

DARE COUNTY TOURISM BOARD MEETING  
THURSDAY, JUNE 30, 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 May 19, 2022 Meeting
- V. Public Comments
- VI. Chairman's Report
- VII. Budget & Finance Report
  - 1. Monthly Reports
  - 2. Amend Fiscal Year 2021-2022 Budget
  - 3. Adopt Fiscal Year 2022-2023 Budget Ordinance
- 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, MAY 19, 2022  
9:00 A.M.  
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES  
MANTEO, NC 27954**

**ATTENDING:**

**In-Person:** Tim Cafferty, Chair; Monica Thibodeau, Vice Chair; Mark Ballog, Gray Berryman, Bambos Charalambous, Leo Holland, David Hines, Bobby Owens, Dennis Robinson, and Jay Wheless, Legal Counsel.

**Via GoToMeeting:** Jamie Chisholm, Secretary; and Mike Siers.

**EXCUSED ABSENCE:** Ervin Bateman, Treasurer; and Ivy Ingram, Assistant Treasurer.

**STAFF (in person):**

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

**OTHERS ATTENDING:**

**Via GoToMeeting:** Katie Stone.

**In-Person:** Woody Joyner, President, North Carolina Watermen United; Charlotte Walker, Councilwoman, Town of Kitty Hawk; Bill Cress, Developer, Wright Brothers Tribute Museum; Philip Ruckle, The Coastland Times; Joe and Melanie Schwarzer, Graveyard of the Atlantic Museum; Bob Woodard, Dare County Commissioners; Beth Hinson, Re/Max Coastal Associates.

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

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

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

**APPROVAL OF MINUTES:** Ms. Thibodeau moved to approve the meeting minutes from April 28, 2022 meeting. Second by Mr. Holland. There was no discussion.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

**PUBLIC COMMENTS:** Woody Joyner, President of the North Carolina Watermen United, discussed the history of North Carolina Watermen United (NCWU) and the challenges facing working watermen.

Bill Cress spoke about the location choice for the Wright Brothers Tribute Museum and stated that welcome center employees “would not lose a day of employment” and that the welcome center would be addressed first to maintain that function.

**PUBLIC HEARING ON PROPOSED FISCAL YEAR 2022-2023 BUDGET:** At 9:15 a.m., Ms. Thibodeau moved to open the Public Hearing for the proposed Fiscal Year 2022-20213 budget. Second by Mr. Robinson.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

The Chair called for any comments. None were made. The Clerk stated no written comments regarding the proposed budget were received. Ms. Thibodeau moved to close the public hearing. Second by Mr. Charalambous.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0). The public hearing was closed at 9:17 a.m.

**PUBLIC COMMENTS CONTINUED:** [Tribute Museum discussion continued] Mr. Berryman asked how the site was selected for the museum. Bill Cress noted they had surveyed Dayton, Ohio, as a location but felt Kitty Hawk was the right location. Dare County Commissioners Chair Woodard noted that it would be a compliment to the Wright Brothers National Monument and its programs.

Joe Schwarzer spoke about the \$250,000 Restricted Fund Grant request for exhibits and audio/visual (A/V) effects and exhibits at the Graveyard of the Atlantic Museum and how important the A/V exhibits would be to the overall museum.

Chairman Woodward encouraged the Board to take a serious look at the request from the Graveyard of the Atlantic and noted that the County Commissioners would split the amount of the project [a total of \$500.000].

**CHAIR/STEERING COMMITTEE REPORT:** Lee Nettles reviewed the Tourism Impact Grant Extension request from the Town of Manteo for Phase 2 of the Town Common. The Town needed to rebid the project and that caused a delay in construction.

Mr. Berryman moved to grant an extension to October 31, 2022, to the Town of Manteo for the Tourism Impact Grant. Second by Ms. Thibodeau.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

**BUDGET AND FINANCE REPORT:** Diane Bognich reviewed the meals and occupancy receipts received. Receipts for fiscal year 2021-2022 are up 16.85% compared to 2020-2021 actual receipts. The Board discussed whether rising gas prices were impacting vacation plans (it does not appear to be so).

**FISCAL YEAR 2022-23 PROPOSED BUDGET:** Diane Bognich reviewed the proposed budget for Fiscal Year 2022-2023.

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

- Careers Beyond the Counter concept and the enthusiastic response from the tourism community
- Public Meeting for the Event Center Concept to be held June 6 at Haven on the Banks
- Long Range Tourism Management Planning firm hired, and the project is just getting started
- Marketing for the upcoming fiscal year, with the focus on passionate, enthusiast audience to connect tourism (visitors) with the community
- Marketing dashboard and visitation

Lorrie Love reviewed the group and bus market interest in the Outer Banks and upcoming events at the event site.

Aaron Tuell reviewed travel influencer visits and recent coverage of the Outer Banks.

**OLD BUSINESS:** Legal Counsel and Lee Nettles reviewed the reasons for the Tourism Board to join the Amicus Brief (traffic, public safety, and economics for example). The Board discussed these factors. Following discussion, Ms. Thibodeau moved to support the Amicus Brief in Support of the Mid-Currituck Bridge, with the extent of the financial involvement on a pro-rata basis post filing. Second by Mr. Berryman. There was no further discussion.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

Lee Nettles reviewed the draft resolution supporting the Wright Brothers Tribute Museum. Following review and discussion of the resolution, Ms. Thibodeau moved to adopt the resolution with the [grammatical/phrasing] changes made by Legal Counsel. Second by Mr. Holland.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).

Resolution 2022-3 is attached and hereby incorporated and made a part of these minutes.

**NEW BUSINESS:** The Board discussed the request from Graveyard of the Atlantic. Following discussion of the grant and application, Mr. Owens moved to award \$250,000 contingent upon the County awarding \$250,000. Second by Mr. Hines.

**Yes:** Mark Ballog, Gray Berryman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, David Hines, Leo Holland, Bobby Owens, Dennis Robinson, Mike Siers, and Monica Thibodeau.

**No:** None. The motion passed unanimously (11-0).



**BOARD MEMBER COMMENTS:** Mr. Charalambous asked staff to re-examine and modify the Restricted Fund guidelines for timing of requests.

Mr. Ballog asked how to get more welcoming signage at the bridges into Dare County. He talked about the number of J1 students coming to the county this summer and that some of the area restaurants were working cooperatively to create a Christmas Town atmosphere.

Mr. Berryman noted that the Worrell 1000 race would land in Hatteras and would continue to work its way north to Virginia Beach.

Mr. Holland thanked the Board for participating in the Amicus Brief.

**SET DATE, TIME, AND PLACE OF NEXT MEETING:** The next meeting is scheduled for 9:00 a.m. on Thursday, June 30, 2022 in the Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC (virtual and in-person options available).

The Chair asked if there was any further business before the Board. Hearing none, the Chair adjourned the meeting at 10:43 a.m.

**ATTESTED:**

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Clerk, Dare County Tourism Board

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

FISCAL YEAR		PROJECTED FY 21-22	ACTUAL FY 21-22	+/- \$	+/- %
<u>JUNE EARNED</u>	OCCUPANCY	\$1,055,895.00	\$1,276,821.42	\$220,926.42	20.92%
<u>JULY RECEIVED</u>	MEALS	<u>\$320,475.00</u>	<u>\$484,564.78</u>	<u>\$164,089.78</u>	<u>51.20%</u>
		\$1,376,370.00	\$1,761,386.20	\$385,016.20	27.97%
<u>JULY EARNED</u>	OCCUPANCY	\$1,318,025.00	\$1,592,749.50	\$274,724.50	20.84%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$361,870.00</u>	<u>\$556,560.43</u>	<u>\$194,690.43</u>	<u>53.80%</u>
		\$1,679,895.00	\$2,149,309.93	\$469,414.93	27.94%
<u>AUGUST EARNED</u>	OCCUPANCY	\$1,185,500.00	\$1,592,951.57	\$407,451.57	34.37%
<u>SEPT RECEIVED</u>	MEALS	<u>\$347,875.00</u>	<u>\$455,773.11</u>	<u>\$107,898.11</u>	<u>31.02%</u>
		\$1,533,375.00	\$2,048,724.68	\$515,349.68	33.61%
<u>SEPTEMBER EARNED</u>	OCCUPANCY	\$471,670.00	\$717,839.65	\$246,169.65	52.19%
<u>OCT RECEIVED</u>	MEALS	<u>\$241,835.00</u>	<u>\$381,874.96</u>	<u>\$140,039.96</u>	<u>57.91%</u>
		\$713,505.00	\$1,099,714.61	\$386,209.61	54.13%
<u>OCTOBER EARNED</u>	OCCUPANCY	\$224,335.00	\$437,385.81	\$213,050.81	94.97%
<u>NOV RECEIVED</u>	MEALS	<u>\$185,505.00</u>	<u>\$283,579.71</u>	<u>\$98,074.71</u>	<u>52.87%</u>
		\$409,840.00	\$720,965.52	\$311,125.52	75.91%
<u>NOVEMBER EARNED</u>	OCCUPANCY	\$98,630.00	\$103,833.12	\$5,203.12	5.28%
<u>DEC RECEIVED</u>	MEALS	<u>\$117,835.00</u>	<u>\$144,517.86</u>	<u>\$26,682.86</u>	<u>22.64%</u>
		\$216,465.00	\$248,350.98	\$31,885.98	14.73%
<u>DECEMBER EARNED</u>	OCCUPANCY	\$48,600.00	\$191,666.48	\$143,066.48	294.38%
<u>JAN RECEIVED</u>	MEALS	<u>\$93,525.00</u>	<u>\$172,557.93</u>	<u>\$79,032.93</u>	<u>84.50%</u>
		\$142,125.00	\$364,224.41	\$222,099.41	156.27%
<u>JANUARY EARNED</u>	OCCUPANCY	\$72,280.00	\$320,768.60	\$248,488.60	343.79%
<u>FEB RECEIVED</u>	MEALS	<u>\$67,970.00</u>	<u>\$93,580.41</u>	<u>\$25,610.41</u>	<u>37.68%</u>
		\$140,250.00	\$414,349.01	\$274,099.01	195.44%
<u>FEBRUARY EARNED</u>	OCCUPANCY	\$54,705.00	\$170,200.72	\$115,495.72	211.12%
<u>MARCH RECEIVED</u>	MEALS	<u>\$79,630.00</u>	<u>\$131,328.38</u>	<u>\$51,698.38</u>	<u>64.92%</u>
		\$134,335.00	\$301,529.10	\$167,194.10	124.46%
<u>MARCH EARNED</u>	OCCUPANCY	\$85,430.00	\$229,960.99	\$144,530.99	169.18%
<u>APRIL RECEIVED</u>	MEALS	<u>\$116,040.00</u>	<u>\$176,838.00</u>	<u>\$60,798.00</u>	<u>52.39%</u>
		\$201,470.00	\$406,798.99	\$205,328.99	101.92%
<u>APRIL EARNED</u>	OCCUPANCY	\$183,450.00	\$451,019.43	\$267,569.43	145.85%
<u>MAY RECEIVED</u>	MEALS	<u>\$175,685.00</u>	<u>\$284,410.03</u>	<u>\$108,725.03</u>	<u>61.89%</u>
		\$359,135.00	\$735,429.46	\$376,294.46	104.78%
<u>MAY EARNED</u>	OCCUPANCY	\$300,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$220,865.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$520,865.00	\$0.00	\$0.00	0.00%
<b>TOTALS</b>	OCCUPANCY	<b>\$4,798,520.00</b>	<b>\$7,085,197.29</b>	<b>\$2,286,677.29</b>	<b>47.65%</b>
<b>TO-DATE</b>	MEALS	<b><u>\$2,108,245.00</u></b>	<b><u>\$3,165,585.60</u></b>	<b><u>\$1,057,340.60</u></b>	<b><u>50.15%</u></b>
		<b>\$6,906,765.00</b>	<b>\$10,250,782.89</b>	<b>\$3,344,017.89</b>	<b>48.42%</b>
<b>TOTAL</b>	OCCUPANCY	<b>\$5,098,520.00</b>			
<b>PROJECTED</b>	MEALS	<b><u>\$2,329,110.00</u></b>			
<b>2020-2021</b>		<b>\$7,427,630.00</b>			

CALENDAR YEAR RECEIPTS 2020-2021		ACTUAL 2021	ACTUAL 2022	+/- \$	+/- %
DECEMBER EARNED					
JAN RECEIVED	OCCUPANCY	\$99,622.05	\$191,666.48	\$92,044.43	92.39%
	MEALS	<u>\$129,244.28</u>	<u>\$172,557.93</u>	<u>\$43,313.65</u>	<u>33.51%</u>
		\$228,866.33	\$364,224.41	\$135,358.08	59.14%
JANUARY EARNED					
FEB RECEIVED	OCCUPANCY	\$221,256.93	\$320,768.60	\$99,511.67	44.98%
	MEALS	<u>\$96,377.22</u>	<u>\$93,580.41</u>	<u>(\$2,796.81)</u>	<u>-2.90%</u>
		\$317,634.15	\$414,349.01	\$96,714.86	30.45%
FEBRUARY EARNED					
MARCH RECEIVED	OCCUPANCY	\$167,212.81	\$170,200.72	\$2,987.91	1.79%
	MEALS	<u>\$92,066.71</u>	<u>\$131,328.38</u>	<u>\$39,261.67</u>	<u>42.64%</u>
		\$259,279.52	\$301,529.10	\$42,249.58	16.29%
MARCH EARNED					
APRIL RECEIVED	OCCUPANCY	\$277,701.44	\$229,960.99	(\$47,740.45)	-17.19%
	MEALS	<u>\$179,713.69</u>	<u>\$176,838.05</u>	<u>(\$2,875.64)</u>	<u>-1.60%</u>
		\$457,415.13	\$406,799.04	(\$50,616.09)	-11.07%
APRIL EARNED					
MAY RECEIVED	OCCUPANCY	\$395,352.18	\$451,019.43	\$55,667.25	14.08%
	MEALS	<u>\$259,174.72</u>	<u>\$284,410.03</u>	<u>\$25,235.31</u>	<u>9.74%</u>
		\$654,526.90	\$735,429.46	\$80,902.56	12.36%
MAY EARNED					
JUNE RECEIVED	OCCUPANCY	\$709,401.52	\$0.00	\$0.00	0.00%
	MEALS	<u>\$359,081.49</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,068,483.01	\$0.00	\$0.00	0.00%
JUNE EARNED					
JULY RECEIVED	OCCUPANCY	\$1,276,821.42	\$0.00	\$0.00	0.00%
	MEALS	<u>\$484,564.78</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,761,386.20	\$0.00	\$0.00	0.00%
JULY EARNED					
AUGUST RECEIVED	OCCUPANCY	\$1,592,749.50	\$0.00	\$0.00	0.00%
	MEALS	<u>\$556,560.43</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$2,149,309.93	\$0.00	\$0.00	0.00%
AUGUST EARNED					
SEPT RECEIVED	OCCUPANCY	\$1,592,951.57	\$0.00	\$0.00	0.00%
	MEALS	<u>\$455,773.11</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$2,048,724.68	\$0.00	\$0.00	0.00%
SEPTEMBER EARNED					
OCT RECEIVED	OCCUPANCY	\$717,839.65	\$0.00	\$0.00	0.00%
	MEALS	<u>\$381,874.96</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$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	<u>\$283,579.71</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$720,965.52	\$0.00	\$0.00	0.00%
NOVEMBER EARNED					
DEC RECEIVED	OCCUPANCY	\$103,833.12	\$0.00	\$0.00	0.00%
	MEALS	<u>\$144,517.86</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$248,350.98	\$0.00	\$0.00	0.00%
Total To Date	Occupancy	\$1,161,145.41	\$1,363,616.22	\$202,470.81	17.44%
	Meals	<u>\$756,576.62</u>	<u>\$858,714.80</u>	<u>\$102,138.18</u>	<u>13.50%</u>
		\$1,917,722.03	\$2,222,331.02	\$304,608.99	15.88%
Total for Year	OCCUPANCY	\$7,592,128.00			
	MEALS	<u>\$3,422,528.96</u>			
		\$11,014,656.96			

## OCCUPANCY &amp; MEALS FY 2021-2022

## ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 20-21	ACTUAL FY 21-22	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$1,031,085.56	\$1,276,821.42	\$245,735.86	23.83%
JULY RECEIVED	MEALS	<u>\$343,466.82</u>	<u>\$484,564.78</u>	<u>\$141,097.96</u>	<u>41.08%</u>
		\$1,374,552.38	\$1,761,386.20	\$386,833.82	28.14%
JULY EARNED	OCCUPANCY	\$1,522,968.88	\$1,592,749.50	\$69,780.62	4.58%
AUGUST RECEIVED	MEALS	<u>\$378,907.71</u>	<u>\$556,560.43</u>	<u>\$177,652.72</u>	<u>46.89%</u>
		\$1,901,876.59	\$2,149,309.93	\$247,433.34	13.01%
AUGUST EARNED	OCCUPANCY	\$1,386,698.87	\$1,592,951.57	\$206,252.70	14.87%
SEPT RECEIVED	MEALS	<u>\$342,807.39</u>	<u>\$455,773.11</u>	<u>\$112,965.72</u>	<u>32.95%</u>
		\$1,729,506.26	\$2,048,724.68	\$319,218.42	18.46%
SEPTEMBER EARNED	OCCUPANCY	\$646,711.02	\$717,839.65	\$71,128.63	11.00%
OCT RECEIVED	MEALS	<u>\$312,640.42</u>	<u>\$381,874.96</u>	<u>\$69,234.54</u>	<u>22.15%</u>
		\$959,351.44	\$1,099,714.61	\$140,363.17	14.63%
OCTOBER EARNED	OCCUPANCY	\$411,520.36	\$437,385.81	\$25,865.45	6.29%
NOV RECEIVED	MEALS	<u>\$220,333.19</u>	<u>\$283,579.71</u>	<u>\$63,246.52</u>	<u>28.70%</u>
		\$631,853.55	\$720,965.52	\$89,111.97	14.10%
NOVEMBER EARNED	OCCUPANCY	\$149,613.81	\$103,833.12	(\$45,780.69)	-30.60%
DEC RECEIVED	MEALS	<u>\$133,492.34</u>	<u>\$144,517.86</u>	<u>\$11,025.52</u>	<u>8.26%</u>
		\$283,106.15	\$248,350.98	(\$34,755.17)	-12.28%
DECEMBER EARNED	OCCUPANCY	\$99,622.05	\$191,666.48	\$92,044.43	92.39%
JAN RECEIVED	MEALS	<u>\$129,244.28</u>	<u>\$172,557.93</u>	<u>\$43,313.65</u>	<u>33.51%</u>
		\$228,866.33	\$364,224.41	\$135,358.08	59.14%
JANUARY EARNED	OCCUPANCY	\$221,256.93	\$320,768.60	\$99,511.67	44.98%
FEB RECEIVED	MEALS	<u>\$96,377.22</u>	<u>\$93,580.41</u>	<u>(\$2,796.81)</u>	<u>-2.90%</u>
		\$317,634.15	\$414,349.01	\$96,714.86	30.45%
FEBRUARY EARNED	OCCUPANCY	\$167,212.81	\$170,200.72	\$2,987.91	1.79%
MARCH RECEIVED	MEALS	<u>\$92,066.71</u>	<u>\$131,328.38</u>	<u>\$39,261.67</u>	<u>42.64%</u>
		\$259,279.52	\$301,529.10	\$42,249.58	16.29%
MARCH EARNED	OCCUPANCY	\$277,701.44	\$229,960.99	(\$47,740.45)	-17.19%
APRIL RECEIVED	MEALS	<u>\$179,713.69</u>	<u>\$176,838.00</u>	<u>(\$2,875.69)</u>	<u>-1.60%</u>
		\$457,415.13	\$406,798.99	(\$50,616.14)	-11.07%
APRIL EARNED	OCCUPANCY	\$395,352.18	\$451,019.43	\$55,667.25	14.08%
MAY RECEIVED	MEALS	<u>\$259,174.72</u>	<u>\$284,410.03</u>	<u>\$25,235.31</u>	<u>9.74%</u>
		\$654,526.90	\$735,429.46	\$80,902.56	12.36%
MAY EARNED	OCCUPANCY	\$709,401.52	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$359,081.49</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,068,483.01	\$0.00	\$0.00	0.00%
	OCCUPANCY	\$6,309,743.91	\$7,085,197.29	\$775,453.38	12.29%
TOTAL TO DATE	MEALS	<u>\$2,488,224.49</u>	<u>\$3,165,585.60</u>	<u>\$677,361.11</u>	<u>27.22%</u>
		\$8,797,968.40	\$10,250,782.89	\$1,452,814.49	16.51%
TOTAL ACTUAL 2020-2021	OCCUPANCY	\$7,019,145.43			
	MEALS	<u>\$2,847,305.98</u>			
		\$9,866,451.41			

### Dare County Gross Collections on Retail Sales

	2022	2021	2020	2019	2018	2017	Variance 2022-2021	Percent 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		6,474,307	3,465,302	4,266,897	3,948,431	3,729,748	0	0.00%
May		7,933,574	2,728,392	5,501,100	4,861,088	5,084,042	0	0.00%
June		10,165,581	5,686,714	7,096,777	6,558,353	6,355,380	0	0.00%
July		14,146,535	12,370,251	11,321,288	10,815,908	10,038,975	0	0.00%
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	15,167,801	13,568,577	10,210,345	9,376,182	9,153,274	8,787,906	1,599,224	11.79%
TOTAL	15,167,801	107,482,612	81,791,823	78,441,352	74,397,237	73,291,414		
YTD % Change	11.79%	32.89%	8.90%	2.44%	4.16%	19.79%		
Total % Change	11.79%	31.41%	4.27%	5.44%	1.51%	8.94%		

Outer Banks Visitors Bureau														
Gross Occupancy Summary														
2009-2022														
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
January	32,129,068	22,515,577	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787
February	17,071,361	16,833,409	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381
March	22,897,441	28,050,784	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488
April	45,219,347	39,424,885	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765
May		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		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		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		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	117,317,217	106,824,655	19,265,668	43,830,333	39,731,985	39,052,431	31,237,409	27,531,749	26,611,333	25,202,779	26,747,245	24,086,159	21,046,321	21,298,421
Total	117,317,217	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	9.82%	454.48%	-56.04%	10.31%	1.74%	25.02%	13.46%	3.46%	5.59%	-5.77%	11.05%	14.44%	-1.18%	3.31%
Total % Change	9.82%	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	14.70%	5411.53%	-96.78%	22.86%	-8.92%	47.54%	4.31%	-7.12%	27.71%	-21.28%	10.44%	17.89%	-4.39%	24.49%
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)	0.95%	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)		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 Bureau														
Gross Meals Summary														
2009-2022														
	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
January	10,601,001	10,669,210	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193
February	13,854,379	9,647,064	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828
March	17,964,701	17,851,725	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099
April	29,762,315	26,101,925	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914
May		36,273,162	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550
June		48,603,545	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095
July		55,983,285	37,531,226	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202
August		45,615,512	34,686,508	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408
September		38,713,169	31,758,793	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780
October		29,131,584	22,495,453	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255
November		17,621,266	16,322,421	12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206	8,637,935	8,587,922	8,822,724	8,298,475
December		15,637,654	10,519,542	10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007	7,025,072	7,391,106	5,983,306	6,123,554
YTD Total	72,182,396	64,269,924	30,064,019	51,315,996	44,877,109	46,794,400	42,082,198	39,088,293	36,966,436	34,926,018	36,506,441	33,029,081	30,840,813	31,374,034
Total	72,182,396	351,849,101	232,835,383	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353
YTD % Change	12.31%	113.78%	-41.41%	14.35%	-4.10%	11.20%	7.66%	5.74%	5.84%	-4.33%	10.53%	7.10%	-1.70%	-1.40%
Total % Change	12.31%	51.11%	-16.26%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%
Month Increase/(Decrease)	14.02%	596.10%	-81.39%	13.90%	-7.02%	23.99%	1.33%	2.46%	12.31%	-13.82%	9.58%	10.23%	0.58%	17.52%
Increase(Decrease)/Qtr														
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%	-4.16%
Qtr 2 (Mar-May)	8.58%	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)		39.60%	-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%
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, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020, 2021, 2022														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														
For July 2021, about \$1,900,000 was reported in July from August 2019 through June 2021.														
For February 2022, Manteo reported \$299,500 and KDH reported \$1,492,000 in prior years gross sales. Adjusted it is a 25.0% increase over Feb 2021														

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	Bed &	Bed &	Bed &	Bed &	Bed &	Camp-	Camp-	Camp-	Camp-	Camp-					
	Breakfast	Breakfast	Breakfast	Breakfast	Breakfast	ground	ground	ground	ground	ground	Cottage	Cottage	Cottage	Cottage	Cottage
January	9,991	21,848	18,954	69,721	33,385	56,934	149,040	101,762	197,792	177,093	77,827	57,144	60,734	73,666	65,334
February	36,814	143,923	27,050	54,287	88,113	69,405	79,720	89,994	183,108	180,687	97,209	54,050	55,880	87,169	71,244
March	65,753	85,386	29,171	136,583	-6,494	186,658	249,522	63,921	692,174	414,682	184,588	160,084	65,539	206,483	136,291
April	140,738	877,315	9,994	259,204	260,362	450,715	587,966	1,930	1,235,799	1,294,819	321,223	365,960	48,233	404,682	326,574
May	329,396	309,416	91,397	282,278		864,675	990,995	1,130,609	1,918,384		607,239	600,680	254,673	565,909	
June	263,476	417,010	351,108	570,964		1,666,397	1,830,953	2,412,414	2,845,176		1,196,072	1,288,613	795,837	919,645	
July	401,465	300,025	363,847	446,262		1,613,934	1,966,882	2,685,694	3,088,190		1,542,434	1,563,325	1,043,368	1,058,556	
August	295,816	369,371	373,764	532,087		1,232,064	1,510,242	1,588,143	2,216,628		1,296,981	872,728	902,896	902,324	
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	
<i>YTD Totals</i>	<i>253,296</i>	<i>1,128,472</i>	<i>85,169</i>	<i>519,795</i>	<i>375,366</i>	<i>763,712</i>	<i>1,066,248</i>	<i>257,607</i>	<i>2,308,873</i>	<i>2,067,281</i>	<i>680,847</i>	<i>637,238</i>	<i>230,386</i>	<i>772,000</i>	<i>599,443</i>
Total	1,924,526	3,085,512	1,871,993	3,180,963	375,366	7,444,545	8,384,023	10,849,867	15,518,895	2,067,281	6,614,236	5,907,648	4,549,771	5,554,350	599,443
Month Increase	10.40%	523.37%	-98.86%	2493.60%	0.45%	-22.39%	30.45%	-99.67%	63931.04%	4.78%	-12.35%	13.93%	-86.82%	739.01%	-19.30%
<i>YTD Increase</i>	<i>-8.78%</i>	<i>345.52%</i>	<i>-92.45%</i>	<i>510.31%</i>	<i>-27.79%</i>	<i>-6.74%</i>	<i>39.61%</i>	<i>-75.84%</i>	<i>796.28%</i>	<i>-10.46%</i>	<i>-1.30%</i>	<i>-6.41%</i>	<i>-63.85%</i>	<i>235.09%</i>	<i>-22.35%</i>
<b>Total Year Increa</b>	<b>9.14%</b>	<b>60.33%</b>	<b>-39.33%</b>	<b>69.92%</b>		<b>17.99%</b>	<b>12.62%</b>	<b>29.41%</b>	<b>43.03%</b>		<b>0.76%</b>	<b>-10.68%</b>	<b>-22.99%</b>	<b>22.08%</b>	



Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	Motel/	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		223,246	148,954	188,734	1,201,894		23,236,092	25,901,180	23,445,254	56,477,960	
June	11,720,032	11,050,965	11,291,492	17,405,621		373,865	220,076	689,124	1,781,971		79,376,489	86,974,007	88,087,699	105,559,551	
July	13,517,098	13,333,255	16,489,187	22,217,201		488,402	280,756	291,105	2,244,007		116,827,701	93,189,170	131,031,173	132,554,585	
August	12,441,921	14,094,249	13,307,261	18,448,886		422,935	266,881	244,691	2,161,167		93,023,812	121,424,486	122,944,015	135,457,160	
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	
<i>YTD Totals</i>	<i>10,664,865</i>	<i>10,334,554</i>	<i>4,489,437</i>	<i>14,757,056</i>	<i>15,817,615</i>	<i>174,857</i>	<i>219,529</i>	<i>75,702</i>	<i>1,348,703</i>	<i>1,807,018</i>	<i>26,650,296</i>	<i>29,903,734</i>	<i>13,876,087</i>	<i>87,535,599</i>	<i>97,930,006</i>
Total	69,277,514	71,940,550	67,864,420	109,606,289	15,817,615	1,968,514	1,396,206	2,134,793	11,425,576	1,807,018	408,119,850	425,415,218	487,929,729	633,068,406	97,930,006
Month Increase	-16.76%	6.10%	-94.64%	2606.33%	9.95%		37.24%	-94.96%	10469.90%	40.59%	-4.74%	23.52%	-97.43%	7676.29%	17.59%
<i>YTD Increase</i>	<i>-4.57%</i>	<i>-3.10%</i>	<i>-56.56%</i>	<i>228.71%</i>	<i>7.19%</i>		<i>25.55%</i>	<i>-65.52%</i>	<i>1681.59%</i>	<i>33.98%</i>	<i>4.73%</i>	<i>12.21%</i>	<i>-53.60%</i>	<i>530.84%</i>	<i>11.87%</i>
<b>Total Year Increa</b>	<b>-6.36%</b>	<b>3.84%</b>	<b>-5.67%</b>	<b>61.51%</b>			<b>-29.07%</b>	<b>52.90%</b>	<b>435.21%</b>		<b>5.22%</b>	<b>4.24%</b>	<b>14.69%</b>	<b>29.75%</b>	

