DARE COUNTY TOURISM BOARD MEETING THURSDAY, OCTOBER 20, 2022 9:00 A.M.

OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES ONE VISITORS CENTER CIRCLE MANTEO, NC 27954

AGENDA

I. Call to Order

- II. Pledge of Allegiance & Moment of Silence
- III. Approval of Agenda
- IV. Approval of Minutes from the September 15, 2022 Meeting
- V. Public Comments
- VI. Steering/Chairman's Report
 - 1. Tourism Impact Grant Extension Requests
 - 2. Tourism Impact Grant Award Recommendations
- VII. Budget & Finance Report
- VIII. Outer Banks Visitors Bureau Updates
- IX. Old Business
- X. New Business
- XI. Board Member Comments
- XII. Set Date, Time, and Place of Next Meeting
- XIII. Adjournment

RECORD OF MINUTES DARE COUNTY TOURISM BOARD THURSDAY, SEPTEMBER 15, 2022 9:00 A.M.

OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES MANTEO, NC 27954

ATTENDING:

In-Person: Tim Cafferty, Chair; Monica Thibodeau, Vice Chair; Ervin Bateman, Treasurer; Ivy Ingram, Assistant Treasurer; Jamie Chisholm, Secretary; Mark Ballog, Gray Berryman, David Hines, Leo Holland, Dennis Robinson, and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Bambos Charalambous, Bobby Owens, and Mike Siers.

STAFF:

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

OTHERS ATTENDING:

John Harris, Billy Vaughn, Susie Walters, Sandra Allen, and G.W. Meadows, Rogallo Foundation; Becky Huff, Dare County Tax Collector; and Ricki Burrus, Dare County Occupancy/Food & Beverage Tax, Dare County Tax Department; Luke Halton, The OBX Way; and Philip Ruckle, *The Coastland Times*.

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 Ms. Ingram. There was no discussion. The motion passed unanimously (10-0).

APPROVAL OF MINUTES: Ms. Thibodeau moved to approve the meeting minutes from August 18, 2022 meeting. Second by Mr. Holland. There was no discussion. The motion passed unanimously (10-0).

PUBLIC COMMENTS: John Harris and Billy Vaughn reviewed the history of the Rogallo Foundation, Francis Rogallo, the history of the flexible wing and what its impact has been on wind sports, and preliminary plans for a museum dedicated to Rogallo and the flexible wing (presentation attached).

MEALS AND OCCUPANCY TAX: Becky Huff reviewed how the meals and occupancy taxes, particularly VRBO, Airbnb, and campgrounds, are collected, broken into categories, and distributed.

CHAIR'S REPORT: The Chair reviewed past and future event center presentations made to the Towns. The Chair and Jay Wheless noted the completed Memorandum of Understanding for the Boardwalk Easement, as part of the PARTF grant application, with the County.

BUDGET AND FINANCE REPORT: Mr. Bateman reviewed the meals and occupancy receipts received. Receipts for fiscal year 2022-2023 are up 14.45% compared to 2021-2022 actual receipts.

GRANTS AND LOCAL PUBLIC RELATIONS: Lee Nettles and Ms. Chisholm reviewed the work of the Grant Committee at their September 6, 2022 meetings. Following the review, Ms. Chisholm moved to approve the following Event Grant Awards:

Organization	<u>Event</u>	Recommended
-		Award Amount
Beach Food Pantry	Outer Banks Rum Festival (2023)	\$5,000.00
D C + A + C - 1	Artrageous Kids Art Festival (2023)	\$4,500.00
Dare County Arts Council	Rock the Cape (2023)	\$6,000.00
Dare County Motorsports Charity	Spring OB Bike Week South (2023)	\$11,500.00
Group		
Dare County Restaurant Assoc.	Taste of the Beach (2023)	\$20,000.00
Eastern Surfing Association-Outer	Mid-Atlantic Regional Surfing Championships (2023)	\$12,500.00
Banks District		
Elizabethan Gardens	WinterLights (2022)	\$20,000.00
First Flight Foundation	Future of Electric Flight Expo (2023)	\$15,000.00
Garage Band Charities	OBX Rod & Custom Festival (2023)	\$10,000.00
Hatteras Island Youth Education	Shore Break 5k & Tide Pool Fun Run (2023)	\$5,000.00
Fund		
Manteo Preservation Trust	Holiday Tour of Homes (2022)	\$2,500.00
Outer Banks Conservationists	Sheep Shearing Day & Spring Festival (2023)	\$1,000.00
Outer Banks SPCA	Bark in the Park (2023)	\$1,000.00
Outer Banks Sporting Events	Flying Pirate Half Marathon (2023)	\$12,500.00
Outer Banks Sporting Events	Outer Banks Triathlon (2023)	\$12,500.00
Roanoke Island Historical Assoc.	Lost Colony Beer, Wine & Culinary Festival (2023)	\$3,250.00
Town of Manteo	Midnight Magic in Manteo NYE (2022)	\$20,000.00
Town of Nags Head	Kelly's St. Patrick's Day Parade (2023)	\$3,500.00
	Total Recommended Award Amount	\$165,750.00

Second by Mr. Robinson. There was no discussion. The motion passed unanimously (10-0).

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles reviewed the:

- Careers Beyond the Counter initiative with Dare County Schools
- Long Range Planning Study. Over 150 people responded to the first round of surveys to the industry partners. The resident survey should go out early October.
- Southeast Tourism Society Shining Example Award for the African American Heritage Trail
- Marketing Dashboard and visitation

Lorrie Love reviewed the responses received the speakers bureau and internships in the Careers Beyond the Counter initiative, upcoming events at the Event Site, and speakers for the upcoming Tourism Summit.

Aaron Tuell reviewed recent coverage (via articles and/or blogposts), specialized eblasts to Canadians, and media missions.

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

NEW BUSINESS: The Chair introduced Resolution 2022-4, *Dare County Tourism Board Resolution Regarding Occupancy Taxes Overpaid from Dare County Campgrounds* (attached document is incorporated herewith and hereby made a part of these minutes). Following review, Ms. Thibodeau moved to adopt Resolution 2022-4. Second by Mr. Holland. There was no discussion. The motion passed unanimously (10-0).

BOARD MEMBER COMMENTS:

- Mr. Robinson noted that Day at the Docks event would be returning September 17
- Ms. Thibodeau noted the upcoming Duck Jazz Fest
- Mr. Ballog noted that September was still busy for restaurants, staffing remains an issue, and reviewed the North Carolina Restaurant and Lodging Association meeting held at the Hilton in early September.
- Mr. Holland noted ongoing beach nourishment and lessening traffic in the Town of Southern Shores.

SET DATE, TIME, AND PLACE OF NEXT MEETING: The next meeting is scheduled for 9:00 a.m. on Thursday, October 20, 2022, in the Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC.

The Chair asked if there was any further business before the Board. Hearing none, the Chair adjourned the meeting at 10:30 a.m.

ATTESTED:	
Clerk, Dare County Tourism Board	
AAP	



At their October 11, 2022 meeting, Steering Committee recommended granting an additional extension to June 30, 2024.

September 27, 2022

Diane M. Bognich, Grants Administrator Outer Banks Tourism Board One Visitors Center Circle Manteo, NC 27954

RE: Grant Extension Request, Town of Duck Pedestrian Improvements (Phase 4), Tourism Impact Grant

Dear Ms. Bognich:

I'm writing to respectfully request a one-year extension of the Tourism Impact Grant generously awarded by the Dare County Tourism Board to assist the Town of Duck with completing construction of the fourth and final phase of pedestrian improvements in Duck Village.

Scheduled to take place during the late-fall and winter months in 2022-23, construction of the Phase 4 pedestrian improvements has been deferred by the Town of Duck to allow this project to be constructed as part of a package of resiliency projects along this stretch of Duck Road (N.C. Highway 12) and the Currituck Sound in FY 2023-24. In support of the various project components, the Town has been awarded grants from a variety of funding partners including the N.C. Division of Emergency Management, National Fish & Wildlife Foundation, and Dare County Soil & Water Conservation. However, the largest portion of the project's financing comes from a substantial grant through FEMA's Building Resilient Infrastructure & Communities (BRIC) program. The Town has been informed of this grant award by FEMA, pending final review of the project by federal agencies. As this review may take up to six months, it has become clear that the Town will not be able to construct the proposed project within the originally intended timeframe.

In addition, the Town is still undergoing review for permits from applicable state environmental agencies. As it appears this permitting process may involve minor amendments to the proposed

plans, it may also take additional months to complete before construction will be permitted. The Town's consulting engineers with Vanasse Hangen Brustlin (VHB) have completed and submitted detailed designs, site plans, and specifications for the project. Following the initial reviews, VHB has submitted additional information, design changes, and responses to FEMA and state agencies.

Due to the need for lane closures during construction of the project, the project can only be constructed during the off-season as N.C. Highway 12 serves as the sole access road for over 80,000 residents and visitors located north of the project area during the summer months. The timing of the BRIC grant funding and state agency review makes it infeasible for the Town to construct the coastal resiliency project in this year's construction cycle, meaning that project construction is unlikely to begin earlier than mid-October 2023. If the sidewalk were to be constructed this year, significant sections of it would have to be removed and replaced to accommodate the potential road elevation project next year. Rather than potentially reconstructing portions of the sidewalk within a year's time, the Town of Duck is proposing to defer construction of the sidewalk to coincide with the project to elevate the adjoining section of N.C. Highway 12 in FY 2023-24.

Your consideration of the requested extension will be greatly appreciated. You are welcome to contact me with any questions regarding this matter.

Sincerely,

Joseph H. Heard

Joseph H. Heard, AICP Director of Community Development



At their October 11 meeting, the Steering Committee recommending grant an extension to June 30, 2024

Jockey's Ridge State Park Shoreline Stabilization and Public Access Project September 2022 Update

The Coastal Federation is grateful for the support of the Dare County Tourism Impact Grant to implement a living shoreline at Jockey's Ridge State Park.

The Federation has completed construction drawings, construction preparation work, and construction bidding on schedule. Final restoration design includes 834 linear feet of granite sill to be installed along the park shoreline. Those designs are enclosed.

Permit application documents for the project were completed on schedule and submitted to the N.C. Division of Coastal Management in May 2022. Unfortunately, the permit application was not received by the Division. The permit was sent certified return receipt and the Federation continues to receive occasional tracking updates on the original permit application. The Federation abandoned the first application as lost in the mail and submitted a second set of application documents in late summer. Documents were finally accepted for review by the N.C. Division of Coastal Management in August.

This 3-month permitting delay has seriously impacted the project timeline, which originally called for construction in August and September, closely following the end of peak tourist season. This delay will push permit approval to an estimated date of November 14th, 75 days from submission. However, the Division can request up to 150 days for review, which would push the permit approval date to sometime in January 2023. Construction will begin approximately one month after permits are received. Construction is estimated to take approximately two months, and is still on track to be completed before the tourist season ramps up in 2023.

Due to this delay, the Federation requests a one-year extension to our grant.

Despite the permitting delay, this project continues to receive good public attention, including:

- field trips and local presentations lead by the Federation
- a promotional video about the project, recorded in June and scheduled for completion this fall
- ten kayak trips lead by Jockey's Ridge State Park, reaching over 100 participants
- 1.8 million people visited the park in 2021, a large number of which accessed the estuarine shoreline via the trail to the site. The Park is in the process of remodeling its Visitor's Center; once that is complete, the new center will include information about this project.

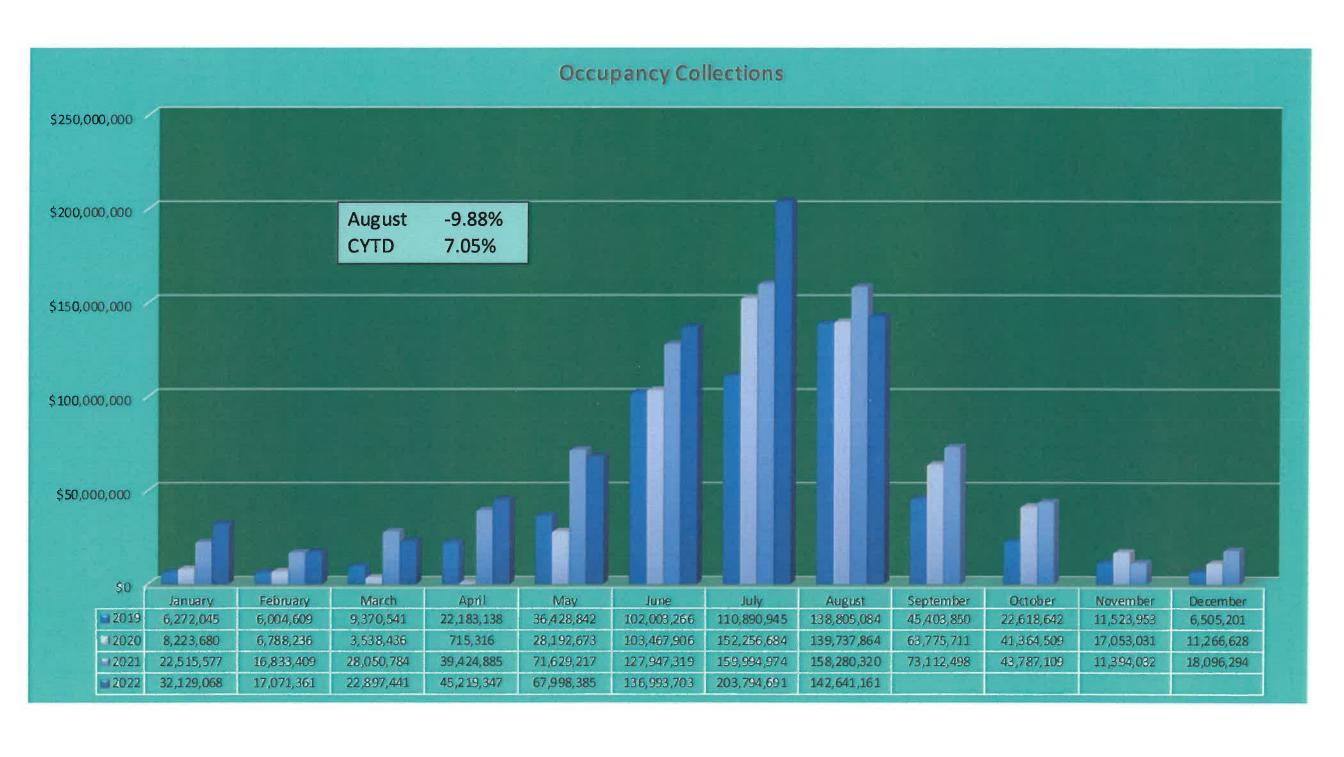
Additionally, the Town of Nags Head is developing an Estuarine Shoreline Management Plan which includes Jockeys' Ridge State Park as one of eleven priority areas to explore for additional shoreline protection, building on this project (excerpt enclosed). The Park Superintendent has also publicly expressed interest in considering and prioritizing additional areas of the park for shoreline protection and restoration. The final shoreline management plan and priority locations will be completed in December 2022.

