



# Dare County Tourism Board Meeting

Thursday, January 19, 2023  
9:00 a.m.

Curtis H. Creech Boardroom  
Outer Banks Visitors Bureau Administrative Offices  
One Visitors Center Circle  
Manteo, NC 27954

# 2023 Dare County Tourism Board

## Representing

## Name

Town of Duck

Councilwoman Monica Thibodeau

Town of Southern Shores

Councilman Leo Holland

Town of Kitty Hawk

Councilman David Hines

Town of Kill Devil Hills

Commissioner Ivy Ingram

Town of Nags Head

Mayor Pro Tem Mike Siers

Town of Manteo

Commissioner Tod Clissold

Dare County Commissioners

Commissioner Ervin Bateman

Outer Banks Chamber of Commerce

Richard Hess

Outer Banks Association of REALTORS®

Gray Berryman

Outer Banks Restaurant Association

Mark Ballog

Outer Banks Hotel/Motel Association

Tonia Cohen

Hatteras Island At Large

Dennis Robinson

Member At Large

Tim Cafferty

DARE COUNTY TOURISM BOARD MEETING  
THURSDAY, JANUARY 19, 2023  
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. Swearing in of New Directors
- IV. Election of Officers
  - 1. Slate of Candidates for the 2023 Dare County Tourism Board Steering Committee
- V. Approval of Agenda
- VI. Approval of Minutes from the December 15, 2022 Meeting
- VII. Public Comments
- VIII. Budget & Finance Report
- IX. Outer Banks Visitors Bureau Updates
- X. Old Business
- XI. New Business
- XII. Board Member Comments
- XIII. Set:
  - 1. Meeting Schedule for 2023
  - 2. Date, Time, and Place of Next Meeting
- XIV. Adjournment

# 2023 Dare County Tourism Board Proposed Slate of Candidates

Chair

Tim Cafferty

Vice Chair

Monica Thibodeau

Treasurer

Ervin Bateman

Asst. Treasurer

Ivy Ingram

Secretary

David Hines

**RECORD OF MINUTES  
DARE COUNTY TOURISM BOARD  
THURSDAY, DECEMBER 15, 2022**

**9:00 A.M.**

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

**ATTENDING:**

Tim Cafferty, Chair; Ervin Bateman, Treasurer; Ivy Ingram, Assistant Treasurer; Jamie Chisholm, Secretary; Mark Ballog, Gray Berryman, Bambos Charalambous, Leo Holland, Dennis Robinson, Mike Siers, and Jay Wheless, Legal Counsel.

**EXCUSED ABSENCE:** Monica Thibodeau, Vice Chair; David Hines, and Bobby Owens.

**STAFF:**

Lee Nettles, Executive Director  
Diane Bognich, Director of Administration  
Amy Wood, Clerk to the Board/Administrative Specialist  
Aaron Tuell, Public Relations Manager

**OTHERS ATTENDING:** Luke Halton, The OBX Way; Wally Overman, Dare County Commissioners; Patty O’Sullivan, Dare County Veteran’s Affairs Administrator; Anthony Imperiale, Ellen Aidock, and Richard Probst, Dare County Veteran’s Advisory Council; Theresa Armendarez, Elizabethan Gardens; Debbie Luke and Kathy Sparrow, Outer Banks Sporting Events.

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

**APPROVAL OF AGENDA:** Mr. Holland moved to approve the agenda. Second by Mr. Charalambous. There was no discussion. The motion passed unanimously (10-0).

**APPROVAL OF MINUTES:** Ms. Ingram moved to approve the meeting minutes from November 17, 2022 meeting. Second by Ms. Chisholm. There was no discussion. The motion passed unanimously (10-0).

**PUBLIC COMMENTS:** Theresa Armendarez provided an update on WinterLights at Elizabethan Gardens. Debbie Luke and Kathy Sparrow reviewed the OBX Half Marathon and Marathon participation. Luke Halton introduced the new walking trail, Jockey’s Trail.

**PRESENTATIONS:** Wally Overman and Patty O’Sullivan gave a presentation on The Wall That Heals, which will be on display at the Soundside Event Site in November 2023.

John DeLucia and Chris Nason updated the Board on the progress of permits and design of the boardwalk at the Soundside Event Site.

Jonathan Dail presented the Fiscal Year 2021-2022 Audit. The Board received an unmodified opinion. Following review, Mr. Bateman moved to accept the Fiscal Year 2021-2022 Audit. Second by Mr. Holland. There was no discussion. The motion passed unanimously (10-0).

**CHAIRMAN’S REPORT:** The Chair noted past and upcoming town hall presentations. Outgoing members were recognized and spoke about their time on the Board.

Jamie Chisholm was excused at 10:00 a.m.

**BUDGET AND FINANCE REPORT:** Mr. Bateman reviewed the meals and occupancy receipts received. Receipts for fiscal year 2022-2023 are up 6.68% compared to 2021-2022 actual receipts.

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

- The 2022 Dare County State of Tourism newsletter
- 2023 Official Outer Banks Travel Guide
- Reviewed new marketing effort ‘Raw OBX’ and shared new commercial
- Marketing Dashboard and visitation figures
- Reviewed Group Sales recent missions

Aaron Tuell reviewed recent media efforts.

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

**NEW BUSINESS:** The Chair noted that the Steering Committee reviewed and denied two grant requests that did not fit the guidelines. The recipients were notified and understood.

**BOARD MEMBER COMMENTS:** The Chair reminded the Board of the upcoming 119<sup>th</sup> Celebration of Flight on December 17<sup>th</sup>.

Mr. Holland noted the recent hearing in the Mid Currituck Bridge lawsuit and briefly discussed the beach nourishment efforts in Southern Shores.

Mr. Ballog noted the four restaurants who are participating in the Christmas theme program.

Mr. Robinson noted that Hatteras Island is seeing meals and occupancy flattening out.

Mr. Berryman noted a new President for the Outer Banks Association of Realtors and noted that house sales, and building permits, were still strong.

Mr. Charalambous thanked the Board for all their efforts and hard work.

Mr. Bateman noted the County Commissioners continue to work on essential housing.

**SET DATE, TIME, AND PLACE OF NEXT MEETING:** The next meeting is scheduled for 9:00 a.m. on Thursday, January 19, 2023, at the Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC.

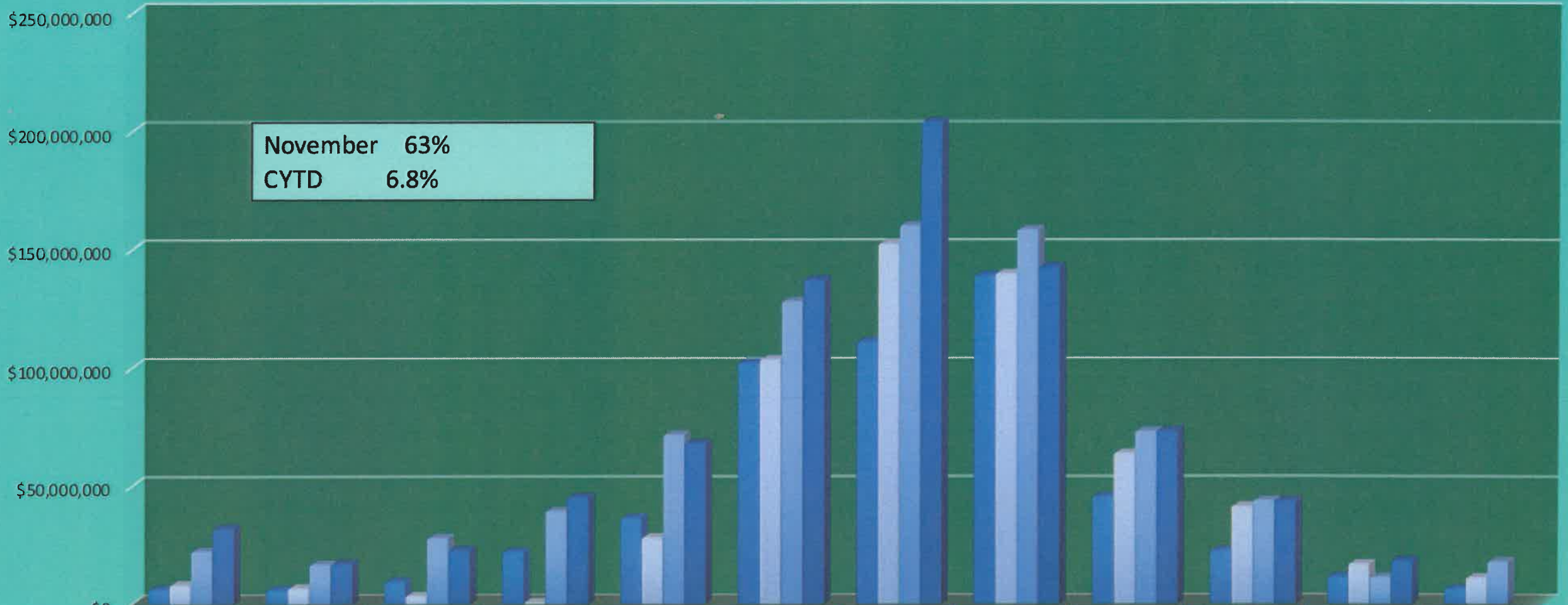
The meeting adjourned at 10:39 a.m.

**ATTESTED:**

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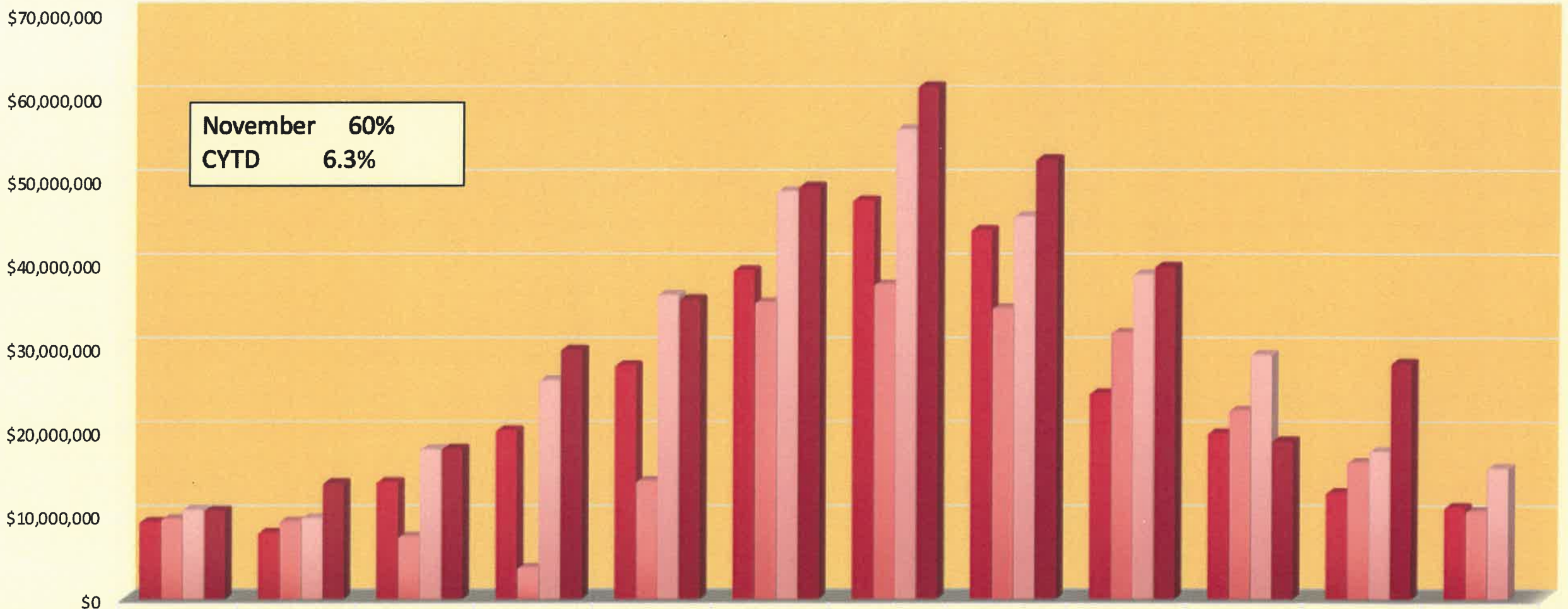
Clerk, Dare County Tourism Board

## Occupancy Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2019	6,272,045	6,004,609	9,370,541	22,183,138	36,428,842	102,003,266	110,890,945	138,805,084	45,403,850	22,618,642	11,523,953	6,505,201
2020	8,223,680	6,788,236	3,538,436	715,316	28,192,673	103,467,906	152,256,684	139,737,864	63,775,711	41,364,509	17,053,031	11,266,628
2021	22,515,577	16,833,409	28,050,784	39,424,885	71,629,217	127,947,319	159,994,974	158,280,320	73,112,498	43,787,109	11,394,032	18,096,294
2022	32,129,068	17,071,361	22,897,441	45,219,347	67,998,385	136,993,703	203,794,691	142,641,161	73,185,366	43,568,138	18,554,321	

## Meals Collections



**November 60%**  
**CYTD 6.3%**

	January	February	March	April	May	June	July	August	September	October	November	December
2019	9,232,116	7,938,346	13,993,067	20,152,467	27,895,551	39,212,117	47,545,995	44,023,260	24,552,170	19,796,005	12,708,341	10,994,527
2020	9,567,693	9,280,396	7,466,202	3,749,728	14,079,809	35,377,812	37,531,226	34,686,508	31,758,793	22,495,453	16,322,421	10,519,542
2021	10,669,210	9,647,064	17,851,725	26,101,925	36,273,162	48,603,545	55,983,285	45,615,512	38,713,169	29,131,584	17,621,266	15,637,654
2022	10,601,001	13,854,379	17,964,701	29,762,315	35,766,126	49,188,354	61,144,299	52,469,499	39,658,009	18,866,693	28,176,947	



**BUDGET & FINANCE PROJECTIONS  
OCCUPANCY & MEALS FY 2022-2023**

FISCAL YEAR		PROJECTED	ACTUAL	+/- \$	+/- %
		FY 22-23	FY 22-23		
<i>JUNE EARNED</i>	<b>OCCUPANCY</b>	\$1,031,750.00	\$1,366,625.62	\$334,875.62	32.46%
<u>JULY RECEIVED</u>	<b>MEALS</b>	<u>\$338,295.00</u>	<u>\$486,160.01</u>	<u>\$147,865.01</u>	<u>43.71%</u>
		\$1,370,045.00	\$1,852,785.63	\$482,740.63	35.24%
<i>JULY EARNED</i>	<b>OCCUPANCY</b>	\$1,330,745.00	\$2,025,876.87	\$695,131.87	52.24%
<u>AUGUST RECEIVED</u>	<b>MEALS</b>	<u>\$391,845.00</u>	<u>\$597,289.43</u>	<u>\$205,444.43</u>	<u>52.43%</u>
		\$1,722,590.00	\$2,623,166.30	\$900,576.30	52.28%
<i>AUGUST EARNED</i>	<b>OCCUPANCY</b>	\$1,257,920.00	\$1,434,166.40	\$176,246.40	14.01%
<u>SEPT RECEIVED</u>	<b>MEALS</b>	<u>\$371,790.00</u>	<u>\$496,883.38</u>	<u>\$125,093.38</u>	<u>33.65%</u>
		\$1,629,710.00	\$1,931,049.78	\$301,339.78	18.49%
<i>SEPTEMBER EARNED</i>	<b>OCCUPANCY</b>	\$493,540.00	\$725,052.86	\$231,512.86	46.91%
<u>OCT RECEIVED</u>	<b>MEALS</b>	<u>\$251,510.00</u>	<u>\$398,737.51</u>	<u>\$147,227.51</u>	<u>58.54%</u>
		\$745,050.00	\$1,123,790.37	\$378,740.37	50.83%
<i>OCTOBER EARNED</i>	<b>OCCUPANCY</b>	\$233,310.00	\$433,387.04	\$200,077.04	85.76%
<u>NOV RECEIVED</u>	<b>MEALS</b>	<u>\$192,925.00</u>	<u>\$162,642.84</u>	<u>(\$30,282.16)</u>	<u>-15.70%</u>
		\$426,235.00	\$596,029.88	\$169,794.88	39.84%
<i>NOVEMBER EARNED</i>	<b>OCCUPANCY</b>	\$102,575.00	\$185,251.27	\$82,676.27	80.60%
<u>DEC RECEIVED</u>	<b>MEALS</b>	<u>\$122,550.00</u>	<u>\$300,138.52</u>	<u>\$177,588.52</u>	<u>144.91%</u>
		\$225,125.00	\$485,389.79	\$260,264.79	115.61%
<i>DECEMBER EARNED</i>	<b>OCCUPANCY</b>	\$65,545.00	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	<b>MEALS</b>	<u>\$97,265.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$162,810.00	\$0.00	\$0.00	0.00%
<i>JANUARY EARNED</i>	<b>OCCUPANCY</b>	\$85,170.00	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	<b>MEALS</b>	<u>\$82,190.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$167,360.00	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	<b>OCCUPANCY</b>	\$61,895.00	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	<b>MEALS</b>	<u>\$84,315.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$146,210.00	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	<b>OCCUPANCY</b>	\$93,850.00	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	<b>MEALS</b>	<u>\$123,685.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$217,535.00	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	<b>OCCUPANCY</b>	\$250,790.00	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	<b>MEALS</b>	<u>\$190,715.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$441,505.00	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>	<b>OCCUPANCY</b>	\$312,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	<b>MEALS</b>	<u>\$229,700.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$541,700.00	\$0.00	\$0.00	0.00%
<b>TOTALS</b>	<b>OCCUPANCY</b>	<b>\$4,449,840.00</b>	<b>\$6,170,360.06</b>	<b>\$1,720,520.06</b>	<b>38.66%</b>
<b>TO-DATE</b>	<b>MEALS</b>	<b><u>\$1,668,915.00</u></b>	<b><u>\$2,441,851.69</u></b>	<b><u>\$772,936.69</u></b>	<b><u>46.31%</u></b>
		<b>\$6,118,755.00</b>	<b>\$8,612,211.75</b>	<b>\$2,493,456.75</b>	<b>40.75%</b>
<b>TOTAL</b>	<b>OCCUPANCY</b>	<b>\$5,319,090.00</b>			
<b>PROJECTED</b>	<b>MEALS</b>	<b><u>\$2,476,785.00</u></b>			
<b>2022-2023</b>		<b>\$7,795,875.00</b>			