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

Outer Banks Visitors Bureau  
Gross Occupancy by Class 2018-2022

	2019	2020	2021	2022	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022
	Other	Other	Other	Other										
	Rental	Rental	Rental	Rental	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
	Properties**	Properties**	Properties**	Properties**										
January		4,048,599	7,565,248	10,640,444	80,128	100,883	103,524	117,805	71,183	7,115,084	6,272,045	8,223,680	22,515,577	32,129,068
February		3,640,228	8,831,162	9,964,265	121,379	111,202	123,301	138,103	86,764	5,205,555	6,004,609	6,788,236	16,833,409	17,071,361
March		392,302	14,285,652	11,694,833	239,016	191,043	100,157	288,353	139,472	9,356,430	9,370,541	3,538,436	28,050,784	22,897,441
April		54,406	11,899,053	11,767,660	278,446	356,959	0	387,071	230,087	18,054,916	22,183,138	715,316	39,424,885	45,219,347
May		7,959,755	11,894,484		269,937	329,769	122,541	429,562		32,964,383	36,428,842	28,192,673	71,629,217	0
June		15,349,447	15,036,636		421,313	441,718	529,356	646,362		94,643,779	102,003,266	103,467,906	127,947,319	0
July	9,774,831	14,163,157	18,366,907		488,988	538,288	643,415	630,180		134,391,620	110,890,945	152,256,684	159,994,974	0
August	24,094,200	14,432,996	15,236,263		426,743	534,008	621,785	723,235		108,717,337	138,805,084	139,737,864	158,280,320	0
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	0
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
<i>YTD Totals</i>	<i>0</i>	<i>8,135,535</i>	<i>42,581,115</i>	<i>44,067,202</i>	<i>718,969</i>	<i>760,087</i>	<i>326,982</i>	<i>931,332</i>	<i>527,506</i>	<i>39,731,985</i>	<i>43,830,333</i>	<i>19,265,668</i>	<i>106,824,655</i>	<i>117,317,217</i>
Total	45,529,420	77,941,438	126,600,209	44,067,202	3,035,842	3,277,165	3,314,894	4,137,515	527,506	496,416,513	518,010,116	576,380,674	771,066,418	117,317,217

Month Increase			21770.85%	-1.10%	-12.76%	28.20%	-100.00%	100.00%	-40.56%	-8.92%	22.86%	-96.78%	5411.53%	14.70%
<i>YTD Increase</i>			<b>423.40%</b>	<b>3.49%</b>	<b>11.85%</b>	<b>5.72%</b>	<b>-56.98%</b>	<b>184.83%</b>	<b>-43.36%</b>	<b>1.74%</b>	<b>10.31%</b>	<b>-56.04%</b>	<b>454.48%</b>	<b>9.82%</b>
<b>Total Year Increa</b>		<b>71.19%</b>	<b>62.43%</b>		<b>7.34%</b>	<b>7.95%</b>	<b>1.15%</b>	<b>24.82%</b>		<b>3.57%</b>	<b>4.35%</b>	<b>11.27%</b>	<b>33.78%</b>	

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

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>															
RODANTHE	2,584,975	1,591,344	62.44%	771,456	813,406	-5.16%	755,896	980,977	-22.94%	1,849,630	1,180,404	56.69%	5,961,957	4,566,131	30.57%
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%	4,512,255	3,757,590	20.08%
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%	7,072,730	5,221,720	35.45%
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%	10,500,091	7,133,632	47.19%
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%	2,549,832	2,741,575	-6.99%
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%	2,347,546	1,883,096	24.66%
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%	5,296,362	3,941,752	34.37%
<b>TOTAL HATTERAS ISLAND</b>	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%	38,240,773	29,245,496	30.76%
<b>NORTHERN BEACHES:</b>															
DUCK	2,131,526	1,852,901	15.04%	1,485,383	1,640,219	-9.44%	2,166,733	3,033,091	-28.56%	5,302,625	4,818,415	10.05%	11,086,267	11,344,626	-2.28%
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%	4,188,272	4,144,724	1.05%
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%	8,291,743	8,896,975	-6.80%
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%	156,154	182,301	-14.34%
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%	22,246,988	22,849,749	-2.64%
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%	24,173,780	22,578,594	7.07%
<b>TOTAL NORTHERN BEACHES</b>	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%	70,143,204	69,996,969	0.21%
<b>ROANOKE ISLAND:</b>															
MANTEO-TOWN	311,844	430,440	-27.55%	307,378	236,934	29.73%	391,426	548,533	-28.64%	1,003,774	923,581	8.68%	2,014,422	2,139,488	-5.85%
RIM (ROANOKE ISL. MAINLAND)	1,073,925	627,606	71.11%	1,161,394	878,101	32.26%	1,456,613	1,388,327	4.92%	1,419,868	1,199,965	18.33%	5,111,800	4,093,999	24.86%
<b>TOTAL ROANOKE ISLAND</b>	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%	7,126,222	6,233,487	14.32%
<b>OTC UNATTRIBUTED</b>	149,571	80,549	85.69%	228,025	121,593	87.53%	458,768	456,135	0.58%	970,654	690,426	40.59%	1,807,018	1,348,703	33.98%
<b>TOTAL</b>	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%	117,317,217	106,824,655	9.82%

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	2022	2021	% Increase	YTD 2022	YTD 2021	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	TOTAL	TOTAL	(Decrease)
<b>HATTERAS ISLAND:</b>															
RODANTHE - 15	29,596	50,251	-41.10%	46,435	33,890	37.02%	74,222	90,340	-17.84%	311,909	285,784	9.14%	462,162	460,265	0.41%
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%	606,158	645,156	-6.04%
SALVO - 18	0	0	#DIV/0!	7,025	0	100.00%	0	0	#DIV/0!	0	229	-100.00%	7,025	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%	2,556,177	2,210,034	15.66%
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%	2,254,565	2,189,874	2.95%
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%	585,633	473,826	23.60%
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%	768,812	1,174,641	-34.55%
<b>TOTAL HATTERAS ISLAND</b>	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%	7,240,532	7,154,025	1.21%
<b>NORTHERN BEACHES:</b>															
DUCK - 21	464,406	1,225,101	-62.09%	843,908	668,649	26.21%	1,495,064	1,642,094	-8.95%	3,163,511	2,993,755	5.67%	5,966,889	6,529,599	-8.62%
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%	2,667,926	2,313,819	15.30%
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%	11,971,775	9,578,043	24.99%
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%	664,996	549,995	20.91%
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%	21,509,782	18,079,656	18.97%
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%	15,394,690	13,721,282	12.20%
<b>TOTAL NORTHERN BEACHES</b>	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%	58,176,058	50,772,394	14.58%
<b>ROANOKE ISLAND:</b>															
MANTEO-TOWN - 10	1,327,073	1,162,274	14.18%	1,249,722	855,301	46.11%	1,333,594	1,429,690	-6.72%	1,667,699	1,801,206	-7.41%	5,578,088	5,248,471	6.28%
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%	1,187,718	1,095,034	8.46%
<b>TOTAL ROANOKE ISLAND</b>	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%	6,765,806	6,343,505	6.66%
<b>TOTAL</b>	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%	72,182,396	64,269,924	12.31%

DARE COUNTY GROSS										
OCCUPANCY BY DISTRICT										
	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	TOTAL	TOTAL
AVON	4,351,801	13.5%	1,438,633	8.4%	1,548,272	6.8%	3,161,385	7.0%	10,500,091	9.0%
BUXTON	578,357	1.8%	301,617	1.8%	510,511	2.2%	1,159,347	2.6%	2,549,832	2.2%
COLINGTON	10,745	0.0%	17,110	0.1%	29,495	0.1%	98,804	0.2%	156,154	0.1%
FRISCO	872,393	2.7%	170,480	1.0%	287,880	1.3%	1,016,793	2.2%	2,347,546	2.0%
HATTERAS	2,672,053	8.3%	436,688	2.6%	562,573	2.5%	1,625,048	3.6%	5,296,362	4.5%
KILL DEVIL HILLS	3,868,596	12.0%	3,417,977	20.0%	5,359,587	23.4%	9,600,828	21.2%	22,246,988	19.0%
KITTY HAWK	1,409,809	4.4%	1,572,039	9.2%	2,083,440	9.1%	3,226,455	7.1%	8,291,743	7.1%
MANTEO-TOWN	311,844	1.0%	307,378	1.8%	391,426	1.7%	1,003,774	2.2%	2,014,422	1.7%
NAGS HEAD	5,158,471	16.1%	3,211,258	18.8%	5,165,220	22.6%	10,638,831	23.5%	24,173,780	20.6%
RODANTHE	2,584,975	8.0%	771,456	4.5%	755,896	3.3%	1,849,630	4.1%	5,961,957	5.1%
SALVO	3,905,134	12.2%	1,127,306	6.6%	760,710	3.3%	1,279,580	2.8%	7,072,730	6.0%
WAVES	2,035,943	6.3%	638,923	3.7%	590,617	2.6%	1,246,772	2.8%	4,512,255	3.8%
SOUTHERN SHORES	1,013,925	3.2%	785,694	4.6%	769,700	3.4%	1,618,953	3.6%	4,188,272	3.6%
DUCK	2,131,526	6.6%	1,485,383	8.7%	2,166,733	9.5%	5,302,625	11.7%	11,086,267	9.4%
RIM (ROANOKE ISL. MAIN)	1,073,925	3.3%	1,161,394	6.8%	1,456,613	6.4%	1,419,868	3.1%	5,111,800	4.4%
OTC UNATTRIBUTED	149,571	0.5%	228,025	1.3%	458,768	2.0%	970,654	2.1%	1,807,018	1.5%
TOTAL	32,129,068	100.0%	17,071,361	100.0%	22,897,441	100.0%	45,219,347	100.0%	117,317,217	100.0%

DARE COUNTY GROSS										
MEALS BY DISTRICT										
	2022	% OF	2022	% OF	2022	% OF	2022	% OF	2022	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	TOTAL	TOTAL
AVON - 1	222,024	2.1%	299,299	2.2%	698,443	3.9%	1,336,411	4.5%	2,556,177	3.5%
BUXTON - 2	202,780	1.9%	307,695	2.2%	464,293	2.6%	1,279,797	4.3%	2,254,565	3.1%
COLINGTON - 3	61,922	0.6%	125,502	0.9%	137,671	0.8%	339,901	1.1%	664,996	0.9%
FRISCO - 5	78,987	0.7%	116,793	0.8%	68,391	0.4%	321,462	1.1%	585,633	0.8%
HATTERAS - 6	14,437	0.1%	88,787	0.6%	166,782	0.9%	498,806	1.7%	768,812	1.1%
KILL DEVIL HILLS - 7	3,346,902	31.6%	5,212,559	37.6%	5,497,980	30.6%	7,452,341	25.0%	21,509,782	29.8%
KITTY HAWK - 8	1,982,093	18.7%	2,341,833	16.9%	3,036,241	16.9%	4,611,608	15.5%	11,971,775	16.6%
MANTEO-TOWN - 10	1,327,073	12.5%	1,249,722	9.0%	1,333,594	7.4%	1,667,699	5.6%	5,578,088	7.7%
RIM (ROANOKE ISL. M	233,461	2.2%	249,069	1.8%	306,175	1.7%	399,013	1.3%	1,187,718	1.6%
NAGS HEAD - 14	2,130,753	20.1%	2,396,822	17.3%	3,860,081	21.5%	7,007,034	23.5%	15,394,690	21.3%
RODANTHE - 15	29,596	0.3%	46,435	0.3%	74,222	0.4%	311,909	1.0%	462,162	0.6%
SALVO - 18	0	0.0%	7,025	0.1%	0	0.0%	0	0.0%	7,025	0.0%
WAVES - 19	30,984	0.3%	35,337	0.3%	150,744	0.8%	389,093	1.3%	606,158	0.8%
SOUTHERN SHORES -	475,583	4.5%	533,593	3.9%	675,020	3.8%	983,730	3.3%	2,667,926	3.7%
DUCK - 21	464,406	4.4%	843,908	6.1%	1,495,064	8.3%	3,163,511	10.6%	5,966,889	8.3%
TOTAL	10,601,001	100.0%	13,854,379	100.0%	17,964,701	100.0%	29,762,315	100.0%	72,182,396	100.0%

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
**General Fund - YTD thru 5/31/22**

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
3030 · Occupancy Tax - 75%	5,346,530.29	3,823,891.00	1,522,639.29	139.8%
3040 · Meals Tax - 75%	2,374,189.25	1,746,832.00	627,357.25	135.9%
3050 · Website Advertising	117,463.20	100,000.00	17,463.20	117.5%
3210 · Interest Income	13,452.75	50,150.00	-36,697.25	26.8%
3220 · Other	1,290.00	1,000.00	290.00	129.0%
<b>Total Income</b>	<b>7,852,925.49</b>	<b>5,721,873.00</b>	<b>2,131,052.49</b>	<b>137.2%</b>
<b>Gross Profit</b>	<b>7,852,925.49</b>	<b>5,721,873.00</b>	<b>2,131,052.49</b>	<b>137.2%</b>
Expense				
5000 · Director Compensation	15,475.00	17,100.00	-1,625.00	90.5%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	4,580.87	7,000.00	-2,419.13	65.4%
5003 · Directors & Officers Insurance	3,602.86	3,603.00	-0.14	100.0%
5004 · Miscellaneous Items	221.82	1,000.00	-778.18	22.2%
5010 · Salaries (Full Time) Promotion	680,726.87	737,750.00	-57,023.13	92.3%
5020 · Salaries (Part Time) Promotion	74,332.89	131,100.00	-56,767.11	56.7%
5025 · Salaries (Part Time) Welcome AB	71,432.34	93,255.00	-21,822.66	76.6%
5026 · Salaries (Part Time) Welcome RI	103,178.68	141,400.00	-38,221.32	73.0%
5030 · Payroll Taxes	69,523.96	91,575.00	-22,051.04	75.9%
5040 · Employee Insurance	151,439.12	154,200.00	-2,760.88	98.2%
5050 · Retirement	79,999.37	92,415.00	-12,415.63	86.6%
5055 · 401(k) Match	6,246.97	7,380.00	-1,133.03	84.6%
5060 · Workmens Compensation	1,731.23	2,155.00	-423.77	80.3%
5080 · Employee Relations	2,811.04	2,805.00	6.04	100.2%
5090 · Training	2,088.81	11,250.00	-9,161.19	18.6%
5110 · Contracted Service	23,979.05	27,850.00	-3,870.95	86.1%
5140 · Audit	9,750.00	11,250.00	-1,500.00	86.7%
5170 · Other Professional Services	2,795.00	7,300.00	-4,505.00	38.3%
5180 · Legal	23,444.50	20,500.00	2,944.50	114.4%
5185 · Research	50,400.00	263,400.00	-213,000.00	19.1%
5190 · Administrative Advertising	717.00	1,500.00	-783.00	47.8%
5500 · Advertising-Printed				
5500.1 · Influencer Tours	15,756.54	50,000.00	-34,243.46	31.5%
5500.2 · TV	693,935.46	716,038.00	-22,102.54	96.9%
5500.3 · TV Features	0.00	15,000.00	-15,000.00	0.0%
5500 · Advertising-Printed - Other	208,280.86	601,027.00	-392,746.14	34.7%
<b>Total 5500 · Advertising-Printed</b>	<b>917,972.86</b>	<b>1,382,065.00</b>	<b>-464,092.14</b>	<b>66.4%</b>
5502 · Advertising - Production Fee	71,167.00	130,000.00	-58,833.00	54.7%
5510 · Advertising - Event Dev & Mktg	24,350.00	73,100.00	-48,750.00	33.3%
5515 · Advertising - Online				
5515.1 · Paid Online & Social	1,366,000.80	1,657,915.00	-291,914.20	82.4%
5515.3 · Services & Management	653,494.29	690,980.00	-37,485.71	94.6%
5515.4 · Licenses	109,263.58	132,900.00	-23,636.42	82.2%
5515 · Advertising - Online - Other	10,499.50	37,660.00	-27,160.50	27.9%
<b>Total 5515 · Advertising - Online</b>	<b>2,139,258.17</b>	<b>2,519,455.00</b>	<b>-380,196.83</b>	<b>84.9%</b>
5525 · Community Relations	11,514.17	30,000.00	-18,485.83	38.4%
5530 · Legal Notices	100.00	1,500.00	-1,400.00	6.7%
5560 · Brochures/Production & Printing	10,327.31	34,750.00	-24,422.69	29.7%
5580 · Promotional Aids	7,278.41	9,000.00	-1,721.59	80.9%
6100 · Familiarization Tours				
6100.0 · Aaron's Fams	52,331.89	85,000.00	-32,668.11	61.6%
6100.1 · Lorrie's Fams	59.49	25,000.00	-24,940.51	0.2%
<b>Total 6100 · Familiarization Tours</b>	<b>52,391.38</b>	<b>110,000.00</b>	<b>-57,608.62</b>	<b>47.6%</b>
6101 · Group sales	9,408.01	12,000.00	-2,591.99	78.4%
6130 · Uniforms	1,502.49	1,840.00	-337.51	81.7%
6150 · Event Grant	211,880.36	750,000.00	-538,119.64	28.3%
6170 · Tourism Summit	0.00	20,500.00	-20,500.00	0.0%
6200 · Postage and Delivery	60,903.15	195,200.00	-134,296.85	31.2%
6300 · Travel	25,291.00	40,400.00	-15,109.00	62.6%
6305 · Vehicle Maintenance	685.66	3,500.00	-2,814.34	19.6%
6320 · Registrations	24,190.00	49,500.00	-25,310.00	48.9%
6340 · Travel Show Exhibit	140.74	3,500.00	-3,359.26	4.0%
6420 · Dues and Subscriptions	32,109.82	47,600.00	-15,490.18	67.5%
6440 · Insurance	27,354.75	27,820.00	-465.25	98.3%
6460 · Telephone	30,732.79	42,815.00	-12,082.21	71.8%
6500 · Equipment	9,076.58	77,500.00	-68,423.42	11.7%
6510 · Expendable Equipment	309.56	2,100.00	-1,790.44	14.7%
6530 · Technical Support	3,656.24	13,050.00	-9,393.76	28.0%
6580 · Utilities	10,632.60	18,360.00	-7,727.40	57.9%

May is 91.6% of the FY Budget

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**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
**General Fund - YTD thru 5/31/22**

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
6600 · Cleaning/maintenance supplies	545.64	2,850.00	-2,304.36	19.1%
6610 · Building Maintenance	18,926.01	25,460.00	-6,533.99	74.3%
6620 · Equipment Service Contracts	1,024.80	3,500.00	-2,475.20	29.3%
6640 · Equipment Rent	22,733.17	34,000.00	-11,266.83	66.9%
6660 · Equipment Repairs	0.00	4,250.00	-4,250.00	0.0%
6700 · Office Supplies	12,195.95	23,025.00	-10,829.05	53.0%
6800 · Bank Service Charges	986.41	1,920.00	-933.59	51.4%
6810 · Web Site/Internet	34,084.32	43,553.00	-9,468.68	78.3%
<b>Total Expense</b>	<b>5,151,206.73</b>	<b>7,560,901.00</b>	<b>-2,409,694.27</b>	<b>68.1%</b>
<b>Net Ordinary Income</b>	<b>2,701,718.76</b>	<b>-1,839,028.00</b>	<b>4,540,746.76</b>	<b>-146.9%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	7,564.35	6,000.00	1,564.35	126.1%
<b>Total 3100 · Sale of Merchandise</b>	<b>7,564.35</b>	<b>6,000.00</b>	<b>1,564.35</b>	<b>126.1%</b>
<b>Total 9910 · Transfer from Merchandise Sales</b>	<b>7,564.35</b>	<b>6,000.00</b>	<b>1,564.35</b>	<b>126.1%</b>
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	24,000.00	25,000.00	-1,000.00	96.0%
<b>Total 9920 · Transfer from Travel Guide Fund</b>	<b>24,000.00</b>	<b>25,000.00</b>	<b>-1,000.00</b>	<b>96.0%</b>
9990 · Unappropriated Fund Balance	0.00	2,172,398.00	-2,172,398.00	0.0%
<b>Total Other Income</b>	<b>31,564.35</b>	<b>2,203,398.00</b>	<b>-2,171,833.65</b>	<b>1.4%</b>
<b>Other Expense</b>				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	73,900.00	71,900.00	2,000.00	102.8%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
<b>Total 9925 · Transfer to Travel Guide</b>	<b>73,900.00</b>	<b>73,900.00</b>	<b>0.00</b>	<b>100.0%</b>
9930 · Transfer to Merchandise				
67101 · Merchandise Purchases	4,374.91	4,200.00	174.91	104.2%
68001 · Credit Card Charges	606.84	790.00	-183.16	76.8%
<b>Total 9930 · Transfer to Merchandise</b>	<b>4,981.75</b>	<b>4,990.00</b>	<b>-8.25</b>	<b>99.8%</b>
9950 · Transfer to Event Site Fund	285,180.00	285,480.00	-300.00	99.9%
<b>Total Other Expense</b>	<b>364,061.75</b>	<b>364,370.00</b>	<b>-308.25</b>	<b>99.9%</b>
<b>Net Other Income</b>	<b>-332,497.40</b>	<b>1,839,028.00</b>	<b>-2,171,525.40</b>	<b>-18.1%</b>
<b>Net Income</b>	<b>2,369,221.36</b>	<b>0.00</b>	<b>2,369,221.36</b>	<b>100.0%</b>



**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenue and Expenses - Actual and Budget**  
**Merchandise - YTD thru 5/31/22**

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
3210 · Interest Income	178.78	125.00	53.78	143.0%
<b>Total Income</b>	178.78	125.00	53.78	143.0%
<b>Gross Profit</b>	178.78	125.00	53.78	143.0%
<b>Net Ordinary Income</b>	178.78	125.00	53.78	143.0%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	7,564.35	6,000.00	1,564.35	126.1%
<b>Total 3100 · Sale of Merchandise</b>	7,564.35	6,000.00	1,564.35	126.1%
<b>Total 9910 · Transfer from Merchandise Sales</b>	7,564.35	6,000.00	1,564.35	126.1%
<b>Total Other Income</b>	7,564.35	6,000.00	1,564.35	126.1%
<b>Other Expense</b>				
9930 · Transfer to Merchandise				
67101 · Merchandise Purchases	4,374.91	4,200.00	174.91	104.2%
68001 · Credit Card Charges	606.84	790.00	-183.16	76.8%
<b>Total 9930 · Transfer to Merchandise</b>	4,981.75	4,990.00	-8.25	99.8%
<b>Total Other Expense</b>	4,981.75	4,990.00	-8.25	99.8%
<b>Net Other Income</b>	2,582.60	1,010.00	1,572.60	255.7%
<b>Net Income</b>	<b>2,761.38</b>	<b>1,135.00</b>	<b>1,626.38</b>	<b>243.3%</b>

**OUTER BANKS VISITORS BUREAU**  
**Statement of Revenues and Expenditures - Actual and Budget**  
Travel Guide - YTD thru 5/31/22

	<u>Jul '21 - May 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
Income				
3210 · Interest Income	51.77	25.00	26.77	207.1%
<b>Total Income</b>	<u>51.77</u>	<u>25.00</u>	<u>26.77</u>	<u>207.1%</u>
<b>Gross Profit</b>	<u>51.77</u>	<u>25.00</u>	<u>26.77</u>	<u>207.1%</u>
<b>Net Ordinary Income</b>	<u>51.77</u>	<u>25.00</u>	<u>26.77</u>	<u>207.1%</u>
<b>Other Income/Expense</b>				
Other Income				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	24,000.00	25,000.00	-1,000.00	96.0%
<b>Total 9920 · Transfer from Travel Guide Fund</b>	<u>24,000.00</u>	<u>25,000.00</u>	<u>-1,000.00</u>	<u>96.0%</u>
<b>Total Other Income</b>	<u>24,000.00</u>	<u>25,000.00</u>	<u>-1,000.00</u>	<u>96.0%</u>
<b>Other Expense</b>				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	73,900.00	71,900.00	2,000.00	102.8%
62001 · Freight	0.00	2,000.00	-2,000.00	0.0%
<b>Total 9925 · Transfer to Travel Guide</b>	<u>73,900.00</u>	<u>73,900.00</u>	<u>0.00</u>	<u>100.0%</u>
<b>Total Other Expense</b>	<u>73,900.00</u>	<u>73,900.00</u>	<u>0.00</u>	<u>100.0%</u>
<b>Net Other Income</b>	<u>-49,900.00</u>	<u>-48,900.00</u>	<u>-1,000.00</u>	<u>102.0%</u>
<b>Net Income</b>	<u><u>-49,848.23</u></u>	<u><u>-48,875.00</u></u>	<u><u>-973.23</u></u>	<u><u>102.0%</u></u>

**Outer Banks Visitors Bureau Special Revenue Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
**July 2021 through May 2022**

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
3030 · Occupancy Tax	1,782,176.78	1,274,629.00	507,547.78	139.8%
3040 · Meals Tax	791,396.40	582,278.00	209,118.40	135.9%
3210 · Interest	7,586.74	23,000.00	-15,413.26	33.0%
<b>Total Income</b>	<b>2,581,159.92</b>	<b>1,879,907.00</b>	<b>701,252.92</b>	<b>137.3%</b>
<b>Expense</b>				
4000 · Long - Term Projects				
4503 · Capital Improvement	6,125.00	461,170.00	-455,045.00	1.3%
4525 · Event Site	22,025.00	2,989,839.00	-2,967,814.00	0.7%
4585 · Unappropriated Long-Term	19,440.00	430,000.00	-410,560.00	4.5%
<b>Total 4000 · Long - Term Projects</b>	<b>47,590.00</b>	<b>3,881,009.00</b>	<b>-3,833,419.00</b>	<b>1.2%</b>
4100 · Short-Term Projects				
4646 · Town of KH - KH Park Trail Conn	47,592.00	47,592.00	0.00	100.0%
4648 · TIG - DCAC - Courtyard	90,950.00	90,950.00	0.00	100.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4652 · TIG - Manteo - Town Common	221,885.00	371,885.00	-150,000.00	59.7%
4654 · TIG - Hatteras District-Pathways	342,640.00	342,640.00	0.00	100.0%
4655 · TIG - KDH - Meekins Field	0.00	200,000.00	-200,000.00	0.0%
4657 · TIG - NH - Skate Park	0.00	30,000.00	-30,000.00	0.0%
4658 · TIG - NC Coast Fed - Baum Boat	36,615.29	40,000.00	-3,384.71	91.5%
4660 · TIG-Chicamacomico-1911 Cookhous	0.00	38,760.00	-38,760.00	0.0%
4661 · TIG-Friends Jockeys Ridge - UTV	20,280.00	20,280.00	0.00	100.0%
4662 · TIG- Town of NH-Epstein Beach	0.00	250,000.00	-250,000.00	0.0%
4663 · TIG-Town of NH-Bonnett/Barnes	37,898.00	37,898.00	0.00	100.0%
4664 · TIG-NC Coast Fed-Shoreline Stab	0.00	127,500.00	-127,500.00	0.0%
4665 · TIG-OB Forever-Aviation Trail	0.00	21,250.00	-21,250.00	0.0%
4666 · TIG-Town of SS-Transportation	30,260.00	30,260.00	0.00	100.0%
4999 · Unappropriated Funds	0.00	239,700.00	-239,700.00	0.0%
5140 · Audit	3,250.00	3,750.00	-500.00	86.7%
5160 · Fireworks	58,088.00	134,669.00	-76,581.00	43.1%
5170 · Traffic Control - Hwy 12 & 158	7,720.00	19,960.00	-12,240.00	38.7%
<b>Total 4100 · Short-Term Projects</b>	<b>897,178.29</b>	<b>2,194,900.00</b>	<b>-1,297,721.71</b>	<b>40.9%</b>
<b>Total Expense</b>	<b>944,768.29</b>	<b>6,075,909.00</b>	<b>-5,131,140.71</b>	<b>15.5%</b>
<b>Net Ordinary Income</b>	<b>1,636,391.63</b>	<b>-4,196,002.00</b>	<b>5,832,393.63</b>	<b>-39.0%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9930 · Appropriated Fund Balance	0.00	4,196,002.00	-4,196,002.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>4,196,002.00</b>	<b>-4,196,002.00</b>	<b>0.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>4,196,002.00</b>	<b>-4,196,002.00</b>	<b>0.0%</b>
<b>Net Income</b>	<b>1,636,391.63</b>	<b>0.00</b>	<b>1,636,391.63</b>	<b>100.0%</b>