TIG Grant Worksheet FY22/23

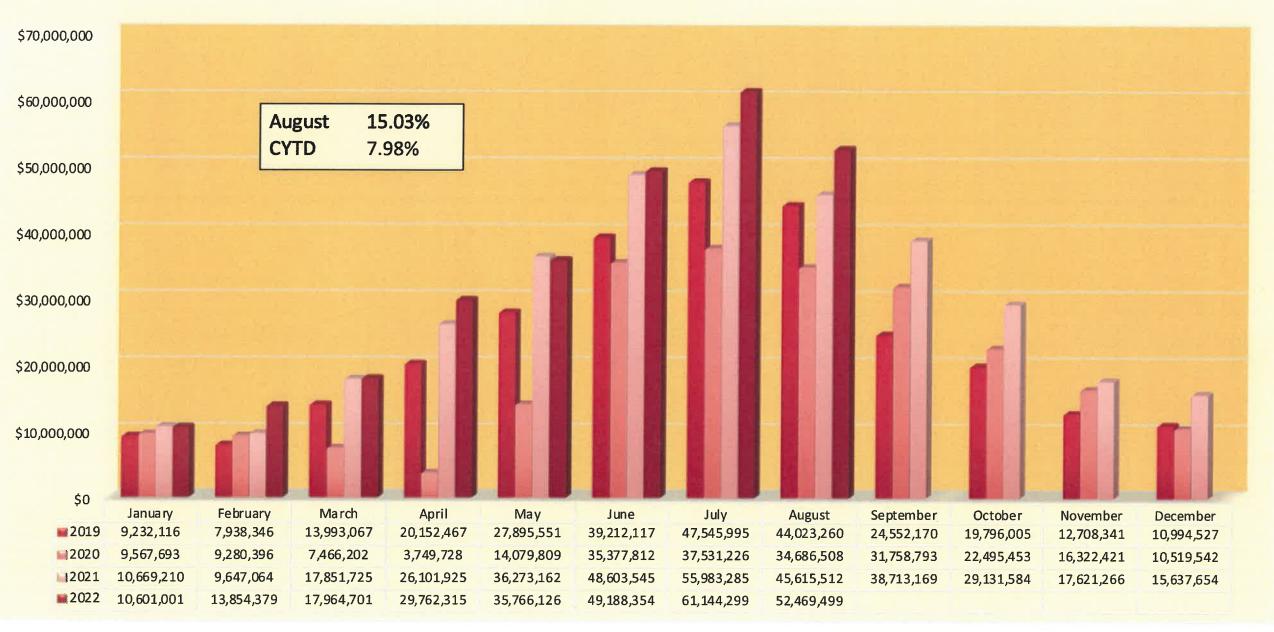
Organization	Project	Project Amount	Requested Amount	Recommended Amount
Dare (County of)	Frisco-Buxton Pathway	\$2,483,800.00	\$200,000.00	\$200,000.00
	This is the second part of a required 20% match for the Federal Scenic Byway Grant. Project would construct a five-foot wide pathway from Piney Ridge Road in Frisco to Buxton Back Road opposite the secondary school.			
Duck (Town of)	Ocean Crest Bicycle and Pedestrian Improvements	\$110,128.68	\$82,596.51	\$78,000.00
	Construction of an eight-foot wide concrete bicycle/pedestrian pathway along the east side of Highway 12 from the Ocean Crest neighborhood to the existing pathway at E. Charles Jenkins Lane			
Kill Devil Hills (Town of)	Sidewalk in Front of Wright Brothers Memorial	\$424,980.00	\$187,490.00	\$177,000.00
	Construct five-foot wide sidewalk linking existing sidewalk segments along westside of Highway 158 from Colington Road to W. Landing Drive.			
Nags Head (Town of)	Whalebone Park Restrooms	\$150,000.00	\$120,000.00	\$112,000.00
	Construct a permanent two stall universally accessible restroom close to the ADA parking area at Whalebone Park.			

TIG Grant Worksheet FY22/23

Organization	Project	Project Amount	Requested Amount	Recommended Amount
Outer Banks Forever	Historic Weather Bureau Signal Replacement	\$37,095.00	\$34,595.00	\$34,595.00
	Rebuild the Signal Tower at the Weather Bureau Station in Hatteras to serve as an educational and historical attraction at the Weather Bureau.			
Outer Banks Forever	Cape Hatteras Lighthouse Pathway	\$2,080,583.00	\$150,000.00	\$132,000.00
	Construct a paved path from the lighthouse entrance on Highway 12 following Lighthouse Road to the parking lot at the Old Lighthouse Beach, then continue to the lighthouse following the actual path the lighthouse took when it was moved to its current position.			
Southern Shores (Town of)	Walking Path on E Highway 12 Construct a five-foot wide concrete walking path from Ocean Boulevard along the east side of Highway 12 to the existing	\$328,415.10	\$166,125.86	\$150,000.00
	walking path at E. Dogwood Trail.			
Southern Shores Civic Association	Accessible Access East side of 96A Ocean Blvd Access	\$37,235.00	\$35,000.00	\$25,000.00
	Construct a handicapped access ramp from the walkover at 96A Ocean Boulevard down to the beach for easier accessibility to the oceanfront.			
	Total Amount in TIG (Short Term Unappropriated			\$ 858,832.00
	Withdrawn Skate Park Town of NH Grant			\$ 30,000.00
	Withdrawn OB Forever Wright Brothers Trail of Flight Grant			\$ 21,250.00
	Total Available			\$ 910,082.00
	Total Requested Amount			\$908,595.00
	Difference			\$1,487.0







BUDGET & FINANCE PROJECTIONS OCCUPANCY & MEALS FY 2022-2023

	OCCUPANCY &	MEALS FY 2022-20	023		
		PROJECTED	ACTUAL		
FISCAL YEAR		FY 22-23	FY 22-23	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$1,031,750.00	\$1,366,625.62	\$334,875.62	32.46%
JULY RECEIVED	MEALS	\$338,295.00	\$486,160.01	\$147,865.01	43.71%
		\$1,370,045.00	\$1,852,785.63	\$482,740.63	35.24%
			, =, 1 1 2 , 1 2 3 1 3 3	¥102,710.00	33.243
JULY EARNED	OCCUPANCY	\$1,330,745.00	\$2,025,876.87	\$695,131.87	52.24%
AUGUST RECEIVE	EI MEALS	\$391,845.00	\$597,289.43	\$205,444.43	52.43%
		\$1,722,590.00	\$2,623,166.30	\$900,576.30	52.28%
AUGUST EARNED	OCCUPANCY	\$1,257,920.00	\$1,434,166.40	\$176,246.40	14.01%
SEPT RECEIVED	MEALS	\$371,790.00	\$496,883.38	\$125,093.38	33,65%
		\$1,629,710.00	\$1,931,049.78	\$301,339.78	18.49%
			, = , 5 5 2 , 5 13 . 7 5	4301,333.70	10.49%
SEPTEMBER EARI	NE OCCUPANCY	\$493,540.00	\$0.00	\$0.00	0.00%
OCT RECEIVED	MEALS	\$251,510.00	\$0.00	\$0.00	0.00%
		\$745,050.00	\$0.00	\$0.00	0.00%
		•	, , , ,	70.00	0.000
OCTOBER EARNEI	OCCUPANCY	\$233,310.00	\$0.00	\$0.00	0.00%
NOV RECEIVED	MEALS	\$192,925.00	\$0.00	\$0.00	0.00%
		\$426,235.00	\$0.00	\$0.00	0.00%
NOVEMBER EARNE	EL OCCUPANCY	\$102,575.00	\$0.00	\$0.00	0.00%
DEC RECEIVED	MEALS	\$122,550.00	\$0.00	\$0.00	0.00%
		\$225,125.00	\$0.00	\$0.00	0.00%
DECEMBER EARNE	I OCCIIDANCY	\$65,545.00	\$0.00	00.00	0.000
JAN RECEIVED	MEALS	\$97,265.00	\$0.00	\$0.00	0.00%
OTHY INDODIVED	tmano		\$0.00	<u>\$0.00</u>	0.00%
		\$162,810.00	\$0.00	\$0.00	0.00%
JANUARY EARNEL	OCCUPANCY	\$85,170.00	\$0.00	\$0.00	0.00%
FEB RECEIVED	MEALS	\$82,190.00	\$0.00	\$0.00	0.00%
		\$167,360.00	\$0.00	\$0.00	0.00%
FEBRUARY EARNE	U OCCIIDANCY	\$61,895.00	\$0.00	¢0.00	0.000
MARCH RECEIVED		\$84,315.00		\$0.00	0.00%
IMMON MICHTARD	111111111111111111111111111111111111111	\$146,210.00	<u>\$0.00</u>	\$0.00	0.00%
		7140,210.00	\$0.00	\$0.00	0.00%
MARCH EARNED	OCCUPANCY	\$93,850.00	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	\$123,685.00	\$0.00	\$0.00	0.00%
		\$217,535.00	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$250,790.00	\$0.00	¢0.00	0.000
MAY RECEIVED	MEALS			\$0.00	0.00%
MAI RECEIVED	FEALS	\$190,715.00	\$0.00	\$0.00	0.00%
		\$441,505.00	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$312,000.00	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	\$229,700.00	\$0.00	\$0.00	0.00%
		\$541,700.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$3,620,415.00	\$4,826,668.89	\$1,206,253.89	33.32%
TO-DATE	MEALS	\$1,101,930.00	\$1,580,332.82	\$1,206,253.89	
10 DAIL	FERTIS	\$4,722,345.00	\$6,407,001.71	\$1,684,656.71	43.41% 35.67%
TOTAL	OCCUPANCY	\$5,319,090.00	·		
PROJECTED	MEALS	\$2,476,785.00			
2022-2023		\$7,795,875.00			
		4.7.557575.00			

CALENDAR YEAR RI 2020-2021 DECEMBER EARNED	ECEIPTS	ACTUAL 2021	ACTUAL 2022	+/- \$	+/- %
JAN RECEIVED	OCCUPANCY	\$99,622.05	\$191,666.48	\$92,044.43	92.39%
	MEALS	\$129,244.28	\$172,557.93	\$43,313.65	33.51%
		\$228,866.33	\$364,224.41	\$135,358.08	59.14%
JANUARY EARNED		, == 1, 111111	, 001, 221111	4100,000.00	03.110
FEB RECEIVED	OCCUPANCY	\$221,256.93	\$320,768.60	\$99,511.67	44.98%
	MEALS	\$96,377.22	\$93,580.41	(\$2,796.81)	-2.90%
		\$317,634.15	\$414,349.01	\$96,714.86	30.45%
FEBRUARY EARNED				,	
MARCH RECEIVED	OCCUPANCY	\$167,212.81	\$170,200.72	\$2,987.91	1.79%
	MEALS	\$92,066.71	\$131,328.38	\$39,261.67	42.64%
		\$259,279.52	\$301,529.10	\$42,249.58	16.29%
MARCH EARNED					
APRIL RECEIVED	OCCUPANCY	\$277,701.44	\$229,960.99	(\$47,740.45)	-17.19%
	MEALS	\$179,713.69	\$176,838.05	(\$2,875.64)	<u>-1.60%</u>
		\$457,415.13	\$406,799.04	(\$50 , 616.09)	-11.07%
APRIL EARNED					
MAY RECEIVED	OCCUPANCY	\$395,352.18	\$451,019.43	\$55,667.25	14.08%
	MEALS	\$259,174.72	\$284,410.03	\$25,235.31	9.74%
		\$654,526.90	\$735,429.46	\$80,902.56	12.36%
MAY EARNED	0.0.000	6700 401 50	ACED 005 50	/+00 174 001	1 050
JUNE RECEIVED	OCCUPANCY	\$709,401.52	\$679,226.62	(\$30,174.90)	-4.25%
	MEALS	\$359,081.49	\$344.507.94	(\$14,573.55)	<u>-4.06%</u>
TEINIE EN D'NIED		\$1,068,483.01	\$1,023,734.56	(\$44,748.45)	-4.19%
JUNE EARNED JULY RECEIVED	OCCUPANCY	\$1,276,821.42	\$1,366,625.62	\$89,804.20	7.03%
JOLI KECEIVED	MEALS	\$484,564.78	\$486,160.01	\$1,595.23	0.33%
	PERUS	\$1,761,386.20	\$1,852,785.63	\$91,399.43	5.19%
JULY EARNED		Q1,701,300.20	Ψ1,032,703.03	751,555.35	0.100
AUGUST RECEIVED	OCCUPANCY	\$1,592,749.50	\$2,025,876.87	\$433,127.37	27.19%
11000001 11201112	MEALS	\$556,560.43	\$597,289.43	\$40,729.00	7.32%
		\$2,149,309.93	\$2,623,166.30	\$473,856.37	22.05%
AUGUST EARNED					
SEPT RECEIVED	OCCUPANCY	\$1,592,951.57	\$1,434,166.40	(\$158,785.17)	-9.97%
	MEALS	\$455,773.11	\$496,883.38	\$41,110.27	9.02%
		\$2,048,724.68	\$1,931,049.78	(\$117,674.90)	-5.74%
SEPTEMBER EARNEL)				
OCT RECEIVED	OCCUPANCY	\$717,839.65	\$0.00	\$0.00	0.00%
	MEALS	\$381,874.96	\$0.00	<u>\$0.00</u>	0.00%
		\$1,099,714.61	\$0.00	\$0.00	0.00%
OCTOBER EARNED					
NOV RECEIVED	OCCUPANCY	\$437,385.81	\$0.00	\$0.00	0.00%
	MEALS	\$283,579.71	\$0.00	\$0.00	0.00%
		\$720,965.52	\$0.00	\$0.00	0.00%
NOVEMBER EARNED	0.0000000000000000000000000000000000000	4102 022 12	60.00	\$0.00	0.00%
DEC RECEIVED	OCCUPANCY MEALS	\$103,833.12 \$144,517.86	\$0.00 <u>\$0.00</u>	\$0.00 \$0.00	0.00%
	MEALS	\$248,350.98	\$0.00	\$0.00	0.00%
		7230,330.30	70.00	+ 3 * 0 0	
Total To Date	Occupancy	\$6,333,069.42	\$6,869,511.73	\$536,442.31	8.47%
15041 10 5400	Meals	\$2,612,556.43	\$2,783,555.56	\$170,999.13	6.55%
	_ *************************************	\$8,945,625.85	\$9,653,067.29	\$707,441.44	7.91%
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Total for Year	OCCUPANCY MEALS	\$7,592,128.00 <u>\$3,422,528.96</u> \$11,014,656.96			
		==,=====			