CALENDAR YEAR RECEIPTS 2020-2021		ACTUAL 2021	ACTUAL 2022	+/- \$	+/- %
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	<b>OCCUPANCY</b>	\$99,622.05	\$191,666.48	\$92,044.43	92.39%
	<b>MEALS</b>	<u>\$129,244.28</u>	<u>\$172,557.93</u>	<u>\$43,313.65</u>	<u>33.51%</u>
		\$228,866.33	\$364,224.41	\$135,358.08	59.14%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	<b>OCCUPANCY</b>	\$221,256.93	\$320,768.60	\$99,511.67	44.98%
	<b>MEALS</b>	<u>\$96,377.22</u>	<u>\$93,580.41</u>	<u>(\$2,796.81)</u>	<u>-2.90%</u>
		\$317,634.15	\$414,349.01	\$96,714.86	30.45%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	<b>OCCUPANCY</b>	\$167,212.81	\$170,200.72	\$2,987.91	1.79%
	<b>MEALS</b>	<u>\$92,066.71</u>	<u>\$131,328.38</u>	<u>\$39,261.67</u>	<u>42.64%</u>
		\$259,279.52	\$301,529.10	\$42,249.58	16.29%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	<b>OCCUPANCY</b>	\$277,701.44	\$229,960.99	(\$47,740.45)	-17.19%
	<b>MEALS</b>	<u>\$179,713.69</u>	<u>\$176,838.05</u>	<u>(\$2,875.64)</u>	<u>-1.60%</u>
		\$457,415.13	\$406,799.04	(\$50,616.09)	-11.07%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	<b>OCCUPANCY</b>	\$395,352.18	\$451,019.43	\$55,667.25	14.08%
	<b>MEALS</b>	<u>\$259,174.72</u>	<u>\$284,410.03</u>	<u>\$25,235.31</u>	<u>9.74%</u>
		\$654,526.90	\$735,429.46	\$80,902.56	12.36%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	<b>OCCUPANCY</b>	\$709,401.52	\$679,226.62	(\$30,174.90)	-4.25%
	<b>MEALS</b>	<u>\$359,081.49</u>	<u>\$344,507.94</u>	<u>(\$14,573.55)</u>	<u>-4.06%</u>
		\$1,068,483.01	\$1,023,734.56	(\$44,748.45)	-4.19%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	<b>OCCUPANCY</b>	\$1,276,821.42	\$1,366,625.62	\$89,804.20	7.03%
	<b>MEALS</b>	<u>\$484,564.78</u>	<u>\$486,160.01</u>	<u>\$1,595.23</u>	<u>0.33%</u>
		\$1,761,386.20	\$1,852,785.63	\$91,399.43	5.19%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	<b>OCCUPANCY</b>	\$1,592,749.50	\$2,025,876.87	\$433,127.37	27.19%
	<b>MEALS</b>	<u>\$556,560.43</u>	<u>\$597,289.43</u>	<u>\$40,729.00</u>	<u>7.32%</u>
		\$2,149,309.93	\$2,623,166.30	\$473,856.37	22.05%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	<b>OCCUPANCY</b>	\$1,592,951.57	\$1,434,166.40	(\$158,785.17)	-9.97%
	<b>MEALS</b>	<u>\$455,773.11</u>	<u>\$496,883.38</u>	<u>\$41,110.27</u>	<u>9.02%</u>
		\$2,048,724.68	\$1,931,049.78	(\$117,674.90)	-5.74%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	<b>OCCUPANCY</b>	\$717,839.65	\$725,052.86	\$7,213.21	1.00%
	<b>MEALS</b>	<u>\$381,874.96</u>	<u>\$398,737.51</u>	<u>\$16,862.55</u>	<u>4.42%</u>
		\$1,099,714.61	\$1,123,790.37	\$24,075.76	2.19%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	<b>OCCUPANCY</b>	\$437,385.81	\$433,387.04	(\$3,998.77)	-0.91%
	<b>MEALS</b>	<u>\$283,579.71</u>	<u>\$162,642.84</u>	<u>(\$120,936.87)</u>	<u>-42.65%</u>
		\$720,965.52	\$596,029.88	(\$124,935.64)	-17.33%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	<b>OCCUPANCY</b>	\$103,833.12	\$185,251.27	\$81,418.15	78.41%
	<b>MEALS</b>	<u>\$144,517.86</u>	<u>\$300,138.52</u>	<u>\$155,620.66</u>	<u>107.68%</u>
		\$248,350.98	\$485,389.79	\$237,038.81	95.45%
<i>TOTAL TO DATE</i>					
Total To Date	<b>OCCUPANCY</b>	\$7,592,128.00	\$8,213,202.90	\$621,074.90	8.18%
	<b>Meals</b>	<u>\$3,422,528.96</u>	<u>\$3,645,074.43</u>	<u>\$222,545.47</u>	<u>6.50%</u>
		\$11,014,656.96	\$11,858,277.33	\$843,620.37	7.66%
<i>TOTAL FOR YEAR</i>					
Total for Year	<b>OCCUPANCY</b>	<u>\$7,592,128.00</u>			
	<b>MEALS</b>	<u>\$3,422,528.96</u>			
		\$11,014,656.96			

## OCCUPANCY &amp; MEALS FY 2022-2023

## ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 21-22	ACTUAL FY 22-23	+/- \$	+/- %
<i>JUNE EARNED</i>	<b>OCCUPANCY</b>	\$1,276,821.42	\$1,366,625.62	\$89,804.20	7.03%
<u>JULY RECEIVED</u>	<b>MEALS</b>	<u>\$484,564.78</u>	<u>\$486,160.01</u>	<u>\$1,595.23</u>	<u>0.33%</u>
		\$1,761,386.20	\$1,852,785.63	\$91,399.43	5.19%
<i>JULY EARNED</i>	<b>OCCUPANCY</b>	\$1,592,749.50	\$2,025,876.87	\$433,127.37	27.19%
<u>AUGUST RECEIVED</u>	<b>MEALS</b>	<u>\$556,560.43</u>	<u>\$597,289.43</u>	<u>\$40,729.00</u>	<u>7.32%</u>
		\$2,149,309.93	\$2,623,166.30	\$473,856.37	22.05%
<i>AUGUST EARNED</i>	<b>OCCUPANCY</b>	\$1,592,951.57	\$1,434,166.40	(\$158,785.17)	-9.97%
<u>SEPT RECEIVED</u>	<b>MEALS</b>	<u>\$455,773.11</u>	<u>\$496,883.38</u>	<u>\$41,110.27</u>	<u>9.02%</u>
		\$2,048,724.68	\$1,931,049.78	(\$117,674.90)	-5.74%
<i>SEPTEMBER EARNED</i>	<b>OCCUPANCY</b>	\$717,839.65	\$725,052.86	\$7,213.21	1.00%
<u>OCT RECEIVED</u>	<b>MEALS</b>	<u>\$381,874.96</u>	<u>\$398,737.51</u>	<u>\$16,862.55</u>	<u>4.42%</u>
		\$1,099,714.61	\$1,123,790.37	\$24,075.76	2.19%
<i>OCTOBER EARNED</i>	<b>OCCUPANCY</b>	\$437,385.81	\$433,387.04	(\$3,998.77)	-0.91%
<u>NOV RECEIVED</u>	<b>MEALS</b>	<u>\$283,579.71</u>	<u>\$162,642.84</u>	<u>(\$120,936.87)</u>	<u>-42.65%</u>
		\$720,965.52	\$596,029.88	(\$124,935.64)	-17.33%
<i>NOVEMBER EARNED</i>	<b>OCCUPANCY</b>	\$103,833.12	\$185,251.27	\$81,418.15	78.41%
<u>DEC RECEIVED</u>	<b>MEALS</b>	<u>\$144,517.86</u>	<u>\$300,138.52</u>	<u>\$155,620.66</u>	<u>107.68%</u>
		\$248,350.98	\$485,389.79	\$237,038.81	95.45%
<i>DECEMBER EARNED</i>	<b>OCCUPANCY</b>	\$191,666.48	\$0.00	\$0.00	0.00%
<u>JAN RECEIVED</u>	<b>MEALS</b>	<u>\$172,557.93</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$364,224.41	\$0.00	\$0.00	0.00%
<i>JANUARY EARNED</i>	<b>OCCUPANCY</b>	\$320,768.60	\$0.00	\$0.00	0.00%
<u>FEB RECEIVED</u>	<b>MEALS</b>	<u>\$93,580.41</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$414,349.01	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>	<b>OCCUPANCY</b>	\$170,200.72	\$0.00	\$0.00	0.00%
<u>MARCH RECEIVED</u>	<b>MEALS</b>	<u>\$131,328.38</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$301,529.10	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>	<b>OCCUPANCY</b>	\$229,960.99	\$0.00	\$0.00	0.00%
<u>APRIL RECEIVED</u>	<b>MEALS</b>	<u>\$176,838.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$406,798.99	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>	<b>OCCUPANCY</b>	\$451,019.43	\$0.00	\$0.00	0.00%
<u>MAY RECEIVED</u>	<b>MEALS</b>	<u>\$284,410.03</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$735,429.46	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>	<b>OCCUPANCY</b>	\$679,226.62	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	<b>MEALS</b>	<u>\$344,507.94</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,023,734.56	\$0.00	\$0.00	0.00%
<b>TOTAL TO DATE</b>	<b>OCCUPANCY</b>	<b>\$5,721,581.07</b>	<b>\$6,170,360.06</b>	<b>\$448,778.99</b>	<b>7.84%</b>
	<b>MEALS</b>	<b><u>\$2,306,870.85</u></b>	<b><u>\$2,441,851.69</u></b>	<b><u>\$134,980.84</u></b>	<b><u>5.85%</u></b>
		<b>\$8,028,451.92</b>	<b>\$8,612,211.75</b>	<b>\$583,759.83</b>	<b>7.27%</b>
<b>TOTAL</b>	<b>OCCUPANCY</b>	<b>\$7,764,423.91</b>			
<b>ACTUAL</b>	<b>MEALS</b>	<b><u>\$3,510,093.54</u></b>			
<b>2021-2022</b>		<b>\$11,274,517.45</b>			

**Dare County Gross Collections on Retail Sales**

	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>Variance 2022-2021</b>	<b>Percent Change</b>
<b>January</b>	5,359,454	4,657,080	3,809,146	3,518,081	3,585,781	3,246,772	702,374	15.08%
<b>February</b>	5,088,542	4,749,304	3,323,370	3,026,989	2,738,341	2,728,504	339,238	7.14%
<b>March</b>	4,719,805	4,162,193	3,077,829	2,831,112	2,829,152	2,812,630	557,612	13.40%
<b>April</b>	6,393,489	6,474,307	3,465,302	4,266,897	3,948,431	3,729,748	-80,818	-1.25%
<b>May</b>	9,057,618	7,933,574	2,728,392	5,501,100	4,861,088	5,084,042	1,124,044	14.17%
<b>June</b>	10,023,252	10,165,581	5,686,714	7,096,777	6,558,353	6,355,380	-142,329	-1.40%
<b>July</b>	15,463,045	14,146,535	12,370,251	11,321,288	10,815,908	10,038,975	1,316,510	9.31%
<b>August</b>	17,642,098	16,810,430	13,794,215	13,178,541	12,870,106	12,961,419	831,668	4.95%
<b>September</b>	15,470,465	14,558,020	12,478,041	11,799,596	10,996,721	10,694,311	912,445	6.27%
<b>October</b>	10,371,192	10,366,595	9,103,596	6,834,818	6,542,087	7,181,012	4,597	0.04%
<b>November</b>		7,717,041	6,925,862	5,191,614	4,932,146	4,698,891	0	0.00%
<b>December</b>		5,741,952	5,029,105	3,874,539	3,719,123	3,759,730	0	0.00%
<b>YTD</b>	99,588,960	94,023,619	69,836,856	69,375,199	65,745,968	64,832,793	5,565,341	5.92%
<b>TOTAL</b>	99,588,960	107,482,612	81,791,823	78,441,352	74,397,237	73,291,414		
<b>YTD % Change</b>	5.92%	34.63%	0.67%	5.52%	1.41%	23.62%		
<b>Total % Change</b>	5.92%	31.41%	4.27%	5.44%	1.51%	8.94%		

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Outer Banks Visitors Bureau Gross Occupancy Summary 2009-2022														
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
January	32,129,068	22,515,577	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787
February	17,071,361	16,833,409	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381
March	22,897,441	28,050,784	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488
April	45,219,347	39,424,885	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765
May	67,998,385	71,629,217	28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610
June	136,993,703	127,947,319	103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695
July	203,794,691	159,994,974	152,256,684	110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664	111,091,066	110,207,729	101,783,465	87,373,542
August	142,641,161	158,280,320	139,737,864	138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506	87,953,893	90,043,386	93,084,681	96,469,017
September	73,185,366	73,112,498	63,775,711	45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607	39,568,193	36,023,228	34,282,276	34,425,803
October	43,568,138	43,787,109	41,364,509	22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451	16,062,554	16,934,908	17,000,119	15,129,892
November	18,554,321	11,394,032	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
December		18,096,294	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
<b>YTD Total</b>	<b>804,052,982</b>	<b>752,970,124</b>	<b>565,114,046</b>	<b>511,504,915</b>	<b>491,710,165</b>	<b>474,504,085</b>	<b>449,385,780</b>	<b>432,133,774</b>	<b>411,164,718</b>	<b>392,277,498</b>	<b>382,124,874</b>	<b>367,343,308</b>	<b>354,464,649</b>	<b>339,997,484</b>
<b>Total</b>	<b>804,052,982</b>	<b>771,066,418</b>	<b>576,380,674</b>	<b>518,010,116</b>	<b>496,416,513</b>	<b>479,320,053</b>	<b>453,010,111</b>	<b>435,632,264</b>	<b>414,223,398</b>	<b>396,724,329</b>	<b>385,182,596</b>	<b>370,289,918</b>	<b>356,845,997</b>	<b>343,650,773</b>
<b>YTD % Change</b>	<b>6.78%</b>	<b>33.24%</b>	<b>10.48%</b>	<b>4.03%</b>	<b>3.63%</b>	<b>5.59%</b>	<b>3.99%</b>	<b>5.10%</b>	<b>4.81%</b>	<b>2.66%</b>	<b>4.02%</b>	<b>3.63%</b>	<b>4.26%</b>	<b>-1.79%</b>
<b>Total % Change</b>	<b>6.78%</b>	<b>33.78%</b>	<b>11.27%</b>	<b>4.35%</b>	<b>3.57%</b>	<b>5.81%</b>	<b>3.99%</b>	<b>5.17%</b>	<b>4.41%</b>	<b>3.00%</b>	<b>4.02%</b>	<b>3.77%</b>	<b>3.84%</b>	<b>-1.78%</b>
<b>Month Increase/Decrease (Increase/Decrease)/Qtr</b>	<b>62.84%</b>	<b>-33.18%</b>	<b>47.98%</b>	<b>15.64%</b>	<b>-7.16%</b>	<b>17.54%</b>	<b>20.58%</b>	<b>10.19%</b>	<b>12.35%</b>	<b>1.31%</b>	<b>-11.13%</b>	<b>-3.78%</b>	<b>5.27%</b>	<b>4.95%</b>
<b>Qtr 1 (Dec-Feb)</b>	<b>32.96%</b>	<b>135.23%</b>	<b>26.70%</b>	<b>-0.90%</b>	<b>9.19%</b>	<b>17.33%</b>	<b>8.66%</b>	<b>2.32%</b>	<b>8.75%</b>	<b>5.87%</b>	<b>5.68%</b>	<b>-6.13%</b>	<b>4.15%</b>	<b>4.87%</b>
<b>Qtr 2 (Mar-May)</b>	<b>-2.15%</b>	<b>328.72%</b>	<b>-52.27%</b>	<b>12.60%</b>	<b>2.35%</b>	<b>15.33%</b>	<b>6.78%</b>	<b>3.08%</b>	<b>15.45%</b>	<b>-6.38%</b>	<b>8.60%</b>	<b>13.16%</b>	<b>-4.71%</b>	<b>3.99%</b>
<b>Qtr 3 (June-Aug)</b>	<b>8.34%</b>	<b>12.84%</b>	<b>12.44%</b>	<b>4.13%</b>	<b>4.76%</b>	<b>3.09%</b>	<b>12.44%</b>	<b>2.94%</b>	<b>3.61%</b>	<b>3.08%</b>	<b>5.37%</b>	<b>3.63%</b>	<b>2.45%</b>	<b>-5.14%</b>
<b>Qtr 4 (Sept-Nov)</b>	<b>5.47%</b>	<b>4.99%</b>	<b>53.61%</b>	<b>-2.11%</b>	<b>0.26%</b>	<b>7.15%</b>	<b>6.26%</b>	<b>11.38%</b>	<b>7.28%</b>	<b>-3.40%</b>	<b>3.21%</b>	<b>2.41%</b>	<b>3.70%</b>	<b>10.31%</b>
Note: Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020, 2021, 2022														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019, 2020 and 4 weekends in July 2008, 2009, 2015, 2019, 2020														
Hurricane Earl struck on Labor Day weekend in September 2010														
Hurricane Irene struck on August 27, 2011, Hwy 12 reopens October 11														
For September 2011, a business reported negative because they returned money to guests unable to make it due to Irene. Approximately \$87,000 revenue reported in September was for August														
For June 2007, 2012, 2013, 2018 & 2019, there were 5 weekends and four in July 2007, 2012, 2013, 2018 & 2019														
Hurricane Sandy struck on October 27, 2012, Hwy 12 in KH is closed for a week, Hwy 12 on Hatteras reopens December 20														
Hurricane Arthur struck on July 4, 2014.														
For September 2015, the county received a settlement of gross OTC funds in the amount of approximately \$2,100,000.														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered, but flooding occurred.														
For September 2018, a business reported duplicate filings in the amount of \$337,882 and was issued a refund.														
For April 2019, a business reported back filings in Manteo B&B of approximately \$670,000														
For August 2019, approximately \$19.3 million is attributable to July. About \$18 million is real estate and \$926,000 hotel/motel. If added to July, July is a decrease of about 3% and August an increase of about 10%														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Reopen May 16, 2020														
For July 2021, there is \$12,000,000 in gross receipts that were received late and will be posted in August 2021. Adding the additional revenue is a monthly increase of 13% for July. Adjusted August would be an increase of 4.7%														
For December 2021, there is \$7,600,000 in gross receipts that were late and should be November 2021 receipts. Adding the additional revenue is a monthly increase of 11% for November. Adjusted December would be a decrease of 7%														
For March 2022, B&B reported gross sales of \$86,862, however, there were prior year adjustments for AirBNB double payments of -\$93,356 so March shows a net negative figure														

Outer Banks Visitors Bureau Gross Meals Summary 2009-2022														
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
January	10,601,001	10,669,210	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193
February	13,854,379	9,647,064	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828
March	17,964,701	17,851,725	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099
April	29,762,315	26,101,925	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914
May	35,766,126	36,273,162	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550
June	49,188,354	48,603,545	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095
July	61,144,299	55,983,285	37,531,226	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202
August	52,469,499	45,615,512	34,686,508	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408
September	39,658,009	38,713,169	31,758,793	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780
October	18,866,693	29,131,584	22,495,453	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255
November	28,176,947	17,621,266	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
December		15,637,654	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
<b>YTD Total</b>	<b>357,452,323</b>	<b>336,211,447</b>	<b>222,315,841</b>	<b>267,049,435</b>	<b>247,642,349</b>	<b>246,912,946</b>	<b>233,786,094</b>	<b>228,445,711</b>	<b>217,028,746</b>	<b>206,958,964</b>	<b>201,630,584</b>	<b>183,476,001</b>	<b>181,798,651</b>	<b>178,807,799</b>
<b>Total</b>	<b>357,452,323</b>	<b>351,849,101</b>	<b>232,835,383</b>	<b>278,043,962</b>	<b>257,312,595</b>	<b>257,097,185</b>	<b>242,835,427</b>	<b>236,779,616</b>	<b>224,931,142</b>	<b>213,797,971</b>	<b>208,655,656</b>	<b>190,867,107</b>	<b>187,781,957</b>	<b>184,931,353</b>
<b>YTD % Change</b>	<b>6.32%</b>	<b>51.23%</b>	<b>-16.75%</b>	<b>7.84%</b>	<b>0.30%</b>	<b>5.61%</b>	<b>2.34%</b>	<b>5.26%</b>	<b>4.87%</b>	<b>2.64%</b>	<b>9.89%</b>	<b>0.92%</b>	<b>1.67%</b>	<b>0.08%</b>
<b>Total % Change</b>	<b>6.32%</b>	<b>51.11%</b>	<b>-16.26%</b>	<b>8.06%</b>	<b>0.08%</b>	<b>5.87%</b>	<b>2.56%</b>	<b>5.27%</b>	<b>5.21%</b>	<b>2.46%</b>	<b>9.32%</b>	<b>1.64%</b>	<b>1.54%</b>	<b>-0.10%</b>
<b>Month Increase/(Decrease) Increase(Decrease)/Qtr</b>	<b>59.90%</b>	<b>7.96%</b>	<b>28.44%</b>	<b>2.09%</b>	<b>5.82%</b>	<b>-0.69%</b>	<b>9.59%</b>	<b>9.59%</b>	<b>7.66%</b>	<b>6.06%</b>	<b>0.58%</b>	<b>-2.66%</b>	<b>6.32%</b>	<b>3.16%</b>
<b>Qtr 1 (Dec-Feb)</b>	<b>30.02%</b>	<b>3.33%</b>	<b>11.18%</b>	<b>7.81%</b>	<b>3.46%</b>	<b>7.07%</b>	<b>3.52%</b>	<b>11.10%</b>	<b>4.86%</b>	<b>-3.44%</b>	<b>15.35%</b>	<b>2.18%</b>	<b>-8.46%</b>	<b>-4.16%</b>
<b>Qtr 2 (Mar-May)</b>	<b>4.07%</b>	<b>217.16%</b>	<b>-59.23%</b>	<b>11.84%</b>	<b>-1.40%</b>	<b>11.10%</b>	<b>4.66%</b>	<b>4.14%</b>	<b>6.03%</b>	<b>-1.82%</b>	<b>11.12%</b>	<b>5.67%</b>	<b>2.23%</b>	<b>-3.45%</b>
<b>Qtr 3 (June-Aug)</b>	<b>8.39%</b>	<b>39.60%</b>	<b>-17.73%</b>	<b>6.91%</b>	<b>4.12%</b>	<b>1.95%</b>	<b>2.03%</b>	<b>4.23%</b>	<b>3.29%</b>	<b>3.77%</b>	<b>10.33%</b>	<b>-1.18%</b>	<b>3.25%</b>	<b>-1.69%</b>
<b>Qtr 4 (Sept-Nov)</b>	<b>1.45%</b>	<b>21.10%</b>	<b>23.70%</b>	<b>3.49%</b>	<b>-5.19%</b>	<b>8.17%</b>	<b>0.86%</b>	<b>7.68%</b>	<b>6.19%</b>	<b>5.98%</b>	<b>7.49%</b>	<b>0.28%</b>	<b>1.05%</b>	<b>7.46%</b>
Note: For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020, 2021, 2022														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														
For July 2021, about \$1,900,000 was reported in July from August 2019 through June 2021.														
For February 2022, Manteo reported \$299,500 and KDH reported \$1,492,000 in prior years gross sales. Adjusted it is a 25.0% increase over Feb 2021														
For November 2022, Manteo reported \$875,023 in prior year sales and \$865,847 in prior months sales. Also, there were \$8,932,515 in October sales reported in November. Adjusted November is .06% lower and October is 4.6%														

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	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	9,991	21,848	18,954	69,721	33,385	56,934	149,040	101,762	197,792	177,093	77,827	57,144	60,734	73,666	65,334
February	36,814	143,923	27,050	54,287	88,113	69,405	79,720	89,994	183,108	180,687	97,209	54,050	55,880	87,169	71,244
March	65,753	85,386	29,171	136,583	-6,494	186,658	249,522	63,921	692,174	414,682	184,588	160,084	65,539	206,483	136,291
April	140,738	877,315	9,994	259,204	260,362	450,715	587,966	1,930	1,235,799	1,294,819	321,223	365,960	48,233	404,682	326,574
May	329,396	309,416	91,397	282,278	285,411	864,675	990,995	1,130,609	1,918,384	1,046,309	607,239	600,680	254,673	565,909	530,590
June	263,476	417,010	351,108	570,964	330,644	1,666,397	1,830,953	2,412,414	2,845,176	1,770,185	1,196,072	1,288,613	795,837	919,645	833,391
July	401,465	300,025	363,847	446,262	595,516	1,613,934	1,966,882	2,685,694	3,088,190	1,860,733	1,542,434	1,563,325	1,043,368	1,058,556	1,166,419
August	295,816	369,371	373,764	532,087	383,480	1,232,064	1,510,242	1,588,143	2,216,628	1,415,619	1,296,981	872,728	902,896	902,324	778,232
September	125,217	254,760	278,989	401,958	240,314	803,646	427,073	1,348,600	1,567,213	888,980	557,989	437,579	551,614	608,182	610,925
October	160,079	149,153	155,303	165,873	237,302	349,366	406,219	922,352	1,030,829	438,511	439,412	308,779	493,509	491,572	357,764
November	77,097	74,856	65,719	125,498	77,421	118,727	126,014	355,225	365,096	176,484	201,959	143,147	63,227	145,754	79,095
December	18,684	82,449	106,697	136,248		32,024	59,397	149,223	178,506		91,303	55,559	214,261	90,408	
<i>YTD Totals</i>	<i>1,905,842</i>	<i>3,003,063</i>	<i>1,765,296</i>	<i>3,044,715</i>	<i>2,525,454</i>	<i>7,412,521</i>	<i>8,324,626</i>	<i>10,700,644</i>	<i>15,340,389</i>	<i>9,664,102</i>	<i>6,522,933</i>	<i>5,852,089</i>	<i>4,335,510</i>	<i>5,463,942</i>	<i>4,955,859</i>
<b>Total</b>	<b>1,924,526</b>	<b>3,085,512</b>	<b>1,871,993</b>	<b>3,180,963</b>	<b>2,525,454</b>	<b>7,444,545</b>	<b>8,384,023</b>	<b>10,849,867</b>	<b>15,518,895</b>	<b>9,664,102</b>	<b>6,614,236</b>	<b>5,907,648</b>	<b>4,549,771</b>	<b>5,554,350</b>	<b>4,955,859</b>
Month Increase	-5.12%	-2.91%	-12.21%	90.96%	-38.31%	-2.20%	6.14%	181.89%	2.78%	-51.66%	-1.50%	-29.12%	-55.83%	130.52%	-45.73%
<i>YTD Increase</i>	<b>12.00%</b>	<b>57.57%</b>	<b>-41.22%</b>	<b>72.48%</b>	<b>-17.05%</b>	<b>18.40%</b>	<b>12.30%</b>	<b>28.54%</b>	<b>43.36%</b>	<b>-37.00%</b>	<b>1.08%</b>	<b>-10.28%</b>	<b>-25.92%</b>	<b>26.03%</b>	<b>-9.30%</b>
<b>Total Year Increa</b>	<b>9.14%</b>	<b>60.33%</b>	<b>-39.33%</b>	<b>69.92%</b>		<b>17.99%</b>	<b>12.62%</b>	<b>29.41%</b>	<b>43.03%</b>		<b>0.76%</b>	<b>-10.68%</b>	<b>-22.99%</b>	<b>22.08%</b>	

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Online Trave OTC *	Online Trave OTC *	Online Trave OTC *	Online Travel OTC *	Online Travel OTC *	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies
January	1,257,924	1,301,265	1,437,035	1,748,076	1,643,048	12,750	19,038	18,951	80,549	149,571	5,632,280	4,641,865	6,501,671	20,308,517	30,139,025
February	1,581,432	1,331,764	1,533,776	1,728,750	2,126,093	21,179	21,882	25,687	121,593	228,025	3,299,316	4,283,950	4,958,235	14,641,992	14,518,460
March	3,034,735	2,618,614	1,246,258	3,909,056	3,943,594	46,450	48,950	24,532	456,135	458,768	5,645,680	6,065,892	2,033,390	22,818,135	18,269,896
April	4,790,774	5,082,911	272,368	7,371,174	8,104,880	94,478	129,659	6,532	690,426	970,654	12,073,020	14,912,027	382,791	29,766,955	35,002,625
May	7,657,044	8,296,802	3,148,199	11,955,124	10,324,362	223,246	148,954	188,734	1,201,894	1,151,529	23,236,092	25,901,180	23,445,254	56,477,960	55,576,157
June	11,720,032	11,050,965	11,291,492	17,405,621	16,192,842	373,865	220,076	689,124	1,781,971	1,801,287	79,376,489	86,974,007	88,087,699	105,559,551	117,473,065
July	13,517,098	13,333,255	16,489,187	22,217,201	20,666,774	488,402	280,756	291,105	2,244,007	2,397,468	116,827,701	93,189,170	131,031,173	132,554,585	178,978,115
August	12,441,921	14,094,249	13,307,261	18,448,886	16,657,613	422,935	266,881	244,691	2,161,167	2,079,173	93,023,812	121,424,486	122,944,015	135,457,160	122,930,026
September	5,190,429	6,280,715	9,374,533	11,630,739	11,442,403	127,801	128,596	495,636	1,369,614	1,254,083	41,912,607	37,793,636	51,755,580	58,512,166	59,777,401
October	4,729,167	5,163,907	6,047,939	7,830,739	7,109,786	94,511	76,787	91,603	794,126	637,398	16,607,911	16,375,128	33,435,472	34,110,939	35,292,753
November	2,101,808	1,972,903	1,882,898	2,106,980	3,118,187	35,749	31,815	7,333	8,921	301,371	7,319,364	9,080,251	14,518,005	8,640,528	14,980,559
December	1,255,150	1,413,200	1,833,474	3,253,943		27,148	22,812	50,865	515,173		3,165,578	4,773,626	8,836,444	14,219,918	
<b>YTD Totals</b>	<b>68,022,364</b>	<b>70,527,350</b>	<b>66,030,946</b>	<b>106,352,346</b>	<b>101,329,582</b>	<b>1,941,366</b>	<b>1,373,394</b>	<b>2,083,928</b>	<b>10,910,403</b>	<b>11,429,327</b>	<b>404,954,272</b>	<b>420,641,592</b>	<b>479,093,285</b>	<b>618,848,488</b>	<b>682,938,082</b>
<b>Total</b>	<b>69,277,514</b>	<b>71,940,550</b>	<b>67,864,420</b>	<b>109,606,289</b>	<b>101,329,582</b>	<b>1,968,514</b>	<b>1,396,206</b>	<b>2,134,793</b>	<b>11,425,576</b>	<b>11,429,327</b>	<b>408,119,850</b>	<b>425,415,218</b>	<b>487,929,729</b>	<b>633,068,406</b>	<b>682,938,082</b>

Month Increase	-23.68%	-6.13%	-4.56%	11.90%	47.99%				21.66%	3278.22%	-2.94%	24.06%	59.89%	-40.48%	73.38%
YTD Increase	<b>-6.50%</b>	<b>3.68%</b>	<b>-6.38%</b>	<b>61.06%</b>	<b>-4.72%</b>				<b>423.55%</b>	<b>4.76%</b>	<b>5.25%</b>	<b>3.87%</b>	<b>13.90%</b>	<b>29.17%</b>	<b>10.36%</b>
Total Year Increa	<b>-6.36%</b>	<b>3.84%</b>	<b>-5.67%</b>	<b>61.51%</b>					<b>435.21%</b>		<b>5.22%</b>	<b>4.24%</b>	<b>14.69%</b>	<b>29.75%</b>	

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



Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	Other	Other	Other	Other										
	Rental	Rental	Rental	Rental	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
	Properties**	Properties**	Properties**	Properties**										
January		4,048,599	7,565,248	10,640,444	80,128	100,883	103,524	117,805	71,183	7,115,084	6,272,045	8,223,680	22,515,577	32,129,068
February		3,640,228	8,831,162	9,964,265	121,379	111,202	123,301	138,103	86,764	5,205,555	6,004,609	6,788,236	16,833,409	17,071,361
March		392,302	14,285,652	11,694,833	239,016	191,043	100,157	288,353	139,472	9,356,430	9,370,541	3,538,436	28,050,784	22,897,441
April		54,406	11,899,053	11,767,660	278,446	356,959	0	387,071	230,087	18,054,916	22,183,138	715,316	39,424,885	45,219,347
May		7,959,755	11,894,484	12,431,457	269,937	329,769	122,541	429,562	235,556	32,964,383	36,428,842	28,192,673	71,629,217	67,998,385
June		15,349,447	15,036,636	18,707,648	421,313	441,718	529,356	646,362	393,576	94,643,779	102,003,266	103,467,906	127,947,319	136,993,703
July	9,774,831	14,163,157	18,366,907	22,972,242	488,988	538,288	643,415	630,180	527,134	134,391,620	110,890,945	152,256,684	159,994,974	203,794,691
August	24,094,200	14,432,996	15,236,263	17,820,645	426,743	534,008	621,785	723,235	476,191	108,717,337	138,805,084	139,737,864	158,280,320	142,641,161
September	5,444,607	7,502,538	9,479,100	9,589,739	201,660	210,087	466,395	392,240	225,343	48,791,548	45,403,850	63,775,711	73,112,498	73,185,366
October	3,090,168	5,199,066	6,243,795	5,954,385	217,916	215,456	309,934	157,157	132,022	22,503,851	22,618,642	41,364,509	43,787,109	43,568,138
November	1,659,752	894,605	698,108	4,271,270	146,707	126,782	167,957	10,176	122,575	9,965,662	11,523,953	17,053,031	11,394,032	18,554,321
December	1,465,862	4,304,339	7,063,801		143,609	120,970	126,529	217,271		4,706,348	6,505,201	11,266,628	18,096,294	0
<i>YTD Totals</i>	<i>44,063,558</i>	<i>73,637,099</i>	<i>119,536,408</i>	<i>135,814,588</i>	<i>2,892,233</i>	<i>3,156,195</i>	<i>3,188,365</i>	<i>3,920,244</i>	<i>2,639,903</i>	<i>491,710,165</i>	<i>511,504,915</i>	<i>565,114,046</i>	<i>752,970,124</i>	<i>804,052,982</i>
<b>Total</b>	<b>45,529,420</b>	<b>77,941,438</b>	<b>126,600,209</b>	<b>135,814,588</b>	<b>3,035,842</b>	<b>3,277,165</b>	<b>3,314,894</b>	<b>4,137,515</b>	<b>2,639,903</b>	<b>496,416,513</b>	<b>518,010,116</b>	<b>576,380,674</b>	<b>771,066,418</b>	<b>804,052,982</b>
Month Increase		-46.10%	-21.96%	511.84%	362.33%	-13.58%	32.48%	-93.94%	1104.55%	-7.16%	15.64%	47.98%	-33.18%	62.84%
<i>YTD Increase</i>			<b>62.33%</b>	<b>13.62%</b>	<b>12.66%</b>	<b>9.13%</b>	<b>1.02%</b>	<b>22.95%</b>	<b>-32.66%</b>	<b>3.63%</b>	<b>4.03%</b>	<b>10.48%</b>	<b>33.24%</b>	<b>6.78%</b>
<b>Total Year Increa</b>		<b>71.19%</b>	<b>62.43%</b>		<b>7.34%</b>	<b>7.95%</b>	<b>1.15%</b>	<b>24.82%</b>		<b>3.57%</b>	<b>4.35%</b>	<b>11.27%</b>	<b>33.78%</b>	

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

DARE COUNTY GROSS OCCUPANCY BY DISTRICT																
	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL
AVON	4,351,801	13.5%	1,438,633	8.4%	1,548,272	6.8%	3,161,385	7.0%	4,447,538	6.5%	8,364,110	6.1%	13,359,620	6.6%	9,341,045	6.5%
BUXTON	578,357	1.8%	301,617	1.8%	510,511	2.2%	1,159,347	2.6%	1,612,044	2.4%	2,760,642	2.0%	3,713,099	1.8%	2,846,987	2.0%
COLINGTON	10,745	0.0%	17,110	0.1%	29,495	0.1%	98,804	0.2%	146,390	0.2%	472,648	0.3%	649,152	0.3%	420,045	0.3%
FRISCO	872,393	2.7%	170,480	1.0%	287,880	1.3%	1,016,793	2.2%	1,605,306	2.4%	2,909,307	2.1%	4,229,814	2.1%	3,154,443	2.2%
HATTERAS	2,672,053	8.3%	436,688	2.6%	562,573	2.5%	1,625,048	3.6%	2,720,385	4.0%	5,117,944	3.7%	7,551,954	3.7%	5,692,463	4.0%
KILL DEVIL HILLS	3,868,596	12.0%	3,417,977	20.0%	5,359,587	23.4%	9,600,828	21.2%	13,346,479	19.6%	24,257,897	17.7%	34,215,114	16.8%	24,147,484	16.9%
KITTY HAWK	1,409,809	4.4%	1,572,039	9.2%	2,083,440	9.1%	3,226,455	7.1%	4,864,351	7.2%	9,108,901	6.6%	12,282,838	6.0%	8,945,484	6.3%
MANTEO-TOWN	311,844	1.0%	307,378	1.8%	391,426	1.7%	1,003,774	2.2%	1,396,188	2.1%	1,888,258	1.4%	3,045,682	1.5%	1,975,858	1.4%
NAGS HEAD	5,158,471	16.1%	3,211,258	18.8%	5,165,220	22.6%	10,638,831	23.5%	17,740,091	26.1%	36,400,003	26.6%	55,618,214	27.3%	37,692,505	26.4%
RODANTHE	2,584,975	8.0%	771,456	4.5%	755,896	3.3%	1,849,630	4.1%	2,204,350	3.2%	4,708,135	3.4%	6,614,066	3.2%	5,008,771	3.5%
SALVO	3,905,134	12.2%	1,127,306	6.6%	760,710	3.3%	1,279,580	2.8%	2,143,474	3.2%	4,611,709	3.4%	7,111,023	3.5%	4,724,594	3.3%
WAVES	2,035,943	6.3%	638,923	3.7%	590,617	2.6%	1,246,772	2.8%	1,202,533	1.8%	2,440,916	1.8%	3,632,602	1.8%	2,765,442	1.9%
SOUTHERN SHORES	1,013,925	3.2%	785,694	4.6%	769,700	3.4%	1,618,953	3.6%	3,166,018	4.7%	8,103,404	5.9%	12,216,325	6.0%	8,545,335	6.0%
DUCK	2,131,526	6.6%	1,485,383	8.7%	2,166,733	9.5%	5,302,625	11.7%	8,864,426	13.0%	22,079,751	16.1%	34,981,063	17.2%	23,684,465	16.6%
RIM (ROANOKE ISL. MAINI	1,073,925	3.3%	1,161,394	6.8%	1,456,613	6.4%	1,419,868	3.1%	1,387,283	2.0%	1,968,791	1.4%	2,176,657	1.1%	1,617,067	1.1%
OTC UNATTRIBUTED	149,571	0.5%	228,025	1.3%	458,768	2.0%	970,654	2.1%	1,151,529	1.7%	1,801,287	1.3%	2,397,468	1.2%	2,079,173	1.5%
TOTAL	32,129,068	100.0%	17,071,361	100.0%	22,897,441	100.0%	45,219,347	100.0%	67,998,385	100.0%	136,993,703	100.0%	203,794,691	100.0%	142,641,161	100.0%

DARE COUNTY GROSS								
OCCUPANCY BY DISTRICT								
	2022	% OF	2022	% OF	2022	% OF	2022	% OF
	SEPT	TOTAL	OCT	TOTAL	NOV	TOTAL	TOTAL	TOTAL
AVON	4,766,265	6.5%	3,707,899	8.5%	1,617,201	8.7%	56,103,769	7.0%
BUXTON	1,849,301	2.5%	1,339,508	3.1%	509,318	2.7%	17,180,731	2.1%
COLINGTON	208,361	0.3%	82,933	0.2%	33,807	0.2%	2,169,490	0.3%
FRISCO	1,730,550	2.4%	1,378,208	3.2%	498,662	2.7%	17,853,836	2.2%
HATTERAS	2,839,715	3.9%	2,122,765	4.9%	838,073	4.5%	32,179,661	4.0%
KILL DEVIL HILLS	13,066,033	17.9%	7,657,462	17.6%	3,663,175	19.7%	142,600,632	17.7%
KITTY HAWK	4,618,256	6.3%	2,559,566	5.9%	1,211,314	6.5%	51,882,453	6.5%
MANTEO-TOWN	1,089,270	1.5%	846,614	1.9%	387,348	2.1%	12,643,640	1.6%
NAGS HEAD	19,717,543	26.9%	11,895,493	27.3%	4,704,310	25.4%	207,941,939	25.9%
RODANTHE	2,629,992	3.6%	1,478,355	3.4%	618,867	3.3%	29,224,493	3.6%
SALVO	2,309,123	3.2%	1,371,001	3.1%	479,537	2.6%	29,823,191	3.7%
WAVES	1,342,792	1.8%	795,353	1.8%	242,107	1.3%	16,934,000	2.1%
SOUTHERN SHORES	3,708,658	5.1%	1,674,316	3.8%	764,844	4.1%	42,367,172	5.3%
DUCK	11,214,013	15.3%	5,375,816	12.3%	2,236,862	12.1%	119,522,663	14.9%
RIM (ROANOKE ISL. MAINI	841,411	1.1%	645,451	1.5%	447,526	2.4%	14,195,986	1.8%
OTC UNATTRIBUTED	1,254,083	1.7%	637,398	1.5%	301,370	1.6%	11,429,326	1.4%
TOTAL	73,185,366	100.0%	43,568,138	100.0%	18,554,321	100.0%	804,052,982	100.0%

DARE COUNTY GROSS MEALS BY DISTRICT																
	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL
AVON - 1	222,024	2.1%	299,299	2.2%	698,443	3.9%	1,336,411	4.5%	1,694,587	4.7%	2,176,164	4.4%	3,595,809	5.9%	2,615,805	5.0%
BUXTON - 2	202,780	1.9%	307,695	2.2%	464,293	2.6%	1,279,797	4.3%	1,345,335	3.8%	1,948,239	4.0%	2,071,871	3.4%	1,866,389	3.6%
COLINGTON - 3	61,922	0.6%	125,502	0.9%	137,671	0.8%	339,901	1.1%	391,728	1.1%	508,832	1.0%	625,248	1.0%	569,783	1.1%
FRISCO - 5	78,987	0.7%	116,793	0.8%	68,391	0.4%	321,462	1.1%	354,163	1.0%	542,561	1.1%	615,790	1.0%	501,759	1.0%
HATTERAS - 6	14,437	0.1%	88,787	0.6%	166,782	0.9%	498,806	1.7%	738,413	2.1%	1,029,202	2.1%	1,235,164	2.0%	1,258,616	2.4%
KILL DEVIL HILLS - 7	3,346,902	31.6%	5,212,559	37.6%	5,497,980	30.6%	7,452,341	25.0%	9,159,974	25.6%	12,036,148	24.5%	15,664,042	25.6%	12,857,954	24.5%
KITTY HAWK - 8	1,982,093	18.7%	2,341,833	16.9%	3,036,241	16.9%	4,611,608	15.5%	5,266,860	14.7%	6,629,904	13.5%	8,194,772	13.4%	7,267,571	13.9%
MANTEO-TOWN - 10	1,327,073	12.5%	1,249,722	9.0%	1,333,594	7.4%	1,667,699	5.6%	1,837,199	5.1%	2,599,416	5.3%	2,666,007	4.4%	2,432,329	4.6%
RIM (ROANOKE ISL. M	233,461	2.2%	249,069	1.8%	306,175	1.7%	399,013	1.3%	468,821	1.3%	564,127	1.1%	532,458	0.9%	588,969	1.1%
NAGS HEAD - 14	2,130,753	20.1%	2,396,822	17.3%	3,860,081	21.5%	7,007,034	23.5%	8,673,834	24.3%	11,702,938	23.8%	15,068,215	24.6%	13,119,647	25.0%
RODANTHE - 15	29,596	0.3%	46,435	0.3%	74,222	0.4%	311,909	1.0%	353,872	1.0%	683,686	1.4%	803,923	1.3%	687,692	1.3%
SALVO - 18	0	0.0%	7,025	0.1%	0	0.0%	0	0.0%	4,661	0.0%	42,087	0.1%	52,598	0.1%	43,456	0.1%
WAVES - 19	30,984	0.3%	35,337	0.3%	150,744	0.8%	389,093	1.3%	498,424	1.4%	768,595	1.6%	957,970	1.6%	780,294	1.5%
SOUTHERN SHORES -	475,583	4.5%	533,593	3.9%	675,020	3.8%	983,730	3.3%	910,119	2.5%	1,495,960	3.0%	1,605,353	2.6%	1,512,789	2.9%
DUCK - 21	464,406	4.4%	843,908	6.1%	1,495,064	8.3%	3,163,511	10.6%	4,068,136	11.4%	6,460,495	13.1%	7,455,079	12.2%	6,366,446	12.1%
TOTAL	10,601,001	100.0%	13,854,379	100.0%	17,964,701	100.0%	29,762,315	100.0%	35,766,126	100.0%	49,188,354	100.0%	61,144,299	100.0%	52,469,499	100.0%

DARE COUNTY GROSS MEALS BY DISTRICT	2022 SEPT	% OF TOTAL	2022 OCT	% OF TOTAL	2022 NOV	% OF TOTAL	2022 TOTAL	% OF TOTAL
AVON - 1	2,017,080	5.1%	780,055	4.1%	1,104,812	3.9%	16,540,489	4.6%
BUXTON - 2	1,488,508	3.8%	625,062	3.3%	1,194,331	4.2%	12,794,300	3.6%
COLINGTON - 3	455,686	1.1%	172,568	0.9%	387,676	1.4%	3,776,517	1.1%
FRISCO - 5	357,592	0.9%	256,387	1.4%	243,204	0.9%	3,457,089	1.0%
HATTERAS - 6	751,335	1.9%	477,422	2.5%	228,401	0.8%	6,487,365	1.8%
KILL DEVIL HILLS - 7	10,125,583	25.5%	4,905,786	26.0%	7,868,441	27.9%	94,127,710	26.3%
KITTY HAWK - 8	5,150,431	13.0%	2,073,823	11.0%	3,925,686	13.9%	50,480,822	14.1%
MANTEO-TOWN - 10	2,029,946	5.1%	1,064,089	5.6%	3,637,623	12.9%	21,844,697	6.1%
RIM (ROANOKE ISL. M	463,840	1.2%	293,592	1.6%	501,329	1.8%	4,600,854	1.3%
NAGS HEAD - 14	10,137,446	25.6%	4,862,183	25.8%	4,941,721	17.5%	83,900,674	23.5%
RODANTHE - 15	434,757	1.1%	160,625	0.9%	390,961	1.4%	3,977,678	1.1%
SALVO - 18	799	0.0%	603	0.0%	5,316	0.0%	156,545	0.0%
WAVES - 19	511,695	1.3%	260,115	1.4%	101,811	0.4%	4,485,062	1.3%
SOUTHERN SHORES -	1,092,162	2.8%	493,309	2.6%	987,765	3.5%	10,765,383	3.0%
DUCK - 21	4,641,149	11.7%	2,441,074	12.9%	2,657,870	9.4%	40,057,138	11.2%
TOTAL	39,658,009	100.0%	18,866,693	100.0%	28,176,947	100.0%	357,452,323	100.0%

DARE COUNTY GROSS OCCUPANCY BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE	2,584,975	1,591,344	62.44%	771,456	813,406	-5.16%	755,896	980,977	-22.94%	1,849,630	1,180,404	56.69%
WAVES	2,035,943	1,202,878	69.26%	638,923	734,878	-13.06%	590,617	872,163	-32.28%	1,246,772	947,671	31.56%
SALVO	3,905,134	2,344,520	66.56%	1,127,306	1,194,950	-5.66%	760,710	931,211	-18.31%	1,279,580	751,039	70.37%
AVON	4,351,801	2,483,054	75.26%	1,438,633	1,143,301	25.83%	1,548,272	1,523,212	1.65%	3,161,385	1,984,065	59.34%
BUXTON	578,357	544,488	6.22%	301,617	364,946	-17.35%	510,511	683,573	-25.32%	1,159,347	1,148,568	0.94%
FRISCO	872,393	538,245	62.08%	170,480	226,988	-24.89%	287,880	378,573	-23.96%	1,016,793	739,290	37.54%
HATTERAS	2,672,053	1,613,376	65.62%	436,688	430,806	1.37%	562,573	657,802	-14.48%	1,625,048	1,239,768	31.08%
<b>TOTAL HATTERAS ISLAND</b>	<b>17,000,656</b>	<b>10,317,905</b>	<b>64.77%</b>	<b>4,885,103</b>	<b>4,909,275</b>	<b>-0.49%</b>	<b>5,016,459</b>	<b>6,027,511</b>	<b>-16.77%</b>	<b>11,338,555</b>	<b>7,990,805</b>	<b>41.90%</b>
<b>NORTHERN BEACHES:</b>												
DUCK	2,131,526	1,852,901	15.04%	1,485,383	1,640,219	-9.44%	2,166,733	3,033,091	-28.56%	5,302,625	4,818,415	10.05%
SOUTHERN SHORES	1,013,925	909,588	11.47%	785,694	735,996	6.75%	769,700	1,187,933	-35.21%	1,618,953	1,311,207	23.47%
KITTY HAWK	1,409,809	1,306,830	7.88%	1,572,039	1,491,596	5.39%	2,083,440	2,632,886	-20.87%	3,226,455	3,465,663	-6.90%
COLINGTON	10,745	14,774	-27.27%	17,110	20,317	-15.78%	29,495	55,996	-47.33%	98,804	91,214	8.32%
KILL DEVIL HILLS	3,868,596	3,096,270	24.94%	3,417,977	3,313,303	3.16%	5,359,587	6,741,815	-20.50%	9,600,828	9,698,361	-1.01%
NAGS HEAD	5,158,471	3,878,714	32.99%	3,211,258	3,486,075	-7.88%	5,165,220	5,978,557	-13.60%	10,638,831	9,235,248	15.20%
<b>TOTAL NORTHERN BEACHES</b>	<b>13,593,072</b>	<b>11,059,077</b>	<b>22.91%</b>	<b>10,489,461</b>	<b>10,687,506</b>	<b>-1.85%</b>	<b>15,574,175</b>	<b>19,630,278</b>	<b>-20.66%</b>	<b>30,486,496</b>	<b>28,620,108</b>	<b>6.52%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN	311,844	430,440	-27.55%	307,378	236,934	29.73%	391,426	548,533	-28.64%	1,003,774	923,581	8.68%
RIM (ROANOKE ISL. MAINLAND)	1,073,925	627,606	71.11%	1,161,394	878,101	32.26%	1,456,613	1,388,327	4.92%	1,419,868	1,199,965	18.33%
<b>TOTAL ROANOKE ISLAND</b>	<b>1,385,769</b>	<b>1,058,046</b>	<b>30.97%</b>	<b>1,468,772</b>	<b>1,115,035</b>	<b>31.72%</b>	<b>1,848,039</b>	<b>1,936,860</b>	<b>-4.59%</b>	<b>2,423,642</b>	<b>2,123,546</b>	<b>14.13%</b>
<b>OTC UNATTRIBUTED</b>	<b>149,571</b>	<b>80,549</b>	<b>85.69%</b>	<b>228,025</b>	<b>121,593</b>	<b>87.53%</b>	<b>458,768</b>	<b>456,135</b>	<b>0.58%</b>	<b>970,654</b>	<b>690,426</b>	<b>40.59%</b>
<b>TOTAL</b>	<b>32,129,068</b>	<b>22,515,577</b>	<b>42.70%</b>	<b>17,071,361</b>	<b>16,833,409</b>	<b>1.41%</b>	<b>22,897,441</b>	<b>28,050,784</b>	<b>-18.37%</b>	<b>45,219,347</b>	<b>39,424,885</b>	<b>14.70%</b>

DARE COUNTY GROSS OCCUPANCY BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE	2,204,350	2,895,708	-23.88%	4,708,135	4,572,381	2.97%	6,614,066	5,451,411	21.33%	5,008,771	5,367,663	-6.69%
WAVES	1,202,533	2,289,789	-47.48%	2,440,916	3,503,419	-30.33%	3,632,602	11,844,255	-69.33%	2,765,442	3,585,119	-22.86%
SALVO	2,143,474	2,557,960	-16.20%	4,611,709	3,906,170	18.06%	7,111,023	4,839,814	46.93%	4,724,594	5,106,965	-7.49%
AVON	4,447,538	4,824,265	-7.81%	8,364,110	7,623,717	9.71%	13,359,620	6,592,326	102.65%	9,341,045	9,592,019	-2.62%
BUXTON	1,612,044	1,877,712	-14.15%	2,760,642	2,850,695	-3.16%	3,713,099	2,951,851	25.79%	2,846,987	2,990,193	-4.79%
FRISCO	1,605,306	1,675,224	-4.17%	2,909,307	2,624,849	10.84%	4,229,814	2,624,715	61.15%	3,154,443	2,930,659	7.64%
HATTERAS	2,720,385	2,962,198	-8.16%	5,117,944	4,566,799	12.07%	7,551,954	4,846,728	55.82%	5,692,463	5,940,008	-4.17%
<b>TOTAL HATTERAS ISLAND</b>	<b>15,935,630</b>	<b>19,082,856</b>	<b>-16.49%</b>	<b>30,912,763</b>	<b>29,648,030</b>	<b>4.27%</b>	<b>46,212,178</b>	<b>39,151,100</b>	<b>18.04%</b>	<b>33,533,745</b>	<b>35,512,626</b>	<b>-5.57%</b>
<b>NORTHERN BEACHES:</b>												
DUCK	8,864,426	9,371,202	-5.41%	22,079,751	20,773,247	6.29%	34,981,063	26,419,287	32.41%	23,684,465	27,502,748	-13.88%
SOUTHERN SHORES	3,166,018	3,353,451	-5.59%	8,103,404	7,389,945	9.65%	12,216,325	8,772,016	39.26%	8,545,335	9,116,788	-6.27%
KITTY HAWK	4,864,351	4,959,151	-1.91%	9,108,901	8,144,675	11.84%	12,282,838	9,594,242	28.02%	8,945,484	9,709,614	-7.87%
COLINGTON	146,390	146,882	-0.33%	472,648	322,491	46.56%	649,152	474,087	36.93%	420,045	374,140	12.27%
KILL DEVIL HILLS	13,346,479	13,619,166	-2.00%	24,257,897	22,855,095	6.14%	34,215,114	27,712,049	23.47%	24,147,484	26,615,230	-9.27%
NAGS HEAD	17,740,091	17,298,910	2.55%	36,400,003	33,579,610	8.40%	55,618,214	41,717,094	33.32%	37,692,505	43,635,210	-13.62%
<b>TOTAL NORTHERN BEACHES</b>	<b>48,127,755</b>	<b>48,748,762</b>	<b>-1.27%</b>	<b>100,422,604</b>	<b>93,065,063</b>	<b>7.91%</b>	<b>149,962,706</b>	<b>114,688,775</b>	<b>30.76%</b>	<b>103,435,318</b>	<b>116,953,730</b>	<b>-11.56%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN	1,396,188	1,260,269	10.78%	1,888,258	2,098,059	-10.00%	3,045,682	2,299,134	32.47%	1,975,858	2,241,738	-11.86%
RIM (ROANOKE ISL. MAINLAN)	1,387,283	1,335,436	3.88%	1,968,791	1,482,593	32.79%	2,176,657	1,611,958	35.03%	1,617,067	1,411,059	14.60%
<b>TOTAL ROANOKE ISLAND</b>	<b>2,783,471</b>	<b>2,595,705</b>	<b>7.23%</b>	<b>3,857,049</b>	<b>3,580,652</b>	<b>7.72%</b>	<b>5,222,339</b>	<b>3,911,092</b>	<b>33.53%</b>	<b>3,592,925</b>	<b>3,652,797</b>	<b>-1.64%</b>
<b>OTC UNATTRIBUTED</b>	<b>1,151,529</b>	<b>1,201,894</b>	<b>-4.19%</b>	<b>1,801,287</b>	<b>1,653,574</b>	<b>8.93%</b>	<b>2,397,468</b>	<b>2,244,007</b>	<b>6.84%</b>	<b>2,079,173</b>	<b>2,161,167</b>	<b>-3.79%</b>
<b>TOTAL</b>	<b>67,998,385</b>	<b>71,629,217</b>	<b>-5.07%</b>	<b>136,993,703</b>	<b>127,947,319</b>	<b>7.07%</b>	<b>203,794,691</b>	<b>159,994,974</b>	<b>27.38%</b>	<b>142,641,161</b>	<b>158,280,320</b>	<b>-9.88%</b>

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DARE COUNTY GROSS OCCUPANCY BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	NOV	NOV	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE	2,629,992	2,655,804	-0.97%	1,478,355	1,852,728	-20.21%	618,867	387,465	59.72%	29,224,493	27,749,291	5.32%
WAVES	1,342,792	1,865,639	-28.03%	795,353	1,185,910	-32.93%	242,107	281,020	-13.85%	16,934,000	28,312,741	-40.19%
SALVO	2,309,123	2,180,636	5.89%	1,371,001	1,473,634	-6.96%	479,537	218,626	119.34%	29,823,191	25,505,525	16.93%
AVON	4,766,265	4,359,833	9.32%	3,707,899	3,422,881	8.33%	1,617,201	1,108,170	45.93%	56,103,769	44,656,843	25.63%
BUXTON	1,849,301	1,795,644	2.99%	1,339,508	1,190,221	12.54%	509,318	636,996	-20.04%	17,180,731	17,034,887	0.86%
FRISCO	1,730,550	1,528,692	13.20%	1,378,208	1,165,109	18.29%	498,662	263,642	89.14%	17,853,836	14,695,986	21.49%
HATTERAS	2,839,715	2,623,675	8.23%	2,122,765	1,977,572	7.34%	838,073	342,165	144.93%	32,179,661	27,200,897	18.30%
<b>TOTAL HATTERAS ISLAND</b>	<b>17,467,738</b>	<b>17,009,923</b>	<b>2.69%</b>	<b>12,193,089</b>	<b>12,268,055</b>	<b>-0.61%</b>	<b>4,803,765</b>	<b>3,238,084</b>	<b>48.35%</b>	<b>199,299,681</b>	<b>185,156,170</b>	<b>7.64%</b>
<b>NORTHERN BEACHES:</b>												
DUCK	11,214,013	10,739,264	4.42%	5,375,816	5,645,884	-4.78%	2,236,862	1,421,588	57.35%	119,522,663	113,217,846	5.57%
SOUTHERN SHORES	3,708,658	3,728,231	-0.52%	1,674,316	1,672,371	0.12%	764,844	344,740	121.86%	42,367,172	38,522,266	9.98%
KITTY HAWK	4,618,256	5,193,038	-11.07%	2,559,566	2,604,720	-1.73%	1,211,314	907,567	33.47%	51,882,453	50,009,982	3.74%
COLINGTON	208,361	214,972	-3.08%	82,933	84,831	-2.24%	33,807	24,224	39.56%	2,169,490	1,823,928	18.95%
KILL DEVIL HILLS	13,066,033	12,847,753	1.70%	7,657,462	8,026,944	-4.60%	3,663,175	1,893,024	93.51%	142,600,632	136,419,010	4.53%
NAGS HEAD	19,717,543	19,847,171	-0.65%	11,895,493	11,269,538	5.55%	4,704,310	3,211,506	46.48%	207,941,939	193,137,633	7.67%
<b>TOTAL NORTHERN BEACHES</b>	<b>52,532,864</b>	<b>52,570,429</b>	<b>-0.07%</b>	<b>29,245,586</b>	<b>29,304,288</b>	<b>-0.20%</b>	<b>12,614,312</b>	<b>7,802,649</b>	<b>61.67%</b>	<b>566,484,349</b>	<b>533,130,665</b>	<b>6.26%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN	1,089,270	1,334,160	-18.36%	846,614	861,056	-1.68%	387,348	273,609	41.57%	12,643,640	12,507,513	1.09%
RIM (ROANOKE ISL. MAINLAND)	841,411	828,372	1.57%	645,451	559,584	15.34%	447,526	70,769	532.38%	14,195,986	11,393,770	24.59%
<b>TOTAL ROANOKE ISLAND</b>	<b>1,930,681</b>	<b>2,162,532</b>	<b>-10.72%</b>	<b>1,492,065</b>	<b>1,420,640</b>	<b>5.03%</b>	<b>834,874</b>	<b>344,378</b>	<b>142.43%</b>	<b>26,839,626</b>	<b>23,901,283</b>	<b>12.29%</b>
<b>OTC UNATTRIBUTED</b>	<b>1,254,083</b>	<b>1,369,614</b>	<b>-8.44%</b>	<b>637,398</b>	<b>794,126</b>	<b>-19.74%</b>	<b>301,370</b>	<b>8,921</b>	<b>3278.21%</b>	<b>11,429,326</b>	<b>10,782,006</b>	<b>6.00%</b>
<b>TOTAL</b>	<b>73,185,366</b>	<b>73,112,498</b>	<b>0.10%</b>	<b>43,568,138</b>	<b>43,787,109</b>	<b>-0.50%</b>	<b>18,554,321</b>	<b>11,394,032</b>	<b>62.84%</b>	<b>804,052,982</b>	<b>752,970,124</b>	<b>6.78%</b>



DARE COUNTY GROSS MEALS BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE - 15	29,596	50,251	-41.10%	46,435	33,890	37.02%	74,222	90,340	-17.84%	311,909	285,784	9.14%
WAVES - 19	30,984	35,760	-13.36%	35,337	28,528	23.87%	150,744	168,272	-10.42%	389,093	412,596	-5.70%
SALVO - 18	0	0	#DIV/0!	7,025	0	100.00%	0	0	#DIV/0!	0	229	-100.00%
AVON - 1	222,024	460,563	-51.79%	299,299	273,292	9.52%	698,443	620,382	12.58%	1,336,411	855,797	56.16%
BUXTON - 2	202,780	290,236	-30.13%	307,695	276,338	11.35%	464,293	580,310	-19.99%	1,279,797	1,042,990	22.70%
FRISCO - 5	78,987	63,587	24.22%	116,793	30,632	281.28%	68,391	141,058	-51.52%	321,462	238,549	34.76%
HATTERAS - 6	14,437	11,248	28.35%	88,787	279,511	-68.23%	166,782	301,289	-44.64%	498,806	582,593	-14.38%
<b>TOTAL HATTERAS ISLAND</b>	<b>578,808</b>	<b>911,645</b>	<b>-36.51%</b>	<b>901,371</b>	<b>922,191</b>	<b>-2.26%</b>	<b>1,622,875</b>	<b>1,901,651</b>	<b>-14.66%</b>	<b>4,137,478</b>	<b>3,418,538</b>	<b>21.03%</b>
<b>NORTHERN BEACHES:</b>												
DUCK - 21	464,406	1,225,101	-62.09%	843,908	668,649	26.21%	1,495,064	1,642,094	-8.95%	3,163,511	2,993,755	5.67%
SOUTHERN SHORES - 20	475,583	391,571	21.46%	533,593	534,718	-0.21%	675,020	611,725	10.35%	983,730	775,805	26.80%
KITTY HAWK - 8	1,982,093	1,645,334	20.47%	2,341,833	1,641,876	42.63%	3,036,241	2,727,881	11.30%	4,611,608	3,562,952	29.43%
COLINGTON - 3	61,922	65,096	-4.88%	125,502	86,449	45.17%	137,671	110,296	24.82%	339,901	288,154	17.96%
KILL DEVIL HILLS - 7	3,346,902	2,977,039	12.42%	5,212,559	2,843,490	83.32%	5,497,980	5,234,303	5.04%	7,452,341	7,024,824	6.09%
NAGS HEAD - 14	2,130,753	2,059,419	3.46%	2,396,822	1,877,182	27.68%	3,860,081	3,915,459	-1.41%	7,007,034	5,869,222	19.39%
<b>TOTAL NORTHERN BEACHES</b>	<b>8,461,659</b>	<b>8,363,560</b>	<b>1.17%</b>	<b>11,454,217</b>	<b>7,652,364</b>	<b>49.68%</b>	<b>14,702,057</b>	<b>14,241,758</b>	<b>3.23%</b>	<b>23,558,125</b>	<b>20,514,712</b>	<b>14.84%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN - 10	1,327,073	1,162,274	14.18%	1,249,722	855,301	46.11%	1,333,594	1,429,690	-6.72%	1,667,699	1,801,206	-7.41%
MANTEO-OUTSIDE - 11	233,461	231,731	0.75%	249,069	217,208	14.67%	306,175	278,626	9.89%	399,013	367,469	8.58%
<b>TOTAL ROANOKE ISLAND</b>	<b>1,560,534</b>	<b>1,394,005</b>	<b>11.95%</b>	<b>1,498,791</b>	<b>1,072,509</b>	<b>39.75%</b>	<b>1,639,769</b>	<b>1,708,316</b>	<b>-4.01%</b>	<b>2,066,712</b>	<b>2,168,675</b>	<b>-4.70%</b>
<b>TOTAL</b>	<b>10,601,001</b>	<b>10,669,210</b>	<b>-0.64%</b>	<b>13,854,379</b>	<b>9,647,064</b>	<b>43.61%</b>	<b>17,964,701</b>	<b>17,851,725</b>	<b>0.63%</b>	<b>29,762,315</b>	<b>26,101,925</b>	<b>14.02%</b>

DARE COUNTY GROSS MEALS BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE - 15	353,872	489,133	-27.65%	683,686	581,896	17.49%	803,923	842,186	-4.54%	687,692	689,082	-0.20%
WAVES - 19	498,424	646,402	-22.89%	768,595	890,242	-13.66%	957,970	1,034,310	-7.38%	780,294	960,516	-18.76%
SALVO - 18	4,661	26,126	-82.16%	42,087	49,767	-15.43%	52,598	58,224	-9.66%	43,456	29,025	49.72%
AVON - 1	1,694,587	2,027,700	-16.43%	2,176,164	2,488,769	-12.56%	3,595,809	2,876,930	24.99%	2,615,805	2,377,133	10.04%
BUXTON - 2	1,345,335	1,391,963	-3.35%	1,948,239	1,798,154	8.35%	2,071,871	1,942,324	6.67%	1,866,389	1,656,513	12.67%
FRISCO - 5	354,163	357,830	-1.02%	542,561	462,776	17.24%	615,790	527,971	16.63%	501,759	438,422	14.45%
HATTERAS - 6	738,413	816,477	-9.56%	1,029,202	1,157,752	-11.10%	1,235,164	1,162,184	6.28%	1,258,616	931,272	35.15%
<b>TOTAL HATTERAS ISLAND</b>	<b>4,989,455</b>	<b>5,755,631</b>	<b>-13.31%</b>	<b>7,190,534</b>	<b>7,429,356</b>	<b>-3.21%</b>	<b>9,333,125</b>	<b>8,444,129</b>	<b>10.53%</b>	<b>7,754,011</b>	<b>7,081,963</b>	<b>9.49%</b>
<b>NORTHERN BEACHES:</b>												
DUCK - 21	4,068,136	4,385,392	-7.23%	6,460,495	5,932,417	8.90%	7,455,079	6,679,149	11.62%	6,366,446	5,943,161	7.12%
SOUTHERN SHORES - 20	910,119	1,034,603	-12.03%	1,495,960	1,497,738	-0.12%	1,605,353	2,020,772	-20.56%	1,512,789	1,147,925	31.78%
KITTY HAWK - 8	5,266,860	4,546,756	15.84%	6,629,904	6,066,253	9.29%	8,194,772	7,655,361	7.05%	7,267,571	5,746,835	26.46%
COLINGTON - 3	391,728	395,247	-0.89%	508,832	523,633	-2.83%	625,248	569,541	9.78%	569,783	625,076	-8.85%
KILL DEVIL HILLS - 7	9,159,974	8,913,791	2.76%	12,036,148	11,207,349	7.40%	15,664,042	13,848,756	13.11%	12,857,954	10,699,569	20.17%
NAGS HEAD - 14	8,673,834	8,633,929	0.46%	11,702,938	12,853,590	-8.95%	15,068,215	13,220,573	13.98%	13,119,647	11,497,241	14.11%
<b>TOTAL NORTHERN BEACHES</b>	<b>28,470,651</b>	<b>27,909,718</b>	<b>2.01%</b>	<b>38,834,277</b>	<b>38,080,980</b>	<b>1.98%</b>	<b>48,612,709</b>	<b>43,994,152</b>	<b>10.50%</b>	<b>41,694,190</b>	<b>35,659,807</b>	<b>16.92%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN - 10	1,837,199	2,189,340	-16.08%	2,599,416	2,605,650	-0.24%	2,666,007	2,974,628	-10.38%	2,432,329	2,393,434	1.63%
MANTEO-OUTSIDE - 11	468,821	418,473	12.03%	564,127	487,559	15.70%	532,458	570,376	-6.65%	588,969	480,308	22.62%
<b>TOTAL ROANOKE ISLAND</b>	<b>2,306,020</b>	<b>2,607,813</b>	<b>-11.57%</b>	<b>3,163,543</b>	<b>3,093,209</b>	<b>2.27%</b>	<b>3,198,465</b>	<b>3,545,004</b>	<b>-9.78%</b>	<b>3,021,298</b>	<b>2,873,742</b>	<b>5.13%</b>
<b>TOTAL</b>	<b>35,766,126</b>	<b>36,273,162</b>	<b>-1.40%</b>	<b>49,188,354</b>	<b>48,603,545</b>	<b>1.20%</b>	<b>61,144,299</b>	<b>55,983,285</b>	<b>9.22%</b>	<b>52,469,499</b>	<b>45,615,512</b>	<b>15.03%</b>

DARE COUNTY GROSS MEALS BY DISTRICT												
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	NOV	NOV	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>												
RODANTHE - 15	434,757	385,765	12.70%	160,625	458,429	-64.96%	390,961	188,764	107.12%	3,977,678	4,095,520	-2.88%
WAVES - 19	511,695	596,914	-14.28%	260,115	378,952	-31.36%	101,811	115,356	-11.74%	4,485,062	5,267,848	-14.86%
SALVO - 18	799	21,144	-96.22%	603	8,762	-93.12%	5,316	395	1245.82%	156,545	193,672	100.00%
AVON - 1	2,017,080	1,767,842	14.10%	780,055	1,236,102	-36.89%	1,104,812	827,949	33.44%	16,540,489	15,812,459	4.60%
BUXTON - 2	1,488,508	1,356,509	9.73%	625,062	1,216,365	-48.61%	1,194,331	687,594	73.70%	12,794,300	12,239,296	4.53%
FRISCO - 5	357,592	356,145	0.41%	256,387	574,271	-55.35%	243,204	167,968	44.79%	3,457,089	3,359,209	2.91%
HATTERAS - 6	751,335	701,685	7.08%	477,422	501,652	-4.83%	228,401	102,672	122.46%	6,487,365	6,548,335	-0.93%
<b>TOTAL HATTERAS ISLAND</b>	<b>5,561,766</b>	<b>5,186,004</b>	<b>7.25%</b>	<b>2,560,269</b>	<b>4,374,533</b>	<b>-41.47%</b>	<b>3,268,836</b>	<b>2,090,698</b>	<b>56.35%</b>	<b>47,898,528</b>	<b>47,516,339</b>	<b>0.80%</b>
<b>NORTHERN BEACHES:</b>												
DUCK - 21	4,641,149	4,652,653	-0.25%	2,441,074	3,397,298	-28.15%	2,657,870	1,644,724	61.60%	40,057,138	39,164,393	2.28%
SOUTHERN SHORES - 20	1,092,162	1,413,922	-22.76%	493,309	1,084,981	-54.53%	987,765	535,964	84.30%	10,765,383	11,049,724	-2.57%
KITTY HAWK - 8	5,150,431	5,008,315	2.84%	2,073,823	3,977,792	-47.86%	3,925,686	2,813,361	39.54%	50,480,822	45,392,716	11.21%
COLINGTON - 3	455,686	465,990	-2.21%	172,568	374,431	-53.91%	387,676	214,920	80.38%	3,776,517	3,718,833	1.55%
KILL DEVIL HILLS - 7	10,125,583	10,126,556	-0.01%	4,905,786	7,094,895	-30.85%	7,868,441	4,886,207	61.03%	94,127,710	84,856,779	10.93%
NAGS HEAD - 14	10,137,446	9,419,241	7.62%	4,862,183	6,803,626	-28.54%	4,941,721	3,827,129	29.12%	83,900,674	79,976,611	4.91%
<b>TOTAL NORTHERN BEACHES</b>	<b>31,602,457</b>	<b>31,086,677</b>	<b>1.66%</b>	<b>14,948,743</b>	<b>22,733,023</b>	<b>-34.24%</b>	<b>20,769,159</b>	<b>13,922,305</b>	<b>49.18%</b>	<b>283,108,244</b>	<b>264,159,056</b>	<b>7.17%</b>
<b>ROANOKE ISLAND:</b>												
MANTEO-TOWN - 10	2,029,946	2,012,320	0.88%	1,064,089	1,601,038	-33.54%	3,637,623	1,296,580	180.56%	21,844,697	20,321,461	7.50%
MANTEO-OUTSIDE - 11	463,840	428,168	8.33%	293,592	422,990	-30.59%	501,329	311,683	60.85%	4,600,854	4,214,591	9.16%
<b>TOTAL ROANOKE ISLAND</b>	<b>2,493,786</b>	<b>2,440,488</b>	<b>2.18%</b>	<b>1,357,681</b>	<b>2,024,028</b>	<b>-32.92%</b>	<b>4,138,952</b>	<b>1,608,263</b>	<b>157.36%</b>	<b>26,445,551</b>	<b>24,536,052</b>	<b>7.78%</b>
<b>TOTAL</b>	<b>39,658,009</b>	<b>38,713,169</b>	<b>2.44%</b>	<b>18,866,693</b>	<b>29,131,584</b>	<b>-35.24%</b>	<b>28,176,947</b>	<b>17,621,266</b>	<b>59.90%</b>	<b>357,452,323</b>	<b>336,211,447</b>	<b>6.32%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
**General Fund - YTD thru 12/31/22**

	Jul - Dec 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
3030 · Occupancy Tax - 75%	4,627,770.05	4,033,522.00	594,248.05	114.7%
3040 · Meals Tax - 75%	1,831,849.21	1,857,589.00	-25,739.79	98.6%
3050 · Website Advertising	60,528.50	100,000.00	-39,471.50	60.5%
3210 · Interest Income	110,920.17	50,040.00	60,880.17	221.7%
3220 · Other	898.50	1,000.00	-101.50	89.9%
<b>Total Income</b>	<b>6,631,966.43</b>	<b>6,042,151.00</b>	<b>589,815.43</b>	<b>109.8%</b>
<b>Gross Profit</b>	<b>6,631,966.43</b>	<b>6,042,151.00</b>	<b>589,815.43</b>	<b>109.8%</b>
<b>Expense</b>				
5000 · Director Compensation	8,550.00	17,100.00	-8,550.00	50.0%
5001 · Professional Services	1,000.00	1,000.00	0.00	100.0%
5002 · Director Travel/Meeting/Meals	1,101.89	7,000.00	-5,898.11	15.7%
5003 · Directors & Officers Insurance	2,805.00	2,805.00	0.00	100.0%
5004 · Miscellaneous Items	9.60	1,000.00	-990.40	1.0%
5010 · Salaries (Full Time) Promotion	422,656.57	808,000.00	-385,343.43	52.3%
5020 · Salaries (Part Time) Promotion	62,777.68	126,000.00	-63,222.32	49.8%
5025 · Salaries (Part Time) Welcome AB	47,976.74	100,950.00	-52,973.26	47.5%
5026 · Salaries (Part Time) Welcome RI	76,370.24	151,390.00	-75,019.76	50.4%
5030 · Payroll Taxes	46,019.81	98,030.00	-52,010.19	46.9%
5040 · Employee Insurance	88,718.76	165,650.00	-76,931.24	53.6%
5050 · Retirement	55,354.47	111,105.00	-55,750.53	49.8%
5055 · 401(k) Match	3,842.47	8,080.00	-4,237.53	47.6%
5060 · Workmens Compensation	2,079.10	2,080.00	-0.90	100.0%
5080 · Employee Relations	-1,020.68	3,195.00	-4,215.68	-31.9%
5090 · Training	5,119.45	24,800.00	-19,680.55	20.6%
5110 · Contracted Service	13,694.00	28,500.00	-14,806.00	48.0%
5140 · Audit	0.00	10,875.00	-10,875.00	0.0%
5170 · Other Professional Services	2,365.00	7,300.00	-4,935.00	32.4%
5180 · Legal	3,600.00	20,500.00	-16,900.00	17.6%
5185 · Research	195,332.30	237,700.00	-42,367.70	82.2%
5190 · Administrative Advertising	0.00	1,500.00	-1,500.00	0.0%
5500 · Advertising-Printed	436,134.63	1,404,760.00	-968,625.37	31.0%
5502 · Advertising - Production Fee	121,263.38	170,000.00	-48,736.62	71.3%
5510 · Advertising - Event Dev & Mktg	7,050.00	73,100.00	-66,050.00	9.6%
5515 · Advertising - Online	1,199,270.08	2,616,390.00	-1,417,119.92	45.8%
5525 · Community Relations	16,473.60	30,000.00	-13,526.40	54.9%
5530 · Legal Notices	0.00	1,500.00	-1,500.00	0.0%
5560 · Brochures/Production & Printing	1,703.20	22,500.00	-20,796.80	7.6%
5580 · Promotional Aids	0.00	9,000.00	-9,000.00	0.0%
6100 · Familiarization Tours	19,064.38	110,000.00	-90,935.62	17.3%
6101 · Group sales	8,000.00	15,000.00	-7,000.00	53.3%
6130 · Uniforms	1,482.46	2,200.00	-717.54	67.4%
6150 · Event Grant	200,083.72	763,200.00	-563,116.28	26.2%
6170 · Tourism Summit	20,600.52	22,500.00	-1,899.48	91.6%
6200 · Postage and Delivery	22,732.59	200,200.00	-177,467.41	11.4%
6300 · Travel	15,493.12	48,460.00	-32,966.88	32.0%
6305 · Vehicle Maintenance	1,711.54	3,500.00	-1,788.46	48.9%
6320 · Registrations	20,495.00	52,475.00	-31,980.00	39.1%
6340 · Travel Show Exhibit	-929.41	4,000.00	-4,929.41	-23.2%
6420 · Dues and Subscriptions	27,599.68	45,060.00	-17,460.32	61.3%
6440 · Insurance	31,284.85	31,580.00	-295.15	99.1%
6460 · Telephone	18,203.59	39,915.00	-21,711.41	45.6%
6500 · Equipment	19,933.69	101,030.00	-81,096.31	19.7%
6510 · Expendable Equipment	165.44	2,045.00	-1,879.56	8.1%
6530 · Technical Support	212.97	13,050.00	-12,837.03	1.6%
6580 · Utilities	5,540.13	18,360.00	-12,819.87	30.2%
6600 · Cleaning/maintenance supplies	301.93	2,600.00	-2,298.07	11.6%
6610 · Building Maintenance	18,372.41	51,780.00	-33,407.59	35.5%
6620 · Equipment Service Contracts	1,321.20	3,100.00	-1,778.80	42.6%
6640 · Equipment Rent	14,282.22	33,840.00	-19,557.78	42.2%
6660 · Equipment Repairs	1,933.68	6,605.00	-4,671.32	29.3%
6700 · Office Supplies	5,191.49	23,025.00	-17,833.51	22.5%
6800 · Bank Service Charges	688.53	1,920.00	-1,231.47	35.9%
6810 · Web Site/Internet	13,799.76	41,500.00	-27,700.24	33.3%
<b>Total Expense</b>	<b>3,287,812.78</b>	<b>7,898,755.00</b>	<b>-4,610,942.22</b>	<b>41.6%</b>
<b>Net Ordinary Income</b>	<b>3,344,153.65</b>	<b>-1,856,604.00</b>	<b>5,200,757.65</b>	<b>-180.1%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
 General Fund - YTD thru 12/31/22

	Jul - Dec 22	Budget	\$ Over Budget	% of Budget
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	46,000.00	46,000.00	0.00	100.0%
<b>Total 9920 · Transfer from Travel Guide Fund</b>	46,000.00	46,000.00	0.00	100.0%
9990 · Unappropriated Fund Balance	0.00	2,204,084.00	-2,204,084.00	0.0%
<b>Total Other Income</b>	46,000.00	2,250,084.00	-2,204,084.00	2.0%
<b>Other Expense</b>				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	106,000.00	106,000.00	0.00	100.0%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
<b>Total 9925 · Transfer to Travel Guide</b>	106,000.00	108,000.00	-2,000.00	98.1%
9950 · Transfer to Event Site Fund	0.00	285,480.00	-285,480.00	0.0%
<b>Total Other Expense</b>	106,000.00	393,480.00	-287,480.00	26.9%
<b>Net Other Income</b>	-60,000.00	1,856,604.00	-1,916,604.00	-3.2%
<b>Net Income</b>	<b>3,284,153.65</b>	<b>0.00</b>	<b>3,284,153.65</b>	<b>100.0%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
**Travel Guide - YTD thru 12/31/22**

	Jul - Dec 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
3210 · Interest Income	23.54	40.00	-16.46	58.9%
<b>Total Income</b>	23.54	40.00	-16.46	58.9%
<b>Gross Profit</b>	23.54	40.00	-16.46	58.9%
<b>Net Ordinary Income</b>	23.54	40.00	-16.46	58.9%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	46,000.00	46,000.00	0.00	100.0%
<b>Total 9920 · Transfer from Travel Guide Fund</b>	46,000.00	46,000.00	0.00	100.0%
<b>Total Other Income</b>	46,000.00	46,000.00	0.00	100.0%
<b>Other Expense</b>				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	106,000.00	106,000.00	0.00	100.0%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
<b>Total 9925 · Transfer to Travel Guide</b>	106,000.00	108,000.00	-2,000.00	98.1%
<b>Total Other Expense</b>	106,000.00	108,000.00	-2,000.00	98.1%
<b>Net Other Income</b>	-60,000.00	-62,000.00	2,000.00	96.8%
<b>Net Income</b>	<b>-59,976.46</b>	<b>-61,960.00</b>	<b>1,983.54</b>	<b>96.8%</b>

**Outer Banks Visitors Bureau Special Revenue Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
**July through December 2022**

	Jul - Dec 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
3030 · Occupancy Tax	1,542,590.01	1,344,508.00	198,082.01	114.7%
3040 · Meals Tax	610,616.40	619,196.00	-8,579.60	98.6%
3210 · Interest	74,986.76	23,000.00	51,986.76	326.0%
<b>Total Income</b>	<b>2,228,193.17</b>	<b>1,986,704.00</b>	<b>241,489.17</b>	<b>112.2%</b>
<b>Expense</b>				
<b>4000 · Long - Term Projects</b>				
4503 · Capital Improvement	0.00	442,895.00	-442,895.00	0.0%
4525 · Event Site	0.00	4,862,278.00	-4,862,278.00	0.0%
4585 · Unappropriated Long-Term	0.00	550,560.00	-550,560.00	0.0%
<b>Total 4000 · Long - Term Projects</b>	<b>0.00</b>	<b>5,855,733.00</b>	<b>-5,855,733.00</b>	<b>0.0%</b>
<b>4100 · Short-Term Projects</b>				
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4652 · TIG - Manteo - Town Common	0.00	150,000.00	-150,000.00	0.0%
4655 · TIG - KDH - Meekins Field	0.00	200,000.00	-200,000.00	0.0%
4657 · TIG - NH - Skate Park	0.00	30,000.00	-30,000.00	0.0%
4660 · TIG-Chicamacomico-1911 Cookhous	0.00	38,760.00	-38,760.00	0.0%
4662 · TIG- Town of NH-Epstein Beach	0.00	250,000.00	-250,000.00	0.0%
4664 · TIG-NC Coast Fed-Shoreline Stab	0.00	127,500.00	-127,500.00	0.0%
4665 · TIG-OB Forever-Aviation Trail	0.00	21,250.00	-21,250.00	0.0%
4999 · Unappropriated Funds	0.00	1,071,952.00	-1,071,952.00	0.0%
5140 · Audit	0.00	3,625.00	-3,625.00	0.0%
5160 · Fireworks	27,800.00	131,581.00	-103,781.00	21.1%
5170 · Traffic Control - Hwy 12 & 158	5,660.00	12,240.00	-6,580.00	46.2%
<b>Total 4100 · Short-Term Projects</b>	<b>33,460.00</b>	<b>2,184,714.00</b>	<b>-2,151,254.00</b>	<b>1.5%</b>
<b>Total Expense</b>	<b>33,460.00</b>	<b>8,040,447.00</b>	<b>-8,006,987.00</b>	<b>0.4%</b>
<b>Net Ordinary Income</b>	<b>2,194,733.17</b>	<b>-6,053,743.00</b>	<b>8,248,476.17</b>	<b>-36.3%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9930 · Appropriated Fund Balance	0.00	6,053,743.00	-6,053,743.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>6,053,743.00</b>	<b>-6,053,743.00</b>	<b>0.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>6,053,743.00</b>	<b>-6,053,743.00</b>	<b>0.0%</b>
<b>Net Income</b>	<b>2,194,733.17</b>	<b>0.00</b>	<b>2,194,733.17</b>	<b>100.0%</b>

Outer Banks Visitors Bureau  
 Restricted Fund Summary  
 2022-2023

	Balance 7/1/2021	Allocation 2021-2022	Allocation Paid	Allocation Transferred	Balance 7/1/2022	Allocation 2022-2023	Allocation Paid	Allocation Transferred	Estimated Balance FY22-23
<b>Short-term Projects</b>									
Town of KH - KH Park Trail Connection	47,592		(47,592)		0				0
TIG - Dare Co Arts Council - Courtyard	90,950		(90,950)		0				0
TIG - Town of Duck - Pedestrian Path, Phase IV	147,806				147,806				147,806
TIG - Town of Manteo - Manteo Common	221,885		(221,885)		0				0
TIG - Manteo - Town Common Phase II	150,000				150,000				150,000
TIG - Hatteras Tax District - Pathway	342,640		(342,640)		0				0
TIG - KDH - Meekins Field	200,000				200,000				200,000
TIG - NH - Skate Park	30,000				30,000			(30,000)	0
TIG - NC Coastal Fed - Baum Bridge	40,000		(36,615)	(3,385)	(0)				(0)
TIG - Chicamacomico - 1911 Cookhouse		38,760			38,760				38,760
TIG - Friends of Jockey's Ridge - UTV		20,280	(20,280)		0				0
TIG - Town of NH - Epstein Street Beach Access		250,000			250,000				250,000
TIG - Town of NH - Bonnett & Barnes Sidewalks		37,898	(37,898)		0				0
TIG - NC Coastal Fed - Jockeys Ridge Shoreline		127,500			127,500				127,500
TIG - OB Forever - Aviation Trail Through Time		21,250			21,250			(21,250)	0
TIG - Town of SS - Transportation Data Software		30,260	(30,260)		0				0
TIG - Dare County - Frisco Buxton Pathway						200,000			200,000
TIG - Duck - Ocean Crest Improvements						78,000			78,000
TIG - KDH - Wright Brothers Sidewalk						177,000			177,000
TIG - NH - Whalebone Park Restrooms						112,000			112,000
TIG - OB Forever - Weather Bureau Signal						34,595			34,595
TIG - OB Forever - Cape Hatteras Lighthouse Pathway						132,000			132,000
TIG - SS - Walking Path E. Highway 12						150,000			150,000
TIG - SS Civic Assoc - Accessible Access 96A						25,000			25,000
Fireworks	79,669		(58,088)	55,000	76,581		(27,800)	55,000	103,781
Audit	0		(3,250)	3,250	0			3,625	3,625
Highway 158/Highway 12 Intersection	19,960		(7,720)		12,240		(5,660)		6,580
Unappropriated Funds	287,498	859,826		(580,813)	566,511	846,733		(915,970)	497,273
<b>TOTAL SHORT TERM COMMITMENTS</b>	<b>1,658,000</b>	<b>1,385,774</b>	<b>(897,178)</b>	<b>(525,948)</b>	<b>1,620,647</b>	<b>1,755,328</b>	<b>(33,460)</b>	<b>(908,595)</b>	<b>2,433,920</b>
<b>Long Term Projects</b>									
Multi-Use Center (100%)	1,889,673	1,880,655	(22,025)	(40,000)	3,708,303	1,700,741	0		5,409,044
Natural Historical Cultural	0				0				0
Green Space/Open Space (GOSPL)	0				0				0
Infrastructure (capped)	461,170		(6,125)		455,045		0		455,045
L-T Unappropriated Funds	330,000	100,000	(19,440)	40,000	450,560	100,000	0		550,560
<b>TOTAL LONG TERM COMMITMENTS UNPAID</b>	<b>2,680,843</b>	<b>1,980,655</b>	<b>(47,590)</b>	<b>0</b>	<b>4,613,908</b>	<b>1,800,741</b>	<b>0</b>	<b>0</b>	<b>6,414,649</b>
<b>Total</b>	<b>4,338,843</b>	<b>3,366,429</b>	<b>(944,768)</b>	<b>(525,948)</b>	<b>6,234,556</b>	<b>3,556,068</b>	<b>(33,460)</b>	<b>(908,595)</b>	<b>8,848,569</b>
			#				#		
<b>Cash on Hand 12/31/22</b>								Checking	62,329
								Savings	8,439,290
<b>Total Cash on Hand</b>									8,501,619
<b>25% of Occupancy &amp; Meals Income per Budget</b>									
<b>January</b>									40,703
<b>February</b>									41,840
<b>March</b>									36,553
<b>April</b>									54,384
<b>May</b>									110,377
<b>June</b>									135,425
									419,280
<b>Unappropriated Balances</b>									72,330
<b>Transfer from General Fund</b>						2,572,487	*		
30% Short-term						771,746			
Short-term Interest						74,987			
						846,733			
70% Long-term								1,800,741	
Long-term Interest								0	
								1,800,741	*

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

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**Dare County Tourism Board - Event Site Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
 July through December 2022

	Jul - Dec 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>3200 · Site Rental Income</b>				
3205 · Reservation fee	1,400.00	1,400.00	0.00	100.0%
3200 · Site Rental Income - Other	16,500.00	15,700.00	800.00	105.1%
<b>Total 3200 · Site Rental Income</b>	17,900.00	17,100.00	800.00	104.7%
3210 · Interest Income	306.09	300.00	6.09	102.0%
3250 · Lease Income	22,914.00	45,600.00	-22,686.00	50.3%
9999 · Unappropriated Funds	0.00	52,055.00	-52,055.00	0.0%
<b>Total Income</b>	41,120.09	115,055.00	-73,934.91	35.7%
<b>Expense</b>				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	1,826.44	55,000.00	-53,173.56	3.3%
6440 · Insurance	9,950.00	9,950.00	0.00	100.0%
6460 · Telephone	0.00	0.00	0.00	0.0%
6580 · Utilities	13,938.01	46,645.00	-32,706.99	29.9%
6610 · Repairs & Maintenance	100,479.25	218,870.00	-118,390.75	45.9%
6700 · Office Supplies	87.92	270.00	-182.08	32.6%
9990 · Unappropriated Other Expenses	14,575.77	20,000.00	-5,424.23	72.9%
<b>Total Expense</b>	140,857.39	400,735.00	-259,877.61	35.1%
<b>Net Ordinary Income</b>	-99,737.30	-285,680.00	185,942.70	34.9%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
3220 · Other Income	200.00	200.00	0.00	100.0%
9910 · Transfer from General Fund	0.00	285,480.00	-285,480.00	0.0%
<b>Total Other Income</b>	200.00	285,680.00	-285,480.00	0.1%
<b>Net Other Income</b>	200.00	285,680.00	-285,480.00	0.1%
<b>Net Income</b>	<b>-99,537.30</b>	<b>0.00</b>	<b>-99,537.30</b>	<b>100.0%</b>

DARE COUNTY TOURISM BOARD

31-Dec-22

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 PNC Bank	CD's TOWNE BANK	CD's FIRST NATIONAL	TOTAL
GENERAL FUND	57,966	5,752,329	751,916	284,462	3,884,131	0	0	750,000	4,004,441	15,485,244
RESTRICTED FUND	62,329	4,670,832			1,518,459	250,000	1,000,000	1,000,000	0	8,501,619
TRAVEL GUIDE	40,542									40,542
MERCHANDISE SALES	165,028									165,028
EVENT SITE FUND	347,863									347,863
TOTAL	673,728	10,423,160	751,916	284,462	5,402,589	250,000	1,000,000	1,750,000	4,004,441	24,540,296
TOTAL % EACH BANK	4.92%	42.47%	7.14%		38.33%			7.13%		100.00%
INTEREST RATES	0.25%	3.66%	0.10%	0.25%	2.43%	0.25%	1.00%	3.01 & 3.12%	3.37%, 1.97%, 2.3%	
TOTAL CHECKING & CD'S	24,540,296									
60% ALLOWED IN ANY BANK	14,724,178									
25% ALLOWED IN ANY ONE INV	6,135,074									
60% General Fund Reserved Balance is \$4,351,493.										
100% Restricted Fund Balance Restricted by House Bill 225										\$8,501,619

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## Marketing Dashboard

thru DECEMBER 2022

	<u>FY 22/23</u>	<u>FY 21/22</u>	<u>Diff</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	15,350	19,429	-4,079	-21%
Completed Video Views	17,303,008	10,348,246	6,954,762	67%
Website Sessions	1,758,153	1,996,628	-238,475	-12%
<b>Online Communities</b>				
Email Subscribers	142,118	252,369	-110,251	-44%
Facebook	714,585	715,507	-922	0%
Twitter	41,829	41,720	109	0%
Instagram	128,287	123,074	5,213	4%
Pinterest	23,200	22,200	<u>1,000</u>	<u>5%</u>
TikTok	<u>13,200</u>			
Online Communities Subtotal	1,063,219	1,154,870	-104,851	-8%

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### Devices DECEMBER 2022

Mobile	72%
Desktop	25%
Tablet	3%

TikTok Channel began July 2022



## CAMPAIGN SUMMARY



HOFFMAN YORK

*The Outer Banks*<sup>®</sup>  
VISITORS BUREAU

## CONSIDERATIONS

- Spring-Summer paid media campaign launched on December 21 with the new Raw OBX Fish and Surf :30 video creative on Hulu, NBCU-Peacock, and various streaming TV/video partners via HY Trade Desk.
  - Custom email with Outside Magazine deployed to a list of 137K subscribers on December 12.
  - Additional media efforts: OTA continuity, native display article promos and remarketing, paid search across Google and Bing including incremental funds towards select markets, email marketing, Google Discovery (lead generation) and social media (Ignite Social).
- KeyData and Zartico data sets are secured and being analyzed to understand current Fall trends.
  - KeyData: December revenue is down 19% and total paid occupancy is down 12% YoY.
  - Zartico: December 1-25 tracked visitor spend is down 5% YoY but up 64% compared to December 1-25, 2020. Total tracked visitor spending from January-December 25, 2022 is up 11% compared to 2021.

### Overview of below sections:

- December 2022 Overview reviews YoY change (v. December 2021) while Fiscal Year Overview reviews fiscal year-to-date YoY change from FY21-22 (July - December 2021).
- Charts below are either "Month Of" (December data) or "Trending" (variable timeframe).

## DECEMBER 2022 OVERVIEW

- Over 4MM paid impressions were delivered in December 2022 down slightly YoY; continuity native efforts accounted for 35% of total impression delivery.
- Total December Website sessions were down 18% YoY as over half of the paid media spend was in Streaming TV, a predominately non-clickable environment.
- Several key website engagement metrics were up MoM including Time on Site (+14 seconds), Lodging Partner Referral Conversions (+21%), and Travel Guide Conversions (+133%).
  - The large increase in travel guide conversions is attributed to email marketing (internal and external - Outside).
- The final Sunset email of 2022 went out in December which lead to a 43% increase in total email sends YoY; HY/OBVB continues to optimize our email lists and improve the vitality and engagement within our first-party audiences.

### Paid Impressions

4,160,392

(Custom Range: 4,712,753)  
▼ -11.72% (-552,361)

### Video Views (Brand Creative)

1,374,819

(Custom Range: 906,760)  
▲ 51.62% (468,059)

### Total Email Sends

360,670

(Custom Range: 252,369)  
▲ 42.91% (108,301)

### Consumer Marketing Email List Size

142,118

(Custom Range: 251,252)  
▼ -43.44% (-109,134)

### Website Sessions

162,979

(Custom Range: 198,864)  
▼ -18.04% (-35,885)

### Website Conversions (All)

11,953

(Custom Range: 21,290)  
▼ -43.86% (-9,337)

### Lodging & Restaurant Listings Conversions

6,339

(Custom Range: 11,624)  
▼ -45.47% (-5,285)

Note: All comparisons shown in the above section are YoY Month Of (December 2021).

## FISCAL YEAR OVERVIEW

Paid Impressions

70,992,471

(Custom Range: 49,416,973)  
+ 43.66% (21,575,498)

Video Views (Brand Creative)

17,303,008

(Custom Range: 10,348,246)  
+ 67.21% (6,954,762)

Website Sessions

1,758,153

(Custom Range: 1,996,635)  
- 11.94% (-238,482)

Email Sends

1,271,299

(Custom Range: 1,683,933)  
- 24.50% (-412,634)

Website Conversions (All)

99,552

(Custom Range: 226,956)  
- 56.14% (-127,404)

Lodging & Restaurant Listings Conversions

63,371

(Custom Range: 128,762)  
- 50.78% (-65,391)

Note: All comparisons shown in the above section are to the previous fiscal year (July - December 2021).

## EMAIL MARKETING INSIGHTS

- 360K emails were sent in November to the sunset program, consumer marketing contact list and workflow audiences.
- The "Welcome email" continues to drive the strongest results achieving a 38% open rate and a 47% CTR on opens this month.
- Of the 6 workflow audience emails, "Foodie" had the highest CTR on opens and "Active Vacationer" had the highest open rate though all workflow emails had above-average performance metrics.

### Email Messages Sent - Performance by Message - Month Of

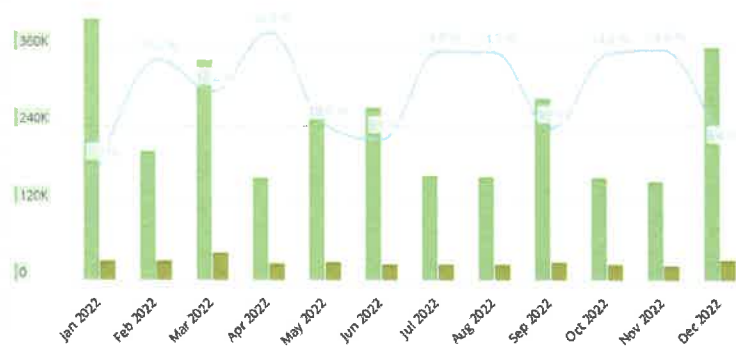
Message Send Name	# Sends	# Opens ↓	# Open Rate	# Clicks	# CTR (Opens)
december 2022 obx email	142,118	20,174	14.20 %	1,745	8.65 %
art, history and culture workflow 3.0	38,025	3,250	8.55 %	392	12.06 %
sunset program - december 2022 email	139,046	2,559	1.84 %	341	13.33 %
birding workflow	22,494	2,102	9.34 %	327	15.56 %
surfing workflow	15,214	1,244	8.18 %	145	11.66 %
welcome email workflow	2,179	820	37.63 %	388	47.32 %
foodie workflow 3.0	577	124	21.49 %	63	50.81 %
family workflow 3.0	372	66	17.74 %	19	28.79 %
<b>Total</b>	<b>360,496</b>	<b>30,439</b>	<b>8.44 %</b>	<b>3,461</b>	<b>11.37 %</b>

1 - 10 of 10 items

↔ →←

### Email Sends v. Opens - Trending

Message Sends Message Total Opens Message Open Rate



### Top Pages Visited - Month Of

Web Analytics Page Path	Page Views	Visits ↓	Visitor Bounce Rate
/plan-your-trip/travel-guide/	1,914	1,024	51.66 %
/blog/post/	1,230	696	45.69 %
/plan-your-trip/offers-and-pack...	664	466	41.85 %
/	444	340	52.94 %
/restaurants/outer-banks-resta...	337	293	86.35 %
/plan-your-trip/	364	249	31.33 %
/restaurants/	367	225	42.67 %
/event/winterlights/	287	204	42.65 %
/things-to-do/	356	203	44.33 %
/plan-your-trip/weather-and-se...	250	182	64.84 %
/event/midnight-magic-in-mant...	252	176	55.68 %
<b>Total</b>	<b>8,598</b>	<b>5,013</b>	<b>50.37 %</b>

1 - 25 of 25 items

← →



## LEAD GENERATION INSIGHTS

- Google Discovery lead generation efforts in December generated 90K impressions and strong engagement: 31.2K clicks (+77% MoM) and 321 leads (+20% MoM).
  - Total leads to-date = 2.1K (\$5.61/cost per lead)
  - *All leads are filtered into our "Welcome" HubSpot contact list and performance will be monitored for leads as they are generated.*

### Discovery Leads Performance - FY22-23 To-Date

Month ↓	# Impressions	# Clicks	# CTR	# CPC	# Media Spend
Dec 2022	89,786	31,166	34.71 %	\$0.07	\$2,292
Nov 2022	78,530	17,546	22.34 %	\$0.12	\$2,178
Oct 2022	107,190	25,006	23.33 %	\$0.09	\$2,284
Sep 2022	116,734	28,124	24.09 %	\$0.08	\$2,222
Aug 2022	121,606	33,470	27.52 %	\$0.07	\$2,191
Jul 2022	33,644	4,279	12.72 %	\$0.17	\$709
<b>Total</b>	<b>547,490</b>	<b>139,591</b>	<b>25.50 %</b>	<b>\$0.09</b>	<b>\$11,876</b>

1 - 6 of 6 items

← →

### Discovery Leads Top 25 Ad Groups (Spend) - Month Of

Placement Name	# Impressions	# Clicks	# CTR	# CPC	# Media Spend ↓
Keywords	76,734	28,764	37.49 %	\$0.07	\$1,905
Site Remarketing	13,025	2,402	18.44 %	\$0.16	\$386
SEM Clickers	27	0	0.00 %	--	\$0
<b>Total</b>	<b>89,786</b>	<b>31,166</b>	<b>34.71 %</b>	<b>\$0.07</b>	<b>\$2,292</b>

1 - 3 of 3 items

← →

## SEARCH INSIGHTS

- Additional spending towards B + C markets, *FY22-23 Spring-Summer strategy*, began in December on Google and Bing which lead to an increase in overall CTR MoM.
- CPC increased slightly MoM as a result of a higher CPM from narrow geotargeting on the incremental budget.

### Paid Search Performance - Month of

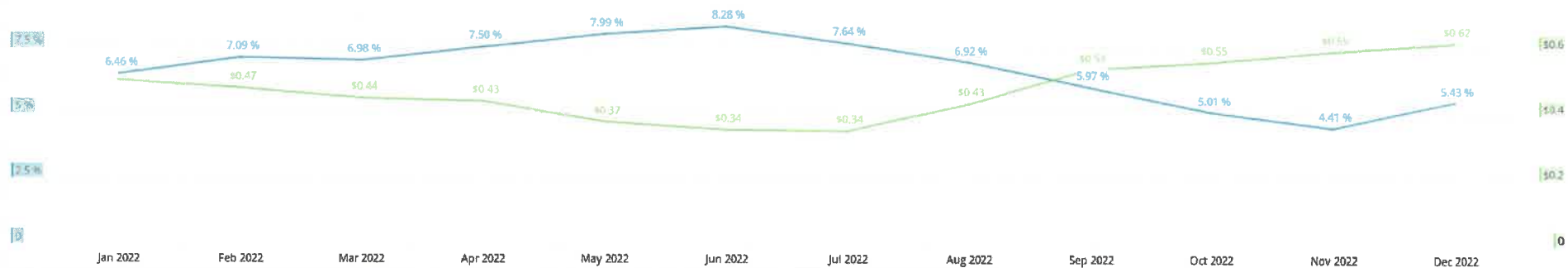
Site Name	# Impressions	Clicks	# CTR	# CPC ↑	# Media Spend
Bing Ads	813,229	27,893	3.43 %	\$0.52	\$14,491
Google Search Network	174,659	25,769	14.75 %	\$0.72	\$18,516
<b>Total</b>	<b>987,888</b>	<b>53,662</b>	<b>5.43 %</b>	<b>\$0.62</b>	<b>\$33,007</b>

1 - 2 of 2 items



### Paid Search Performance - Trending

CTR CPC



# Overall Traffic Summary | 6 Months & YTD

Dec 1, 2022 - Dec 31, 2022

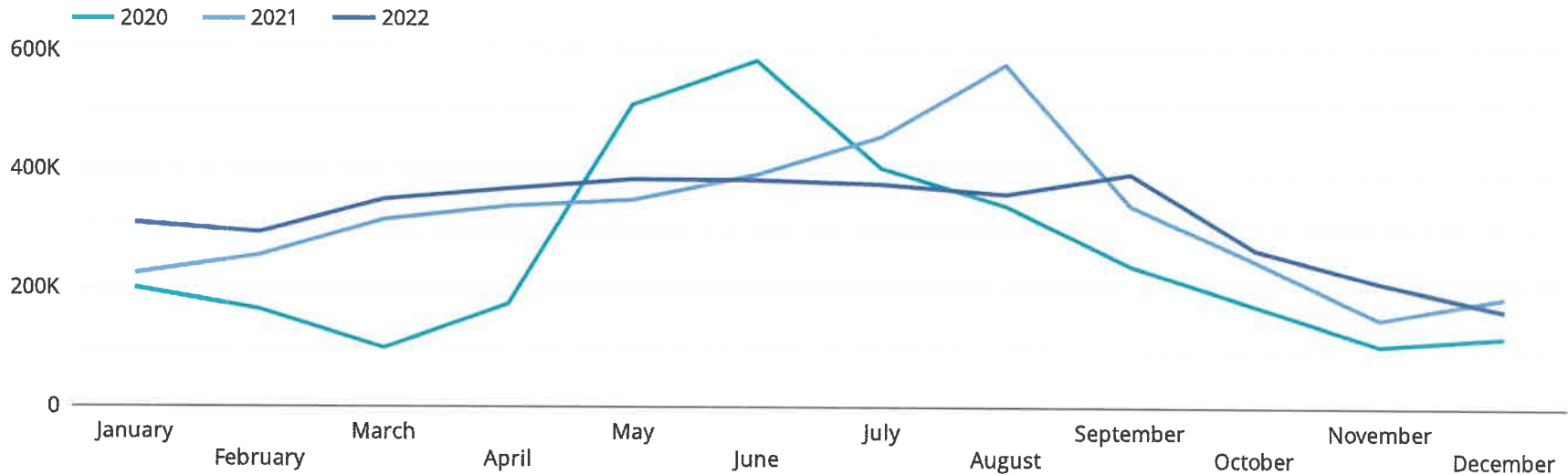
## How is my total traffic performing over time?

by Sessions, Users, Bounce Rate, Pageviews, Pages per Sessions, and Avg. Session Duration

Month	Sessions	% Δ	Users	Bounce Rate	% Δ	Pageviews	% Δ	Pages / Session	% Δ	Avg. Session Duration	% Δ
December	162,979	-11.8% ↓	129,042	62.61%	3.1% ↑	275,744	-12....	1.69	-0.4% ↓	00:01:32	-7.6% ↓
November	209,187	41.4% ↑	146,635	66.53%	13.6% ↑	326,136	24.3% ↑	1.56	-12....	00:01:18	-27....
October	264,017	7.8% ↑	177,926	65.52%	11.1% ↑	410,681	-6.5% ↓	1.56	-13....	00:01:24	-23....
September	390,917	15.9% ↑	252,936	65.33%	14.9% ↑	598,913	-3.4% ↓	1.53	-16....	00:01:26	-25....
August	357,137	-38.0% ↓	246,518	59.46%	4.0% ↑	612,412	-40....	1.71	-3.6% ↓	00:01:49	1.3% ↑
July	373,916	-17.8% ↓	269,853	55.46%	8.3% ↑	674,514	-24....	1.8	-8.3% ↓	00:02:03	-8.6% ↓

## How are users from all sources trending over time?

by Sessions Year over Year

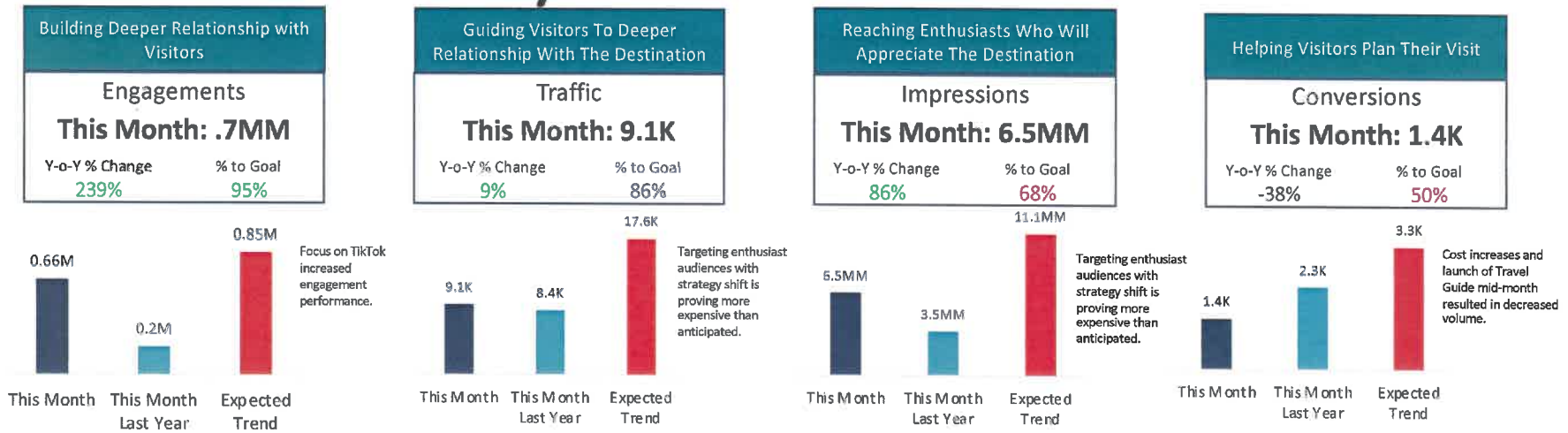


### Analysis:

The site received 162,979 sessions in December, which was a decrease of 11% compared to last year.



# Executive Summary



## Strategy Overview:

The social media strategy changed in FY22/23 to focus on driving visitors who will be stewards and appreciators of the Outer Banks and what makes the destination special by furthering engagement with those who love the destination and providing guidance on ways visitors can discover more of what the Outer Banks has to offer.

## Monthly Highlights:

- Impressions, Traffic, and Engagements from social generated in **December 2022 all outperformed last year** (December '21)
  - **Impressions outperformed December 2021 by over 85%.** Efficiencies were gained this month focusing on serving impressions to enthusiast audiences interested in animals/reptiles as well as arts & culture. **Engagements increased nearly 240% over last year;** driven primarily by TikTok. TikTok ads also grew following on the platform by 224%.
- Conversions were down due to increased costs behind eNews ads; however, efficiencies increased upon the launch and promotion of the 2023 Travel Guide.

## Next Steps & Recommendations:

- Integrate OBXRaw video content across all platforms to help new and long-time visitors (re)discover the Outer Banks. Introduced content to support Year of the Trail and encourage visitors to partake in local activities.
- Introduce a new set of dynamic creative for Q3 Travel Guide ads.
- Continue to identify opportunities to increase impressions amongst enthusiast audiences and activate them by providing guidance on opportunities to get the most out of their visit.



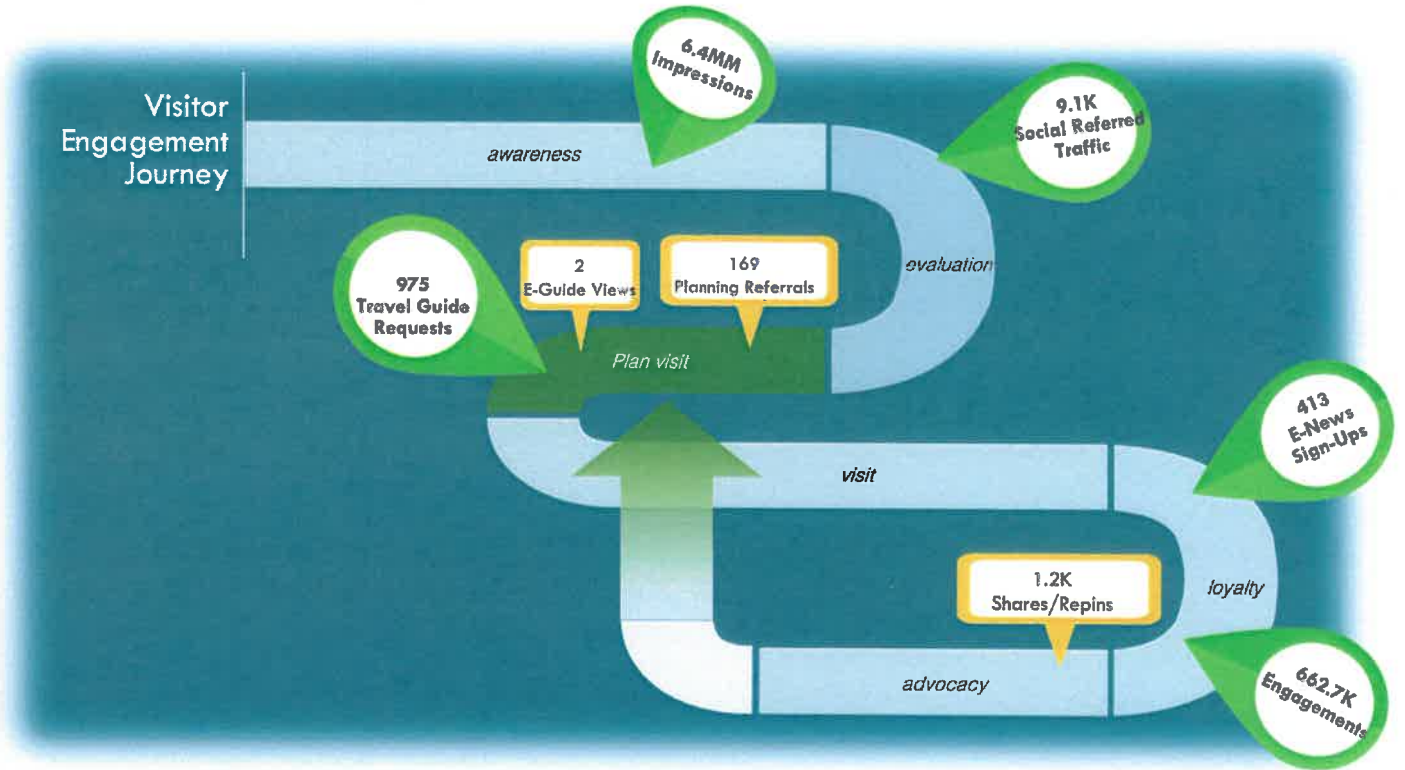
# Visitor Journey

Visit The Outer Banks  
 Published by Linda Riser @ · December 7, 2022 · 48  
 The Outer Banks is home to countless species of incredible wildlife. Learn more about some of the reptiles you might see on your next trip to the coast.



Reptiles in the Outer Banks  
 Learn more about the reptiles you can find at the Outer Banks [Learn more](#)

- David Boyd  
Kemp's Ridley Sea Turtle I believe!  
Like Reply Hide 3w
- Dana Clark Boyd  
David Boyd YEP!!  
Like Reply Hide 3w
- Reply to David Boyd...
- Scott Miner  
Beautiful creatures! ❤️❤️❤️  
Love Reply Hide 3w
- Chris Juston  
I didn't know peregrine falcons were at the outer banks  
Like Reply Hide 2w



## **TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITY – JANUARY 2023**

### **Recent Trade Show Activity:**

#### **AENC (Association Executives of North Carolina) Annual Trade Show | December 7-8, 2022:**

AENC is an organization of executive meeting planners in North Carolina. Bureau staff exhibited at this show to showcase the Outer Banks as a meeting, incentive and/or retreat destination. This is the only meeting planning show attended by the Bureau. The following industry partners participated with us in our booths: Hilton Garden Inn/Kitty Hawk, Ramada Plaza, Haven on the Banks and Sanderling Resort. All sales leads have been sent out to our Tourism Partners.

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### **Future Trade Show Dates and Locations:**

*Staff is currently scheduled for the following trade shows:*

- **February 4-7, 2023:** American Bus Association's Marketplace, Detroit, MI
  - **March 5 – 8, 2023:** Visit 365, Asheville, NC
  - **May 20-24, 2023:** US Travel's International Pow Wow, San Antonio, TX
- 

### **Restaurant Off-Season Hours:**

The Bureau is continuing to reach out to our local restaurant partners for their 2023 Winter hours. This list can be found on the homepage of [outerbanks.org](http://outerbanks.org) called [Restaurant Winter Hours](#). If you're restaurant is not listed or times needs to be updated, please let us know.

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### **The Soundside Event Site:**

Attached is the current 2023 Events Calendar for the Soundside Event Site for your review.

## 2023 Soundside Event Site Schedule

Name of Event	Date of Event	Site Reserved
Outer Banks Bike Week	April 26 – 29, 2023	April 25 - 30, 2023
OBX Rod and Custom Festival	May 5- 6, 2023	May 3 – May 7, 2023
OBX Jeep Invasion	May 12-13, 2023	May 11 - 14, 2023
Sundown N Sound <i>(tentative)</i>	Friday May 26, 2023	Friday May 26, 2023
Sundown N Sound <i>(tentative)</i>	Friday June 2, 2023	Friday June 2, 2023
Soundside Fun Fair	June 8-11, 2023	June 6 – 12, 2023
Sundown N Sound <i>(tentative)</i>	Friday June 16, 2023	Friday June 16, 2023
Sundown N Sound <i>(tentative)</i>	Friday June 23, 2023	Friday June 23, 2023
Sundown N Sound <i>(tentative)</i>	Friday June 30, 2023	Friday June 30, 2023
Sundown N Sound <i>(tentative)</i>	Friday July 7, 2023	Friday July 7, 2023
Sundown N Sound <i>(tentative)</i>	Friday July 14, 2023	Friday July 14, 2023
Sundown N Sound <i>(tentative)</i>	Friday July 21, 2023	Friday July 21, 2023
Sundown N Sound <i>(tentative)</i>	Friday July 28, 2023	Friday July 28, 2023
Sundown N Sound <i>(tentative)</i>	Friday August 4, 2023	Friday August 4, 2023
Sundown N Sound <i>(tentative)</i>	Friday August 11, 2023	Friday August 11, 2023
Sundown N Sound <i>(tentative)</i>	Friday August 18, 2023	Friday August 18, 2023
Sundown N Sound <i>(tentative)</i>	Friday August 25, 2023	Friday August 25, 2023
Sundown N Sound <i>(tentative)</i>	Friday September 1, 2023	Friday September 1, 2023
Sumospeed Beach Bash	September 15-16, 2023	September 15-16, 2023
Fall OBX Bike Week	September 21-23, 2023	September 20-24. 2023
Garage Band Charities	October 6-7, 2023	October 5 - 8, 2023
Outer Banks Seafood Festival	Saturday, October 21, 2023	October 18-25, 2023
OBX Brewtag	Saturday, October 28, 2023	October 25-31, 2023
Wall That Heals	November 13-18, 2023	November 11-19, 2023

## Outer Banks Visitors Bureau

### PUBLIC RELATIONS REPORT: January 2023

#### LOCAL TOURISM INDUSTRY NEWS

**Coastland Times | Dec-22** “Manteo Commissioners hear about Event Center” <https://bit.ly/3BWYaxw>

**Coastland Times | Dec-22** “Dare County’s business of tourism explained at Rodanthe meeting” <http://bit.ly/3vxgCUS>

**Island Free Press | Dec-22** “Tourism officials outline plans for new indoor event center at Rodanthe meeting” <http://bit.ly/3FKNaRu>

**Island Free Press | Dec-22** “OBVB to host public meeting on Long-Range Tourism Management Plan on Jan. 24 in Buxton” <http://bit.ly/3Q5agpv>

**Island Free Press + Outer Banks Voice | Dec-22** “‘It’s a whole new beginning’; Graveyard of the Atlantic Museum is undergoing a transformation” *Dare County and the Outer Banks Visitors Bureau stepped in with an extra \$500,000 in funds, which the state then bolstered with an additional \$400,000, resulting in a total of \$5.1 million to bring the remodeling project to life.* <http://bit.ly/3YD0oag>

**Outer Banks Voice | Dec-22** “Tourism numbers ‘soften’ in new collections data” <http://bit.ly/3VCEfpN>

#### EARNED MEDIA

**Travel + Leisure | Nov-22** “25 Best Babymoon Destinations in the World ( #19 Outer Banks)” <http://bit.ly/3qsgqXT>

**NC Trippin | Nov-22** “How to Explore the NC Oyster Trail (10+ Adventurous Ways!)” <http://bit.ly/3X2kVU1>

**Food & Wine | Dec-22** “13 Incredibly Cool Food Trails You Can Visit in the U.S.” <http://bit.ly/3jPcNbc>

**Carolinas Golf Magazine | Dec-22** “Coasts with the Most” <https://bit.ly/3YgdRoa>

#### OUTERBANKS.ORG/BLOG POSTS

**Written by Staff content coordinator Stephanie Hall**

- “Christmas Island | OBX Holiday Pop-Ups” <http://bit.ly/3jnRLQO>

**Written by content partners and collaborators**

- Carol Timblin “Mysteries of the Outer Banks of North Carolina” <http://bit.ly/3WcOmmk>
- Outer Banks Forever “Accessibility In Our OBX National Parks” <https://bit.ly/3WBqw3p>
- Hayley Hutson “The Solo Traveler’s Guide to the OBX” <http://bit.ly/3ZoF9Jv>

#### CONTENT PARTNERSHIPS / IN DEVELOPMENT

**NC Oyster Trail in the Spotlight:**

**Food & Wine | Dec-22** “These Will Be the Biggest Travel Trends of 2023, According to Experts”

*“The NC Oyster Trail continues to attract media interest as PR professionals from the state tourism office and coastal counties work together to drive the narrative of what makes North Carolina such a special place to experience. The NC Oyster Trail begins on the Outer Banks and continues south through the Cape Fear region.”*

<http://bit.ly/3UCQ6nb>

Supporting the trail, the Outer Banks Visitors Bureau produced the first NC Oyster Trail video for promotional sharing which you can view here: [https://youtu.be/-UmYLaB\\_3Y4](https://youtu.be/-UmYLaB_3Y4)

#### MEDIA MARKETPLACES

**International Media Marketplace (IMM) North America | Jan 24-27, 2023 -NYC** Hosted by the TravMedia industry networking platform, IMM is the first major marketplace of the year connecting public relations professionals with traditional journalists and social media influencers for an exchange of what’s new in our destinations with what trends the media is looking for to share with their audiences.



**Coastland Times | Mary Helen Goodloe - Murphy | Dec-22**  
**“Manteo Commissioners hear about Event Center”**

*In two Dare County locations, tourism officials presented a concept for a proposed Event Center facility for the Event site in Nags Head. On Dec. 7, 2022, Manteo Board of Commissioners heard comments from Dare County Tourism Board Chairman Tim Cafferty and Outer Banks Visitors Bureau executive director Lee Nettles. <https://bit.ly/3BWYaxw>*

**Coastland Times | Mary Helen Goodloe - Murphy | Dec-22**  
**“Dare County’s business of tourism explained at Rodanthe meeting”**

*In Rodanthe, Dare County tourism officials provided information about the business of the Dare County Tourism Board and Outer Banks Visitors Bureau before launching into an explanation of the proposed Event Center. Tim Cafferty, Tourism Board chairman, and Lee Nettles, Visitors Bureau executive director, made back-to-back presentations in early December. <http://bit.ly/3vxgCUS>*

**Island Free Press | Joy Crist | Dec-22**

**“Tourism officials outline plans for new indoor event center at Rodanthe meeting”**



*Local tourism officials outlined recent Hatteras Island initiatives and the upcoming plan to build a 48,000-square-foot event center at the current Soundside Event Site in Nags Head at a public meeting at the RWS Community Building on December 8. Thursday’s presentation was the latest stop in a series of meetings hosted by Dare County Tourism Board Chairman Tim Cafferty and the Outer Banks Visitors Bureau’s Executive Director Lee Nettles, in an effort to present the concept of the new event center, and explain the mechanics of the Tourism Board’s revenue and expenses. <http://bit.ly/3FKNaRu>*

**Island Free Press | Staff | Dec-22**

**“OBVB to host public meeting on Long-Range Tourism Management Plan on Jan. 24 in Buxton”**

*The Outer Banks Visitors Bureau (OBVB) has been working collaboratively with MMGY NextFactor, a consulting firm specializing in travel and tourism, to develop a Long-Range Tourism Management Plan to guide future tourism-related growth and development in Dare County. MMGY NextFactor, with oversight from the Task Force established to support this project, has been conducting interviews and focus groups with local civic, business and government leaders, and industry stakeholders in various sectors. <http://bit.ly/3Q5agpv>*

**Island Free Press + Outer Banks Voice | Staff | Dec-22**

**“It’s a whole new beginning’; Graveyard of the Atlantic Museum is undergoing a transformation”**

*The Graveyard of the Atlantic Museum is in the middle of a transformation. The Hatteras village landmark, (which first opened in 2002), was slowly but continually stocked with new exhibits over the*

*past 20 years, but as of early December 2022, the 7,500-square-foot space was a blank slate....Though the prospect of a remodel had been floating around for some time, in May 2021, the museum received a \$4.1 million grant from the N.C. Department of Natural and Cultural Resources to conduct an overhaul of the Hatteras village site. Months later, Dare County and the Outer Banks Visitors Bureau stepped in with an extra \$500,000 in funds, which the state then bolstered with an additional \$400,000, resulting in a total of \$5.1 million to bring the remodeling project to life. <http://bit.ly/3YD0oaq>*

**Outer Banks Voice | Mark Jurkowitz | Dec-22**

**“Tourism numbers ‘soften’ in new collections data”**

*Nettles suggests something of a return to the pre-COVID era. In his recap of the Dec. 15 Dare County Tourism Board meeting, Outer Banks Visitors Bureau Executive Director Lee Nettles said that the more recent lodging and restaurant collections data suggest a slowing in the major tourism boom of the last few years. “Now as we’ve been cautioning and pointing out over time, we have seen some softening of the numbers and more of a move back to a normalization, kind of looking a bit more like 2019, pre-COVID,” Nettles stated on the video recap of that Dec. 15 meeting. <http://bit.ly/3VCEfpN>*

# 25 Best Babymoon Destinations Around the World

We've rounded up the best babymoon destinations for every type of traveler.

By [Judy Koutsky](#) | Updated on November 13, 2022

Fact checked by [Jillian Dara](#)



We'd venture to say no one needs a vacation more than expecting parents. It's an important time to get away before their lives change forever. Babymoons are the perfect opportunity to rest and recharge — and sleep-in for the last time in awhile — before welcoming a new child. It's also a great way for partners to spend quality time together as they embark on a new chapter of their relationship.

In regard to pregnancy, the best time to plan a babymoon is usually in your second trimester, between 14 and 28 weeks. And though you can usually fly up to 36 weeks, it's always best to check with your doctor before booking that ticket.

But where should you go? There are a variety of destinations, both in the U.S. and abroad, that specialize in both once-in-a-lifetime experiences and relaxation. From a private island resort in the [Maldives](#) to an all-inclusive [spa](#) in Tucson, we've put together a list of the best babymoon destinations around the world that are perfect for any parents-to-be.

Here are 25 babymoon ideas with something for every travel style.

## 19. Outer Banks, North Carolina



PHOTO: GETTY IMAGES

Watch the sunrise on the beach, explore the expansive and undeveloped coastline on Cape Hatteras, and dine on fresh seafood when you visit the Outer Banks. With 100 miles of beaches, there are plenty of places to sneak away for some peace and quiet.

**Where to Stay:** Nature lovers should check out [The Inn on Pamlico Sound](#), a boutique waterfront property located in the midst of nature. The three-acre facility sits on a ridge between the banks of the Pamlico Sound, one of North America's largest estuaries, and the [Buxton Woods Reserve](#), one of North America's largest maritime forests.

## TRAVEL

## 13 Incredibly Cool Food Trails You Can Visit in the U.S.

West Virginia's pepperoni trail, South Carolina's pimento cheese trail, and more off-beat food adventures you should add to your itinerary.

By [Alexandra Domrongchai](#) | Updated on December 21, 2022



We believe that the best [vacations](#) are planned around eating, and [food trails](#) are one of the best ways to do that. Exploring a state's regional cuisine through food trails lets you taste some of the best food that region has to offer, while also gaining a sense of its background and history. From Sonoran [hot dogs](#) in Arizona to South Carolina's [pimento cheese](#) trail, these thirteen gourmet food trails are the coolest way to explore America.

11  
of 13

### North Carolina Oyster Trail



PHOTO: PAUL MANLEY

To protect their oysters, North Carolina went to war in the late 1800s. As a result, oyster farmers have committed themselves to maintaining the supply of oysters that are showcased on their [oyster trail](#) across the state. Check out [Saltbox Seafood Joint](#) in Durham owned by James Beard Award-winning chef Ricky Moore or take a tour of [Oysters Carolina](#) at Harkers Island to explore the bounty of bivalve mollusks.