Outer Banks Visitors Bureau  
Restricted Fund Summary  
2021-2022

	Balance 7/1/2020	Allocation 2020-2021	Allocation Paid	Allocation Transferred	Balance 7/1/2021	Allocation 2021-2022	Allocation Paid	Allocation Transferred	Estimated Balance FY21-22
<b>Short-term Projects</b>									
OB Scenic Byway - Interpretive Plan	26,500		(26,500)		0				0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932		(487,932)		0				0
Town of KH - KH Park Trail Connection	47,592				47,592		(47,592)		0
TIG - Chicamacomico - Cisterns	48,000		(32,999)	(15,001)	0				0
TIG - Dare Co Arts Council - Courtyard	90,950				90,950		(90,950)		0
TIG - Frisco Native American - Handicapp Access	25,750		(25,750)		0				0
TIG - Town of Duck - Pedestrian Path, Phase IV	147,806				147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	55,618		(55,618)		0				0
TIG - Town of Manteo - Manteo Common	221,885				221,885		(221,885)		0
TIG - Manteo - Town Common Phase II	0	150,000	0		150,000				150,000
TIG - Hatteras Tax District - Pathway	0	342,640	0		342,640		(342,640)		0
TIG - KDH - Meekins Field	0	200,000	0		200,000				200,000
TIG - NH - Admiral Street	0	40,000	(40,000)		0				0
TIG - NH - Skate Park	0	30,000	0		30,000				30,000
TIG - NC Coastal Fed - Baum Bridge	0	40,000	0		40,000		(36,615)	(3,385)	(0)
TIG - OB Gun Club - Range Improvements	0	12,000	(12,000)		0				0
TIG - Chicamacomico - 1911 Cookhouse	0					38,760			38,760
TIG - Friends of Jockey's Ridge - UTV	0					20,280	(20,280)		0
TIG - Town of NH - Epstein Street Beach Access	0					250,000			250,000
TIG - Town of NH - Bonnett & Barnes Sidewalks	0					37,898	(37,898)		0
TIG - NC Coastal Fed - Jockeys Ridge Shoreline	0					127,500			127,500
TIG - OB Forever - Aviation Trail Through Time	0					21,250			21,250
TIG - Town of SS - Transportation Data Software	0					30,260	(30,260)		0
Fireworks	55,000	0	(12,831)	37,500	79,669		(58,088)	55,000	76,581
Audit	0		(2,625)	2,625	0		(3,250)	3,750	500
Highway 158/Highway 12 Intersection		25,000	(5,040)		19,960		(7,720)		12,240
Unappropriated Funds	188,782	738,480		(639,764)	287,498	818,724		(581,313)	524,908
<b>TOTAL SHORT TERM COMMITMENTS</b>	<b>1,395,815</b>	<b>1,578,120</b>	<b>(701,295)</b>	<b>(614,640)</b>	<b>1,658,000</b>	<b>1,344,672</b>	<b>(897,178)</b>	<b>(525,948)</b>	<b>1,579,545</b>
<b>Long Term Projects</b>									
Multi-Use Center (100%)	263,044	1,626,629	0	0	1,889,673	1,792,653	(22,025)		3,660,301
Natural Historical Cultural	0	0	0	0	0				0
Green Space/Open Space (GOSPL)	0	0	0	0	0				0
Infrastructure (capped)	461,170		0	0	461,170		(6,125)		455,045
L-T Unappropriated Funds	500,000	100,000	-70,000	(200,000)	330,000	100,000	(19,440)		410,560
<b>TOTAL LONG TERM COMMITMENTS UNPAID</b>	<b>1,224,214</b>	<b>1,726,629</b>	<b>(70,000)</b>	<b>(200,000)</b>	<b>2,680,843</b>	<b>1,892,653</b>	<b>(47,590)</b>	<b>0</b>	<b>4,525,906</b>
<b>Total</b>	<b>2,620,029</b>	<b>3,304,749</b>	<b>(771,295)</b>	<b>(814,640)</b>	<b>4,338,843</b>	<b>3,237,324</b>	<b>(944,768)</b>	<b>(525,948)</b>	<b>6,105,451</b>
<b>Cash on Hand 5/31/22</b>							#		
							Checking		1,094,696
<b>Total Cash on Hand</b>							Savings		<u>4,952,869</u>
									6,047,565
<b>25% of Occupancy &amp; Meals Income per Budget June</b>									<u>130,216</u>
									130,216
<b>Unappropriated Balances</b>									72,330
<b>Transfer from General Fund</b>						2,703,789	*		
30% Short-term						811,137			
Short-term Interest						7,587			
						818,724			
70% Long-term								1,892,653	
Long-term Interest								0	
								1,892,653	*

\*Estimate Based on Actual through April and Budgeted Figures

# Agrees to Financial Statements

**Dare County Tourism Board - Event Site Fund**  
**Statement of Revenue and Expenditures - Actual and Budget**  
**July 2021 through May 2022**

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	1,800.00	1,000.00	800.00	180.0%
3200 · Site Rental Income - Other	20,710.00	12,800.00	7,910.00	161.8%
<b>Total 3200 · Site Rental Income</b>	<b>22,510.00</b>	<b>13,800.00</b>	<b>8,710.00</b>	<b>163.1%</b>
3210 · Interest Income	427.46	200.00	227.46	213.7%
3250 · Lease Income	45,828.00	45,600.00	228.00	100.5%
9999 · Unappropriated Funds	0.00	65,000.00	-65,000.00	0.0%
<b>Total Income</b>	<b>68,765.46</b>	<b>124,600.00</b>	<b>-55,834.54</b>	<b>55.2%</b>
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	22,257.50	55,000.00	-32,742.50	40.5%
6440 · Insurance	8,554.50	8,550.00	4.50	100.1%
6580 · Utilities	21,436.41	56,375.00	-34,938.59	38.0%
6610 · Repairs & Maintenance	163,512.32	220,085.00	-56,572.68	74.3%
6700 · Office Supplies	0.00	270.00	-270.00	0.0%
9990 · Unappropriated Other Expenses	2,725.53	20,000.00	-17,274.47	13.6%
<b>Total Expense</b>	<b>218,486.26</b>	<b>410,280.00</b>	<b>-191,793.74</b>	<b>53.3%</b>
<b>Net Ordinary Income</b>	<b>-149,720.80</b>	<b>-285,680.00</b>	<b>135,959.20</b>	<b>52.4%</b>
<b>Other Income/Expense</b>				
Other Income				
3220 · Other Income	200.00	200.00	0.00	100.0%
9910 · Transfer from General Fund	285,480.00	285,480.00	0.00	100.0%
<b>Total Other Income</b>	<b>285,680.00</b>	<b>285,680.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>285,680.00</b>	<b>285,680.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Net Income</b>	<b>135,959.20</b>	<b>0.00</b>	<b>135,959.20</b>	<b>100.0%</b>

DARE COUNTY TOURISM BOARD

31-May-22

TYPE OF ACCOUNT BANK	CHECKING SOUTHERN	NC CAPITAL MGMT TRUST	M MARKET PNC	M MARKET SOUTHERN	M MARKET FIRST NATIONAL	CD'S SOUTHERN	CD'S FIRST BANK	CD'S TOWNE BANK	CD'S FIRST NATIONAL	TOTAL
GENERAL FUND	103,406	1,476,203	751,942	2,508,855	2,847,202	0	1,016,035	1,000,000	2,000,000	11,703,642
RESTRICTED FUND	1,094,696	2,701,317			1,501,553	250,000	0	500,000	0	6,047,566
TRAVEL GUIDE	19,513									19,513
MERCHANDISE SALES	164,516									164,516
EVENT SITE FUND	468,258									468,258
TOTAL	1,850,388	4,177,520	751,942	2,508,855	4,348,755	250,000	1,016,035	1,500,000	2,000,000	18,403,495
TOTAL % EACH BANK	25.05%	22.70%	4.09%		34.50%		5.52%	8.15%		100.00%
INTEREST RATES	0.13%	0.01%	0.01%	0.13%	0.13%	0.21%	.12% & .20%	.17% on 2	0.53%	
TOTAL CHECKING & CD'S	18,403,495									
60% ALLOWED IN ANY BANK	11,042,097									
25% ALLOWED IN ANY ONE INV	4,600,874									
60% General Fund Reserved Balance is \$4,351,493.										
100% Restricted Fund Balance Restricted by House Bill 225										\$6,047,566



OUTER BANKS VISITORS BUREAU  
One Visitors Center Circle, Manteo, NC 27954  
[P] 252.473.2138 [F] 252.473.5106  
[Toll-Free] 877.OBX.4FUN www.outerbanks.org

Date: June 22, 2022

To: Tim Cafferty, Chair  
Dare County Tourism Board

From: Ervin Bateman, Chair, Budget & Finance Committee  
Lee Nettles, Executive Director  
Diane Bognich, Director of Administration

Re: Budget Amendment FY 2021-2022

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The attached budget amendment was reviewed by the Budget & Finance Committee on June 21, 2022 and is recommended for approval. The amendment is to adjust the long-term planning proposal to actual bid amount, adjust merchandise sales and expenses to write off inventory at 6/30 and to adjust repairs and maintenance for repairs to the blue marlin at Aycock Brown Welcome Center.

#### GENERAL FUND:

##### Revenue Increases:

Occupancy Tax: \$50,160 - 75% of \$66,880.

Merchandise Sales: \$1,000

##### Expenses Increases:

Research: \$35,200- survey was budgeted at \$150,000, RFP actual \$185,200.

Building Maintenance - \$14,960 for transportation of marlin to taxidermist,  
repairs on marlin and repairs on case to better weatherproof.

Merchandise Expenses: \$1,000 - inventory sold and write off

#### SPECIAL REVENUE (RESTRICTED) FUND:

##### Revenue Increases:

Occupancy Tax: \$16,720 - 25% of \$66,880

##### Expenses Increases:

Short-term Unappropriated: \$5,016- 30% of revenue increase

Event Site: \$11,704 - remaining of 70% of revenue increase

Transfer of \$40,000 from Event Site line item to L-T Unappropriated for grant.

**Fiscal Year 2021-2022  
Dare County Tourism Board  
Proposed Budget Amendment**

**FUND: GENERAL FUND**

**INCOME**

Account #	Account Name	Original Amount	Increase	Decrease	Proposed Amendment	Justification
3030	Occupancy Tax	3,823,891.00	50,160.00		3,874,051.00	75% of Income Adjustment
3040	Meals Tax				0.00	
3100	Sale of Merchandise	6,000.00	1,000.00		7,000.00	Sale of remaining items in inventory
		0.00	0.00		0.00	0
	Total		51,160.00	0.00		

**EXPENDITURES Promotions**

Account #	Account Name	Original Amount	Increase	Decrease	Proposed Amendment	Justification
5185	Research	263,400.00	35,200.00		298,600.00	Visitor Sentiment Budgeted at \$150, RFP \$185,200
	Total		35,200.00			

**EXPENDITURES Aycock Brown**

Account #	Account Name	Original Amount	Increase	Decrease	Proposed Amendment	Justification
6610	Building Maintenance	2,000.00	14,960.00		16,960.00	Repair Blue Marlin/Transportation/Repair Case
	Total		14,960.00			

**EXPENDITURES Merchandise**

Account #	Account Name	Original Amount	Increase	Decrease	Proposed Amendment	Justification
6710	Merchandise Purchases	4,200.00	1,000.00		5,200.00	Adjust for additional sales, write off remaining inventory
	Total		1,000.00			

Total Expenditures	51,160.00
Total Revenue	51,160.00
Difference	0.00

as of 6/22/2022



**Fiscal Year 2021-2022  
Dare County Tourism Board  
Proposed Budget Amendment**

**FUND:    RESTRICTED FUND**

**INCOME**

<b>Account #</b>	<b>Account Name</b>	<b>Original Amount</b>	<b>Increase</b>	<b>Decrease</b>	<b>Proposed Amendment</b>	<b>Justification</b>
3030	Occupancy Tax	1,274,629.00	16,720.00		1,291,349.00	25% of Income Adjustment
3040	Meals Tax					
	Total		16,720.00	0.00		

**EXPENDITURES**

<b>Account #</b>	<b>Account Name</b>	<b>Original Amount</b>	<b>Increase</b>	<b>Decrease</b>	<b>Proposed Amendment</b>	<b>Justification</b>
4999	Short-term Unappropriated	765,648.00	5,016.00		770,664.00	30% Allocation (\$16720 * .30)
4525	Event Site	2,990,602.00	11,704.00	(40,000.00)	2,962,306.00	Remaining 100% of the 70% (\$16720*.70) Allocation
4585	Unappropriated Long-term	430,000.00	40,000.00		470,000.00	Transfer of \$40,000 for Graveyard's \$250,000 Grant
	Total		56,720.00	(40,000.00)		



OUTER BANKS VISITORS BUREAU  
One Visitors Center Circle, Manteo, NC 27954  
[P] 252-473-2138 [F] 252-473-5777  
[Toll-Free] 877.OBX.4FUN  
[www.outerbanks.org](http://www.outerbanks.org)

Date: June 10, 2022

To: Ervin Bateman, Chair  
Budget & Finance Committee

From: Lee Nettles, Executive Director  
Diane Bognich, Director of Administration

Re: Draft #3 Proposed Budget for 2022-2023

---

Attached is the FY 2022-2023 Budget Ordinance for your consideration. Also attached is an updated draft of the proposed detail budget for fiscal year 2022-2023. Following are the major changes from the first draft.

#### GENERAL FUND

- Projected revenue was increased for the actual receipts for April filings.
- Property and liability and worker's comp insurance was finalized.
- Encumbrances have been adjusted.
- The surplus of revenues over budget is being allocated to Unappropriated Fund Balance.

#### RESTRICTED FUND

- The additional revenue was allocated to the short-term and long-term line items.

## **Dare County Tourism Board**

**BE IT ORDAINED** by the Governing Board of the Dare County Tourism Board that this budget ordinance be adopted June 30, 2022.

Section 1: It is estimated that the following revenues will be available in the **General Fund** for the fiscal year beginning July 1, 2022 and ending June 30, 2023:

Occupancy Tax Distribution .....	3,989,317
Prepared Food Tax Distribution.....	1,857,589
Appropriation from Fund Balance .....	3,813,778
Travel Guide Income .....	30,000
Website Revenue .....	100,000
Interest & Other Revenue .....	<u>51,040</u>
	9,841,724

Section 2: The following amounts are hereby appropriated in the **General Fund** for the operation of the Tourism Board and its activities for the fiscal year beginning July 1, 2022 and ending June 30, 2023:

Governing Body .....	30,385
Promotion.....	7,452,715
Aycock Brown Welcome Center .....	172,405
Roanoke Island/Whalebone/Hatteras Welcome Centers .....	206,545
Travel Guide Expenses .....	84,500
Unappropriated Fund Balance .....	1,609,694
Transfer to Event Site Fund .....	<u>285,480</u>
	9,841,724

Section 3: It is estimated that the following revenues will be available in the **Special Revenue Fund** for the fiscal year beginning July 1, 2022 and ending June 30, 2023:

Occupancy Tax Distribution .....	1,329,773
Prepared Food Tax Distribution .....	619,196
Appropriation from Fund Balance .....	6,053,743
Interest.....	<u>23,000</u>
	8,025,712

Section 4: The following amount is hereby appropriated in the **Special Revenue Fund** for the use(s) indicated for the fiscal year beginning July 1, 2022 and ending June 30, 2023:

Expenditures.....	8,025,712
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Section 5: It is estimated that the following revenues will be available in the **Event Site Fund** (an enterprise fund) for the fiscal year beginning July 1, 2022 and ending June 30, 2023:

Event Rental Income .....	17,100
Lease Income .....	45,600
Interest & Other Revenue .....	500
Transfer from General Fund .....	285,480
Unappropriated Funds.....	<u>52,055</u>
	400,735

Section 6: The following amounts are hereby appropriated in the **Event Site Fund** for the associated operational costs, beginning July 1, 2022 and ending June 30, 2023:

Expenditures .....	400,735
--------------------	---------

Section 7: The Budget Officer is hereby authorized to transfer appropriations as contained herein under the following conditions:

- a) He/she may transfer amounts between line item expenditures within a department without limitation and without a report being required. These changes should not result in increases in recurring obligations such as salaries.
- b) He/she may transfer amounts up to \$5,000 between departments, including contingency appropriations, within the same fund. He/she must make an official report on such transfers at the next regular meeting of the Governing Board.
- c) He/she may not transfer any amounts between funds, except as approved by the Governing Body in the Budget Ordinance as amended.

Section 8: The Budget Officer may make cash advances between funds for periods not to exceed 60 days without reporting to the Governing Board. Any advances that extend beyond 60 days must be approved by the Board. All advances that will be outstanding at the end of the fiscal year must be approved by the Board.

Section 9: Copies of this Budget Ordinance shall be furnished to the Clerk to the Governing Board and to the Budget Officer and Finance Officer to be kept on file by them for their direction in the disbursement of funds detailed in the budget adopted by this body 30 June, 2022.

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Tim Cafferty, Chairman

ATTEST:

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Jamie Chisholm, Secretary

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Dare County Tourism Board</b>						
<b>Budget 2022-2023</b>						
<b>Total Revenues - Governmental Funds</b>						
<b>(General Fund and Special Revenue)</b>						
	Budget	Amended		Proposed	% Change	
	FY 2021-2022	Budget	Projected	Budget	to FY 21-22	
		FY 2021-2022	FY 2021-2022	FY 2022-2023	Budget	
Occupancy	\$ 5,034,690	\$ 5,165,400	\$ 7,385,197	\$ 5,319,090	2.98%	
Meals	\$ 2,329,110	\$ 2,329,110	\$ 3,386,450	\$ 2,476,785	6.34%	
	\$ 7,363,800	\$ 7,494,510	\$ 10,771,647	\$ 7,795,875	4.02% *	
Interest - GF	\$ 50,000	\$ 50,000	\$ 12,486	\$ 50,000	0.00%	
Interest - Travel Guide	\$ 25	\$ 25	\$ 53	\$ 40	60.00%	
Interest - Merchandise	\$ 125	\$ 125	\$ 189	\$ -	-100.00%	
Interest - Restricted	\$ 23,000	\$ 23,000	\$ 7,791	\$ 23,000	0.00%	
Website Advertising	\$ 100,000	\$ 100,000	\$ 124,804	\$ 100,000	0.00%	
Travel Guide Income	\$ 35,000	\$ 25,000	\$ 24,000	\$ 30,000	20.00%	
Merchandise Income	\$ 3,000	\$ 7,000	\$ 7,764	\$ -	-100.00%	
Other - General	\$ 1,000	\$ 1,000	\$ 1,240	\$ 1,000	0.00%	
	\$ 212,150	\$ 206,150	\$ 178,327	\$ 204,040	-1.02%	
Amounts Rolled Over from PY	\$ 2,368,142	\$ 2,368,142	\$ 2,478,366	\$ 3,528,298	48.99%	
Appropriated Fund Balance	\$ 4,481,483	\$ 4,481,483		\$ 6,339,223	41.45%	
	\$ 6,849,625	\$ 6,849,625	\$ 2,478,366	\$ 9,867,521	44.06%	
Total Revenues	\$ 14,425,575	\$ 14,550,285	\$ 13,428,340	\$ 17,867,436	22.80%	
* This is a 4.02% increase over 21-22 budget figures. The percent change from projected actual 2021-2022 figures is a decrease of (46.7%).						

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Summary</b>									
	<b>Budget</b>	<b>Amended</b>		<b>Proposed</b>					
	<b>2021-2022</b>	<b>Budget</b>	<b>Projected</b>	<b>Budget</b>	<b>Percent</b>	<b>Estimate</b>	<b>Estimate</b>	<b>Estimate</b>	
		<b>2021-2022</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>Change</b>	<b>FY23-24</b>	<b>FY24-25</b>	<b>FY25-26</b>	
<b>GENERAL FUND</b>									
<b>REVENUES</b>									
Occupancy/Meals Tax (75%)	5,522,850	5,620,883	8,078,735	5,846,906	4.0%	6,022,313	6,323,429	6,576,366	
Revenues - Website Advertising	100,000	100,000	124,804	100,000	0.0%	102,000	106,080	110,323	
Revenues - Interest and Other	51,150	51,150	13,968	51,040	-0.2%	51,591	53,139	55,795	
Appropriated from Fund Balance	285,480	285,480	285,480	285,480	0.0%	1,777,051	1,762,367	1,788,663	
Transfer from Travel Guide/Travel Guide Income	35,000	25,000	24,000	30,000	20.0%	30,900	31,827	32,782	
Transfer from Merchandise Fund/Merchandise Income	3,000	7,000	7,764	0	-100.0%	0	0	0	
<b>Total Revenues</b>	<b>5,997,480</b>	<b>6,089,513</b>	<b>8,534,751</b>	<b>6,313,426</b>	<b>3.7%</b>	<b>7,983,855</b>	<b>8,276,842</b>	<b>8,563,930</b>	
Projected Over Budget By			2,445,238						
<b>EXPENDITURES:</b>									
Governing	31,183	31,183	28,393	30,385	-2.6%	30,625	30,684	30,894	
Promotion	7,193,215	7,237,713	6,184,337	7,452,715 *	3.0%	7,042,415	7,279,681	7,574,939	
Aycock Brown Welcome Center	126,190	160,000	151,854	172,405	7.8%	158,574	168,410	167,379	
Outer Banks Welcome Center RI, Whalebone & Hatteras	173,930	182,165	163,576	206,545	13.4%	199,588	210,071	211,368	
Travel Guide Expenses	72,000	73,900	73,900	84,500	14.3%	92,950	95,739	98,611	
Merchandise Expenses	2,400	5,990	5,832	0	-100.0%	0	0	0	
Unappropriated Fund Balance	481,225	481,225	481,225	1,609,694	234.5%	0	0	0	
Transfer to Event Site Fund	285,480	285,480	285,480	285,480	0.0%	430,264	460,892	447,851	
<b>Total Expenditures</b>	<b>8,365,623</b>	<b>8,457,656</b>	<b>7,374,597</b>	<b>9,841,724</b>	<b>16.4%</b>	<b>7,954,416</b>	<b>8,245,476</b>	<b>8,531,041</b>	
Projected Under Budget By			1,083,059						
Revenue vs Expenses	-2,368,143	-2,368,143		-3,528,298		29,439	31,366	32,888	
Revenue Income over Budget	1,290,572	1,290,572		2,445,238					
Unspent Funds/Encumbrances	1,077,571	1,077,571		1,083,059 *					
* Includes estimated encumbrances of \$643,400									
Unappropriated Surplus	0	0		0					
<b>Net Revenue vs Expenses</b>	<b>0</b>	<b>0</b>		<b>0</b>					

Draft #3  
as of 6/21/2022

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Draft #3  
as of 6/10/2022

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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

FISCAL YEAR		ACTUAL FY 2018-2019	ACTUAL 2019-2020	ACTUAL 2020-2021	ACTUAL 2021-2022	3 YEAR AVERAGE FY 2019-2021
JULY RECEIPTS						
	OCCUPANCY	\$953,287	\$1,019,991	\$1,031,086	\$1,276,821	\$1,109,299
	MEALS	\$386,336	\$399,780	\$343,467	\$484,565	\$409,271
		<u>\$1,339,623</u>	<u>\$1,419,771</u>	<u>\$1,374,552</u>	<u>\$1,761,386</u>	<u>\$1,518,570</u>
AUGUST RECEIPTS						
	OCCUPANCY	\$1,332,093	\$1,106,544	\$1,522,969	\$1,592,750	\$1,407,421
	MEALS	\$444,464	\$472,601	\$378,908	\$556,560	\$469,356
		<u>\$1,776,558</u>	<u>\$1,579,144</u>	<u>\$1,901,877</u>	<u>\$2,149,310</u>	<u>\$1,876,777</u>
SEPTEMBER RECEIPTS						
	OCCUPANCY	\$1,098,655	\$1,386,584	\$1,386,699	\$1,592,952	\$1,455,411
	MEALS	\$391,888	\$427,334	\$342,807	\$455,773	\$408,638
		<u>\$1,490,544</u>	<u>\$1,813,918</u>	<u>\$1,729,506</u>	<u>\$2,048,725</u>	<u>\$1,864,050</u>
OCTOBER RECEIPTS						
	OCCUPANCY	\$468,127	\$456,103	\$646,711	\$717,840	\$606,885
	MEALS	\$239,371	\$245,359	\$312,640	\$381,875	\$313,292
		<u>\$707,498</u>	<u>\$701,462</u>	<u>\$959,351</u>	<u>\$1,099,715</u>	<u>\$920,176</u>
NOVEMBER RECEIPTS						
	OCCUPANCY	\$243,388	\$225,977	\$411,520	\$437,386	\$358,294
	MEALS	\$178,930	\$196,139	\$220,333	\$283,580	\$233,350
		<u>\$422,318</u>	<u>\$422,115</u>	<u>\$631,854</u>	<u>\$720,966</u>	<u>\$591,645</u>
DECEMBER RECEIPTS						
	OCCUPANCY	\$100,000	\$115,681	\$149,614	\$103,833	\$123,043
	MEALS	\$120,135	\$122,310	\$133,492	\$144,518	\$133,440
		<u>\$220,135</u>	<u>\$237,992</u>	<u>\$283,106</u>	<u>\$248,351</u>	<u>\$256,483</u>
JANUARY RECEIPTS						
	OCCUPANCY	\$46,833	\$64,326	\$99,622	\$191,666	\$118,538
	MEALS	\$92,656	\$105,378	\$129,244	\$172,558	\$135,727
		<u>\$139,490</u>	<u>\$169,703</u>	<u>\$228,866</u>	<u>\$364,224</u>	<u>\$254,265</u>
FEBRUARY RECEIPTS						
	OCCUPANCY	\$61,766	\$82,572	\$221,257	\$320,769	\$208,199
	MEALS	\$76,744	\$98,628	\$96,377	\$93,580	\$96,195
		<u>\$138,510</u>	<u>\$181,200</u>	<u>\$317,634</u>	<u>\$414,349</u>	<u>\$304,394</u>
MARCH RECEIPTS						
	OCCUPANCY	\$60,762	\$68,444 ^	\$167,213	\$170,201	\$135,286
	MEALS	\$80,478	\$90,154 ^	\$92,067	\$131,328	\$104,516
		<u>\$141,240</u>	<u>\$158,598</u>	<u>\$259,280</u>	<u>\$301,529</u>	<u>\$239,802</u>
APRIL RECEIPTS						
	OCCUPANCY	\$94,424	\$30,252 ^	\$277,701	\$229,961	\$179,305
	MEALS	\$135,650	\$69,266 ^	\$179,714	\$176,838	\$141,939
		<u>\$230,073</u>	<u>\$99,518</u>	<u>\$457,415</u>	<u>\$406,799</u>	<u>\$321,244</u>
MAY RECEIPTS						
	OCCUPANCY	\$215,483	\$12,691 ^	\$395,352	\$451,019	\$286,354
	MEALS	\$199,132	\$37,629 ^	\$259,175	\$284,410	\$193,738
		<u>\$414,615</u>	<u>\$50,320</u>	<u>\$654,527</u>	<u>\$735,429</u>	<u>\$480,092</u>
JUNE RECEIPTS						
	OCCUPANCY	\$297,875	\$280,884 ^	\$709,402	\$300,000 ^	\$430,095
	MEALS	\$221,909	\$138,382 ^	\$359,081	\$220,865 ^	\$239,443
		<u>\$519,783</u>	<u>\$419,266</u>	<u>\$1,068,483</u>	<u>\$520,865</u>	<u>\$669,538</u>
TOTALS	OCCUPANCY	\$4,972,693	\$4,850,048	\$7,019,145	\$7,385,197	\$6,418,130
	MEALS	\$2,567,694	\$2,402,960	\$2,847,306	\$3,386,450	\$2,878,905
		<u>\$7,540,387</u>	<u>\$7,253,008</u>	<u>\$9,866,451</u>	<u>\$10,771,647</u>	<u>\$9,297,036</u>

^ Amount affected by COVID 19  
 \* Amounts based on budget



**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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

FISCAL YEAR		BUDGET FY 2021-2022	PROPOSED FY 2022-2023	% Increase/ Decrease from Actual	\$ Increase/ Decrease from Actual	% Increase/ Decrease from 21-22 Budget	\$ Increase / Decrease from 21-22 Budget
<b>JULY RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$1,122,775	\$1,031,750	-19.19%	-\$245,072	-8.11%	-\$91,025
	<b>MEALS</b>	\$320,475	\$338,295	-30.19%	-\$146,270	5.56%	<u>\$17,820</u>
		<u>\$1,443,250</u>	<u>\$1,370,045</u>	-22.22%	-\$391,342	-5.07%	-\$73,205
<b>AUGUST RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$1,318,025	\$1,330,745	-16.45%	-\$262,005	0.97%	\$12,720
	<b>MEALS</b>	\$361,870	\$391,845	-29.60%	-\$164,716	8.28%	<u>\$29,975</u>
		<u>\$1,679,895</u>	<u>\$1,722,590</u>	-19.85%	-\$426,720	2.54%	\$42,695
<b>SEPTEMBER RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$1,185,500	\$1,257,920	-21.03%	-\$335,032	6.11%	\$72,420
	<b>MEALS</b>	\$347,875	\$371,790	-18.43%	-\$83,983	6.87%	<u>\$23,915</u>
		<u>\$1,533,375</u>	<u>\$1,629,710</u>	-20.45%	-\$419,015	6.28%	\$96,335
<b>OCTOBER RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$471,670	\$493,540	-31.25%	-\$224,300	4.64%	\$21,870
	<b>MEALS</b>	\$241,836	\$251,510	-34.14%	-\$130,365	4.00%	<u>\$9,674</u>
		<u>\$713,506</u>	<u>\$745,050</u>	-32.25%	-\$354,664	4.42%	\$31,544
<b>NOVEMBER RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$224,335	\$233,310	-46.66%	-\$204,075	4.00%	\$8,975
	<b>MEALS</b>	\$185,505	\$192,925	-31.97%	-\$90,655	4.00%	<u>\$7,420</u>
		<u>\$409,840</u>	<u>\$426,236</u>	-40.88%	-\$294,730	4.00%	\$16,396
<b>DECEMBER RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$98,630	\$102,575	-1.21%	-\$1,258	4.00%	\$3,945
	<b>MEALS</b>	\$117,835	\$122,550	-15.20%	-\$21,967	4.00%	<u>\$4,715</u>
		<u>\$216,465</u>	<u>\$225,126</u>	-9.35%	-\$23,225	4.00%	\$8,661
<b>JANUARY RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$48,600	\$65,545	-65.80%	-\$126,121	34.87%	\$16,945
	<b>MEALS</b>	\$93,525	\$97,265	-43.63%	-\$75,293	4.00%	<u>\$3,740</u>
		<u>\$142,125</u>	<u>\$162,810</u>	-55.30%	-\$201,414	14.55%	\$20,685
<b>FEBRUARY RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$72,280	\$85,170	-73.45%	-\$235,598	17.83%	\$12,890
	<b>MEALS</b>	\$67,970	\$82,190	-12.17%	-\$11,391	20.92%	<u>\$14,220</u>
		<u>\$140,250</u>	<u>\$167,360</u>	-59.61%	-\$246,989	19.33%	\$27,110
<b>MARCH RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$54,705	\$61,895	-63.63%	-\$108,306	13.14%	\$7,190
	<b>MEALS</b>	\$79,630	\$84,315	-35.80%	-\$47,013	5.88%	<u>\$4,685</u>
		<u>\$134,335</u>	<u>\$146,210</u>	-51.51%	-\$155,318	8.84%	\$11,875
<b>APRIL RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$85,430	\$93,850	-59.19%	-\$136,111	9.86%	\$8,420
	<b>MEALS</b>	\$116,040	\$123,685	-30.06%	-\$53,153	6.59%	<u>\$7,645</u>
		<u>\$201,470</u>	<u>\$217,535</u>	-46.53%	-\$189,264	7.97%	\$16,065
<b>MAY RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$183,450	\$250,790	-44.39%	-\$200,229	36.71%	\$67,340 Easter is
	<b>MEALS</b>	\$175,685	\$190,715	-32.94%	-\$93,695	8.56%	<u>\$15,030</u> April 9
		<u>\$359,135</u>	<u>\$441,506</u>	-39.97%	-\$293,923	22.94%	\$82,370
<b>JUNE RECEIPTS</b>							
	<b>OCCUPANCY</b>	\$300,000	\$312,000	4.00%	\$12,000	4.00%	\$12,000
	<b>MEALS</b>	\$220,865	\$229,700	4.00%	\$8,835	4.00%	<u>\$8,835</u>
		<u>\$520,865</u>	<u>\$541,700</u>	4.00%	\$20,835	4.00%	\$20,835
<b>TOTALS</b>							
	<b>OCCUPANCY</b>	\$5,165,400	\$5,319,090	-49.74%	-\$2,066,106	2.98%	\$153,691
	<b>MEALS</b>	\$2,329,110	\$2,476,785	-40.93%	-\$909,664	6.34%	<u>\$147,674</u>
		<u>\$7,494,510</u>	<u>\$7,795,875</u>	-46.67%	-\$2,975,771	4.02%	\$301,365
		FY20/21 Budget	\$6,827,821.00	9.76%			

