



# Dare County Tourism Board Meeting

February 18, 2021  
9:00 a.m.

Outer Banks Visitors Bureau Administrative Offices  
One Visitors Center Circle  
Manteo, NC 27954

DARE COUNTY TOURISM BOARD MEETING  
THURSDAY, FEBRUARY 18, 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 January 21, 2021 Meeting
- V. Public Comments
- VI. Steering Committee Report-Chairman
  - 1. Long Term Unappropriated Guidelines
  - 2. Long Term Unappropriated Award to Chicamacomico Historical Association
- 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, JANUARY 21, 2021  
9:00 A.M.**

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

**ATTENDING:**

**In-Person:** Ervin Bateman, Bambos Charalambous, Leo Holland, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt.

**Via GoToMeeting:** Doug Brindley, Tim Cafferty, Jamie Chisholm, Webb Fuller, Ivy Ingram (joined at 9:07 a.m.), Donna Peele, Monica Thibodeau, and Jay Wheless, Legal Counsel.

**STAFF:**

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

**OTHERS ATTENDING:**

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

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

Appointed and reappointed Board members took their oath of office before the meeting.

**ELECTION OF OFFICERS:** Jay Wheless, Legal Counsel, presented the Nominating Committee's recommended slate of officers, as follows:

- Chair: Jeff Pruitt
- Vice-Chair: Tim Cafferty
- Secretary: Webb Fuller
- Treasurer: Ervin Bateman
- Assistant Treasurer: Monica Thibodeau

Legal Counsel then called for nominations from the floor for the positions of Chair, Vice Chair, Secretary, Treasurer, and Assistant Treasurer. Hearing none, Mr. Bateman moved to approve the proposed slate as presented. Second by Mr. Fuller.

**Yes:** Ervin Bateman, Doug Brindley, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Bobby Owens, Donna Peele, Jeff Pruitt, and Monica Thibodeau.

**No:** None. The motion passed unanimously (12-0).

Legal Counsel then turned the meeting over to the Chair.

**APPROVAL OF AGENDA:** Mr. Holland moved to approve the agenda. Second by Mr. Charalambous. There was no discussion.

**Yes:** Ervin Bateman, Doug Brindley, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Karen Loopman-Davis, Bobby Owens, Donna Peele, Jeff Pruitt, and Monica Thibodeau.

**No:** None. The motion passed unanimously (13-0).

**APPROVAL OF MINUTES:** Mr. Holland moved to approve the meeting minutes from December 17, 2020 meeting. Second by Ms. Loopman-Davis. There was no discussion.

**Yes:** Ervin Bateman, Doug Brindley, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Karen Loopman-Davis, Bobby Owens, Donna Peele, Jeff Pruitt, and Monica Thibodeau.

**No:** None. The motion passed unanimously (13-0).

**PUBLIC COMMENTS:** Superintendent Hallac reviewed visitation and other items happening in the Cape Hatteras National Seashore.

There were no further public comments made. No written comments were received.

**BUDGET AND FINANCE REPORT:** Mr. Bateman reviewed the meals and occupancy receipts received. Receipts for fiscal year 2020-2021 are up 11.43% compared to 2019-2020 actual receipts.

**OUTER BANKS VISITORS BUREAU UPDATES:** Lee Nettles:

- Reviewed the Request for Qualifications and interviews for firms to construct a boardwalk. Following the interviews, staff recommended Albemarle & Associates. Mr. Charalambous moved to approve Albemarle & Associates. Second by Mr. Holland.

**Yes:** Ervin Bateman, Doug Brindley, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Ivy Ingram, Karen Loopman-Davis, Bobby Owens, Donna Peele, Jeff Pruitt, and Monica Thibodeau.

**No:** None. The motion passed unanimously (13-0).

- Noted the Soundside Advisory Ad Hoc Committee would be meeting on February 11, 2021. The company that runs a conference center in Mississippi and others of comparable size will join the call to discuss and answer any questions the committee may have about their facility types and operations.
- Internet, Inquiry, Fulfillment, and Visitation numbers
- Reviewed Tourism Sales and Media Relations

Ms. Chisholm asked if the people who operate the conference center have experiences with sports fields in addition to the conference center. Lee Nettles noted that they operate a variety of facilities. He was not sure about fields but felt confident they had ample experience with hosting indoor sporting events.



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

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

**BOARD MEMBER COMMENTS:** New Board member introductions were made. Mr. Brindley shared information about the early pacing of bookings.

**SET DATE, TIME AND PLACE OF NEXT MEETING:**

- The Board set their meeting schedule for the third Thursday of the month at 9 a.m.
- The next meeting is scheduled for Thursday, February 18, 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 Chair adjourned the meeting at 10:05 a.m.

**ATTESTED:**

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Clerk, Dare County Tourism Board

**DARE COUNTY TOURISM BOARD  
(DBA OUTER BANKS VISITORS BUREAU)  
LONG-TERM UNAPPROPRIATED FUNDS  
RULES & APPLICATION**

At their 2/9/21 meeting,  
Steering Committee  
recommended approval.

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Created X/XX/XX

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Program Intent

Dare County Tourism Board's Long-term Unappropriated fund was established to financially assist Dare County Governmental Units and Non-profit Organizations with programs or services needed due to the impact of tourism on the County.

The Dare County Tourism Board (hereinafter "Tourism Board" or "Board") finances the Long-term Unappropriated fund by an annual appropriation as approved by the Board from long-term appropriations up to a maximum of \$500,000. The annual appropriation comes from 70% of the ¼ of the 1% occupancy tax and 1% prepared meal tax revenues generated annually in the Special Revenue Fund.

Applicant Assumes This Risk

Should local, state or federal laws prohibit the Dare County Tourism Board's performance, disband the Dare County Tourism Board or repeal the Board's enabling legislation, then the Dare County Tourism Board shall have no obligation to fulfill the terms and obligations of this agreement, including, but not limited to funding and reimbursement of applicant's expenditures. If the Dare County Tourism Board's authority hereunder is limited or terminated, then this Agreement shall be void as of the effective date of said ordinance, law or regulation and the Dare County Tourism Board shall be forgiven all performance obligations that are its responsibility under this agreement that is or are made contrary to law. All applicants must agree to this tremendous limitation to the Dare County Tourism Board's performance obligations, assume the risks associated therewith, including the risk that the Applicant may not be reimbursed for expenditures under this program.

Grant Criteria

- A. Applicants shall be a Dare County Local Government or a non-profit entity with its principal place of business in Dare County and having its non-profit status conferred in writing under Section 501 of the U.S. Internal Revenue Code.
- B. Projects must be located in Dare County.
- C. Grants will be paid as a reimbursement only after the project is complete and all paid receipts (for both grant and match) presented as described under the terms of the Contract Agreement.
- D. **Grant applications must be directed toward unplanned, extraordinary, non-recurring, and urgently needed projects.** The Tourism Board has sole discretion to decide whether the applicant could have or should have planned for the expense.
- E. Grant cannot be transferred or assigned to a third party, unless approved by the Tourism Board in writing.

**DARE COUNTY TOURISM BOARD  
(DBA OUTER BANKS VISITORS BUREAU)  
LONG-TERM UNAPPROPRIATED FUNDS  
RULES & APPLICATION**

- F. The following items are non-reimbursable: Preliminary architectural, engineering, surveying and other forms of professional services, in-kind services (for example, Administrative salaries of public employees), routine repairs, maintenance and administrative expenses and any local, state or federal tax.
- G. Property (real or personal) purchased and/or developed with this grant assistance shall be retained for use of the public and the applicant agrees to return the amount of the grant to the Tourism Board should the property or facility be converted to some other use than that represented in the grant application. Any real property must be lien and encumbrance free (except as specifically approved in writing by the Tourism Board). The Board, in its sole discretion, may require an attorney's opinion on title, restrictions, covenants and/or easements be recorded in the public registry to evidence the Board's requirements and conditions.
- H. Applicant may only apply for one project from the Unappropriated Long-term fund within a three-year period, unless an earlier request is deemed appropriate by the grant administrator.
- I. **Approved organization must come to the Outer Banks Visitors Bureau to meet with the Grant Administrator prior to submitting an application.** The purpose of this process is to jointly review the application and answer any questions the applicant may have.
- J. Applications will be reviewed by the Grant Administrator as they are received. The applicant will be notified within seven days of receiving the application if it does not meet the requirements of the grant. The applicant will have a chance to modify, adjust and correct the application before it is submitted to the Steering Committee. The Grant Administrator and the Executive Director, or his/her designee will be available to assist the applicants.
- K. All proposals that meet mechanical guidelines will be forwarded to the Steering Committee for consideration. The Steering Committee will make its recommendations to the full Board of Directors at a regularly scheduled Board meeting. Recommended projects will then be forwarded to the Dare County Board of Commissioners for consensus.
- L. Applying organization will be notified within seven days following presentation to the Dare County Board of Commissioners as to acceptance or rejection of Long-term Unappropriated awards.
- M. Board or Staff may modify the above terms and conditions at any time.

**DARE COUNTY TOURISM BOARD  
(DBA OUTER BANKS VISITORS BUREAU)  
LONG-TERM UNAPPROPRIATED FUNDS  
RULES & APPLICATION**

Name of Applying Organization: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Project Name: \_\_\_\_\_

Project Description: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Amount Requested: \_\_\_\_\_

Amount Applicant is contributing: \_\_\_\_\_

What other funding sources does the applicant have for completing the project? This should include a detailed description of how the project will proceed if the grant is not fully funded:

\_\_\_\_\_  
\_\_\_\_\_

Describe how this is a program or service due to the impact of tourism?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**DARE COUNTY TOURISM BOARD  
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LONG-TERM UNAPPROPRIATED FUNDS  
RULES & APPLICATION**

Describe how this is an urgent project that is extraordinary and non-recurring:

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Describe your Organization's capital project/improvement plan:

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Why can this project not be funded under the Tourism Impact Grant?

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Attach a copy of your IRS nonprofit letter, if applicable, and a balance sheet.

I have read and reviewed the above rules and understand that our organization bears the responsibility to understand and comply with all terms and conditions of these rules, special conditions imposed by the Dare County Tourism Board and any contracts issued as a result of funding for the project. This application vests applicant with no rights or expectations of approval and certainly not receipt of funds.

Name of person making application: \_\_\_\_\_

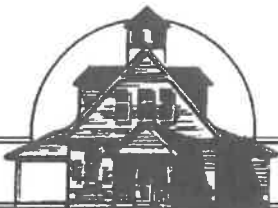
Title: \_\_\_\_\_

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

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# CHICAMACOMICO HISTORICAL



# ASSOCIATION, INCORPORATED

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POST OFFICE BOX 5 • RODANTHE • NORTH CAROLINA 27968  
(252) 987-1552 • [clss@embarqmail.com](mailto:clss@embarqmail.com) • [www.chicamacomico.org](http://www.chicamacomico.org)

December 17, 2020

At their Feb 9<sup>th</sup> meeting, Steering  
recommended awarding \$22,610.00

Diane Bognich,  
Director of Administration  
Outer Banks Visitors Bureau  
One Visitors Center Circle  
Manteo, NC 27954

Dear Ms. Bognich, *DIANE*

The Board of Directors of the Chicamacomico Historical Association, Inc., CHA, a 501(c)3 Non-Profit, respectfully requests \$22,610.00 from the Tourism Board's long-term unappropriated funds. These funds will be used for repairs to the 1874 Chicamacomico Life-Saving Station in Rodanthe. We are requesting funds for the specific purpose of repairing the water damaged flooring of the structure as well as adding historically correct "storm" doors to mitigate future damage.

In spite of the current pandemic, the Chicamacomico Historic Site continues to be an important attraction with visitors from all over the nation. CHA, with your assistance, seeks to continue to preserve and protect this famous Outer Banks historic site and tell the unique stories of the brave men of the U.S. Life-Saving Service and the early U.S. Coast Guard of Dare County.

Supporting documentation is enclosed. Should there be any questions regarding this request please contact Executive Director, John Griffin at 252-423-8107.

With Warm Regards,

  
John Griffin  
Executive Director

Enclosures



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Chicamacomico Historical Association

**1874 Station Rainwater Repair Project**

As you can see from the attached photos, the floor on the East side of the 1874 Station (the very first Life-Saving Station built in NC) is experiencing damage due to rain water entering through the sliding doors. The repair project would proceed in 2 phases: Phase one would patch the damaged floor and install a threshold that would cover and reinforce the damaged floor boards. Phase 2 would entail adding historically accurate wooden "storm" doors that would open out. These doors would be on the outside of the existing sliders. The following factors make this project compelling: during the performance of the Beach Apparatus Drill the 1000 lb rescue cart is pulled, pushed, and guided by the 8 man drill team over the compromised floor shown in the photos (a total of approximately 2600 lbs); due diligence requires that this remedy be accomplished prior to the next drill (Easter Week, 2021); and, lastly, concern for visitor safety dictates that it is best to accomplish this repair during the winter while the station is closed to the public. Added to the unique historic significance of this station, the building houses Beebe-McClellan Surfboat #1046 which was used in the Mirlo Rescue, and is the last surviving Surfboat of this Class.

The proposed budget is

Phase 1: \$1,780

Phase 2: \$16,830

Unseen Damage: \$2500 (Contingent)

Project Management: \$1500

Total: \$22,610

John Griffin, Executive Director

Chicamacomico Historical Association

Attached: Contractor Proposal to Fabricate & Install Threshold

Contractor Proposal to Fabricate and Install Exterior Doors (2 pages)

Photos of Floor (Left & Right Side)

## **D. Christian Thompson Historic Preservationist**

P.O. Box 3273  
Kill Devil Hills, NC 27948

252-202-0109

### **Chicamcomico 1874 Station Threshold Fabrication & Installation** **November 23, 2020**

#### **Overview:**

A new threshold to be fabricated and installed behind existing ocean front exterior roller doors to help in solving existing issues of continued water infiltration. This wind driven water is continuing to blow through the gap under the existing roller doors causing the original flooring to deteriorate and rot. This new threshold will not only cover the existing damaged flooring but also give a more secure and better sealed opening.

#### **Specifications:**

- Mill replacement flooring pieces for repairs to match existing flooring.
- Cut in flooring patches to fill areas at ocean front door location that are rotted and missing.
- Mill a custom white oak threshold to help secure exterior roller doors as well as deter further deterioration and water intrusion.
- Install new threshold.

Costs for this proposal including all materials and labor is one thousand seven hundred eighty dollars and zero cents (\$1,780.00).

#### **Payment schedule as follows upon acceptance:**

- 50% - \$890.00 due at acceptance
- 50% - \$890.00 due upon completion



## **D. Christian Thompson Historic Preservationist**

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P.O. Box 3273  
Kill Devil Hills, NC 27948

252-202-0109

### **Chicamacomico 1874 Station Fabrication & Installation Of** **New Exterior Doors On the East Facade** **November 29, 2020**

#### **Overview:**

Mill two reproduction doors for the exterior of the east facade. The new doors will be fabricated using period correct joinery, the stiles and rails shall be connected using full through mortise and tenons that are to be foxtail wedged and pinned with wooden pins as the originals. This method of joinery was used to give added strength, durability and longevity to the doors that withstand extreme wind loads. The new doors shall be constructed of white oak for the stiles and rails and the exterior surface clad with cypress tongue and groove boards attached with 316 stainless steel fasteners. The new doors will have an exterior swing, so that when they close against interior stops, (applied to the existing jambs) they will have a more secure closure. The existing roller doors can remain and also be closed during high wind events to add a second means of protection for the important artifacts housed in the station. I shall try to locate period strap hinges for the doors. If they can not be acquired, new reproduction hinges will have to be used. I have included an allowance in the cost for hardware acquisition. The doors shall be primed inside and out on all surfaces and receive two finish coats of specified paint. A new interior threshold will be fabricated in white oak and installed to help deter water infiltration; as well as provide an interior stop for the bottom of the doors. Fit and install new doors in the existing opening.

#### **Specifications:**

- Mill replacement doors to match original style and construction.
- Stiles and rails are to be milled using white oak for strength and durability.
- Stiles and rails will be attached using full through mortise and tenons that are to be foxtail wedged and pinned with wooden pins.
- Exterior cladding shall be tongue and groove cypress.
- Mill a custom white oak threshold to help secure exterior doors as well as deter water intrusion.

- Install new threshold.
- Paint new doors with primer and two top coats of specified paint.
- Fit and install new doors.

Costs for this proposal including all materials and labor is sixteen thousand eight hundred thirty dollars and zero cents (\$16,830.00). This cost includes an allowance of \$500.00 for acquisition of original style strap hinges.

Any alteration of specifications that will require additional materials and/or labor will constitute an increase in costs.