OCCUPANCY & MEALS FY 2022-2023 ACTUAL RECEIPTS

		ACTUAL RECEIPTS				
		ACTUAL	ACTUAL	+/- \$	+/- %	
FISCAL YEAR REC	EIPTS	FY 21-22	FY 22-23			
						·
JUNE EARNED	OCCUPANCY	\$1,276,821.42	\$1,366,625.62	\$89,804.20	7.03%	
JULY RECEIVED	MEALS	\$484,564.78	\$486,160.01	\$1,595.23	0.33%	
		\$1,761,386.20	\$1,852,785.63	\$91,399.43	5.19%	
JULY EARNED	OCCUPANCY	\$1,592,749.50	\$2,025,876.87	\$433,127.37	27.19%	
AUGUST RECEIVED	MEALS	\$556,560.43	\$597,289.43	\$40,729.00	7.32%	
		\$2,149,309.93	\$2,623,166.30	\$473,856.37	22.05%	
			, ,	41.07000.57	22:000	
AUGUST EARNED	OCCUPANCY	\$1,592,951.57	\$1,434,166.40	(\$158,785.17)	-9.97%	
SEPT RECEIVED	MEALS	\$455,773.11	\$496,883.38	\$41,110.27	9.02%	
		\$2,048,724.68	\$1,931,049.78	(\$117,674.90)	-5.74%	
		+1,010,721100	V1, 331, 043.70	(9117,074.90)	-3.746	
SEPTEMBER EARNE	OCCUPANCY	\$717,839.65	60.00	¢0.00	0.000	
OCT RECEIVED	MEALS		\$0.00	\$0.00	0.00%	
OCT KHCHIVED	MEALIS	\$381,874.96	\$0.00	\$0.00	0.00%	
		\$1,099,714.61	\$0.00	\$0.00	0.00%	
OCHODED BADARS	0001177	A400 0== -:				
OCTOBER EARNED	OCCUPANCY	\$437,385.81	\$0.00	\$0.00	0.00%	
NOV RECEIVED	MEALS	\$283,579.71	\$0.00	\$0.00	0.008	
		\$720,965.52	\$0.00	\$0.00	0.00%	
NOVEMBER EARNED	OCCUPANCY	\$103,833.12	\$0.00	\$0.00	0.00%	
DEC RECEIVED	MEALS	\$144,517.86	\$0.00	\$0.00	0.00%	
		\$248,350.98	\$0.00	\$0.00	0.00%	
DECEMBER EARNED	OCCUPANCY	\$191,666.48	\$0.00	\$0.00	0.00%	
JAN RECEIVED	MEALS	\$172,557.93	\$0.00	\$0.00	0.00%	
		\$364,224.41	\$0.00	\$0.00	0.00%	
		, , , , , , , , , , , , , , , , , , , ,	+0.00	40.00	0.000	
JANUARY EARNED	OCCUPANCY	\$320,768.60	\$0.00	\$0.00	0.00%	
FEB RECEIVED	MEALS	\$93,580.41	\$0.00	\$0.00	0.00%	
1001110		\$414,349.01	\$0.00			
		9414, 549. OI	\$0.00	\$0.00	0.00%	
FEBRUARY EARNED	OCCUPANCY	6170 200 72	40.00	40.00	0.000	
MARCH RECEIVED		\$170,200.72	\$0.00	\$0.00	0.00%	
MARCH RECEIVED	MEALS	\$131,328.38	\$0.00	\$0.00	0.00%	
		\$301,529.10	\$0.00	\$0.00	0.00%	
143 D 011		1000				
MARCH EARNED	OCCUPANCY	\$229,960.99	\$0.00	\$0.00	0.00%	
APRIL RECEIVED	MEALS	\$176,838.00	\$0.00	\$0.00	0.00%	
		\$406,798.99	\$0.00	\$0.00	0.00%	
APRIL EARNED	OCCUPANCY	\$451,019.43	\$0.00	\$0.00	0.00%	
MAY RECEIVED	MEALS	\$284,410.03	\$0.00	\$0.00	0.00%	
		\$735,429.46	\$0.00	\$0.00	0.00%	
MAY EARNED	OCCUPANCY	\$679,226.62	\$0.00	\$0.00	0.00%	
JUNE RECEIVED	MEALS	\$344,507.94	\$0.00	\$0.00	0.00%	
		\$1,023,734.56	\$0.00	\$0.00	0.00%	
		•				
	OCCUPANCY	\$4,462,522.49	\$4,826,668.89	\$364,146.40	8.16%	
TOTAL TO DATE	MEALS	\$1,496,898.32	\$1,580,332.82	\$83,434.50	5.57%	
		\$5,959,420.81	\$6,407,001.71	\$447,580.90	7.51%	
		7-,,	70/10/10/1/1	7.1.,000.00	,	
TOTAL	OCCUPANCY	\$7,764,423.91				
ACTUAL	MEALS	\$3,510,093.54				
2021-2022	· ALFALIO	\$11,274,517.45				
TOET 4088		Y11/2/4/31/.43				

Dare County Gross	Collections or	n Retail Sales						19.19.10
							Variance	Percent
	2022	2021	2020	2019	2018	2017	2022-2021	Change
January	5,359,454	4,657,080	3,809,146	3,518,081	3,585,781	3,246,772	702,374	15.08%
February	5,088,542	4,749,304	3,323,370	3,026,989	2,738,341	2,728,504	339,238	7.14%
March	4,719,805	4,162,193	3,077,829	2,831,112	2,829,152	2,812,630	557,612	13.40%
April	6,393,489	6,474,307	3,465,302	4,266,897	3,948,431	3,729,748	-80,818	-1.25%
May	9,057,618	7,933,574	2,728,392	5,501,100	4,861,088	5,084,042	1,124,044	14.17%
June	10,023,252	10,165,581	5,686,714	7,096,777	6,558,353	6,355,380	-142,329	-1.40%
July	15,463,045	14,146,535	12,370,251	11,321,288	10,815,908	10,038,975	1,316,510	9.31%
August		16,810,430	13,794,215	13,178,541	12,870,106	12,961,419	0	0.00%
September		14,558,020	12,478,041	11,799,596	10,996,721	10,694,311	0	0.00%
October		10,366,595	9,103,596	6,834,818	6,542,087	7,181,012	0	0.00%
November		7,717,041	6,925,862	5,191,614	4,932,146	4,698,891	0	0.00%
December		5,741,952	5,029,105	3,874,539	3,719,123	3,759,730	0	0.00%
YTD	56,105,205	52,288,574	34,461,004	37,562,244	35,337,054	33,996,051	3,816,631	7.30%
TOTAL	56,105,205	107,482,612	81,791,823	78,441,352	74,397,237	73,291,414		
YTD % Change	7.30%	51.73%	-8.26%	6.30%	3.94%	14.63%		
Total % Change	7.30%	31.41%	4.27%	5.44%	1.51%	8.94%		

Outer Banks Visitors Bur	eau													
Gross Occupancy Summ	nary													
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		73,112,498	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		43,787,109	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		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
YTD Total	668,745,157	624,676,485	442,920,795	431,958,470	410,449,104	393,456,705	373,746,784	360,951,543	347,255,553	332,704,377	320,455,151	307,589,919	296,120,209	283,733,285
Total	668,745,157	771,066,418	576,380,674	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773
YTD % Change	7.05%	41.04%	2.54%	5.24%	4.32%	5.27%	3.54%	3.94%	4.37%	3.82%	4.18%	3.87%	4.37%	-3.88%
Total % Change	7.05%	33.78%	11.27%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%
Month Increase/Decrease	-9.88%	13.27%	0.67%	27.68%	5.62%	-4.51%	-5.70%	6.77%	7.32%	13.42%	-2.32%	-3.27%	-3.51%	0.68%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	32.96%	135.23%	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%	5.68%	-6.13%	4.15%	4.87%
Qtr 2 (Mar-May)	-2.15%	328.72%	-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%
Qtr 3 (June-Aug)	8.34%	12.84%	12.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%
Qtr 4 (Sept-Nov)		4.99%	53.61%	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%

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 But	eau													
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	5,553,19
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	5,878,82
March	17,964,701	17,851,725	7,466,202		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	7,371,09
April	29,762,315	26,101,925	3,749,728		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	12,570,91
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	17,237,55
June	49,188,354	48,603,545	35,377,612		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	25,850,09
July	61,144,299	55,983,285	37,531,226		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	32,687,20
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	31,285,40
September		38,713,169	31,758,793		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	19,444,78
October		29,131,584	22,495,453	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,25
November		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	8,298,47
December		15,637,654	10,519,542		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	6,123,55
YTD Total	270.750.674	250 745 429	151 720 174	209,992,919	102 512 108	188,763,809	180 028 003	175 148 884	167,533,410	160 350 712	157 652 621	142 563 640	141,001,198	138,434,289
Total	270,750,674			278,043,962				236,779,616		213,797,971				
Total	270,750,074	351,649,101	232,033,303	210,040,802	207,012,000	207,037,100	242,000,427	200,170,010	224,001,142	210,707,071	200,000,000	100,001,107	107,707,007	104,001,00
YTD % Change	7.98%	65.25%	-27.74%	9.08%	1.99%	4.85%	2.79%	4.55%	4.48%	1.71%	10.58%	1.11%	1.85%	-1.88%
Total % Change	7.98%	51.11%	-16.26%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.109
Month Increase/(Decrea		31.51%	-21.21%	10.72%	4.79%	-3.22%	1.85%	-0.44%	5.28%	9.56%	24.04%	-14.25%	0.74%	-2.52%
Increase(Decrease)/Qtr								11.1001			15.050/	0.4004		
Qtr 1 (Dec-Feb)	30.02%	3.33%	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%	15.35%	2.18%	-8.46%	-4.169
Qtr 2 (Mar-May)	4.07%	217.16%	-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%
Qtr 3 (June-Aug)	8.39%	39.60%	-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.699
Qtr 4 (Sept-Nov)		21.10%	23.70%	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%
Note: For January 2009, ab	out \$150,000 was	reported from pr	ior months, this	is still an increa	se of \$87,990 or	1.66%								
Easter was in March	for 2008, 2013, 2	016. Easter in A	pril for 2009, 20	10, 2011, 2012,	2014, 2015, 201	7, April 1, 2018,	2019, 2020, 202	21, 2022						
For August 2009, La	bor Day was 9/7;	it was 9/1 in 200	8											
Hurricane Irene stru	ck August 27, 201	1												
Hurricane Sandy str	ick on October 27	, 2012												
Hurricane Arthur str	uck on July 4, 201	4												
Hurricane Hermine	struck on Septemb	er 3, 2016. Hur	ricane Matthew	struck on Octob	er 8, 2016 which	was Columbus	Day weekend.							
Mandatory evacution														
Tropical Storm Irma	September 11, 20	17, no evacuatio	n orders. Manda	tory evacution fo	or Hatteras Island	d Hurricane Mar	ia September 26	-28, 2017						
Hurricane Florence n	nandatory evacuat	ion September 1	1-September 15,	, 2018. Tropical	storm Michael	on October 12, 2	018, no evacuati	ons ordered.						
For January 2019, at	out \$1,000,000 w	as reported from	prior months in	SS.										
Hurricane Dorian ma	ndatory evacuatio	ns September 3-	September 12, 2	019.										
For September 2019	, about \$261,000 v	vas reported from	n prior months i	n Frisco.										
Dare County State of	Emergency close	d to visitors 3/17	/20 and NRPOs	3/20/20 due to C	COVID-19. Resta	aurants Take-Ou	t Only, Open 50°	% May 23, 2020						
For September 2020	, about \$1,200,000) was reported fr	om July and Au	gust.										
For July 2021, about					021.									
	Manteo reported \$													

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 &	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		803,646	427,073	1,348,600	1,567,213		557,989	437,579	551,614	608,182	
October	160,079	149,153	155,303	165,873		349,366	406,219	922,352	1,030,829		439,412	308,779	493,509	491,572	
November	77,097	74,856	65,719	125,498		118,727	126,014	355,225	365,096		201,959	143,147	63,227	145,754	
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	
YTD Totals	1,543,449	2,524,294	1,265,285	2,351,386	1,970,417	6,140,782	7,365,320	8,074,467	12,377,251	8,160,127	5,323,573	4,962,584	3,227,160	4,218,434	3,908,075
Total	1,924,526	3,085,512	1,871,993	3,180,963	1,970,417	7,444,545	8,384,023	10,849,867	15,518,895	8,160,127	6,614,236	5,907,648	4,549,771	5,554,350	3,908,075
,		*		,											
Month Increase	28.22%	24.87%	1.19%	42.36%	-27.93%	38.35%	22.58%	5.16%	39.57%	-36.14%	-8.39%	-32.71%	3.46%	-0.06%	-13.75%
YTD Increase	14.73%	63.55%	-49.88%	85.84%	-16.20%	17.59%	19.94%	9.63%	53.29%	-34.07%	2.97%	-6.78%	-34.97%	30.72%	-7.36%
Total Year Increa	9.14%	60.33%	-39.33%	69.92%		17.99%	12.62%	29.41%	43.03%		0.76%	-10.68%	-22.99%	22.08%	

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/	Motel/	Motel/	Motel/	Motel/	Online Trave	Online Trave	Online Trave	Online Travel	Online Travel	Property	Property	Property	Property	Property
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	OTC *	OTC *	OTC *	Management	Management	Management	Management	Management
											Agencies	Agencies	Agencies	Agencies	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		127,801	128,596	495,636	1,369,614		41,912,607	37,793,636	51,755,580	58,512,166	
October	4,729,167	5,163,907	6,047,939	7,830,739		94,511	76,787	91,603	794,126		16,607,911	16,375,128	33,435,472	34,110,939	
November	2,101,808	1,972,903	1,882,898	2,106,980		35,749	31,815	7,333	8,921		7,319,364	9,080,251	14,518,005	8,640,528	
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	
YTD Totals	56,000,960	57,109,825	48,725,576	84,783,888	79,659,206	1,683,305	1,136,196	1,489,356	8,737,742	9,236,475	339,114,390	357,392,577	379,384,228	517,584,855	572,887,369
Total	69,277,514	71,940,550	67,864,420	109,606,289	79,659,206	1,968,514	1,396,206	2,134,793	11,425,576	9,236,475	408,119,850	425,415,218	487,929,729	633,068,406	572,887,369
Month Increase	4.80%	13.28%	-5.58%	38.64%	-9.71%		-36.90%	-8.31%	783.22%	-3.79%	5.54%	30.53%	1.25%	10.18%	-9.25%
YTD Increase	-3.09%	1.98%	-14.68%	74.00%	-6.04%		-32.50%	31.08%	486.68%	5.71%	5.36%	5.39%	6.15%	36.43%	10.68%
Total Year Increa	-6.36%	3.84%	-5.67%	61.51%			-29.07%	52.90%	435.21%		5.22%	4.24%	14.69%	29.75%	

^{*} 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		201,660	210,087	466,395	392,240		48,791,548	45,403,850	63,775,711	73,112,498	C
October	3,090,168	5,199,066	6,243,795		217,916	215,456	309,934	157,157		22,503,851	22,618,642	41,364,509	43,787,109	0
November	1,659,752	894,605	698,108		146,707	126,782	167,957	10,176		9,965,662	11,523,953	17,053,031	11,394,032	0
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
YTD Totals	33,869,031	60,040,890	103,115,405	115,999,194	2,325,950	2,603,870	2,244,079	3,360,671	2,159,963	410,449,104	431,958,470	442,920,795	624,676,485	668,745,157
Total	45,529,420	77,941,438	126,600,209	115,999,194	3,035,842	3,277,165	3,314,894	4,137,515	2,159,963	496,416,513	518,010,116	576,380,674	771,066,418	668,745,157
Month Increase		-40.10%	5.57%	16.96%	11.30%	25.14%	16.44%	16.32%	-34.16%	5.62%	27.68%	0.67%	13.27%	-9.88%
YTD Increase			71.74%	12.49%	12.77%	11.95%	-13.82%	49.76%	-35.73%	4.32%	5.24%	2.54%	41.04%	7.05%
Total Year Increa		71.19%	62.43%		7.34%	7.95%	1.15%	24.82%		3.57%	4.35%	11.27%	33.78%	

^{**} 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								
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL	TOTAL	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%	46,012,404	6.9%
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%	13,482,604	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%	1,844,389	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%	14,246,416	2.1%
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%	26,379,108	3.9%
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%	118,213,962	17.7%
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%	43,493,317	6.5%
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%	10,320,408	1.5%
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%	171,624,593	25.7%
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%	24,497,279	3.7%
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%	25,663,530	3.8%
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%	14,553,748	2.2%
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%	36,219,354	5.4%
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%	100,695,972	15.1%
RIM (ROANOKE ISL. MAIN	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%	12,261,598	1.8%
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%	9,236,475	1.4%
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%	668,745,157	100.0%

DARE COUNTY GROSS	S																	
MEALS BY DISTRICT																		
	2022	% OF	2022	% OF														
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL	AUGUST	TOTAL	TOTAL	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%	12,638,542	4.7%
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%	9,486,399	3.5%
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%	2,760,587	1.0%
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%	2,599,906	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%	5,030,207	1.9%
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%	71,227,900	26.3%
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%	39,330,882	14.5%
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%	15,113,039	5.6%
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%	3,342,093	1.2%
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%	63,959,324	23.6%
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%	2,991,335	1.1%
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%	149,827	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%	3,611,441	1.3%
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%	8,192,147	3.0%
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%	30,317,045	11.2%
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%	270,750,674	100.0%

DARE COUNTY GROSS												_
OCCUPANCY BY DISTRICT												
	2022	2021	% Increase									
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
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%
TOTAL HATTERAS ISLAND	17,000,656	10,317,905	64.77%	4,885,103	4,909,275	-0.49%	5,016,459	6,027,511	-16.77%	11,338,555	7,990,805	41.90%
NORTHERN BEACHES:												
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%
TOTAL NORTHERN BEACHES	13,593,072	11,059,077	22.91%	10,489,461	10,687,506	-1.85%	15,574,175	19,630,278	-20.66%	30,486,496	28,620,108	6.52%
ROANOKE ISLAND:												
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, MAINLANI	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%
TOTAL ROANOKE ISLAND	1,385,769	1,058,046	30.97%	1,468,772	1,115,035	31.72%	1,848,039	1,936,860	-4.59%	2,423,642	2,123,546	14.13%
OTC UNATTRIBUTED	149,571	80,549	85.69%	228,025	121,593	87.53%	458,768	456,135	0.58%	970,654	690,426	40.59%
TOTAL	32,129,068	22,515,577	42.70%	17,071,361	16,833,409	1.41%	22,897,441	28,050,784	-18.37%	45,219,347	39,424,885	14.70%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
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%	24,497,279	22,853,294	7.19%
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%	14,553,748	24,980,172	-41.74%
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%	25,663,530	21,632,629	18,63%
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%	46,012,404	35,765,959	28.65%
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%	13,482,604	13,412,026	0.53%
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%	14,246,416	11,738,543	21.36%
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%	26,379,108	22,257,485	18.52%
TOTAL HATTERAS ISLAND	15,935,630	19,082,856	-16.49%	30,912,763	29,648,030	4.27%	46,212,178	39,151,100	18.04%	33,533,745	35,512,626	-5.57%	164,835,089	152,640,108	7.99%
NORTHERN BEACHES:															
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%	100,695,972	95,411,110	5.54%
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%	36,219,354	32,776,924	10.50%
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%	43,493,317	41,304,657	5.30%
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%	1,844,389	1,499,901	22.97%
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%	118,213,962	113,651,289	4.01%
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%	171,624,593	158,809,418	8.07%
TOTAL NORTHERN BEACHES	48,127,755	48,748,762	-1.27%	100,422,604	93,065,063	7.91%	149,962,706	114,688,775	30.76%	103,435,318	116,953,730	-11.56%	472,091,587	443,453,299	6.46%
ROANOKE ISLAND:															
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%	10,320,408	10,038,688	2.81%
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%	12,261,598	9,935,045	23.42%
TOTAL ROANOKE ISLAND	2,783,471	2,595,705	7.23%	3,857,049	3,580,652	7.72%	5,222,339	3,911,092	33.53%	3,592,925	3,652,797	-1.64%	22,582,006	19,973,733	13.06%
OTC UNATTRIBUTED	1,151,529	1,201,894	-4.19%	1,801,287	1,653,574	8.93%	2,397,468	2,244,007	6.84%	2,079,173	2,161,167	-3.79%	9,236,475	8,609,345	7.28%
TOTAL	67,998,385	71,629,217	-5.07%	136,993,703	127,947,319	7.07%	203,794,691	159,994,974	27.38%	142,641,161	158,280,320	-9.88%	668,745,157	624,676,485	7.05%

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)
HATTERAS ISLAND:												
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%
TOTAL HATTERAS ISLAND	578,808	911,645	-36.51%	901,371	922,191	-2.26%	1,622,875	1,901,651	-14.66%	4,137,478	3,418,538	21.03%
NORTHERN BEACHES:												
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%
TOTAL NORTHERN BEACHES	8,461,659	8,363,560	1.17%	11,454,217	7,652,364	49.68%	14,702,057	14,241,758	3.23%	23,558,125	20,514,712	14.84%
ROANOKE ISLAND:												
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%
TOTAL ROANOKE ISLAND	1,560,534	1,394,005	11.95%	1,498,791	1,072,509	39.75%	1,639,769	1,708,316	-4.01%	2,066,712	2,168,675	-4.70%
TOTAL	10,601,001	10,669,210	-0.64%	13,854,379	9,647,064	43.61%	17,964,701	17,851,725	0.63%	29,762,315	26,101,925	14.02%

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase									
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
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%	2,991,335	3,062,562	-2.33%
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%	3,611,441	4,176,626	-13.53%
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%	149,827	163,371	100.00%
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%	12,638,542	11,980,566	5.49%
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%	9,486,399	8,978,828	5.65%
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%	2,599,906	2,260,825	15.00%
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%	5,030,207	5,242,326	-4.05%
TOTAL HATTERAS ISLAND	4,989,455	5,755,631	-13.31%	7,190,534	7,429,356	-3.21%	9,333,125	8,444,129	10.53%	7,754,011	7,081,963	9.49%	36,507,657	35,865,104	1.79%
NORTHERN BEACHES:															
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%	30,317,045	29,469,718	2.88%
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%	8,192,147	8,014,857	2.21%
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%	39,330,882	33,593,248	17.08%
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%	2,760,587	2,663,492	3.65%
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%	71,227,900	62,749,121	13.51%
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%	63,959,324	59,926,615	6.73%
TOTAL NORTHERN BEACHES	28,470,651	27,909,718	2.01%	38,834,277	38,080,980	1.98%	48,612,709	43,994,152	10.50%	41,694,190	35,659,807	16.92%	215,787,885	196,417,051	9.86%
ROANOKE ISLAND:															
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%	15,113,039	15,411,523	-1.94%
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%	3,342,093	3,051,750	9.51%
TOTAL ROANOKE ISLAND	2,306,020	2,607,813	-11.57%	3,163,543	3,093,209	2.27%	3,198,465	3,545,004	-9.78%	3,021,298	2,873,742	5.13%	18,455,132	18,463,273	-0.04%
TOTAL	35,766,126	36,273,162	-1.40%	49,188,354	48,603,545	1.20%	61,144,299	55,983,285	9.22%	52,469,499	45,615,512	15.03%	270,750,674	250,745,428	7.98%

OUTER BANKS VISITORS BUREAU Statement of Revenues and Expenditures - Actual and Budget General Fund - YTD thru 9/30/22

	Jul - Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				,, ,, ,, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Income				
3030 · Occupancy Tax - 75%	3,620,001.67	3,989,317.00	-369,315.33	90.7%
3040 · Meals Tax - 75%	1,185,249.62	1,857,589.00	-672,339.38	63.8%
3050 · Website Advertising 3210 · Interest Income	38,453.70	100,000.00	-61,546.30	38.5%
3220 · Other	35,887.05 458.50	50,040.00 1,000.00	-14,152.95	71.7%
Total Income			-541.50	45.9%
	4,880,050.54	5,997,946.00	-1,117,895.46	81.4%
Gross Profit	4,880,050.54	5,997,946.00	-1,117,895.46	81.4%
Expense				
5000 · Director Compensation 5001 · Professional Services	4,275.00	17,100.00	-12,825.00	25.0%
5002 · Director Travel/Meeting/Meals	1,000.00 127.96	1,000.00	0.00	100.0%
5003 · Directors & Officers Insurance	2,805.00	7,000.00 2,805.00	-6,872.04 0.00	1.8%
5004 · Miscellaneous Items	0.00	1,000.00	-1,000.00	100.0% 0.0%
5010 · Salaries (Full Time) Promotion	208,220.46	778,030.00	-569,809.54	26.8%
5020 · Salaries (Part Time) Promotion	35,076.44	148,350.00	-113,273.56	23.6%
5025 · Salaries (Part Time) Welcome AB	25,045.30	100,950.00	-75,904.70	24.8%
5026 · Salaries (Part Time) Welcome RI	41,332.12	151,390.00	-110,057.88	27.3%
5030 · Payroll Taxes 5040 · Employee Insurance	23,472.58	97,665.00	-74,192.42	24.0%
5050 · Retirement	50,584.44	154,200.00	-103,615.56	32.8%
5055 · 401(k) Match	27,552.63 1,910.86	108,410.00 7,780.00	-80,857.37	25.4%
5060 · Workmens Compensation	2,079.10	2,080.00	-5,869.14 -0.90	24.6% 100.0%
5080 · Employee Relations	88.60	3,195.00	-3,106.40	2.8%
5090 · Training	3,687.41	12,400.00	-8,712.59	29.7%
5110 · Contracted Service	7,211.00	28,500.00	-21,289.00	25.3%
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 5185 · Research	1,500.00	20,500.00	-19,000.00	7.3%
5190 · Administrative Advertising	161,345.44 0.00	237,700.00 1,500.00	-76,354.56 -1,500.00	67.9% 0.0%
5500 · Advertising-Printed	0.00	1,500.00	-1,500.00	0.0%
5500.1 · Influencer Tours	945.00	55,000.00	-54,055.00	1.7%
5500.2 · TV	210,000.00	904,800.00	-694,800.00	23.2%
5500.3 · TV Features	0.00	20,000.00	-20,000.00	0.0%
5500 · Advertising-Printed - Other	77,787.28	424,960.00	-347,172.72	18.3%
Total 5500 · Advertising-Printed	288,732.28	1,404,760.00	-1,116,027.72	20.6%
5502 · Advertising - Production Fee	5,898.57	170,000.00	-164,101.43	3,5%
5510 · Advertising - Event Dev & Mktg	2,550.00	73,100.00	-70,550.00	3.5%
5515 · Advertising - Online				
5515.1 · Paid Online & Social	490,338.56	1,786,350.00	-1,296,011.44	27.4%
5515.3 · Services & Management 5515.4 · Licenses	202,567.50	701,540.00	-498,972.50	28.9%
	53,988.58	128,500.00	-74,511.42	42.0%
Total 5515 · Advertising - Online	746,894.64	2,616,390.00	-1,869,495.36	28.5%
5525 · Community Relations	16,473.60	30,000.00	-13,526.40	54.9%
5530 · Legal Notices 5560 · Brochures/Production & Printing	0.00 1,703.20	1,500.00	-1,500.00	0.0%
5580 · Promotional Aids	0.00	22,500.00 9,000.00	-20,796.80 -9,000.00	7.6% 0.0%
6100 · Familiarization Tours	0.00	3,000.00	-5,000.00	0.070
6100.0 · Aaron's Fams	14,360.13	. 85,000.00	-70,639.87	16.9%
6100.1 · Lorrie's Fams	0.00	25,000.00	-25,000.00	0.0%
Total 6100 · Familiarization Tours	14,360.13	110,000.00	-95,639.87	13.1%
6101 · Group sales	8,000.00	15,000.00	-7,000.00	53.3%
6130 · Uniforms	1,392.94	2,200.00	-807.06	63.3%
6150 · Event Grant	96,383.72	763,200.00	-666,816.28	12.6%
6170 · Tourism Summit	4,389.66	22,500.00	-18,110.34	19.5%
6200 · Postage and Delivery	19,398.21	200,200.00	-180,801.79	9.7%
6300 · Travel 6305 · Vehicle Maintenance	7,326.38	48,460.00 3,500.00	-41,133.62 -2,298.81	15.1% 34.3%
6320 · Registrations	1,201.19 11,025.00	52,475.00	-41,450.00	21.0%
6340 · Travel Show Exhibit	0.00	4,000.00	-4,000.00	0.0%
6420 - Dues and Subscriptions	23,811.37	45,060.00	-21,248.63	52.8%
6440 Insurance	31,296.57	31,580.00	-283.43	99.1%
6460 · Telephone	9,123.09	39,915.00	-30,791.91	22.9%
6500 · Equipment	0.00	101,030.00	-101,030.00	0.0%
6510 · Expendable Equipment	0.00	2,045.00	-2,045.00 12,007.16	0.0%
6530 · Technical Support 6580 · Utilities	52.84 3,321.74	13,050.00 18,360.00	-12,997.16 -15,038.26	0.4% 18.1%
6600 · Cleaning/maintenance supplies	251.59	2,600.00	-2,348.41	9.7%
	201.00	±1000.00	2,010.11	0.770

OUTER BANKS VISITORS BUREAU Statement of Revenues and Expenditures - Actual and Budget General Fund - YTD thru 9/30/22

	Jul - Sep 22	Budget	\$ Over Budget	% of Budget
6610 · Building Maintenance	16.079.14	51,460.00	-35,380.86	31.2%
6620 · Equipment Service Contracts	296.40	3,100.00	-2.803.60	9.6%
6640 · Equipment Rent	7,119.75	33,840.00	-26.720.25	21.0%
6660 · Equipment Repairs	120.00	5,050.00	-4,930.00	2.4%
6700 · Office Supplies	2,531.95	23,025.00	-20,493.05	11.0%
6800 · Bank Service Charges	478.53	1,920.00	-1,441,47	24.9%
6810 · Web Site/Internet	6,749.86	41,500.00	-34,750.14	16.3%
Total Expense	1,926,641.69	7,862,050.00	-5,935,408.31	24.5%
Net Ordinary Income	2,953,408.85	-1,864,104.00	4,817,512.85	-158.4%
Other Income/Expense Other Income 9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	36,000.00	30,000.00	6,000.00	120.0%
Total 9920 · Transfer from Travel Guide Fund	36,000.00	30,000.00	6,000.00	120.0%
9990 · Unappropriated Fund Balance	0.00	2,204,084.00	-2,204,084.00	0.0%
Total Other Income	36,000.00	2,234,084.00	-2,198,084.00	1.6%
Other Expense 9925 · Transfer to Travel Guide				
55601 · Production & Printing 62001 · Freight	106,000.00 0.00	82,500.00 2,000.00	23,500.00 -2,000.00	128.5% 0.0%
		2,000.00	2,000.00	0.070
Total 9925 · Transfer to Travel Guide	106,000.00	84,500.00	21,500.00	125.4%
9950 - Transfer to Event Site Fund	0.00	285,480.00	-285,480.00	0.0%
Total Other Expense	106,000.00	369,980.00	-263,980.00	28.7%
Net Other Income	-70,000.00	1,864,104.00	-1,934,104.00	-3.8%
Net Income	2,883,408.85	0.00	2,883,408.85	100.0%

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

July through September 2022

	Jul - Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income	1,206,667,22	1,329,773.00	-123,105.78	90.7%
3030 · Occupancy Tax 3040 · Meals Tax	395,083.20	619,196,00	-224,112.80	63.8%
3210 · Interest	26,912.14	23,000.00	3,912.14	117.0%
Total Income	1,628,662.56	1,971,969.00	-343,306.44	82.6%
Expense				
4000 · Long - Term Projects				2.00/
4503 · Capital Improvement	0.00	442,895.00	-442,895.00	0.0%
4525 · Event Site	0.00	4,851,964.00	-4,851,964.00	0.0%
4585 · Unappropriated Long-Term	0.00	550,560.00	-550,560.00	0.0%
Total 4000 · Long - Term Projects	0.00	5,845,419.00	-5,845,419.00	0.0%
4100 · Short-Term Projects				
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% 0.0%
4665 · TIG-OB Forever-Aviation Trail	0.00	21,250.00	-21,250.00	0.0%
4999 · Unappropriated Funds	0.00	1,067,531.00 3.625.00	-1,067,531.00 -3,625.00	0.0%
5140 · Audit	0.00	3,625.00 131,581.00	-3,625.00	9.5%
5160 · Fireworks	12,500.00	12,240,00	-6,580.00	46.2%
5170 · Traffic Control - Hwy 12 & 158	5,660.00			
Total 4100 · Short-Term Projects	18,160.00	2,180,293.00	-2,162,133.00	0.8%
Total Expense	18,160.00	8,025,712.00	-8,007,552.00	0.2%
Net Ordinary Income	1,610,502.56	-6,053,743.00	7,664,245.56	-26.6%
Other Income/Expense				
Other Income 9930 · Appropriated Fund Balance	0.00	6,053,743.00	-6,053,743.00	0.0%
Total Other Income	0.00	6,053,743.00	-6,053,743.00	0.0%
Net Other Income	0.00	6,053,743.00	-6,053,743.00	0.0%
Net Income	1,610,502.56	0.00	1,610,502.56	100.0%

Outer Banks Visitors Bureau Restricted Fund Summary 2022-2023

Restricted Fund Summary 2022-2023 Short-term Projects	Balance 7/1/2021	Allocation 2021-2022	Allocation Paid	Allocation Transferred	Balance 7/1/2022	Allocation 2022-2023	Allocation Paid	Allocation Transferred	Estimated Balance
		2021-2022	-	Hallsterleu		2022-2023	Palu	Hansierred	FY22-23
Town of KH - KH Park Trail Connection TIG - Dare Co Arts Council - Courtyard	47,592 90,950		(47,592) (90,950)		0				0
TIG - Town of Duck - Pedestrian Path, Phase IV	147,806		(004.005)		147,806				147,806
TIG - Town of Manteo - Manteo Common TIG - Manteo - Town Common Phase II	221,885 150,000		(221,885)		0 150,000				0 150,000
TIG - Hatteras Tax District - Pathway TIG - KDH - Meekins Field	342,640 200,000		(342,640)		0 200,000				200,000
TIG - NH - Skate Park	30,000				30,000				30,000
TIG - NC Coastal Fed - Baum Bridge TIG - Chicamacomico - 1911 Cookhouse	40,000	38,760	(36,615)	(3,385)	(0) 38,760				(0) 38,760
TIG - Friends of Jockey's Ridge - UTV		20,280	(20,280)		0				0
TIG - Town of NH - Epstein Street Beach Access TIG - Town of NH - Bonnett & Barnes Sidewalks		250,000 37,898	(37,898)		250,000 0				250,000 0
TIG - NC Coastal Fed - Jockeys Ridge Shoreline		127,500			127,500				127,500
TIG - OB Forever - Aviation Trail Through Time TIG - Town of SS - Transportation Data Software		21,250 30,260	(30,260)		21,250 0				21,250 0
Fireworks Audit	79,669 0		(58,088) (3,250)	,	76,581 0		(12,500)	55,000 3,625	119,081
Highway 158/Highway 12 Intersection	19,960		(7,720)		12,240		(5,660)		3,625 6,580
Unappropriated Funds	287,498	85 9,826		(580,813)	566,511	737,952		(58,625)	1,245,838
TOTAL SHORT TERM COMMITMENTS	1,658,000	1,385,774	(897,178)	(525,948)	1,620,647	737,952	(18,160)	0	2,340,440
Long Term Projects									
Multi-Use Center (100%) Natural Historical Cultural	1,889,673 0	1,880,655	(22,025)	(40,000)	3,708,303	1,559,094	0		5,267,397 0
Green Space/Open Space (GOSPL)	0		10.100		0		_		0
Infrastructure (capped) L-T Unappropriated Funds	461,170 330,000	100,000	(6,125) (19,440)		455,045 450,560	100,000	0		455,045 550,560
TOTAL LONG TERM COMMITMENTS UNPAID	2,680,843	1,980,655	(47,590)	0	4,613,908	1,659,094	0	0	6,273,002
Total	4 220 042	2 266 420	(044 769)	(E2E 048)	C 224 EEC	2 207 046	(49.460)		0.640.440
	4,338,843	3,366,429	(944,768) #		6,234,556	2,397,046	(18,160) #		8,613,442
Cash on Hand 8/31/22								Checking Savings	77,596 7,839,793
Total Cash on Hand									7,917,388
25% of Occupancy & Meals Income per Budge									
October November									186,263 106,559
December	r								56,282
January February									40,703 41,840
March									36,553
Apri May									54,384 110,377
June	•								135,425 768,383
Unappropriated Balances									72,330
Transfer from General Fund							2,370,134	*	
30% Short-term Short-term Interest							711,040 26,912		
70% Long-term							737,952	_	
Long-term Interest								1,659,094 0	-
*Estimate Based on Actual through August and B	udgeted Figu	res						1,659,094	*
# Agrees to Financial Statements	5								

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

July through September 2022

	Jul - Sep 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	400.00	1,400.00	-1,000.00	28.6%
3200 · Site Rental Income - Other	15,450.00	15,700.00	-250.00	98.4%
Total 3200 · Site Rental Income	15,850.00	17,100.00	-1,250.00	92.7%
3210 · Interest Income	129.56	300.00	-170.44	43.2%
3250 · Lease Income	14,907.00	45,600.00	-30,693.00	32.7%
9999 · Unappropriated Funds	0.00	52,055.00	-52,055.00	0.0%
Total Income	30,886.56	115,055.00	-84,168.44	26.8%
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	505.00	55,000.00	-54,495.00	0.9%
6440 · Insurance	9,950.00	9,950.00	0.00	100.0%
6460 · Telephone	0.00	0.00	0.00	0.0%
6580 · Utilities	8,356.86	46,645.00	-38,288.14	17.9%
6610 · Repairs & Maintenance	38,592.27	218,870.00	-180,277.73	17.6%
6700 · Office Supplies	87.92	270.00	-182.08	32.6%
9990 · Unappropriated Other Expenses	10,493.77	20,000.00	-9,506.23	52.5%
Total Expense	67,985.82	400,735.00	-332,749.18	17.0%
Net Ordinary Income	-37,099.26	-285,680.00	248,580.74	13.0%
Other Income/Expense				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	0.00	285,480.00	-285,480.00	0.0%
Total Other Income	0.00	285,680.00	-285,680.00	0.0%
Net Other Income	0.00	285,680.00	-285,680.00	0.0%
Net Income	-37,099.26	0.00	-37,099.26	100.0%

DARE COUNTY TOURISM BOARD

30-Sep-22

	CHECKING SOUTHERN	NC CAPITAL	m market <u>PNC</u>	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	50,907	7,069,790	751,927	359,331	2,862,098	0	0	0	4,000,000	15,094,053
RESTRICTED FUND	77,596	5,080,384			1,509,409	250,000	1,000,000	0	0	7,917,388
TRAVEL GUIDE	18,524									18,524
MERCHANDISE SALES	164,953									164,953
EVENT SITE FUND	415,152									415,152
TOTAL	727,132	12,150,173	751,927	359,331	4,371,507	250,000	1,000,000	0	4,000,000	23,610,070
TOTAL % EACH BANK	5.66%	51.46%	7.42%		35.46%			0.00%		100.00%
INTEREST RATES	0.20%	2.90%	0.10%	0.21%	2.27%	0.21%	1.00%	.17% on 2	0.53%, .88% & 1.97%	
TOTAL CHECKING & CD'S	23,610,070									
60% ALLOWED IN ANY BANK	14,166,042									
25% ALLOWED IN ANY ONE INV	5,902,517									

60% General Fund Reserved Balance is \$4,351,493. 100% Restricted Fund Balance Restricted by House Bill 225

\$7,917,388

Marketing Dashboard

	thru SEPT	EMBER 2022		
	FY 22/23	FY 21/22	Diff.	% Change
Trackable Guide (Print - Virtual)	9,920	11,618	-1,698	-15%
Completed Video Views	3,129,976	3,702,610	-572,634	0%
Website Sessions	1,121,970	1,374,890	-252,920	-18%
Online Communities				
Email Subscribers	148,448	246,655	-98,207	-40%
Facebook	716,263	712,106	4,157	1%
Twitter	42,397	41,500	897	2%
Instagram	128,608	122,119	6,489	5%
Pinterest	23,100	22,000	1,100	<u>5%</u>
Online Communities Subtotal	1,058,816	1,144,380	-85,564	-7%

Devices SEPTEMBER 2022

Mobile 69%
Desktop 27%
Tablet 4%

OBVB - September 2022 Dashboard





CAMPAIGN SUMMARY



CONSIDERATIONS

- Fall efforts ramped up throughout September as delivery accelerated and new tactics launched. Total paid impressions increased from the previous month significantly (18x). Major launches included CTV/video placements across Hulu, Outside TV and HY Trade Desk.
- Fall was the primary driver for paid media all active media for this month included: OTA continuity efforts, native article promotions and remarketing, Fall native and banner display across various partners. CTV/video across premium publishers (Hulu, Outside TV, HYTD), search efforts across Google and Bing, email marketing, Google Discovery (lead generation) and social media (managed by Ignite Social).
- Shady Rays contest launched and concluded in the month of September. Performance details:
 - The total contest received 26K entries and OBVB has received 4,456 email opt-ins from the contest entries.
 - Shady Rays page built on outerbanks.org was one of the top 5 visited pages in September (34K page views).
- Contest was supported by OBVB social and email assets in addition to the Shady Rays promotional program.
- KeyData. Zartico, and Arrivalist data sets are secured and being analyzed to understand current Fall trends.
 - KeyData: September revenue is up 10% despite total paid occupancy percentage being down 9%
 - Zartico: Tracked spend in September shows total spend is up 5% YOY. Food spend saw the highest volume change YOY followed by Gas/Service Stations and Outdoor Recreation categories. Accommodations spend was tracked at a 6% decline YOY.
 - Arrivalist: 2022 season is currently under a normalization process data to be available in November.

Overview of below sections:

- September 2022 Overview reviews YOY change (v. September 2021) while Fiscal Year Overview reviews fiscal year to-date YOY change from Pr21-22 (July September 2021).
- Charts below are either "Month Of" (September data) or "Trending" (variable timeframe).

SEPTEMBER 2022 OVERVIEW

- Total paid impressions are aligned with the previous fiscal year.
- Website sessions were up MOM and YOY in September as paid media activity drove an increased amount of traffic key tactics driving efficient traffic included: Pandora interstitials, Jun Group high-impact display. Teads native, and SEM.
- Email sends decreased slightly YOY as HY/OBVB continue to optimize our email lists and improve the vitality and engagement within our first-party audiences.

Note: All comparisons shown are to September 2021.

Paid Impressions

17,381,010

(Custom Range: 17,115,919) 4 1.55% (265,091) Website Sessions

390,917 (Custom Range: 344,469)

13.48% (46,448)

Email Sends

281,388

=-6.85% (-20.705)

Website Conversions (All)

19,720

(Custom Range: 39,792)

Lodging & Restaurant Listings Conversions

11,579

(Custom Range: 19.64

FISCAL YEAR OVERVIEW

Paid Impressions

27,558,387 (Custom Range: 1.447,954) -1,803.26% (26,110,433)

Website Conversions (All)

69,717

Note: All comparisons shown are to the previous fiscal year (July - September 2021).

Website Sessions

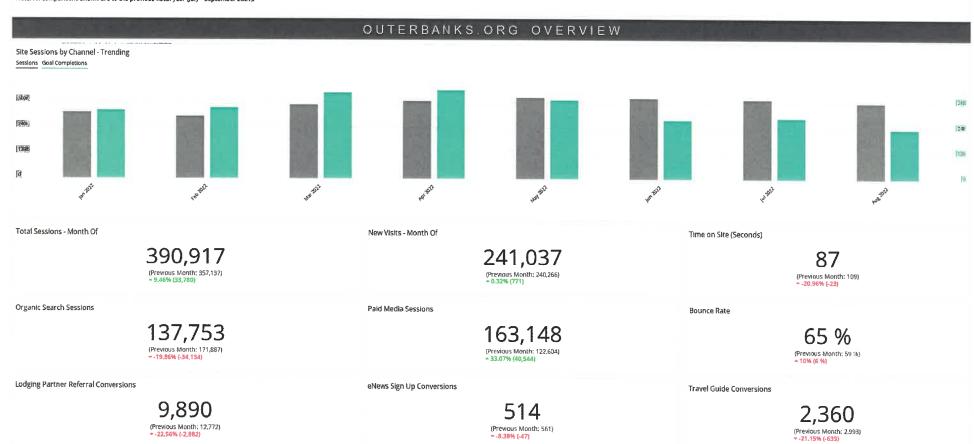
1,121,970 (Custom Range: 1,030,421) - 8.88% (91,549)

Email Sends

601,572 (Custom Range: 593,633) 1.34% (7,939)

Lodging & Restaurant Listings Conversions

44,681 (Custom Range: 76,066) ~-41.26% (-31,385)



Top Pages Visited - Month Of

⊕ Web Analytics Page Path	Page Views: Previous Month	Page Views J . Diff	# Visitor Bounce Rate
1	114,480	136,435 • 19% (21,955)	67.73 %
Altings-to-do/	43,970	37,573	61.53 %
/places-to-stay/vacation-rentals/	32,190	34,987 • 9% (2,797)	66.21 %
/plan-your-trip/towns-and-villages/	48,756	34,538 • -29% (-14,218)	57.83 %
/shadyrays/	72	34,340 47,594% (34,268)	B7.47 %
Total	611,122	598,913 •-2% (-12,209)	65.33 %

EMAIL MARKETING INSIGHTS

- . 281K emails were sent this month to the consumer marketing contact list. Tortiyahs contact list, Google Discovery leads and workflow audiences,
- Email deliveries increased substantially as another round of "sunset" emails were sent out to re-engage users who have not engaged in an email in over 15 sends 2% of users re-engaged with the September sunset program email.
- Shady Rays contest page was one of the most visited pages from our email program in September #1 in total visits this past month.
- . The "welcome email" continues to drive strong results achieving a 43% open rate and a 54% CTR on opens.
- . Workflow emails continued to drive a high amount of recipients to the website with the Foodie, Family and Fishing workflows delivering the strongest open CTR this month,

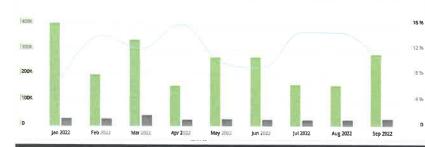
Email Messages Sent - Performance by Message - Month Of

3 Message Send Name	# Sends	# Opens ↓	# Open Race	# Clicks	CTR (Opens)
september 2022 obx email	150,270	23,072	15.35 %	3,933	17.05 %
sunset program - september 2022 email	122,413	2,540	2.07 %	602	23.70 %
welcome email workflow	2,125	919	43.25 %	498	54.19%
tortlyshs email - september 2022	5,000	575	11.50 %	134	23,30 %
foodie workflow 3.0	407	141	34.64 W	81	57.45 %
Total	281,388	27,579	9.80 %	5,404	19.59 %

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 Bource Rate
/shadyrays/	1,532	1,183	67.37 %
/blog/post/	1,635	1,022	41.88%
/event/outer-banks-seafood-festival/	997	820	45.34 %
/places-to-stay/	1,272	637	19,78 %
/things-to-do/top-10-things-to-do/	806	511	32.68 %
/plan-your-trip/travel-guide/	1,144	425	39.06 %
1	450	300	46.67 %
/plan-your-trip/	396	240	30,42 %
//iredupforfail/	274	235	67,23 %
/things-to-do/	4t0	215	46.05 %
/event/duck-jazz-festival/	258	181	45.86 %
Total	11,254	6,586	45.81 %

PAID PERFORMANCE

- FY22-23 Native Remarketing efforts continued in September across HYTD and Teads and supported Fishing content and an article about historical facts and information about the Outer Banks ("Things you may not know").
- Wicked Tuna native messaging drove the strongest CTR performance followed by the "Things you may not know" article.
- = FY22-23 OTA Continuity efforts continued on VRBO and TripAdvisor. Performance remained consistent MOM. VRBO remains a top performing OTA site for all campaign efforts.
- FY22-23 Fall Native, Banner and High Impact Display delivered consistent performance despite significant increases in overall impression delivery.

Total Media Performance - FY To-Date

Campaign [Campaign (HD)] [Ca	Media Type [Media type (HD)] [M	Partner [Partner (HD)]	# Impressions +	22 Clicks	# CTR	# Media Spend	# CPM	# CPC
	All	Ali	19,324,220	201,466	1.04%	\$205,700	\$10.64	\$1.02
	Native Display	AIR	10,680,473	21,360	0.20 %	\$39,899	\$3.74	\$1.87
		Teads	6,798,296	14,377	0.21 %	\$23,12B	\$3,40	\$1.61
		HY Trade Desk	2,552,435	4,188	0.16 %	\$8,230	\$3.22	\$1,97
		Sojem	1,329,742	2,795	0.21 %	\$8,541	\$6.42	\$3.06
	Banner Display	Att	4,369,293	8,191	0.19 %	\$17,193	\$3.93	\$2.10
		HY Trade Desk	2,403,143	5,229	0.22 %	\$8,262	\$3.44	\$1.56
		Sajern	1,714,505	2,520	0.15 %	\$8,930	\$5.21	\$3.5
		Jun Group	251,645	442	0.18 %	\$0	\$0.00	\$0.00
	CTV	All	2,122,513	1,988	0.09 %	\$82,849	\$39.03	\$41.67
		HY Trade Desk	865,333	1,931	0.22 %	\$25,618	\$29.60	\$13.27
Total			24,613,117	209,135	0.85 %	3249,361	F10.12	\$1.19

× ↔ →

Web Analysics Page Path	# Visits ↓	# Visitor Bounce Rate	# Time On Site Avg.
,	104,661	75.49 M	45
/things-to-do/	15,888	80.42 %	40
/places-to-stay/vacation-rentals/	15,757	78.43 %	41
/places-to-stay/	15,079	71 (08 %)	48
Alings-to-do/top-things-to-do-widt-klds/	12,571	78.25 %	45
/plan-your-trip/	5,339	88.72 %	78
blog/post/	2.784	81.39 W	32
Total	173,114	76.62 %	AA.
of 10 kerns	A STATE OF THE PARTY OF THE PAR		

LEAD GENERATION INSIGHTS

Google Discovery lead generation efforts continued in September and delivered 116K impressions and 28K ad engagement clicks. Total leads to-date = 1.300 (\$4/cost per lead).
 All leads are filtered into our "Welcome" HubSpot contact list and performance will be monitored for leads as they are generated.

Fiscal year to-date

8 Month ↑	# Impressions	Clicks	# CTR	CPC	# Media Spend
Jul 2022	33,644	4,279	12.72 %	\$0.17	
Aug 2022	121,606	33,470	27.52 %	\$0.07	\$2,191
Sep 2022	116,734	28,124	24.09 %	\$0.08	\$2,222
Total	271,984		- No. of the Contract of the C		
Tuta)	2/1,384	65,873	24.22 %	\$0.08	85,123
1 - 3 of 3 items					4.4

Top 25 Ad Groups (Spend) - Month Of

Placement Name	# Impressions	# Clicks	# CTR	# CPC	# Media Spend &
Keywords	95,755		25.12 %	\$0.07	\$1,763
Site Remarketing	16,173	2,981	18.43 %	\$0.11	5334
SEM Clickers	4,806	1,086	22.60 %	\$0.11	\$125
Total	116,734	28,124	24.09 %	\$0.08	\$2,222
- 3 of 3 items		Ale for Folian and a comment of the folian and a comment o	***************************************	The state of the s	73/454

Overall Traffic Summary | 6 Months & YTD

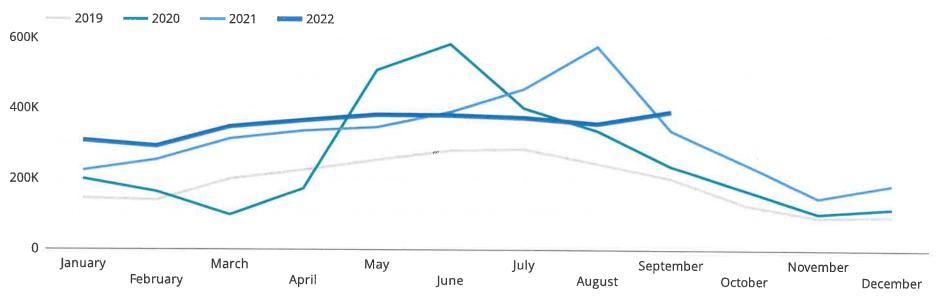
How is my total traffic performing over time?

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

Month	Sessions	Users	Bounce Rate	Pageviews	Pages / Session	Avg. Session Duration
September	390,917	252,936	65.33%	598,913	1.53	00:01:26
August	357,137	246,518	59.46%	612,412	1.71	00:01:49
July	373,916	269,853	55.46%	674,514	1.8	00:02:03
June	380,723	277,368	55.25%	695,734	1.83	00:02:01
May	381,982	282,704	56.16%	683,927	1.79	00:01:55
April	366,213	260,788	56.65%	658,224	1.8	00:01:56

How are users from all sources trending over time?

by Sessions Year over Year



Analysis:

The site received 390,917 sessions last month, which was an increase of 15% compared to last year.







Executive Summary

Impressions
This Month: 3.5MM
Y-o-Y % Change % to Goal
-64% 68%

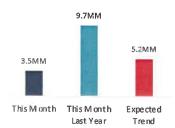
Traffic
This Month: 8.2K
Y-o-Y % Change % to Goal
-57% 170%

Conversions
This Month: .8K
Y-o-Y % Change % to Goal
-60% 122%

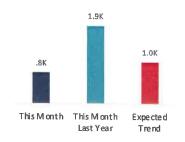
Engagements

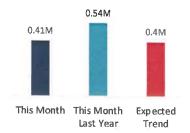
This Month: .4MM

Y-o-Y % Change % to Goal
-24% 92%









Monthly Highlights:

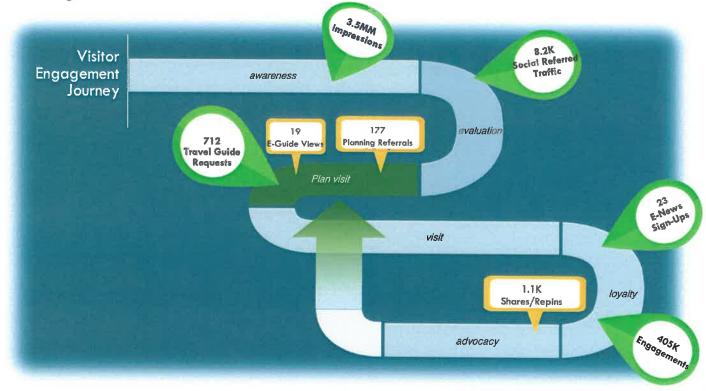
- Site traffic continues to perform well above trend to goal (70% above cumulative YTD projections) and, while lower than expected this month, gains in efficiency when generating Travel Guide requests throughout Q1 placed conversions 22% ahead of trend.
- While impressions are lower than projected, the cumulative engagement rate (total engagements/total impressions) for the fiscal year is 10% compared to FYTD last year at 6% indicating that the users exposed to OBX content are more-engaged with content so far this year.

Next Steps & Recommendations:

- Continue to test optimization tactics to grow presence on TikTok.
- Identify opportunities to include Story Highlights on Instagram.



Visitor Journey



TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITY - OCTOBER 2022

Recent Trade Shows:

S.P.O.R.T.S., the Relationship Conference, Savannah, GA September 19 - 21, 2022: This smaller sports planner show is great for developing your one-on-one relationship with sporting event organizers. This show gives you a little more time to speak with event rights holders and really get to know what their needs are for a destination. Staff had several good appointments and is currently working on the follow up from this show.

In addition, staff attended the North Carolina Sports Association's Board Meeting and General Membership meeting on October 3rd in Rocky Mount, NC. Staff continues to serve on the NCSA Board and represents eastern North Carolina. One major topic of discussion is the hiring of a lobbyist to work on the Association's behalf with regards to funding an Amateur Sports Tourism Grant using monies from the possible sports betting bill.

Industry Relations | OBX Tourism Summit | The Future of Tourism

Thursday, November 3rd, 8:30am -3:00pm, Haven on the Banks, Nags Head, NC

Our annual Tourism Summit brings together industry partners from all over Dare County to learn about the latest marketing trends, network with local tourism colleagues as well as catch up on the current topics facing the Outer Banks vacation industry.



This year's Summit theme is, "The Future of Tourism." Nationally known speakers will present topics such as how the pandemic has changed us and the way we travel, how a looming recession and persistent inflation threaten the continued recovery of travel, regional trends in vacation rentals, an update on our Long-Range Tourism Management Plan, workforce development, plus much more! We currently have 114 registered for the summit.

Attached is the full Tourism Summit schedule for your review.

If any Board Member would like to attend, please sign up with Amy, the Tourism Board Clerk.

^{*}A fully loaded motorcoach (35 passengers on average) on a charter or tour making an overnight stay contributes an average of \$9,000 to \$11,000 (USD) per day to the local economy in expenditures including meals, lodging, shopping, admission fees, souvenirs, and local taxes. – American Bus Association

Industry Relations | Career Beyond the Counter - Pathways to Tourism

Strengthen Your Workforce While Strengthening Our Community!

Bureau Staff continues to work on the Career Beyond the Counter - Pathways to Tourism initiative with our industry partners. This tourism program connects our local high school students with the Dare County tourism industry.

Please let us know if your business is interested in offering Internships, or if your business can provide managerial-level speakers for the **Speaker's Bureau**. See attached sign-up sheet.

If you or company is interested in participating, please us know. CBC contact: Lorrie Love, love@outerbanks.org.

The Soundside Event Site:

Attached is the current 2022 Events Calendar for the Soundside Event Site for your review.

Request for Proposals:

The Bureau sent out the following request for proposal recently to our industry partners:

• **NC Department of Public Safety | Parole Officers Annual Conference,** September 27-29, 2023; State Government, 150 rooms; meeting space and meals, 200 people.

Future Trade Show Dates and Locations:

Staff is currently scheduled for the following trade shows:

- November 13-16, 2022: National Tour Association Travel Exchange, Reno, NV
- December 7-8, 2022: Association Executives of North Carolina, Raleigh, NC
- February 4-7, 2023: American Bus Association's Marketplace, Detroit, MI
- April 17-20, 2023: Southeast Tourism Society's Domestic Showcase, Huntsville, AL

^{*}A fully loaded motorcoach (35 passengers on average) on a charter or tour making an overnight stay contributes an average of \$9,000 to \$11,000 (USD) per day to the local economy in expenditures including meals, lodging, shopping, admission fees, souvenirs, and local taxes. – American Bus Association



Presented by The Outer Banks Visitors Bureau

Thursday, November 3, 2022

Summit Location: Haven on the Banks: 115 East Dove Street, Nags Head, NC

8:00 a.m. – 9:00 a.m.	OB Summit Tourism Registration
9:00 a.m. – 9:15 a.m.	Welcome/Program Kick Off Tim Cafferty and Lee Nettles
9:15 a.m. – 10:15 a.m.	<u>Homes, Germs and Wheels</u> (Cree Lawson)- How the Sharing Economy, EVs and the Pandemic have changed us and the way we travel.
10:15 a.m. – 11:00 a.m.	<u>Recovery and Risks for the Travel Industry</u> (Dan Roberts) The leisure market has led the recovery to date, and economic fundamentals point to a solid foundation for continued rebuilding. However, recession tremors and persistent inflation loom large and threaten the continued recovery of travel.
11:00 a.m.	Break
11:15 a.m. – 11:40 a.m.	<u>Regional Trends in Vacation Rental Lodging: Past and Future)</u> (Chris Christmas)
11:40 a.m. – 12:00 p.m.	Long Range Tourism Management Plan (Shelley Green)
12:00pm – 1:00pm	Networking Lunch, The Barn at Haven on the Banks
1:00 p.m. – 1:30 p.m.	Outer Banks Event Center Update (Lee and Tim)
1:30 p.m 2:45 p.m.	Outer Banks Visitors Bureau Updates to include Careers Beyond the Counter (Dr. Shannon Castillo) and 2023 advertising plan with Agencies
2:45 p.m. – 3:05 p.m.	Workforce Development and State Government Update

Closing Remarks (Lee)

Careers Beyond the Counter * Pathways to Tourism * Internships Speakers Bureau

		Aligned Industry	College Basings	I and Tarrel or Community	Place Check Beside CTE		
CTE Pathway	High School Courses	Credentials	Content/Experience in Courses	College Majors	Local Tourism Careers	Internship?	Speaker Bureau
Architecture & Construction	Construction Core, Carpentry I, Carpentry II*, Carpentry III* (*Honors Level, Weighted Credit)	OSHA 10-Hour , Construction Industry Certification, NC NCCER Construction Core, NCCER Carpentry I, NCCER Carpentry II, NCCER Carpentry III	Safety, introduction to power & hand tools, creating/interpreting blueprints & construction drawings, carpentry skills practiced in live projects (picnic tables, sheds, flooring systems, etc.)	Carpentry, Construction, Construction Management, Sustainable Building Science, Architectural, Civil, Construction, Electrical, Industrial, Mechanical, Nuclear, Systems Engineering	Maintenance Engineer, Maintenance Manager		
Arts, AV Technology & Communications	Adobe Visual Design I, Adobe Visual Design II*, Adobe Video, Apparel & Textile Production, Fashion Merchandising (*Honors Level, Weighted Credit)	Adobe Certified Professional Photoshop, Adobe Certified Professional Illustrator, Adobe Certified Professional InDesign, Adobe Certified Professional Premiere Pro	Designing digital graphics/creative web art to use in producing marketing materials & webpages (designing magazine covers, video projects, elements of design, etc.), Copywriting, clothing production, business of fashion	Graphic Design, Game Design, Digital Animation, Computer Graphics, Marketing, Visual Communications, Design and Applied Arts, Theater Arts, Fine and Studio Arts, Journalism, Publishing	Graphic Design, Photographer, Videographer, Web Design, Public Relations, Content Creation, Social Media		
Business Management & Administration; Marketing	Marketing, Entrepreneurship I	Venture Entrepreneurial Expedition	Use knowledge about target markets & demographics to drive promotion of a self-made product through advertising channels; create a business plan & build product portfolios through project-based activities	Accounting, Business Administration, Management and Operations, Economics, Entrepreneurial and Small Business Operations, Financial Management, Sales and Merchandlsing, Human Resources Management, International Business, Marketing, Hospitality Administration/Management, Public Administration	Administrative Support, Marketing Coordinators and Managers, Public Relations, Group Sales, Sales Mgr/Associates, Food & Bev Sales, Property Mgmt, Event Manager/Developer, Meeting Planners, Finance & Accounting, Social Media Manager, Small Business Owners (retail, restaurant, lodging, suppliers and outfitters), Inventory Mgmt, Operations Mgmt, Human Resource Mgmt, Real Estate Sales		
	Marketing, Hospitality & Tourism, Sport & Event Marketing I, Culinary Arts & Hospitality I, Culinary Arts & Hospitality II, Food & Nutrition I, Food & Nutrition II		Introduction to the industry of travel, tourism, and recreational marketing; customer relations, economics, hospitality & tourism, travel destinations, tourism promotion; introduction to industry of sports, entertainment, & event marketing; understand healthy eating, nutrition, and catering services; students make side dishes, entrees, desserts, breads & soups from around the world in cooking labs		Chef, Line Cook, Sous Chef, Restaurant Mgr, Hostess, Dishwasher, Wait Staff, Housekeeping Mgr/Asst, Housekeeping Inspector, Overnight Houseperson, Front Desk Mgr/Asst/Supr/Guest Services, General Manager, Laundry Attendent, Linen Mgr, Night Auditor, Reservations Mgr/Asst, Welcome Center Mgr/Supr/Associate, Event Manager/Developer, Lodging Manager, Travel & Tourism Manager		
Info Tochnolomy	THE RESERVE THE PARTY OF THE PA	Associate	programs encoded in Python language; understand programming and coding language, website creation, app development, computer systems design, and software testing	Information Technology, Computer Science, Computer Networking,	Database Mgr, IT Mgr, Website and Software Development, Website Mgr, Data Analytics		

			177
Business Name:		Contact Person:	
Phone:		Email:	
Name of Speaker(s):		CTE Pathway/Speaker Topic:	

2022 Soundside Event Site Schedule							
Name of Event	Date of Event	Site Reserved	Crowd Size				
Outer Banks Seafood Festival	Saturday, October 15, 2022	Tuesday, October 11 - Tuesday, October 18, 2022	8000 (flow)				
Outer Banks Brewtag	Saturday, October 22, 2022	Wednesday, October 19 - Tuesday, October 25, 2022	3000 (flow)				
OBX Rod and Custom Fall Festival	Friday, November 4 - Saturday, November 5, 2022	Thursday, September 29 - Sunday, October 2, 2022	700				

Outer Banks Visitors Bureau

PUBLIC RELATIONS REPORT: October 2022

LEE NETTLES INTERVIEWED - TOURISM INDUSTRY NEWS

Outer Banks Voice | Sept-22 "July occupancy collections surge over \$200M mark" https://bit.ly/3xS5B20
North Beach Sun | Sept-22 "Voices of the Past" see .pdf

EARNED MEDIA

News & Observer | Sept-22 "A guide to NC's beaches and coastal getaways: Outer Banks, Atlantic and more" https://bit.ly/3Djiw05

Espaces | Sept-22 "Kayaking Along the Water in the Outer Banks" Writer Malik Cocherel writes for Quebec's largest outdoors enthusiast publication eSpaces. This article comes out just in time to support our fall Canadian market efforts. https://bit.ly/3SA9CjO

The Virginia Sportsman | Sept-22 "Out of Wanchese" The Outer Banks Visitors Bureau PR team assisted writer Mike Welton with supporting images for his fishing community focused article. https://bit.ly/3CiJYul

Family Rving | Oct-22 "North Carolina's Outer Banks" Aaron teamed up with Canadian travel writer Jo Matyas to develop camping and offseason outdoor content for the OuterBanks.org/blog and Family RVing Magazine following a visit in February. see.pdf

- also by Jo Matyas for OuterBanks.org

ROAD TRIPPING WITH YOUR DOG ON THE OUTER BANKS <u>HTTPS://BIT.LY/3TMWY4O</u>
THE OUTER BANKS: A FANTASTIC RV DESTINATION <u>HTTPS://BIT.LY/3KTZFI7</u>
THE BEST FREE THINGS TO DO ON THE OBX HTTPS://BIT.LY/3TIABDX

OUTERBANKS.ORG/BLOG POSTS

"Haunted Spots on the Outer Banks" | Sept-22 Written by content coordinator Stephanie Hall https://bit.ly/3BljrEb

CONTENT PARTNERSHIPS & COLLABORATIONS

Travel Awaits | Aug-22 "I Tried Hang Gliding At Age 55, Here's Why I Think You'll Love It" The PR team hosted a media tour for several journalists as part of a content generation program for OuterBanks.org. Author Dr. Gail Clifford wrote many articles this summer following her press visit both for Travel Awaits and us https://bit.ly/3KH3svl

Atlas Obscura | Sept-22 "What's Inside the New Gastro Obscura Vending Machine?" Aaron helped connect local tour guide entrepreneur Francis D'Ambra with the magazine for inclusion of The Mother Vine preserves. https://bit.ly/3fshtl2

PUBLICITY

Cardinal & Pine | Aug-22 "Each of These 20 Indie Bookstores In North Carolina Has a Story to Tell" Outer Banks Visitors Bureau team contributed ideas for this article. https://bit.ly/3fwqlRf

Hospitality Newsmaker Alert | Sept-22 "STS announces 2022 Shining Example Award Winners" Outer Banks Visitors Bureau regional partnership promoting northeast North Carolina's collective African American heritage sites garners attention. https://bit.ly/3xr77YJ

The Travel | Sept-22 "10 Things To Do In The Fall At The Outer Banks" https://bit.ly/3SLVPXk

News & Observer | Sept-22 "Two North Carolina restaurants rank among the nation's best." https://bit.ly/3SGdwYu

IN DEVELOPMENT

(Real Estate TV Show TBA) | Oct-22 Aaron's working with an established writer for an online article that potentially features the Outer Banks.

Camper Girl | Apr-23 Aaron's working with an editor of the popular trailer camping focused magazine for a full feature on the Outer Banks as part of a big camping meet-up on Hatteras Island in the spring.

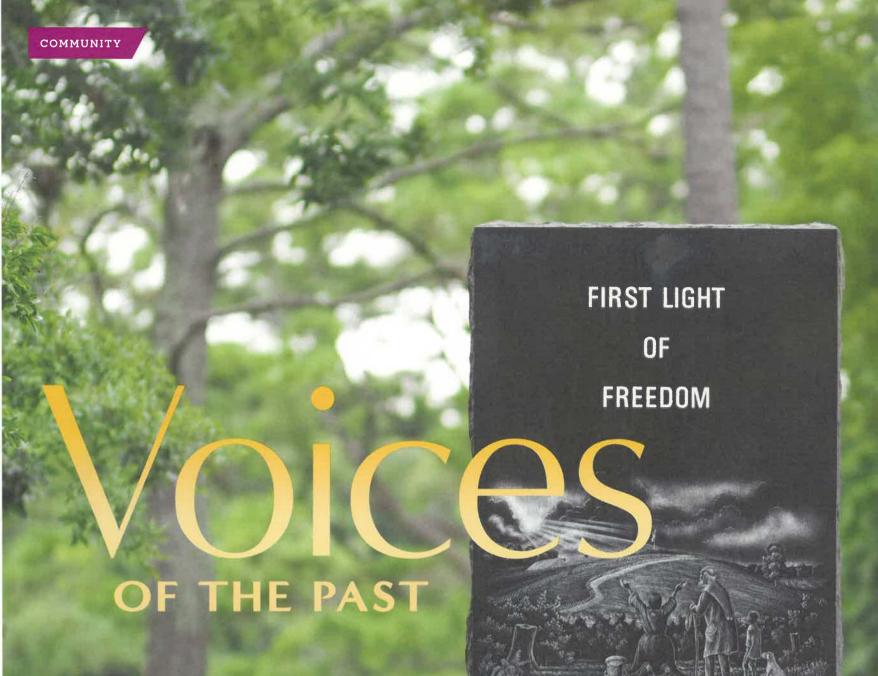
Down the Road Surf and Art Festival | OBVB worked out a content partnership with the new grassroots surfing event to develop imagery and video that can be used in PR, marketing and social as part of our presenting sponsorship.

MEDIA MISSIONS

VisitNC NY Mission | Oct 17-21 Aaron's participating in an out-of-market PR tour led by VisitNC's agency to pitch New York City editors and journalists in a series of desk-side visits and small group networking to put Outer Banks content ideas forward and identify journalist trends and needs for 2023.

CANADA PROGRAM

Toronto Star email campaign | Oct 14 *As a recap, the OBVB team built out a welcome page for our northern neighbors at OuterBanks.org/Canada as part of an effort to capture fall interest in the OBX and help perpetuate that relationship with travelers.* The first round of email deployed on Sep 16 with an open rate of 18.7 % of 127K distributions. The second round of email deploys Oct 14 with links to Canadian visitor specials in the local OBX community.



A new project aims to tell the story of African American heritage throughout the region

BY CORINNE SAUNDERS

Former slaves give thanks by the creek's edge at the sight of the island —— " If you can cross the creek to Roanoke Island, you will find 'safe haven' ."

NATIONAL UNDFRGROUND RAILROAD NETWORK TO FREEDOM



Located at the Fort Raleigh National Historic Site, the First Light of Freedom Monument commemorates the 1862 Roanoke Island Freeman's Colony, which was the very first government-established community of African American freedom seekers in the South. Photo by Ryan Moser.

NORTHEASTERN NORTH CAROLINA HAS MORE TO OFFER than just warm sand and a salty body of water - it's also home to a deep and diverse history that's helped shape our nation. While marketing for this area may not have always reflected that much, things are beginning to change.

A collaborative, six-county project called the African American Experience of Northeast North Carolina is paving the way in that direction. Launched in June of 2021, the program highlights a heritage trail featuring 31 sites of immense historic value to the region, state and - in some cases - the whole country.

"The cultural and historic significance of those sites here and in the other counties is tremendous," says Lee Nettles, the executive director of the Outer Banks Visitors Bureau, which is one of the partnering organizations in the project.

"It's a source of pride," Lee adds of this region's history. "The more you know, the prouder you are of your area."

With detailed information about each site available on the project's website at ncblackheritagetour.com, visitors are encouraged to embark on a self-guided

tour that currently spans Camden, Chowan, Currituck, Dare, Pasquotank and Perquimans counties - each of which are home to related monuments, museums, parks and waterways.

The diverse sites cover points of interest such as the Colored Union Soldiers Monument in Hertford - one of only a few monuments in the nation that recognizes African American Union soldiers – which was put up by local wives and widows of the soldiers. That's Perguimans County's only tour stop, but nearby Currituck County has three sites, Camden has six, Chowan and Pasquotank each have five, and Dare adds 11 to the count.

Of course, Dare County has a list of historical firsts that are widely known, including the first British settlement attempt and the Wright brothers' pioneering flight experiments, but lesser-known events haven't always received the attention they deserve - such as Hatteras' Hotel de Afrique, which was the state of North Carolina's first haven for the formerly enslaved from 1861-1865.

Following the Union Army's first Civil War victory, the so-called hotel of about a dozen barracks became a strategic part of the national Underground Railroad as a place where freedom

seekers could exchange their skills for food and safe shelter. Though the camp no longer stands, a large memorial pays tribute to those refugees and soldiers at the Gravevard of the Atlantic Museum in Hatteras Village.

A number of other tour stops in Dare revolve around the incredible life of a local man known as Richard Etheridge, and the story of the nation's very first all-African American lifesaving crew.

Manteo's Island Farm, a living history site that interprets life on Roanoke Island in the 1800s, is one of those locations. That was where Richard Etheridge was born enslaved years before he went on to serve in the Union Army – and was eventually appointed the first African American keeper in command of a United States lifesaving station.

Etheridge and his crew's heroic accomplishments are also celebrated at the Pea Island Cookhouse Museum in Manteo, where visitors can learn more about the hundreds of rescues the men performed in some of the most difficult conditions along the coastal waters known as the Graveyard of the Atlantic.

Showcasing locations like these as part of the African American Experience project not only preserves our past, but also helps people understand the complicated context of historical race relations in this region. Etheridge's position - which he held from 1880 until his death in 1900 - was highly coveted and groundbreaking, but it was especially poignant because it occurred as the Jim Crow era set in following the Civil War. "1880-1937 was the height of lynching in America," explains Darrell Collins, a

local historian and president of the Pea Island Preservation Society.

Etheridge and his six-man crew were posthumously awarded Gold Lifesaving Medals in 1996, 100 years after their incredible rescue of nine people aboard the schooner E.S. Newman, which ran aground during a hurricane in 1896. The event is widely regarded as one of the most heroic U.S. rescues at sea to this day, but no recognition was given to the crew during their lifetimes.

If anything, quite the opposite was true. "Any slip up would mean an end to what they did," Darrell notes. "They had to be the best of the best."

> Today, a life-sized statue of Etheridge holding a rescue boat oar – another of the project's tour stops – stands in the middle of a roundabout near the Cookhouse Museum.

> "I think it's good to bring awareness to a lost history that most people don't really realize occurred on the Outer Banks of North Carolina," says Darrell, who regularly shares the Pea Island Lifesaving Station history at talks with everyone from out-of-area museum visitors to local elementary school students.

> "Most of these African American stories have been swept under the rug," Darrell says, noting that people universally share a range of emotions and dreams - which makes building empathy a significant overall goal. "[It's vital] for acquiring knowledge of where you came from and how people think."

> Aaron Tuell, public relations manager for the Outer Banks Visitors Bureau, agrees. He's lived and worked in Manteo for a long time, but he says that being involved in this project has deepened his understanding of the history we have in our own backyard - and he calls it "one of the most rewarding" efforts of his entire

The project website includes suggested trip itineraries, with the idea of linking the counties as visitors make their travel plans. "By working together, we can increase the visibility of each of our sites in a way that we couldn't do individually, [so] it becomes something bigger," Lee explains.

Each participating county contributes \$2,000-\$10,000 annually to the project. Dare and Currituck both contribute the higher-end amount, as they receive the most tourism revenue in the region and can do so. Since the project's launch, other counties in the region have reached out with interest in participating as well, which Lee considers a mark of success.

In July 2022, Gates, Martin and Washington counties officially joined the initiative, meaning that nine counties are now onboard. "That's 50% growth in

one year," Aaron observes.

"Travel in general is an extraordinarily important thing for society," Lee adds. "Any time you visit another area, you broaden your perspective and develop an appreciation for other people and ways of life. Increasing sensitivity and appreciation for other cultures - in this case African American - isn't only our mission; it's the right thing to do."



A life-sized statue of Richard Etheridge – a former slave who served in the Union Army before being appointed the first African American keeper of a US litesaying station at Pea Island – stands at the center of a roundabout by Collins Park in Manteo. Photo courtesy of the Outer Banks Visitors Bureau.

"The cultural and historic significance of those sites here and in the other counties is tremendous."

-Lee Nettles, Outer Banks Visitors Bureau

ALONG THE WATER IN THE OUTER BANKS



BY MALIK COCHEREL UPDATED SEPTEMBER 22, 2022

In North Carolina, near Cape Hatteras, the string of islands in the Outer Banks offers a magnificent playground for kayakers of all levels. Here are some of the most beautiful nautical excursions to do in this region renowned for its wild nature, its picturesque villages and its beautiful lighthouses.

ROANOKE ISLAND

It was on this small corner of land that the British established their first colony in North America, in 1585, before strangely disappearing a few years later, without leaving any trace. Even today, the enigma of "the lost colony" has still not been solved. Historians and other passionate researchers from around the world continue to travel regularly to Roanoke Island in an attempt to finally unravel this mystery.



© Adobe Stock

For kayakers, this is the ideal place to set up base camp before putting the paddles in the water. The quaint village of Manteo has several charming guesthouses, like the Roanoke Island Inn, which offers stunning views of Shallowbag Bay. Venture by kayak along the coasts of Roanoke allows you to immerse yourself in this rich history, admiring in passing a 21-meter replica of the sailboat that embarked the first settlers sent by Sir Walter Raleigh.

You can also go further offshore to explore two of the largest estuaries in the Outer Banks: Pamlico Bay to the south, and Albemarle Bay to the north. The latter is known for offering a beautiful panoramic view of Jockey's Ridge Park where the highest natural sand dunes on the American East Coast are located. Well-established in the region, Kitty Hawk Kites offers kayak rentals and guided excursions from Manteo.

NAGS HEAD SALT MARSHES

Not far from Roanoke Island, about fifteen minutes by car from Manteo, a completely different setting is offered to kayakers. The salt marshes of Nags Head constitute a formidable labyrinth of more or less narrow channels allowing you to be at the front row to observe the local flora and fauna, without having to force too much on the strokes of the paddle.



© Malik Cocherel

Many species of birds are found there, from pelicans to egrets, including herons, ospreys and ibises. Nothing better than these calm and shallow waters bordered by tall windswept grasses to treat yourself to a soothing excursion in the great outdoors. At the end of the day, you can enjoy wonderful sunsets.

The salt marshes of Nags Head are also a dream destination for fishing. Kitty Hawk Kites offers a whole range of Hobie kayaks for hire, all equipped with the Mirage Drive system. With this crankset, the propulsion is done with the strength of the legs, which leaves the hands free to fish. A rudder system helps steer these kayaks which feature a raised seat for improved comfort.

KITTY HAWK SEA FOREST

A great adventure awaits you in this nature reserve which is home to a wide variety of plant and animal species. This rich ecosystem has developed over the years on the remains of ancient sand dunes. The kayak is certainly the best way to discover the swamps of this maritime forest, letting yourself be carried by a light current and lulled by the song of birds.



Shutterstock

The resort town of Kitty Hawk is just a stone's throw away. Yet we have the impression of being a thousand miles from the golden sand beaches that attract crowds every summer in the region. A completely different world awaits us in this oasis of greenery and tranquility protected by an impressive forest of maritime deciduous trees. Here we have a magnificent glimpse of what the Outer Banks could be like in the wild.

An old wooden covered bridge - the only one you can cross on the coast of North Carolina - does not fail to add a little more charm to this kayak trip suitable for all levels. It's an experience that can easily be done with the family to watch the turtles take a bath in the sun or the otters and other raccoons take a dip in the brackish water.

THE ALLIGATOR RIVER NATIONAL WILDLIFE REFUGE

Go paddling alongside sharp-toothed reptiles might scare some. But it would be wrong to miss out on a kayak trip to the largest nature reserve on the American East Coast. This water hike is simply one of the most beautiful the Outer Banks has to offer.



© Shutterstock

In addition to the famous alligators (which are generally very discreet and avoid approaching boats), this refuge of more than 60,000 hectares is home to a good number of wild species, in particular black bears and red wolves, which have been threatened with extinction. It is therefore with eyes wide open that we venture into this carefully preserved corner of nature, hoping to see one of them. The kayak route also allows you to contemplate, up close, the majestic bald cypress and its strange aerial roots which rise, like stalagmites, above the water.

This magical place also has a part of legend. Like the lost colony of Roanoke Island, the houses of Buffalo City, built at the end of the 19th century, have evaporated into nature. There is nothing left today of this town of lumberjacks which became a mecca for the manufacture of moonshine (an illegal twist-gut) during prohibition. But you can still venture by kayak on the narrow canals once used by smugglers. Coastal Kayak Touring Company offers guided excursions to learn more about the history and ecosystem of the Alligator River National Wildlife Refuge.

EDENTON BAY

Located further inland, the first colonial capital of North Carolina is not geographically part of the Outer Banks, but it does belong to the Inner Banks region. It would be a shame, however, not to stop in this charming town designated by Forbes magazine as one of the most beautiful small towns in America.



© Adobe Stock

Kayaking is a good way to discover the peaceful bay of Edenton which leads to the huge Albemarle estuary going to the barrier islands of the Outer Banks. Here, the bald cypresses cohabit with splendid colonial buildings, posted at the edge of the water and incredibly well preserved.

To dive back centuries and go paddling in this postcard setting, you can book a guided kayak tour with Native Girl Kayaking . A member of the American Canoe Association, Cassondra is happy to begin beginners and more experienced alike on this magnificent adventure. You should allow about two hours to go around the bay completely.

PRACTICAL-PRACTICAL



© kitty Hawk Kittes

Most Outer Banks kayak tours are accessible to all paddlers, regardless of experience level. But the weather conditions, which can change very quickly along the coast, can make the experience more difficult. So remember to check the local forecasts before you go in the water. Don't forget to carefully plan your route and take a life jacket, survival whistle, telephone, map and compass with you, especially if you decide to go without a guide. Some waterways are real labyrinths where finding the way out can be quite a challenge.

The easiest way to get to the Outer Banks is to rent a car at Raleigh-Durham Airport in North Carolina. Then count a little over 3 hours by road to reach Manteo, on Roanoke Island.

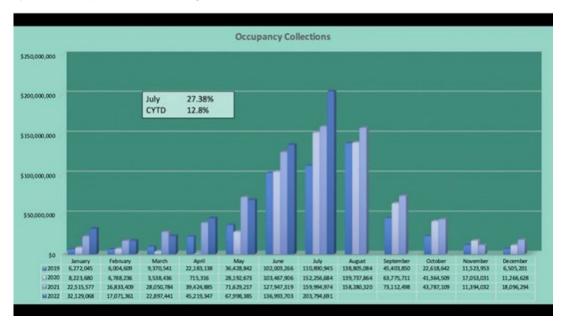
Info: outerbanks.org and visitnc.com

The author was a guest on Visit North Carolina.

July occupancy collections surge over \$200M

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By Mark Jurkowitz | Outer Banks Voice on September 21, 2022



(Dare County Tourism Board)

But record numbers don't mean record visitors

The July 2022 occupancy revenues just reported by Outer Banks Visitors Bureau Executive Director Lee Nettles surged over the \$200 million mark to set an all-time record. But according to Nettles, that doesn't mean we're seeing more visitors.

In reviewing the data during his recap of the Sept. 15 Dare County Tourism Board meeting, Nettles reported on "the historic" occupancy collection numbers that showed a jump of 27% in July 2022 compared with July 2021. That's the first time that occupancy numbers in any month surpassed the \$200 million mark, coming in at \$203.8 million. For the year to date, 2022 occupancy collections are up 13% over the previous record-setting year.

But Nettles added a significant point of context after reciting those numbers, noting that "we do see that a lot of these increases are driven by price changes, rate changes rather than number of people. In some cases, we've seen drops in the number of people as evidenced by some decreasing numbers in other lodging segments."



In an interview with the Voice back in May, Nettles acknowledged that the county's optimal capacity for tourists, in terms of sheer numbers, has already been reached, and even exceeded.

"The level of visitation that we've had in the last year and a half is not necessarily sustainable," he said, "particularly when you combine it with a limited workforce and some of the other challenges we've got...There's a price for that growth. The impacts of tourism are both positive and negative."

In his summary of the Sept. 15 tourism board meeting, Nettles also reported that meals collections for July were up 9% over July 2021, at \$61.1 million, with a year-to-date increase of a little over 6%.







Bodie Island Lighthouse celebrates its 150th anniversary on October 1. The lighthouse was electrified in 1932, phasing out the need for on-site keepers. The most recent tower restoration was completed in 2013.

BY JOSEPHINE MATYAS, F468364

he weather in the Outer
Banks of North Carolina
is nothing if not changeable.
At sunrise, my cellphone
rang to let me know that earlymorning bird-watching along
the coastline was off — too foggy —
but we'd head inland to look for wildlife.
Guides in this area know how to look
out the window and pivot.

The Outer Banks — affectionately abbreviated as OBX — is a 130-mile strip of barrier islands known for windswept dunes and beaches, tall lighthouses, the history of powered flight, shipwrecks, and spectacular birding. Coastal North Carolina Highway 12 is an RV-friendly route that allows for a more leisurely pace than zinging along the transportpacked interstate. A large part of the ribbon of narrow coastline is protected as Cape Hatteras National Seashore.

WILDLIFE SHELTER

Jonathan Cooley, a professional birding guide with Native Birding Tours, keeps one eye on the day's weather and knows the best spots to suit the conditions.

"I like showing people the diversity of wildlife here in the Outer Banks," he said. "We're right on the Atlantic Flyway, and more than 420 species of birds are found in this region. And birding is easily accessible — you can bird just about anywhere with minimal equipment."

We moved slightly inland from the foggy shoreline and drove through Alligator River National Wildlife Refuge, known for its population of black bears and endangered red wolves. The refuge's wetlands turned out to be a fantastic birding site as well. In the space of a few hours, I ticked dozens of species off my checklist, including tundra swan, Carolina chickadee, belted kingfisher,



and American kestrel. In the shallow waterways crisscrossing the refuge, we spotted a sleek river otter and several species of aquatic turtles stretching toward slivers of sun as the clouds broke.

"A lot of birding is by ear,"
Jonathan explained. "You can hear
them calling before you see them."
He recommends using the Merlin
Bird ID app, which is loaded with
bird sounds and calls, identification
photos, and a checklist of behaviors.

Once the fog lifted, we drove back to the coastline for several hours of birding at Pea Island National Wildlife Refuge, located at almost exactly the halfway point on the Outer Banks. Before heading along the North Pond Wildlife Trail, we clambered to the top of the sand dunes and used the spotting scope to view waterfowl bobbing on the saltwater.

Jonathan was enthusiastic about the year-round birding possibilities. "Getting 50 to 60 species on any given day is doable, especially if you have a guide. The fall — especially October — is the best time for diversity, and you could spot 100 species in a single day. You have some waterfowl coming in, breeding birds are around, and migrating birds are passing through. This is a prime birding location."

From professional fliers, I turned my attention to the first flight attempts by people.

THE HISTORY OF FLIGHT

The town of Kill Devil Hills is renowned as the spot where humans first achieved powered flight, thanks to the tinkering of those bicyclebuilding Wright brothers — Orville and Wilbur. Bicycling was all the rage at the turn of the 20th century, and the brothers sensed a connection between the two-wheeler and the

Getty Images/Greg Meland







potential for flight; it was all about turning and control.

After several years of study and experimentation, the Wright brothers broke out the slide rule and calculated that if they made the wing just four inches longer, the aircraft would be stable. By tying in the warping of the wings with the use of a rudder, they designed something no one ever had: a power-driven, man-made machine that would fly.

A century ago, OBX was accessible only by boat and had very few residents. This guaranteed isolation and the reliable winds drew Orville and Wilbur Wright to fine-tune and test Josephine Matyas





Josephine Matyas

their homemade flying machines. On a blustery December 17 in 1903, the brothers changed history in mere seconds, cementing Kitty Hawk as the site of the first successful powered airplane flights. They piloted four successful flights, lasting from 12 seconds to 59 seconds. It's a story beautifully told at the Wright Brothers National Memorial, located at the exact spot where the brothers took to the air.

The updated visitors center is filled with reproductions of the Wrights' planes and the factors they studied to adjust lift, power, and control — and to turn dreams into reality. Outside, large stones pinpoint liftoffs and







Clockwise from left: Visit the North Carolina Aquarium to see marine life up close. This marker commemorates the first successful airplane flight at the Wright Brothers National Memorial. The sandy beaches of Pea Island National Wildlife Refuge are home to many endangered species. Not all turtles in the Outer Banks live in the sea — many dwell in ponds and lakes. A black bear is seen strolling down a road. The diverse ecosystem allows many opportunities to view and photograph local wildlife, especially different bird species.





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landings for each of the four flights. On the park grounds, the stone memorial at Big Kill Devil Hill marks the spot from which they launched the initial trials for their "soaring machines."

A WORLD BENEATH THE SURFACE

What could be more fascinating than peeking beneath the waves? To illustrate the watery side of the OBX environment, the North Carolina Aquarium at Roanoke Island has touch tanks with small rays and horseshoe crabs skittering about; enormous sea-water tanks

filled with skates, rays, sharks, fish, and electric-looking jellyfish; and a sea turtle hospital.

In the colder months of winter and early spring, the Sea Turtle Assistance and Rehabilitation Center can house hundreds of cold-stunned reptiles. According to the aquarium's sea turtle rehabilitation technician, "When the body temperature of a sea turtle hits 50 degrees, it's considered to be cold stunned. There is a 24-hour hotline and special patrols who watch the beaches for turtles in distress. In this region, we see mainly greens and Kemp's ridleys in the hospital. Over several weeks, we

warm them up, and feed them before releasing them back into the ocean."

LIGHTHOUSES AND THE GRAVEYARD OF THE ATLANTIC

The constant winds, the power of the ocean, and storm dynamics are ever so slowly shifting the sandy dunes westward. It's a fact of life that local officials and road crews grapple with each season. Thousands of ships have sunk in the treacherous currents — often thanks to the shifting underwater sand bars, known as the Diamond Shoals. The collision of the Gulf Stream with the Labrador Current creates unpredictable





A trio of lighthouses was built to prevent ships from wrecking on the coastline. The Graveyard of the Atlantic Museum (above) features items recovered from shipwrecks along the coast. Cape Hatteras Lighthouse (right) measures 198.49 feet from the bottom of its foundation.

weather patterns, and these storms — together with the changeable shoals — have sunk many ships in what has become known as the "Graveyard of the Atlantic."

The Graveyard of the Atlantic Museum in Hatteras tells the tale of the more than 2,000 shipwrecks — including 90 vessels from World War II — that sank to the ocean floor along the barrier islands. The tricky shoals and navigational obstacles created an advantage for savvy pirates who sailed the coastline looking for ships loaded with goods that had run ashore.

It was this ghastly history that eventually led to the building of three lighthouses along the shoreline: Bodie, Hatteras, and Ocracoke. As a teenager, shipmate Alexander Hamilton made a frightening trip around pitch-black Cape Hatteras in stormy seas. Years later, after working his way up the job ladder to become the first Secretary of the Treasury for the United States, Hamilton made sure a lighthouse



was built on that very spot. Today, at 198.49 feet from the bottom of the foundation to the top of the tower pinnacle, the Cape Hatteras Lighthouse is the tallest brick lighthouse in North America. Beach erosion and the ever-shifting coastline threatened the stability of the current lighthouse, and in 1999 it underwent "the move of the century." Over the course of three weeks, it was lifted and moved 2,900 feet to safer ground.

A climb to the top of the picturesque, black-and-white horizontal-



Outer Banks

striped Bodie Island Light Station gives a bird's-eye view over the Cape Hatteras National Seashore, America's first national seashore. The flashes of the Fresnel-lens light can be seen 19 miles away. The light was automated in 1932; prior to that, a team of lighthouse keepers carried barrels of oil up 10 flights of stairs, refueled the lantern, and lit the warning beacon.

CAROLINA

The last of the trio of lighthouses is on quirky Ocracoke Island, accessible only by ferry (RV and vehicle combinations are limited to 65 feet; www.ncdot.gov/divisions/ferry). Ocracoke is a perfect snapshot of all that is remarkable about the Outer



Ocracoke Lighthouse (above), built in 1823, is the oldest continuously in-service lighthouse in North Carolina. Frisco Woods Campground (above right) offers waterfront sites on Pamlico Sound.

Banks: buying seafood right off the dock; grand sweeps of secluded beach; a great fishing hole called the Atlantic Ocean; unique artisan shops; friendly locals; and a jet-black night-time sky that's perfect for stargazing.

Ocracoke's historic lighthouse still flashes a warning to ships. Maritime history is thick here — this is the spot where the infamous pirate Blackbeard succumbed to no less than five bullet and 20 sword wounds before being beheaded. Legend has it that the pirate's headless body swam seven times around the ship, but the locals doubt he could have managed more than two.



Photos: Josephine Matvas

⊜ IF YOU GO

The Outer Banks Visitors Bureau www.outerbanks.org (877) 629-4386

CAMPING

Spring and fall are the best times to visit — although September and October are at the tail end of hurricane season. Summertime has the largest crowds, so be sure to plan for campground reservations.

The Outer Banks are custom-made for RV travel, offering a wide selection of campgrounds with an array of amenities. My favorite was the dune-side **Oregon Inlet Campground** at Cape Hatteras National Seashore, with 107 sites (47 with electric hookups), running water, and showers throughout the property. A dump station is available for campers at a nearby marina. The maximum total vehicle length is 40 feet at all sites.

The **Cape Hatteras/Outer Banks KOA Resort** at Rodanthe has full-hookup, oceanfront sites and amenities such as a year-round pool, a hot tub, showers, a laundry, a dump station, and Wi-Fi.

To the south end of the Outer Banks at Pamlico Sound, **Frisco Woods Campground** has a wide range of sites, from primitive ones to pull-through and back-in sites with full hookups. The campground has propane service, Wi-Fi, showers, a laundry, a dump station, and a swimming pool.

SEAFOOD SUGGESTIONS

Local seafood is a must. Look for local-catch fish filets and enormous, meaty shrimp at **O'Neal's Sea Harvest** (a favorite with the locals). To eat in or take out, the shrimp burger at **Sam & Omie's** is a Carolina favorite — more than a dozen lightly breaded and fried shrimp are piled on a bun and slathered with melted cheddar cheese, coleslaw, and tartar sauce. One of the oldest family restaurants on the barrier islands, this Nags Head legend began as a breakfast stop for early-morning fishermen.