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Governing</b>									
Account		Budget	Amended		Proposed				
Number	Title	2021-2022	Budget 2021-2022	Projected 2021-2022	Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
5000	Director Compensation	17,100	17,100	16,900	17,100	0.0%	17,100	17,100	17,100
5030	Payroll Taxes	1,480	1,480	1,295	1,480	0.0%	1,480	1,480	1,480
5001	Professional Services	1,000	1,000	1,000	1,000	0.0%	1,000	1,000	1,000
5002	Dir. Travel/Mtg./Meals	7,000	7,000	5,228	7,000	0.0%	7,100	7,100	7,150
5003	Directors & Officers Ins.	3,603	3,603	3,603	2,805	-22.1%	2,945	3,004	3,064
5004	Miscellaneous Items	1,000	1,000	367	1,000	0.0%	1,000	1,000	1,100
	<b>Total - Governing</b>	<b>31,183</b>	<b>31,183</b>	<b>28,393</b>	<b>30,385</b>	<b>-2.6%</b>	<b>30,625</b>	<b>30,684</b>	<b>30,894</b>
Projected under budget by				2,790					

**Fiscal Year 2022-2023**  
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**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Governing</b>					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
5000	Director Compensation	17,100	16,900	17,100	13 Directors - 5 @ \$125/month, 8 @ \$100/month
5030	Payroll Taxes	1,480	1,295	1,480	FICA employer match, plus SUTA
5001	Professional Services	1,000	1,000	1,000	Services as needed
5002	Dir. Travel/Mtg./Meals	7,000	5,228	7,000	Travel, food for meetings
5003	Directors & Officers Ins.	3,603	3,603	2,805	Insurance, Sch D
5004	Miscellaneous Items	1,000	367	1,000	Gifts, etc.
	<b>Total - Governing</b>	<b>31,183</b>	<b>28,393</b>	<b>30,385</b>	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau									
Budget 2022-2023									
Promotion									
Account Number	Title	Budget 2021-2022	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
<b>Personnel</b>									
5010	Salaries (full)	737,750	737,750	737,476	778,030	5.5%	801,371	841,439	866,683
5020	Salaries (part)	126,000	131,100	96,543	148,350	13.2%	152,801	157,385	162,106
5025	Overtime Pay	1,000	0	0	1,000	#DIV/0!	1,000	1,000	1,000
5030	Payroll Taxes	69,425	69,865	66,938	74,435	6.5%	77,442	80,904	83,243
5040	Employee Insurance	150,000	150,000	145,652	150,000	0.0%	165,000	178,200	192,456
5050	Retirement	89,930	90,135	78,691	105,585	17.1%	103,365	112,680	120,469
5055	401(k) Match	7,380	7,380	7,287	7,780	5.4%	8,014	8,414	8,667
5060	Worker's Comp	1,780	1,780	1,356	1,705	-4.2%	1,756	1,809	1,863
5080	Employee Relations	1,750	2,750	2,318	1,995	-27.5%	1,750	1,750	1,750
5090	Training	9,850	9,850	8,889	11,000	11.7%	8,500	8,700	8,900
		1,194,865	1,200,610	1,145,150	1,279,880	6.6%	1,320,998	1,392,281	1,447,137
<b>Marketing/Advertising</b>									
5500	Other Advertising	1,382,065	1,382,065	1,382,065	1,404,760	1.6%	1,446,903	1,490,310	1,535,019
5502	Production Advertising	130,000	130,000	130,000	170,000	30.8%	150,000	150,000	150,000
5510	Events-Development & Prom	73,100	73,100	44,350	73,100	0.0%	75,293	77,552	79,878
5515	Advertising - Online	2,519,455	2,519,455	2,519,455	2,616,390	3.8%	2,694,882	2,775,728	2,859,000
5525	Community Relations	30,000	30,000	26,514	30,000	0.0%	30,000	30,000	30,000
5560	Brochures/Production/Print	34,750	34,750	22,394	22,500	-35.3%	30,000	30,000	30,000
5580	Promotional Aids	9,000	9,000	8,178	9,000	0.0%	7,500	7,500	7,500
6100	Press/Travel Writer Tours	110,000	110,000	101,141	110,000	0.0%	110,000	113,300	116,699
6101	Group Sales	12,000	12,000	11,913	15,000	25.0%	15,000	15,450	15,914
		4,300,370	4,300,370	4,246,010	4,450,750	3.5%	4,559,578	4,689,840	4,824,010

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau Budget 2022-2023 Promotion									
Account Number	Title	Budget 2021-2022	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
<b>Special Projects</b>									
6150	Event Grant	750,000	750,000	235,880	763,200 *	1.8%	425,000	450,000	475,000
6170	Tourism Summit	20,500	20,500	6,000	22,500	9.8%	18,000	18,000	18,000
		770,500	770,500	241,880	785,700	2.0%	443,000	468,000	493,000
<b>Operations</b>									
5110	Contracted Services	16,030	16,880	16,858	16,030	-5.0%	16,030	16,030	16,832
5140	Audit	11,250	11,250	9,750	10,875	-3.3%	13,594	14,953	16,448
5170	Other Professional Service	7,300	6,450	4,295	7,300	13.2%	7,300	15,000	15,000
5180	Legal	20,500	29,500	29,445	20,500	-30.5%	20,500	20,500	20,500
5185	Research	263,400	289,600	67,500	237,700 *	-17.9%	75,000	50,000	100,000
5190	Administrative Advertising	1,500	2,000	1,767	1,500	-25.0%	1,500	1,500	1,500
5530	Legal Notices	1,500	1,500	1,429	1,500	0.0%	1,500	1,500	1,500
6200	Postage/Fulfillment	195,000	195,000	118,403	200,000	2.6%	204,000	208,080	212,242
6300	Travel	39,000	39,000	38,531	47,000	20.5%	48,880	50,835	52,869
6305	Vehicle Maintenance	3,500	3,500	2,686	3,500	0.0%	3,500	3,500	3,500
6320	Registrations	49,500	49,500	31,640	52,475	6.0%	53,000	53,530	54,065
6340	Travel Show Exhibit	3,500	3,500	1,241	4,000	14.3%	5,500	6,500	6,500
6420	Dues & Subscriptions	47,330	46,830	41,840	44,790	-4.4%	47,030	47,030	47,030
6440	Insurance	19,600	19,600	19,135	22,030	12.4%	23,132	24,288	25,502
6460	Telephone	27,900	27,900	21,157	24,400	-12.5%	24,400	25,132	25,132
6500	Equipment	73,000	73,000	17,688	94,230 *	29.1%	25,000	25,750	26,523
6510	Expendable Equipment	2,100	2,100	1,960	2,045	-2.6%	2,045	2,045	2,045
6530	Tech. Support/Software	13,050	13,050	8,026	13,050	0.0%	13,050	13,050	13,050
6580	Utilities	10,800	10,800	8,118	10,800	0.0%	11,124	11,235	11,348
6600	Cleaning/maint. Supplies	1,500	1,500	1,591	1,500	0.0%	1,500	1,500	1,500
6610	Building Maintenance	20,000	20,000	16,845	20,000	0.0%	20,000	35,000	55,000
6620	Equip. Service Contracts	3,500	3,500	2,888	3,100	-11.4%	3,100	3,100	3,100
6640	Equipment Rental	34,000	34,000	29,983	33,840	-0.5%	33,840	33,840	33,840

**Fiscal Year 2022-2023  
Dare County Tourism Board  
Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Promotion</b>									
			Amended		Proposed				
Account		Budget	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
Number	Title	2021-2022	2021-2022	2021-2022	2022-2023	Change	FY23-24	FY24-25	FY25-26
6660	Equipment Repairs	3,000	3,000	1,850	3,000	0.0%	3,000	3,000	3,000
6700	Office Supplies	17,800	17,800	14,028	17,800	0.0%	17,800	17,800	17,800
6800	Bank Service Fees	1,920	1,920	1,071	1,920	0.0%	2,016	2,117	2,223
6810	Web Site/Internet	40,000	43,553	41,572	41,500	-4.7%	41,500	42,745	42,745
		927,480	966,233	551,297	936,385	-3.1%	718,840	729,560	810,792
	Total - Promotional	7,193,215	7,237,713	6,184,337	7,452,715	3.0%	7,042,415	7,279,681	7,574,939
	Projections under budget by			1,053,376					
	less encumbrances			-643,400					
				409,976					
	* Encumbrances: #6150 \$413,200								
	#5185 \$185,200								
	#6500 \$ 45,000								

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau					
Budget 2022-2023					
Promotion					
Account		Amended		Proposed	
Number	Title	Budget	Projected	Budget	
		2021-2022	2021-2022	2022-2023	Justification
5010	Salaries (full)	737,750	737,476	778,030	COLA 4.7%, possible performance 0.8%
5020	Salaries (part)	131,100	96,543	148,350	6140 hours phone & PT/900 hrs intern,
5025	Overtime Pay	0	0	1,000	emergency response
5030	Payroll Taxes	69,865	66,938	74,435	7.65% of total payroll + SUTA
5040	Employee Insurance	150,000	145,652	150,000	0% increase
5050	Retirement	90,135	78,691	105,585	12.5% final of salaries (full and over 30 hrs)
5055	401(k) Match	7,380	7,287	7,780	1% match on contributing employees
5060	Worker's Comp	1,780	1,356	1,705	employee injury coverage
5080	Employee Relations	2,750	2,318	1,995	630 Christmas gifts & wellness, uniforms,
5090	Training	9,850	8,889	11,000	employee orientation, CPE, travel for training
5500	Other Advertising	1,382,065	1,382,065	1,404,760	print ads, tv, influencers, promo features
5502	Production - Advertising	130,000	130,000	170,000	photography, film, fees, hire 3rd party B-roll filming
5510	Events-Development & Promo	73,100	44,350	73,100	event promotion and development
5515	Advertising - Online	2,519,455	2,519,455	2,616,390	Paid online ads/social, commissions, services, licenses
5525	Community Relations	30,000	26,514	30,000	
5560	Brochures/Production/Print	34,750	22,394	22,500	lighthouse brochure,attractions map, getaway cards,
					envelopes, decals, OB group planner revision,
					press releases, calendar of events, press kits, letterheads,
					media advisories, microfiche, labels, media kit inserts,
					brochure shell,student packs, newsletters, business cards
5580	Promotional Aids	9,000	8,178	9,000	media, group tours, school groups, county requests, fam
					tours, consumer trade shows, visiting media
6100	Press/Travel Writer Tours	110,000	101,141	110,000	travel writers summer & spring
					individual writer retreats, individual tour operator fams,
					group tour operator fams

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau Budget 2022-2023 Promotion					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
6101	Group Sales	12,000	11,913	15,000	ABA Marketplace, Dinearound, STS program, NCSA
6150	Event Grant	750,000	235,880 *	763,200	enc \$413,200, current year \$350,000, prior year \$350,000
6170	Tourism Summit	20,500	6,000	22,500	update speakers, rentals, other event costs
5110	Contract service	16,880	16,858	16,030	cleaner services, \$289/week +deep cleans
5140	Audit	11,250	9,750	10,875	estimate per prior bid (25% paid by restricted funds)
5170	Other Professional Service	6,450	4,295	7,300	OPEB Study, Health Insurance Compliance,
5180	Legal	29,500	29,445	20,500	\$500/mo board meetings, 80 additional hrs for unforeseen expenses
5185	Research	289,600	67,500 *	237,700	KeyData, Zartico, Visitor sentiment survey/long range plan
5190	Administrative Advertising	2,000	1,767	1,500	grant notices, board notices, personnel ads
5530	Legal Notices	1,500	1,429	1,500	required notices - budget, RFQ
6200	Postage/Fulfillment	195,000	118,403	200,000	flyer mailings, parcel post, fedex/airborne, marketing mailings, publication mailings, admin. mailings
6300	Travel	39,000	38,531	47,000	Visit 365, NCMA, SPORTS, TEAMS, ABA, State Domestic International, NTA, Travel South, AENC, ABA, STS, IPW, AAA Consumer & Agents, ESTO, State media regional/int'l NCTIA, SATW, IMM, Tourism Day, PRSA, Simpleview, Outdoor
6305	Vehicle Maint./Fuel	3,500	2,686	3,500	gas 1500+r&m 2000
6320	Registrations	49,500	31,640	52,475	Visit 365, TEAMS, NTA, Sports, ABA, STS, NCMA-MASC Travel South Domestic & Int'l, AENC, AAA, IPW, ESTO, Visit NC Regional/Int'l, Tourism Day, PRSA, SATW, Simpleview, NCTIA, NC Outdoor
6340	Travel Show Exhibit	3,500	1,241	4,000	Travel South, AENC, ABA, TEAMS,
6420	Dues & Subscriptions	46,830	41,840	44,790	VMCA, SYTA, NTA, ABA, NC Sports, Coast Host, NCRLA, AENC, NCMCA, OBRA, OBHMA, FF Society, OB Chamber OBWA, PRSA, SATW, Cision, Flickr, Magazines, NCTIA, Aquarium Society, Surf Info, RIHA, PR Newswire, NCLM, NCACPA, AICPA, papers, Charter, GFOA, Prime, QB
6440	Insurance	19,600	19,135	22,030	property & liability coverages,
6460	Telephone	27,900	21,157	24,400	local service, long distance and 800#'s, cell phones



**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Promotion</b>					
Account		Amended		Proposed	
Number	Title	Budget	Projected	Budget	Justification
2021-2022	2021-2022	2022-2023			
6500	Equipment	73,000	17,688 *	94,230	Computers, Production Equipment/Software, HVAC, Storage Unit, Marketing furniture
6510	Expendable Equipment	2,100	1,960	2,045	equipment under 500
6530	Tech. Support/Software	13,050	8,026	13,050	PC Repair, TechSupport, Vector Images, offsite backups
					phone & data base support, software & music licenses
6580	Utilities	10,800	8,118	10,800	electricity, avg current yr \$900/mo
6600	Cleaning/maint. Supplies	1,500	1,591	1,500	light bulbs, janitorial supplies, paper goods
6610	Building Maintenance	20,000	16,845	20,000	repairs and maintenance to building, HVAC repair,
6620	Equip. Service Contracts	3,500	2,888	3,100	forklift, generator, johns brothers, north beach, terminix
6640	Equipment Rental	34,000	29,983	33,840	postage meter system, copier, shredder
6660	Equipment Repairs	3,000	1,850	3,000	unwarranted equipment
6700	Office Supplies	17,800	14,028	17,800	general office supplies, computer/fax toner, mailers, labels,
					copier and printer paper, ink and toner, cd's, business cards
					photo and speciality paper, labels, cards, binders
					checks, w/2's & 1099's, breakroom supplies
6800	Bank Service Charges	1,920	1,071	1,920	Positive Pay and other service charges
					Eguide, Online Group Planner, Anti-virus, Creative Productivity
					Software, email archiving, google srv, Tumblr, domains, G-
6810	Web Site/Internet	43,553	41,572	41,500	Suites, lynda.com, paypal, PC America, logmein, office 360, Adobe, Virtual Guide
	<b>Total - Promotional</b>	<b>7,237,713</b>	<b>6,184,337</b>	<b>7,452,715</b>	
Event Grant Encumbrances:		413,200			
Research		185,200			
Equipment		45,000			

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Aycock Brown Welcome Center Kitty Hawk</b>									
Account Number	Title	Budget 2021-2022	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
5025	Salaries (part)	78,200	91,755	89,832	99,950	8.9%	102,949	106,037	109,218
5030	Payroll Taxes	6,765	7,980	7,770	8,650	8.4%	8,905	9,172	9,447
5040	Employee Insurance	4,200	4,200	4,164	4,200	0.0%	4,410	4,542	4,679
5050	Retirement	0	2,280	1,305	2,825	23.9%	2,966	3,055	3,147
5060	Worker's Comp	150	150	150	150	0.0%	155	159	164
5080	Employee Relations	425	475	431	455	-4.2%	450	450	450
5090	Training	600	550	550	600	9.1%	600	600	600
5110	Contracted Services	8,220	9,420	8,500	9,960	5.7%	9,960	9,960	9,960
6130	Uniforms	440	940	900	800	-14.9%	800	800	800
6200	Postage	200	200	152	200	0.0%	200	210	221
6300	Travel	540	540	309	560	3.7%	560	560	570
6420	Dues & Subscriptions	270	270	103	270	0.0%	270	270	270
6440	Insurance	2,740	2,740	2,740	3,185	16.2%	3,344	3,511	3,687
6460	Telephone	8,640	8,640	8,309	8,700	0.7%	8,874	9,051	9,233
6500	Equipment	1,500	1,500	1,467	3,800	153.3%	1,500	2,000	2,000
6580	Utilities	6,600	6,600	4,687	6,600	0.0%	6,732	6,867	7,004
6600	Cleaning/maint. Supplies	600	700	516	600	-14.3%	600	600	600
6610	Building Maintenance	2,000	16,960	16,946	16,000	-5.7%	2000	7250	2000
6660	Equipment Repairs	1,000	1,000	0	1,800	80.0%	300	315	330
6700	Office Supplies	3,100	3,100	3,023	3,100	0.0%	3,000	3000	3,000
	<b>Total - ABWC</b>	<b>126,190</b>	<b>160,000</b>	<b>151,854</b>	<b>172,405</b>	<b>7.8%</b>	<b>158,574</b>	<b>168,410</b>	<b>167,379</b>
Projected under budget by				8,146					

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Aycock Brown Welcome Center Kitty Hawk</b>					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
5025	Salaries (part)	91,755	89,832	99,950	6,443 hrs.
5030	Payroll Taxes	7,980	7,770	8,650	7.65% of total payroll, + SUTA
5040	Employee Insurance	4,200	4,164	4,200	med supplement only
5050	Retirement	2,280	1,305	2,825	12.5% contribution rate
5060	Worker's Comp	150	150	150	employee injury coverage,
5080	Employee Relations	475	431	455	sickness, death in family, Christmas
5090	Training	550	550	600	employee orientation
5110	Contracted Services	9,420	8,500	9,960	830x12 building cleaning
6130	Uniforms	940	900	800	2 shirts per yr per emp 1 summer, 1 winter
6200	Postage	200	152	200	books of stamps
6300	Travel	540	309	560	supervisors travel, .585 mileage manteo, po, etc.
6420	Dues & Subscriptions	270	103	270	VA Pilot, Sentinel, C. Times, Our State
6440	Insurance	2,740	2,740	3,185	property, general liability
6460	Telephone	8,640	8,309	8,700	local service, long distance, updated fiber
6500	Equipment	1,500	1,467	3,800	Computer as needed, TV, Custom sign board for outdoor display
6580	Utilities	6,600	4,687	6,600	electricity, avg of current year
6600	Cleaning/maint. Supplies	700	516	600	light bulbs, paper supplies
6610	Building Maintenance	16,960	16,946	16,000	repairs, pest control, window wash 2x per year, refinish floors, remove and relocate curtosy phones
6660	Equipment Repairs	1,000	0	1,800	exhibit repairs and maintenance, repair equip
6700	Office Supplies	3,100	3,023	3,100	general office supplies, copy/fax paper, coffee supplies, water
	<b>Total - ABWC</b>	<b>160,000</b>	<b>151,854</b>	<b>172,405</b>	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Outer Banks Welcome Center Roanoke Island</b>									
			Amended		Proposed				
Account		Budget	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
Number	Title	2021-2022	2021-2022	2021-2022	2022-2023	Change	FY23-24	FY24-25	FY25-26
5026	Salaries (part) - RI	63,250	68,400	62,417	74,135	8.38%	76,359	78,650	81,009
5030	Payroll Taxes	5,475	5,920	5,399	6,415	8.36%	6,605	6,803	7,007
5060	Worker's Comp	105	105	105	110	4.76%	113	117	120
5080	Employee Relations	350	350	312	350	0.00%	350	350	350
5090	Training	600	600	550	600	0.00%	600	600	600
6130	Uniforms	800	800	672	700	-12.50%	800	800	800
6440	Insurance	4,110	4,110	4,110	4,775	16.18%	5,014	5,264	5,528
6460	Telephone	1,290	1,290	1,144	1,295	0.39%	1,321	1,347	1,374
6500	Equipment	1,000	1,000	1,000	1,000	0.00%	1,000	1,000	1,000
6580	Utilities	960	960	616	960	0.00%	979	999	1,019
6600	Cleaning/Maint. Supplies	200	300	235	200	-33.33%	200	200	200
6610	Building Maintenance	2,960	2,960	1,200	14,960	405.41%	3,100	7,960	3,500
6660	Equipment Repairs	250	200	120	250	25.00%	250	250	250
6700	Office Supplies	700	750	728	700	-6.67%	600	600	600
Total - Welcome Ctr. R.I.		82,050	87,745	78,608	106,450	21.32%	97,291	104,940	103,358
Projected under budget by				9,137					

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Outer Banks Welcome Center Roanoke Island</b>					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
5026	Salaries (part) - RIWC	68,400	62,417	74,135	4960 hrs.
5030	Payroll Taxes - RIWC	5,920	5,399	6,415	7.65% of total payroll, + SUTA
5060	Worker's Comp	105	105	110	employee injury coverage,
5080	Employee Relations	350	312	350	sickness, death in family, Christmas
5090	Training	600	550	600	employee orientation
6130	Uniforms	800	672	700	2 shirts per yr 7 emp
6440	Insurance	4,110	4,110	4,775	property, general liability,
6460	Telephone	1,290	1,144	1,295	local service, long distance
6500	Equipment	1,000	1,000	1,000	Computer as needed
6580	Utilities	960	616	960	electricity
6600	Cleaning/maint. Supplies	300	235	200	light bulbs, paper supplies
6610	Building Maintenance	2,960	1,200	14,960	repairs as needed, window washing, refinish floors
6660	Equipment Repairs	200	120	250	exhibit/computer repairs and maintenance
6700	Office Supplies	750	728	700	general office supplies, copy/fax paper, coffee supplies, water
Total - Welcome Ctr. R.I.		87,745	78,608	106,450	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Outer Banks Welcome Center - Hatteras Information Center</b>									
Account		Budget	Amended		Proposed				
Number	Title	2021-2022	Budget 2021-2022	Projected 2021-2022	Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
5026	Salaries (part) - HI	31,200	31,000	24,829	33,205	7.11%	34,201	35,227	36,284
5030	Payroll Taxes	2,710	2,780	2,273	2,875	3.42%	2,958	3,047	3,139
5060	Worker's Comp	55	55	55	35	-36.36%	36	37	38
5080	Employee Relations	140	240	222	215	-10.42%	200	200	200
5090	Training	100	100	100	100	0.00%	100	100	100
5110	Contracted Services	1,640	1,640	1,437	1,750	6.71%	1,640	1,640	1,640
6130	Uniforms	300	350	339	400	14.29%	300	300	300
6300	Travel	860	860	555	900	4.65%	903	918	895
6440	Insurance	685	685	685	795	16.06%	835	876	920
6460	Telephone	3,065	3,515	3,433	3,600	2.42%	3,672	3,745	3,820
6500	Equipment	1,000	1,000	744	1,000	0.00%	1,000	1,000	1,000
6600	Cleaning/Maint. Supplies	200	300	255	250	-16.67%	200	200	200
6610	Building Maintenance	500	900	875	500	-44.44%	500	500	500
6700	Office Supplies	825	825	768	825	0.00%	700	725	750
Total - Welcome Ctr. - Hatteras		43,280	44,250	36,570	46,450	4.97%	47,245	48,517	49,787
Projected under budget by				7,680					

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Outer Banks Welcome Center - Hatteras</b>					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
5026	Salaries (part)	31,000	24,829	33,205	2,192 hrs.
5030	Payroll Taxes	2,780	2,273	2,875	7.65% of total payroll, plus SUTA
5060	Worker's Comp	55	55	35	employee injury coverage,
5080	Employee Relations	240	222	215	sickness, death in family, Christmas
5090	Training	100	100	100	employee orientation
5110	Contracted Services	1,640	1,437	1,750	Cleaner \$150/month, plus deep clean
6130	Uniforms	350	339	400	2 shirts per yr 4 emp
6300	Travel - Hatteras	860	555	900	1 trips to Hatteras/month/ 58.5 cents/mile
6440	Insurance	685	685	795	property, general liability,
6460	Telephone	3,515	3,433	3,600	local, long distance, internet
6500	Equipment	1,000	744	1,000	replacement computer as needed
6600	Cleaning/maint. Supplies	300	255	250	light bulbs, paper supplies
6610	Building Maintenance	900	875	500	repairs as needed
6700	Office Supplies	825	768	825	general office supplies, copy/fax paper, coffee supplies, water
	<b>Total - Welcome Ctr. H.I.</b>	<b>44,250</b>	<b>36,570</b>	<b>46,450</b>	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Outer Banks Welcome Center - Whalebone Junction</b>									
Account		Budget	Amended		Proposed				
Number	Title	2021-2022	Budget 2021-2022	Projected 2021-2022	Budget 2022-2023	Percent Change	Estimate FY23-24	Estimate FY24-25	Estimate FY25-26
5026	Salaries (part)	39,650	41,000	39,613	44,050	7.44%	45,372	46,733	48,135
5030	Payroll Taxes	3,430	3,550	3,426	3,810	7.32%	3,925	4,042	4,164
5060	Worker's Comp	65	65	65	80	23.08%	82	85	87
5080	Employee Relations	140	140	129	180	28.57%	180	180	180
5090	Training	100	100	100	100	0.00%	100	100	100
5110	Contracted Services	760	760	700	760	0.00%	750	750	750
6130	Uniforms	300	300	255	300	0.00%	300	300	300
6440	Insurance	685	685	685	795	16.06%	835	876	920
6460	Telephone	1,920	1,920	1,864	1,920	0.00%	1,958	1,998	2,038
6500	Equipment	1,000	800	744	1,000	25.00%	1,000	1,000	1,000
6600	Cleaning/Maint. Supplies	50	50	50	50	0.00%	50	50	50
6700	Office Supplies	500	800	767	600	-25.00%	500	500	500
Total - Welcome Ctr. Whalebone		48,600	50,170	48,398	53,645	6.93%	55,052	56,614	58,224
Projected under budget by									
				1,772					



**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Outer Banks Welcome Center - Whalebone</b>					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
5026	Salaries (part) - WB	41,000	39,613	44,050	2,720 hrs.
5030	Payroll Taxes - WB	3,550	3,426	3,810	7.65% of total payroll, plus SUTA
5060	Worker's Comp	65	65	80	employee injury coverage,
5080	Employee Relations	140	129	180	sickness, death in family, Christmas
5090	Training	100	100	100	employee orientation
5110	Contracted Services	760	700	760	Cleaner \$60/month, plus deep clean
6130	Uniforms	300	255	300	2 shirts per yr 3 emp
6440	Insurance	685	685	795	property, general liability
6460	Telephone - WB	1,920	1,864	1,920	local service, long distance
6500	Equipment	800	744	1,000	computer
6600	Cleaning/maint. Supplies	50	50	50	light bulbs, paper supplies
6700	Office Supplies	800	767	600	general office supplies, copy/fax paper, coffee supplies, water
	<b>Total - Welcome Ctr. WB.</b>	<b>50,170</b>	<b>48,398</b>	<b>53,645</b>	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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<b>Outer Banks Visitors Bureau</b>						
<b>Budget 2022-2023</b>						
<b>Restricted</b>						
<b>Account</b>		<b>Budget</b>	<b>Amended</b>		<b>Proposed</b>	
<b>Number</b>	<b>Title</b>	<b>2021-2022</b>	<b>Budget</b>	<b>Projected</b>	<b>Budget</b>	<b>Percent</b>
			<b>2021-2022</b>	<b>2021-2022</b>	<b>2022-2023</b>	<b>Change</b>
	Occupancy/Meals Tax 25%	1,840,950	1,873,627	2,692,912	1,948,969	4.0%
	Interest	23,000	23,000	7,791	23,000	0.0%
	Appropriated Fund Balance	4,196,002	4,196,002	3,353,040	6,053,743	44.3%
	<b>Total - Non Departmental</b>	<b>6,059,952</b>	<b>6,092,629</b>	<b>6,053,743</b>	<b>8,025,712</b>	<b>31.7%</b>

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

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Outer Banks Visitors Bureau					
Budget 2022-2023					
Restricted Fund					
Account		Projected	Recommended	Proposed	
Number	Title	Amount	FY 22-23	FY 22-23	Percent
		Allocated	Projects	Allocation	Change
		thru 5/31/22			
Revenues					
3210	Interest	7,791	0	23,000	195.2%
9930	Appropriation from Fund Balance	3,353,040	0	6,053,743	80.5%
9940	Occupancy/Meals Tax 25%	2,692,912	0	1,948,969	-27.6%
Total Revenues		6,053,743	0	8,025,712	32.6%
Expenditures					
Long Term Projects: 70% = \$1,364,278					
4503	Infrastructure NOTE #1	442,895	0	442,895	0.0%
4525	Event Site NOTE #2	3,587,686	1,264,278	4,851,964	35.2%
4585	Long-term Unappropriated NOTE #3	450,560	100,000	550,560	22.2%
Total Long Term Projects		4,481,141	1,364,278	5,845,419	30.4%
Short Term Projects: 30% = \$584,691, plus interest					
FY2020					
4650	TIG - Duck - Pedestrian Paths, Phase 4	147,806	0	147,806	0.0%
4652	TIG - Manteo - Manteo Town Common	0		0	#DIV/0!
		147,806	0	147,806	0.0%
FY2021					
4652	TIG - Manteo - Manteo Town Common, Phase II	150,000	0	150,000	0.0%
4655	TIG - KDH - Meekins Field	200,000	0	200,000	0.0%
4657	TIG - NH - Skate Park	30,000	0	30,000	0.0%
		380,000	0	380,000	
4660	TIG - Chicamacomico	38,760	0	38,760	
4662	TIG - NH - Epstein Beach Access	250,000	0	250,000	
4664	TIG - NC Coast Fed - Jockey's Ridge Shoreline	127,500	0	127,500	
4665	TIG - OB Forever - Aviation Trail	21,250	0	21,250	
5170	Traffic Control Hwy 158 & Hwy 12	12,240	0	12,240	0.0%
5160	Fireworks	76,581	55,000	131,581	71.8%
5140	25 % of audit	0	3,625	3,625	-
4999	FY2022 S-T Unappropriated NOTE #4	518,465	549,066	1,067,531	105.9%
		1,044,796	607,691	1,652,487	58.2%
Total Short Term Projects		1,572,602	607,691	2,180,293	38.6%
Total Expenditures		6,053,743	1,971,969	8,025,712	32.6%
Reconciliation Back to 5/31/22 Cash Balance					
Funds in the Banks @ 5/31/22				\$ 6,047,565	
Estimated Revenues - June 2022				130,216	
Budgeted FY 22-23 Revenues				1,971,969	
Total Proposed Expenditures				\$ 8,149,750	
Less Amounts to be Paid Out in 21-22				(124,038)	
Total Proposed Expenditures				\$ 8,025,712	