**Payment schedule as follows upon acceptance:**

- 50% - \$8,415.00 due at acceptance
- 50% - \$8,415.00 due upon completion

**Signature Required for acceptance of the threshold project:**

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Client Name

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Date

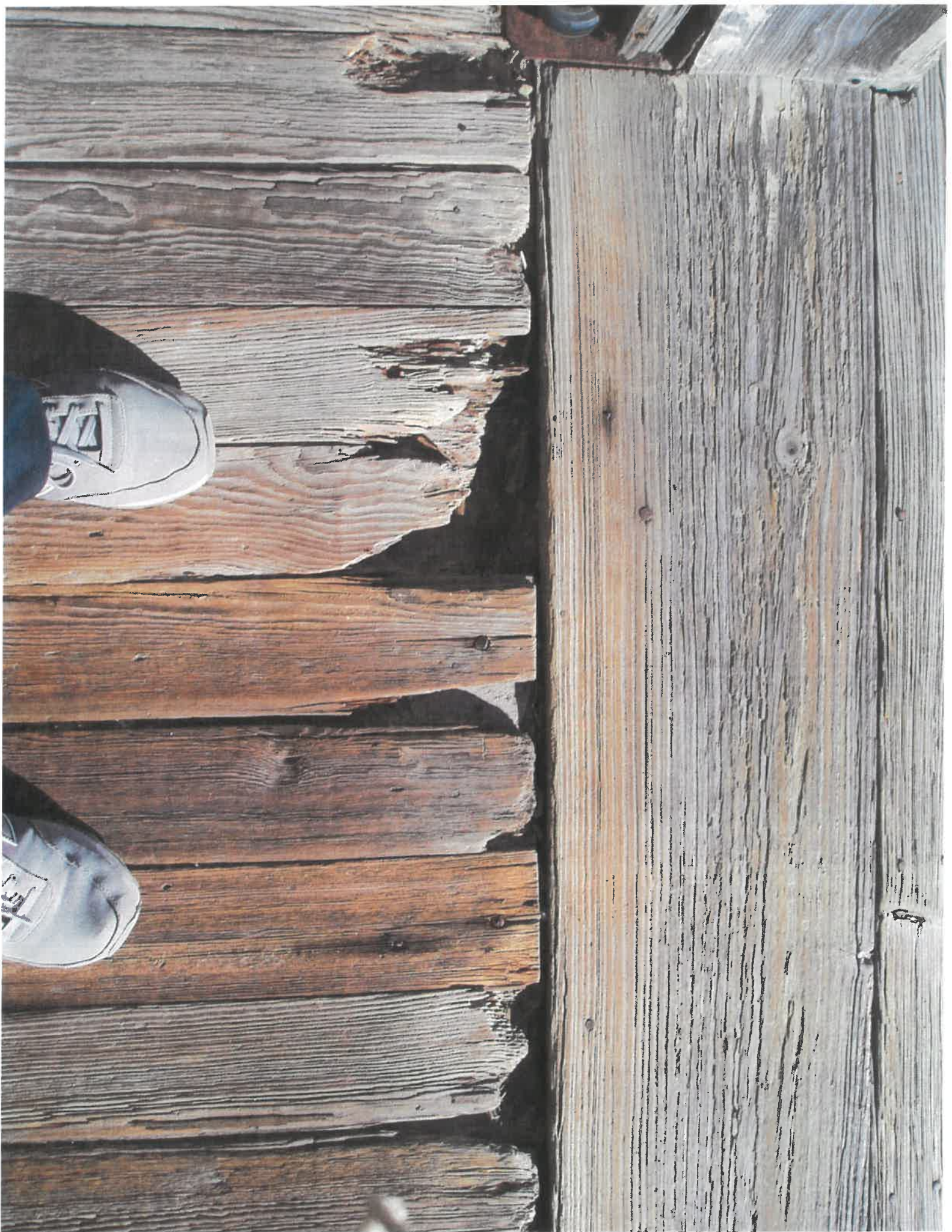
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D. Christian Thompson

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Date

I would like to thank you for the opportunity to submit this proposal. Should you have further question about this proposal or future projects, I may be reached at 252-202-0109 or by emailing [d.christianthompson@gmail.com](mailto:d.christianthompson@gmail.com)

Best Regards,

D. Christian Thompson









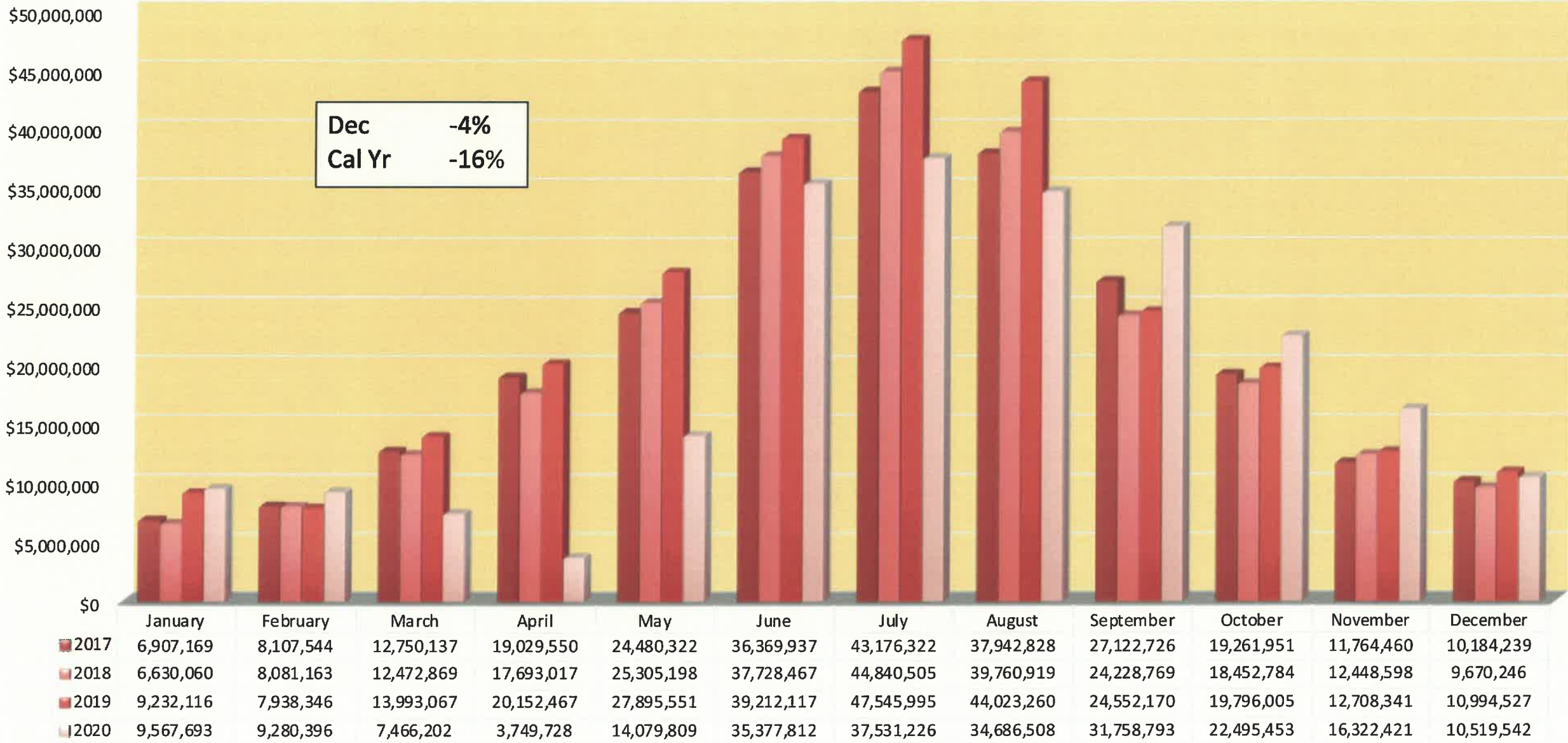
Occupancy Collections

Dec +73%  
Cal Yr +11%

	January	February	March	April	May	June	July	August	September	October	November	December
2017	7,131,148	4,938,755	7,159,836	19,822,692	32,005,253	79,240,527	140,228,393	102,930,101	48,338,071	21,974,957	10,734,352	4,815,968
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

Meals Collections

Dec -4%  
Cal Yr -16%



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

FISCAL YEAR		PROJECTED FY 20-21	ACTUAL FY 20-21	+/- \$	+/- %
<i>JUNE EARNED</i>	OCCUPANCY	\$909,480.00	\$1,031,085.56	\$121,605.56	13.37%
<u>JULY RECEIVED</u>	MEALS	<u>\$240,750.00</u>	<u>\$343,466.82</u>	<u>\$102,716.82</u>	<u>42.67%</u>
		\$1,150,230.00	\$1,374,552.38	\$224,322.38	19.50%
<i>JULY EARNED</i>	OCCUPANCY	\$1,168,710.00	\$1,522,968.88	\$354,258.88	30.31%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$329,000.00</u>	<u>\$378,907.71</u>	<u>\$49,907.71</u>	<u>15.17%</u>
		\$1,497,710.00	\$1,901,876.59	\$404,166.59	26.99%
<i>AUGUST EARNED</i>	OCCUPANCY	\$1,150,000.00	\$1,386,698.87	\$236,698.87	20.58%
<u>SEPT RECEIVED</u>	MEALS	<u>\$342,600.00</u>	<u>\$342,807.39</u>	<u>\$207.39</u>	<u>0.06%</u>
		\$1,492,600.00	\$1,729,506.26	\$236,906.26	15.87%
<i>SEPTEMBER EARNED</i>	OCCUPANCY	\$409,385.00	\$646,711.02	\$237,326.02	57.97%
<u>OCT RECEIVED</u>	MEALS	<u>\$220,225.00</u>	<u>\$312,640.42</u>	<u>\$92,415.42</u>	<u>41.96%</u>
		\$629,610.00	\$959,351.44	\$329,741.44	52.37%
<i>OCTOBER EARNED</i>	OCCUPANCY	\$217,800.00	\$411,520.36	\$193,720.36	88.94%
<u>NOV RECEIVED</u>	MEALS	<u>\$180,100.00</u>	<u>\$220,333.19</u>	<u>\$40,233.19</u>	<u>22.34%</u>
		\$397,900.00	\$631,853.55	\$233,953.55	58.80%
<i>NOVEMBER EARNED</i>	OCCUPANCY	\$90,900.00	\$149,613.81	\$58,713.81	64.59%
<u>DEC RECEIVED</u>	MEALS	<u>\$114,400.00</u>	<u>\$133,492.34</u>	<u>\$19,092.34</u>	<u>16.69%</u>
		\$205,300.00	\$283,106.15	\$77,806.15	37.90%
<i>DECEMBER EARNED</i>	OCCUPANCY	\$43,300.00	\$99,622.05	\$56,322.05	130.07%
<u>JAN RECEIVED</u>	MEALS	<u>\$90,800.00</u>	<u>\$129,244.28</u>	<u>\$38,444.28</u>	<u>42.34%</u>
		\$134,100.00	\$228,866.33	\$94,766.33	70.67%
<i>JANUARY EARNED</i>	OCCUPANCY	\$69,200.00	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	MEALS	<u>\$65,990.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$135,190.00	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	OCCUPANCY	\$47,800.00	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	MEALS	<u>\$72,455.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$120,255.00	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	OCCUPANCY	\$74,690.00	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	MEALS	<u>\$110,235.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$184,925.00	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	OCCUPANCY	\$183,450.00	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	MEALS	<u>\$175,685.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$359,135.00	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>	OCCUPANCY	\$300,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$220,865.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$520,865.00	\$0.00	\$0.00	0.00%
<b>TOTALS</b>	OCCUPANCY	\$3,989,575.00	\$5,248,220.55	\$1,258,645.55	31.55%
<b>TO-DATE</b>	MEALS	<u>\$1,517,875.00</u>	<u>\$1,860,892.15</u>	<u>\$343,017.15</u>	<u>22.60%</u>
		\$5,507,450.00	\$7,109,112.70	\$1,601,662.70	29.08%
<b>TOTAL</b>	OCCUPANCY	\$4,664,715.00			
<b>PROJECTED</b>	MEALS	<u>\$2,163,105.00</u>			
<b>2020-2021</b>		\$6,827,820.00			

CALENDAR YEAR RECEIPTS		ACTUAL	ACTUAL	+/- \$	+/- %
2019-2020		2020	2021		
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	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%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	OCCUPANCY	\$82,572.04	\$0.00	\$0.00	0.00%
	MEALS	<u>\$98,628.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$181,200.13	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	OCCUPANCY	\$68,444.24	\$0.00	\$0.00	0.00%
	MEALS	<u>\$90,153.63</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$158,597.87	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	OCCUPANCY	\$1,031,085.56	\$0.00	\$0.00	0.00%
	MEALS	<u>\$343,466.82</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,374,552.38	\$0.00	\$0.00	0.00%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	OCCUPANCY	\$1,522,968.88	\$0.00	\$0.00	0.00%
	MEALS	<u>\$378,907.71</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,901,876.59	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	OCCUPANCY	\$1,386,698.87	\$0.00	\$0.00	0.00%
	MEALS	<u>\$342,807.39</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,729,506.26	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	OCCUPANCY	\$646,711.02	\$0.00	\$0.00	0.00%
	MEALS	<u>\$312,640.42</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$959,351.44	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	OCCUPANCY	\$411,520.36	\$0.00	\$0.00	0.00%
	MEALS	<u>\$220,333.19</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$631,853.55	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	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	\$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%
Total for Year	OCCUPANCY	\$5,687,767.42			
	MEALS	<u>\$2,271,084.20</u>			
		\$7,958,851.62			



## OCCUPANCY &amp; MEALS FY 2020-2021

## ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 19-20	ACTUAL FY 20-21	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
JULY RECEIVED	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
JULY EARNED	OCCUPANCY	\$1,106,543.73	\$1,522,968.88	\$416,425.15	37.63%
AUGUST RECEIVED	MEALS	<u>\$472,600.66</u>	<u>\$378,907.71</u>	<u>(\$93,692.95)</u>	<u>-19.82%</u>
		\$1,579,144.39	\$1,901,876.59	\$322,732.20	20.44%
AUGUST EARNED	OCCUPANCY	\$1,386,583.82	\$1,386,698.87	\$115.05	0.01%
SEPT RECEIVED	MEALS	<u>\$427,333.95</u>	<u>\$342,807.39</u>	<u>(\$84,526.56)</u>	<u>-19.78%</u>
		\$1,813,917.77	\$1,729,506.26	(\$84,411.51)	-4.65%
SEPTEMBER EARNED	OCCUPANCY	\$456,102.94	\$646,711.02	\$190,608.08	41.79%
OCT RECEIVED	MEALS	<u>\$245,359.41</u>	<u>\$312,640.42</u>	<u>\$67,281.01</u>	<u>27.42%</u>
		\$701,462.35	\$959,351.44	\$257,889.09	36.76%
OCTOBER EARNED	OCCUPANCY	\$225,976.76	\$411,520.36	\$185,543.60	82.11%
NOV RECEIVED	MEALS	<u>\$196,138.50</u>	<u>\$220,333.19</u>	<u>\$24,194.69</u>	<u>12.34%</u>
		\$422,115.26	\$631,853.55	\$209,738.29	49.69%
NOVEMBER EARNED	OCCUPANCY	\$115,681.16	\$149,613.81	\$33,932.65	29.33%
DEC RECEIVED	MEALS	<u>\$122,310.47</u>	<u>\$133,492.34</u>	<u>\$11,181.87</u>	<u>9.14%</u>
		\$237,991.63	\$283,106.15	\$45,114.52	18.96%
DECEMBER EARNED	OCCUPANCY	\$64,325.91	\$99,622.05	\$35,296.14	54.87%
JAN RECEIVED	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	OCCUPANCY	\$82,572.04	\$0.00	\$0.00	0.00%
FEB RECEIVED	MEALS	<u>\$98,628.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$181,200.13	\$0.00	\$0.00	0.00%
FEBRUARY EARNED	OCCUPANCY	\$68,444.24	\$0.00	\$0.00	0.00%
MARCH RECEIVED	MEALS	<u>\$90,153.63</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$158,597.87	\$0.00	\$0.00	0.00%
MARCH EARNED	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$4,375,205.51	\$5,248,220.55	\$873,015.04	19.95%
	MEALS	<u>\$1,968,900.93</u>	<u>\$1,860,892.15</u>	<u>(\$108,008.78)</u>	<u>-5.49%</u>
		\$6,344,106.44	\$7,109,112.70	\$765,006.26	12.06%
TOTAL ACTUAL 2019-2020	OCCUPANCY	\$4,850,048.52			
	MEALS	<u>\$2,402,959.75</u>			
		\$7,253,008.27			

# **Dare County Gross Collections on Retail Sales**

	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>Variance 2020-2019</b>	<b>Percent Change</b>
<b>January</b>	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	2,606,285	291,065	8.27%
<b>February</b>	3,323,370	3,026,989	2,738,341	2,728,504	2,289,103	2,128,970	296,381	9.79%
<b>March</b>	3,077,829	2,831,112	2,829,152	2,812,630	2,280,537	2,019,168	246,717	8.71%
<b>April</b>	3,465,302	4,266,897	3,948,431	3,729,748	3,547,074	3,007,272	-801,595	-18.79%
<b>May</b>	2,728,392	5,501,100	4,861,088	5,084,042	4,011,689	3,930,062	-2,772,708	-50.40%
<b>June</b>	5,686,714	7,096,777	6,558,353	6,355,380	5,676,881	5,553,791	-1,410,063	-19.87%
<b>July</b>	12,370,251	11,321,288	10,815,908	10,038,975	9,085,195	9,066,601	1,048,963	9.27%
<b>August</b>	13,794,215	13,178,541	12,870,106	12,961,419	12,153,647	10,985,313	615,674	4.67%
<b>September</b>	12,478,041	11,799,596	10,996,721	10,694,311	10,634,932	10,595,224	678,445	5.75%
<b>October</b>	9,103,596	6,834,818	6,542,087	7,181,012	6,631,836	6,261,920	2,268,778	33.19%
<b>November</b>	6,925,862	5,191,614	4,932,146	4,698,891	4,294,600	3,902,927	1,734,248	33.40%
<b>December</b>		3,874,539	3,719,123	3,759,730	3,904,190	2,995,244		0.00%
<b>YTD</b>	76,762,718	74,566,813	70,678,114	69,531,684	63,372,033	60,057,533	2,195,905	2.94%
<b>TOTAL</b>	76,762,718	78,441,352	74,397,237	73,291,414	67,276,223	63,052,777		
<b>YTD % Change</b>	2.94%	5.50%	1.65%	9.72%	5.52%	26.30%		
<b>Total % Change</b>	2.94%	5.44%	1.51%	8.94%	6.70%	5.09%		

