOTAL	94,071	96,132	98,826	0	0

Cape Hatteras VC	2017	2018	2019	2020	2021
January	8,254	6,977	8,529	8,402	9,260
February	10,395	9,563	7,995	9,509	10,541
March	17,137	16,975	18,233	9,325	28,472
April	42,954	36,966	42,730	closed / C19	47,836
May	50,134	48,438	49,270	closed / C20	51,770
June	64,638	61,704	60,647	48,033	60,008
July	76,737	59,481	68,815	3,183	57,051
August	58,015	55,458	57,358	57,358	52,315
September	48,727	32,289	33,507	2,727	51,699
October	38,578	35,359	39,936	2,179	45,281
November	21,090	17,890	16,802	1,130	21,308
December	10,155	6,612	7,427	656	
YTD	436,659	381,100	403,822	141,846	435,541
TOTAL	446,814	387,712	411,249	142,502	435,541

Fort Raleigh	2017	2018	2019	2020	2021
January	5,891	3,743	5,230	5,565	4,447
February	4,428	5,972	5,324	5,948	3,340
March	7,517	11,579	9,369	6,550	14,752
April	14,336	15,943	17,688	5,933	24,338
May	35,539	37,807	31,409	6,544	38,667
June	52,355	49,057	48,014	17,432	56,080
July	55,858	48,039	43,000	24,681	51,192
August	41,092	42,799	37,729	20,427	34,891
September	23,778	14,071	18,817	19,826	24,048
October	17,949	18,260	15,208	19,779	18,827
November	9,950	9,044	9,860	11,524	12,973
December	6,288	4,685	6,491	9,310	
YTD	268,693	256,314	241,648	144,209	283,555
TOTAL	274,981	260,999	248,139	153,519	283,555

Visitation Figures at Key Sites

2017-2021

Hatteras Ferry-Vec.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	5,955	4,127	6,080	7,223	9,240
February	6,594	6,260	5,873	6,643	6,886
March	10,239	8,989	9,895	6,844	13,487
April	22,138	19,012	20,157	3,107	26,365
May	29,308	28,631	29,121	10,954	29,562
June	28,582	34,490	32,773	26,046	33,664
July	36,312	36,433	37,277	31,315	33,370
August	28,810	35,337	33,009	25,138	30,832
September	23,214	12,471	normal	23,255	25,694
October	23,210	20,723	operations	24,150	22,579
November	12,565	10,445	suspended	12,687	11,993
December	7,175	7,523	6,377	8,072	
<i>YTD</i>	226,927	216,918	174,185	177,362	243,672
TOTAL	234,102	224,441	180,562	185,434	243,672

Hatteras Ferry-Passn.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	10,750	7,179	10,908	12,123	15,779
February	11,728	10,838	9,864	10,862	11,302
March	20,658	18,149	19,534	11,238	27,486
April	55,059	42,282	46,601	3,901	60,168
May	69,727	67,773	69,880	22,164	69,279
June	77,462	91,798	89,989	64,847	87,680
July	105,323	84,989	102,724	78,949	87,937
August	78,272	65,045	89,544	62,060	79,811
September	57,271	29,756	normal	54,567	60,598
October	50,449	46,085	operations	53,815	50,149
November	26,228	20,695	suspended	26,716	24,025
December	13,748	12,173	10,972	15,465	
<i>YTD</i>	562,927	484,589	439,044	401,242	574,214
TOTAL	576,675	496,762	450,016	416,707	574,214

PASSENGER FERRY			<u>2019</u>	<u>2020</u>	<u>2021</u>
May			2,487	closed / C19	not in service
June	Passenger Ferry Service		8,474	closed / C19	2,153
July	began May 20, 2019		10,023	3,865	7,380
August			6,738	2,517	6,069
September			377	977	986
<i>YTD</i>			28,099	7,359	16,588
TOTAL			28,099	7,359	16,588

Visitation Figures at Key Sites

2017-2021

Jennette's Pier	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	1,967	1,580	2,841	2,347	2,185
February	3,414	3,013	2,034	2,665	1,539
March	5,157	6,922	6,836	2,057	5,588
April	17,963	13,995	18,388	closed / C19	13,738
May	18,822	18,836	21,904	closed / C19	19,804
June	28,433	29,537	28,646	17,971	29,200
July	31,450	31,231	30,264	24,395	29,536
August	28,395	28,879	27,835	20,186	24,219
September	20,620	16,193	17,084	19,481	21,257
October	14,583	13,490	13,924	14,695	16,355
November	6,203	5,311	6,107	6,044	5,910
December	2,322	3,036	3,049	2,841	
<i>YTD</i>	<i>177,007</i>	<i>168,987</i>	<i>175,863</i>	<i>109,841</i>	<i>169,331</i>
TOTAL	179,329	172,023	178,912	112,682	169,331

Jockey's Ridge	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	26,570	25,715	43,643	46,599	63,060
February	41,357	45,675	41,002	41,353	48,592
March	65,276	97,124	91,709	77,429	143,487
April	150,576	160,319	185,915	36,610	219,486
May	131,816	173,037	207,310	142,408	239,429
June	207,263	237,981	278,919	310,144	263,639
July	294,779	259,985	301,325	370,796	223,241
August	251,802	199,731	261,821	286,440	202,013
September	170,669	116,082	116,675	246,985	184,791
October	105,023	85,864	106,212	181,676	123,655
November	77,242	52,261	64,446	114,783	70,233
December	37,881	37,334	51,261	78,753	
<i>YTD</i>	<i>1,522,373</i>	<i>1,453,774</i>	<i>1,698,977</i>	<i>1,855,223</i>	<i>1,781,626</i>
TOTAL	1,560,254	1,491,108	1,750,238	1,933,976	1,781,626

The Lost Colony	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
May	2,508	2,682	1,065		1,304
June	15,850	13,779	13,245	2020	14,380
July	14,097	13,186	13,721	Season	14,678
August	8,915	10,300	9,260	Cancelled	6,034
<i>YTD</i>	<i>41,370</i>	<i>39,947</i>	<i>37,291</i>		<i>36,396</i>
Total	41,370	39,947	37,291		36,396

R.I. Festival Park	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	closed	closed	closed	closed	562
February	closed	closed	291	1751	702
March	5,840	7,259	5,613	n/a	2,416
April	10,389	11,169	11,462	closed / C19	6,849
May	10,051	10,878	12,575	closed / C19	6,742
June	13,497	14,906	11,385	4,141	10,550
July	12,957	13,808	15,399	6,256	15,037
August	11,028	10,594	9,217	4,753	9,645
September	6,793	4,382	4,728	5,067	6,869
October	14,668	11,752	6,910	5,431	12,593
November	3,152	2,539	3,642	2,946	3,878
December	3,749	2,182	2,056	1,802	
<i>YTD</i>	<i>88,375</i>	<i>87,287</i>	<i>81,222</i>	<i>30,345</i>	<i>75,843</i>
TOTAL	92,124	89,469	83,278	32,147	75,843

Wright Bros. N.M.	2017	2018	2019	2020	2021
January	8,440	4,123	1,277	8,213	10,949
February	10,246	8,100	7,318	9,054	7,995
March	19,586	21,600	22,091	9,953	27,307
April	44,419	35,919	44,568	1,183	51,280
May	45,991	43,123	48,488	12,909	57,065
June	56,891	53,965	57,921	34,545	67,723
July	69,566	62,346	68,666	44,768	72,772
August	64,161	57,973	63,836	42,229	63,953
September	34,135	24,829	27,828	42,019	45,575
October	31,855	27,771	30,051	38,649	40,145
November	17,585	16,587	16,697	20,608	22,251
December	10,512	3,797	11,394	13,833	
YTD	402,875	356,336	388,741	264,130	467,015
TOTAL	413,387	360,133	400,135	277,963	467,015

Motorcoach Figures

Wright Bros. N.M.	2017	2018	2019	2020	2021
January	0	1	0	1	0
February	0	1	4	1	0
March	21	39	37	6	0
April	64	66	107	closed / C19	3
May	74	74	96	0	2
June	19	10	18	0	8
July	6	10	6	0	2
August	7	7	15	2	3
September	15	8	13	0	5
October	15	8	26	2	5
November	6	5	4	0	6
December	2	0	0	0	
YTD	227	229	326	12	34
TOTAL	229	229	326	12	34

May 2021, RI Festival Park open Tues-Sat.

Jan 2021, RI Festival Park closed but submitted number of visitors using the grounds.

Cape Hatteras Lighthouse Visitor Center has limited occupancy and no lighthouse climbs.

ORV and fishing permits are now handled online and else where, further reducing the count.

C19=COVID 19

Jennette's Pier re-opened June 8, 2020

The Visitor Center at Cape Hatteras Lighthouse opened June 12 & at Bodie Island June 25

As of June, Visitors Centers at Fort Raleigh and Wright Brothers National Memorial remain closed

2020 Season of The Lost Colony cancelled

Visitor access to Dare County prohibited March 17 -May 16, 2020

Cape Hatteras Lighthouse hosts a December climb.

Hatteras-Ocracoke Ferry normal operations suspended September 5-December 2, 2019

Hurricane Dorian, 2019 September 3 (evacuations) to 12 (all areas open)

Government Shutdown 12/22/17-18

Hurricane Florence/Evacuation, September 11-16, 2018

Jennette's Pier closed for a week in January 2018 due to weather

Virginia Dare Bridge repair work in Oct/Nov 17

Bluegrass Festival held in Oct 17 at RIFP

Tropical Storm Maria, September 2017

Hatteras Island Power Outage July 27-August 4

Hatteras-Ocracoke Ferry using longer ferry route.

NPS stats show recreational visits instead of total visits.

Jockey's Ridge State Park uses a car counter at park and pedestrian counter on US 158.

n/a not available

Aycock Brown	2017	2018	2019	2020	2021
January	821	531	693	834	1,201
February	1,318	998	825	851	1,045
March	1,994	2,167	1,785	n/a	1,586
April	4,923	3,489	3,447	closed / C19	3,537
May	4,992	4,276	4,532	537	4,397
June	6,153	6,567	6,049	4,127	5,364
July	7,137	6,857	6,051	3,604	5,535
August	5,915	6,156	6,161	4,357	3,845
September	4,597	3,002	3,479	4,824	3,847
October	3,933	2,946	3,015	4,023	3,470
November	1,822	1,211	1,506	2,207	1,756
December	707	748	824	1,580	
YTD	43,605	38,200	37,543	25,364	35,583
TOTAL	44,312	38,948	38,367	26,944	35,583

Sarah Owens	2017	2018	2019	2020	2021
January	569	330	607	592	366
February	831	697	696	698	310
March	1,483	1,431	1,661	581	1,059
April	2,965	2,289	2,737	closed / C19	2,282
May	3,121	2,911	3,260	507	2,570
June	3,866	3,673	3,919	1,562	3,121
July	4,398	3,903	3,749	1,554	3,447
August	2,900	2,493	2,942	1,051	2,048
September	2,610	2,066	1,794	1,657	1,975
October	2,126	1,711	2,123	1,909	1,865
November	982	958	1,072	712	765
December	669	650	504	342	
YTD	25,851	22,462	24,560	10,823	19,808
TOTAL	26,520	23,112	25,064	11,165	19,808

Hatteras Island Weather Station W.C.	2017	2018	2019	2020	2021
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	188	209	207	82	65
April	406	382	411	closed / C19	181
May	563	520	596	16	227
June	605	579	504	88	222
July	528	593	548	139	246
August	405	553	632	73	209
September	389	267	261	113	229
October	434	350	346	180	271
November	160	149	130	102	81
December	closed	closed	closed	closed	
YTD	3,678	3,602	3,635	793	1,731
TOTAL	3,678	3,602	3,635	793	1,731

Whalebone W.C.	2017	2018	2019	2020	2021
January	closed	closed	closed	closed	88
February	closed	closed	closed	closed	84
March	594	649	656	251	772
April	1,341	1,019	1,058	closed / C19	1,257
May	1,119	1,176	1,095	189	1,175
June	1,382	1,368	1,264	629	1,573
July	1,387	1,315	1,635	710	1,496
August	1,296	1,284	1,293	676	1,110
September	1,033	721	749	1,025	1,187
October	1,240	894	937	983	1,340
November	715	561	329	519	637
December	411	0	390	354	
<i>YTD</i>	<i>10,107</i>	<i>8,987</i>	<i>9,016</i>	<i>4,982</i>	<i>10,719</i>
TOTAL	10,518	8,987	9,406	5,336	10,719

Aycock Brown open 9 to 4:30 in December

Weather Station WC open Wednesday to Sunday in 2021

Aycock Brown WC closed 7 days in March 2021 for repaving

Whalebone Welcome Center open Friday and Saturday in January/February 2021

Hatteras Island & Whalebone Welcome Centers closed Aug 2-4, 2020 for Hurricane Isaias

Aycock Brown Welcome Center closed March 17 and re-opened May 30, 2020

Hatteras Welcome Center closed March 15 and re-opened May 23, 2020

Sarah Owens Welcome Center closed March 17 and re-opened May 16, 2020

Whalebone Welcome Center closed March 17 and re-opened May 23, 2020

Whalebone Junction WC closed for 4 days in Oct and 10 in Nov while road was resurfaced

Welcome Center counts reflects number of people who were inside center

TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITY – DECEMBER 2021

Recent Trade Show Activity:

National Tour Association | November 14-16, 2021; Tourism Sales recently attended the National Tour Association's (NTA) Travel Exchange in Fort Worth, TX. About 1000 delegates attended the travel exchange, including 300 international and domestic tour operators. Staff had 24 pre-scheduled one-one appointments with tour operators; each appointment lasted approximately 7 minutes. The following tour operators have tours scheduled to the Outer Banks for 2022: Hospitality Tours, Sports Leisure Vacations, Sunrise Tours and Women Traveling Together (already sold out with a waiting list!).

What is NTA? The National Tour Association (NTA) is a trade organization of companies and organizations that serve customers traveling to, from and within North America. These tourism professionals are involved in the growth and development of the packaged travel industry.

What is a Marketplace? A commercial trade show that allows you to sell your destination or product to potential tour operators/companies in seven minutes. Please note that tourism sales is currently selling for the fall of 2022 and 2023 seasons.

Bureau staff is currently working on the sales leads from Travel Exchange which will be distributed to our industry partners soon.

Future Trade Show Dates and Locations:

Staff is currently scheduled for the following in-person trade shows:

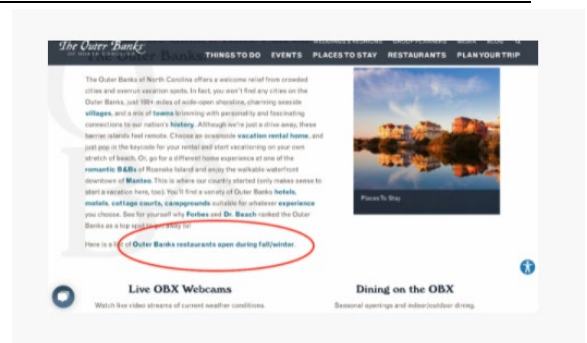
- December 8 – 9, 2021: **Association Executives of NC Annual Trade Show, Raleigh, NC**
- January 7 – 11, 2022: **American Bus Association's Marketplace, Grapevine, TX**
- February 13 – 15, 2022: **Southeast Tourism Society's Domestic Showcase, VA Beach, VA**

The Soundside Event Site:

Included you will find the 2022 Events Calendar for the Soundside Event Site for your review.

Restaurant Off-Season Hours:

The Bureau continues to update our Winter restaurant hours. This list can be found on the homepage or at the top of the www.outerbanks.org/restaurants. Please share with your front-line staff.



2022 Soundside Event Site Schedule

Name of Event	Date of Event	Site Reserved
OBX Rod and Custom Festival	Friday, May 6 and Saturday, May 7, 2022	Thursday, May 5 - Sunday, May 8, 2022
Dare2Care OBX Shred Fest	Saturday, May 21, 2022	Friday, May 20 - Monday, May 23, 2022
Soundside Fun Fair	Thursday, June 9 - Sunday, June 12, 2022	Tuesday, June 7 - Monday, June 13 2022
HIS Generation Concert	Wednesday, June 15, 2022	Tuesday, June 14 - Wednesday, June 16, 2022
Sumospeed Beach Bash	Saturday, September 17, 2022	Saturday, September 17, 2022
Outer Banks Jeep Invasion	Friday, September 23 - Saturday, September 24, 2022	Friday, September 23 - Saturday, September 24, 2022
OBX Rod and Custom Festival (weather place holder)	Friday, September 30 - Saturday, October 1, 2022	Thursday, September 29 - Sunday, October 2, 2022
Outer Banks Seafood Festival	Saturday, October 15, 2022	Tuesday, October 11 - Monday, October 17, 2022
Outer Banks Brewtag	Saturday, October 22, 2022	Wednesday, October 19 - Tuesday, October 25, 2022

PUBLIC RELATIONS REPORT: December 2021

INTERNATIONAL PRESS

Canada's "The Morning Show" | Dec 8, 2021 - **VisitNC** sponsored three live interview segments on Canada's online news source GlobalNews.CA during The Morning Show the week of December 8. Aaron was invited to speak for the Outer Banks as a welcoming destination for our number one international market now that the border is open for Canadians to vacation in the US once more. The hosts chatted with Aaron about everything OBX. The show gets 247K video views monthly.

MEDIA EVENTS

Charlotte's FOX 46 | Nov 2021 - Aaron worked with TV Reporter Maureen Wurtz on lining up potential sources for a broadcast news story about the Wright Brothers accomplishments on the Outer Banks, with the recent news regarding Ohio's position as the hook. Her team came down November 17 to film. The story will air Monday, December 13 at 10pm.

CONTENT PARTNERSHIPS

WICKED TUNA: OUTER BANKS

The Outer Banks PR and Content Development team engaged the Wicked Tuna: Outer Banks producers for a collaboration to promote and celebrate the 100th episode of the locally filmed docudrama series on National Geographic, now in Season 8. We have created a Wicked Tuna landing page on our site so that web visitors can learn more about the captains and crew of our local boats. You can browse that content here: <https://bit.ly/33gC2ep>

The captains also provided some of their favorite places and experiences on the OBX, which we then incorporated into a Wicked Tuna Captains' Picks itinerary on our blog, with the primary focus being an enjoyable experience for the mobile site visitor: <https://bit.ly/3EDqlw0>

HONEST COOKING

The Outer Banks PR and Content Development team worked with Honest Cooking online brand to create four culinary focused destination articles based on input from staff that live on OuterBanks.org and HonestCooking.com and will be promoted on both parties social media. So far in Q4, we have published four articles on both our websites for a now completed eight story deal.

HonestCooking.com | Dec 2021 "Where to Drink Fantastic Wine on the OBX"
<https://bit.ly/33dFvdy>

HonestCooking.com | Dec 2021 "Meet Chef Suzanne Loving of Trio Restaurant & Market"
<https://bit.ly/3DGwvdf>

HonestCooking.com | Dec 2021 "Catch, Clean and Cook - Your Own Seafood Adventure on the OBX" <https://bit.ly/3pWVKUb>

HonestCooking.com | Dec 2021 "The Best Eats of Manteo and Roanoke Island"
<https://bit.ly/33dHezy>

[CULINARY TRAVEL \(HTTPS://HONESTCOOKING.COM/CATEGORY/CULINARY-TRAVEL/\)](https://honestcooking.com/category/culinary-travel/)

Catch, Clean and Cook – Your Own Seafood Adventure on the OBX

BY [KALLE BERGMAN \(HTTPS://HONESTCOOKING.COM/AUTHOR/KALLE-BERGMAN/\)](https://honestcooking.com/author/kalle-bergman/)

If you pay attention to some of the menus in the Outer Banks, you may notice a phrase like “Catch, Clean and Cook” or “You Hook It, We Cook It!” Often referred to as Hook Em & Cook Em, these services have long been available in coastal towns all around the world. If you’re unfamiliar with the term, the concept is as straightforward as the name suggests: you catch and clean the fish, the restaurant will cook it and serve it for you.

As one of the premiere coastal destinations in the United States, the [Outer Banks \(https://www.outerbanks.org/\)](https://www.outerbanks.org/) attract tourists from all across the country seeking its famously fresh seafood. Home to one of the most biodiverse ecosystems on the East Coast, the barrier islands provide a unique smorgasbord of classic ocean fare with an array of local varieties. Whether you’re soaking up the sun in Hatteras, or marveling at the great sand dunes at [Jockey’s Ridge \(https://www.outerbanks.org/listing/jockeys-ridge-state-park/293/\)](https://www.outerbanks.org/listing/jockeys-ridge-state-park/293/), there’s no shortage of restaurants, diners and crab shacks offering a plethora of seafood options caught right in their own backyard.

It probably comes as no surprise that the same waters that harbor these delicious dining options are also a perfect playground for thousands of recreational fishers each year. While many of these anglers, both local and visiting, end up as patrons at the traditional seafood restaurants, some of the more adventurous ones seek out a dining experience that allows them to enjoy the fruits of their labor.

If you pay attention to some of the menus in the Outer Banks, you may notice a phrase like “Catch, Clean and Cook” or “You Hook It, We Cook It!” Often referred to as Hook Em & Cook Em, these services have long been available in coastal towns all around the world. If you’re unfamiliar with the term, the concept is as straightforward as the name suggests: you catch and clean the fish, the restaurant will cook it and serve it for you. In North Carolina, this typically involves a deep fried basket with a few sides, but every restaurant has their own way of doing things.

Whether you're gearing up for your first charter or you're frequently casting your lines at the local pier, it's always incredibly satisfying to eat something you've worked for. While grilling or cooking your catch is a great way to go about this, there's something to be said about kicking back and letting the professionals prepare it as only they can do best.

With that in mind, here are a few of the fan favorites for Catch, Clean and Cook options in the Outer Banks!

Our list begins with the iconic [Nags Head Fishing Pier \(https://www.outerbanks.org/things-to-do/water-activities/fishing/piers/\)](https://www.outerbanks.org/things-to-do/water-activities/fishing/piers/). As one of the oldest and longest piers in the Outer Banks, the Nags Head Pier attracts anglers of all ages. Situated at the beginning of the pier, the Pier House Restaurant has pristine views of the Atlantic Ocean and some of the freshest seafood in the area. Proudly dishing out Carolina style cooking for breakfast, lunch and dinner, the [Pier House Restaurant's \(https://www.outerbanks.org/listing/pier-house-restaurant/280/\)](https://www.outerbanks.org/listing/pier-house-restaurant/280/) "You Hook 'Em – We Cook 'Em" special can be prepared fried, grilled or blackened and comes with french fries, slaw and hushpuppies. Want a cold drink to compliment your fresh catch? [Captain Andy's \(https://www.outerbanks.org/restaurants/\)](https://www.outerbanks.org/restaurants/), the tiki bar expansion next door, has more than 30 beers on tap with plenty of outdoor seating and endless views.



Located only 5 miles down the road, [Jeanette's Pier \(https://www.outerbanks.org/things-to-do/water-activities/fishing/piers/\)](https://www.outerbanks.org/things-to-do/water-activities/fishing/piers/) is the largest fishing pier in the Outer Banks, reaching out 1,000 feet into the ocean. As you can imagine, this structure provides plenty of opportunity to reel in a fresh catch. In the past, Jeanette's provided Catch, Clean and Cook options, including classes with rental gear, but these services were halted several years ago. Fortunately for us, [Sam & Omie's \(https://www.outerbanks.org/listing/sam-%26-omies/108/\)](https://www.outerbanks.org/listing/sam-%26-omies/108/) is across the street from the entrance to the pier.

Founded in 1937, Sam & Omie's originally doubled as one of the first fishing charters in Dare County and a local eatery for the commercial fishermen. Nowadays they're strictly a restaurant serving breakfast, lunch and dinner with the option to cook up your own catch of the day. Only a 3 min walk from the pier, Sam & Omie's is the go to option for Catch, Clean and Cook after an afternoon of fishing at Jeanette's.



If you head west from Jeanette's on the US 64 bridge to cross the Roanoke Sound, one of the first stops you'll see is [Pirate's Cove Marina](https://www.outerbanks.org/listing/pirates-cove-marina/637/) (<https://www.outerbanks.org/listing/pirates-cove-marina/637/>). Equipped with a yacht club, swimming pools, a pavilion for weddings and events, and a state of the art fitness center, the docks at Pirate's Cove are far from ordinary, so naturally their dining options stand out too. Although it's technically not part of the marina, the [Blue Water Grill & Raw Bar](https://www.outerbanks.org/listing/blue-water-grill-%26-raw-bar/2546/) (<https://www.outerbanks.org/listing/blue-water-grill-%26-raw-bar/2546/>) is situated perfectly within the complex to present patrons with endless views of the boats coming and going throughout the day.



As you may have guessed, the menu boldly exclaims "We'll Cook Your Catch!!". Given the number of privately owned boats and fishing charters running out of the marina, it's no wonder why this is a popular item on the menu. That being said, Blue Water Grill takes it up a notch with a seemingly endless offering of ways to prepare your catch for an appetizer or entree. Some of the highlights include fish bites, cast-iron seared over crisp mixed greens, house sashimi setup with wasabi coleslaw and crisp wontons, family style with plenty of sides and the always reliable chef's choice. If you plan on fishing near Manteo, this is truly a must try destination.

[SEE ALSO](#)



FEATURED ([HTTPS://HONESTCOOKING.COM/CATEGORY/FEATURED-2/](https://honestcooking.com/category/featured-2/)).

(<https://honestcooking.com/prime-1024-restaurant-new-york/>)

Further south on Roanoke Island is the [Wanchese Marina](https://www.outerbanks.org/listing/wanchese-marina/836/) (<https://www.outerbanks.org/listing/wanchese-marina/836/>). Outfitted with a fleet of diesel and non-ethanol fuel boats, the docks are well equipped for your standard day of deep sea fishing, as well as dolphin tours and diving, shrimp and crabbing charters. In addition to the professional fish cleaning facility, the Wanchese Marina Rental Home is conveniently available through Airbnb for guests looking to stay right next to the action.

The Landing Grill is the self proclaimed heartbeat of the Wanchese Marina, and rightly so. The restaurant is open from 5 am to 9 pm to help customers fuel up before their big excursions and cool up whatever they return with. The grill's hook it and cook it basket only sets you back \$9.99 and comes with french fries, coleslaw, hush puppies and the necessary sauces you need to enjoy your hard earned meal.

If you happen to catch more than you can possibly eat in one sitting, you can have your remaining fresh fish conveniently packaged at [Fresh Catch Seafood's](https://www.freshcatchobx.com/) (<https://www.freshcatchobx.com/>) processing facility in Wanchese to be taken home when you leave. The operation is run by local fishermen who trim, portion, vacuum seal and freeze your catch for you.

Our final stops take you deep into the [Cape Hatteras National Seashore](https://www.outerbanks.org/things-to-do/attractions/cape-hatteras-national-seashore/) (<https://www.outerbanks.org/things-to-do/attractions/cape-hatteras-national-seashore/>), villages, where there's no franchise and all the local restaurants are home grown, as they are everywhere on the OBX. Avon, located in the central part of Hatteras Island, is the biggest of the seven villages on Hatteras Island, with just several hundred year round residents. Despite, and partially due to, its relatively remote standing, visitors flock from all over during the busy season to enjoy the secluded beach experience. With that comes the opportunity to fish at the [Avon Pier](https://www.outerbanks.org/listing/avon-fishing-pier/547/) (<https://www.outerbanks.org/listing/avon-fishing-pier/547/>), vividly proclaimed as America's Pier when you first approach it. If you spend a day at the pier when the fish are biting, you can bring your catch down the road to [Oceana's Bistro](https://www.outerbanks.org/listing/oceanas-bistro/217/) (<https://www.outerbanks.org/listing/oceanas-bistro/217/>) after you clean it. A casual American eatery, this local hotspot serves affordable food around the clock and begins serving Bloody Mary's and mimosas at 8 am throughout the week and at noon on Sundays.

Roughly thirty minutes down the road from Avon is the village of [Hatteras](https://www.outerbanks.org/plan-your-trip/the-islands/hatteras-island/) (<https://www.outerbanks.org/plan-your-trip/the-islands/hatteras-island/>). Located on the southernmost tip, the island's namesake village is home to generations of fishing families, both commercial and recreational. This rich history has led to a level of experience in preparing seafood that is evident in the local restaurants.

One such establishment is the Hatteras [Sol Waterside Grill](https://www.outerbanks.org/listing/hatteras-sol-waterside-grill/842/) (<https://www.outerbanks.org/listing/hatteras-sol-waterside-grill/842/>). Perched above Teach's Lair Marina, Hatteras Sol delivers stunning sunset views of the Pamlico Sound and equally delicious plates for lunch and dinner. Whether you're bringing in your own catch, or trying one of their creations, Hatteras Sol is a must visit after a long afternoon of fishing on the island, especially when they're offering live music on the deck.



CULINARY TRAVEL ([HTTPS://HONESTCOOKING.COM/CATEGORY/CULINARY-TRAVEL/](https://honestcooking.com/category/culinary-travel/))

Meet Chef Suzanne Loving of Trio Restaurant & Market



BY KEYLA VASCONCELLOS ([HTTPS://HONESTCOOKING.COM/AUTHOR/KEYLAVASCONCELLOS/](https://honestcooking.com/author/keylavasconcellos/))



M eet Suzanne Loving, a Virginia native, who doesn't mind pushing the culinary envelope in any kitchen she commands. From opening a successful pie shop in Nashville to becoming the executive chef at Kitty Hawk's Trio Restaurant & Market in the Outer Banks, Suzanne constantly thinks outside the box as an active player in evolving the culinary landscape of the islands she now calls home.

Here, Chef Loving discusses why she believes [Trio](https://www.outerbanks.org/listing/trio-restaurant-%26-market/206/) (<https://www.outerbanks.org/listing/trio-restaurant-%26-market/206/>) continues to grow, the importance of teamwork, the joy of being good at what she does, and the satisfaction of proving a female can compete successfully in a male-dominated industry. (Quotes have been edited for clarity.)

Tell me a little bit about yourself?

I moved to Nashville, Tennessee almost fifteen years ago and that's where I began my culinary career. I went to culinary school there, worked in different restaurants, and eventually opened my own successful restaurant. During that period, I began to reevaluate where I was and decided I wanted to be closer to my family. So, I moved to The Outer Banks and I built a house out here. That was two years ago.

What made you choose Trio?

I wanted some place that was gender blind. Often, a female chef is typecast to pastry roles, or anything that's not an executive chef. I uprooted my whole life and I wanted to enjoy what I was doing and I didn't want to be pigeonholed into what others wanted. Trio offered me that opportunity.

Trio had a female kitchen manager. So, they were kinda softened to the idea of a female chef, which worked in my favor. It's hard to connect with other female chefs. It would be great if there was a network but those women are probably busy running every aspect of the kitchen.

How's it going at Trio?

Trio is such a great space and it has great potential. It's been open for 10 years. But in the two years I've been here, the kitchen has been remodeled and expanded two to three times. Now we're working on another expansion, because we've just outgrown the space. Before the pandemic, our sales essentially were about 40% food and 60% alcohol and that's that's kind of standard, but since we reopened in June of 2020, it's been the opposite. It's about 60% food to 40% alcohol. We are just crushing the food game. There's not one day that we're not getting our butts kicked in the kitchen.

What dishes have you added to the menu and what changes did you make as the new executive chef?

I started working here just as a cook. And I knew that this is where I was supposed to be, like it felt right. The management, leadership, and owners just made so much sense. And I knew that I wanted to be here to see what we could do with Trio and how we could grow. There was so much more that we could be doing with the menu being this close to the ocean. So, since I started, we've been using as much local seafood as possible.

**Is there a specific Outer Banks ingredient that you enjoy using?**

Just the fact that we have such great access to local food is incredible. And here, everyone pretty much loves seafood. If you don't, we have other options, which is nice. We try to use as much local produce as possible with local farms and artisanal vendors. And I think that it's important to support other people in the community. There's room for everybody. None of the restaurants around Trio are the same. We all have different specialties and I think that's really cool.

Let's talk about how you've helped Trio to thrive during a challenging first couple years.

When I started here, I was just a cook, but about six months later, I was offered an opportunity to run the kitchen. That's when I asked to be the executive chef. Then, two weeks later we shut down because of the pandemic. We were closed for about three months, but during that time, I met almost daily with one of our owners, our retail manager, and our general manager to figure out what was next.

Trio is not just a restaurant, it's also a marketplace where we sell thousands of wines, hundreds of beers, and many cheeses from all over the world. So we kind of pivoted our focus and our owner Kenny designed \$100 cases of wine for curbside pickup. We started doing big family meals, so people could place their orders, grab some wine and they could heat up their food in the oven when they got home. We also did a mystery cheese bag that we continue selling to this day. You get almost a quarter pound of different cheeses and a little mini baguette for 20 bucks.

Kitty Hawk is very much a town whose businesses thrive on people visiting from all over, but we got a lot of support from our locals who felt safe during the pandemic because we had strict protocols in place and we were diligent about enforcing them.

Are there any upcoming events that locals and tourists alike can enjoy?

We did an Oktoberfest this October and hopefully our fall menu change will be up and running by then. Even at half capacity, we are breaking sales records that we had at full capacity. Last year, with everyone working from home or working remotely, everyone went to the beach. I mean, I would want to come to the beach, if I worked remotely. The volume just stayed, it just stayed the course.

SEE ALSO



(<https://honestcooking.com/bucatini-cacio-e-pepe/>)

FEATURED ([HTTPS://HONESTCOOKING.COM/CATEGORY/FEATURED-2/](https://honestcooking.com/category/featured-2/))

Bucatini Cacio e Pepe (<https://honestcooking.com/bucatini-cacio-e-pepe/>)

I know you owned a pie shop in Nashville, so are you doing pies here?

We will have some new pies on the menu now that it's pie season. I've done a few exclusive Trio pies. We've had a peanut butter and jelly pie and we turned this blackberry cider that we have in house into a reduction and it's like grown up PB&J.

**What makes a restaurant successful in your opinion?**

I think that if you're having a good time with what you're doing, it's going to show and people will appreciate it. And then they will tell other people about it and they will bring them by, as well. I think that's the definition of success for a restaurant.

What does your ideal Outer Banks day off look like?

I mean, there are a couple restaurants that I love. The one in particular is called Green Tails. It's a little seafood market not far from my neighborhood. They go down to the docks every couple of days and get whatever they can. The owners make really unique specials with fish that restaurants aren't necessarily going to put on the menu.

Do you have any advice for people in hospitality starting out?

Be willing to learn from a female leader and be willing to be coached. At my old pie shop, I had college kids come work for me, and once they bought into what we were doing, they stayed and learned so much. Everybody working towards the same goal and supporting each other is the most important part of the kitchen. It's never going to be me versus them. It has to be a team effort and here it absolutely is. The kitchen is so small, so everyone does everything. Usually, it's two of us doing three hundred covers a night, and if we can do that, we can do anything.

[CULINARY TRAVEL \(HTTPS://HONESTCOOKING.COM/CATEGORY/CULINARY-TRAVEL/\)](https://honestcooking.com/category/culinary-travel/)

The Best Eats of Manteo and Roanoke Island

HC

BY [HONEST COOKING \(HTTPS://HONESTCOOKING.COM/AUTHOR/EDITORIAL/\)](https://honestcooking.com/author/editorial/)

One of the oldest towns in North Carolina, [Manteo \(https://www.outerbanks.org/plan-your-trip/towns-and-villages/manteo/\)](https://www.outerbanks.org/plan-your-trip/towns-and-villages/manteo/) is the quaint and charming “capital” of Roanoke Island in the [Outer Banks \(http://www.outerbanks.org\)](http://www.outerbanks.org). White picket fences, small boutiques and restaurants make this a “love at first sight” kind of destination that oozes of simpler times and history (Manteo is home to one of the country’s most captivating mysteries: The Lost Colony).

Together, Manteo and Roanoke Island make for perfect fall getaway destinations for anyone who wants to escape the hustle and bustle of the city for endless beaches, gorgeous sunsets and exciting historical sights. And glorious, glorious food!

Because for all you foodie-travelers out there, both Manteo and the surrounding Roanoke Island area offer an abundance of alternatives. Obviously you’ll be able to find some of the freshest seafood in the country here, and we will cover some of our favorite seafood temples in this article. But there’s much more! Ranging from sandwich shops and burger shacks to fine dining options, there’s really something for every taste and every wallet here. We’ve gathered our favorites here, so let’s not waste any time, and just dive right in.



Tuna sashimi from Blue Water Grill



Blue Water Grill in Manteo

Blue Water Grill (<https://www.outerbanks.org/listing/blue-water-grill-%26-raw-bar/2546/>).

Kicking things off, the Blue Water Grill in Manteo is a destination for fresh, wild-caught fish and locally farmed oysters. Choose between being seated with stunning water vistas as the sun sets, or join the crowd at the bar while catching a game on one of the multiple tv's. Also, don't forget to check out the restaurant's tiki hut on the docks of Pirate's Cove Marina, which serves the same menu as the main restaurant in a relaxed environment – supported by live entertainment. This really is a wonderful place for anyone who wants to get into the OBX vibe quickly.

2000 Sailfish Dr.

Manteo, NC



Take a seat in the 1587 Lounge



Craft cocktails from the 1587 Lounge

1587 Lounge (<https://www.outerbanks.org/listing/1587-lounge-obx/4/>), **HONEST COOKING** (<https://honestcooking.com/>).



The new lounge and restaurant at the Tranquil House Inn on the Manteo waterfront, features local micro brewed beers, small bites, full bar, and a great selection of wines. The lounge has a breezy living room vibe, and taking a seat in one of the comfy chairs, cocktail in hand, overlooking the water, is pretty much the perfect way to end a day of exploring Roanoke. And as if the delicious cocktails and food aren't enough of a draw for you, consider spending a couple of nights in one of the individually decorated rooms at The Tranquil House Inn, an iconic Nantucket-style property on the Manteo's historic waterfront,

405 Queen Elizabeth Ave.

Manteo, NC



The famous fish tacos at The Avenue Grille

The Avenue Waterfront Grille (<https://www.outerbanks.org/listing/avenue-waterfront-grille/6/>)

Overlooking Shallowbag Bay and the Manteo harbor, The Avenue Grille features a wide selection including locally caught seafood, steak and fresh burgers. Priding themselves in creatively accommodating most dietary restrictions, the restaurant has options ranging from vegan and vegetarian, to gluten-free alternatives across the menu. The most popular dishes on the menu are the Tuna Sushi Style, Fish Tacos, Shrimp and Grits as well as the handful (pun intended) of creative burger options that The Avenue Grille prides itself on. Oh, and the spectacular views are complimentary.

207 Queen Elizabeth Ave #5,

Manteo, NC

HONEST COOKING (<https://honestcooking.com/>)

Welcome to Ortega'z

Ortega'z Southwest Grill and Wine Bar (<https://www.outerbanks.org/listing/ortegaz-southwestern-grill/31/>).

If you feel like you've seen Ortega'z somewhere before, you're probably right. This awesome grill and wine bar has been featured on the Food Network's popular show Diners, Drive-ins and Dives with Guy Fieri. But you don't have to be a celebrity chef to feel at home here, as the relaxed atmosphere is accommodating to everyone, making it very popular with locals and visitors alike. Sit down at one of the tables and take a trip through the cuisine of the Southwest, paired with local ingredients from the OBX. It's just a good time, with real good food, good hospitality and good drinks.

201 Sir Walter Raleigh St.

Manteo, NC



A dockside sandwich at Poor Richard's Sandwich Shop



Poor Richard's Sandwich Shop (<https://www.outerbanks.org/listing/poor-richards-sandwich-shop-%26-pub/34/>).

While there are many restaurants and cafes in the OBX, Poor Richard's Sandwich Shop is most certainly one of the most iconic ones. This pub-slash-deli has been delivering on the promise of delicious sandwiches for over 35 years, and guests keep coming back for their famous Reuben time and time again. Served with a dill pickle? Of course! And it is accompanied by a great view of the Shallowbag Bay and the Manteo town Marina.

305 Queen Elizabeth St.

Manteo, NC



The Hungry Pelican in Downtown Manteo


The Hungry Pelican (<https://www.outerbanks.org/listing/the-hungry-pelican/675/>).

Another classic sandwich shop and deli in downtown Manteo, The Hungry Pelican's roots go back over 30 years, and they have been a staple of Manteo since 2002. The owners of this deli are said to have made over 500,000 sandwiches over the years, and that kind of practice is bound to be a great recipe for some amazing sandwiches. And while the 25+ choices of excellent sandwiches are obviously the main attraction at The Hungry Pelican, the menu also features a variety of fresh, house-made salads and soups.

205 Budleigh Street

Manteo, NC

SEE ALSO



[\(https://honestcooking.com/suculent-cooking-the-soul-of-barcelona/\)](https://honestcooking.com/suculent-cooking-the-soul-of-barcelona/)
[CULINARY TRAVEL \(https://honestcooking.com/category/culinary-travel/\)](https://honestcooking.com/suculent-cooking-the-soul-of-barcelona/)
[Suculent: Cooking The Soul of Barcelona \(https://honestcooking.com/suculent-cooking-the-soul-of-barcelona/\)](https://honestcooking.com/suculent-cooking-the-soul-of-barcelona/)



The fish market at O'Neals Sea Harvest

O'Neals Sea Harvest (<https://www.outerbanks.org/listing/oneals-sea-harvest/687/>).

If seafood is in the DNA of the Outer Banks, O'Neals is certainly part of that very DNA. Located off the beaten path in a quaint fishing village called Wanchese, you'll find plenty of locals here. Enjoy lunch at O'Neal's first, before picking up an array of seafood ingredients for dinner at their market, where you'll skip the middle-man and buy the freshest seafood straight from where it is caught and cleaned. The line can get long and the menu isn't huge, but don't worry, the fried soft crab BLT won't disappoint.

618 Harbor Rd.

Wanchese, NC



Welcome to El Shaddai Chicken

El Shaddai Chicken (<https://www.outerbanks.org/listing/shaddai/2113/>).

While you can find a couple of your regular suspects like nachos, chicken pasta and burgers on the menu at El Shaddai, a humble international roadside diner, the real treasure here is the authentic Peruvian dishes they serve. Try the fresh, citrus-marinated ceviche, the classic lomo saltado, the Peruvian style fried "arroz chaufa" or the jalea mixta (fried seafood) with fried cassava and salsa criolla. What an excellent way to combine the flavors of locally sourced fish and seafood with one of the most exciting cuisines in the world.

112 US-64



Grab a beer – or 9 – at the Lost Colony Brewery and Café

Lost Colony Brewery and Café (<https://www.outerbanks.org/listing/lost-colony-brewery-and-caf%c3%a9/12/>).

Time to relax with a couple of local brews and comforting pub-grub. The Lost Colony Brewery has been a longtime hit with both locals and tourists, and their ales, stouts, blondes and IPA's can be found in over 50 restaurants and retail locations across the OBX. But this is where the heart of the brewery lies, and where you can get to sample all their selection in its natural habitat. The Lost Colony is a combination restaurant, pub, cafe and taproom all rolled into one. The food is simple and straightforward, so well made that it has caught the attention of national food media for years, making this a must-try destination for any foodie traveler.

www.lostcolonybrewery.com (<http://www.lostcolonybrewery.com>).

One of the beautiful things favoring food lovers visiting Manteo, most of the restaurants listed are all within walking distance from each other on the quaint downtown waterfront, making it super easy to park and stroll your way through amazing bites and beverages only found on the Outer Banks (<https://www.outerbanks.org>).

HC

HONEST COOKING (<https://honestcooking.com/author/editorial/>) @(<http://honestcooking>)

The Honest Cooking editorial team handpicks inspiring culinary stories to share with you that we think are beautiful. As an international online culinary magazine with the ambition to truly change the face of online food media we hope to create an inspiring place for serious culinary debate, salivating recipes, interesting food news and international food-fun.

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Where to Drink Great Wine on the OBX

HC BY [HONEST COOKING \(https://honestcooking.com/author/editorial/\)](https://honestcooking.com/author/editorial/)

While the [Outer Banks of North Carolina \(https://www.outerbanks.org\)](https://www.outerbanks.org) have long been famous for their seemingly endless beaches, historical sights and fresh seafood – did you know that, increasingly, restaurants, bars and hotels on the OBX are stepping up their wine game as well? From humble wine bars to ambitious gourmet restaurants, and much in between, there are plenty of fantastic pit stops worthy of a visit scattered across the three main islands that make up most of the OBX. But on a wide-stretched array of islands like the OBX, where should you steer your wine-interest this fall and Holiday season? Not to worry, we've got you covered. Let's take a look at some of our favorites, so you can start planning.



TRIO Restaurant and Market in Kitty Hawk.

[TRIO Restaurant & Market \(https://www.outerbanks.org/listing/trio-restaurant-%26-market/206/\)](https://www.outerbanks.org/listing/trio-restaurant-%26-market/206/)

<https://honestcooking.com/where-to-drink-great-wine-on-the-obx/>

With more than 100 wines by the glass, there's no denying that TRIO Restaurant & Market is one of the leaders when it comes to great wine offerings on the OBX. This restaurant / wine bar is also a retail market with a cosmopolitan vibe that sets it apart from many other dining destinations in the area. Their wine list is extensive, exciting and covers everything from big California Cabernets to natural wines from Spain, Mexico and Macedonia. And if you get a little overwhelmed by the sheer amount of choices, you can always let the staff pick for you – or go with one of the pre-curated themed flights that cover specific regions, grapes or styles of wine. If you are looking for some food to go with all that amazing wine, TRIO excels in the art of cheese-boards and charcuterie, where a rotating selection from the restaurant's cheesemonger can be paired with your libation of choice. And if you are looking for something a little bigger, the rest of their menu offers plenty of comforting options and paninis.

3708 N Croatan Hwy, Kitty Hawk, NC 27949



Tommy's Natural Foods Market & Wine Shop in Duck

[Tommy's Natural Foods Market & Wine Shop \(https://www.outerbanks.org/listing/tommys-natural-foods-market/194/\).](https://www.outerbanks.org/listing/tommys-natural-foods-market/194/)

A small town grocery with a global conscience is the slogan that Tommy's Natural Foods Market & Wine Shop has labeled themselves with, and who are we to argue with that? As a purveyor of local and North Carolina groceries, with the largest selection of wines and craft beers in Duck, Tommy's Natural Foods Market is a great place to go for both delicious sips and the ingredients that pair with them. Browse their famous grass-fed beef section, pick out some fresh local seafood, and why not some of their lovely cheese and charcuterie items to boot?

For the wine, Tommy's has a great selection of more traditional brands and labels, but they are also deep into the organic movement, and offer exciting options for anyone who's looking for sustainable and natural alternatives. This is a place to browse the selection of local North Carolina sips, or get adventurous with wines from across the country and around the world – which makes it just a good pit-stop to pick up some bottles of interesting wine for your Friday night dinner (and the steak that goes with it!).

1242 Duck Rd, Duck, NC 27949



The Blue Point in Duck

[The Blue Point \(https://www.outerbanks.org/listing/blue-point/95/\)](https://www.outerbanks.org/listing/blue-point/95/)

The Blue Point is located about a minute's walk from Tommy's Natural Food & Wine Store, so if you're not inclined to cook yourself, you're in luck. The Blue Point has long been a staple of the finer dining establishments across the OBX, and its creative cuisine will lure even the most discerning foodie in. Tantalizing flavors from across the globe marry exquisitely with classic Southern Hospitality, and the unique decor lends warmth to the already friendly atmosphere. The wine list, curated by sommelier Simon Kaufman, is one of our favorites on the OBX. Here, among the 25 or so wines they serve by the glass, you'll always find something that will accompany your food perfectly. And if you dig deeper into the even more extensive by-the-bottle list, there really is something for every taste and every wallet to be explored. It also isn't unusual for The Blue Point to host wine dinners and other events where wine is the main character. And if you are looking for something a little livelier after dinner, make sure to check out the backBAR, where you'll be able to enjoy cocktails and conversations as the sun sets over the Currituck Sound.

1240 Duck Rd, Duck, NC 27949



The stunning waterfront location at Aqua Restaurant in Duck

[Aqua Restaurant \(https://www.outerbanks.org/listing/aqua-restaurant-%26-spa/53/\)](https://www.outerbanks.org/listing/aqua-restaurant-%26-spa/53/)

Whether you come to Aqua Restaurant in Duck for the waterfront setting, the gorgeous sunsets from the deck or the health-forward cuisine whipped up by Executive Chef Corey Bryant – all of it is impeccably paired with an exciting wine list that will keep you coming back again and again. Aqua serves 20+ by the glass wines, and their extended wine list features both some of the best local NC wines as well as a great selection of sparklers. There's also a ton of options from around the world to be explored at Aqua. From California and Oregon to Australia, Italy, Germany and France – their list checks all the boxes of both big and small, classic and unexpected. And if you are looking for some grub with your vino, you are definitely in the right place. Aqua's cuisine is eclectic, exciting and vibrant. Try the babaganoush, the bangin' shrimp, or the catch of the day served with a sauté of grilled corn, butter beans, crowder peas, confit tomatoes, grilled baby artichoke, chanterelle mushrooms, smoked pork belly, and Swiss chard. Cheers!

1174 Duck Rd Downstairs, Duck, NC 27949



The pepper crusted rare tuna sashimi at Ocean Boulevard Bistro and Martini Bar

[Ocean Boulevard Bistro and Martini Bar \(https://www.outerbanks.org/listing/ocean-boulevard-bistro-%26-martini-bar/258/\)](https://www.outerbanks.org/listing/ocean-boulevard-bistro-%26-martini-bar/258/)

Ok, so the name clearly suggests that you should be drinking Martinis at Ocean Boulevard in Kitty Hawk. And we're not going to argue with that. The martini bar is worth a visit just in and of itself, and you'll always find something new being shaken, stirred and poured by the competent mixologists. However, we'd be remiss if we didn't tell you that there's much more than martinis to Ocean Boulevard. Starting with the food menu, which is stacked with goodness. From exciting appetizers like fried chicken liver or pepper-seared rare tuna sashimi to larger plates like grilled heritage breed pork chops presented saltimbocca style, there's really something for every palate to be discovered at the restaurant. And then, there's the wine menu. One of the most extensive on the OBX, the list is a treasure trove of both the classic and the whimsical from around the globe. And if you feel like diving ever deeper, they also have a reserve- and unique bottles list that will entice you to come back for more as often as you possibly can.

4700 N Virginia Dare Trail, Kitty Hawk, NC 27949



Cafe Pamlico sits on the very edge of the Pamlico Sound and offers gorgeous sunset views.

[Café Pamlico \(https://www.outerbanks.org/listing/cafe-pamlico/145/\)](https://www.outerbanks.org/listing/cafe-pamlico/145/)

The Inn on Pamlico Sound is a wonderful place to spend a couple of days (or more) while you are visiting the Outer Banks. This charming boutique hotel on the waterfront in Buxton is a premium destination for a weekend getaway, destination wedding, or Holiday celebration, and their restaurant is one of its best features. Café Pamlico is a “casual fine-dining” restaurant that elevates North Carolina comfort food to new and elegant levels, and the California leaning wine list backs up the ambitions of the kitchen in an excellent way. And following your meal, why not bring a bottle of wine back up to your room at the inn?

49684 NC-12, Buxton, NC 27920

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Seared scallops from The Paper Canoe

[The Paper Canoe \(https://www.outerbanks.org/listing/the-paper-canoe/275/\)](https://www.outerbanks.org/listing/the-paper-canoe/275/).

Another lovely waterfront dining option on the OBX is The Paper Canoe in Duck. The restaurant serves up vibrant locally caught seafood, creative wood fired pizzas and more than 10 craft beers on tap in a cozy and comfy environment. But as you know, we're here mainly for the wine list, and The Paper Canoe does not disappoint. The wines are all selected to pair perfectly with the food that comes out of the kitchen, and the pricing is more than reasonable.

1564 Duck Rd, Duck, NC 27949



The Colington Cafe

[The Colington Café \(https://www.outerbanks.org/listing/the-colington-cafe/126/\)](https://www.outerbanks.org/listing/the-colington-cafe/126/)

Set in a beautiful Victorian villa in Kill Devil Hills, adjacent to the Wright Brothers National Memorial, The Colington Cafe is one of the best dining destinations on the OBX. The menu is French-inspired, but ventures south in flavors as well. Local seafood shows up across appetizers and mains, combined with a "filet" section that focuses on tender meats, grilled and served with classic French accompaniments like béarnaise and dijon-black-peppercorn sauce.

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And while there are certainly more than a couple of great French wines on the wine-list, you'll find a broad selection of grapes, terroirs and styles represented at The Colington Café. The by-the-glass selection is more than reasonably priced and features a lovely group of Californian and French favorites. It's not by chance that this is one of the major dining destinations in the Outer Banks of North Carolina.

1029 Colington Rd, Kill Devil Hills, NC 27948



Vines at Sanctuary Vineyards in Jarvisburg

Sanctuary Vineyards (<https://www.sanctuaryvineyards.com/>)

Now to round this roundup off, wouldn't it be fitting to talk a little bit about an actual vineyard as well? In Currituck county, on the northernmost tip of the OBX, just across the bridge on the mainland,, you'll find the picturesque Sanctuary Vineyards. Growing European vines on 30 acres of coastal sands, the Wright family has been a staple of the local community for seven generations, and they have been making wine for the last two decades. The cool ocean breezes and sandy soils create exciting wines that cover multiple grape varieties and styles, so you'll be able to find a favorite among their portfolio for sure. The winery offers both complimentary and paid tastings, and anyone who is interested in understanding the local OBX terroir should definitely make sure Sanctuary is a stop on their exploration of the islands.

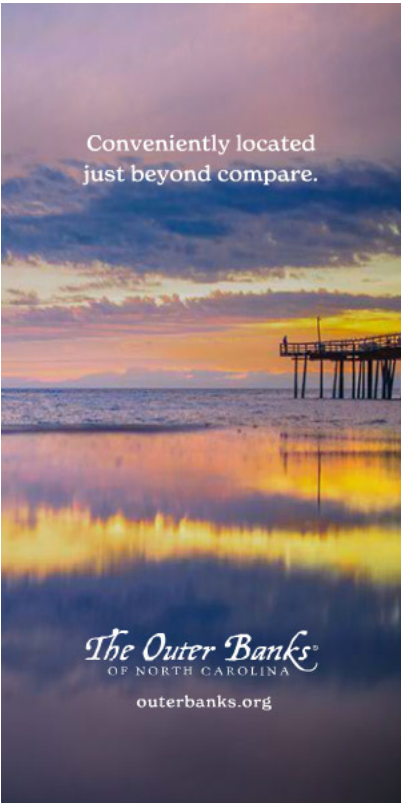
7005 Caratoke Hwy, Jarvisburg, NC 27947

For more great beverage-centric travel planning on the OBX, check out the Outer Banks Visitors Bureau's Beer, Wine and Spirits Trail (<https://www.outerbanks.org/blog/post/outer-banks-beer-wine-trail/>).

HC

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