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Draft #3  
as of 6/10/2022

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>									
<b>Budget 2022-2023</b>									
<b>Travel Guide</b>									
Account		Original	Amended		Proposed				
<u>Number</u>	<u>Title</u>	<u>Budget</u>	<u>Budget</u>	<u>Projected</u>	<u>Budget</u>	<u>Percent</u>	<u>Estimate</u>	<u>Estimate</u>	<u>Estimate</u>
		<u>2021-2022</u>	<u>2021-2022</u>	<u>2021-2022</u>	<u>2022-2023</u>	<u>Change</u>	<u>FY23-24</u>	<u>FY24-25</u>	<u>FY25-26</u>
<b>Revenues</b>									
3209	Advertising	35,000	25,000	24,000	30,000	20.0%	30,900	31,827	32,782
3210	Interest	25	25	53	40	60.0%	40	40	40
	<b>Total Revenues</b>	<b>35,025</b>	<b>25,025</b>	<b>24,053</b>	<b>30,040</b>	<b>20.0%</b>	<b>30,940</b>	<b>31,867</b>	<b>32,822</b>
<b>Expenditures</b>									
5560	Production/Printing/Distribution	70,000	73,900	73,900	82,500	11.6%	90,750	93,473	96,277
6200	Freight	2,000	0	0	2,000	100.0%	2,200	2,266	2,334
	<b>Total Expenditures</b>	<b>72,000</b>	<b>73,900</b>	<b>73,900</b>	<b>84,500</b>	<b>14.3%</b>	<b>92,950</b>	<b>95,739</b>	<b>98,611</b>
	<b>Revenues Over (Under) Expenditures</b>	<b>-36,975</b>	<b>-48,875</b>	<b>-49,847</b>	<b>-54,460</b>		<b>-62,010</b>	<b>-63,872</b>	<b>-65,789</b>

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau Budget 2022-2023 Travel Guide					
Account Number	Title	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Justification
	Revenues:				
3209	Advertising	25,000	24,000	30,000	Based on prior year + additional two ads rate .25%
3210	Interest	25	53	40	
	Total Revenues	25,025	24,053	30,040	
	Expenditures:				
5560	Production/Printing/Distribution	73,900	73,900	82,500	Based on prior year plus inflation
6200	Freight	0	0	2,000	Based on prior year
	Total Expenditures	73,900	73,900	84,500	
		-48,875	-49,847	-54,460	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Page 10

<b>Outer Banks Visitors Bureau</b>						
<b>Budget 2022-2023</b>						
<b>Merchandise Sales</b>						
Account Number	Title	Budget 2021-2022	Amended Budget 2021-2022	Projected 2021-2022	Proposed Budget 2022-2023	Percent Change
	Revenues:					
3100	Sale of Merchandise	3,000	7,000	7,764	0	-100.00%
3210	Interest Income	125	125	189	0	-100.00%
	Total Revenues	3,125	7,125	7,953	0	-100.00%
	Projected under budget by					
	Expenditures:					
6710	Merchandise Purchased	1,950	5,200	5,175	0	-100.00%
6800	Bank Fees - Credit Cards	450	790	657	0	-100.00%
	Total Expenditures	2,400	5,990	5,832	0	-100.00%
	<b>Revenues Over (Under) Expenditures</b>	725	1,135	2,121	0	

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Merchandise Sales</b>					
<u>Account Number</u>	<u>Title</u>	<u>Amended Budget 2021-2022</u>	<u>Projected 2021-2022</u>	<u>Proposed Budget 2022-2023</u>	<u>Justification</u>
	Revenues:				
3100	Sale of Merchandise	7,000	7,764	0	Close out remaining inventory
3210	Interest	125	189	0	Interest on checking at .25%
	Total Revenues	7,125	7,953	0	
	Expenditures:				
6710	Merchandise Purchased	5,200	5,175	0	Write off remaining inventory
6800	Bank Fees - Credit Cards	790	657	0	Credit card processing fees, avg 3% + fees
	Total Expenditures	5,990	5,831	0	
	Revenue Over Expenditures	1,135	2,121	0	



**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

Outer Banks Visitors Bureau									
Budget 2022-2023									
Event Site Fund									
Account		Budget	Amended		Proposed				
Number	Title	2021-2022	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
			2021-2022	2021-2022	2022-2023	Change	FY23-24	FY24-25	FY25-26
	Revenues:								
3200	Event Rental Income	13,800	13,800	22,910	17,100	23.91%	19,100	20,200	22,000
3250	Lease income	45,600	45,600	45,828	45,600	0.00%	45,600	47,380	47,380
3220	Other Income	200	200	200	200	0.00%	200	200	200
3210	Interest Income	200	200	442	300	50.00%	150	100	100
9910	Transfer from General Fund	285,480	285,480	285,480	285,480	0.00%	430,264	460,892	447,851
9999	Unappropriated Funds	65,000	65,000	0	52,055	-19.92%	5,150	5,305	5,464
	Total Revenues	410,280	410,280	354,860	400,735	-2.33%	500,464	534,077	522,995
	Projected under budget by								
	Expenditures:								
5160	Event Development & Marketing	50,000	50,000	0	50,000	0.00%	50,000	50,000	24,000
5190	Other Professional Services	55,000	55,000	37,258	55,000	0.00%	90,000	92,700	104,751
6440	Insurance	8,550	8,550	8,555	9,950	16.37%	10,448	10,970	11,518
6580	Utilities	56,375	56,375	39,916	46,645	-17.26%	48,044	49,486	50,970
6610	Repairs & Maintenance	220,085	220,085	201,982	218,870	-0.55%	281,466	309,612	309,612
6700	Office Supplies	270	270	226	270	0.00%	300	300	300
9990	Other Expenses	20,000	20,000	6,489	20,000	0.00%	20,800	21,632	22,497
	Total Expenditures	410,280	410,280	294,426	400,735	-2.33%	501,057	534,700	523,649
	Revenues Over (Under) Expenditures	0	0	60,434	0		-593	-623	-654

**Fiscal Year 2022-2023**  
**Dare County Tourism Board**  
**Proposed Budget**

<b>Outer Banks Visitors Bureau</b>					
<b>Budget 2022-2023</b>					
<b>Event Site Fund</b>					
Account		Amended		Proposed	
<u>Number</u>	<u>Title</u>	<u>Budget</u>	<u>Projected</u>	<u>Budget</u>	<u>Justification</u>
		<u>2021-2022</u>	<u>2021-2022</u>	<u>2022-2023</u>	
	Revenues:				
3200	Event Rental Income	13,800	22,910	17,100	Based on Events on file: Seafood, Jeep Jam, Brewtag, OBX Rod, Carnival, Shredfest, Sumospeed, Fun Fair, Rod & Custom
3250	Lease Income	45,600	45,828	45,600	Adventure Park Lease
3220	Other Income	200	200	200	Miscellaneous income/security deposits
3210	Interest	200	442	300	Interest estimated at .25%
9910	Transfer from General Fund	285,480	285,480	285,480	To balance budget
9990	Unappropriated Funds	65,000	0	52,055	To balance budget
	Total Revenues	410,280	354,860	400,735	
	Expenditures:				
5160	Event Development	50,000	0	50,000	Expenses to develop & promote events at the site
5190	Other Professional Services	55,000	37,258	55,000	Surveying/Engineering/Site Work
6440	Insurance	8,550	8,555	9,950	Property Insurance and Liability for OBVB events
6580	Utilities	56,375	39,916	46,645	Electric/Water/WIFI/Security Event Site, Pam Jack
					Maintenance contract \$8,613/mo., \$20,200 mulch, \$20,000 plantings, pest control, cleaning, \$50,000 boardwalk maintenance \$10,000
6610	Repairs & Maintenance	220,085	201,982	218,870	additional for misc. maint
6700	Office Supplies	270	226	270	Check/Deposit Order
9990	Other Expenses	20,000	6,489	20,000	Unappropriated Other
	Total Expenditures	410,280	294,427	400,735	
	Revenue over Expenditures	0	60,434	0	

**Schedule A**  
**Fiscal Year 2022-2023**  
**Proposed Full-time Salaries**

[illegible]

**Schedule B**  
**Fiscal Year 2022-2023**  
**Proposed Part-time Salaries**

OUTER BANKS VISITORS BUREAU  
 BUDGET 2022- 2023  
 WAGES as of 7/1/22

PROMOTION							PY		Proposed	Proposed		TOTAL
2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	%Increase	Increase	2022-2023	HOURS	COSTS	
10.29	10.60	10.85	11.08	13.30	13.70	14.55	4.00%	5.50%	15.35	875	13431.47	
	9.00	9.20	9.39	11.25	11.60	13.30	4.00%	5.50%	14.05	875	12295.06	
14.95	15.40	15.75	16.08	18.10	18.65	19.80	4.00%	5.50%	20.90	800	16719.20	
16.72	17.22	17.60	17.97	20.25	20.85	22.05	4.00%	5.50%	23.25	1300	30228.58	
				25.17	25.95	27.50	4.00%	3.64%	28.50	990	28215.00	
						15.00	0.00%	86.67%	28.00	1300	36400.00	
9.00	9.00	9.00	9.00	10.50	10.50	12.25	3.00%	0.00%	12.25	900	11025.00	
										7040	148314.31	
WELCOME ABWC												
11.22	11.56	11.80	12.05	14.45	14.85	15.70	4.00%	5.50%	16.55			
9.74	10.03	10.25	10.75	14.00		14.00	4.00%	5.50%	14.75			
			9.00	10.80	11.15	13.30	4.00%	5.50%	14.05			
			9.00	10.80	11.15	13.30	4.00%	5.50%	14.05			
					10.25	13.00	4.00%	5.50%	13.75			
						16.50		5.50%	17.40			
						12.25		5.50%	12.90			
9.00	9.00	9.00	9.00	10.50	10.50	12.25	0.00%	0.00%	12.25			
WELCOME R.I.												
10.73	11.05	11.30	11.54	13.85	14.30	15.15	4.00%	5.50%	15.95			
10.64	10.96	11.20	11.44	13.70	14.10	14.95	4.00%	5.50%	15.75			
9.74	10.03	10.25	10.47	12.55	12.95	14.15	4.00%	5.50%	14.90			
					10.25	13.00	4.00%	5.50%	13.75			
					10.25	13.00	4.00%	5.50%	13.75			
					10.25	13.00	4.00%	5.50%	13.75			
	9.00	9.20	9.39	11.25	11.60	13.30	4.00%	5.50%	14.05			
9.00	9.00	9.00	9.00	10.50	10.50	12.25	0.00%	0.00%	12.25			
WHALEBONE												
11.78	12.13	12.40	12.66	15.20	15.65	16.60	4.00%	5.50%	17.50			
9.95	10.25		0.00	0.01	10.25	13.00	4.00%	5.50%	13.70			
10.06	10.36	10.60	10.82	13.00	13.40	14.65	4.00%	5.50%	15.45			
9.00	9.00	9.00	9.00	10.50	10.50	12.25	0.00%	0.00%	12.25			
HATTERAS												
11.01	11.34	11.60	11.84	14.20	14.60	15.50	4.00%	5.50%	16.35			
10.04	10.34	10.55	10.77	12.90	13.30	14.55	4.00%	5.50%	15.35			
		9.00	9.20	11.05	11.40	13.30	4.00%	5.50%	14.05			
9.00	9.00	9.00	9.00	10.50	10.50	12.25	0.00%	0.00%	12.25			

CPI for 2021 = 4.7%

**Schedule C**  
**Fiscal Year 2022-2023**  
**Estimated Group Insurance**

OUTER BANKS VISITORS BUREAU											
INSURANCE RATE final at 0% increase											
	<u>Estimated</u>				<u>ANNUAL</u>	<u>EMPLOYEE</u>	<u>EMPLOYER</u>	<u>EMPLOYER</u>	<u>EMPLOYEE</u>	<u>Employee</u>	<u>Employee</u>
	<u>Cost</u>	<u>Vision</u>	<u>LIFE</u>	<u>TOTAL</u>	<u>COST</u>	<u>COST 20%</u>	<u>MONTHLY</u>	<u>ANNUAL</u>	<u>PAYS</u>	<u>Monthly</u>	<u>Annual</u>
						<u>OF FAMILY</u>	<u>COSTS</u>	<u>COSTS</u>	<u>DENTAL</u>	<u>Costs</u>	<u>Costs</u>
EMPLOYEE	700.00	7.00	7.00	714.00	8,568.00		714.00	8,568.00	29.00	29.00	348.00
EMPLOYEE & CHILDREN	1,261.00	13.00	8.06	1,282.06	15,384.72	106.20	1,175.86	14,110.32	61.00	167.20	2006.40
EMPLOYEE & FAMILY	2,102.00	20.00	8.06	2,130.06	25,560.72	275.80	1,854.26	22,251.12	61.00	336.80	4041.60
EMPLOYEE	700.00	7.00	7.00	714.00	8,568.00		714.00	8,568.00	29.00	29.00	348.00
EMPLOYEE	700.00	7.00	8.06	715.06	8,580.72		715.06	8,580.72	29.00	29.00	348.00
EMPLOYEE & FAMILY	2,102.00	20.00	8.06	2,130.06	25,560.72	275.80	1,854.26	22,251.12	76.00	351.80	4221.60
EMPLOYEE	700.00	7.00	7.00	714.00	8,568.00		714.00	8,568.00	29.00	29.00	348.00
EMPLOYEE & FAMILY	2,102.00	20.00	8.06	2,130.06	25,560.72	275.80	1,854.26	22,251.12	76.00	351.80	4221.60
EMPLOYEE & CHILDREN	1,261.00	13.00	8.06	1,282.06	15,384.72	106.20	1,175.86	14,110.32	61.00	167.20	2006.40
Retirement-MEDICARE SUPP	348.00		0.00	348.00	4,176.00		348.00	4,176.00	0.00	0.00	0.00
Retirement-MEDICARE SUPP	348.00		0.00	348.00	3,480.00		348.00	4,176.00	0.00	0.00	0.00
MEDICARE SUPPLEMENT	348.00		0.00	348.00	4,176.00		348.00	4,176.00	0.00	0.00	0.00
MEDICARE SUPPLEMENT	348.00	0.00	0.00	348.00	4,176.00		348.00	4,176.00	65.00	65.00	780.00
MEDICARE SUPPLEMENT	348.00		0.00	348.00	4,176.00		348.00	4,176.00	0.00	0.00	0.00
TOTAL	13,368.00		69.36	13,551.36	161,920.32	1,039.80	12,511.56	150,138.72	516.00	1,555.80	18,669.60
ABWC								4,176.00			
PROMOTION								145,962.72			
								150,138.72			

**Schedule D**  
**Fiscal Year 2022-2023**

**OUTER BANKS VISITORS BUREAU      Estimated Insurance**  
**INSURANCE - PROPERTY, CASUALTY AND WORKER'S COMPENSATION**  
**Final For 2022-2023**

7/1/2022

<u>COVERAGE</u>	<u>PERIOD</u>	<u>Current COST</u>	<u>INCREASE</u>	<u>PROJECTED COST</u>
FLOOD CAPITAL CITY INSURANCE CO.	9/4/21-9/4/22	1,691.00	3%	1,741.73
WORKER'S COMPENSATION NCLM RICK MGMT. AGENCY	7/1/21-7/1/22	2,015.00	3.2%	2,079.10
PROPERTY AND LIABILITY	7/1/21-7/1/22	37,821.11	12.6%	42,584.00
TOTAL		41,527.11		46,404.83
Governing/5003 Directors Coverage		2,801.00		
Promo/5060 Worker's Comp.		1,704.10		78.00%
Promo/6440 Insurance		20,283.00		
		1,741.73 Flood		
ABWC/5060 Worker's Comp.		150.00		11.00%
ABWC/6440 Insurance		3,185.00		
RIWC/5060 Worker's Comp		110.00		5.00%
RIWC/6440 Insurance		4,775.00		
HIWC/5060 Worker's Comp		35.00		3.00%
HIWC/6440 Insurance		795.00		
WBWC/5060 Worker's Comp		80.00		3.00%
WBWC/6440 Insurance		795.00		
EVENT SITE		9,950.00		
		46,404.83		
<b>Allocate W/C</b>				
<b>Payroll for Calendar Year 2021</b>		%		2,079.10
Aycock Brown Payroll	72882	0.07		149
RI Payroll	54390	0.05		111
Hatteras Payroll	16318	0.02		33
Whalebone Payroll	40107	0.04		82
Promo Payroll	835623	0.82		1,704
	1019320			
<b>Allocate P&amp;L Insurance</b>				
Governing Directors		2,801.00		
Event Site	25%	9,945.75		
ABWC	8%	3,182.64		
RIWC	12%	4,773.96		
HIWC	2%	795.66		
WBWC	2%	795.66		
Promo	51%	20,289.33		
		42,584.00		

**Schedule E**  
**Fiscal Year 2022-2023**  
**Proposed ABWC Part-time**

**OUTER BANKS VISITORS BUREAU**  
**PAYROLL**  
**2022-2023**

**Aycock Brown**

<u>2022</u>	<u>DAYS</u>	<u>STAFF ON</u>	<u>STAFF DAYS</u>	<u>STAFF HOURS</u>	<u>TOTAL HOURS</u>	<u>HOURLY WAGE</u>	<u>TOTAL COSTS</u>	
JULY	10	3	30	8.5	255	14.78	3,768.54	
	21	2	42	8.5	357	14.78	5,275.95	
AUGUST	8	3	24	8.5	204	14.78	3,014.83	
	21	2	42	8.5	357	14.78	5,275.95	
SEPTEMBER	30	2	60	8.5	510	14.78	7,537.07	
OCTOBER	31	2	62	8.5	527	14.78	7,788.31	
NOVEMBER	30	2	60	8.5	510	14.78	7,537.07	
DECEMBER	30	2	60	8.5	510	14.78	7,537.07	
<u>2023</u>								
JANUARY	31	2	62	8.5	527	14.78	7,788.31	
FEBRUARY	28	2	56	8.5	476	14.78	7,034.60	
MARCH	31	2	62	8.5	527	14.78	7,788.31	
APRIL	30	2	60	8.5	510	14.78	7,537.07	Easter is 4/9
MAY	23	2	46	8.5	391	14.78	5,778.42	
	8	3	24	8.5	204	14.78	3,014.83	
JUNE	8	3	24	8.5	204	14.78	3,014.83	
	22	2	44	8.5	374	14.78	5,527.19	
					6443		95,218.34	
HOLIDAY PAY (10 holidays)					170	7.39	1,256.30	
One employee at \$17.40					1326	2.62	3,474.12	
Total 2022-2023					6443		99,948.76	

**Schedule F**  
**Fiscal Year 2022-2023**  
**Proposed RIWC Part-time**

**OUTER BANKS VISITORS BUREAU**  
**PAYROLL RIWC**  
**2022-2023**

**RIWC**

<u>2022</u>	<u>DAYS</u>	<u>STAFF ON</u>	<u>STAFF DAYS</u>	<u>STAFF HOURS</u>	<u>TOTAL HOURS</u>	<u>HOURLY WAGE</u>	<u>TOTAL COSTS</u>
JULY	21	2	42	8.5	357	14.56	5,196.90
	10	2	20	8.5	170	14.56	2,474.71
AUGUST	21	2	42	8.5	357	14.56	5,196.90
	8	2	16	8.5	136	14.56	1,979.77
SEPTEMBER	8	2	16	8.5	136	14.56	1,979.77
	22	1.5	33	8.5	280.5	14.56	4,083.28
OCTOBER	21	1.5	31.5	8.5	267.75	14.56	3,897.68
	10	2	20	8.5	170	14.56	2,474.71
NOVEMBER	8	2	16	8.5	136	14.56	1,979.77
	21	1	21	8.5	178.5	14.56	2,598.45
DECEMBER	9	2	18	8.5	153	14.56	2,227.24
	21	1	21	8.5	178.5	14.56	2,598.45
 <u>2023</u>							
JANUARY	9	2	18	8.5	153	14.56	2,227.24
	22	1	22	8.5	187	14.56	2,722.19
FEBRUARY	8	2	16	8.5	136	14.56	1,979.77
	20	1	20	8.5	170	14.56	2,474.71
MARCH	8	2	16	8.5	136	14.56	1,979.77
	23	1	23	8.5	195.5	14.56	2,845.92
APRIL	10	2	20	8.5	170	14.56	2,474.71
	20	1.5	30	8.5	255	14.56	3,712.07
MAY	8	2	16	8.5	136	14.56	1,979.77
	23	2	46	8.5	391	14.56	5,691.84
JUNE	22	2	44	8.5	374	14.56	5,444.37
	8	2	16	8.5	136	14.56	1,979.77
					<u>4959.75</u>		<u>72,199.79</u>
One staff at \$15.95					500	1.39	695.00
HOLIDAY PAY					170	7.28	<u>1,237.60</u>
TOTAL 2022-2023					4959.75		74,132.39



**Schedule G**  
**Fiscal Year 2022-2023**  
**Proposed HIWC Part-time**

OUTER BANKS VISITORS BUREAU  
 PAYROLL HATTERAS  
 2022-2023

<b><u>HATTERAS</u></b>							
<b><u>2022</u></b>	<b><u>DAYS</u></b>	<b><u>STAFF ON</u></b>	<b><u>STAFF DAYS</u></b>	<b><u>STAFF HOURS</u></b>	<b><u>TOTAL HOURS</u></b>	<b><u>HOURLY WAGE</u></b>	<b><u>TOTAL COSTS</u></b>
JULY	31	1	31	8	248	14.52	3,600.96
AUGUST	31	1	31	8	248	14.52	3,600.96
SEPTEMBER	30	1	30	8	240	14.52	3,484.80
OCTOBER	31	1	31	8	248	14.52	3,600.96
NOVEMBER	30	1	29	8	232	14.52	3,368.64
DECEMBER	0	0	0	8	0	14.52	0.00
<b><u>2023</u></b>							
JANUARY	0	0	0	8	0	14.52	0.00
FEBRUARY	0	0	0	8	0	14.52	0.00
MARCH	31	1	31	8	248	14.52	3,600.96
APRIL	30	1	30	8	240	14.52	3,484.80
MAY	31	1	31	8	248	14.52	3,600.96
JUNE	30	1	30	8	<u>240</u>	14.52	<u>3,484.80</u>
					2192		31,827.84
HOLIDAY PAY (6 holidays)					51	7.26	370.26
One employee at \$16.3					550	1.83	<u>1,006.50</u>
TOTAL 2022-2023					2192		33,204.60

**Schedule H**  
**Fiscal Year 2022-2023**  
**Whalebone Proposed Part-time**

**OUTER BANKS VISITORS BUREAU**  
**PAYROLL WHALEBONE**  
**2022-2023**

**WHALEBONE**

<b><u>2022</u></b>	<b><u>DAYS</u></b>	<b><u>STAFF ON</u></b>	<b><u>STAFF DAYS</u></b>	<b><u>STAFF HOURS</u></b>	<b><u>TOTAL HOURS</u></b>	<b><u>HOURLY WAGE</u></b>	<b><u>TOTAL COSTS</u></b>
JULY	31	1	31	8.5	263.5	15.55	4,097.43
AUGUST	31	1	31	8.5	263.5	15.55	4,097.43
SEPTEMBER	30	1	30	8.5	255	15.55	3,965.25
OCTOBER	31	1	31	8.5	263.5	15.55	4,097.43
NOVEMBER	30	1	29	8.5	246.5	15.55	3,833.08
DECEMBER	31	1	30	8.5	255	15.55	3,965.25
<b><u>2023</u></b>							
JANUARY	8	1	8	8.5	68	15.55	1,057.40
FEBRUARY	8	1	8	8.5	68	15.55	1,057.40
MARCH	31	1	31	8.5	263.5	15.55	4,097.43
APRIL	30	1	30	8.5	255	15.55	3,965.25
MAY	31	1	31	8.5	263.5	15.55	4,097.43
JUNE	30	1	30	8.5	255	15.55	3,965.25
					2720		42,296.00
HOLIDAY PAY (9 holidays)					76.5	7.78	84.28
ONE STAFF AT 17.5					850	1.95	1,657.50
TOTAL 2022-2023					2720		44,037.78

## Marketing Dashboard

thru May 2022

	<u>FY 21/22</u>	<u>FY 20/21</u>	<u>Diff</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	57,692	44,601	13,091	29%
Completed Video Views	23,289,994	18,658,991	4,631,003	25%
Total Visits to Website	3,697,401	2,871,187	826,214	29%
Online Communities				
Email Subscribers	240,711	290,338	-49,627	-17%
Facebook	716,122	716,736	-614	0%
Twitter	42,198	40,400	1,798	4%
Instagram	127,164	116,000	11,164	10%
Pinterest	<u>22,800</u>	<u>21,103</u>	<u>1,697</u>	<u>8%</u>
Online Communities Subtotal	1,148,995	1,184,577	-35,582	-3%

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### Devices MAY 2022

Mobile	70%
Desktop	27%
Tablet	3%



## CAMPAIGN SUMMARY



HOFFMAN YORK

*The Outer Banks®*  
VISITORS BUREAU

## CONSIDERATIONS

- FY21-22 Spring-Summer campaign concluded at the end of May across the HYTD, Sojern, Jun Group, Pandora and Teads.
- Nearly 1.9 million sessions have been delivered from December-May - Website activity is pacing ahead to deliver the Spring-Summer goal of 2.2MM sessions by July 2022.
- FY21-22 paid Impressions, video views, website sessions and conversions have increased compared to the previous fiscal year.
- A variety of landing pages had traffic increases MoM including, Travel Guide, Webcams, Hotels and Motels, Lighthouses, eNewsletter Sign Up.
  - Travel Guide was one of the top pages in May - Of users that went onto another page, 50% completed the request and went to the Thank You Page.
- For FY21-22 to date, NC, VA, PA, NY, OH and MD/D.C. are the top states for Outerbanks.org sessions with all delivering Increases YOY (compared to Jul 2020 - May 2021).
  - D.C., Norfolk, New York, Raleigh, Philadelphia and Charlotte were top metros.
- Active media for May includes: CTV, Video, Digital Audio, Rich Media, Native Video, Native Display and Banner Display Spring-Summer efforts, OTA continuity efforts, native article promotions and remarketing, search efforts across Google and Bing, email marketing, and social media (managed by Ignite Social).

Overview of below sections:

- May 2022 Overview reviews YOY change (v. May 2021) while Fiscal Year Overview reviews YOY change from FY20-21 (July 2020 - May 2021).
- Charts below are either "Month Of" (May data) or "Trending" (variable timeframe).

## MAY 2022 OVERVIEW

- The Spring-Summer paid media activity concluded at the end of May - Continuity OTA, SEM, newsletter email, workflow email, and native remarketing efforts have continued since their launch at the start of the fiscal year.
- Paid impressions, video views and website sessions continue to outpace the previous year, while conversions aren't as strong as they were in May 2021.
- Email sends increased from May 2021 as the consumer marketing list continues to grow and the third Sunset Program email was sent this month.

Note: All comparisons shown are to May 2021.

### Paid Impressions

8,614,521

(Custom Range: 8,609,609)  
▲ 0.06% (4,912)

### Paid Video Views

2,352,504

(Custom Range: 2,078,743)  
▲ 13.17% (273,761)

### Website Sessions

381,982

(Custom Range: 347,138)  
▲ 10.04% (34,844)

### Website Conversions (All)

37,223

(Custom Range: 57,214)  
▼ -34.94% (-19,991)

### Email Sends

268,815

(Custom Range: 244,322)  
▲ 10.02% (24,493)

### Lodging & Restaurant Listings Conversions

21,566

(Custom Range: 33,149)  
▼ -34.94% (-11,583)

## FISCAL YEAR OVERVIEW

Note: All comparisons shown are to the previous fiscal year (July 2020 - May 2021).

### Paid Impressions

103,736,601

(Custom Range: 88,313,381)  
▲ 17.46% (15,423,220)

### Paid Video Views

23,289,994

(Custom Range: 18,658,991)  
▲ 24.82% (4,631,003)

### Website Sessions

3,697,403

(Custom Range: 2,843,598)  
▲ 30.03% (853,805)

### Website Conversions (All)

412,368

(Custom Range: 382,640)  
▲ 7.77% (29,728)

### Email Sends

3,056,542

(Custom Range: 3,092,250)  
▼ -1.15% (-35,708)

### Lodging & Restaurant Listings Conversions

245,110

(Custom Range: 226,165)  
▲ 8.38% (18,945)

## EMAIL MARKETING INSIGHTS

- 268K emails were sent this month with over 156K sent to the consumer marketing contacts who received the May 2022 newsletter.
- The May consumer marketing email and the third sunset program email delivered similar CTRs this month.
  - This month's sunset program email reengaged another 2K users.
- All workflows delivered strong CTR performances this month at low send volumes - The Foodie and Active Vacationer workflows delivered the strongest performance in May.