Outer Banks Visitors Bureau														
Gross Occupancy Summary														
2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787	3,571,786	3,283,749
February	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381	2,642,080	2,581,654
March	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488	5,502,196	4,202,539
April	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765	8,899,988	11,315,913
May	28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610	20,903,445	19,663,470
June	103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695	65,529,705	61,057,567
July	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	97,575,888
August	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	84,228,391
September	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	30,770,807
October	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	15,001,325
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	6,852,685
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	3,429,743
YTD Total	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	339,963,731
Total	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	339,963,731
YTD % Change	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%	9.61%
Total % Change	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%	9.61%
Month Increase/Decrease	73.19%	38.22%	-2.28%	32.88%	3.60%	14.38%	-31.22%	45.43%	3.77%	23.74%	-34.82%	-1.54%	8.18%	17.47%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%	5.68%	-6.13%	4.15%	4.87%	9.77%	32.74%
Qtr 2 (Mar-May)	-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%	0.35%	12.13%
Qtr 3 (June-Aug)	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%	8.82%
Qtr 4 (Sept-Nov)	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%	8.46%
Note: For January 2007, there were a couple of filings for past months totaling about \$80000 in gross rents. Adjusted gross occupancy would be 3,203,749, an increase of 34.33%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019, 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														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2007-2020														
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
January	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193	5,315,203	5,652,092
February	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828	5,901,277	5,864,620
March	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099	9,906,602	8,368,675
April	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914	10,696,837	13,018,031
May	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550	17,902,993	17,030,910
June	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095	26,110,903	26,398,208
July	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	32,620,688
August	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	31,213,494
September	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	19,572,423
October	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	12,942,026
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	9,001,275
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	7,449,495
YTD Total	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	189,131,837
Total	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	189,131,837
YTD % Change	-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%	4.70%
Total % Change	-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%	4.70%
Month Increase/(Decrease)	-4.32%	13.69%	-5.05%	12.54%	8.58%	5.46%	15.55%	-2.65%	-4.95%	23.53%	-2.29%	-5.17%	-13.31%	-2.05%
Increase/(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%	15.35%	2.18%	-8.46%	-4.16%	-2.39%	0.76%
Qtr 2 (Mar-May)	-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%	0.23%	2.44%
Qtr 3 (June-Aug)	-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%	5.69%
Qtr 4 (Sept-Nov)	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%	8.40%
Note: For February 2006, \$496,634 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$5,507,753, a 6% increase														
For December 2006, \$470,400 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$7,135,251, a 4% increase														
For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Bed &	Bed &	Bed &	Bed &	Bed &	Camp-	Camp-	Camp-	Camp-	Camp-					
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast	ground	ground	ground	ground	ground	Cottage	Cottage	Cottage	Cottage	Cottage
January	25,804	21,243	9,991	21,848	18,954	34,898	50,462	56,934	149,040	101,762	68,241	39,261	77,827	57,144	60,734
February	36,064	52,546	36,814	143,923	27,050	39,974	64,152	69,405	79,720	89,994	71,212	134,203	97,209	54,050	55,880
March	79,865	76,403	65,753	85,386	29,171	208,302	123,529	186,658	249,522	63,921	166,270	149,882	184,588	160,084	65,539
April	156,538	127,482	140,738	877,315	9,994	254,169	580,729	450,715	587,966	1,930	308,672	366,481	321,223	365,960	48,233
May	274,409	249,701	329,396	309,416	91,397	665,277	745,164	864,675	990,995	1,130,609	552,057	639,286	607,239	600,680	254,673
June	379,391	265,719	263,476	417,010	351,108	1,229,304	1,431,385	1,666,397	1,830,953	2,412,414	1,046,720	989,369	1,196,072	1,288,613	795,837
July	749,249	321,538	401,465	300,025	363,847	1,816,435	1,336,272	1,613,934	1,966,882	2,685,694	1,647,615	1,435,632	1,542,434	1,563,325	1,043,368
August	382,004	230,703	295,816	369,371	373,764	1,157,766	890,569	1,232,064	1,510,242	1,588,143	1,314,037	1,415,838	1,296,981	872,728	902,896
September	224,305	188,428	125,217	254,760	278,989	603,072	503,200	803,646	427,073	1,348,600	630,648	656,337	557,989	437,579	551,614
October	136,646	86,645	160,079	149,153	155,303	164,375	413,901	349,366	406,219	922,352	372,984	421,919	439,412	308,779	493,509
November	72,340	81,256	77,097	74,856	65,719	107,575	121,397	118,727	126,014	355,225	231,209	205,025	201,959	143,147	63,227
December	37,430	61,634	18,684	82,449	106,697	30,970	48,795	32,024	59,397	149,223	102,282	110,884	91,303	55,559	214,261
YTD Totals	2,554,045	1,763,298	1,924,526	3,085,512	1,871,993	6,312,117	6,309,555	7,444,545	8,384,023	10,849,867	6,511,947	6,564,117	6,614,236	5,907,648	4,549,771
Total	2,554,045	1,763,298	1,924,526	3,085,512	1,871,993	6,312,117	6,309,555	7,444,545	8,384,023	10,849,867	6,511,947	6,564,117	6,614,236	5,907,648	4,549,771

Month Increase	41.73%	64.66%	-69.69%	341.28%	29.41%	0.40%	57.56%	-34.37%	85.48%	151.23%	16.20%	8.41%	-17.66%	-39.15%	285.65%
YTD Increase	16.54%	-30.96%	9.14%	60.33%	-39.33%	9.49%	-0.04%	17.99%	12.62%	29.41%	6.81%	0.80%	0.76%	-10.68%	-22.99%
Total Year Increa	16.54%	-30.96%	9.14%	60.33%	-39.33%	9.49%	-0.04%	17.99%	12.62%	29.41%	6.81%	0.80%	0.76%	-10.68%	-22.99%

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2016-2020

	2016	2017	2018	2019	2020	2018	2019	2020	2016	2017	2018	2019	2020	2019	2020
	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Online Travel OTC *	Online Travel OTC *	Online Travel OTC *	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies	Other Rental Properties**	Other Rental Properties**
January	1,237,556	1,231,693	1,257,924	1,301,265	1,437,035	12,750	19,038	18,951	4,901,521	5,742,596	5,632,280	4,641,865	6,501,671		4,048,599
February	1,322,085	1,562,373	1,581,432	1,331,764	1,533,776	21,179	21,882	25,687	2,113,601	3,025,121	3,299,316	4,283,950	4,958,235		3,640,228
March	3,048,117	2,625,980	3,034,735	2,618,614	1,246,258	46,450	48,950	24,532	4,309,813	4,006,629	5,645,680	6,065,892	2,033,390		392,302
April	4,545,245	5,755,388	4,790,774	5,082,911	272,368	94,478	129,659	6,532	8,083,104	12,673,454	12,073,020	14,912,027	382,791		54,406
May	6,995,624	7,781,122	7,657,044	8,296,802	3,148,199	223,246	148,954	188,734	21,184,107	22,356,377	23,236,092	25,901,180	23,445,254		7,959,755
June	10,724,168	11,713,936	11,720,032	11,050,965	11,291,492	373,865	220,076	689,124	60,621,694	64,523,921	79,376,489	86,974,007	88,087,699		15,349,447
July	14,702,019	15,241,700	13,517,098	13,333,255	16,489,187	488,402	280,756	291,105	111,492,605	121,406,705	116,827,701	93,189,170	131,031,173	9,774,831	14,163,157
August	12,963,240	11,871,548	12,441,921	14,094,249	13,307,261	422,935	266,881	244,691	91,755,613	88,138,009	93,023,812	121,424,486	122,944,015	24,094,200	14,432,996
September	8,044,658	6,960,599	5,190,429	6,280,715	9,374,533	127,801	128,596	495,636	35,992,377	39,786,449	41,912,607	37,793,636	51,755,580	5,444,607	7,502,538
October	4,123,137	5,255,695	4,729,167	5,163,907	6,047,939	94,511	76,787	91,603	15,940,123	15,566,863	16,607,911	16,375,128	33,435,472	3,090,168	5,199,066
November	2,491,471	2,754,045	2,101,808	1,972,903	1,882,898	35,749	31,815	7,333	6,134,126	7,540,897	7,319,364	9,080,251	14,518,005	1,659,752	894,605
December	1,215,099	1,228,853	1,255,150	1,413,200	1,833,474	27,148	22,812	50,865	2,185,437	3,104,990	3,165,578	4,773,626	8,836,444	1,465,862	4,304,339
YTD Totals	71,412,419	73,982,932	69,277,514	71,940,550	67,864,420	1,968,514	1,396,206	2,134,793	364,714,121	387,872,011	408,119,850	425,415,218	487,929,729	45,529,420	77,941,438
Total	71,412,419	73,982,932	69,277,514	71,940,550	67,864,420	1,968,514	1,396,206	2,134,793	364,714,121	387,872,011	408,119,850	425,415,218	487,929,729	45,529,420	77,941,438

Month Increase	-2.65%	1.13%	2.14%	12.59%	29.74%		-15.97%	122.97%	4.27%	42.08%	1.95%	50.80%	85.11%		193.64%
YTD Increase	5.35%	3.60%	-6.36%	3.84%	-5.67%		-29.07%	52.90%	3.31%	6.35%	5.22%	4.24%	14.69%		
Total Year Increase	5.35%	3.60%	-6.36%	3.84%	-5.67%		-29.07%	52.90%	3.31%	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 2016-2020

	2016	2017	2018	2019	2020	2016	2017	2018	2019	2020
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	10,031	45,893	80,128	100,883	103,524	6,278,051	7,131,148	7,115,084	6,272,045	8,223,680
February	16,671	100,360	121,379	111,202	123,301	3,599,607	4,938,755	5,205,555	6,004,609	6,788,236
March	112,325	177,413	239,016	191,043	100,157	7,924,692	7,159,836	9,356,430	9,370,541	3,538,436
April	87,331	319,158	278,446	356,959	0	13,435,059	19,822,692	18,054,916	22,183,138	715,316
May	114,954	233,603	269,937	329,769	122,541	29,786,428	32,005,253	32,964,383	36,428,842	28,192,673
June	165,585	316,197	421,313	441,718	529,356	74,166,862	79,240,527	94,643,779	102,003,266	103,467,906
July	360,458	486,546	488,988	538,288	643,415	130,768,381	140,228,393	134,391,620	110,890,945	152,256,684
August	215,044	383,434	426,743	534,008	621,785	107,787,704	102,930,101	108,717,337	138,805,084	139,737,864
September	171,161	243,058	201,660	210,087	466,395	45,666,221	48,338,071	48,791,548	45,403,850	63,775,711
October	102,725	229,934	217,916	215,456	309,934	20,839,990	21,974,957	22,503,851	22,618,642	41,364,509
November	96,064	31,732	146,707	126,782	167,957	9,132,785	10,734,352	9,965,662	11,523,953	17,053,031
December	53,113	260,812	143,609	120,970	126,529	3,624,331	4,815,968	4,706,348	6,505,201	11,266,628
YTD Totals	1,505,462	2,828,140	3,035,842	3,277,165	3,314,894	453,010,111	479,320,053	496,416,513	518,010,116	576,380,674
Total	1,505,462	2,828,140	3,035,842	3,277,165	3,314,894	453,010,111	479,320,053	496,416,513	518,010,116	576,380,674

Month Increase	493.71%	391.05%	-44.94%	-15.76%	4.60%	3.60%	32.88%	-2.28%	38.22%	73.19%
YTD Increase	94.62%	87.86%	7.34%	7.95%	1.15%	3.99%	5.81%	3.57%	4.35%	11.27%
Total Year Increa	94.62%	87.86%	7.34%	7.95%	1.15%	3.99%	5.81%	3.57%	4.35%	11.27%

DARE COUNTY GROSS														
OCCUPANCY BY DISTRICT														
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL
AVON	434,039	5.3%	380,590	5.6%	138,732	3.9%	30,048	4.2%	2,066,612	7.3%	6,283,223	6.1%	11,853,109	7.8%
BUXTON	153,215	1.9%	162,973	2.4%	145,613	4.1%	63,878	8.9%	847,665	3.0%	2,319,946	2.2%	3,396,670	2.2%
COLINGTON	3,274	0.0%	6,168	0.1%	10,810	0.3%	0	0.0%	24,407	0.1%	216,365	0.2%	364,283	0.2%
FRISCO	102,027	1.2%	89,747	1.3%	47,494	1.3%	9,747	1.4%	754,299	2.7%	2,146,129	2.1%	3,153,413	2.1%
HATTERAS	239,225	2.9%	149,163	2.2%	107,696	3.0%	23,329	3.3%	1,067,301	3.8%	3,605,207	3.5%	6,465,000	4.2%
KILL DEVIL HILLS	2,055,516	25.0%	1,877,121	27.7%	918,296	26.0%	201,342	28.1%	5,429,553	19.3%	18,187,203	17.6%	23,860,833	15.7%
KITTY HAWK	746,475	9.1%	801,188	11.8%	414,239	11.7%	38,020	5.3%	2,084,664	7.4%	6,651,519	6.4%	8,342,133	5.5%
MANTEO-TOWN	170,435	2.1%	143,543	2.1%	68,224	1.9%	46,483	6.5%	504,989	1.8%	1,467,488	1.4%	1,603,378	1.1%
NAGS HEAD	2,239,211	27.2%	1,513,288	22.3%	844,330	23.9%	164,145	22.9%	7,038,514	25.0%	28,605,413	27.6%	38,857,728	25.5%
RODANTHE	138,440	1.7%	165,461	2.4%	124,809	3.5%	7,267	1.0%	994,456	3.5%	3,113,249	3.0%	6,961,433	4.6%
SALVO	166,784	2.0%	151,036	2.2%	52,537	1.5%	8,579	1.2%	588,373	2.1%	1,986,086	1.9%	7,793,423	5.1%
WAVES	173,850	2.1%	138,772	2.0%	64,020	1.8%	5,772	0.8%	875,701	3.1%	2,374,280	2.3%	5,101,837	3.4%
SOUTHERN SHORES	431,854	5.3%	327,899	4.8%	69,681	2.0%	9,167	1.3%	1,350,564	4.8%	6,673,186	6.4%	8,222,034	5.4%
DUCK	973,632	11.8%	621,871	9.2%	453,220	12.8%	93,678	13.1%	3,716,546	13.2%	18,177,434	17.6%	25,056,315	16.5%
RIM (ROANOKE ISL. MAINI	178,581	2.2%	235,653	3.5%	55,283	1.6%	8,348	1.2%	663,286	2.4%	986,934	1.0%	973,034	0.6%
OTC UNATTRIBUTED*	17,122	0.2%	23,763	0.4%	23,452	0.7%	5,513	0.8%	185,743	0.7%	674,244	0.7%	252,061	0.2%
TOTAL	8,223,680	100.0%	6,788,236	100.1%	3,538,436	100.0%	715,316	100.0%	28,192,673	100.0%	103,467,906	100.0%	152,256,684	100.0%
* Part of OTC transactions are reported by district.														
The amounts are included in the districts of KDH, KH, NH. The remaining is reported under OTC														



DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	AUGUST	TOTAL	SEPT	TOTAL	OCT	TOTAL	NOV	TOTAL	DEC	TOTAL	TOTAL	TOTAL
AVON	9,512,081	6.8%	4,187,773	6.6%	3,228,635	7.8%	1,597,806	9.4%	480,802	4.3%	40,193,450	7.0%
BUXTON	2,661,554	1.9%	1,554,576	2.4%	1,193,252	2.9%	543,408	3.2%	359,302	3.2%	13,402,052	2.3%
COLINGTON	312,553	0.2%	164,549	0.3%	93,930	0.2%	64,459	0.4%	17,539	0.2%	1,278,337	0.2%
FRISCO	2,760,749	2.0%	1,344,992	2.1%	829,031	2.0%	643,922	3.8%	159,536	1.4%	12,041,086	2.1%
HATTERAS	5,553,616	4.0%	2,321,754	3.6%	1,344,448	3.3%	1,235,837	7.2%	252,554	2.2%	22,365,130	3.9%
KILL DEVIL HILLS	22,495,828	16.1%	11,710,936	18.4%	7,592,435	18.4%	2,381,941	14.0%	2,379,325	21.1%	99,090,329	17.2%
KITTY HAWK	7,691,727	5.5%	4,325,618	6.8%	2,911,834	7.0%	1,211,189	7.1%	1,000,386	8.9%	36,218,992	6.3%
MANTEO-TOWN	1,641,666	1.2%	843,370	1.3%	603,414	1.5%	237,847	1.4%	259,993	2.3%	7,590,830	1.3%
NAGS HEAD	38,682,106	27.7%	17,178,559	26.9%	11,451,011	27.7%	4,265,582	25.0%	3,020,346	26.8%	153,860,233	26.7%
RODANTHE	5,425,650	3.9%	2,365,098	3.7%	1,541,990	3.7%	961,131	5.6%	356,292	3.2%	22,155,276	3.8%
SALVO	5,524,202	4.0%	2,074,571	3.3%	1,512,395	3.7%	628,126	3.7%	272,078	2.4%	20,758,190	3.6%
WAVES	3,537,511	2.5%	1,722,784	2.7%	1,223,669	3.0%	439,615	2.6%	175,262	1.6%	15,833,073	2.7%
SOUTHERN SHORES	7,916,829	5.7%	3,219,094	5.0%	1,629,063	3.9%	626,105	3.7%	515,654	4.6%	30,991,130	5.4%
DUCK	24,833,969	17.8%	9,836,814	15.4%	5,792,939	14.0%	2,139,172	12.5%	1,537,811	13.6%	93,233,401	16.2%
RIM (ROANOKE ISL. MAINI	967,930	0.7%	453,768	0.7%	337,970	0.8%	76,891	0.5%	428,883	3.8%	5,366,561	0.9%
OTC UNATTRIBUTED*	219,893	0.2%	471,455	0.7%	78,493	0.2%	0	0.0%	50,865	0.5%	2,002,604	0.3%
TOTAL	139,737,864	100.0%	63,775,711	100.0%	41,364,509	100.0%	17,053,031	100.0%	11,266,628	100.0%	576,380,674	100.0%
* Part of OTC transactions are i												
The amounts are included in tl												

DARE COUNTY GROSS														
MEALS BY DISTRICT														
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL
AVON - 1	270,637	2.8%	277,555	3.0%	220,022	2.9%	110,415	2.9%	706,126	5.0%	1,903,871	5.4%	1,921,229	5.1%
BUXTON - 2	158,548	1.7%	131,822	1.4%	184,755	2.5%	100,175	2.7%	431,796	3.1%	1,314,854	3.7%	1,309,809	3.5%
COLINGTON - 3	61,040	0.6%	111,816	1.2%	57,273	0.8%	51,470	1.4%	110,255	0.8%	323,053	0.9%	283,287	0.8%
FRISCO - 5	149,794	1.6%	92,226	1.0%	9,415	0.1%	88,905	2.4%	147,558	1.0%	264,210	0.7%	323,934	0.9%
HATTERAS - 6	20,554	0.2%	39,069	0.4%	44,105	0.6%	6,891	0.2%	224,957	1.6%	828,595	2.3%	811,540	2.2%
KILL DEVIL HILLS - 7	3,030,736	31.7%	3,173,984	34.2%	2,362,500	31.6%	1,093,292	29.2%	3,552,444	25.2%	9,022,628	25.5%	9,288,088	24.7%
KITTY HAWK - 8	1,799,644	18.8%	1,604,718	17.3%	1,125,357	15.1%	737,774	19.7%	2,032,942	14.4%	4,467,270	12.6%	4,831,902	12.9%
MANTEO-TOWN - 10	955,731	10.0%	779,047	8.4%	691,359	9.3%	332,005	8.9%	1,213,967	8.6%	1,839,180	5.2%	2,075,092	5.5%
RIM (ROANOKE ISL. M	219,443	2.3%	165,193	1.8%	188,491	2.5%	134,607	3.6%	267,796	1.9%	349,795	1.0%	368,803	1.0%
NAGS HEAD - 14	1,823,494	19.1%	1,892,513	20.4%	1,649,672	22.1%	846,543	22.6%	3,059,988	21.7%	8,517,851	24.1%	10,169,265	27.1%
RODANTHE - 15	23,211	0.2%	17,721	0.2%	29,023	0.4%	17,392	0.5%	179,186	1.3%	457,470	1.3%	438,997	1.2%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	0	0.0%	5,010	0.0%	40,793	0.1%	53,343	0.1%
WAVES - 19	21,957	0.2%	25,502	0.3%	68,108	0.9%	21,006	0.6%	219,190	1.6%	677,632	1.9%	494,010	1.3%
SOUTHERN SHORES -	522,960	5.5%	367,120	4.0%	384,555	5.2%	129,975	3.5%	431,285	3.1%	1,144,690	3.2%	1,041,675	2.8%
DUCK - 21	509,944	5.3%	602,110	6.5%	451,567	6.0%	79,278	2.1%	1,497,309	10.6%	4,225,720	11.9%	4,120,252	11.0%
TOTAL	9,567,693	100.0%	9,280,396	100.0%	7,466,202	100.0%	3,749,728	100.0%	14,079,809	100.0%	35,377,612	100.0%	37,531,226	100.0%

DARE COUNTY GROSS												
MEALS BY DISTRICT												
	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF	2020	% OF
	AUGUST	TOTAL	SEPT	TOTAL	OCT	TOTAL	NOV	TOTAL	DEC	TOTAL	TOTAL	TOTAL
AVON - 1	1,761,166	5.1%	1,518,979	4.8%	1,247,180	5.5%	612,060	3.7%	210,514	2.0%	10,759,754	4.6%
BUXTON - 2	1,161,413	3.3%	1,214,757	3.8%	880,283	3.9%	652,850	4.0%	209,058	2.0%	7,750,120	3.3%
COLINGTON - 3	517,144	1.5%	412,250	1.3%	284,883	1.3%	148,684	0.9%	75,351	0.7%	2,436,506	1.0%
FRISCO - 5	277,784	0.8%	372,434	1.2%	242,860	1.1%	111,887	0.7%	84,845	0.8%	2,165,852	0.9%
HATTERAS - 6	622,896	1.8%	486,242	1.5%	522,346	2.3%	189,028	1.2%	138,095	1.3%	3,934,318	1.7%
KILL DEVIL HILLS - 7	8,527,837	24.6%	8,215,660	25.9%	5,906,105	26.3%	4,095,110	25.1%	3,045,288	28.9%	61,313,672	26.3%
KITTY HAWK - 8	4,447,622	12.8%	3,841,807	12.1%	3,220,658	14.3%	1,945,351	11.9%	1,590,162	15.1%	31,645,207	13.6%
MANTEO-TOWN - 10	1,653,471	4.8%	1,922,273	6.1%	1,448,238	6.4%	1,324,065	8.1%	774,084	7.4%	15,008,512	6.4%
RIM (ROANOKE ISL. M	464,906	1.3%	383,281	1.2%	335,349	1.5%	331,684	2.0%	229,429	2.2%	3,438,777	1.5%
NAGS HEAD - 14	8,890,686	25.6%	7,725,607	24.3%	5,493,533	24.4%	3,320,679	20.3%	2,340,959	22.3%	55,730,790	23.9%
RODANTHE - 15	415,794	1.2%	336,254	1.1%	219,079	1.0%	124,377	0.8%	45,221	0.4%	2,303,725	1.0%
SALVO - 18	30,041	0.1%	17,478	0.1%	1,269	0.0%	298	0.0%	14	0.0%	148,246	0.1%
WAVES - 19	299,026	0.9%	358,109	1.1%	140,080	0.6%	1,141,221	7.0%	39,005	0.4%	3,504,846	1.5%
SOUTHERN SHORES -	997,366	2.9%	1,135,759	3.6%	472,139	2.1%	728,463	4.5%	612,342	5.8%	7,968,329	3.4%
DUCK - 21	4,619,356	13.3%	3,817,903	12.0%	2,081,451	9.3%	1,596,664	9.8%	1,125,175	10.7%	24,726,729	10.6%
TOTAL	34,686,508	100.0%	31,758,793	100.0%	22,495,453	100.0%	16,322,421	100.0%	10,519,542	100.0%	232,835,383	100.0%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	MAY	MAY	(Decrease)
<b>HATTERAS ISLAND:</b>															
RODANTHE	138,440	155,233	-10.82%	165,461	178,321	-7.21%	124,809	235,134	-46.92%	7,267	816,711	-99.11%	994,456	1,415,555	-29.75%
WAVES	173,850	214,579	-18.98%	138,772	194,030	-28.48%	64,020	218,326	-70.68%	5,772	669,600	-99.14%	875,701	1,162,476	-24.67%
SALVO	166,784	103,194	61.62%	151,036	190,333	-20.65%	52,537	151,805	-65.39%	8,579	624,521	-98.63%	588,373	1,186,880	-50.43%
AVON	434,039	412,817	5.14%	380,590	542,733	-29.88%	138,732	614,483	-77.42%	30,048	1,921,566	-98.44%	2,066,612	2,959,234	-30.16%
BUXTON	153,215	109,939	39.36%	162,973	164,879	-1.16%	145,613	345,191	-57.82%	63,878	813,784	-92.15%	847,665	1,256,530	-32.54%
FRISCO	102,027	76,242	33.82%	89,747	109,527	-18.06%	47,494	206,052	-76.95%	9,747	531,280	-98.17%	754,299	935,392	-19.36%
HATTERAS	239,225	195,167	22.57%	149,163	225,587	-33.88%	107,696	272,582	-60.49%	23,329	864,032	-97.30%	1,067,301	1,659,500	-35.69%
<b>TOTAL HATTERAS ISLAND</b>	1,407,580	1,267,171	11.08%	1,237,742	1,605,410	-22.90%	680,901	2,043,573	-66.68%	148,620	6,241,494	-97.62%	7,194,407	10,575,567	-31.97%
<b>NORTHERN BEACHES:</b>															
DUCK	973,632	585,568	66.27%	621,871	419,880	48.11%	453,220	777,209	-41.69%	93,678	2,127,813	-95.60%	3,716,546	4,718,029	-21.23%
SOUTHERN SHORES	431,854	346,044	24.80%	327,899	231,269	41.78%	69,681	335,007	-79.20%	9,167	540,818	-98.30%	1,350,564	1,068,020	26.45%
KITTY HAWK	746,475	646,687	15.43%	801,188	695,819	15.14%	414,239	1,145,909	-63.85%	38,020	1,874,991	-97.97%	2,084,664	2,768,360	-24.70%
COLINGTON	3,274	6,172	-46.95%	6,168	5,149	19.79%	10,810	12,563	-13.95%	0	20,313	-100.00%	24,407	52,228	-53.27%
KILL DEVIL HILLS	2,055,516	1,719,691	19.53%	1,877,121	1,468,481	27.83%	918,296	2,370,776	-61.27%	201,342	4,919,938	-95.91%	5,429,553	7,408,563	-26.71%
NAGS HEAD	2,239,211	1,463,725	52.98%	1,513,288	1,206,348	25.44%	844,330	2,213,962	-61.86%	164,145	5,044,713	-96.75%	7,038,514	8,653,751	-18.67%
<b>TOTAL NORTHERN BEACHES</b>	6,449,962	4,767,887	35.28%	5,147,535	4,026,946	27.83%	2,710,576	6,855,426	-60.46%	506,352	14,528,586	-96.51%	19,644,248	24,668,951	-20.37%
<b>ROANOKE ISLAND:</b>															
MANTEO-TOWN	170,435	113,227	50.53%	143,543	242,653	-40.84%	68,224	238,085	-71.34%	46,483	1,121,840	-95.86%	504,989	781,975	-35.42%
RIM (ROANOKE ISL. MAINLAN	178,581	107,493	66.13%	235,653	109,892	114.44%	55,283	194,420	-71.57%	8,348	211,242	-96.05%	663,286	271,697	144.13%
<b>TOTAL ROANOKE ISLAND</b>	349,016	220,720	58.13%	379,196	352,545	7.56%	123,507	432,505	-71.44%	54,831	1,333,082	-95.89%	1,168,275	1,053,672	10.88%
<b>OTC UNATTRIBUTED</b>	17,122	16,267	5.26%	23,763	19,708	20.58%	23,452	39,037	-39.92%	5,513	79,976	-93.11%	185,743	130,652	42.17%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.															
<b>TOTAL</b>	8,223,680	6,272,045	31.12%	6,788,236	6,004,609	13.05%	3,538,436	9,370,541	-62.24%	715,316	22,183,138	-96.78%	28,192,673	36,428,842	-22.61%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)
<b>HATTERAS ISLAND:</b>															
RODANTHE	3,113,249	4,182,047	-25.56%	6,961,433	3,639,299	91.28%	5,425,650	6,123,824	-11.40%	2,365,098	1,704,087	38.79%	1,541,990	636,360	142.31%
WAVES	2,374,280	3,131,596	-24.18%	5,101,837	2,473,064	106.30%	3,537,511	4,346,677	-18.62%	1,722,784	1,075,798	60.14%	1,223,669	412,822	196.42%
SALVO	1,986,086	4,166,076	-52.33%	7,793,423	2,374,016	228.28%	5,524,202	7,260,344	-23.91%	2,074,571	1,561,130	32.89%	1,512,395	308,164	390.78%
AVON	6,283,223	8,339,116	-24.65%	11,853,109	7,089,968	67.18%	9,512,081	10,788,881	-11.83%	4,187,773	2,947,918	42.06%	3,228,635	1,619,779	99.33%
BUXTON	2,319,946	2,278,864	1.80%	3,396,670	2,393,779	41.90%	2,661,554	2,562,303	3.87%	1,554,576	1,100,754	41.23%	1,193,252	837,371	42.50%
FRISCO	2,146,129	2,188,753	-1.95%	3,153,413	2,350,832	34.14%	2,760,749	2,808,411	-1.70%	1,344,992	889,774	51.16%	829,031	637,841	29.97%
HATTERAS	3,605,207	4,114,280	-12.37%	6,465,000	4,267,435	51.50%	5,553,616	5,733,491	-3.14%	2,321,754	2,018,294	15.04%	1,344,448	948,567	41.73%
<b>TOTAL HATTERAS ISLAND</b>	21,828,120	28,400,732	-23.14%	44,724,885	24,588,393	81.89%	34,975,363	39,623,931	-11.73%	15,571,548	11,297,755	37.83%	10,873,420	5,400,904	101.33%
<b>NORTHERN BEACHES:</b>															
DUCK	18,177,434	18,163,589	0.08%	25,056,315	20,666,081	21.24%	24,833,969	23,271,322	6.71%	9,836,814	7,511,150	30.96%	5,792,939	2,787,905	107.79%
SOUTHERN SHORES	6,673,186	6,287,807	6.13%	8,222,034	7,042,991	16.74%	7,916,829	6,852,073	15.54%	3,219,094	2,317,187	38.92%	1,629,063	823,082	97.92%
KITTY HAWK	6,651,519	5,634,710	18.05%	8,342,133	7,242,797	15.18%	7,691,727	7,612,137	1.05%	4,325,618	2,769,990	56.16%	2,911,834	1,714,157	69.87%
COLINGTON	216,365	182,414	18.61%	364,283	271,926	33.96%	312,553	225,336	38.71%	164,549	79,259	107.61%	93,930	39,715	136.51%
KILL DEVIL HILLS	18,187,203	16,067,016	13.20%	23,860,833	19,150,891	24.59%	22,495,828	21,089,248	6.67%	11,710,936	7,877,265	48.67%	7,592,435	4,621,983	64.27%
NAGS HEAD	28,605,413	25,570,224	11.87%	38,857,728	30,483,739	27.47%	38,682,106	38,243,992	1.15%	17,178,559	12,868,201	33.50%	11,451,011	6,685,574	71.28%
<b>TOTAL NORTHERN BEACHES</b>	78,511,120	71,905,760	9.19%	104,703,326	84,858,425	23.39%	101,933,012	97,294,108	4.77%	46,435,570	33,423,052	38.93%	29,471,212	16,672,416	76.77%
<b>ROANOKE ISLAND:</b>															
MANTEO-TOWN	1,467,488	1,208,859	21.39%	1,603,378	1,182,324	35.61%	1,641,666	1,287,494	27.51%	843,370	511,375	64.92%	603,414	415,127	45.36%
RIM (ROANOKE ISL. MAINLAND)	986,934	295,713	233.75%	973,034	25,459	3721.96%	967,930	372,374	159.93%	453,768	66,828	579.01%	337,970	64,969	420.20%
<b>TOTAL ROANOKE ISLAND</b>	2,454,422	1,504,572	63.13%	2,576,412	1,207,783	113.32%	2,609,596	1,659,868	57.22%	1,297,138	578,203	124.34%	941,384	480,096	96.08%
<b>OTC UNATTRIBUTED</b>	674,244	192,202	250.80%	252,061	236,344	6.65%	219,893	227,177	-3.21%	471,455	104,840	349.69%	78,493	65,226	20.34%
*Part of OTC transactions are reported															
<b>TOTAL</b>	103,467,906	102,003,266	1.44%	152,256,684	110,890,945	37.30%	139,737,864	138,805,084	0.67%	63,775,711	45,403,850	40.46%	41,364,509	22,618,642	82.88%

DARE COUNTY GROSS									
OCCUPANCY BY DISTRICT									
	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	NOV	NOV	(Decrease)	DEC	DEC	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>									
RODANTHE	961,131	714,068	34.60%	356,292	182,910	94.79%	22,155,276	19,983,549	10.87%
WAVES	439,615	360,750	21.86%	175,262	114,466	53.11%	15,833,073	14,374,184	10.15%
SALVO	628,126	700,013	-10.27%	272,078	177,875	52.96%	20,758,190	18,804,351	10.39%
AVON	1,597,806	1,446,805	10.44%	480,802	337,904	42.29%	40,193,450	39,021,204	3.00%
BUXTON	543,408	498,341	9.04%	359,302	162,888	120.58%	13,402,052	12,524,623	7.01%
FRISCO	643,922	393,092	63.81%	159,536	104,916	52.06%	12,041,086	11,232,112	7.20%
HATTERAS	1,235,837	689,164	79.32%	252,554	243,751	3.61%	22,365,130	21,231,850	5.34%
<b>TOTAL HATTERAS ISLAND</b>	<b>6,049,845</b>	<b>4,802,233</b>	<b>25.98%</b>	<b>2,055,826</b>	<b>1,324,710</b>	<b>55.19%</b>	<b>146,748,257</b>	<b>137,171,873</b>	<b>6.98%</b>
<b>NORTHERN BEACHES:</b>									
DUCK	2,139,172	986,789	116.78%	1,537,811	883,620	74.04%	93,233,401	82,898,955	12.47%
SOUTHERN SHORES	626,105	320,598	95.29%	515,654	276,963	86.18%	30,991,130	26,441,859	17.20%
KITTY HAWK	1,211,189	795,366	52.28%	1,000,386	652,610	53.29%	36,218,992	33,553,533	7.94%
COLINGTON	64,459	12,732	406.28%	17,539	7,290	140.59%	1,278,337	915,097	39.69%
KILL DEVIL HILLS	2,381,941	1,784,615	33.47%	2,379,325	1,428,575	66.55%	99,090,329	89,907,042	10.21%
NAGS HEAD	4,265,582	2,512,754	69.76%	3,020,346	1,668,559	81.02%	153,860,233	136,615,542	12.62%
<b>TOTAL NORTHERN BEACHES</b>	<b>10,688,448</b>	<b>6,412,854</b>	<b>66.67%</b>	<b>8,471,061</b>	<b>4,917,617</b>	<b>72.26%</b>	<b>414,672,422</b>	<b>370,332,028</b>	<b>11.97%</b>
<b>ROANOKE ISLAND:</b>									
MANTEO-TOWN	237,847	228,536	4.07%	259,993	169,886	53.04%	7,590,830	7,501,381	1.19%
RIM (ROANOKE ISL. MAINLAN	76,891	52,802	45.62%	428,883	74,463	475.97%	5,366,561	1,847,352	190.50%
<b>TOTAL ROANOKE ISLAND</b>	<b>314,738</b>	<b>281,338</b>	<b>11.87%</b>	<b>688,876</b>	<b>244,349</b>	<b>181.92%</b>	<b>12,957,391</b>	<b>9,348,733</b>	<b>38.60%</b>
<b>OTC UNATTRIBUTED</b>	<b>0</b>	<b>27,528</b>	<b>-100.00%</b>	<b>50,865</b>	<b>18,525</b>	<b>174.57%</b>	<b>2,002,604</b>	<b>1,157,482</b>	<b>73.01%</b>
*Part of OTC transactions are report									
<b>TOTAL</b>	<b>17,053,031</b>	<b>11,523,953</b>	<b>47.98%</b>	<b>11,266,628</b>	<b>6,505,201</b>	<b>73.19%</b>	<b>576,380,674</b>	<b>518,010,116</b>	<b>11.27%</b>

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	MAY	MAY	(Decrease)
HATTERAS ISLAND:															
RODANTHE - 15	23,211	15,265	52.05%	17,721	16,337	8.47%	29,023	31,347	-7.41%	17,392	188,191	-90.76%	179,186	396,911	-54.85%
WAVES - 19	21,957	17,002	29.14%	25,502	21,195	20.32%	68,108	83,625	-18.56%	21,006	275,896	-92.39%	219,190	445,889	-50.84%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	0	276	-100.00%	5,010	15,531	-67.74%
AVON - 1	270,637	213,771	26.60%	277,555	214,211	29.57%	220,022	382,698	-42.51%	110,415	846,018	-86.95%	706,126	1,217,728	-42.01%
BUXTON - 2	158,548	164,197	-3.44%	131,822	186,036	-29.14%	184,755	342,224	-46.01%	100,175	709,517	-85.88%	431,796	1,032,683	-58.19%
FRISCO - 5	149,794	17,979	733.16%	92,226	19,419	374.93%	9,415	28,980	-67.51%	88,905	50,827	74.92%	147,558	72,634	103.15%
HATTERAS - 6	20,554	10,871	89.07%	39,069	48,544	-19.52%	44,105	131,962	-66.58%	6,891	418,663	-98.35%	224,957	754,968	-70.20%
TOTAL HATTERAS ISLAND	644,701	439,085	46.83%	583,895	505,742	15.45%	555,428	1,000,836	-44.50%	344,784	2,489,388	-86.15%	1,913,823	3,936,344	-51.38%
NORTHERN BEACHES:															
DUCK - 21	509,944	442,133	15.34%	602,110	410,245	46.77%	451,567	841,090	-46.31%	79,278	1,762,874	-95.50%	1,497,309	3,288,737	-54.47%
SOUTHERN SHORES - 20	522,960	1,507,308	-65.31%	367,120	468,909	-21.71%	384,555	551,241	-30.24%	129,975	653,624	-80.11%	431,285	969,277	-55.50%
KITTY HAWK - 8	1,799,644	1,472,747	22.20%	1,604,718	1,552,993	3.33%	1,125,357	2,258,057	-50.16%	737,774	3,241,423	-77.24%	2,032,942	3,850,942	-47.21%
COLINGTON - 3	61,040	64,345	-5.14%	111,816	82,095	36.20%	57,273	111,758	-48.75%	51,470	206,497	-75.07%	110,255	306,637	-64.04%
KILL DEVIL HILLS - 7	3,030,736	2,588,635	17.08%	3,173,984	2,326,259	36.44%	2,362,500	4,816,907	-50.95%	1,093,292	5,333,306	-79.50%	3,552,444	6,594,904	-46.13%
NAGS HEAD - 14	1,823,494	1,687,822	8.04%	1,892,513	1,674,843	13.00%	1,649,672	3,109,265	-46.94%	846,543	4,888,589	-82.68%	3,059,988	6,912,721	-55.73%
TOTAL NORTHERN BEACHES	7,747,818	7,762,990	-0.20%	7,752,261	6,515,344	18.98%	6,030,924	11,688,318	-48.40%	2,938,332	16,086,313	-81.73%	10,684,223	21,923,218	-51.27%
ROANOKE ISLAND:															
MANTEO-TOWN - 10	955,731	824,328	15.94%	779,047	735,098	5.98%	691,359	1,020,732	-32.27%	332,005	1,292,941	-74.32%	1,213,967	1,709,452	-28.99%
MANTEO-OUTSIDE - 11	219,443	205,713	6.67%	165,193	182,162	-9.32%	188,491	283,181	-33.44%	134,607	283,825	-52.57%	267,796	326,537	-17.99%
TOTAL ROANOKE ISLAND	1,175,174	1,030,041	14.09%	944,240	917,260	2.94%	879,850	1,303,913	-32.52%	466,612	1,576,766	-70.41%	1,481,763	2,035,989	-27.22%
TOTAL	9,567,693	9,232,116	3.63%	9,280,396	7,938,346	16.91%	7,466,202	13,993,067	-46.64%	3,749,728	20,152,467	-81.39%	14,079,809	27,895,551	-49.53%



DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase	2020	2019	% Increase
	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)
<b>HATTERAS ISLAND:</b>															
RODANTHE - 15	457,470	586,269	-21.97%	438,997	631,965	-30.53%	415,794	556,845	-25.33%	336,254	213,179	57.73%	219,079	184,975	18.44%
WAVES - 19	677,632	821,923	-17.56%	494,010	904,357	-45.37%	299,026	839,342	-64.37%	358,109	343,101	4.37%	140,080	250,343	-44.04%
SALVO - 18	40,793	41,308	-1.25%	53,343	48,533	9.91%	30,041	38,714	-22.40%	17,478	7,696	127.10%	1,269	2,972	-57.30%
AVON - 1	1,903,871	1,986,673	-4.17%	1,921,229	2,147,119	-10.52%	1,761,166	2,356,559	-25.27%	1,518,979	916,956	65.65%	1,247,180	765,647	62.89%
BUXTON - 2	1,314,854	1,437,869	-8.56%	1,309,809	1,550,771	-15.54%	1,161,413	1,193,217	-2.67%	1,214,757	975,006	24.59%	880,283	793,398	10.95%
FRISCO - 5	264,210	116,643	126.51%	323,934	153,122	111.55%	277,784	146,168	90.04%	372,434	396,561	-6.08%	242,860	130,777	85.71%
HATTERAS - 6	828,595	1,150,158	-27.96%	811,540	1,169,496	-30.61%	622,896	1,006,885	-38.14%	486,242	327,723	48.37%	522,346	377,983	38.19%
<b>TOTAL HATTERAS ISLAND</b>	5,487,425	6,140,843	-10.64%	5,352,862	6,605,363	-18.96%	4,568,120	6,137,730	-25.57%	4,304,253	3,180,222	35.34%	3,253,097	2,506,095	29.81%
<b>NORTHERN BEACHES:</b>															
DUCK - 21	4,225,720	4,473,774	-5.54%	4,120,252	6,153,707	-33.04%	4,619,356	5,356,760	-13.77%	3,817,903	2,842,414	34.32%	2,081,451	1,932,194	7.72%
SOUTHERN SHORES - 20	1,144,690	1,282,906	-10.77%	1,041,675	1,364,222	-23.64%	997,366	1,332,231	-25.14%	1,135,759	912,933	24.41%	472,139	676,697	-30.23%
KITTY HAWK - 8	4,467,270	5,448,558	-18.01%	4,831,902	6,356,596	-23.99%	4,447,622	5,650,299	-21.29%	3,841,807	3,674,686	4.55%	3,220,658	2,813,490	14.47%
COLINGTON - 3	323,053	390,992	-17.38%	283,287	530,362	-46.59%	517,144	457,507	13.04%	412,250	287,222	43.53%	284,883	230,509	23.59%
KILL DEVIL HILLS - 7	9,022,628	9,137,347	-1.26%	9,288,088	11,547,314	-19.56%	8,527,837	11,460,653	-25.59%	8,215,660	5,897,438	39.31%	5,906,105	5,172,719	14.18%
NAGS HEAD - 14	8,517,851	9,773,440	-12.85%	10,169,265	11,844,622	-14.14%	8,890,686	11,006,096	-19.22%	7,725,607	6,194,790	24.71%	5,493,533	4,858,974	13.06%
<b>TOTAL NORTHERN BEACHES</b>	27,701,212	30,507,017	-9.20%	29,734,469	37,796,823	-21.33%	28,000,011	35,263,546	-20.60%	25,148,986	19,809,483	26.95%	17,458,769	15,684,583	11.31%
<b>ROANOKE ISLAND:</b>															
MANTEO-TOWN - 10	1,839,180	2,180,574	-15.66%	2,075,092	2,703,775	-23.25%	1,653,471	2,225,872	-25.72%	1,922,273	1,277,346	50.49%	1,448,238	1,301,688	11.26%
MANTEO-OUTSIDE - 11	349,795	383,683	-8.83%	368,803	440,034	-16.19%	464,906	396,112	17.37%	383,281	285,119	34.43%	335,349	303,639	10.44%
<b>TOTAL ROANOKE ISLAND</b>	2,188,975	2,564,257	-14.64%	2,443,895	3,143,809	-22.26%	2,118,377	2,621,984	-19.21%	2,305,554	1,562,465	47.56%	1,783,587	1,605,327	11.10%
<b>TOTAL</b>	35,377,612	39,212,117	-9.78%	37,531,226	47,545,995	-21.06%	34,686,508	44,023,260	-21.21%	31,758,793	24,552,170	29.35%	22,495,453	19,796,005	13.64%



DARE COUNTY GROSS MEALS BY DISTRICT									
	2020	2019	% Increase	2020	2019	% Increase	YTD 2020	YTD 2019	% Increase
	NOV	NOV	(Decrease)	DEC	DEC	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>									
RODANTHE - 15	124,377	78,699	58.04%	45,221	48,755	-7.25%	2,303,725	2,948,738	-21.87%
WAVES - 19	1,141,221	91,275	1150.31%	39,005	24,449	59.54%	3,504,846	4,118,397	-14.90%
SALVO - 18	298	222	34.23%	14	28	100.00%	148,246	155,280	-4.53%
AVON - 1	612,060	405,337	51.00%	210,514	281,269	-25.16%	10,759,754	11,733,986	-8.30%
BUXTON - 2	652,850	467,515	39.64%	209,058	188,958	10.64%	7,750,120	9,041,391	-14.28%
FRISCO - 5	111,887	98,245	13.89%	84,845	93,970	-9.71%	2,165,852	1,325,325	63.42%
HATTERAS - 6	189,028	101,383	86.45%	138,095	72,494	90.49%	3,934,318	5,571,130	-29.38%
<b>TOTAL HATTERAS ISLAND</b>	<b>2,831,721</b>	<b>1,242,676</b>	<b>127.87%</b>	<b>726,752</b>	<b>709,923</b>	<b>2.37%</b>	<b>30,566,861</b>	<b>34,894,247</b>	<b>-12.40%</b>
<b>NORTHERN BEACHES:</b>									
DUCK - 21	1,596,664	1,040,061	53.52%	1,125,175	658,104	70.97%	24,726,729	29,202,093	-15.33%
SOUTHERN SHORES - 20	728,463	633,911	14.92%	612,342	576,762	6.17%	7,968,329	10,930,021	-27.10%
KITTY HAWK - 8	1,945,351	2,130,452	-8.69%	1,590,162	1,738,118	-8.51%	31,645,207	40,188,361	-21.26%
COLINGTON - 3	148,684	146,536	1.47%	75,351	83,067	-9.29%	2,436,506	2,897,527	-15.91%
KILL DEVIL HILLS - 7	4,095,110	3,256,166	25.76%	3,045,288	3,568,531	-14.66%	61,313,672	71,700,179	-14.49%
NAGS HEAD - 14	3,320,679	3,067,838	8.24%	2,340,959	2,533,737	-7.61%	55,730,790	67,552,737	-17.50%
<b>TOTAL NORTHERN BEACHES</b>	<b>11,834,951</b>	<b>10,274,964</b>	<b>15.18%</b>	<b>8,789,277</b>	<b>9,158,319</b>	<b>-4.03%</b>	<b>183,821,233</b>	<b>222,470,918</b>	<b>-17.37%</b>
<b>ROANOKE ISLAND:</b>									
MANTEO-TOWN - 10	1,324,065	955,095	38.63%	774,084	915,904	-15.48%	15,008,512	17,142,805	-12.45%
MANTEO-OUTSIDE - 11	331,684	235,606	40.78%	229,429	210,381	9.05%	3,438,777	3,535,992	-2.75%
<b>TOTAL ROANOKE ISLAND</b>	<b>1,655,749</b>	<b>1,190,701</b>	<b>39.06%</b>	<b>1,003,513</b>	<b>1,126,285</b>	<b>-10.90%</b>	<b>18,447,289</b>	<b>20,678,797</b>	<b>-10.79%</b>
<b>TOTAL</b>	<b>16,322,421</b>	<b>12,708,341</b>	<b>28.44%</b>	<b>10,519,542</b>	<b>10,994,527</b>	<b>-4.32%</b>	<b>232,835,383</b>	<b>278,043,962</b>	<b>-16.26%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
General Fund - YTD thru 1/31/21

	Jul '20 - Jan 21	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
3030 · Occupancy Tax - 75%	3,936,165.42	3,498,536.00	437,629.42	112.5%
3040 · Meals Tax - 75%	1,395,669.12	1,622,330.00	-226,660.88	86.0%
3050 · Website Advertising	56,356.79	75,000.00	-18,643.21	75.1%
3210 · Interest Income	18,500.85	50,145.00	-31,644.15	36.9%
3220 · Other	4,009.48	1,000.00	3,009.48	400.9%
3300 · Grant Income	21,500.00	21,500.00	0.00	100.0%
<b>Total Income</b>	<b>5,432,201.66</b>	<b>5,268,511.00</b>	<b>163,690.66</b>	<b>103.1%</b>
<b>Gross Profit</b>	<b>5,432,201.66</b>	<b>5,268,511.00</b>	<b>163,690.66</b>	<b>103.1%</b>
Expense				
5000 · Director Compensation	8,550.00	17,100.00	-8,550.00	50.0%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	568.75	7,000.00	-6,431.25	8.1%
5003 · Directors & Officers Insurance	3,315.00	3,315.00	0.00	100.0%
5004 · Miscellaneous Items	148.02	1,000.00	-851.98	14.8%
5010 · Salaries (Full Time) Promotion	448,013.09	719,050.00	-271,036.91	62.3%
5020 · Salaries (Part Time) Promotion	34,681.66	105,100.00	-70,418.34	33.0%
5025 · Salaries (Part Time) Welcome AB	36,162.88	83,350.00	-47,187.12	43.4%
5026 · Salaries (Part Time) Welcome RI	65,506.10	136,175.00	-70,668.90	48.1%
5030 · Payroll Taxes	44,599.24	86,940.00	-42,340.76	51.3%
5040 · Employee Insurance	99,267.21	148,200.00	-48,932.79	67.0%
5050 · Retirement	46,743.44	77,565.00	-30,821.56	60.3%
5055 · 401(k) Match	3,899.09	7,195.00	-3,295.91	54.2%
5060 · Workmens Compensation	2,075.66	2,400.00	-324.34	86.5%
5080 · Employee Relations	690.90	2,805.00	-2,114.10	24.6%
5090 · Training	1,370.44	10,100.00	-8,729.56	13.6%
5110 · Contracted Service	14,947.05	28,350.00	-13,402.95	52.7%
5140 · Audit	7,875.00	7,875.00	0.00	100.0%
5170 · Other Professional Services	2,370.00	7,300.00	-4,930.00	32.5%
5180 · Legal	3,975.00	20,500.00	-16,525.00	19.4%
5185 · Research	44,600.00	230,000.00	-185,400.00	19.4%
5190 · Administrative Advertising	489.94	1,000.00	-510.06	49.0%
5500 · Advertising-Printed	942,521.96	1,243,285.00	-300,763.04	75.8%
5502 · Advertising - Production Fee	74,614.02	130,000.00	-55,385.98	57.4%
5510 · Advertising - Event Dev & Mktg	2,479.00	73,100.00	-70,621.00	3.4%
5515 · Advertising - Online	1,129,071.05	2,308,915.00	-1,179,843.95	48.9%
5525 · Community Relations	3,116.92	24,500.00	-21,383.08	12.7%
5530 · Legal Notices	80.00	1,500.00	-1,420.00	5.3%
5560 · Brochures/Production & Printing	3,000.55	50,000.00	-46,999.45	6.0%
5580 · Promotional Aids	0.00	6,500.00	-6,500.00	0.0%
6100 · Familiarization Tours	35,671.39	115,000.00	-79,328.61	31.0%
6101 · Group sales	0.00	12,000.00	-12,000.00	0.0%
6130 · Uniforms	304.90	920.00	-615.10	33.1%
6150 · Event Grant	62,361.39	576,500.00	-514,138.61	10.8%
6170 · Tourism Summit	1,450.00	20,500.00	-19,050.00	7.1%
6200 · Postage and Delivery	74,757.86	195,200.00	-120,442.14	38.3%
6300 · Travel	782.79	40,438.00	-39,655.21	1.9%
6305 · Vehicle Maintenance	416.14	3,500.00	-3,083.86	11.9%
6320 · Registrations	1,445.00	35,000.00	-33,555.00	4.1%
6340 · Travel Show Exhibit	0.00	3,500.00	-3,500.00	0.0%
6420 · Dues and Subscriptions	20,683.35	47,810.00	-27,126.65	43.3%
6440 · Insurance	25,684.93	25,685.00	-0.07	100.0%
6460 · Telephone	20,057.74	44,045.00	-23,987.26	45.5%
6500 · Equipment	1,330.97	26,700.00	-25,369.03	5.0%
6510 · Expendable Equipment	117.41	2,700.00	-2,582.59	4.3%
6530 · Technical Support	428.90	8,500.00	-8,071.10	5.0%
6580 · Utilities	7,946.07	18,360.00	-10,413.93	43.3%
6600 · Cleaning/maintenance supplies	568.52	3,250.00	-2,681.48	17.5%
6610 · Building Maintenance	4,871.30	30,460.00	-25,588.70	16.0%
6620 · Equipment Service Contracts	1,257.15	3,500.00	-2,242.85	35.9%
6640 · Equipment Rent	3,980.34	34,000.00	-30,019.66	11.7%
6660 · Equipment Repairs	0.00	3,550.00	-3,550.00	0.0%
6700 · Office Supplies	6,143.54	22,865.00	-16,721.46	26.9%
6810 · Web Site/Internet	13,627.02	36,300.00	-22,672.98	37.5%
<b>Total Expense</b>	<b>3,308,618.68</b>	<b>6,851,403.00</b>	<b>-3,542,784.32</b>	<b>48.3%</b>
<b>Net Ordinary Income</b>	<b>2,123,582.98</b>	<b>-1,582,892.00</b>	<b>3,706,474.98</b>	<b>-134.2%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
General Fund - YTD thru 1/31/21

	Jul '20 - Jan 21	Budget	\$ Over Budget	% of Budget
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	832.45	5,000.00	-4,167.55	16.6%
<b>Total 3100 · Sale of Merchandise</b>	<b>832.45</b>	<b>5,000.00</b>	<b>-4,167.55</b>	<b>16.6%</b>
<b>Total 9910 · Transfer from Merchandise Sales</b>	<b>832.45</b>	<b>5,000.00</b>	<b>-4,167.55</b>	<b>16.6%</b>
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	35,000.00	35,000.00	0.00	100.0%
<b>Total 9920 · Transfer from Travel Guide Fund</b>	<b>35,000.00</b>	<b>35,000.00</b>	<b>0.00</b>	<b>100.0%</b>
9990 · Unappropriated Fund Balance	0.00	1,818,122.00	-1,818,122.00	0.0%
<b>Total Other Income</b>	<b>35,832.45</b>	<b>1,858,122.00</b>	<b>-1,822,289.55</b>	<b>1.9%</b>
<b>Other Expense</b>				
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	809.49	3,000.00	-2,190.51	27.0%
6800 · Credit Card Charges	362.88	1,200.00	-837.12	30.2%
<b>Total 9930 · Transfer to Merchandise</b>	<b>1,172.37</b>	<b>4,200.00</b>	<b>-3,027.63</b>	<b>27.9%</b>
9950 · Transfer to Event Site Fund	273,699.00	271,030.00	2,669.00	101.0%
<b>Total Other Expense</b>	<b>274,871.37</b>	<b>275,230.00</b>	<b>-358.63</b>	<b>99.9%</b>
<b>Net Other Income</b>	<b>-239,038.92</b>	<b>1,582,892.00</b>	<b>-1,821,930.92</b>	<b>-15.1%</b>
<b>Net Income</b>	<b>1,884,544.06</b>	<b>0.00</b>	<b>1,884,544.06</b>	<b>100.0%</b>

**Outer Banks Visitors Bureau Special Revenue Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
 July 2020 through January 2021