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

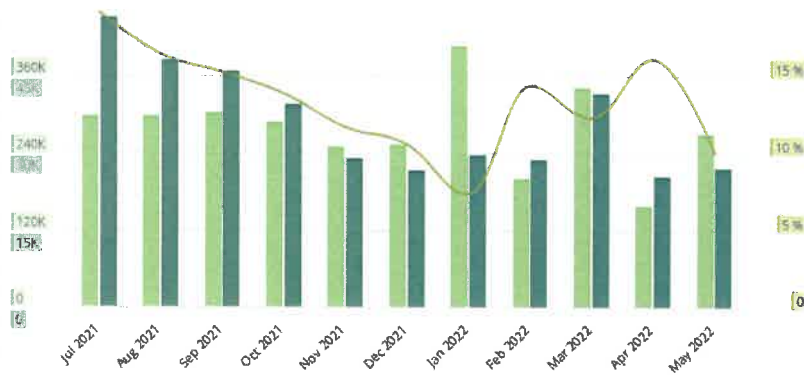
Message Send Name	Sends	Opens ↓	Open Rate	Clicks	CTR (Opens)
may 2022 obx email	156,226	24,091	15.42 %	3,809	15.81 %
sunset program - may 2022 email	110,259	2,084	1.89 %	364	17.47 %
foodie workflow 3.0	573	209	36.47 %	121	57.89 %
family workflow 3.0	547	172	31.44 %	70	40.70 %
art, history and culture workflow 3.0	498	152	30.52 %	59	38.82 %
active vacationer workflow 3.0	262	89	33.97 %	48	53.93 %
fishing workflow 3.0	296	81	27.36 %	34	41.98 %
camping/rv workflow 3.0	154	52	33.77 %	24	46.15 %
<b>Total</b>	<b>268,815</b>	<b>26,930</b>	<b>10.02 %</b>	<b>4,529</b>	<b>16.82 %</b>

1 - 8 of 8 items



### Email Sends v. Opens - Trending

Message Sends Message Total Opens Message Open Rate



### Top Pages Visited - Month Of

Web Analytics Page Path	Page Views	Visits ↓	Visitor Bounce Rate
/plan-your-trip/	1,934	1,353	27.05 %
/blog/post/	1,747	1,075	44.19 %
/plan-your-trip/travel-guide/	1,361	575	39.30 %
/event/outer-banks-rum-festival/	610	528	55.49 %
/tortiyahssweepstakes/	534	460	23.48 %
/event/rogallo-kite-festival/	525	354	58.47 %
/	481	332	55.12 %
/places-to-stay/cottage-courts/	484	324	30.86 %
/plan-your-trip/getting-here-an...	624	205	41.46 %
/plan-your-trip/webcams/	304	173	72.83 %
/plan-your-trip/weather-and-se...	242	143	64.34 %
<b>Total</b>	<b>11,512</b>	<b>6,383</b>	<b>42.63 %</b>

1 - 25 of 25 items

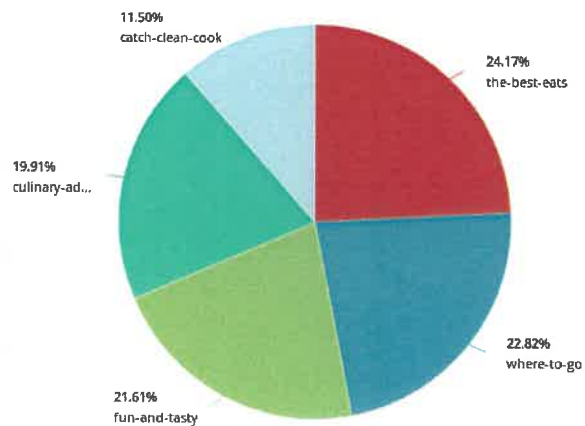


## PAID PERFORMANCE

- FY21-22 Spring-Summer campaign concluded at the end of May, delivering over 50 million impressions and 191K clicks to date.
  - All placements delivered in full as planned.
- Native Remarketing efforts continued in May supporting culinary blog content - Efforts will continue in June as part of the Spring-Summer portion of the Continuity campaign.
- The placement driving to the Catch, Clean, Cook the Freshest Seafood on the Outer Banks blog post drove the strongest performance this month, with all other placements delivering similar performances to each other.
- TripAdvisor performance has improved since transitioning to Native Display only, however, VRBO continues to drive significantly stronger OTA performance.
  - HY will continue to focus on Native Display with TripAdvisor and look for new opportunities to incorporate into future efforts.
- HY continued to optimize the performance of HYTD CTV/Video/Audio campaigns which all delivered completion rates of 90%+.
- Spring-Summer Native and Banner display across the HYTD and Sojern met or exceeded the previous year's benchmarks.
- High Impact placements across JunGroup, Pandora, and Teads delivered the strongest CTR performances throughout the Spring-Summer campaign - HY plans to maintain the presence of these partners in future seasonal efforts.

### Native Article Promotions - Month Of Delivery

Impressions



### Native Article Promotion - Media Performance - Month Of

creative	# Impressions ↓	Clicks	CTR	CPC	# Media Spend
the-best-eats	107,681	84	0.08 %	\$6.97	\$586
where-to-go	101,652	114	0.11 %	\$5.02	\$573
fun-and-tasty	96,267	75	0.08 %	\$7.07	\$530
culinary-adventure	88,681	78	0.09 %	\$6.36	\$496
catch-clean-cook	51,234	106	0.21 %	\$2.29	\$243
<b>Total</b>	<b>445,515</b>	<b>457</b>	<b>0.10 %</b>	<b>\$5.31</b>	<b>\$2,428</b>

1 - 5 of 5 items

← →

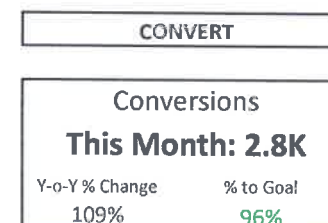
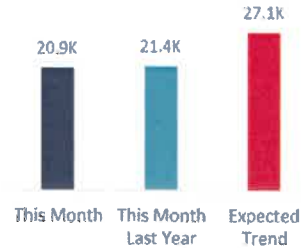
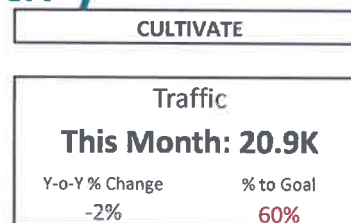
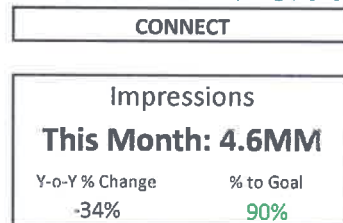
### Native Article Promotion Performance - Website Analytics - Month Of

Web Analytics Page Path	# Visits ↓	Visitor Bounce Rate	Time On Site Avg.
/blog/post/	390	83.08 %	30
/	6	66.67 %	215
<b>Total</b>	<b>396</b>	<b>82.83 %</b>	<b>33</b>

1 - 2 of 2 items

← →

# Executive Summary



## Monthly Highlights:

- Increased reallocation of funds to conversion ads resulted in an increase from 93% to goal trend in April to 96% in May.
- Even with reallocated funds from care ads, previous performance contributed to the month ending 4% above trend to goal.
- May saw the conclusion of support for HVOO which generated 148% more impressions and 156% more link clicks than estimated.

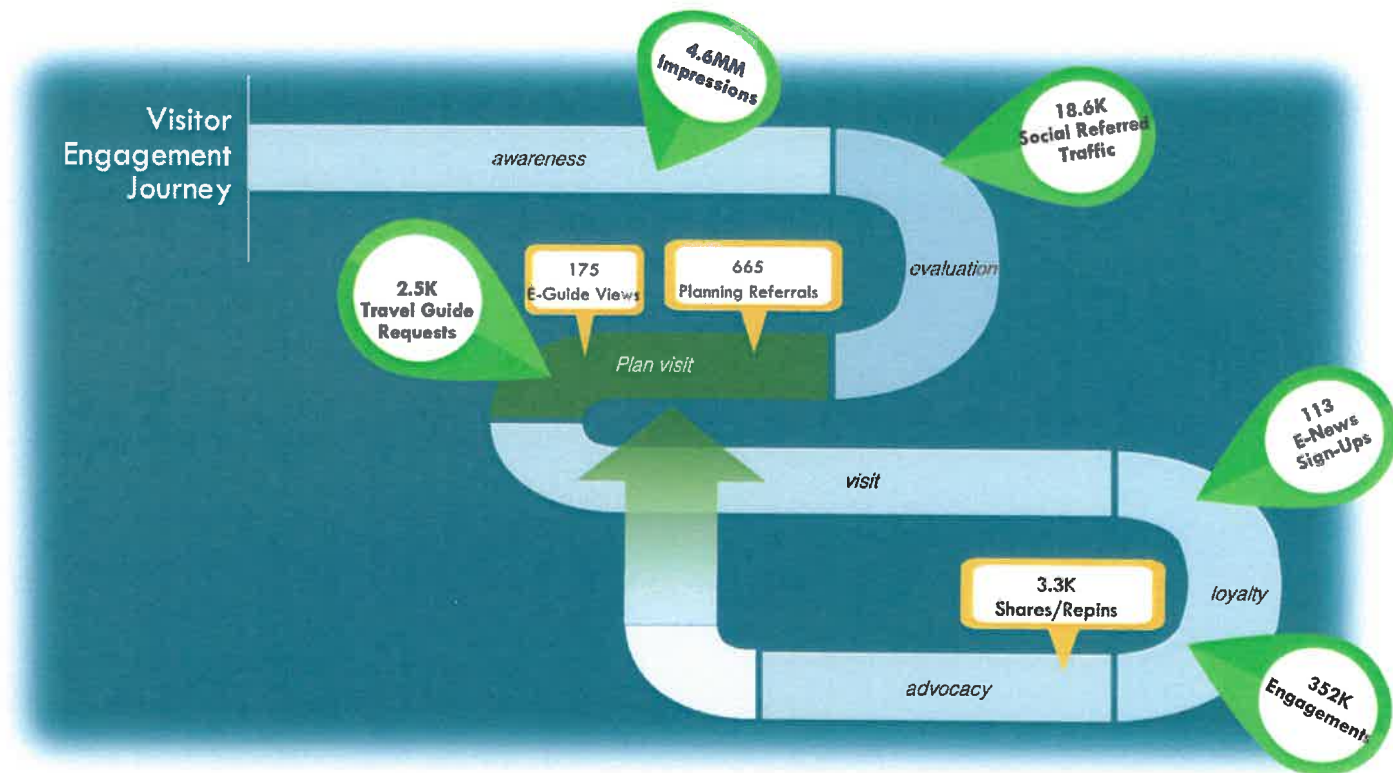
## Recommendations/Next Steps:

- Continue to identify categorical opportunities for promotion.
- Continue developing blog content to pair with niche interests and opportunities.



# Visitor Journey

The Outer Banks  
OF NORTH CAROLINA



## Visitation Figures at Key Sites

2018-2022

<b>Aquarium</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	6,211	5,449	6,630	7,125	4,245
February	5,503	6,341	7,174	6,971	7,264
March	16,156	14,677	closed	14,701	16,366
April	27,082	30,661	closed / C19	27,548	34,144
May	30,798	28,105	closed / C19	37,345	n/a
June	51,932	47,393	closed / C19	57,052	
July	64,701	54,351	closed / C19	55,417	
August	50,009	52,192	closed / C19	48,293	
September	19,469	19,788	14,619	31,026	
October	15,057	16,088	15,465	18,880	
November	9,824	9,110	7,586	11,339	
December	6,612	6,708	6,358	8,064	
<i>YTD</i>	85,750	85,233	13,804	93,690	62,019
<b>TOTAL</b>	303,354	290,863	57,832	323,761	62,019

<b>Bodie Island Lighthouse Climbers</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	1,617	2,035	closed / C19	n/a	650
May	2,959	5,009	closed / C19	2,799	2,362
June	5,006	5,355	closed / C19	4,330	
July	5,428	4,458	closed / C19	3,854	
August	5,390	5,201	closed / C19	3,802	
September	3,464	3,644	closed / C19	3,799	
October	1,251	2,264	closed / C19	7,621	
November	closed	closed	closed	closed	
December	closed	closed	closed	closed	
<i>YTD</i>	4,576	7,044	0	2,799	3,012
<b>TOTAL</b>	25,115	27,966	0	26,205	3,012

<b>Cape Hatteras N.S.</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	60,934	72,767	81,816	86,991	65,346
February	76,818	72,796	76,105	78,269	69,534
March	179,199	135,597	109,749	169,278	147,652
April	175,377	205,590	66,422	254,366	211,064
May	248,423	263,356	208,837	316,898	269,958
June	389,722	384,260	399,364	447,760	
July	405,038	438,846	451,849	491,061	
August	387,698	398,662	387,379	427,384	
September	250,105	243,139	345,249	390,994	
October	201,269	188,710	259,618	274,997	
November	135,634	122,516	167,925	161,115	
December	80,171	81,393	91,064	106,943	
<i>YTD</i>	740,751	750,106	542,929	905,802	763,554
<b>TOTAL</b>	2,590,388	2,607,632	2,645,377	3,206,056	763,554

<b>Cape Hatteras Lighthouse Climbers</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	5,249	7,052	closed / C19	closed for renovations	closed
May	13,233	14,215	closed / C19		closed
June	22,133	21,203	closed / C19		
July	21,294	24,552	closed / C19		
August	22,901	20,615	closed / C19		
September	8,435	7,218	closed / C19		
October	2,887	3,838	closed / C19		
November	closed	closed	closed		
December	closed	133	closed		
<i>YTD</i>	18,482	21,267	0	0	0
<b>TOTAL</b>	96,132	98,826	0	0	0

<b>Cape Hatteras VC</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	6,977	8,529	8,402	9,260	7,176
February	9,563	7,995	9,509	10,541	10,540
March	16,975	18,233	9,325	28,472	24,426
April	36,966	42,730	closed / C19	47,836	45,277
May	48,438	49,270	closed / C19	51,770	41,164
June	61,704	60,647	48,033	60,008	
July	59,481	68,815	3,183	57,051	
August	55,458	57,358	57,358	52,315	
September	32,289	33,507	2,727	51,699	
October	35,359	39,936	2,179	45,281	
November	17,890	16,802	1,130	21,308	
December	6,612	7,427	656	13,325	
<i>YTD</i>	118,919	126,757	27,236	147,879	128,583
<b>TOTAL</b>	387,712	411,249	142,502	448,866	128,583

<b>Fort Raleigh</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	3,743	5,230	5,565	4,447	5,111
February	5,972	5,324	5,948	3,340	7,838
March	11,579	9,369	6,550	14,752	13,394
April	15,943	17,688	5,933	24,338	24,040
May	37,807	31,409	6,544	38,667	33,801
June	49,057	48,014	17,432	56,080	
July	48,039	43,000	24,681	51,192	
August	42,799	37,729	20,427	34,891	
September	14,071	18,817	19,826	24,048	
October	18,260	15,208	19,779	18,827	
November	9,044	9,860	11,524	12,973	
December	4,685	6,491	9,310	10,004	
<i>YTD</i>	75,044	69,020	30,540	85,544	84,184
<b>TOTAL</b>	260,999	248,139	153,519	293,559	84,184

## Visitation Figures at Key Sites

2018-2022

<b>Hatteras Ferry-Vec.</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	4,127	6,080	7,223	9,240	5,239
February	6,260	5,873	6,643	6,886	6,751
March	8,989	9,895	6,844	13,487	11,177
April	19,012	20,157	3,107	26,365	17,859
May	28,631	29,121	10,954	29,562	19,937
June	34,490	32,773	26,046	33,664	
July	36,433	37,277	31,315	33,370	
August	35,337	33,009	25,138	30,832	
September	12,471	normal	23,255	25,694	
October	20,723	operations	24,150	22,579	
November	10,445	suspended	12,687	11,993	
December	7,523	6,377	8,072	7,921	
<i>YTD</i>	<i>67,019</i>	<i>71,126</i>	<i>34,771</i>	<i>85,540</i>	<i>60,963</i>
<b>TOTAL</b>	<b>224,441</b>	<b>180,562</b>	<b>185,434</b>	<b>251,593</b>	<b>60,963</b>

<b>Hatteras Ferry-Passn.</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	7,179	10,908	12,123	15,779	8,665
February	10,838	9,864	10,862	11,302	11,408
March	18,149	19,534	11,238	27,486	22,220
April	42,282	46,601	3,901	60,168	39,671
May	67,773	69,880	22,164	69,279	44,979
June	91,798	89,989	64,847	87,680	
July	84,989	102,724	78,949	87,937	
August	65,045	89,544	62,060	79,811	
September	29,756	normal	54,567	60,598	
October	46,085	operations	53,815	50,149	
November	20,695	suspended	26,716	24,025	
December	12,173	10,972	15,465	15,033	
<i>YTD</i>	<i>146,221</i>	<i>156,787</i>	<i>60,288</i>	<i>184,014</i>	<i>126,943</i>
<b>TOTAL</b>	<b>496,762</b>	<b>450,016</b>	<b>416,707</b>	<b>589,247</b>	<b>126,943</b>

<b>PASSENGER ONLY FERRY</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
May	2,487	closed / C19	not in service	2,513
June	8,474	closed / C19	2,153	
July	10,023	3,865	7,380	
August	6,738	2,517	6,069	
September	377	977	986	
<i>YTD</i>	<i>2,487</i>	<i>0</i>	<i>0</i>	<i>2,513</i>
<b>TOTAL</b>	<b>28,099</b>	<b>7,359</b>	<b>16,588</b>	<b>2,513</b>

<b>Jennette's Pier</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	1,580	2,841	2,347	2,185	1,241
February	3,013	2,034	2,665	1,539	2,448
March	6,922	6,836	2,057	5,588	6,775
April	13,995	18,388	closed / C19	13,738	17,446
May	18,836	21,904	closed / C19	19,804	17,229
June	29,537	28,646	17,971	29,200	
July	31,231	30,264	24,395	29,536	
August	28,879	27,835	20,186	24,219	
September	16,193	17,084	19,481	21,257	
October	13,490	13,924	14,695	16,355	
November	5,311	6,107	6,044	5,910	
December	3,036	3,049	2,841	3,823	
<i>YTD</i>	<i>44,346</i>	<i>52,003</i>	<i>7,069</i>	<i>42,854</i>	<i>45,139</i>
<b>TOTAL</b>	<b>172,023</b>	<b>178,912</b>	<b>112,682</b>	<b>173,154</b>	<b>45,139</b>

<b>Jockey's Ridge</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	25,715	43,643	46,599	63,060	24,104
February	45,675	41,002	41,353	48,592	29,103
March	97,124	91,709	77,429	143,487	59,776
April	160,319	185,915	36,610	219,486	112,716
May	173,037	207,310	142,408	239,429	n/a
June	237,981	278,919	310,144	263,639	
July	259,985	301,325	370,796	223,242	
August	199,731	261,821	286,440	202,013	
September	116,082	116,675	246,985	184,791	
October	85,864	106,212	181,676	123,665	
November	52,261	64,446	114,783	70,231	
December	37,334	51,261	78,753	52,163	
<i>YTD</i>	<i>501,870</i>	<i>569,579</i>	<i>344,399</i>	<i>714,054</i>	<i>225,699</i>
<b>TOTAL</b>	<b>1,491,108</b>	<b>1,750,238</b>	<b>1,933,976</b>	<b>1,833,798</b>	<b>225,699</b>

<b>R.I. Festival Park</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	closed	closed	closed	562	613
February	closed	291	1751	702	758
March	7,259	5,613	n/a	2,416	2,701
April	11,169	11,462	closed / C19	6,849	10,560
May	10,878	12,575	closed / C19	6,742	8,708
June	14,906	11,385	4,141	10,550	
July	13,808	15,399	6,256	15,037	
August	10,594	9,217	4,753	9,645	
September	4,382	4,728	5,067	6,869	
October	11,752	6,910	5,431	12,593	
November	2,539	3,642	2,946	3,878	
December	2,182	2,056	1,802	5,304	
<i>YTD</i>	<i>29,306</i>	<i>29,941</i>	<i>1,751</i>	<i>17,271</i>	<i>23,340</i>
<b>TOTAL</b>	<b>89,469</b>	<b>83,278</b>	<b>32,147</b>	<b>81,147</b>	<b>23,340</b>

<b>Wright Bros. N.M.</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	4,123	1,277	8,213	10,949	6,627
February	8,100	7,318	9,054	7,995	9,845
March	21,600	22,091	9,953	27,307	25,958
April	35,919	44,568	1,183	51,280	50,571
May	43,123	48,488	12,909	57,065	45,770
June	53,965	57,921	34,545	67,723	
July	62,346	68,666	44,768	72,772	
August	57,973	63,836	42,229	63,953	
September	24,829	27,828	42,019	45,575	
October	27,771	30,051	38,649	40,145	
November	16,587	16,697	20,608	22,251	
December	3,797	11,394	13,833	15,177	
<i>YTD</i>	<i>112,865</i>	<i>123,742</i>	<i>41,312</i>	<i>154,596</i>	<i>138,771</i>
<b>TOTAL</b>	<b>360,133</b>	<b>400,135</b>	<b>277,963</b>	<b>482,192</b>	<b>138,771</b>

**Motorcoach Figures**

<b>Wright Bros. N.M.</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
January	1	0	1	0	0
February	1	4	1	0	1
March	39	37	6	0	9
April	66	107	closed / C19	3	15
May	74	96	0	2	21
June	10	18	0	8	
July	10	6	0	2	
August	7	15	2	3	
September	8	13	0	5	
October	8	26	2	5	
November	5	4	0	6	
December	0	0	0	0	
<i>YTD</i>	<i>181</i>	<i>244</i>	<i>8</i>	<i>5</i>	<i>46</i>
<b>TOTAL</b>	<b>229</b>	<b>326</b>	<b>12</b>	<b>34</b>	<b>46</b>

April. May 2022 Festival Park Visitation includes Vusic concert attendees.

New traffic counters installed at Jockey's Ridge in Jan 2022.

May 2021, RI Festival Park open Tues-Sat.

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

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

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

C19=COVID 19

Jennette's Pier re-opened June 8, 2020

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

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

2020 Season of The Lost Colony cancelled

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

Cape Hatteras Lighthouse hosts a December climb.

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

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

Government Shutdown 12/22/17-18

Hurricane Florence/Evacuation, September 11-16, 2018

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

Hatteras-Ocracoke Ferry using longer ferry route.

NPS stats show recreational visits instead of total visits.

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

n/a not available

<b>Aycock Brown</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	531	693	834	1,201	744
February	998	825	851	1,045	943
March	2,167	1,785	n/a	1,586	2,169
April	3,489	3,447	closed / C19	3,537	3,531
May	4,276	4,532	537	4,397	3,735
June	6,567	6,049	4,127	5,364	
July	6,857	6,051	3,604	5,535	
August	6,156	6,161	4,357	3,845	
September	3,002	3,479	4,824	3,847	
October	2,946	3,015	4,023	3,470	
November	1,211	1,506	2,207	1,756	
December	748	824	1,580	1,036	
<i>YTD</i>	<i>11,461</i>	<i>11,282</i>	<i>2,222</i>	<i>11,766</i>	<i>11,122</i>
<b>TOTAL</b>	<b>38,948</b>	<b>38,367</b>	<b>26,944</b>	<b>36,619</b>	<b>11,122</b>

<b>Sarah Owens</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	330	607	592	366	227
February	697	696	698	310	534
March	1,431	1,661	581	1,059	1,043
April	2,289	2,737	closed / C19	2,282	2,199
May	2,911	3,260	507	2,570	2,496
June	3,673	3,919	1,562	3,121	
July	3,903	3,749	1,554	3,447	
August	2,493	2,942	1,051	2,048	
September	2,066	1,794	1,657	1,975	
October	1,711	2,123	1,909	1,865	
November	958	1,072	712	765	
December	650	504	342	562	
<i>YTD</i>	<i>7,658</i>	<i>8,961</i>	<i>2,378</i>	<i>6,587</i>	<i>6,499</i>
<b>TOTAL</b>	<b>23,112</b>	<b>25,064</b>	<b>11,165</b>	<b>20,370</b>	<b>6,499</b>

<b>Hatteras Island Weather Station W.C.</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	209	207	82	65	130
April	382	411	closed / C19	181	399
May	520	596	16	227	342
June	579	504	88	222	
July	593	548	139	246	
August	553	632	73	209	
September	267	261	113	229	
October	350	346	180	271	
November	149	130	102	81	
December	closed	closed	closed	closed	
<i>YTD</i>	<i>1,111</i>	<i>1,214</i>	<i>98</i>	<i>473</i>	<i>871</i>
<b>TOTAL</b>	<b>3,602</b>	<b>3,635</b>	<b>793</b>	<b>1,731</b>	<b>871</b>

<b>Whalebone W.C.</b>	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>	<b><u>2021</u></b>	<b><u>2022</u></b>
January	closed	closed	closed	88	120
February	closed	closed	closed	84	105
March	649	656	251	772	744
April	1,019	1,058	closed / C19	1,257	1,150
May	1,176	1,095	189	1,175	1,152
June	1,368	1,264	629	1,573	
July	1,315	1,635	710	1,496	
August	1,284	1,293	676	1,110	
September	721	749	1,025	1,187	
October	894	937	983	1,340	
November	561	329	519	637	
December	0	390	354	442	
<i>YTD</i>	2,844	2,809	440	3,376	3,271
<b>TOTAL</b>	8,987	9,406	5,336	11,161	3,271

Aycock Brown open 9 to 4:30 in December

Weather Station WC open Wednesday to Sunday in 2021

Aycock Brown WC closed 7 days in March 2021 for repaving

Whalebone Welcome Center open Friday and Saturday in January/February 2021 & 2022

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

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

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

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

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

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

Welcome Center counts reflects number of people who were inside center



## TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITY – JUNE 2022

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

- **N.C. Pupil Transportation Associations, June 17-20 or June 24-28, 2024** Annual Meeting, State Government, 300 rooms, meeting space and meals.
  - **Cycle NC Mountains to Coast Ride, October 7-8, 2023**, cyclist group, 50 rooms, double to quad occupancy, group meals, attractions, etc.
  - **Salisbury Academy**, April 26- 28, 2023 student group, 15-16 rooms, quad occupancy, group meals, attractions, etc.
- 

### Future Trade Show Dates and Locations:

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

- **September 19-22, 2022:** SPORTS Relationship Conference, Savannah, GA
  - **November 13-16, 2022:** National Tour Association Travel Exchange, Reno, CA
  - **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
- 

### Industry Relations | Careers Beyond the Counter:

On Wednesday, June 22<sup>nd</sup>, Executive Director, Lee Nettles and DC Tourism Board Chair, Tim Cafferty met with Shannon Castillo, Director of Career and Technical Education, her CTE colleagues from area middle and high schools, and several of our local tourism industry partners to begin the first steps outlining the Careers Beyond the Counter initiative. The introductory meeting went really well and help us outline the next steps; developing a speaker's bureau with our tourism partners and off-season internships for high school students.

The CBC program is intended to better connect local high school students with the wide range of upwardly mobile career paths found within Dare County's \$1.4 billion tourism industry.

It's still not too late to participate! If you would like to join in, please let us know, by contacting Lorrie Love, [love@outerbanks.org](mailto:love@outerbanks.org).

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*\*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 | Outer Banks Event Center Concept Meeting Recap:

Bureau staff held a public meeting on June 6th at Havens on the Banks in Nags Head to review the plans for an Outer Banks Event Center. Approximately 56 industry partners, community leaders and local residents attended the meeting to learn more about the Event Center and how the new Soundside boardwalk that's currently in the design and permit phase. To view or share the PowerPoint presentation and the FAQs about the Center, [please click here](#).

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### The Soundside Event Site:

Staff continues to work with and help Fall event planners with the application process, logistics, adhering to deadline and working with Town of Nags Head events committee.

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

*\*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*

### 2022 Soundside Event Site Schedule

Name of Event	Date of Event	Site Reserved
Sumospeed Beach Bash	Saturday, September 17, 2022	Saturday, September 17, 2022
OBX Fall Bike Fest	Friday, September 23 - Saturday, September 24, 2022	Thursday, September 22 - Saturday, September 24, 2022
OBX Rod and Custom Fall Festival	Friday, September 30 - Saturday, October 1, 2022	Thursday, September 29 - Sunday, October 2, 2022
OBX Jeep Invasion	Friday, October 7 - Sunday, October 9, 2022	Thursday, October 6 - Monday, October 10, 2022
Outer Banks Seafood Festival	Saturday, October 15, 2022	Tuesday, October 11 - Monday, October 17, 2022
Outer Banks Brewtag	Saturday, October 22, 2022	Wednesday, October 19 - Tuesday, October 25, 2022

## **PUBLIC RELATIONS REPORT: June 2022**

### PRESS RELEASES

**OBVB** | March 2022 - "Outer Banks Towns For A Legendary Beach Vacation" Aaron's first in three part series promoting our beaches. This pr focuses on the the OBX Northern Beaches Bringing New And Nostalgia Together <https://prn.to/3OjMe8v>

**OBVB** | May 2022 - "Hatteras Island For The Hard Core Outer Banks" Article focusing on Hatteras Island as a root source for the OBX spirit. PR picked up nationally and shared nationally (i.e.TX) <https://prn.to/3b8lXLt>

**OBVB** | May 2022 - "Begin Your Outer Banks Adventure On Roanoke Island" Aaron's piece describing Manteo's Historic Waterfront (as) A Harbor Of Hospitality And Gateway To The Outdoors was picked up nationally and reposted well outside market (i.e. OK). <https://prn.to/3HBDIV2>

### PUBLICITY

**Fox5** | May 2022 - "Beach Week: Visiting the Outer Banks" - Broadcast interview with Aaron about visiting The Outer Banks in season and shoulder. Rebroadcast to outlets including Yahoo! and Flipboard. <https://bit.ly/39Hsb4E>

### EARNED MEDIA

**AARP** | June 2022 - "See Where the Wright Brothers Made History on the Outer Banks" Outer Banks Visitors Bureau assisted Lina with an in-market itinerary and story ideas during a visit to the OBX in the off-season April 2019. She has produced several articles since then, spanning sustainability and now the birth of aviation and other national park experiences on the Outer Banks for the boomer audience in AARP. <https://bit.ly/3HADPPW>

**Fox Business** | May 2022 - "American Dream Home: The Outer Banks" Real estate series "American Dream Home" on Fox Business contacted the OBVB PR team for assistance. The show episode was produced on Hatteras Island in January 2022 and features a couple looking for the perfect Outer Banks home. <https://bit.ly/3Hlmlsx>

**Travel + Leisure** | May 2022 - "The Most Beautiful Place in each U.S. State" Outer Banks took the honor as the most beautiful place in the state of North Carolina. <https://bit.ly/3QwTi2V>

**DrBeach.Org** | June 2022 - "2022 Top 10 Beach List" Dr. Stephen Leatherman (Dr Beach) ranks Ocracoke the #1 US Beach and includes Lighthouse Beach in Top 10. Credits non-smoking beaches and visible safety measures. Original press release picked up by outlets around the country. <https://bit.ly/3zTw4Ow>

**Group Travel Leader** | June 2022 - Edition Cover and article "Pick your Pleasure, North Carolina has all the bases covered" focusing on the intersection of history and natural beauty with featured quotes from Aaron. <https://bit.ly/39JamCj>

**Our State ~ Coastal NC** | June 2022 - "Coastal Towns We Love" Articles highlight Duck, Manteo and Nags Head

## THE OUTER BANKS PROJECT

**Our State Magazine** | June 2022 - Annual Coastal Issue "Boat Towns" features Outer Banks throughout the edition. Including the cover photo of the Downeast Rover in Manteo, a "Fried & True" quiz recognizing Owens and Darrells restaurants, a feature on local artists from Corolla to Buxton, and their "Homeports" section highlights Hatteras as the soul of the Outer Banks. <https://bit.ly/3zXDoJg>

**The Christian Post** | June 2022 - "Travel: 3 places to go this summer" The Outer Banks Visitors Bureau PR team provided assistance to journalist Dennis Lennox in the summer of 2021 during an in-market visit to Dare County. He has since written a few articles in the Christian Post about Roanoke Island's history and travel landscape for visitors today. His latest article puts Manteo at the top with some itinerary suggestions for summer travelers. The Christian Post (1.9 million unique visitors per month). <https://bit.ly/3bgZr2Y>

**PBS NC** | June 2022 - "North Carolina Weekend ~ Family Favorites" Segment features Island Farm in Manteo and the Nature Conservancy at Nags Head Woods. <https://bit.ly/3zKrthM>

**Visir** | June 2022 - "Icelandair flies on the trails of the originators of the flight" Iceland Air segment on international travel to Kitty Hawk, NC featuring the Wright Brothers memorial. <https://bit.ly/3Opgs9A>

### CONTENT PARTNERSHIPS

**Matador Network** | May 2022 - Matador's production team in market for almost a week producing video content for distribution to their enormous online distribution. PR team helped facilitate production elements during their visit.

**Jen on a Jet** | June 2022 - Jen Ruiz is a LatinX influencer who has a very successful TikTok channel @JenOnAJetPlane with 215K followers and an Instagram with 26K.

**International Food and Wine Travel Writers Association, FAM** | May 21-24, 2022 - Robin O'Neal Smith is one of four travel writers the Outer Banks Visitors Bureau PR team worked with in-market for a content creation partnership to write blog stories for OuterBanks.org that addresses opportunities and insights for our accessibility oriented visitors, our veteran community, and our sustainable fresh catch cuisine among other topics that thematically align with our early long term tourism management strategy.

### MARKETPLACES

**Society of American Travel Writers** | June 12 -15, 2022 - Winston - Salem, NC

# Outer Banks Towns For A Legendary Beach Vacation



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NEWS PROVIDED BY

**Outer Banks Visitors Bureau →**

Mar 16, 2022, 14:54 ET

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## *The OBX Northern Beaches Bring New And Nostalgia Together*

NAGS HEAD, N.C., March 16, 2022 /PRNewswire/ -- The Outer Banks Visitors Bureau is inviting the public to consider taking a road trip to the OBX this year, as generations of families have been doing to unwind and chase simple adventures on the fringe of the North Carolina coast. "Where else can you play in the same sand and water where pirates raided wooden ships, a devil of a drink was put on the map and the Wright Brothers made history?" suggests Lee Nettles, Executive Director. "It'll take a little driving to get here, thankfully, but a short trip across a long bridge instantly rewards road trippers with a choice of three islands. Roanoke Island, Hatteras Island and the Northern Beaches each have their own personality, like siblings, but they're all Outer Banks. Depending on how you like to vacation, one area will appeal to you most to book your accommodations, and we're here to help you figure out what would work best for you."



Jockey's Ridge State Park is one of nature's greatest playgrounds at more than 400 acres of giant sand dunes where visitors to the Outer Banks' northern beaches can hang glide, hike and enjoy amazing sunsets from 80 feet high vistas. Explore the OBX's many national parks and preserves at [OuterBanks.org](http://OuterBanks.org)

For example, on the Northern Beaches, visitors are vacationing hard in the towns of Nags Head, Kill Devil Hills, Kitty Hawk, Southern Shores and Duck jumping off giant sand mountains, enjoying windmill-brewed beverages and eating wild caught seafood delicious enough to make you dance. "Our timeless towns make the perfect vacation headquarters for families who want to taste a little bit of everything that the Outer Banks has to offer, with easy drives to explore Roanoke Island and Hatteras Island for the day," explains Nettles. Nags Head was one of the first places in North Carolina where folks started building and visiting oceanfront cottages at the edge of the continent. The town's name was born out of a now centuries old legend of local pirates who'd get ships to crash on the beach using a lantern strung about an old nag's neck. Then they'd pick the cargo for goodies. Kill Devil Hills gets its moniker from a mountainous sand dune where some shipwreck salvagers centuries ago hid a cargo of rum that was strong enough to defeat the devil.

Today, you don't have to work so hard to properly equip your vacation. The OBX has plenty of fun places to shop and restaurants you can't find anywhere else in the world. We also believe inspiration and exercise can pair well together. With a stroll to the top of Wright Brothers National Memorial, enjoy a bird's eye view of the island to appreciate Orville and Wilbur's work to get people flying. Kitty Hawk gets a share of the First Flight credit, since it was the biggest community on the beach in those days. Did you know Duck gets its name from the plentiful waterfowl and a place in the history of feather forward fashion? Southern Shores has homes as beautiful as the ring to its name.

"The Outer Banks has its own reputation for helping start the modern vacation rental home movement and provides the best experience in the country for families needing anything from a cute little cottage to a luxury home fit for destination weddings and reunions." Die-hard fans

know the Northern Beaches also have popular brand hotels, historic motels on the National Register, cool condo resorts and even a little camping. The beach towns allow you to stay in the middle of the OBX and quickly get to both indoor and outdoor fun such as fishing, surfing, paddling and even hang gliding down soft sand dunes.

For a deeper dive into all the OBX offers as a destination (pun intended, we have spearfishing and wreck diving) take your first steps toward that legendary beach vacation with a visit to [OuterBanks.org](http://OuterBanks.org)

### **About The Outer Banks**

The Outer Banks Visitors Bureau is a public authority and the lead marketing and promotional agency for Dare County's Outer Banks, a 100 mile stretch of barrier islands off the North Carolina coast. [OuterBanks.org](http://OuterBanks.org)

Media Contact:

Aaron Tuell, Public Relations  
Outer Banks Visitors Bureau  
252.473.2138 office  
[tuell@outerbanks.org](mailto:tuell@outerbanks.org)

SOURCE Outer Banks Visitors Bureau



# Hatteras Island For The Hard Core Outer Banks



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NEWS PROVIDED BY

**Outer Banks Visitors Bureau →**

May 20, 2022, 11:29 ET

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## *Cape Hatteras Villages And Beaches For Cool Factor Fun*

CAPE HATTERAS, N.C., May 20, 2022 /PRNewswire/ -- The Outer Banks Visitors Bureau would like to invite travelers to take their time-off to the next level with a Hatteras Island experience sure to set new personal best records for fun. With over 100 miles of unspoiled beaches, this big island chain comes with a small town feel ripe for exploring rustic recreation on the edge of the world. "Visitors today are looking for more than just a vacation, they want a full-on destination deep dive that will stay with them for a lifetime," explains Lee Nettles, Executive Director. "If you want to taste life among a special people and create some of the best moments of your life, come to Cape Hatteras to experience that OBX spirit at its source."



Hatteras Island is famous for its fleets of recreational charter fishing boats. For generations, local family captains have introduced travelers to the fun found only on the water catching delicious tuna, mahi and mackerel or fighting big game billfish in the Gulf Stream off the Outer Banks beaches. [OuterBanks.org](http://OuterBanks.org)

Hatteras Island lies at the heart of Cape Hatteras National Seashore, public lands preserved for recreational access to some of the most pristine wild spaces in coastal America. The seven villages of Rodanthe, Waves, Salvo, Avon, Buxton, Frisco and Hatteras are tiny communities that have existed on the fringe of the continent for generations, where water, wind and sunshine rule. "We've had a dynamic relationship with the elements for hundreds of years. We know how to catch fighting fish, cook amazing seafood from time-tested recipes and find the best spots to do anything related to the water such as surfing, kiteboarding or spear fishing shipwrecks on any given day," says Nettles.

Hatteras is one of three islands, along with Roanoke Island and the Northern Beaches, that you can visit as part of an Outer Banks road trip. Each island area has its own collection of national and state parks and refuges. Homegrown outfitters offer tours and a multitude of ways to enjoy special experiences. If you want a less physical pursuit than climbing skyscraping lighthouses or taking a horseback safari through ancient maritime forests, the new North Carolina Oyster Trail offers boat tours to local farms where you can see shellfish pulled right out of the water. Plenty of fresh markets add to your options for wild caught seafood and some will even prepare the food for you. Your "home base" vacation rental home, hotel suite or campsite somehow just got better.

Each island of the Outer Banks is within an easy daytrip of the others. Our communities are joined by awe-inspiring bridges and iconic drives, like NC's famous Highway 12 and the Outer Banks National Scenic Byway. "The towns and villages of the OBX are also connected by something deeper – a culture of independent, family owned and operated businesses," says Nettles. "Your support of local businesses is like a window into generations of life on the Outer Banks. We invite you to discover more at the official tourism website, [OuterBanks.org](http://OuterBanks.org)."



## **About The Outer Banks**

The Outer Banks Visitors Bureau is a public authority and the lead marketing and promotional agency for Dare County's Outer Banks, a 100 mile stretch of barrier islands off the North Carolina coast. [OuterBanks.org](http://OuterBanks.org)

## **Media Contact:**

Aaron Tuell, Public Relations  
Outer Banks Visitors Bureau  
252.473.2138 office  
[tuell@outerbanks.org](mailto:tuell@outerbanks.org)

SOURCE Outer Banks Visitors Bureau

# Begin Your Outer Banks Adventure On Roanoke Island



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NEWS PROVIDED BY

**Outer Banks Visitors Bureau →**

May 27, 2022, 14:57 ET

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## *Manteo's Historic Waterfront Is A Harbor Of Hospitality And Gateway To The Outdoors*

MANTEO, N.C., May 27, 2022 /PRNewswire/ -- The Outer Banks Visitors Bureau invites the public to begin their discovery of the OBX barrier islands on Roanoke Island, where America's story was set in motion more than four hundred years ago. Today, the tiny waterside town of Manteo provides travelers with a celebratory atmosphere, just right for those passionate about history, hospitality and the nearby national parks and refuges. "Whether you stayover the weekend or a full week and longer, Roanoke Island can be a destination on the OBX unto itself, or the perfect entry point to further explore the other Outer Banks islands," says Lee Nettles, Executive Director. "Many people have heard of Roanoke Island from history books as the first English colony in America dating back to 1587, and here we are four centuries later, waving folks onto the islands to pursue their dream vacation."



In the spirit of those first colonial voyages, step back in time over four centuries at Roanoke Island Festival Park across from the Manteo waterfront. Here you will see how the first colonists would have constructed their homes, worked iron at the blacksmith's shop and shaped wood at the lathe. The Elizabeth II is the crowning jewel of the park, a replica of the 16th century sailing vessel in which Sir Walter Raleigh's colonists would have navigated the Atlantic Ocean. [OuterBanks.org](http://OuterBanks.org)

Roanoke Island is centrally located between the North Carolina mainland, the Northern Beaches and Hatteras Island, surrounded by the waters of Croatan and Roanoke Sounds, with the Atlantic Ocean just a few miles away. Manteo distinguishes itself as a community filled with bed and breakfasts and coastal inns for intimate accommodations and premium guest services. The gorgeous salt marsh landscape is punctuated by the perpetual evening glow of the Roanoke Marshes Lighthouse assisting sailboats of all sizes as they venture off the Intracoastal Waterway in search of seaside adventure. As a nod to the Outer Banks' colonial past, the 16<sup>th</sup> century replica sailing ship Elizabeth II watches over the harbor and invites fans of history to learn about the earliest Atlantic Ocean crossings from her berth at Roanoke Island Festival Park. On summer nights, enjoy live theater under the stars at Fort Raleigh National Historic Site as The Lost Colony Outdoor Drama continues an 85-year legacy of depicting our nation's first trials and triumphs.

Along with the island's history of early European settlers, we also have an incredible African American heritage, where Black pioneers of personal freedom came to Roanoke Island during the Civil War. You can be inspired by the Freedmen's Colony story and other contemporary narratives at cultural sites around Manteo. Pea Island Lifesaving Station, later a part of the US Coast Guard, was the first station manned exclusively by an African American crew beginning in the late 1800's. The restored Pea Island Cookhouse Museum preserves the history of the station and the heroic deeds of the brave men who served there. "Roanoke Island has so many interesting layers of history that are completely unexpected," explains Nettles. "For example, we have the oldest living cultivated grapevine in America, the Mother Vine, in our community. At 400-plus years old, it looks like it grew right out of a fairy tale."



"Visitors come for the outdoors, the coastal charm and quiet calm of the waterside wilderness that is within easy reach year-round. You head in one direction out of Manteo and you've got Pea Island National Wildlife Refuge and its hundreds of bird species sightings, and in the other direction you have Alligator River National Wildlife Refuge with kayaking excursions, tram tours and a huge black bear population. That's not your average beach trip!" Taste seekers can drop a virtual pin in Manteo for a variety of original, chef-owned restaurants featuring locally sourced seafood and a range of other fare from fine dining to street food. Imbibe crisp cocktails featuring our local rum distillery spirits or down taphouse brewed small batch beers to toast the occasion of your discovery of the Outer Banks. [OuterBanks.org](http://OuterBanks.org)

### **About The Outer Banks**

The Outer Banks Visitors Bureau is a public authority and the lead marketing and promotional agency for Dare County's Outer Banks, a 100 mile stretch of barrier islands off the North Carolina coast. [OuterBanks.org](http://OuterBanks.org)

### **Media Contact:**

Aaron Tuell, Public Relations

Outer Banks Visitors Bureau

252.473.2138 office

[tuell@outerbanks.org](mailto:tuell@outerbanks.org)

SOURCE Outer Banks Visitors Bureau



## Beach Week: Visiting the Outer Banks

Aaron Tuell with the North Carolina Outer Banks Visitors talks about visiting the Outer Banks!



[TRAVEL \(/TRAVEL/\)](#) / [VACATION IDEAS \(/TRAVEL/VACATION-IDEAS/\)](#)

## History and Culture



# See Where the Wright Brothers Made History on the Outer Banks

A North Carolina memorial honors two forward-thinking siblings with sky-high dreams

by Lina Zeldovich, [AARP \(http://www.aarp.org\)](http://www.aarp.org), June 16, 2022



LOOP IMAGES LTD / ALAMY STOCK PHOTO

Sculpture of historic first flight at Wright Brothers National Memorial

Nestled in the golden dunes of North Carolina's Outer Banks — a string of barrier islands and spits fronting the Atlantic Ocean and dotted with small coastal towns — the [Wright Brothers National Memorial \(https://www.nps.gov/wrbr/index.htm\)](https://www.nps.gov/wrbr/index.htm) beckons the curious. It's home to a visitor center and museum, run by the National Park Service, that tells the riveting story of the two American



aviation pioneers who made history when they soared through the skies in 1903 on their homemade flyer with a 40-foot wingspan. Step inside the single-story, 9,600-square-foot attraction and you might think you're floating in the sky as well, with an abundance of light shining through arched floor-to-ceiling windows and the glass dome roof.

You'll also feel like you've traveled back in time, into the yesteryear of black-and-white photographs, handwritten diaries and pencil drawings. In the Exhibit Hall, walk through the brothers' life and work, starting with their early childhood in Dayton, Ohio, where they grew up with a bishop father and a mechanically gifted mother, who helped them fix their toys and sparked their interest in mechanics. As adults, Orville and Wilbur ran a [bike shop](/health/healthy-living/info-2021/bike-safety.html) in Dayton where their flying machine fledged its wings. In the late 1800s, the concept of using one's body to move a bicycle was an electrifying novelty that inspired the brothers to dream of maneuvering a wind-propelled glider.



ARCAID IMAGES / ALAMY STOCK PHOTO

As you explore the exhibits, you'll learn that wind brought them to North Carolina's shores, where the confluence of two powerful ocean currents — the warm Gulf Stream and the cold Labrador — create fierce air streams. Letters the brothers exchanged with their sister, Katharine, a loyal supporter, reveal how they worked with a local North Carolina family to set up camp among the dunes. For four years of successes and setbacks, they alternated between testing their flier and going home to Dayton to improve it, finally adding a custom-built lightweight gasoline engine.

## Plan Your Trip

**Location:** 1000 N. Croatan Highway, Kill Devil Hills, North Carolina

**Getting there:** From the closest major airport, in Norfolk, Virginia, you'll drive 82 miles southeast to the memorial, primarily on N.C. 168 and U.S. Highway 158. It should take about 1½ hours, possibly longer during peak travel periods.

**Hours:** Open daily from 9:30 a.m. to 5 p.m.

**Admission:** \$10 (the National Park Service operates the museum, so entrance is free to those with a Senior Pass)

**Best time to visit:** The Outer Banks are crowded in summer and typically busy during major holiday seasons, especially Christmas and New Year's. To avoid crowds, visit the museum off-season.

**Accessibility:** The museum building is flat with no stairs, with most of the terrain around it is flat, too. The museum has a few wheelchairs, available on demand, but no walkers. Parking is available and a short, easy walk to the building.

**What to pack:** The sun can be intense (as can the wind), so bring sunscreen, a hat and water, especially for ranger walks, in the hot and humid summer. Dress in layers in cooler seasons, with a windbreaker or a jacket at hand.

Several interactive exhibits help you understand the physical forces involved in airplane lift and propulsion. Step up to a panel with three levers to experience the three axes of plane control — roll, pitch and yaw — which affect, respectively, how planes bank side to side, move up and down, and turn left or right. As you experiment with the levers, the small airplane figures they control turn, roll or change their pitch, according to the forces applied.

The famous photograph of the brothers' launch from these shores leads you to the other gallery — the Flight Room — where a full-size replica of their groundbreaking creation that gave birth to the world of aviation demands attention. Next to it, check out the 19th-century sewing machine they used to stitch the fabric for the wings.

Themed as "Making Impossible Possible," the exhibition portrays the famous duo not only as brilliant minds, but also as average Americans with a dream of making a machine that could fly. "Part of what the museum exhibits hope to show is that Wilbur and Orville worked really hard; they were coming here again and again, and problem-solving, and refusing to give up," says Elizabeth Hudick, supervisory park ranger at the museum. "And that's what made them successful over anything else."

The museum doubles as a visitor center to the Wright Brothers National Memorial, which includes the surrounding 428 acres and a 60-foot-tall granite monument commemorating the brothers and their feat. After touring the museum, take one of the 30-minute, ranger-led walks of the grounds to see a replica of the aviators' original 1903 camp buildings and the Flight Boulder, which signifies the spot where their flyer took off, putting their names in history books for the ages.

**Ranger tip:** In the Exhibit Hall, be sure to look up at the ceiling for an entire aviation history lesson floating above your head. You'll see a series of metal aircraft, starting with simple glider machines and progressing all the way to the [modern space shuttle \(/podcasts/take-on-today/info-2019/nasa-moon-landing-anniversary.html\)](https://podcasts/take-on-today/info-2019/nasa-moon-landing-anniversary.html). "People tend to miss that," says Hudick. "Usually it's something people see only on their second or third visit."

## Other Outer Banks attractions

**Kitty Hawk Kites Hang Gliding School (<https://www.kittyhawk.com/adventures/hang-gliding/>):** If you're adventurous, try flying in the Wright brothers' wake at this school, just 4 miles south of the museum on U.S. 158 in the neighboring town of Nags Head. Instructors offer three-hour beginner and advanced hang-gliding lessons (\$39) using kitelike gliders. Beginners take multiple flights off sand dunes, staying airborne for a few seconds each time and getting better and more confident with each round. You fly solo, with instructors on the ground keeping you safe by using ropes to control your kite. Only those taking advanced lessons take longer flights. Reservations required.

**Fort Raleigh National Historic Site (<https://www.nps.gov/fora/index.htm>):** Visit this historic site (free admission) on Roanoke Island, just 18 miles southwest of the museum on U.S. 158 and U.S. Highway 64. It preserves the tantalizing history of the first European colony in America, settled here in 1585. Hear the settlers' story in a 17-minute movie at the visitor center, then walk through the fort grounds and archaeological digs. The first European child born on American soil was delivered here, shortly before the settlers mysteriously disappeared, leaving with no trace, and believed to have suffered a tragic fate. Adjacent to the site, also explore Elizabethan Gardens (\$8). In the early 1950s, a group of historians and philanthropists created the 2-acre botanical gardens to symbolize what the settlers might have done with the land had they not perished. The gardens remain beautiful in most seasons.



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**Hatteras Island:** If staying in the area for a few days, schedule a day trip to Hatteras, 58 miles south via N.C. 12. Here you can “dive” into the [Graveyard of the Atlantic Museum](https://graveyardoftheatlantic.com/) (<https://graveyardoftheatlantic.com/>) (free), a fascinating attraction of all things lifted from the sea — bits of shipwrecks from the 1700s to modern times, vintage diving gear, German U-boats the U.S. Navy sank in World War II and more. On your way to Hatteras, stop at the Pea Island National Wildlife Refuge for good birdwatching and to eye nesting sea turtles.

*New York City–based journalist Lina Zeldovich has written for* *Afar*, *the BBC*, *Popular Science* *and* *The New York Times*.

## More on Travel

- [Ways to save on flights \(/travel/travel-tips/budget/info-2022/save-on-flights.html\)](/travel/travel-tips/budget/info-2022/save-on-flights.html)
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- [What to do if your flight is canceled or delayed \(/travel/travel-tips/transportation/info-2022/flight-cancellations-and-delays.html\)](/travel/travel-tips/transportation/info-2022/flight-cancellations-and-delays.html)

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## Conversation

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**AARPStacyP** M

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2 DAYS AGO

The Wright Brothers National Memorial in the Outer Banks offers both a step back in time and a testament to hard work and creativity. What other museums have you visited that give an





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# North Carolina: Outer Banks



CREDIT: AMY SPARWASSER/GETTY IMAGES

This [remote stretch of North Carolina coastline](#) has drawn pirates, colonists, and early aviators. Now, it's the realm of beach lovers looking for peace, quiet, white sand, and salt air. Add in the barrier islands' wild dunes (including the East Coast's largest) and multiuse paths — it's actually possible to bike the entire 100-plus-mile length of the Outer Banks — and you've got an amazing region for quaint coastal exploration.



Department of Earth & Environment  
Florida International University, Miami, FL

Phone: 305-238-5888  
Website: [www.DrBeach.org](http://www.DrBeach.org)

## **“Dr. Beach” Names North Carolina’s Ocracoke Lifeguarded Beach America’s Best Beach**

Miami, FL—Ocracoke Lifeguarded Beach is number one in the 32nd annual Top 10 Beach List, produced by coastal expert Dr. Stephen P. Leatherman, professor at Florida International University.

Ocracoke is an idyllic island far off the North Carolina mainland with the pristine beach being part of Cape Hatteras National Seashore. Often called the pearl of the Outer Banks, the village of Ocracoke is characterized by delightful inns, the iconic 1823 lighthouse, legendary herd of once wild ponies and a serene British cemetery; it is also the destination of choice for pirate lovers, being the stomping grounds of Blackbeard. This is my favorite getaway island, boasting of 16 miles of undeveloped beach and American beach grass covered sand dunes. The Ocracoke Express Passenger Ferry is now operating, making it a car-free way to explore the area; I enjoy riding a bicycle or renting a golf cart. Families will enjoy the early summer when the waves are smaller with the surfers catching the swell waves later in the season.

As “Dr. Beach” ([www.DrBeach.org](http://www.DrBeach.org)), Leatherman has selected the annual Top 10 Beaches since 1991. Fifty criteria are used to evaluate beaches, which include water and sand quality as well as safety and management. Dr. Leatherman is an internationally known coastal scientist who has published 20 books and hundreds of scientific articles and reports about storm impacts, coastal erosion and ways to improve beach health and safety.

Bonus points are awarded for prohibition of smoking on beaches, and Cape Hatteras National Seashore is leading the way by keeping their beaches clear of cigarette butts—putting two beaches in North Carolina on the Top 10 list.

Previous National Winners are retired and listed on his web site.

### **Additional Online Resources:**

Biography for Dr. Stephen P. Leatherman: [www.drbeach.org/pressrelease/leathermancy](http://www.drbeach.org/pressrelease/leathermancy)

Photographs: Available on request

Dr. Beach’s 50 Criteria: [www.drbeach.org/fiftycriteria](http://www.drbeach.org/fiftycriteria)

### **TOP 10 BEACHES 2022**

1. Ocracoke Lifeguarded Beach  
Outer Banks of North Carolina
2. Caladesi Island State Park  
Dunedin/Clearwater, Florida
3. Coopers Beach  
Southampton, New York
4. St. George Island State Park  
Florida Panhandle
5. Duke Kahanamoku Beach  
Oahu, Hawaii
6. Lighthouse Beach, Buxton  
Outer Banks of North Carolina
7. Coronado Beach  
San Diego, California
8. Wailea Beach, Maui, Hawaii
9. Beachwalker Park  
Kiawah Island, South Carolina
10. Coast Guard Beach  
Cape Cod, Massachusetts



RIVERFRONT CITIES | NEBRASKA SPOTLIGHT | BIRMINGHAM CHAMPS

# GROUP THE TRAVEL LEADER

*Nature nurtures* IN  
NORTH CAROLINA

WATERFRONT  
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**ISSUE**

JUNE 2022



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### ON THE COVER

A young traveler explores the marshes of North Carolina's Outer Banks. Photo by Ferran Traite

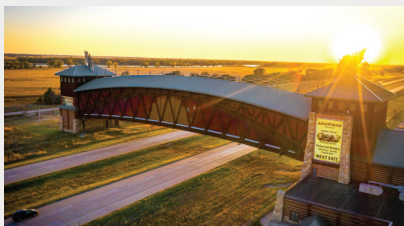
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**NATURAL NORTH CAROLINA**

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BRIAN JEWELL VP & Executive Editor  
HERBERT SPARROW Senior Writer  
DONIA SIMMONS Creative Director

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KYLE ANDERSON  
ASHLEY RICKS  
SARAH SECHRIST  
RENA BAER

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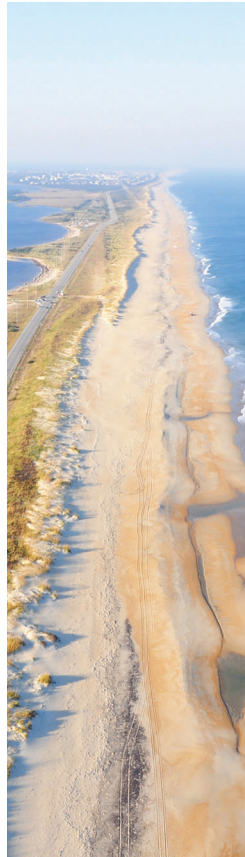
North Carolina scenes, clockwise from top left: Whitewater Falls in Jackson; Hatteras Island in the Outer Banks; Asheville's River Arts District

BY SPACE BEYOND, COURTESY DISCOVERJACKSONNC.COM



BY STEPHAN BRITTY, COURTESY EXPLOREASHEVILLE.COM

WATERFRONT  
DESTINATIONS  
ISSUE



DESTINATION

## PICK YOUR PLEASURE

NORTH CAROLINA HAS  
ALL THE BASES COVERED

BY ROBIN ROENKER

**F**rom the majestic Blue Ridge Mountains along its western border to the pristine beaches of the Outer Banks on its east coast, North Carolina stops travelers in their tracks. Groups can arrange a scenic statewide tour that offers a taste of everything the Tar Heel State has to offer, with stops along the way to enjoy the cultural highlights of major cities as well as the charm and friendliness of unique, small towns. Looking for inspiration? Here's a sample itinerary your group is sure to enjoy.

### JACKSON COUNTY

Home to the North Carolina towns of Cashiers, Cherokee, Dillsboro and Sylva — among others — Jackson County offers an ideal staging point to soak in the unmatched beauty of the North Carolina mountains.

"We're centrally located between the Blue Ridge Parkway and the Great Smoky Mountain National Park," said Caleb Sullivan, sales and marketing manager for the Jackson County Tourism Development Authority. "So we're a perfect gateway community for both."

Cherokee itself is the site of the Oconaluftee Visitor Center, a major entryway into the National Park, as well as the Oconaluftee Indian Village, the Museum of the Cherokee Indian and the summertime outdoor drama "Unto These Hills" — each offering insights into the area's rich Native American history. Harrah's Cherokee Hotel and Casino offers a different kind of entertainment option, with 150,000 feet of gaming plus on-site restaurants, pools and a spa.

For a dose of small-town North Carolina charm, groups can enjoy strolling through downtown Dillsboro, which is dotted by cute, locally owned craft stores and artisan galleries and boutiques, including Dogwood Crafters, a co-op shop featuring works by more than 100 regional artists.

Jackson County is also home to seven successful craft breweries, which together form the Jackson County Ale Trail. Several stops are located in picturesque Sylva — the Main Street of which was the filming site for the movie "Three Billboards

COURTESY OUTER BANKS VISITORS BUREAU  
GROUPTRAVELLEADER.COM 35



## CHARLOTTE

The Queen City lives up to its royal billing when it comes to delivering on things to do. In Charlotte, groups can explore an array of cultural hot spots, including The Mint Museum and the Bechtler Museum of Modern Art, which together boast world-class collections of American, European and contemporary art. The city is also home to the NASCAR Hall of Fame, a bucket-list destination for all motorsports fans.