	Jul '20 - Jan 21	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
3030 · Occupancy Tax	1,312,055.13	1,166,179.00	145,876.13	112.5%
3040 · Meals Tax	465,223.03	540,776.00	-75,552.97	86.0%
3210 · Interest	21,479.84	23,000.00	-1,520.16	93.4%
<b>Total Income</b>	<b>1,798,758.00</b>	<b>1,729,955.00</b>	<b>68,803.00</b>	<b>104.0%</b>
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4525 · Event Site	0.00	1,306,968.00	-1,306,968.00	0.0%
4585 · Unappropriated Long-Term	0.00	400,000.00	-400,000.00	0.0%
<b>Total 4000 · Long - Term Projects</b>	<b>0.00</b>	<b>2,168,138.00</b>	<b>-2,168,138.00</b>	<b>0.0%</b>
4100 · Short-Term Projects				
4633 · Dare County-Interpretive Plan	0.00	26,500.00	-26,500.00	0.0%
4637 · Town of NH-W Bypass Path Phase	487,932.00	487,932.00	0.00	100.0%
4646 · Town of KH - KH Park Trail Conn	0.00	47,592.00	-47,592.00	0.0%
4647 · TIG - Chicamacomico Cisterns	0.00	48,000.00	-48,000.00	0.0%
4648 · TIG - DCAC - Courtyard	0.00	90,950.00	-90,950.00	0.0%
4649 · TIG - FNAM - Handicap Access	25,750.00	25,750.00	0.00	100.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4651 · TIG - KDH - Baum Street, Phase2	0.00	55,618.00	-55,618.00	0.0%
4652 · TIG - Manteo - Town Common	0.00	371,885.00	-371,885.00	0.0%
4653 · TIG - SS - S. Dogwood Trail	0.00	260,993.00	-260,993.00	0.0%
4654 · TIG - Hatteras District-Pathways	0.00	342,640.00	-342,640.00	0.0%
4655 · TIG - KDH - Meekins Field	0.00	200,000.00	-200,000.00	0.0%
4656 · TIG - NH - Admiral Street	0.00	40,000.00	-40,000.00	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%
4659 · TIG - OB Gun Club-Improve Range	0.00	12,000.00	-12,000.00	0.0%
4999 · Unappropriated Funds	0.00	64,122.00	-64,122.00	0.0%
5140 · Audit	2,625.00	2,625.00	0.00	100.0%
5160 · Fireworks	0.00	92,500.00	-92,500.00	0.0%
5170 · Traffic Control - Hwy 12 & 158	5,040.00	25,000.00	-19,960.00	20.2%
<b>Total 4100 · Short-Term Projects</b>	<b>521,347.00</b>	<b>2,411,913.00</b>	<b>-1,890,566.00</b>	<b>21.6%</b>
<b>Total Expense</b>	<b>521,347.00</b>	<b>4,580,051.00</b>	<b>-4,058,704.00</b>	<b>11.4%</b>
<b>Net Ordinary Income</b>	<b>1,277,411.00</b>	<b>-2,850,096.00</b>	<b>4,127,507.00</b>	<b>-44.8%</b>
<b>Other Income/Expense</b>				
Other Income				
9930 · Appropriated Fund Balance	0.00	2,850,096.00	-2,850,096.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>2,850,096.00</b>	<b>-2,850,096.00</b>	<b>0.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>2,850,096.00</b>	<b>-2,850,096.00</b>	<b>0.0%</b>
<b>Net Income</b>	<b>1,277,411.00</b>	<b>0.00</b>	<b>1,277,411.00</b>	<b>100.0%</b>

**Outer Banks Visitors Bureau  
Restricted Fund Summary  
2019-2021**

	Balance 7/1/2019	Allocation 2019-2020	Allocation Paid	Allocation Transferred	Balance 7/1/2020	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Estimated Balance FY20-21
<b>Short-term Projects</b>									
OB Scenic Byway - Interpretive Plan	26,500				26,500				26,500
SS Civic Assoc - Sea Oats Park, Phase II	14,178		(13,400)	(778)	0		0	0	0
Town of Duck - Pedestrian Path, Phase II	309,351		(309,351)	0	0		0	0	0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932				487,932		(487,932)		0
Town of Duck - Pedestrian Path, Phase III	307,289		(296,454)	(10,835)	(0)		0	0	(0)
Town of KH - KH Park Trail Connection	47,592				47,592				47,592
TIG - Chicamacomico - Cisterns	0	48,000			48,000				48,000
TIG - Dare Co Arts Council - Courtyard	0	90,950			90,950				90,950
TIG - Frisco Native American - Handicapp Access	0	25,750			25,750		(25,750)		0
TIG - Town of Duck - Pedestrian Path, Phase IV	0	147,806			147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	0	55,618			55,618				55,618
TIG - Town of Manteo - Manteo Common	0	221,885			221,885				221,885
TIG - Town of SS - S. Dogwood Trail	0	260,993	(260,993)		0		0		0
TIG - Manteo - Town Common Phase II					0	150,000	0		150,000
TIG - Hatteras Tax District - Pathway					0	342,640	0		342,640
TIG - KDH - Meekins Field					0	200,000	0		200,000
TIG - NH - Admiral Street					0	40,000	0		40,000
TIG - NH - Skate Park					0	30,000	0		30,000
TIG - NC Coastal Fed - Baum Bridge					0	40,000	0		40,000
TIG - OB Gun Club - Range Improvements					0	12,000	0		12,000
Fireworks	50,000		(50,000)	55,000	55,000	0	0	37,500	92,500
Audit	0		(2,500)	2,500	0		(2,625)	2,625	0
Highway 158/Highway 12 Intersection						25,000	(5,040)		19,960
Unappropriated Funds	490,060	(255,391)		(45,887)	188,782	628,691		(654,765)	162,708
<b>TOTAL SHORT TERM COMMITMENTS</b>	<b>1,732,901</b>	<b>595,611</b>	<b>(932,698)</b>	<b>0</b>	<b>1,395,815</b>	<b>1,468,331</b>	<b>(521,347)</b>	<b>(614,640)</b>	<b>1,728,159</b>
<b>Long Term Projects</b>									
Multi-Use Center (100%)	2,192,370	1,265,646	(3,194,971)	0	263,044	1,375,159	0	0	1,638,204
Natural Historical Cultural	176,370	0	(30,000)	(146,370)	0	0	0	0	0
Green Space/Open Space (GOSPL)	0	0	0	0	0	0	0	0	0
Infrastructure (capped)	461,170		0	0	461,170		0	0	461,170
L-T Unappropriated Funds	350,000	3,630		146,370	500,000	100,000		(200,000)	400,000
<b>TOTAL LONG TERM COMMITMENTS UNPAID</b>	<b>3,179,910</b>	<b>1,269,276</b>	<b>(3,224,971)</b>	<b>0</b>	<b>1,224,214</b>	<b>1,475,159</b>	<b>0</b>	<b>(200,000)</b>	<b>2,499,374</b>
<b>Total</b>	<b>4,912,811</b>	<b>1,864,887</b>	<b>(4,157,669)</b>	<b>0</b>	<b>2,620,029</b>	<b>2,943,491</b>	<b>(521,347)</b>	<b>(814,640)</b>	<b>4,227,533</b>
<b>Cash on Hand 1/31/21</b>			<b>#</b>				<b>#</b>		
							Checking		661,855
<b>Total Cash on Hand</b>							Savings		3,307,915
									3,969,770
<b>25% of Occupancy &amp; Meals Income per Budget</b>									
<b>February</b>									33,798
<b>March</b>									30,064
<b>April</b>									46,231
<b>May</b>									89,784
<b>June</b>									130,216
									330,093
<b>Unappropriated Balances</b>									72,330
<b>Transfer from General Fund</b>									
30% Short-term						2,107,371	*		
Short-term Interest						632,211			
						21,480			
						653,691			
70% Long-term								1,475,159	
Long-term Interest								0	
								1,475,159	*

\*Estimate Based on Actual through January and Budgeted Figures  
# Agrees to Financial Statements

23

**Dare County Tourism Board - Event Site Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
 July 2020 through January 2021

	Jul '20 - Jan 21	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	600.00	1,200.00	-600.00	50.0%
3200 · Site Rental Income - Other	0.00	11,300.00	-11,300.00	0.0%
<b>Total 3200 · Site Rental Income</b>	<b>600.00</b>	<b>12,500.00</b>	<b>-11,900.00</b>	<b>4.8%</b>
3210 · Interest Income	195.61	150.00	45.61	130.4%
3250 · Lease Income	25,583.00	45,600.00	-20,017.00	56.1%
9999 · Unappropriated Funds	0.00	20,000.00	-20,000.00	0.0%
<b>Total Income</b>	<b>26,378.61</b>	<b>78,250.00</b>	<b>-51,871.39</b>	<b>33.7%</b>
<b>Expense</b>				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	1,480.00	40,000.00	-38,520.00	3.7%
6440 · Insurance	7,200.00	7,200.00	0.00	100.0%
6580 · Utilities	10,859.95	63,975.00	-53,115.05	17.0%
6610 · Repairs & Maintenance	100,148.50	168,035.00	-67,886.50	59.6%
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%
<b>Total Expense</b>	<b>119,688.45</b>	<b>349,480.00</b>	<b>-229,791.55</b>	<b>34.2%</b>
<b>Net Ordinary Income</b>	<b>-93,309.84</b>	<b>-271,230.00</b>	<b>177,920.16</b>	<b>34.4%</b>
<b>Other Income/Expense</b>				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	271,030.00	271,030.00	0.00	100.0%
<b>Total Other Income</b>	<b>271,030.00</b>	<b>271,230.00</b>	<b>-200.00</b>	<b>99.9%</b>
<b>Net Other Income</b>	<b>271,030.00</b>	<b>271,230.00</b>	<b>-200.00</b>	<b>99.9%</b>
<b>Net Income</b>	<b>177,720.16</b>	<b>0.00</b>	<b>177,720.16</b>	<b>100.0%</b>

## DARE COUNTY TOURISM BOARD

31-Jan-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	CD'S FIRST NATIONAL	TOTAL	
GENERAL FUND	547,186	1,636,751	555,714	1,505,342	1,500,762	0	1,014,991	1,000,000	1,024,495	8,785,242	
RESTRICTED FUND	661,855	1,037,365				0	1,000,000	766,713	503,836	0	3,969,770
TRAVEL GUIDE	49,333										49,333
MERCHANDISE SALES	151,369										151,369
EVENT SITE FUND	338,552										338,552
TOTAL	1,748,295	2,674,116	555,714	1,505,342	1,500,762	1,000,000	1,781,705	1,503,836	1,024,495		13,294,266
TOTAL % EACH BANK	32.00%	20.11%	4.18%				13.40%	11.31%	19.00%		100.00%
INTEREST RATES	0.25%	0.10%	0.05%	0.25%		25%	.25% on 2	0.81% & .17%	1.50%		
TOTAL CHECKING & CD'S	13,294,266										
60% ALLOWED IN ANY BANK	7,976,560										
25% ALLOWED IN ANY ONE INV	3,323,566										
60% General Fund Reserved Balance is \$4,351,493.											
100% Restricted Fund Balance Restricted by House Bill 225											\$3,969,770

## Marketing Dashboard

thru January 2021

	<u>FY 20/21</u>	<u>FY 19/20</u>	<u>Diff</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	21,721	39,514	-17,793	-45%
Completed Video Views	8,908,546	11,935,594	-3,027,048	-25%
Total Visits to Website	1,618,847	1,245,110	373,737	30%
<b>Online Communities</b>				
Email Subscribers	274,802	229,818	44,984	20%
Facebook	750,365	712,623	37,742	5%
Twitter	40,400	38,000	2,400	6%
Instagram	108,000	87,000	21,000	24%
Pinterest	<u>20,845</u>	<u>20,100</u>	<u>745</u>	<u>4%</u>
Online Communities Subtotal	1,194,412	1,087,541	106,871	10%

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### Devices January 2021

Mobile	66%
Desktop	30%
Tablet	4%

Completed video views total includes 2,897,215 as part of a COVID-19 credit program with VisitNC

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



## Dashboard Overview

### Overview

**FY20-21 Spring-Summer:** Spring/Summer efforts for CTV and Programmatic Video launched on 1/1. OTA and Programmatic Display and Native efforts continued in January after launching the previous month. The planned local market TV flight concluded on 1/17 and additional zero-cost spots continued to run through 1/29. New Niche Audience Targeting and Native Article Remarketing efforts launched in the final days of January. The first interest-based workflow emails launched in January targeting Family, Fishing and Camping/RV audiences.

Overall, outerbanks.org continues to show positive growth from direct sources, paid media and organic search. Outerbanks.org sessions increased for the second month in a row alongside the FY20-21 Spring-Summer campaign. Organic search continues to drive a large amount of site visits for FY20-21 YTD.

#### Highlights for January:

- Recorded more than 224K site sessions - January sessions increased 12% YOY (compared to Jan 2020).
- Engaged sessions for the FY20-21 fiscal YTD increased 42% YOY (compared to FY19-20 Jul - Jan) - All sources have delivered YOY increases.
- Newsletter Emails: Delivered 229K emails to promote vacation rental bookings for 2021 - January CTR performance increased from the previous month and was the strongest CTR delivered since July 2020 - Top clicked links continue to include Offers and Packages, Places to Stay and Travel Guide, indicating recipients may be in preparation mode for their next OBX getaway.
- Workflow Emails: Delivered 39K emails within workflow program - Strong open and click through rate performance delivered to the first round of workflow emails - Family, Fishing and Camping/RV emails all delivered similar open rate, while Camping/RV delivered the strongest CTR this month.
- SEM click through and conversion rate performance improved from the previous month after geotargeting in key campaigns were adjusted - drove 29K site sessions and delivered 6K conversions in January.
- OTA, Programmatic and Native Display conversion rate performance improved MOM and continues to exceed campaign benchmarks.
- Programmatic Video initial completion rate performance surpassed past campaign benchmarks - Delivered 93% completion rate in January.
- January UberMedia data has not become available yet - January visitation data will be included in next month's dashboard.

### Completed Optimizations

Launched FY20-21 Spring-Summer CTV/Programmatic Video efforts.  
Monitored overall campaign reporting weekly to ensure success.  
Local TV campaign concluded - finalizing billing reconciliations.  
Sent first interest-based workflow emails.

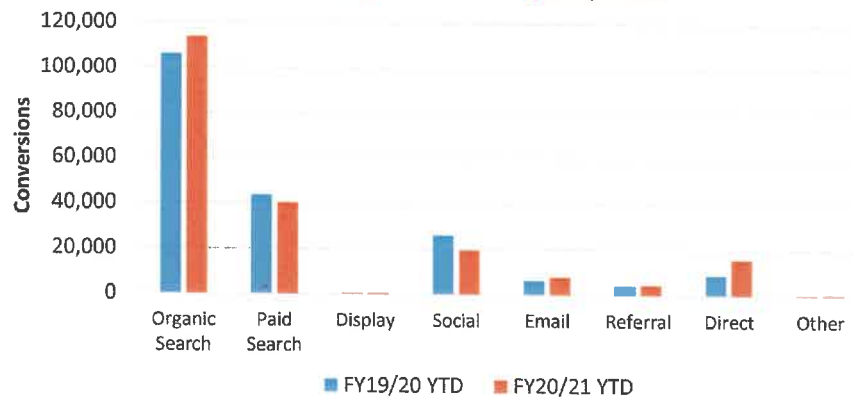
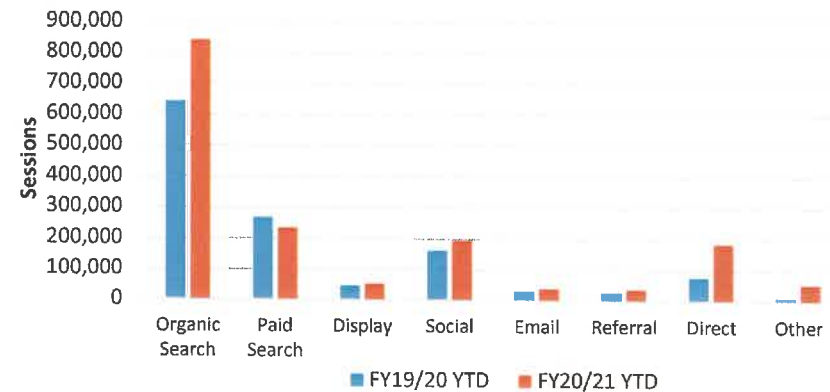
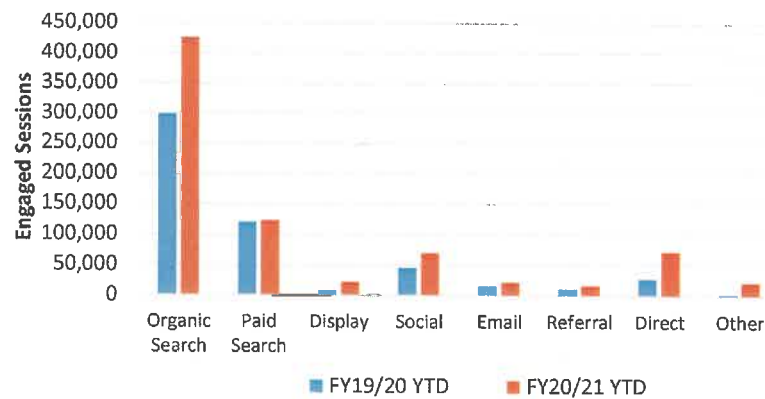
### Action Steps

Topic	Commentary
Spring-Summer Campaign	Continue to track Spring-Summer campaign performance and optimize where necessary.
SEM	Continue to monitor click and conversion performance into the Spring-Summer season and optimize as necessary.
Email	Continue to develop new content ideas and send audience-specific content for increased engagement. Optimize emails by showing highest-clicked links in more prominent places.

## Website Overview

	Jan-21	YOY	FYTD	YOY
Sessions	224,398	12%	1,591,847	28%
Engaged Sessions	95,392	6%	749,527	42%
Any Conversion*	25,270	-37%	203,956	4%
eNews Sign Up Conversions	780	-77%	12,016	35%
Travel Guide Conversions	5,208	-61%	20,586	-32%
Listing Referral Conversions	20,145	-20%	176,121	9%

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



Client: Outer Banks Visitors Bureau  
Report Time Period: January 2021



## Media Delivery Overview

### FY20-21 Overview: Email / Workflows Delivery

Platform	Jan-21			Fiscal Year To-Date		
	Sends	Opens	Clicks	Sends	Opens	Clicks
Newsletter Emails	229,575	28,345	3,444	2,050,053	284,094	27,769
Workflow Emails	38,690	7,988	1,793	38,690	7,988	1,793
<b>Total</b>	<b>268,265</b>	<b>36,333</b>	<b>5,237</b>	<b>2,088,743</b>	<b>292,082</b>	<b>29,562</b>

### FY20-21 Overview: SEM Delivery

Platform	Jan-21		Fiscal Year To-Date	
	Impressions	Clicks	Impressions	Clicks
Google	245,184	20,752	1,872,439	140,058
Bing	281,241	8,648	2,629,808	84,904
<b>Total</b>	<b>526,425</b>	<b>29,400</b>	<b>4,502,247</b>	<b>224,962</b>

### FY20-21 Overview: Display Delivery

Platform	Jan-21		Fiscal Year To-Date	
	Impressions	Clicks	Impressions	Clicks
OTA Sites	711,539	1,156	4,459,445	6,010
Programmatic Banners	5,819,618	7,321	25,184,798	26,751
Programmatic Native	1,830,157	2,041	10,005,285	17,832
<b>Total</b>	<b>8,361,314</b>	<b>10,518</b>	<b>39,649,528</b>	<b>50,593</b>

### FY20-21 Overview: Video Delivery

Platform	Jan-21			Fiscal Year To-Date		
	Impressions	Clicks	Video Completions	Impressions	Clicks	Video Completions
Programmatic Video	819,622	2,532	765,871	2,712,613	4,925	1,948,291
Connected TV	819,622	--	1,538,808	4,141,470	--	4,063,040
Visit NC Credit - COX CTV	0	--	0	2,926,480	--	2,897,215
<b>Total</b>	<b>1,639,244</b>	<b>2,532</b>	<b>2,304,679</b>	<b>9,780,563</b>	<b>4,925</b>	<b>8,908,546</b>

Client: Outer Banks Visitors Bureau  
Report Time Period: January 2021

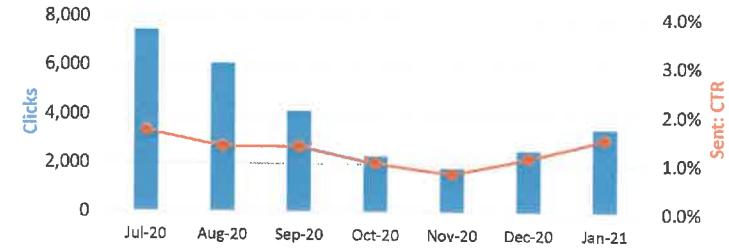


## Email Marketing Campaign Overview

Opens and Open Rate by Month



Clicks and Click Rate by Month



Total Campaign Performance by Month

Month	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Jul-20	447,579	446,494	69,855	15.6%	7,437	1.7%	10.6%	545	982	49
Aug-20	461,870	451,484	71,737	15.9%	6,073	1.3%	8.5%	402	1,052	41
Sep-20	226,445	226,151	34,378	15.2%	4,149	1.3%	8.5%	294	510	16
Oct-20	227,105	226,806	23,919	10.5%	2,296	1.0%	9.6%	299	405	21
Nov-20	228,538	228,209	22,929	10.0%	1,819	0.8%	7.9%	329	363	94
Dec-20	228,941	228,663	32,931	14.4%	2,551	1.1%	7.7%	308	564	5
Jan-21	229,575	229,253	28,345	12.4%	3,444	1.5%	12.2%	322	449	29
<b>GRAND TOTAL</b>	<b>2,050,053</b>	<b>2,037,060</b>	<b>284,094</b>	<b>13.9%</b>	<b>27,769</b>	<b>1.4%</b>	<b>9.8%</b>	<b>2,499</b>	<b>4,325</b>	<b>255</b>

Top Links Clicked - Current Month\*

Link	Clicks*	Open: CTR
/plan-your-trip/offers-and-packages	991	3.5%
/places-to-stay	771	2.7%
/travel-guide	438	1.5%
/post/the-attractions-of-island-life	385	1.4%
/plan-your-trip/trip-ideas	375	1.3%
/post/vacation-houses-for-small-groups	343	1.2%
/restaurants	263	0.9%
/plan-your-trip	222	0.8%
/plan-your-trip/getting-here-and-around	171	0.6%
<b>GRAND TOTAL</b>	<b>3,959</b>	<b>2.1%</b>

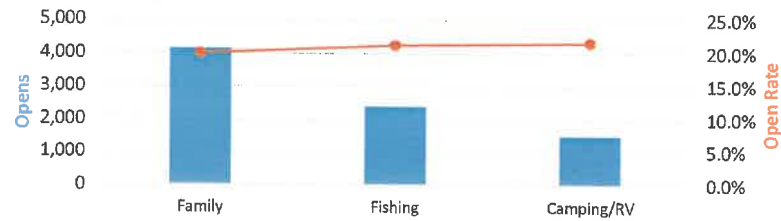
\* link clicks include forwarded email clicks

Email Performance - Current Month

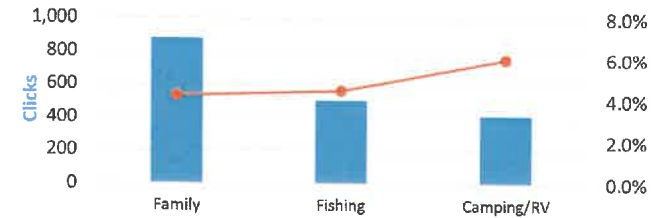
Subject Line	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Spring and summer will be here soon. Will you?	229,575	229,253	28,345	12.4%	3,444	1.5%	12.2%	322	449	29
<b>GRAND TOTAL</b>	<b>229,575</b>	<b>229,253</b>	<b>28,345</b>	<b>12.4%</b>	<b>3,444</b>	<b>1.5%</b>	<b>12.2%</b>	<b>322</b>	<b>449</b>	<b>29</b>

### Email Marketing Campaign Overview

Opens and Open Rate by Interest Category



Clicks and Click Rate by Interest Category



Total Campaign Performance by Interest Category

Interest Category	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Family	20,706	20,680	4,141	20.0%	880	4.2%	21.3%	26	57	1
Fishing	11,159	11,069	2,369	21.2%	501	4.5%	21.1%	22	23	3
Camping/RV	6,825	6,792	1,478	21.7%	412	6.0%	27.9%	33	16	0
<b>GRAND TOTAL</b>	<b>38,690</b>	<b>38,541</b>	<b>7,988</b>	<b>20.6%</b>	<b>1,793</b>	<b>4.6%</b>	<b>22.4%</b>	<b>81</b>	<b>96</b>	<b>4</b>

Top 3 Links Clicked Per Workflow\*

Links: Family		Clicks*	Open: CTR
/places-to-stay		259	6.3%
/post/5-ways-to-make-your-family-trip-unforgettable		154	3.7%
/travel-guide		132	3.2%
Links: Fishing		Clicks*	Open: CTR
/things-to-do/water-activities/fishing		143	6.0%
/restaurants		108	4.6%
/places-to-stay		87	3.7%
Links: Camping/RV		Clicks*	Open: CTR
/places-to-stay/campgrounds-and-rv-parks		210	14.2%
/blog-post/camping-in-the-outer-banks		107	7.2%
/travel-guide		43	2.9%
<b>GRAND TOTAL</b>		<b>1,243</b>	<b>4.8%</b>

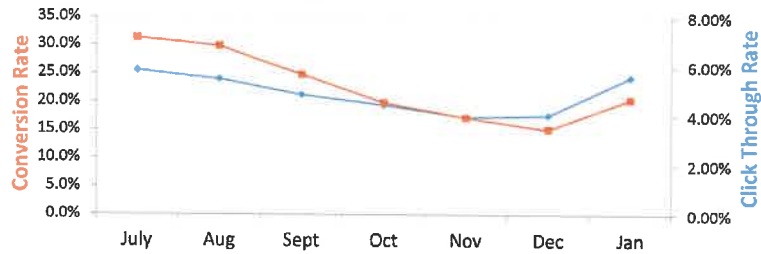
\* link clicks include forwarded email clicks

Client: Outer Banks Visitors Bureau  
Report Time Period: January 2021

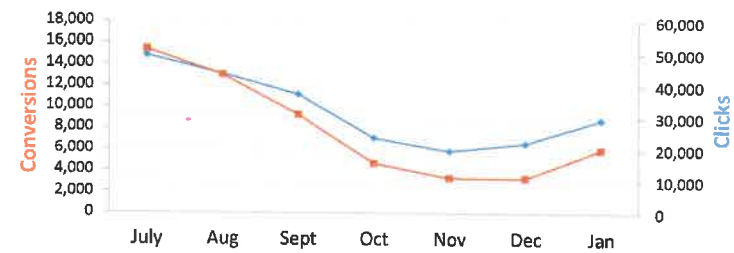


## SEM Campaign Overview

Conversion and Click Through Rates by Month



Conversion and Click Volume by Month



Total Campaign Performance by Month

Month	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
July	\$34,937	49,457	845,880	5.8%	\$0.71	15,443	\$2.26	31.2%
Aug	\$34,912	43,662	795,175	5.5%	\$0.80	13,052	\$2.67	29.9%
Sept	\$36,692	37,310	766,530	4.9%	\$0.98	9,307	\$3.94	24.9%
Oct	\$24,455	23,698	531,772	4.5%	\$1.03	4,732	\$5.17	20.0%
Nov	\$24,726	19,481	492,661	4.0%	\$1.27	3,372	\$7.33	17.3%
Dec	\$34,597	21,954	543,804	4.0%	\$1.58	3,345	\$10.34	15.2%
Jan	\$32,674	29,400	526,425	5.6%	\$1.11	6,044	\$5.41	20.6%
GRAND TOTAL	\$222,993	224,962	4,502,247	5.0%	\$0.99	55,295	\$4.03	24.6%

Total Campaign Performance by Platform

Platform	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Google	\$18,191	20,752	245,184	8.5%	\$0.88	4,293	\$4.24	20.7%
Bing	\$14,483	8,648	281,241	3.1%	\$1.67	1,751	\$8.27	20.2%
GRAND TOTAL	\$32,674	29,400	526,425	5.6%	\$1.11	6,044	\$5.41	20.6%

## Display Overview

### Campaign Overview: FY20-21 Spring-Summer Display Details by Tactic

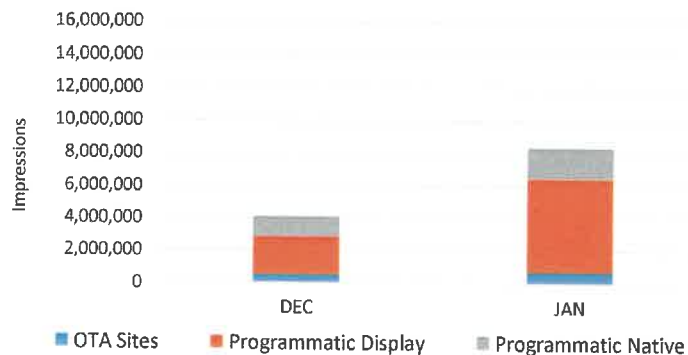
Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$80,000	\$21,854	1,083,209	1,788	0.17%	\$12.22	529	\$41	0.049%	86%	1.25	0:26
Programmatic Banners	\$576,556	\$62,574	8,213,410	13,500	0.16%	\$4.64	3,716	\$17	0.045%	31%	2.75	0:17
Programmatic Native		\$18,656	3,013,639	4,372	0.15%	\$4.27	1,702	\$11	0.056%	74%	1.50	1:08
<b>FY20-21 Spring-Summer Total YTD</b>	<b>\$656,556</b>	<b>\$103,084</b>	<b>12,310,258</b>	<b>19,660</b>	<b>0.16%</b>	<b>\$5.24</b>	<b>5,947</b>	<b>\$17</b>	<b>0.048%</b>	<b>55%</b>	<b>1.95</b>	<b>1:51</b>

### Campaign Overview: FY20-21 Fall Display Details by Tactic (Concluded in December 2020)

Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$64,000	\$64,000	3,376,236	4,222	0.13%	\$15.16	337	\$190	0.010%	82%	1.28	0:49
Programmatic Banners	\$170,000	\$127,378	16,971,388	13,251	0.08%	\$9.61	738	\$173	0.004%	47%	2.09	0:50
Programmatic Native		\$42,622	6,991,646	13,460	0.19%	\$3.17	312	\$137	0.004%	69%	1.67	3:36
<b>FY20-21 Fall Total YTD</b>	<b>\$234,000</b>	<b>\$234,000</b>	<b>27,339,270</b>	<b>30,933</b>	<b>0.11%</b>	<b>\$7.56</b>	<b>1,387</b>	<b>\$169</b>	<b>0.005%</b>	<b>57%</b>	<b>1.92</b>	<b>1:55</b>

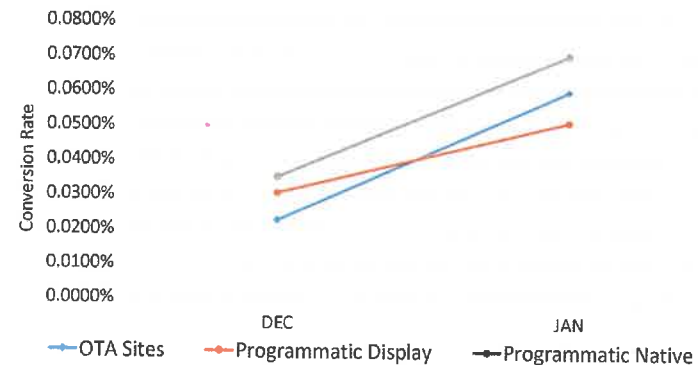
### Total Impression Volume by Month by Tactic

Notes: Delivered over 8MM impressions for FY20-21 Spring-Summer efforts in the month of January.



### Conversion Rate by Month by Tactic

Notes: Conversion rate increased across all tactics in January following the FY20-21 Spring-Summer launch.



Note: December OTA line reflects both the remaining FY20-21 Fall VRBO placement and FY20-21 Spring-Summer placements.  
Note: FY20-21 Spring-Summer conversions include the Places To Stay Page View conversion.

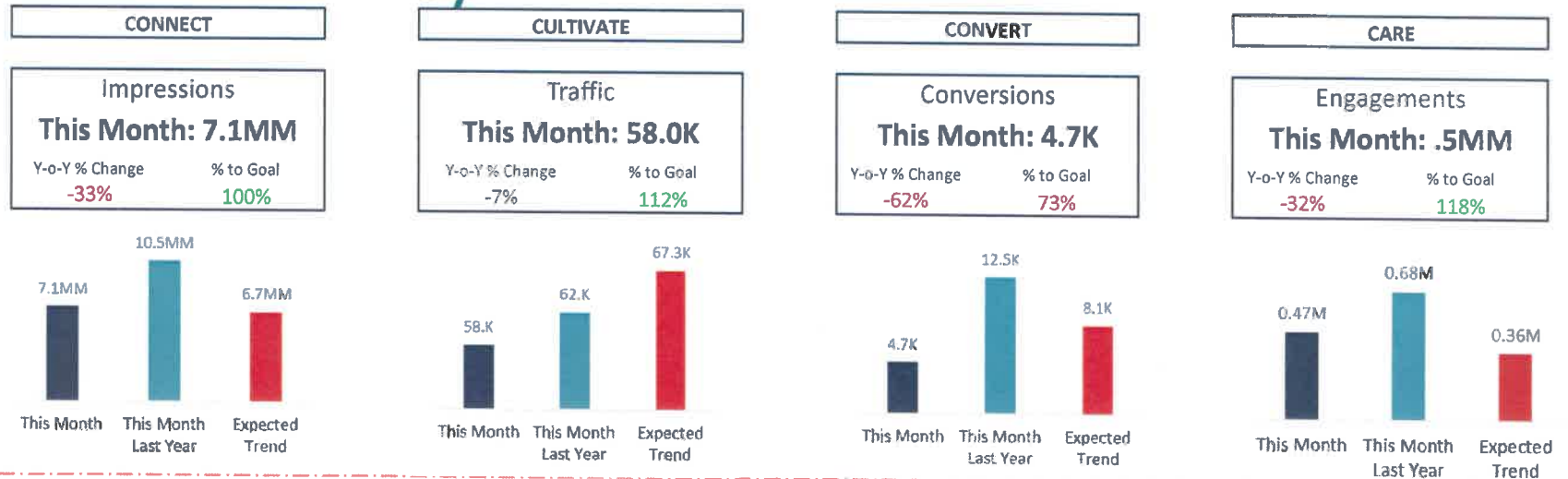
## Past Campaign Benchmarks

## Campaign Overview: Past Campaign Benchmarks

Campaign/Metric	CTV/OTT	Programmatic Video	Programmatic Audio	Native	Native Retargeting	Programmatic Banners - Multi-Unit	Programmatic Banners - Retargeting	OTA	SEM
<b>Click Through Rate</b>									
FY19-20 Fall	-	-	-	-	0.25%	0.09%	0.14%	0.10%	4.70%
FY19-20 Fall (Hurricane Dorian Recovery)	-	-	-	0.20%	-	-	-	-	-
FY19-20 Spring-Summer	-	-	-	0.11%	0.18%	0.07%	0.08%	0.17%	5.73%
FY20-21 Fall	-	-	-	0.19%	0.42%	0.08%	0.12%	0.13%	4.39%
<b>Conversion Rate</b>									
FY19-20 Fall	-	-	-	-	0.005%	0.001%	0.004%	0.012%	1.143%
FY19-20 Fall (Hurricane Dorian Recovery)	-	-	-	0.001%	-	-	-	-	-
FY19-20 Spring-Summer	-	-	-	0.007%	0.074%	0.008%	0.041%	0.048%	1.840%
FY20-21 Fall	-	-	-	0.004%	0.018%	0.003%	0.015%	0.010%	0.889%
<b>Video/Audio Completion Rate</b>									
FY19-20 Fall	92%	76%	-	-	-	-	-	-	-
FY19-20 Spring-Summer	98%	78%	96%	-	-	-	-	-	-
FY20-21 Fall	98%	62%	-	-	-	-	-	-	-
<b>Cost Per Completed View</b>									
FY19-20 Fall	\$0.03	\$0.01	-	-	-	-	-	-	-
FY19-20 Spring-Summer	\$0.03	\$0.04	\$0.02	-	-	-	-	-	-
FY20-21 Fall	\$0.05	\$0.05	-	-	-	-	-	-	-



# Executive Summary



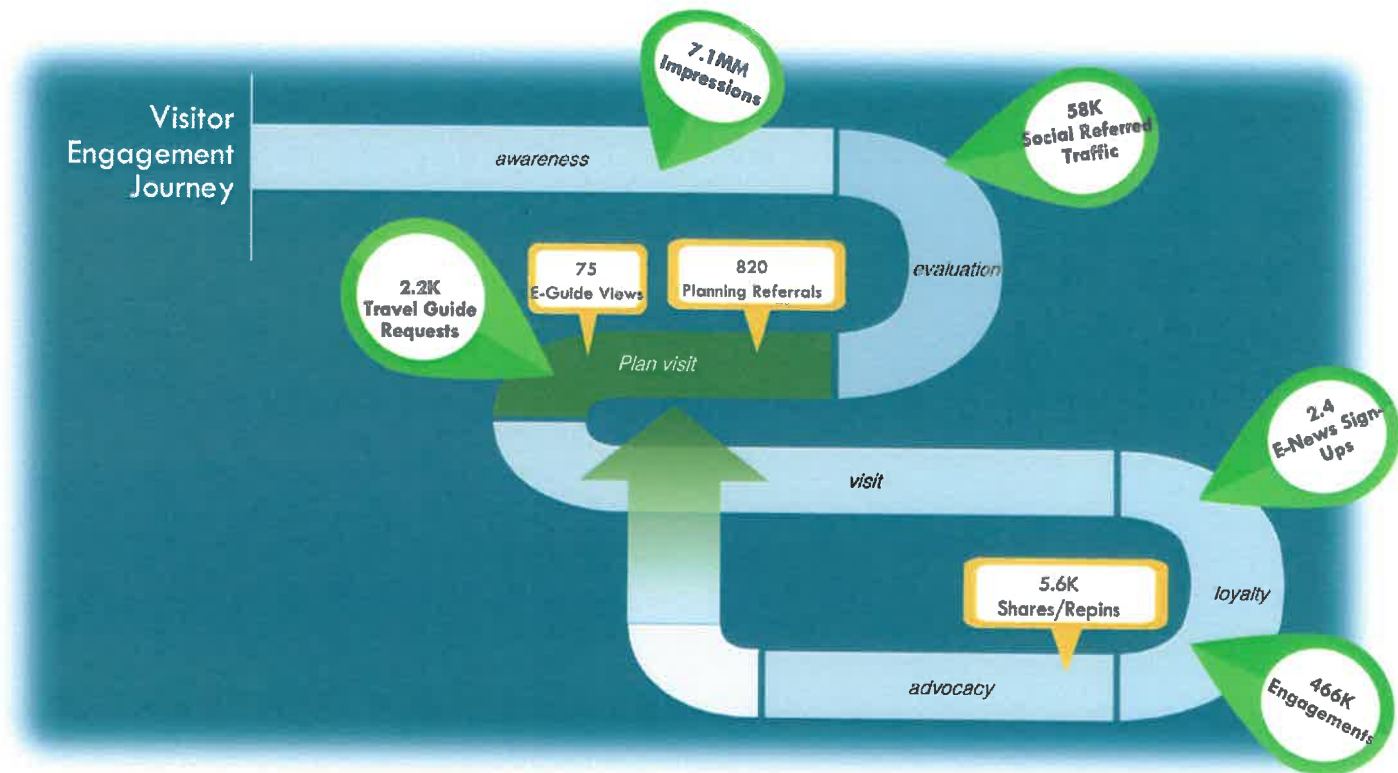
## Monthly Highlights:

- Impressions, traffic, and engagements are all performing at or above trend to goal; however, all primary KPIs performed lower than January 2020.
  - Y-o-Y differences in January can be attributed to the pausing of ads and reallocating content and spend to February due to external sensitivities within the social media space surrounding the events at the US Capitol in early January and the presidential inauguration at the end of the month.
  - The steep gains anticipated in January are now expected to occur in February with the reallocated content and budget as well as the "Better at OBX" program.

## Recommendations/Next Steps:

- Continue to reallocate a portion of Facebook Network traffic-driving spend to Pinterest.
- Continue to display the wide-open spaces of OBX in content to show what people what they could experience when they visit for safe or smart vacations. Also, to show how this area is unique.
- Continue to split wide shots into separate imagery for used in galleries or albums.
- Develop additional time lapse content to give the audience a dose of vacation.
- Test Instagram Guides as a way to repurpose existing assets.

# Visitor Journey



I would like to oppose the hotel option for the Soundside Event Site. Many factors are against the success of this option for the greater Dare County community.

- The proposed hotel and “convention center” would have to bring in groups of 500+ persons for compression to occur to help off-season occupancy for other hotels/short-term lodging options. The likelihood of these large conventions in a remote, seasonal market without direct air transportation is unlikely.
- Labor force even with federal initiatives of \$15 minimum wage will be in short supply and a challenge due to lack of affordable housing and other cost of living indicators. A large hotel with ballroom meeting space would require a surplus of staff which would cannibalize the existing workforce. In 2020, there were some days where we had to stop reservations even when there was demand due to the lack of staff.
- No matter what architects do, the viewshed will be obstructed to accommodate the development given the marshland topography of the site. A viewshed that is important to remind people that they are on a barrier island with a visible Sound and Manteo.

What I propose:

- A multi-use, “downtown” boardwalk like entertainment development which could be the poster child for marketing and attracting a segment of demand that otherwise go to VA Beach, Ocean City, Carolina Beach, etc.
- The mixed-use development could still hold existing events as well as small music venues, possible minor sport leagues, ice rink in winter.
- The development would increase average daily rates for lodging during the peak season which would result in greater occupancy tax collections across Nags Head, KDH and Kitty Hawk. Additionally, occupancy would increase on the shoulder seasons due to events and consumer interest.

Travel is trending toward providing fresh and new experiences, not just more rooms and houses.

**Dhruv Patel**

Rocklight Capital

Mobile: 757.345.9303

Website: [www.rocklightcapital.com](http://www.rocklightcapital.com)

## **PUBLIC RELATIONS REPORT: February 2021**

### VIRTUAL MEDIA MARKETPLACE

**International Media Marketplace NYC | January 27-29, 2021** – Aaron made virtual presentations to 24 media and influencers, discussing the Outer Banks' 2020 year in review and what travel experience opportunities await visitors this season. He is following up individually for potential partnerships this year. This event is generally considered the first big networking event for media and destination representatives of the year.

**Southeast Tourism Society | February 23-24, 2021** – Aaron will attend this group sales focused virtual marketplace in partnership with several other in-state destinations coordinated under the VisitNC umbrella. He will update travel planners and group business leaders on the OBX for 2021 during a series of roundtable discussions held over Zoom.

### EARNED MEDIA – PUBLISHED

**Meetings Today | Feb 2021** “The Coastal Carolinas Plates Up a Bounty of Group Dining Options” Aaron collaborated with editor Tyler Davidson for a callout in the Carolina's section as a destination with great group-friendly restaurant options for planners. <https://bit.ly/3d8dPtg>

**Cuisine Noir Magazine | Feb 2021** “Your Guide to Discovering the Outer Banks of North Carolina” – Aaron worked with journalist Sucheta Rawal, whom visited in 2020 following an IMM conference. The Outer Banks is being featured in a digital and lifestyle publication that caters to African-Americans with OBVB photos and reciprocal link. <http://bit.ly/394iGtm>

**Golf Central Magazine | Feb 2021** “Golf Travel: NC – Where to Have Your Next Guy's Golf Trip” Big thanks to our promotional partners at PlayOBXGolf.com for this editorial roundup inclusion. <https://bit.ly/3t0Ef5K>

### EARNED MEDIA – IN MARKET VISITS

**Larry Olmstead | April 2021** – Cigar Aficionado magazine covering Outer Banks fishing scene. Contributing author and food columnist to several pubs. NY Times, Wall Street Journal and Washington Post Bestselling Author. Also covering OBX Taste of the Beach event.

**Beverly Hurley | May 2021** – Triangle Gardener magazine. Aaron is working with editor and entrepreneur Beverly Hurley on a discovery visit to the Elizabethan Gardens and Mother Vine on Roanoke Island as part of an Outer Banks focus piece earmarked to be published in early summer in the magazine and online at GardenDestinations.com

**Dennis Lennox | May 2021** – Christian Post. Aaron met Dennis at last year's International Media Marketplace event. The Christian Post (1.9 million uvm) presents national and international coverage of current events affecting and involving Christian leaders, church bodies, ministries, mission agencies, schools, businesses, and the general Christian public. Dennis also contributes to The Epoch Times (7.6 million uvm).

## THE OUTER BANKS PROJECT

### EARNED MEDIA – IN DEVELOPMENT

**Travel + Leisure online** | TBD 2021 – Aaron is working with contributor Judy Koutsky on a piece titled “Best Babymoon Destinations Around the World.” We’re pitching the Outer Banks and hope to land an editorial inclusion. Judy will also be visiting the Outer Banks this summer researching a story for Forbes.

**Travel + Leisure online** | TBD 2021 – Aaron is working with writer Sucheta Rawal pitching for a Travel + Leisure editorial on best small towns in the South. Sucheta visited in 2020 after the OBX reopened and has written a few articles already.

**Southern Travel + Lifestyles** | May/June 2021 – The PR team is contributing to the magazine’s Explore the Outdoors and North Carolina sections in both digital and print.

**SportsEvents Magazine** | Feb 2021 – We’re working for inclusion in a roundup of destination facilities.

**Rachel Ray Magazine** | TBD 2021 – We’re being featured in a roundup of beach destinations with compelling backstories.

**Cuisine Noir Magazine** | Feb 2021 “Your Guide to Discovering the Outer Banks of North Carolina” – Aaron worked with journalist Sucheta Rawal, whom visited in 2020 following an IMM conference. The Outer Banks is being featured in a digital and lifestyle publication that caters to African-Americans with OBVB photos and reciprocal link. <http://bit.ly/394iGtm>

### CONTENT DEVELOPMENT

**Birding** | 2021 – Aaron led a partnership with veteran writer and avid birdwatcher Sandy Semans to expand the birdwatching material on [outerbanks.org](http://outerbanks.org) in preparation for more niche marketing and activities awareness related to the outdoors observation of our indigenous and visiting fowl year round.

**Hatteras Island Villages** | 2021 – Aaron struck a partnership with veteran guide writer Jason Frye to write tangible histories and how-to tips for the Hatteras Island villages, with an objective of helping our potential and inbound visitors best determine which community would suit their party’s needs and style.

**NEW Blog Posts** – [OuterBanks.org](http://OuterBanks.org)

**“First in Freedom: A Culture of Diversity on the Outer Banks”** by Aaron Tuell. <http://bit.ly/3rG0oFg>  
Buried between the headlines of the first English colony in America at Roanoke Island and the Wright Brothers’ first flight at Kitty Hawk, you’ll find the heroic saga of strong men and women who pioneered some of the first tastes of freedom and equality for African Americans in the country on these very shores in the days leading up to and following the nation’s greatest divide.

# meetings

PEOPLE + PLACES

# TODAY®

## The Coastal Carolinas Plates Up a Bounty of Group Dining Options

February 2, 2021 | [Tyler Davidson](#)





Photo from Avenue Grill, Manteo, North Carolina.

The coast of North and South Carolina is a culture onto its own, with food and beverage options that truly showcase the region's cuisine heritage for visiting meetings groups.

Following are select venues that celebrate that heritage through food, and while the pandemic has put the brakes on large gatherings throughout the world at the time of publication, they remain good bets for when we can meet en masse again.

With delicacies that include Gulf Stream-caught yellowfin tuna, crab cakes and deep-fried softshell blue crab that you need to jump on in season before they run out, the [Coastal Carolinas offers a feast](#) of land and sea that is unmatched.

The capacity information provided below reflects a non-COVID-19 environment when social distancing is not required, so be sure to contact each establishment to determine current allowances or availability.

## North Carolina

### Outer Banks

Perhaps the quintessential embodiment of the North Carolina coast, the Outer Banks, or OBX for short, is a relatively undeveloped little slice of heaven where lazy days are spent lounging on its sandy beaches and enjoying an abundance of fresh seafood.

"Food is an essential part of the OBX experience, with much of it coming directly from the sea to the table. Everyone down here has a fisherman in their family and we just add the Southern hospitality—plus the grits!" said Pam Gutlon, resident innkeeper at the eight-room White Doe Inn, located on the Roanoke Island town of Manteo, a popular destination for OBX visitors as well as for executive retreats.







*White Doe Inn, Manteo, North Carolina. Photo courtesy of Pam Gutlon*

The White Doe took the pandemic seriously, purchasing HEPA air filters, UV lighting and implementing stringent cleaning protocols in its guest rooms and public spaces, as well as serving its standard four-course gourmet offering to guests in individually packaged servings.

“Stay small, stay safe is our motto, as gathering in a much more controlled environment now is especially important,” Gutlon said.

Outside the walls of the historic B&B, Gutlon recommends the following two restaurants for a memorable group dining experience.

Tortuga’s Lie, located in Nags Head, has been featured on Guy Fieri’s Diners Drive-Ins and Dives and named the No. 1 Seafood Dive in North Carolina by Coastal Living Magazine.

Avenue Waterfront Grille, in downtown Manteo, can seat up to 50 and boasts a waterfront location, open floor plan and menu items that include Maple Pecan Fried Chicken, Bayou Shrimp and Grits, Tuna Sushi Style, Fish Tacos and a DownSouth Burger seasoned with a splash of hard cider barbecue sauce. Ample vegetarian, vegan and gluten-free dishes are also available.

Other OBX options include:

Duck’s The Blue Point waterfront restaurant, helmed by James Beard nominee chef Sam McGann and with an outdoor thebackBAR venue that can seat up to 25.





*Softshell crab, Outer Banks, North Carolina. Photo courtesy of Outer Banks Visitors Bureau*

Basnight's Lone Cedar, which overlooks Roanoke Sound and can accommodate groups up to 100 for a buyout, and features wild caught seafood straight from the docks in Nags Head, including crab cakes, shrimp and flounder.

## Crystal Coast

Stretching some 85 miles from Cape Lookout National Seashore to the New River, the Crystal Coast's main town is Beaufort, a historic enclave with three restaurants that may even allow diners the opportunity while gathered for an offsite event to see the area's famed wild horses roaming free at Taylor's Creek and Rachel Carson Reserve.

Moonrakers is a new restaurant specializing in coastal cuisine that features a rooftop terrace where diners may also glimpse dolphins swimming along Taylor's Creek. Its second-floor Concorde Gallery private event space can hold up to 80 to enjoy waterfront views. A full restaurant buyout can accommodate up to 140 guests.







## Your Guide to Discovering the Outer Banks of North Carolina



Pictured: Couple walking on the boardwalk in Duck, Outer Banks | Photo credit: The Outer Banks Visitors Bureau

Ad closed by Google



*Plan a trip Close to home with a sense of being far away.*

Picture over 100 miles of shoreline, charming seaside villages, walkable waterfront vacation rentals—all within driving distance from home. If you are looking to escape crowded cities and overrun tourist spots, head to [the Outer Banks](#) of North Carolina.

The chain of barrier islands is remote yet easy to get to. Linked by coastal highway NC 12, the four islands consist of six towns and 12 villages, each offering a wide mix of romance, nature, and history only steps away from the ocean.



*Pictured: Beach in Kitty Hawk, Outer Banks | Photo credit: The Outer Banks Visitors Bureau*

**Summer, Spring or Fall**





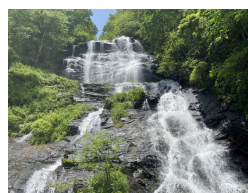
Though mainly known as a family summer destination, mild temperatures and cool sea breezes make the Outer Banks a great option to visit any time of the year. Most shops and restaurants are open from after Easter until the end of December. Snowless winters offer solitude, and the beaches are empty yet enjoyable.



## Related Stories



**Tips on Glamping Around The National Parks in Wyoming**



**Traveling Close to Home – Discovering Hidden Gems in Georgia**

## Fly or Drive

The Outer Banks (aka OBX) is easily accessible from Norfolk International Airport (82 miles north) in Virginia or Raleigh Durham International Airport (192 miles west) in North Carolina. The best way to explore the islands is by renting a car, and you can even drive in from most states on the East Coast.

## Plan a Stay

Each of the towns in OBX has a unique personality, so make sure to split your time staying in a few different areas or at least driving around for a few days. There are a number of hotels, motels, vacation rental homes, and B&Bs to choose from for every budget.





*Pictured: Sanderling Resort in Duck, Outer Banks | Photo credit: Sucheta Rawal*

Duck is the most affluent of the OBX towns, with boutique shops, fine dining restaurants and extravagant vacation homes. The Sanderling Resort in Duck is one of the few luxury resorts with a private beach, spa, swimming pool and restaurants.

The Lifesaving Station restaurant at Sanderling is an original rescue station from the 1870s that serves Carolina-sourced seafood delicacies such as blue crab and corn chowder, jumbo shrimp cocktail and pan-seared sea scallops. Spend time walking along the boardwalk, maritime forest and Duck Town Park. Rent a jet ski or simply hang out at the white sand beaches.

Pay a visit to the neighboring town of Kill Devil Hills, a landmark in aviation history. This is where the famous Wright brothers flew the world's first heavier-than-air powered controlled flight in 1903. Next door to the Wright Brothers National Memorial is Outer Banks Brewing Station, the oldest wind-powered brewery in the U.S., which also serves local food.

Sand dunes, souvenir shops, dreamy lighthouses, and casual restaurants make up Nags Head, another popular OBX town. At [Jockey's Ridge State Park](#), you can not only see the tallest and largest natural dune system in the eastern U.S., you can even fly over them. Hang gliding and kite flying are popular sports here, which are safe and fun for all ages.

*Pictured: [The Wrights Brothers Memorial in Duck, Outer Banks](#) | Photo credit: Sucheta Rawal*

If you prefer something less adventurous, climb the 156-foot Bodie Island Lighthouse and watch the birdlife along the marshes. Or gallop through meadows and expansive beaches on a family-friendly [Equine Adventures Horseback Tour](#).

No visit to the Outer Banks is complete without a day out in the water. Head over to [Kitty Hawk](#), the largest adventure outfitter in OBX, to rent bikes, paddles, surfboards, kayaks, hang gliders and parasails.

## Watch the Wildlife





Having a car allows you to explore the islands from Duck to Hatteras Island at your own pace. Travel through a distance of 83 miles, stopping to explore the rugged natural beauty of the island. Fishing boats pull into Hatteras Harbor and Cape Hatteras Lighthouse—the tallest in the United States. Grab a lunch of sustainably caught grouper and tuna sandwiches at one of the many family-owned restaurants along the way.

The Pea Island National Refuge at mile marker 31 offers a great opportunity to spot native birds, reptiles, mammals and amphibians.

### **Relax in Town**

End your trip to the Outer Banks on Roanoke Island or the walkable waterfront downtown of Manteo. This is where you can slow down the pace, strolling through Elizabethan Gardens, charming downtown cafes and picturesque neighborhoods, and take a sunset sail through Roanoke and Albemarle Sounds.



*Pictured: Man fishing on a pier in Nags Head, Outer Banks | Photo credit: The Outer Banks Visitors Bureau*

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When you are ready to travel, there are endless undeveloped coastlines, preserved wildlife, great fishing, and historic landmarks in the Outer Banks of North Carolina, making it an ideal close-to-home getaway.

## Related Stories

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**City Walks and Travel  
Talks: Uncovering Another  
Side of Frequented  
Destinations**

**Diversity Rising Part 2: 9  
Ways to Experience  
Nature, Culture and the  
Arts in Bentonville**

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For more information to plan your trip, including events, more dining options and more, visit <https://www.outerbanks.org/>. You can also travel there virtually by following along on [Facebook](#), [Twitter](#) and [Instagram](#)

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## Sucheta Rawal