Groups can get immersed in Charlotte's city history at the Charlotte Museum of History and the Levine Museum of the New South, where exhibits explore aspects of the city's growth and evolution from the Civil War to today. Nearby, the Harvey B. Gantt Center for African-American Arts and Culture showcases works of art that speak to the richness of the African-American experience. Art abounds outdoors, as well, thanks to the many murals that brighten street corners throughout the city.

The Billy Graham Library, a popular stop for faith-based groups, will reopen this summer following extensive renovations, including a refreshed "Journey of Faith" tour of Graham's life.

Beyond the museum hop, groups can also have fun exploring two new adaptive reuse sites that recently opened in the city. Optimist Hall, a former textile mill, and the 76-acre Camp North End, a former Model-T and Model-A factory and, later, a military supply depot and missile manufacturing site, are now home to dozens of shops, galleries, restaurants and cafés.

Adventure-seekers will also want to make time to visit the U.S. National Whitewater Center in Charlotte, where groups can take part in guided whitewater rafting on the world's largest manmade whitewater river. The center also offers ziplining, climbing, yoga, ropes courses, mountain biking and more.

Big-city sophistication blends seamlessly with the fun vibe of eclectic neighborhoods like South End and NoDa, which burst with great restaurants and other hidden gems.

"We've seen groups dine at some of the hottest restaurants in Charlotte and enjoy a star-studded PNC Broadway show at Blumenthal Performing Arts," said Chacara Harvin, travel trade marketing manager with the Charlotte Regional Visitors Authority. "Others appreciate touring Charlotte's bustling neighborhoods on Funny Bus Comedy City Tours or gliding on e-bikes or Segways with Charlotte NC Tours."

[CHARLOTTESGOTALOT.COM](http://CHARLOTTESGOTALOT.COM)

## OUTER BANKS

Stretched along North Carolina's easternmost boundary, the Outer Banks contain some of America's most pristine beaches — vast spaces where visitors can experience the raw beauty of unvarnished coastlines.

Here, history and natural beauty are intertwined. The islands are home to iconic destinations including the Wright Brothers National Memorial — a site in Kill Devil Hills, North Carolina, that commemorates the famed brothers' first flight, which took place in nearby Kitty Hawk in 1903 — and, farther south, the Cape Hatteras National Seashore, home to three historic lighthouses.

"Cape Hatteras National Seashore was America's first national seashore and represents the largest stretch of undeveloped beaches in the eastern United States that you can easily visit by car," said Aaron Tuell, public relations manager for the Outer Banks Visitors Bureau.

Groups can book hotel rooms or vacation rental homes in the seven villages on Hatteras Island — essentially having the national seashore at their doorstep.

History buffs will also want to explore Fort Raleigh National Historic Site in Manteo on Roanoke Island, site of an English settlement in 1587 that became famous as "The Lost Colony" — a story that's told each summer in a popular outdoor play held in the on-site amphitheater.

For something truly unique, groups can try their skills at hang gliding off some of the largest natural sand dunes on the East Coast at Jockey's Ridge State Park in Nag's Head, where guided lessons are available.

"Jockey's Ridge is North Carolina's most visited state park," Tuell said. "It has the exact same kind of ecosystem or environment that the Wright brothers used when learning to fly their gliders."

[OUTERBANKS.ORG](http://OUTERBANKS.ORG)



## NAGS HEAD

THEY WAKE IN DARKNESS AND reach for their phones to scroll through surf reports, weather updates, and beach cams. But the Internet can only tell them so much about waves resculpted daily by tides and wind, and a sandbar constantly in motion (not unlike Nags Head's other constantly-shifting sand, the towering dune of Jockey's Ridge). The rest they'll have to see for themselves when they meet up near Jennette's Pier: four middle-aged men squeezing into wet suits and waxing boards. As the wind hits their skin, they note its velocity and direction. There's not the biggest,

strongest wave around. It will not appear on the cover of *Surfer* magazine. Here, on the fine edge of the Outer Banks, the Atlantic offers a working man's wave, reliable and steady. And when these early risers catch a ride, they feel on top of the world. They take turns and share waves, whooping and hollering for each other. At this hour, along this stretch of coastline, competition doesn't exist. To paddle out is to have already won. Everything that weighs these men down is left on solid ground. For heads congested with summer colds, worries, or regrets, a dawn session is the best remedy. — Krista Bremer

Each year, nearly 12,000 hang gliders visit Jockey's Ridge to fly above the dunes, which offer beginners a soft place to take off and land.

PHOTOGRAPH COURTESY OF VISITNC.COM



Jennette's Pier

## don't miss

**Jennette's Pier.** It's no longer the only pier on the Outer Banks, but Jennette's stands alone as an eco-friendly educational center where children and adults alike can explore aquarium exhibits, learn about renewable energy, and, of course, learn how to fish.

**Owens' Restaurant.** The dinner menu at this iconic Outer Banks restaurant, open since 1946, remains a time capsule of seafood classics. And none are more beloved than the signature, original-recipe crab cakes (right) and hush puppies.

**Seagreen Gallery.** A family of unconventional artists turns trash into treasure at this gallery, where driftwood, broken antiques, license plates, and empty bottles become beautiful works of art.

**Kitty Hawk Kites.** Offering far more than colorful kites, the world's largest hang-gliding school, founded in 1974, has taught more than 300,000 people how to fly off the dunes of Jockey's Ridge, and to kiteboard off the surface of Pamlico Sound.



Owens' Restaurant

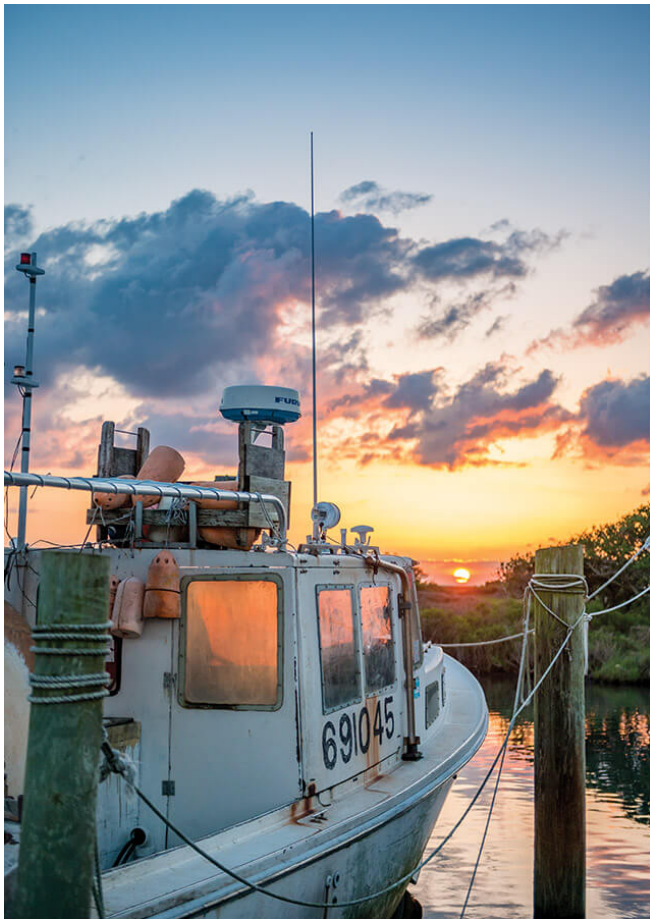


Seagreen Gallery



PHOTOGRAPHY BY ANNA ROUTH BARZIN, CHRIS HANNANT





When the sun sets over the Cape Hatteras Lighthouse and the commercial fishing docks in Hatteras Village (left), it draws to a close another busy day of fishing around the island, where locals have long made a living on the water.

PHOTOGRAPHS BY CHRIS COUNCIL

# Hatteras

## *Soul of the Outer Banks*

It's always been a little out there — out on the far edge of North Carolina, out where the hardtop ends, out where the sea holds all the cards. “Hatteras Village,” as the locals call it, is the seventh and southernmost of the barrier island hamlets of Hatteras Island. You can drive here, down the long, sandy spine of the northern Outer Banks. Or you can arrive by boat, via pleasure craft or a lumbering ferry. But once you find your way to Hatteras, you will never truly leave. Every salt breeze will take you back to those festive moments when the fishing fleet returns home with its catch. Every patch of dappled sun will remind you of the light dancing on boat hulls and oyster-armored docks. Hatteras is a little out there, yes. Which makes it so worth the journey.



When Capt. Ernal Foster founded the Albatross Fleet on Hatteras in 1937, he became the first in the state to offer charter fishing. The three original Albatross boats still bring in the daily catch, which staff members clean for waiting customers.

PHOTOGRAPH BY CHRIS COUNCIL

## Catch of the Day

Gulls wheel in the breeze, and wide-eyed children stand on their tiptoes for a better view. Late in the afternoon, the Hatteras docks are abuzz with energy. Charter fishing boats are snug in their slips as the catch is off-loaded. Dock carts ferry mahi-mahi, wahoo, and tuna to the fish-cleaning station. Knives flash. Smiles widen. And as it has forever, the sea provides.





Whether you're enjoying ice cream on the docks, strolling past island homes with nautical emblems in the yard, or watching the boats on Silver Lake Harbor, local maritime history is never far from mind in the village of Ocracoke.

PHOTOGRAPHS BY CHRIS COUNCIL

## Ocracoke

### *Barrier Island Beauty*

[Ocracoke](#) is the closest thing you'll find to a North Carolina coastal Brigadoon, that mythical place of enchantment and adventure. Except Ocracoke is no myth at all. The village is as real as the drop in your heart rate that registers the moment you make landfall. On the island's sequestered Silver Lake Harbor, quiet waters are ringed with wharves and shops and restaurants and inns. Old fishing boats crowd the side yards of historic homes. Visitors literally can't get here without a boat — your own, a charter vessel, or via ferry from Hatteras Island or the mainland. Which means you can't leave without hopping aboard one craft or another, either. If anything, that helps take the sting out of any departure from this magical barrier island hamlet.

# DUCK

SINCE THE LATE 1800s, HUNTERS have been flocking to the northern stretch of the Outer Banks in search of the plentiful waterfowl that gave this town its name. For most of the 20th century, there wasn't much more in Duck than wind-stunted loblolly pines, live oaks, dunes, and water — always the water. Now, this town marooned between the Atlantic Ocean and Currituck Sound on a slice of sand just 900 feet wide is a haven for foodies and outdoor adventurers. — *Katie Schanze*

Take a stroll at The Waterfront Shops in Duck and you'll discover treats like ice cream and doughnuts, plus beautiful views of Currituck Sound.

PHOTOGRAPH BY CHRIS HANNANT





**Coastal Kayak Touring Company.** This Duck-based company offers ecology-focused kayak and stand-up paddleboard tours at Corolla's Pine Island Audubon Sanctuary (pictured) and other Outer Banks locations.

### *don't miss*

**Duck's Cottage Coffee & Books.** This full-service coffee and book shop is housed in the old Powder Ridge Gun Club, a cottage built in 1921 for duck hunters.

**Duck Donuts.** There are more than 100 Duck Donuts locations across the country, but it all started on the Outer Banks in 2007. Their made-to-order doughnuts offer nearly two dozen customization options in practically endless combinations.

**Soundside Boardwalk.** Beginning at the 11-acre Town Park, the Soundside Boardwalk winds for nearly a mile, with easy access to shops, restaurants, and maritime forest on one side and views of Currituck Sound on the other.



**Duck Donuts**



PHOTOGRAPHY BY CHRIS HANNANT





Local crabbers pass a replica of the *Elizabeth II* as they head out of Shallowbag Bay into Roanoke Sound.

PHOTOGRAPH BY EMILY CHAPLIN & CHRIS COUNCIL

## MANTEO

IT HAPPENS SOMEWHERE OUT IN THE middle of Croatan Sound, just about halfway over the Virginia Dare Bridge, when the black swamp of the mainland coast drops away and the low scrub of Roanoke Island creeps into view. If a nor'easter is brewing out at sea, that dark, piney tree-line will jut up against a sky of dull steel. All you can hear by then is hard wind and the metronomic thump of your car's tires on the seams in the concrete. And then you realize, right before you come to the bridge's end, that this dark shape on the horizon, this island, is what they saw. The first ones to arrive in the New World. The lost. Now, 400 years later, you'll land on Roanoke Island and head

northeast, toward Shallowbag Bay, to Manteo, the island's traditionally mercantile hub, with its galleries and breweries; with its fluttering street-pole flags heralding *The Lost Colony* outdoor drama and the Elizabethan Gardens and the North Carolina Aquarium. Manteo has a permanence to it that makes it different from the rest of the Outer Banks. It's the last real year-round community before you hit the beach, its soil the farthest east where crops will grow. But even so, Manteo's New England-style charm can make you forget how significant, how old, it all is. American history stretches back so far on Roanoke that time here isn't measured in years, but in generations. — Bronwen Dickey





Bluegrass Island Trading Company



Elizabethan Gardens



The Roanoke Marshes Lighthouse is a replica of the one built in 1877, and includes free exhibits about Roanoke Island's maritime history.

## don't miss

### Bluegrass Island Trading Company.

In a tribute to all things bluegrass, this small storefront sells CDs, records, and T-shirts (plus gourmet foods and other souvenirs), and serves as a box office for many local music events. Free Pickin' on the Porch concerts (above, left) are held in front of the store throughout the summer, and the owners host the Outer Banks Bluegrass Island Festival each year at Roanoke Island Festival Park.

### Elizabethan Gardens.

Featuring the world's largest bronze statue of Queen Elizabeth I (opposite) and a sweeping view of Roanoke Sound, Manteo's Elizabethan Gardens, located within Fort Raleigh National Historic Site, boast 16th-century-style architecture and botanical varieties that would have grown during the time of the Lost Colony's settlement.

**Wanchese Pottery.** Bonnie and Bob Morrill have been selling their pottery out of a cottage on Fernando Street for almost 30 years. Visitors can sometimes see Bonnie at work at her potter's wheel inside the shop.

**Avenue Waterfront Grille.** Owners Thomas and Maria Williamson buy only local seafood, and many of their other ingredients are sourced locally, too. Chef Thomas's years of experience in the

fine-dining industry, combined with Maria's passion for healthy foods, has resulted in an eclectic, seasonal menu.

**Lost Colony Brewery and Café.** When The Full Moon Café started brewing its own beer, people kept referring to it as "Lost Colony beer," much to the confusion of owners Paul Charron and Sharon Enoch. So they decided to embrace the new name, and today, Lost

Colony still serves the same high-quality seafood, salads, and sandwiches — plus British- and Irish-style beers.

**Downtown Books.** Discover an extensive collection featuring the Outer Banks and local authors. Owner Jamie Anderson personally selects every book in the store, and staff members often leave handwritten sticky notes recommending favorite reads.

PHOTOGRAPHY BY CHRIS HANNANT, EMILY CHARLIN & CHRIS COUNCIL





The Tranquil House Inn

**The Tranquil House Inn.** Along with its lounge, 1587 — named for the year the Lost Colony was established — this 25-room inn offers beautiful views of Shallowbag Bay.

**Ortega's Southwestern Grill and Wine Bar.** This Southwestern-style restaurant fills up diners with Latin-inspired dishes like wasabi shrimp tacos (right) and mojo pork nachos, plus build-your-own margaritas.

**Poor Richard's Sandwich Shop.** For more than 35 years, Poor Richard's has been a local favorite for both sandwiches and nightlife, with regular live music performances.



Ortega's Grill



## local landmarks

### Roanoke Island Festival Park

This 25-acre historic site includes recreations of the first English settlement and a Native American village, a replica of the *Elizabeth II* (built in Manteo at the George Washington Creef boathouse), and an adventure museum for kids.

### Pioneer Theatre

The Creef family has run this single-screen theater since its inception in 1918, when it exclusively showed silent movies. Today, visiting the old-school movie house is a long-standing family tradition for locals and visitors alike.

### Roanoke Island Maritime Museum

Inside the George Washington Creef Boathouse is a working boat shop and small museum featuring traditional watercraft and other exhibits, including a shad fishing boat that was built in 1883.





Opposite: Spoon River's ever-changing decor is a beautiful backdrop for a delicious meal. This page: If you order flounder at Basnight's Lone Cedar Café, rest assured it was caught that day.



### Spoon River

At this Pungo River destination, feasts combine gourmet dishes and an ever-changing art space that would rival any meal at Tiffany's.

**263 Pamlico Street**  
Belhaven, NC 27810  
(252) 945-3899, [spoonrivernc.com](http://spoonrivernc.com)

### Kimball's Kitchen

"Seaside steakhouse chic" sums up Kimball's. This restaurant at Sanderling Resort in Duck is elegant from the instant you walk through the door to the sad moment you put down your dessert spoon.

**1461 Duck Road**  
Duck, NC 27949  
(855) 412-7866

### Flying Melon Café

Chef Michael Schramel has perfected the art of island fine dining in dishes like red drum topped with sautéed crabmeat and lemon beurre blanc, which combine the day's catch with food traditions from Michael's youth.

**181 Back Road**  
Ocracoke, NC 27960  
(252) 928-2533

### The Colington Café

The menu, packed with fish like mahi, grouper, and tuna fresh off the boat in Wanchese, and produce from the Inner Banks, is an eye-opening take on Outer Banks seafood, often combining incredible ingredients with French-inspired methods.

**1029 Colington Road**  
Kill Devil Hills, NC 27948  
(252) 480-1123, [colingtoncafe.com](http://colingtoncafe.com)

### Aqua

With its blue-bottle tree, rose bushes out front, and cool-blue vases aglow in every window, Aqua restaurant is stylish, but it's regarded as one of the top restaurants along the Crystal Coast because of its seasonal approach to local flavors. Whether you order tapas to share or a couple of small plates for yourself, take your meal on the porch and enjoy it with a bottle from their thoughtful wine list.

**114 Middle Lane**  
Beaufort, NC 28516  
(252) 728-7777, [aquaexperience.com](http://aquaexperience.com)

## BASNIGHT'S LONE CEDAR CAFÉ

*Nags Head*

WHEN YOU LIVE ON THE shore, you draw your livelihood and daily sustenance from the sea. At Basnight's Lone Cedar Café, you can see how two families — one old-blood Outer Banks, the other osprey — do just that. For generations, the Basnights have been a fishing family, but now they spend more time cooking than catching, introducing countless diners to the bounty of their waters. And from the Osprey Lounge, you can watch a new family — a mating pair of ospreys named Lucy and Ricky — bring in a fresh catch to feed their young while you wait for *your* fresh catch to arrive at the table.

**7623 South Virginia Dare Trail**  
Nags Head, NC 27959  
(252) 441-5405, [lonecedarcafe.com](http://lonecedarcafe.com)

OPPOSITE: BAXTER MILLER; THIS PAGE: CHRIS HANNANT



# SEASIDE SIPS

Sip a tiki drink by the ocean or a glass of wine by Currituck Sound. Revel in legendary Outer Banks rum lore and meet our founding father of craft brewing. On the coast, every hour is happy hour.



On clear, calm Thursday evenings, shell hunters along Carolina Beach — and probably a fair number of fishermen out on the water — hear the sound of beach music long before they see Tiki Pier.

PHOTOGRAPHY BY EMILY CHAPLIN

## OCEAN GRILL & TIKI BAR

*Carolina Beach*

PIERS ARE SOLID STRUCTURES, built to withstand constant waves and the occasional hurricane. Piers aren't supposed to bounce. Or shake. Especially on sunny days. At Carolina Beach, Tiki Pier bounces. The pier also shakes sometimes. It has for years. But there's no need to be alarmed — the bouncing usually only happens on Thursday evenings in the summer, and the culprit of the quivering and shivering has been identified: surf bands. Catch a show and sample a few tiki bar concoctions made with fresh fruits and plenty of nectars, like agave and tamarind. The menu sports several standards — like the mai tai and an agave margarita — as well as new offerings that change from summer to summer. Try The Noserider, made with coconut water, pineapple juice, fresh lime, and agave nectar (and coconut tequila, of course). — *Todd Dulaney*

1211 South Lake Park Boulevard  
Carolina Beach, NC 28428  
(910) 707-0049, [oceangrilltiki.com](http://oceangrilltiki.com)







# OUTER BANKS DISTILLING

Manteo

IT'S HARD TO FIND MANY PEOPLE along the Outer Banks who use the word *boozhyot* anymore. It sounds sort of like “BOO-shot,” and it helps to have a little booze in you when you try to get the slur in the middle just right. It used to be slang for “have a good time.” At least, that’s what they claim at Outer Banks Distilling in Manteo, the home of Kill Devil Rum.

When you step up to the bar for a tasting or to order a cocktail, you’re surrounded by the mystique of rum’s history up and down the Outer Banks. There are maps of shipwrecks, historical pictures, and salvaged items like a big ship’s wheel. And there’s a sign explaining the definition of boozhyot, a term that comes from the Prohibition era, when smugglers aboard pleasure craft — or “booze yachts” — sometimes dumped illegal cargo that washed ashore.

Co-owner Scott Smith admits, though, that an awful lot of what you hear about liquor on the Outer Banks may be a wee bit embellished. “There’s a lot of legend that gets wrapped around truth,” he says.

In 2004, Smith moved to the Outer Banks and ended up working at Outer Banks Brewing Station in Kill Devil Hills. His coworkers were brewers Adam Ball and Kelly Bray, and bartender Matt Newsome. Newsome and Bray both came of age on the Outer Banks, hearing about the history of illegal liquor in the area.

In 2013, all four quit their brewery jobs and started renovating a 1964 brick building in Manteo: Original cypress beams were removed and used as doorframes and woodwork, the distilling room floor was replaced, and pine floors were refinished. They hauled out 20 tons of scrap and hauled in artifacts



like the ship’s wheel from the famous 1925 wreck of the schooner *Irma*. A wooden display shelf behind the tasting room bar is timber from a wreck that’s been dated to 1652.

It took two years to get the operation up and running. And the four men soon found themselves embraced by the local community. Since their first batch of white rum in 2015, they’ve grown quickly, with five fermentation tanks making white, gold, and spiced rums. And for both tourists and locals, being able to buy rum made right there in Manteo is a long way from the days when what you had to drink depended on either what you could make illegally or what you could salvage from the sea.

— Kathleen Purvis

510 Budleigh Street, Manteo, NC 27954  
(252) 423-3011, [outerbanksdistilling.com](http://outerbanksdistilling.com)

The Cast Away (opposite) is an icy blend of rum, apricot brandy, lemon juice, and coconut cream.

PHOTOGRAPHY BY BAXTER MILLER







## WEEPING RADISH FARM BREWERY

*Grandy*

IN 1985, ULI BENNEWITZ PURCHASED equipment from a German microbrewer and imported it to Manteo with plans to start brewing beer. Bennewitz, who grew up in Bavaria and came to the United States on a visa to manage corn, wheat, and cotton farms, had no idea that alcohol production was subject to strict regulations and was shocked to learn that it was illegal to open a brewery in North Carolina. "The people at ABC were quite nice when I went to talk to them and suggested that we change the law," he recalls. So he did: Bennewitz drafted Senate Bill 1985-596, a law to legalize brewpubs in North Carolina. After the law passed, he opened Weeping Radish Farm Brewery, the first microbrewery in the state — and paved the way for the booming microbrewing industry. "I never set out to revolutionize anything," he admits. "It was a crazy idea that took off." — Jodi Helmer

**6810 Caratoke Highway**  
**Grandy, NC 27939**  
**(252) 491-5205, [weepingradish.com](http://weepingradish.com)**

## OUTER BANKS BREWING

*Kill Devil Hills*

**T**HE AVERAGE WIND SPEED in Kill Devil Hills is around seven miles per hour. You'd think it'd be higher, right?

Still, it's consistent enough to keep the wind turbine at the Outer Banks Brewing Station spinning almost constantly. Outer Banks Brewing is the first wind-powered brewery in the nation. At 92 feet tall, its wind turbine is a bit of a landmark. People see it when they're up on the dunes at Jockey's Ridge State Park or visiting the Wright Brothers National Memorial. It's a lighthouse for the lunch crowd. — *Jeremy Markovich*

**600 South Croatan Highway**  
**Kill Devil Hills, NC 27948**  
**(252) 449-2739**  
**[obbrewing.com](http://obbrewing.com)**



PHOTOGRAPHY BY CHRIS HANNANT, ANNA ROUTH BARZIN



## THE CHRISTIAN POST

# Travel: 3 places to go this summer

By [Dennis Lennox](#), CP Contributor

By getting creative and going a little farther this summer you can avoid the crowds that plague more popular places.

The three places I picked aren't just family-friendly places. They're the kind of destinations that make for unforgettable trips.

### Manteo, North Carolina

About 20 minutes from North Carolina's Outer Banks is [Manteo](#).

Visitors to the seat of surrounding Dare County can combine the best of the [Outer Banks](#) with a quintessential small town (population 1,483).



The streets of Manteo, North Carolina. | Dennis Lennox

If Manteo is known it's known for the Lost Colony, the first English colony in the present-day United States. Some may also know it as the place where Andy Griffith lived.

As I wrote in [this column last year](#), the colony established by Sir Walter Raleigh on Roanoke Island during the reign of Queen Elizabeth I in 1585 — a full 22 years before Jamestown and 35 years before the Pilgrims on the Mayflower — vanished within five years. Just what happened remains an unsolved mystery.

Stay at The Roanoke Island Inn, eat at the Avenue Grille and the Lost Colony Tavern and explore the Roanoke Island Festival Park, Fort Raleigh National Historic Site and Elizabethan Gardens. The Wright Brothers National Memorial, which stands where Wilbur and Orville Wright first flew in 1903, is 14 miles away in Kill Devil Hills.

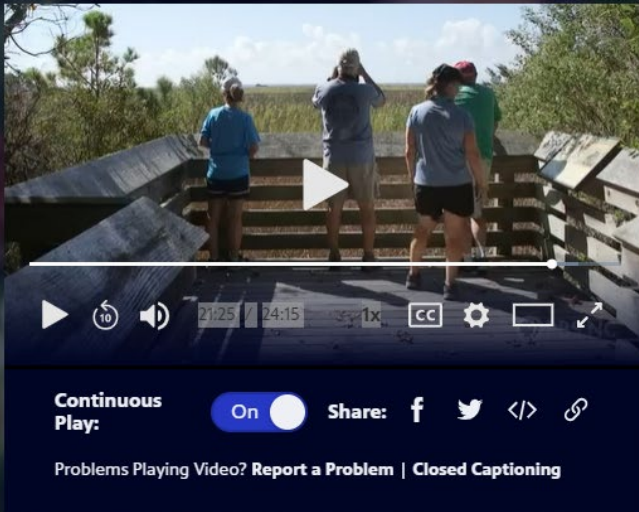
### **Keweenaw Peninsula, Michigan**

Projecting from the Upper Peninsula of Michigan into Lake Superior is the [Keweenaw Peninsula](#).



The old mining town of Calumet in Michigan's Keweenaw Peninsula. | Dennis Lennox

While today a sparsely populated swath of land known for its natural beauty and year-round outdoor recreation, the peninsula was home to a copper boom that produced over 14 billion pounds of copper between 1844 and 1969.



NORTH CAROLINA WEEKEND

## Family Favorites

Season 19 Episode 21 | 24m 15s | [CC](#)

+ My List

Watch Preview

North Carolina Weekend explores family favorites around the state including Island Farm in Manteo, the Museum of Life and Science in Durham, Mason's Sweet Shoppe in Union Grove, the Aurora Fossil Museum and Nags Head Woods Preserve in Kitty Hawk.

Aired: 06/02/22 | Rating: NR



## TRAVELS

# Icelandair flies on the trails of the originators of the flight

Kristján Már Unnarsson writes

June 8, 2022 11:25



Brothers Wilbur and Orville Wright flew the first plane on the Kitty Hawk plane, seen from behind. THE HANGAR AND SHED THEY LIVED IN

KMU

WHEN THEY PERFORMED THEIR FLIGHT EXPERIMENTS BETWEEN 1900 AND 1903 HAVE ALSO BEEN REBUILT.

If there is one place that can claim to be the most remarkable in the history of aviation, it is the coastal town of Kitty Hawk in North Carolina. It was there that the Wright brothers, Orville and Wilbur, made their flight experiments at the beginning of the last century, and on December 17, 1903, they were the first humans to fly a motorized aircraft.

Icelandair has now started direct scheduled flights to Raleigh, the capital of North Carolina, from where it is about a three-hour drive to Kitty Hawk, which is on the Atlantic coast. When the rulers of the sister cities of Raleigh and Durham along with Icelandair invited us on a tour of the area, we took the opportunity to visit the place where the Wright brothers changed the history of mankind.



A national monument to the Wright brothers stands on a hill above the lawn. THEY FIRST USED THE ALTITUDE FOR GLIDING EXPERIMENTS.

KMU

"They taught us to fly," reads a memorial to the brothers, but an exact copy of the first plane can be seen in a local museum. The original is preserved at the Smithsonian Museum in Washington, D.C., close to the Capitol and the White House.

The Kitty Hawk has also renovated the hangar and workshop where they built the plane, and next to it is the runway where the first flight was. A large monument to Orville and Wilbur is



on a large hill, which was first used by the brothers to test themselves with gliders.



Filmmaker Ólafur Rögnvaldsson models a model of the first plane in Kitty Hawk for Station 2.

KMU

Sigurður Helgason, former CEO of Icelandair, and his wife, Peggy Helgason, were a special guest of honor on Icelandair on this first flight to North Carolina. It so happens that Peggy is from North Carolina, and the couple met there in 1972 when they were both studying at university. It can therefore be said that Sigurður is the son-in-law of North Carolina.

In the episode Ísland í dag we talk to Sigurður, but also Bogi Nils Bogason, CEO of Icelandair, and Sýlvía Kristín Ólafsdóttir, Director of Marketing and Services, about North Carolina and they are asked if there is anything interesting to visit for Icelanders. Here is a five minute episode from the show:

In the episode, Icelandair's executives, Bogi Nils and Sýlvía Kristín, explain why the company chose to add this relatively little-known destination to the company's route network. Here you can see the whole episode, which is almost thirteen minutes long: