

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, FEBRUARY 20, 2020
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
ONE VISITORS CENTER CIRCLE
MANTEO, NC 27954

AGENDA

- I. Call to Order
- II. Pledge of Allegiance & Moment of Silence
- III. Approval of Agenda
- IV. Approval of Minutes from the January 16, 2020 Meeting
- V. Public Comments
- VI. Budget & Finance Report-Budget & Finance Committee Chair
- VII. Outer Banks Visitors Bureau Updates
 - 1. South Beach Grille Demolition Recommendation
- VIII. Old Business
- IX. New Business
- X. Board Member Comments
- XI. Set Date, Time, and Place of Next Meeting
- XII. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, JANUARY 16, 2020**

9:00 A.M.

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

ATTENDING: Ervin Bateman, Doug Brindley, Tim Cafferty, Jamie Chisholm, Webb Fuller, Leo Holland, Myra Ladd-Bone, Karen Loopman-Davis, Bobby Owens, Jeff Pruitt, Pat Weston, and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Chuck Burdick, and the Kill Devil Hills Representative.

STAFF:

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

OTHERS: Charlie Parker; Chris Sawin, Dare County Arts Council; Bill Coleman, The Lost Colony; and Dave Hallac, Superintendent, Outer Banks Group, National Park Service.

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

OPENING: The Clerk swore in the following Dare County Tourism Board Appointees:

Leo Holland, Town of Southern Shores
Webb Fuller, Town of Nags Head
Tim Cafferty, Member at Large
Doug Brindley, Outer Banks Association of REALTORS®

Jeff Pruitt, Town of Kitty Hawk
Ervin Bateman, Dare County Commissioners
Karen Loopman-Davis, Outer Banks Restaurant Assoc.

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

- Chair: Myra Ladd-Bone
- Vice-Chair: Jeff Pruitt
- Secretary: Webb Fuller
- Treasurer: Pat Weston
- Assistant Treasurer: Ervin Bateman

Legal Counsel then called for nominations from the floor for the positions of Chair, Vice Chair, Secretary, Treasurer, and Assistant Treasurer. Hearing none, Mr. Holland moved to close nominations. Mr. Cafferty seconded. There was no discussion and the motion passed unanimously. Mr. Cafferty moved to approve the slate as presented. Mr. Holland seconded. The motion passed unanimously.

Legal Counsel then turned the meeting over to the Chair.

APPROVAL OF AGENDA: Ms. Weston moved to approve the agenda. Mr. Fuller seconded. There was no discussion and the motion passed unanimously.

APPROVAL OF MINUTES: Ms. Weston moved to approve the meeting minutes from December 19, 2019. Mr. Fuller seconded. There was no discussion and the motion passed unanimously.

PUBLIC COMMENTS: Superintendent Hallac reviewed visitation at area sites and the priorities for the parks for the next one to three years. Bill Coleman welcomed the Board to audition for The Lost Colony. Chris Sawin reviewed the 7th Annual Veterans Week programming.

BUDGET AND FINANCE REPORT: Ms. Weston reviewed the meals and occupancy receipts received. Receipts for fiscal year 2019-2020 are up 3.66% over 2018-2019 actual receipts.

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles reviewed paperwork, upcoming events and opportunities for Board members; Pamlico Jack's ownership progress; and internet, inquiry, and visitation numbers.

Lorrie Love reviewed a collaboration with AAA to inform their travel advisors on activities, lodging, and dining on the Outer Banks. In addition to a familiarization tour, Bureau staff will host webinars for other AAA offices.

Aaron Tuell reviewed upcoming media missions and recent press coverage of the Outer Banks.

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

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

BOARD MEMBER COMMENTS: There were no Board member comments made.

SET DATE, TIME AND PLACE OF NEXT MEETING: The Board reached consensus to meet the third Thursday of the month at 9:00 a.m.

The next meeting will be Thursday, February 20, 2020 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC.

Mr. Holland moved to adjourn. Ms. Chisholm seconded. There was no discussion and the motion passed unanimously. The meeting adjourned at 9:58 a.m.

ATTESTED:

Secretary, Dare County Tourism Board

BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2019-2020

FISCAL YEAR		PROJECTED FY 19-20	ACTUAL FY 19-20	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$793,100.00	\$1,019,991.19	\$226,891.19	28.61%
JULY RECEIVED	MEALS	<u>\$341,000.00</u>	<u>\$399,780.43</u>	<u>\$58,780.43</u>	<u>17.24%</u>
		\$1,134,100.00	\$1,419,771.62	\$285,671.62	25.19%
JULY EARNED	OCCUPANCY	\$1,255,300.00	\$1,106,543.73	(\$148,756.27)	-11.85%
AUGUST RECEIVED	MEALS	<u>\$420,000.00</u>	<u>\$472,600.66</u>	<u>\$52,600.66</u>	<u>12.52%</u>
		\$1,675,300.00	\$1,579,144.39	(\$96,155.61)	-5.74%
AUGUST EARNED	OCCUPANCY	\$1,069,660.00	\$1,386,583.82	\$316,923.82	29.63%
SEPT RECEIVED	MEALS	<u>\$378,250.00</u>	<u>\$427,333.95</u>	<u>\$49,083.95</u>	<u>12.98%</u>
		\$1,447,910.00	\$1,813,917.77	\$366,007.77	25.28%
SEPTEMBER EARNED	OCCUPANCY	\$457,980.00	\$456,102.94	(\$1,877.06)	-0.41%
OCT RECEIVED	MEALS	<u>\$256,530.00</u>	<u>\$245,359.41</u>	<u>(\$11,170.59)</u>	<u>-4.35%</u>
		\$714,510.00	\$701,462.35	(\$13,047.65)	-1.83%
OCTOBER EARNED	OCCUPANCY	\$211,405.00	\$225,976.76	\$14,571.76	6.89%
NOV RECEIVED	MEALS	<u>\$164,205.00</u>	<u>\$196,138.50</u>	<u>\$31,933.50</u>	<u>19.45%</u>
		\$375,610.00	\$422,115.26	\$46,505.26	12.38%
NOVEMBER EARNED	OCCUPANCY	\$88,225.00	\$115,681.16	\$27,456.16	31.12%
DEC RECEIVED	MEALS	<u>\$111,060.00</u>	<u>\$122,310.47</u>	<u>\$11,250.47</u>	<u>10.13%</u>
		\$199,285.00	\$237,991.63	\$38,706.63	19.42%
DECEMBER EARNED	OCCUPANCY	\$37,095.00	\$64,325.91	\$27,230.91	73.41%
JAN RECEIVED	MEALS	<u>\$83,230.00</u>	<u>\$105,377.51</u>	<u>\$22,147.51</u>	<u>26.61%</u>
		\$120,325.00	\$169,703.42	\$49,378.42	41.04%
JANUARY EARNED	OCCUPANCY	\$64,210.00	\$0.00	\$0.00	0.00%
FEB RECEIVED	MEALS	<u>\$64,065.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$128,275.00	\$0.00	\$0.00	0.00%
FEBRUARY EARNED	OCCUPANCY	\$46,370.00	\$0.00	\$0.00	0.00%
MARCH RECEIVED	MEALS	<u>\$70,345.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$116,715.00	\$0.00	\$0.00	0.00%
MARCH EARNED	OCCUPANCY	\$62,730.00	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$105,080.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$167,810.00	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$178,105.00	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$170,565.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$348,670.00	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$295,225.00	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$217,345.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$512,570.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$3,912,765.00	\$4,375,205.51	\$462,440.51	11.82%
TO-DATE	MEALS	<u>\$1,754,275.00</u>	<u>\$1,968,900.93</u>	<u>\$214,625.93</u>	<u>12.23%</u>
		\$5,667,040.00	\$6,344,106.44	\$677,066.44	11.95%
TOTAL	OCCUPANCY	\$4,559,405.00			
PROJECTED	MEALS	<u>\$2,381,675.00</u>			
2019-2020		\$6,941,080.00			

CALENDAR YEAR RECEIPTS		ACTUAL	ACTUAL	+/- \$	+/- %
<u>2019-2020</u>		2019	2020		
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	OCCUPANCY	\$46,833.30	\$64,325.91	\$17,492.61	37.35%
	MEALS	<u>\$92,656.36</u>	<u>\$105,377.51</u>	<u>\$12,721.15</u>	<u>13.73%</u>
		\$139,489.66	\$169,703.42	\$30,213.76	21.66%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	OCCUPANCY	\$61,766.11	\$0.00	\$0.00	0.00%
	MEALS	<u>\$76,743.92</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$138,510.03	\$0.00	\$0.00	0.00%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	OCCUPANCY	\$60,761.81	\$0.00	\$0.00	0.00%
	MEALS	<u>\$80,478.08</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$141,239.89	\$0.00	\$0.00	0.00%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	OCCUPANCY	\$94,423.77	\$0.00	\$0.00	0.00%
	MEALS	<u>\$135,649.69</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$230,073.46	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	OCCUPANCY	\$215,483.12	\$0.00	\$0.00	0.00%
	MEALS	<u>\$199,132.07</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$414,615.19	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	OCCUPANCY	\$365,789.79	\$0.00	\$0.00	0.00%
	MEALS	<u>\$278,868.23</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$644,658.02	\$0.00	\$0.00	0.00%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	OCCUPANCY	\$1,019,991.19	\$0.00	\$0.00	0.00%
	MEALS	<u>\$399,780.43</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,419,771.62	\$0.00	\$0.00	0.00%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	OCCUPANCY	\$1,106,543.73	\$0.00	\$0.00	0.00%
	MEALS	<u>\$472,600.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,579,144.39	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	OCCUPANCY	\$1,386,583.82	\$0.00	\$0.00	0.00%
	MEALS	<u>\$427,333.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,813,917.77	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	OCCUPANCY	\$456,102.94	\$0.00	\$0.00	0.00%
	MEALS	<u>\$245,359.41</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$701,462.35	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	OCCUPANCY	\$225,976.76	\$0.00	\$0.00	0.00%
	MEALS	<u>\$196,138.50</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$422,115.26	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	OCCUPANCY	\$115,681.16	\$0.00	\$0.00	0.00%
	MEALS	<u>\$122,310.47</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$237,991.63	\$0.00	\$0.00	0.00%
Total To Date	Occupancy	\$46,833.30	\$64,325.91	\$17,492.61	37.35%
	Meals	<u>\$92,656.36</u>	<u>\$105,377.51</u>	<u>\$12,721.15</u>	<u>13.73%</u>
		\$139,489.66	\$169,703.42	\$30,213.76	21.66%
Total for Year	OCCUPANCY	\$5,155,937.50			
	MEALS	<u>\$2,727,051.77</u>			
		\$7,882,989.27			

OCCUPANCY & MEALS FY 2019-2020

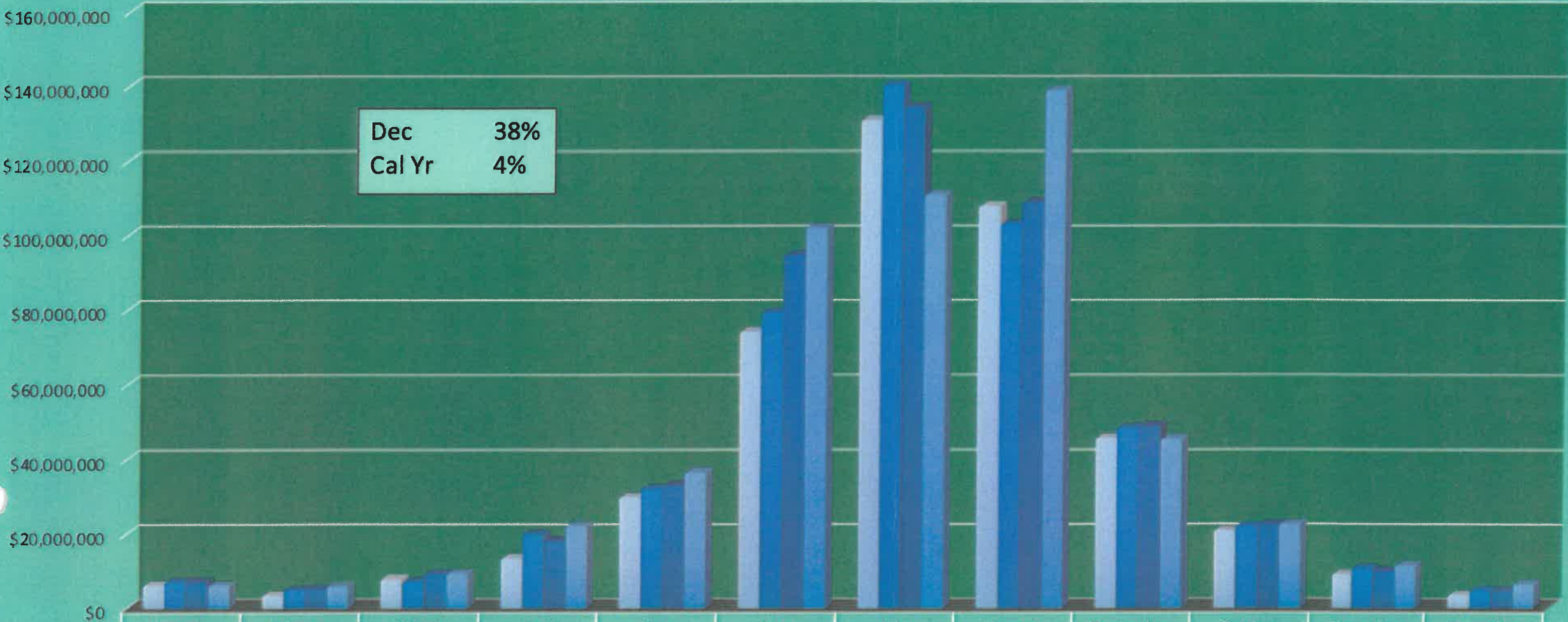
ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 18-19	ACTUAL FY 19-20	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$953,286.96	\$1,019,991.19	\$66,704.23	7.00%
JULY RECEIVED	MEALS	<u>\$386,336.19</u>	<u>\$399,780.43</u>	<u>\$13,444.24</u>	<u>3.48%</u>
		\$1,339,623.15	\$1,419,771.62	\$80,148.47	5.98%
JULY EARNED	OCCUPANCY	\$1,332,093.40	\$1,106,543.73	(\$225,549.67)	-16.93%
AUGUST RECEIVED	MEALS	<u>\$444,464.40</u>	<u>\$472,600.66</u>	<u>\$28,136.26</u>	<u>6.33%</u>
		\$1,776,557.80	\$1,579,144.39	(\$197,413.41)	-11.11%
AUGUST EARNED	OCCUPANCY	\$1,098,655.34	\$1,386,583.82	\$287,928.48	26.21%
SEPT RECEIVED	MEALS	<u>\$391,888.23</u>	<u>\$427,333.95</u>	<u>\$35,445.72</u>	<u>9.04%</u>
		\$1,490,543.57	\$1,813,917.77	\$323,374.20	21.70%
SEPTEMBER EARNED	OCCUPANCY	\$468,126.63	\$456,102.94	(\$12,023.69)	-2.57%
OCT RECEIVED	MEALS	<u>\$239,371.30</u>	<u>\$245,359.41</u>	<u>\$5,988.11</u>	<u>2.50%</u>
		\$707,497.93	\$701,462.35	(\$6,035.58)	-0.85%
OCTOBER EARNED	OCCUPANCY	\$243,387.96	\$225,976.76	(\$17,411.20)	-7.15%
NOV RECEIVED	MEALS	<u>\$178,929.55</u>	<u>\$196,138.50</u>	<u>\$17,208.95</u>	<u>9.62%</u>
		\$422,317.51	\$422,115.26	(\$202.25)	-0.05%
NOVEMBER EARNED	OCCUPANCY	\$100,000.00	\$115,681.16	\$15,681.16	15.68%
DEC RECEIVED	MEALS	<u>\$120,134.85</u>	<u>\$122,310.47</u>	<u>\$2,175.62</u>	<u>1.81%</u>
		\$220,134.85	\$237,991.63	\$17,856.78	8.11%
DECEMBER EARNED	OCCUPANCY	\$46,833.30	\$64,325.91	\$17,492.61	37.35%
JAN RECEIVED	MEALS	<u>\$92,656.36</u>	<u>\$105,377.51</u>	<u>\$12,721.15</u>	<u>13.73%</u>
		\$139,489.66	\$169,703.42	\$30,213.76	21.66%
JANUARY EARNED	OCCUPANCY	\$61,766.11	\$0.00	\$0.00	0.00%
FEB RECEIVED	MEALS	<u>\$76,743.92</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$138,510.03	\$0.00	\$0.00	0.00%
FEBRUARY EARNED	OCCUPANCY	\$60,761.81	\$0.00	\$0.00	0.00%
MARCH RECEIVED	MEALS	<u>\$80,478.08</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$141,239.89	\$0.00	\$0.00	0.00%
MARCH EARNED	OCCUPANCY	\$94,423.77	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$135,649.69</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$230,073.46	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$215,483.12	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$199,132.07</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$414,615.19	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$365,789.79	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$278,868.23</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$644,658.02	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$4,242,383.59	\$4,375,205.51	\$132,821.92	3.13%
	MEALS	<u>\$1,853,780.88</u>	<u>\$1,968,900.93</u>	<u>\$115,120.05</u>	<u>6.21%</u>
		\$6,096,164.47	\$6,344,106.44	\$247,941.97	4.07%
TOTAL ACTUAL 2018-2019	OCCUPANCY	\$5,040,608.19			
	MEALS	<u>\$2,624,652.87</u>			
		\$7,665,261.06			

Dare County Gross Collections on Retail Sales

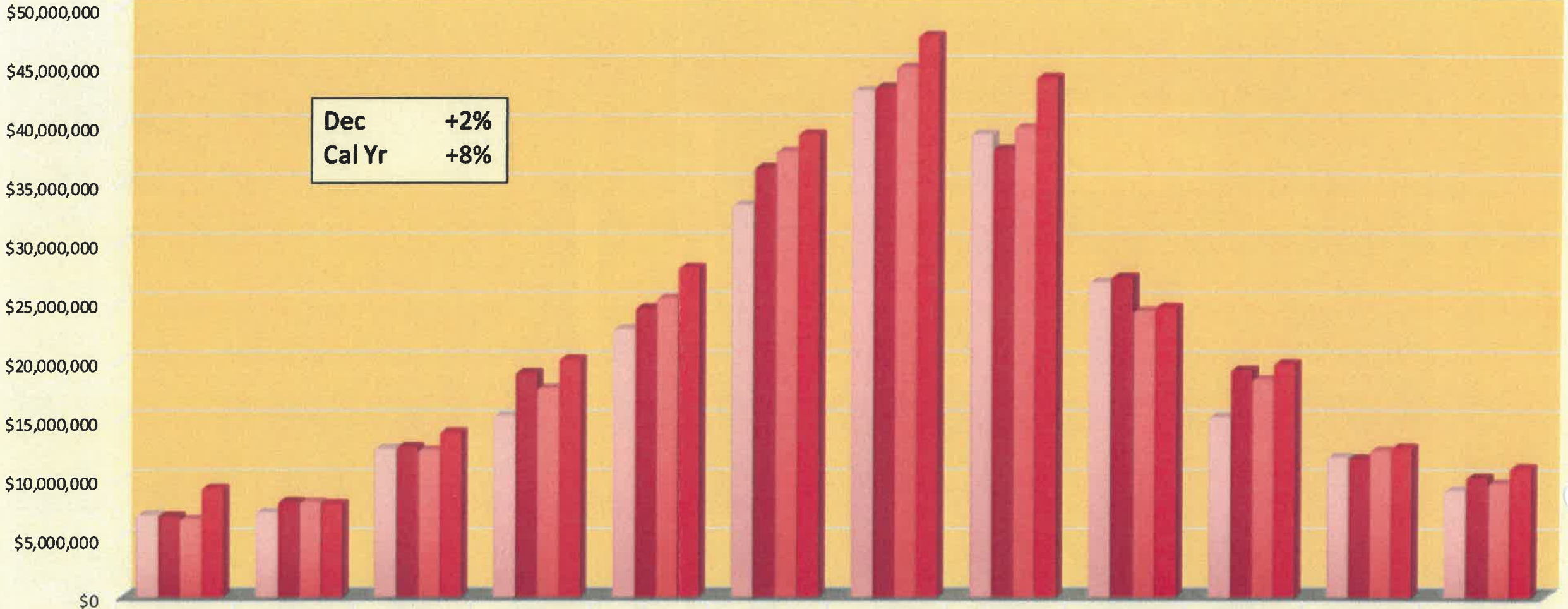
	2019	2018	2017	2016	2015	2014	Variance 2019-2018	Percent Change
January	3,518,081	3,585,781	3,246,772	2,766,539	2,606,285	2,536,097	-67,700	-1.89%
February	3,026,989	2,738,341	2,728,504	2,289,103	2,128,970	1,867,511	288,648	10.54%
March	2,831,112	2,829,152	2,812,630	2,280,537	2,019,168	1,971,221	1,960	0.07%
April	4,266,897	3,948,431	3,729,748	3,547,074	3,007,272	2,867,536	318,466	8.07%
May	5,501,100	4,861,088	5,084,042	4,011,689	3,930,062	3,915,291	640,012	13.17%
June	7,096,777	6,558,353	6,355,380	5,676,881	5,553,791	5,162,466	538,424	8.21%
July	11,321,288	10,815,908	10,038,975	9,085,195	9,066,601	8,651,485	505,380	4.67%
August	13,178,541	12,870,106	12,961,419	12,153,647	10,985,313	10,469,227	308,435	2.40%
September	11,799,596	10,996,721	10,694,311	10,634,932	10,595,224	10,109,076	802,875	7.30%
October	6,834,818	6,542,087	7,181,012	6,631,836	6,261,920	5,995,093	292,731	4.47%
November	5,191,614	4,932,146	4,698,891	4,294,600	3,902,927	3,740,414	259,468	5.26%
December	3,874,539	3,719,123	3,759,730	3,904,190	2,995,244	2,716,109	155,416	4.18%
YTD	78,441,352	74,397,237	73,291,414	67,276,223	63,052,777	60,001,526	4,044,115	5.44%
TOTAL	78,441,352	74,397,237	73,291,414	67,276,223	63,052,777	60,001,526		
YTD % Change	5.44%	1.51%	8.94%	6.70%	5.09%	4.60%		
Total % Change	5.44%	1.51%	8.94%	6.70%	5.09%	4.60%		

Occupancy Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2016	6,278,051	3,599,607	7,924,692	13,435,059	29,786,428	74,166,862	130,768,381	107,787,704	45,666,221	20,839,990	9,132,785	3,624,331
2017	7,131,148	4,938,755	7,159,836	19,822,692	32,005,253	79,240,527	140,228,393	102,930,101	48,338,071	21,974,957	10,734,352	4,815,968
2018	7,115,084	5,205,555	9,356,430	18,054,916	32,964,383	94,643,779	134,391,620	108,717,337	48,791,548	22,503,851	9,965,662	4,706,348
2019	6,272,045	6,004,609	9,370,541	22,183,138	36,428,842	102,003,266	110,890,945	138,805,084	45,403,850	22,618,642	11,523,953	6,505,201

Meals Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2016	6,951,100	7,190,738	12,593,172	15,347,188	22,700,007	33,185,424	42,856,387	39,204,887	26,673,486	15,237,438	11,846,267	9,049,333
2017	6,907,169	8,107,544	12,750,137	19,029,550	24,480,322	36,369,937	43,176,322	37,942,828	27,122,726	19,261,951	11,764,460	10,184,239
2018	6,630,060	8,081,163	12,472,869	17,693,017	25,305,198	37,728,467	44,840,505	39,760,919	24,228,769	18,452,784	12,448,598	9,670,246
2019	9,232,116	7,938,346	13,993,067	20,152,467	27,895,551	39,212,117	47,545,995	44,023,260	24,552,170	19,796,005	12,708,341	10,994,527

Outer Banks Visitors Bureau Gross Occupancy Summary 2006-2019														
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
January	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787	3,571,786	3,283,749	2,384,938
February	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381	2,642,080	2,581,654	1,759,790
March	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488	5,502,196	4,202,539	3,086,804
April	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765	8,899,988	11,315,913	10,346,356
May	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610	20,903,445	19,663,470	17,941,754
June	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695	65,529,705	61,057,567	50,096,176
July	110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664	111,091,066	110,207,729	101,783,465	87,373,542	92,310,020	97,575,888	95,773,196
August	138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506	87,953,893	90,043,386	93,084,681	96,469,017	95,817,540	84,228,391	77,315,609
September	45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607	39,568,193	36,023,228	34,282,276	34,425,803	30,653,566	30,770,807	29,115,120
October	22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451	16,062,554	16,934,908	17,000,119	15,129,892	13,961,791	15,001,325	12,891,179
November	11,523,953	9,965,662	10,734,352	9,132,785	7,573,884	6,873,710	6,118,063	6,038,976	6,795,253	7,062,045	6,708,504	6,392,023	6,852,685	6,514,715
December	6,505,201	4,706,348	4,815,968	3,624,331	3,498,490	3,058,680	4,446,831	3,057,722	2,946,610	2,381,348	3,653,289	3,710,254	3,429,743	2,919,659
YTD Total	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773	349,894,394	339,963,731	310,145,296
Total	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773	349,894,394	339,963,731	310,145,296
YTD % Change	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%	9.61%	10.60%
Total % Change	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%	9.61%	10.60%
Month Increase/Decrease (Decrease)/Qtr	38.22%	-2.28%	32.88%	3.60%	14.38%	-31.22%	45.43%	3.77%	23.74%	-34.82%	-1.54%	8.18%	17.47%	18.05%
Qtr 1 (Dec-Feb)	10.31%	0.84%	25.06%	5.89%	19.80%	-14.53%	17.91%	1.03%	12.87%	-7.90%	1.33%	6.77%	31.58%	20.19%
Qtr 2 (Mar-May)	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%	0.35%	12.13%	17.97%
Qtr 3 (June-Aug)	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%	4.45%	8.82%	8.21%
Qtr 4 (Sept-Nov)	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%	-3.07%	8.46%	16.35%
Note: For January 2007, there were a couple of filings for past months totaling about \$80000 in gross rents. Adjusted gross occupancy would be 3,203,749, an increase of 34.33%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019 and 4 weekends in July 2008, 2009, 2015, 2019														
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.														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2006-2019														
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
January	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193	5,315,203	5,652,092	5,858,880
February	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828	5,901,277	5,864,520	6,004,387
March	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099	9,906,602	8,368,675	8,211,991
April	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914	10,696,837	13,018,031	12,354,501
May	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550	17,902,993	17,030,910	16,936,284
June	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095	26,110,903	26,398,208	24,523,773
July	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202	33,163,197	32,620,688	31,626,454
August	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408	32,095,228	31,213,494	29,227,824
September	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780	17,335,174	19,572,423	18,282,789
October	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255	12,192,193	12,942,026	11,940,442
November	12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206	8,637,935	8,587,922	8,822,724	8,298,475	8,044,142	9,001,275	8,074,157
December	10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007	7,025,072	7,391,106	5,983,306	6,123,554	6,457,727	7,449,495	7,605,651
YTD Total	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353	185,121,476	189,131,837	180,647,133
Total	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353	185,121,476	189,131,837	180,647,133
YTD % Change	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%	4.70%	0.09%
Total % Change	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%	4.70%	0.09%
Month Increase/(Decrease)	13.69%	-5.05%	12.54%	8.58%	5.46%	15.55%	-2.65%	-4.95%	23.53%	-2.29%	-5.17%	-13.31%	-2.05%	6.91%
Increase/(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	15.52%	-3.24%	8.66%	4.73%	7.46%	11.68%	-2.56%	4.38%	11.73%	-7.52%	-0.67%	-6.81%	-2.58%	5.11%
Qtr 2 (Mar-May)	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%	0.23%	2.44%	5.11%
Qtr 3 (June-Aug)	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%	1.26%	5.69%	2.10%
Qtr 4 (Sept-Nov)	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%	-9.50%	8.40%	-10.22%
Note: For February 2006, \$496,634 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$5,507,753, a 6% increase														
For December 2006, \$470,400 was reported in gross receipts, but was not paid. If gross receipts corrected, 2006 would be \$7,135,251, a 4% increase														
For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018														
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.														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2015-2019

	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
	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	32,527	25,804	21,243	9,991	21,848	26,848	34,898	50,462	56,934	149,040	77,619	68,241	39,261	77,827	57,144
February	36,503	36,064	52,546	36,814	143,923	30,243	39,974	64,152	69,405	79,720	69,723	71,212	134,203	97,209	54,050
March	45,499	79,865	76,403	65,753	85,386	81,171	208,302	123,529	186,658	249,522	131,547	166,270	149,882	184,588	160,084
April	168,909	156,538	127,482	140,738	877,315	274,003	254,169	580,729	450,715	587,966	259,150	308,672	366,481	321,223	365,960
May	298,008	274,409	249,701	329,396	309,416	638,602	665,277	745,164	864,675	990,995	568,792	552,057	639,286	607,239	600,680
June	382,110	379,391	265,719	263,476	417,010	1,123,278	1,229,304	1,431,385	1,666,397	1,830,953	987,743	1,046,720	989,369	1,196,072	1,288,613
July	368,701	749,249	321,538	401,465	300,025	1,661,598	1,816,435	1,336,272	1,613,934	1,966,882	1,433,876	1,647,615	1,435,632	1,542,434	1,563,325
August	387,356	382,004	230,703	295,816	369,371	1,010,543	1,157,766	890,569	1,232,064	1,510,242	1,298,655	1,314,037	1,415,838	1,296,981	872,728
September	218,033	224,305	188,428	125,217	254,760	570,891	603,072	503,200	803,646	427,073	633,887	630,648	656,337	557,989	437,579
October	159,477	136,646	86,645	160,079	149,153	243,482	164,375	413,901	349,366	406,219	383,560	372,984	421,919	439,412	308,779
November	67,982	72,340	81,256	77,097	74,856	73,453	107,575	121,397	118,727	126,014	164,448	231,209	205,025	201,959	143,147
December	26,410	37,430	61,634	18,684	82,449	30,848	30,970	48,795	32,024	59,397	88,026	102,282	110,884	91,303	55,559
YTD Totals	2,191,515	2,554,045	1,763,298	1,924,526	3,085,512	5,764,960	6,312,117	6,309,555	7,444,545	8,384,023	6,097,026	6,511,947	6,564,117	6,614,236	5,907,648
Total	2,191,515	2,554,045	1,763,298	1,924,526	3,085,512	5,764,960	6,312,117	6,309,555	7,444,545	8,384,023	6,097,026	6,511,947	6,564,117	6,614,236	5,907,648

Month Increase	-73.45%	41.73%	64.66%	-69.69%	341.28%	66.44%	0.40%	57.56%	-34.37%	85.48%	-0.95%	16.20%	8.41%	-17.66%	-39.15%
YTD Increase	-1.18%	16.54%	-30.96%	9.14%	60.33%	17.88%	9.49%	-0.04%	17.99%	12.62%	-1.64%	6.81%	0.80%	0.76%	-10.68%
Total Year Increa	-1.18%	16.54%	-30.96%	9.14%	60.33%	17.88%	9.49%	-0.04%	17.99%	12.62%	-1.64%	6.81%	0.80%	0.76%	-10.68%

Outer Banks Visitors Bureau
Gross Occupancy by Class 2015-2019

	2015	2016	2017	2018	2019	2018	2019	2015	2016	2017	2018	2019	2019
	Motel/	Motel/	Motel/	Motel/	Motel/	Online Trave	Online Trave	Property	Property	Property	Property	Property	Other
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	Management	Management	Management	Management	Management	Rental
								Agencies	Agencies	Agencies	Agencies	Agencies	Properties**
January	1,139,616	1,237,556	1,231,693	1,257,924	1,301,265	12,750	19,038	4,685,817	4,901,521	5,742,596	5,632,280	4,641,865	
February	1,321,121	1,322,085	1,562,373	1,581,432	1,331,764	21,179	21,882	1,822,560	2,113,601	3,025,121	3,299,316	4,283,950	
March	2,061,142	3,048,117	2,625,980	3,034,735	2,618,614	46,450	48,950	3,067,716	4,309,813	4,006,629	5,645,680	6,065,892	
April	4,200,169	4,545,245	5,755,388	4,790,774	5,082,911	94,478	129,659	7,956,152	8,083,104	12,673,454	12,073,020	14,912,027	
May	6,765,929	6,995,624	7,781,122	7,657,044	8,296,802	223,246	148,954	21,282,268	21,184,107	22,356,377	23,236,092	25,901,180	
June	10,455,896	10,724,168	11,713,936	11,720,032	11,050,965	373,865	220,076	65,887,740	60,621,694	64,523,921	79,376,489	86,974,007	
July	13,399,251	14,702,019	15,241,700	13,517,098	13,333,255	488,402	280,756	93,434,875	111,492,605	121,406,705	116,827,701	93,189,170	9,774,831
August	11,644,979	12,963,240	11,871,548	12,441,921	14,094,249	422,935	266,881	99,801,608	91,755,613	88,138,009	93,023,812	121,424,486	24,094,200
September	9,491,451	8,044,658	6,960,599	5,190,429	6,280,715	127,801	128,596	33,606,096	35,992,377	39,786,449	41,912,607	37,793,636	5,444,607
October	4,048,885	4,123,137	5,255,695	4,729,167	5,163,907	94,511	76,787	14,140,361	15,940,123	15,566,863	16,607,911	16,375,128	3,090,168
November	2,011,710	2,491,471	2,754,045	2,101,808	1,972,903	35,749	31,815	5,235,640	6,134,126	7,540,897	7,319,364	9,080,251	1,659,752
December	1,248,231	1,215,099	1,228,853	1,255,150	1,413,200	27,148	22,812	2,096,029	2,185,437	3,104,990	3,165,578	4,773,626	1,465,862
<i>YTD Totals</i>	<i>67,788,380</i>	<i>71,412,419</i>	<i>73,982,932</i>	<i>69,277,514</i>	<i>71,940,550</i>	<i>1,968,514</i>	<i>1,396,206</i>	<i>353,016,862</i>	<i>364,714,121</i>	<i>387,872,011</i>	<i>408,119,850</i>	<i>425,415,218</i>	<i>45,529,420</i>
Total	67,788,380	71,412,419	73,982,932	69,277,514	71,940,550	1,968,514	1,396,206	353,016,862	364,714,121	387,872,011	408,119,850	425,415,218	45,529,420

Month Increase	39.61%	-2.65%	1.13%	2.14%	12.59%		-15.97%	7.54%	4.27%	42.08%	1.95%	50.80%
<i>YTD Increase</i>	6.91%	5.35%	3.60%	-6.36%	3.84%		-29.07%	4.85%	3.31%	6.35%	5.22%	4.24%
Total Year Increa	6.91%	5.35%	3.60%	-6.36%	3.84%		-29.07%	4.85%	3.31%	6.35%	5.22%	4.24%

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

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

Outer Banks Visitors Bureau
Gross Occupancy by Class 2015-2019

	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	6,122	10,031	45,893	80,128	100,883	5,968,549	6,278,051	7,131,148	7,115,084	6,272,045
February	3,249	16,671	100,360	121,379	111,202	3,283,399	3,599,607	4,938,755	5,205,555	6,004,609
March	12,333	112,325	177,413	239,016	191,043	5,399,408	7,924,692	7,159,836	9,356,430	9,370,541
April	22,010	87,331	319,158	278,446	356,959	12,880,393	13,435,059	19,822,692	18,054,916	22,183,138
May	64,443	114,954	233,603	269,937	329,769	29,618,042	29,786,428	32,005,253	32,964,383	36,428,842
June	144,743	165,585	316,197	421,313	441,718	78,981,510	74,166,862	79,240,527	94,643,779	102,003,266
July	217,602	360,458	486,546	488,988	538,288	110,515,903	130,768,381	140,228,393	134,391,620	110,890,945
August	161,198	215,044	383,434	426,743	534,008	114,304,339	107,787,704	102,930,101	108,717,337	138,805,084
September	76,247	171,161	243,058	201,660	210,087	44,596,605	45,666,221	48,338,071	48,791,548	45,403,850
October	35,977	102,725	229,934	217,916	215,456	19,011,742	20,839,990	21,974,957	22,503,851	22,618,642
November	20,651	96,064	31,732	146,707	126,782	7,573,884	9,132,785	10,734,352	9,965,662	11,523,953
December	8,946	53,113	260,812	143,609	120,970	3,498,490	3,624,331	4,815,968	4,706,348	6,505,201
<i>YTD Totals</i>	<i>773,521</i>	<i>1,505,462</i>	<i>2,828,140</i>	<i>3,035,842</i>	<i>3,277,165</i>	<i>435,632,264</i>	<i>453,010,111</i>	<i>479,320,053</i>	<i>496,416,513</i>	<i>518,010,116</i>
Total	773,521	1,505,462	2,828,140	3,035,842	3,277,165	435,632,264	453,010,111	479,320,053	496,416,513	518,010,116

Month Increase	4.25%	493.71%	391.05%	-44.94%	-15.76%	14.38%	3.60%	32.88%	-2.28%	38.22%
<i>YTD Increase</i>	<i>-6.73%</i>	<i>94.62%</i>	<i>87.86%</i>	<i>7.34%</i>	<i>7.95%</i>	<i>5.17%</i>	<i>3.99%</i>	<i>5.81%</i>	<i>3.57%</i>	<i>4.35%</i>
Total Year Increa	-6.73%	94.62%	87.86%	7.34%	7.95%	5.17%	3.99%	5.81%	3.57%	4.35%

DARE COUNTY GROSS														
OCCUPANCY BY DISTRICT														
	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL
AVON	412,817	6.6%	542,733	9.0%	614,483	6.6%	1,921,566	8.7%	2,959,234	8.1%	8,339,116	8.2%	7,089,968	6.4%
BUXTON	109,939	1.8%	164,879	2.7%	345,191	3.7%	813,784	3.7%	1,256,530	3.4%	2,278,864	2.2%	2,393,779	2.2%
COLINGTON	6,172	0.1%	5,149	0.1%	12,563	0.1%	20,313	0.1%	52,228	0.1%	182,414	0.2%	271,926	0.2%
FRISCO	76,242	1.2%	109,527	1.8%	206,052	2.2%	531,280	2.4%	935,392	2.6%	2,188,753	2.1%	2,350,832	2.1%
HATTERAS	195,167	3.1%	225,587	3.8%	272,582	2.9%	864,032	3.9%	1,659,500	4.6%	4,114,280	4.0%	4,267,435	3.8%
KILL DEVIL HILLS	1,719,691	27.4%	1,468,481	24.5%	2,370,776	25.3%	4,919,938	22.2%	7,408,563	20.3%	16,067,016	15.8%	19,150,891	17.3%
KITTY HAWK	646,687	10.3%	695,819	11.6%	1,145,909	12.2%	1,874,991	8.5%	2,768,360	7.6%	5,634,710	5.5%	7,242,797	6.5%
MANTEO-TOWN	113,227	1.8%	242,653	4.0%	238,085	2.5%	1,121,840	5.1%	781,975	2.1%	1,208,859	1.2%	1,182,324	1.1%
NAGS HEAD	1,463,725	23.3%	1,206,348	20.1%	2,213,962	23.6%	5,044,713	22.7%	8,653,751	23.8%	25,570,224	25.1%	30,483,739	27.5%
RODANTHE	155,233	2.5%	178,321	3.0%	235,134	2.5%	816,711	3.7%	1,415,555	3.9%	4,182,047	4.1%	3,639,299	3.3%
SALVO	103,194	1.6%	190,333	3.2%	151,805	1.6%	624,521	2.8%	1,186,880	3.3%	4,166,076	4.1%	2,374,016	2.1%
WAVES	214,579	3.4%	194,030	3.2%	218,326	2.3%	669,600	3.0%	1,162,476	3.2%	3,131,596	3.1%	2,473,064	2.2%
SOUTHERN SHORES	346,044	5.5%	231,269	3.9%	335,007	3.6%	540,818	2.4%	1,068,020	2.9%	6,287,807	6.2%	7,042,991	6.4%
DUCK	585,568	9.3%	419,880	7.0%	777,209	8.3%	2,127,813	9.6%	4,718,029	13.0%	18,163,589	17.8%	20,666,081	18.6%
RIM (ROANOKE ISL. MAIN)	107,493	1.7%	109,892	1.8%	194,420	2.1%	211,242	1.0%	271,697	0.7%	295,713	0.3%	25,459	0.0%
OTC UNATTRIBUTED*	16,267	0.3%	19,708	0.3%	39,037	0.4%	79,976	0.4%	130,652	0.4%	192,202	0.2%	236,344	0.2%
TOTAL	6,272,045	100.0%	6,004,609	100.0%	9,370,541	100.0%	22,183,138	100.0%	36,428,842	100.0%	102,003,266	100.0%	110,890,945	100.0%
* Part of OTC transactions are reported by district.														
The amounts are included in the districts of KDH, KH, NH. The remaining is reported under OTC														

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	2019
	AUGUST	TOTAL	SEPT	TOTAL	OCT	TOTAL	NOV	TOTAL	DEC	TOTAL	TOTAL	TOTAL
AVON	10,788,881	7.8%	2,947,918	6.5%	1,619,779	7.2%	1,446,805	12.6%	337,904	5.2%	39,021,204	7.5%
BUXTON	2,562,303	1.8%	1,100,754	2.4%	837,371	3.7%	498,341	4.3%	162,888	2.5%	12,524,623	2.4%
COLINGTON	225,336	0.2%	79,259	0.2%	39,715	0.2%	12,732	0.1%	7,290	0.1%	915,097	0.2%
FRISCO	2,808,411	2.0%	889,774	2.0%	637,841	2.8%	393,092	3.4%	104,916	1.6%	11,232,112	2.2%
HATTERAS	5,733,491	4.1%	2,018,294	4.4%	948,567	4.2%	689,164	6.0%	243,751	3.7%	21,231,850	4.1%
KILL DEVIL HILLS	21,089,248	15.2%	7,877,265	17.3%	4,621,983	20.4%	1,784,615	15.5%	1,428,575	22.0%	89,907,042	17.4%
KITTY HAWK	7,612,137	5.5%	2,769,990	6.1%	1,714,157	7.6%	795,366	6.9%	652,610	10.0%	33,553,533	6.5%
MANTEO-TOWN	1,287,494	0.9%	511,375	1.1%	415,127	1.8%	228,536	2.0%	169,886	2.6%	7,501,381	1.4%
NAGS HEAD	38,243,992	27.6%	12,868,201	28.3%	6,685,574	29.6%	2,512,754	21.8%	1,668,559	25.6%	136,615,542	26.4%
RODANTHE	6,123,824	4.4%	1,704,087	3.8%	636,360	2.8%	714,068	6.2%	182,910	2.8%	19,983,549	3.9%
SALVO	7,260,344	5.2%	1,561,130	3.4%	308,164	1.4%	700,013	6.1%	177,875	2.7%	18,804,351	3.6%
WAVES	4,346,677	3.1%	1,075,798	2.4%	412,822	1.8%	360,750	3.1%	114,466	1.8%	14,374,184	2.8%
SOUTHERN SHORES	6,852,073	4.9%	2,317,187	5.1%	823,082	3.6%	320,598	2.8%	276,963	4.3%	26,441,859	5.1%
DUCK	23,271,322	16.8%	7,511,150	16.5%	2,787,905	12.3%	986,789	8.6%	883,620	13.6%	82,898,955	16.0%
RIM (ROANOKE ISL. MAINI	372,374	0.3%	66,828	0.1%	64,969	0.3%	52,802	0.5%	74,463	1.1%	1,847,352	0.4%
OTC UNATTRIBUTED*	227,177	0.2%	104,840	0.2%	65,226	0.3%	27,528	0.2%	18,525	0.3%	1,157,482	0.2%
TOTAL	138,805,084	100.0%	45,403,850	100.0%	22,618,642	100.0%	11,523,953	100.0%	6,505,201	100.0%	518,010,116	100.0%
* Part of OTC transactions are i												
The amounts are included in tl												

DARE COUNTY GROSS														
MEALS BY DISTRICT														
	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	MAY	TOTAL	JUNE	TOTAL	JULY	TOTAL
AVON - 1	213,771	2.3%	214,211	2.7%	382,698	2.7%	846,018	4.2%	1,217,728	4.4%	1,986,673	5.1%	2,147,119	4.5%
BUXTON - 2	164,197	1.8%	186,036	2.3%	342,224	2.4%	709,517	3.5%	1,032,683	3.7%	1,437,869	3.7%	1,550,771	3.3%
COLINGTON - 3	64,345	0.7%	82,095	1.0%	111,758	0.8%	206,497	1.0%	306,637	1.1%	390,992	1.0%	530,362	1.1%
FRISCO - 5	17,979	0.2%	19,419	0.2%	28,980	0.2%	50,827	0.3%	72,634	0.3%	116,643	0.3%	153,122	0.3%
HATTERAS - 6	10,871	0.1%	48,544	0.6%	131,962	0.9%	418,663	2.1%	754,968	2.7%	1,150,158	2.9%	1,169,496	2.5%
KILL DEVIL HILLS - 7	2,588,635	28.0%	2,326,259	29.3%	4,816,907	34.4%	5,333,306	26.5%	6,594,904	23.6%	9,137,347	23.3%	11,547,314	24.3%
KITTY HAWK - 8	1,472,747	16.0%	1,552,993	19.6%	2,258,057	16.1%	3,241,423	16.1%	3,850,942	13.8%	5,448,558	13.9%	6,356,596	13.4%
MANTEO-TOWN - 10	824,328	8.9%	735,098	9.3%	1,020,732	7.3%	1,292,941	6.4%	1,709,452	6.1%	2,180,574	5.6%	2,703,775	5.7%
RIM (ROANOKE ISL. M	205,713	2.2%	182,162	2.3%	283,181	2.0%	283,825	1.4%	326,537	1.2%	383,683	1.0%	440,034	0.9%
NAGS HEAD - 14	1,687,822	18.3%	1,674,843	21.1%	3,109,265	22.2%	4,888,589	24.3%	6,912,721	24.8%	9,773,440	24.9%	11,844,622	24.9%
RODANTHE - 15	15,265	0.2%	16,337	0.2%	31,347	0.2%	188,191	0.9%	396,911	1.4%	586,269	1.5%	631,965	1.3%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	276	0.0%	15,531	0.1%	41,308	0.1%	48,533	0.1%
WAVES - 19	17,002	0.2%	21,195	0.3%	83,625	0.6%	275,896	1.4%	445,889	1.6%	821,923	2.1%	904,357	1.9%
SOUTHERN SHORES -	1,507,308	16.3%	468,909	5.9%	551,241	3.9%	653,624	3.2%	969,277	3.5%	1,282,906	3.3%	1,364,222	2.9%
DUCK - 21	442,133	4.8%	410,245	5.2%	841,090	6.0%	1,762,874	8.7%	3,288,737	11.8%	4,473,774	11.4%	6,153,707	12.9%
TOTAL	9,232,116	100.0%	7,938,346	100.0%	13,993,067	100.0%	20,152,467	100.0%	27,895,551	100.0%	39,212,117	100.0%	47,545,995	100.0%

DARE COUNTY GROS												
MEALS BY DISTRICT												
	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF	2019	% OF
	AUGUST	TOTAL	SEPT	TOTAL	OCT	TOTAL	NOV	TOTAL	DEC	TOTAL	TOTAL	TOTAL
AVON - 1	2,356,559	5.4%	916,956	3.7%	765,647	3.9%	405,337	3.2%	281,269	2.6%	11,733,986	4.2%
BUXTON - 2	1,193,217	2.7%	975,006	4.0%	793,398	4.0%	467,515	3.7%	188,958	1.7%	9,041,391	3.3%
COLINGTON - 3	457,507	1.0%	287,222	1.2%	230,509	1.2%	146,536	1.2%	83,067	0.8%	2,897,527	1.0%
FRISCO - 5	146,168	0.3%	396,561	1.6%	130,777	0.7%	98,245	0.8%	93,970	0.9%	1,325,325	0.5%
HATTERAS - 6	1,006,885	2.3%	327,723	1.3%	377,983	1.9%	101,383	0.8%	72,494	0.7%	5,571,130	2.0%
KILL DEVIL HILLS - 7	11,460,653	26.0%	5,897,438	24.0%	5,172,719	26.1%	3,256,166	25.6%	3,568,531	32.5%	71,700,179	25.8%
KITTY HAWK - 8	5,650,299	12.8%	3,674,686	15.0%	2,813,490	14.2%	2,130,452	16.8%	1,738,118	15.8%	40,188,361	14.5%
MANTEO-TOWN - 10	2,225,872	5.1%	1,277,346	5.2%	1,301,688	6.6%	955,095	7.5%	915,904	8.3%	17,142,805	6.2%
RIM (ROANOKE ISL. M	396,112	0.9%	285,119	1.2%	303,639	1.5%	235,606	1.9%	210,381	1.9%	3,535,992	1.3%
NAGS HEAD - 14	11,006,096	25.0%	6,194,790	25.2%	4,858,974	24.5%	3,067,838	24.1%	2,533,737	23.0%	67,552,737	24.3%
RODANTHE - 15	556,845	1.3%	213,179	0.9%	184,975	0.9%	78,699	0.6%	48,755	0.4%	2,948,738	1.1%
SALVO - 18	38,714	0.1%	7,696	0.0%	2,972	0.0%	222	0.0%	28	0.0%	155,280	0.1%
WAVES - 19	839,342	1.9%	343,101	1.4%	250,343	1.3%	91,275	0.7%	24,449	0.2%	4,118,397	1.5%
SOUTHERN SHORES -	1,332,231	3.0%	912,933	3.7%	676,697	3.4%	633,911	5.0%	576,762	5.2%	10,930,021	3.9%
DUCK - 21	5,356,760	12.2%	2,842,414	11.6%	1,932,194	9.8%	1,040,061	8.2%	658,104	6.0%	29,202,093	10.5%
TOTAL	44,023,260	100.0%	24,552,170	100.0%	19,796,005	100.0%	12,708,341	100.0%	10,994,527	100.0%	278,043,962	100.0%

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE	155,233	255,746	-39.30%	178,321	160,578	11.05%	235,134	269,983	-12.91%	816,711	692,610	17.92%
WAVES	214,579	239,257	-10.31%	194,030	146,655	32.30%	218,326	288,258	-24.26%	669,600	491,656	36.19%
SALVO	103,194	243,290	-57.58%	190,333	144,964	31.30%	151,805	247,124	-38.57%	624,521	497,772	25.46%
AVON	412,817	599,203	-31.11%	542,733	318,957	70.16%	614,483	631,300	-2.66%	1,921,566	1,474,173	30.35%
BUXTON	109,939	124,286	-11.54%	164,879	132,197	24.72%	345,191	303,451	13.76%	813,784	682,670	19.21%
FRISCO	76,242	96,449	-20.95%	109,527	76,516	43.14%	206,052	133,564	54.27%	531,280	427,237	24.35%
HATTERAS	195,167	246,971	-20.98%	225,587	152,332	48.09%	272,582	252,053	8.14%	864,032	746,952	15.67%
TOTAL HATTERAS ISLAND	1,267,171	1,805,202	-29.80%	1,605,410	1,132,199	41.80%	2,043,573	2,125,733	-3.87%	6,241,494	5,013,070	24.50%
NORTHERN BEACHES:												
DUCK	585,568	631,426	-7.26%	419,880	406,181	3.37%	777,209	965,426	-19.50%	2,127,813	2,146,682	-0.88%
SOUTHERN SHORES	346,044	246,491	40.39%	231,269	188,056	22.98%	335,007	262,183	27.78%	540,818	523,873	3.23%
KITTY HAWK	646,687	881,315	-26.62%	695,819	787,736	-11.67%	1,145,909	1,207,178	-5.08%	1,874,991	1,566,388	19.70%
COLINGTON	6,172	5,990	3.04%	5,149	7,577	-32.04%	12,563	10,282	22.18%	20,313	18,142	11.97%
KILL DEVIL HILLS	1,719,691	1,429,169	20.33%	1,468,481	1,228,966	19.49%	2,370,776	2,288,601	3.59%	4,919,938	3,991,039	23.27%
NAGS HEAD	1,463,725	1,907,483	-23.26%	1,206,348	1,209,608	-0.27%	2,213,962	2,098,682	5.49%	5,044,713	4,256,718	18.51%
TOTAL NORTHERN BEACHES	4,767,887	5,101,874	-6.55%	4,026,946	3,828,124	5.19%	6,855,426	6,832,352	0.34%	14,528,586	12,502,842	16.20%
ROANOKE ISLAND:												
MANTEO-TOWN	113,227	137,018	-17.36%	242,653	153,763	57.81%	238,085	232,912	2.22%	1,121,840	378,751	196.19%
RIM (ROANOKE ISL. MAINLAN	107,493	59,711	80.02%	109,892	72,736	51.08%	194,420	127,095	52.97%	211,242	98,229	115.05%
TOTAL ROANOKE ISLAND	220,720	196,729	12.19%	352,545	226,499	55.65%	432,505	360,007	20.14%	1,333,082	476,980	179.48%
OTC UNATTRIBUTED	16,267	11,279	44.22%	19,708	18,733	5.20%	39,037	38,338	1.82%	79,976	62,024	28.94%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.												
TOTAL	6,272,045	7,115,084	-11.85%	6,004,609	5,205,555	15.35%	9,370,541	9,356,430	0.15%	22,183,138	18,054,916	22.86%

DARE COUNTY GROSS												
OCCUPANCY BY DISTRICT												
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
HATTERAS ISLAND:												
RODANTHE	1,415,555	1,404,475	0.79%	4,182,047	3,928,906	6.44%	3,639,299	5,174,532	-29.67%	6,123,824	4,187,431	46.24%
WAVES	1,162,476	1,062,158	9.44%	3,131,596	3,875,546	-19.20%	2,473,064	3,425,047	-27.79%	4,346,677	2,778,040	56.47%
SALVO	1,186,880	1,037,741	14.37%	4,166,076	2,960,165	40.74%	2,374,016	4,878,262	-51.33%	7,260,344	3,968,256	82.96%
AVON	2,959,234	2,782,305	6.36%	8,339,116	7,707,745	8.19%	7,089,968	9,729,104	-27.13%	10,788,881	7,409,879	45.60%
BUXTON	1,256,530	1,171,288	7.28%	2,278,864	2,138,968	6.54%	2,393,779	2,688,774	-10.97%	2,562,303	2,108,689	21.51%
FRISCO	935,392	815,275	14.73%	2,188,753	1,967,838	11.23%	2,350,832	2,617,469	-10.19%	2,808,411	1,896,091	48.12%
HATTERAS	1,659,500	1,488,078	11.52%	4,114,280	3,803,318	8.18%	4,267,435	5,472,323	-22.02%	5,733,491	4,225,324	35.69%
TOTAL HATTERAS ISLAND	10,575,567	9,761,320	8.34%	28,400,732	26,382,486	7.65%	24,588,393	33,985,511	-27.65%	39,623,931	26,573,710	49.11%
NORTHERN BEACHES:												
DUCK	4,718,029	4,281,105	10.21%	18,163,589	15,975,689	13.70%	20,666,081	25,468,895	-18.86%	23,271,322	20,433,862	13.89%
SOUTHERN SHORES	1,068,020	987,300	8.18%	6,287,807	4,983,270	26.18%	7,042,991	7,973,961	-11.68%	6,852,073	6,790,482	0.91%
KITTY HAWK	2,768,360	2,383,663	16.14%	5,634,710	5,678,999	-0.78%	7,242,797	7,432,045	-2.55%	7,612,137	6,231,048	22.16%
COLINGTON	52,228	39,585	31.94%	182,414	145,549	25.33%	271,926	216,982	25.32%	225,336	186,180	21.03%
KILL DEVIL HILLS	7,408,563	6,273,792	18.09%	16,067,016	14,871,548	8.04%	19,150,891	20,474,712	-6.47%	21,089,248	16,873,395	24.99%
NAGS HEAD	8,653,751	8,291,931	4.36%	25,570,224	25,258,020	1.24%	30,483,739	37,087,263	-17.81%	38,243,992	30,171,795	26.75%
TOTAL NORTHERN BEACHES	24,668,951	22,257,376	10.83%	71,905,760	66,913,075	7.46%	84,858,425	98,653,858	-13.98%	97,294,108	80,686,762	20.58%
ROANOKE ISLAND:												
MANTEO-TOWN	781,975	688,255	13.62%	1,208,859	984,094	22.84%	1,182,324	1,369,289	-13.65%	1,287,494	1,112,345	15.75%
RIM (ROANOKE ISL. MAINLAND)	271,697	134,775	101.59%	295,713	192,721	53.44%	25,459	159,871	-84.08%	372,374	136,333	173.14%
TOTAL ROANOKE ISLAND	1,053,672	823,030	28.02%	1,504,572	1,176,815	27.85%	1,207,783	1,529,160	-21.02%	1,659,868	1,248,678	32.93%
OTC UNATTRIBUTED	130,652	122,657	6.52%	192,202	171,403	12.13%	236,344	223,091	5.94%	227,177	208,187	9.12%
*Part of OTC transactions are reported												
TOTAL	36,428,842	32,964,383	10.51%	102,003,266	94,643,779	7.78%	110,890,945	134,391,620	-17.49%	138,805,084	108,717,337	27.68%

DARE COUNTY GROSS															
OCCUPANCY BY DISTRICT															
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	YTD 2019	YTD 2018	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	NOV	NOV	(Decrease)	DEC	DEC	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE	1,704,087	1,885,807	-9.64%	636,360	958,797	-33.63%	714,068	369,684	93.16%	182,910	133,943	36.56%	19,983,549	19,422,492	2.89%
WAVES	1,075,798	1,077,620	-0.17%	412,822	552,407	-25.27%	360,750	188,814	91.06%	114,466	75,798	51.01%	14,374,184	14,201,256	1.22%
SALVO	1,561,130	1,865,587	-16.32%	308,164	752,779	-59.06%	700,013	227,691	207.44%	177,875	103,071	72.58%	18,804,351	16,926,702	11.09%
AVON	2,947,918	3,549,181	-16.94%	1,619,779	1,891,462	-14.36%	1,446,805	850,992	70.01%	337,904	336,785	0.33%	39,021,204	37,281,086	4.67%
BUXTON	1,100,754	786,125	40.02%	837,371	985,164	-15.00%	498,341	471,784	5.63%	162,888	154,634	5.34%	12,524,623	11,748,030	6.61%
FRISCO	889,774	1,443,325	-38.35%	637,841	645,836	-1.24%	393,092	245,810	59.92%	104,916	67,656	55.07%	11,232,112	10,433,066	7.66%
HATTERAS	2,018,294	2,146,563	-5.98%	948,567	1,241,193	-23.58%	689,164	474,090	45.37%	243,751	171,826	41.86%	21,231,850	20,421,023	3.97%
TOTAL HATTERAS ISLAND	11,297,755	12,754,208	-11.42%	5,400,904	7,027,638	-23.15%	4,802,233	2,828,865	69.76%	1,324,710	1,043,713	26.92%	137,171,873	130,433,655	5.17%
NORTHERN BEACHES:															
DUCK	7,511,150	8,204,395	-8.45%	2,787,905	2,721,431	2.44%	986,789	1,320,355	-25.26%	883,620	531,346	66.30%	82,898,955	83,086,793	-0.23%
SOUTHERN SHORES	2,317,187	2,565,764	-9.69%	823,082	720,842	14.18%	320,598	313,156	2.38%	276,963	201,130	37.70%	26,441,859	25,756,508	2.66%
KITTY HAWK	2,769,990	2,793,904	-0.86%	1,714,157	1,663,283	3.06%	795,366	765,808	3.86%	652,610	537,672	21.38%	33,553,533	31,929,039	5.09%
COLINGTON	79,259	73,787	7.42%	39,715	25,684	54.63%	12,732	9,221	38.08%	7,290	1,538	373.99%	915,097	740,517	23.58%
KILL DEVIL HILLS	7,877,265	7,822,791	0.70%	4,621,983	3,738,476	23.63%	1,784,615	1,823,920	-2.15%	1,428,575	1,001,394	42.66%	89,907,042	81,817,803	9.89%
NAGS HEAD	12,868,201	14,043,782	-8.37%	6,685,574	6,150,860	8.69%	2,512,754	2,656,626	-5.42%	1,668,559	1,204,825	38.49%	136,615,542	134,337,593	1.70%
TOTAL NORTHERN BEACHES	33,423,052	35,504,423	-5.86%	16,672,416	15,020,576	11.00%	6,412,854	6,889,086	-6.91%	4,917,617	3,477,905	41.40%	370,332,028	357,668,253	3.54%
ROANOKE ISLAND:															
MANTEO-TOWN	511,375	427,212	19.70%	415,127	348,845	19.00%	228,536	192,737	18.57%	169,886	117,457	44.64%	7,501,381	6,142,678	22.11%
RIM (ROANOKE ISL. MAINLAND)	66,828	25,694	160.09%	64,969	52,058	24.80%	52,802	31,430	68.00%	74,463	43,975	69.33%	1,847,352	1,134,628	62.60%
TOTAL ROANOKE ISLAND	578,203	452,906	27.67%	480,096	400,903	19.75%	281,338	224,167	25.50%	244,349	161,432	51.36%	9,348,733	7,277,306	28.46%
OTC UNATTRIBUTED	104,840	80,011	31.03%	65,226	54,734	19.17%	27,528	23,544	16.92%	18,525	23,298	-20.49%	1,157,482	1,037,299	11.59%
*Part of OTC transactions are reported															
TOTAL	45,403,850	48,791,548	-6.94%	22,618,642	22,503,851	0.51%	11,523,953	9,965,662	15.64%	6,505,201	4,706,348	38.22%	518,010,116	496,416,513	4.35%

DARE COUNTY GROSS MEALS BY DISTRICT												
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)
HATTERAS ISLAND:												
RODANTHE - 15	15,265	12,213	24.99%	16,337	12,687	28.77%	31,347	70,486	-55.53%	188,191	217,100	-13.32%
WAVES - 19	17,002	15,196	11.88%	21,195	28,076	-24.51%	83,625	94,360	-11.38%	275,896	206,083	33.88%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!	276	30	820.00%
AVON - 1	213,771	191,495	11.63%	214,211	201,493	6.31%	382,698	371,260	3.08%	846,018	681,243	24.19%
BUXTON - 2	164,197	141,734	15.85%	186,036	178,884	4.00%	342,224	283,520	20.71%	709,517	598,885	18.47%
FRISCO - 5	17,979	1,191	1409.57%	19,419	1,116	1640.05%	28,980	5,342	442.49%	50,827	118,917	-57.26%
HATTERAS - 6	10,871	44,759	-75.71%	48,544	77,782	-37.59%	131,962	160,630	-17.85%	418,663	308,504	35.71%
TOTAL HATTERAS ISLAND	439,085	406,588	7.99%	505,742	500,038	1.14%	1,000,836	985,598	1.55%	2,489,388	2,130,762	16.83%
NORTHERN BEACHES:												
DUCK - 21	442,133	290,061	52.43%	410,245	384,465	6.71%	841,090	756,764	11.14%	1,762,874	1,610,566	9.46%
SOUTHERN SHORES - 20	1,507,308	308,224	389.03%	468,909	368,361	27.30%	551,241	481,778	14.42%	653,624	554,691	17.84%
KITTY HAWK - 8	1,472,747	1,317,849	11.75%	1,552,993	1,625,752	-4.48%	2,258,057	2,242,998	0.67%	3,241,423	2,885,743	12.33%
COLINGTON - 3	64,345	55,251	16.46%	82,095	82,388	-0.36%	111,758	116,735	-4.26%	206,497	198,074	4.25%
KILL DEVIL HILLS - 7	2,588,635	2,100,897	23.22%	2,326,259	2,592,323	-10.26%	4,816,907	3,922,701	22.80%	5,333,306	4,777,497	11.63%
NAGS HEAD - 14	1,687,822	1,276,598	32.21%	1,674,843	1,591,673	5.23%	3,109,265	2,760,752	12.62%	4,888,589	4,205,350	16.25%
TOTAL NORTHERN BEACHES	7,762,990	5,348,880	45.13%	6,515,344	6,644,962	-1.95%	11,688,318	10,281,728	13.68%	16,086,313	14,231,921	13.03%
ROANOKE ISLAND:												
MANTEO-TOWN - 10	824,328	740,047	11.39%	735,098	782,089	-6.01%	1,020,732	1,010,408	1.02%	1,292,941	1,108,712	16.62%
MANTEO-OUTSIDE - 11	205,713	134,545	52.90%	182,162	154,074	18.23%	283,181	195,135	45.12%	283,825	221,622	28.07%
TOTAL ROANOKE ISLAND	1,030,041	874,592	17.77%	917,260	936,163	-2.02%	1,303,913	1,205,543	8.16%	1,576,766	1,330,334	18.52%
TOTAL	9,232,116	6,630,060	39.25%	7,938,346	8,081,163	-1.77%	13,993,067	12,472,869	12.19%	20,152,467	17,693,017	13.90%

DARE COUNTY GROSS												
MEALS BY DISTRICT												
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase
	MAY	MAY	(Decrease)	JUNE	JUNE	(Decrease)	JULY	JULY	(Decrease)	AUGUST	AUGUST	(Decrease)
HATTERAS ISLAND:												
RODANTHE - 15	396,911	384,296	3.28%	586,269	698,899	-16.12%	631,965	888,330	-28.86%	556,845	738,816	-24.63%
WAVES - 19	445,889	381,170	16.98%	821,923	652,324	26.00%	904,357	737,883	22.56%	839,342	522,166	60.74%
SALVO - 18	15,531	15,100	2.85%	41,308	46,391	-10.96%	48,533	46,322	4.77%	38,714	48,273	-19.80%
AVON - 1	1,217,728	1,047,182	16.29%	1,986,673	1,895,781	4.79%	2,147,119	2,007,466	6.96%	2,356,559	1,669,715	41.14%
BUXTON - 2	1,032,683	971,605	6.29%	1,437,869	1,213,280	18.51%	1,550,771	1,539,323	0.74%	1,193,217	1,325,062	-9.95%
FRISCO - 5	72,634	152,066	-52.24%	116,643	247,041	-52.78%	153,122	278,204	-44.96%	146,168	183,001	-20.13%
HATTERAS - 6	754,968	596,849	26.49%	1,150,158	901,951	27.52%	1,169,496	988,143	18.35%	1,006,885	880,745	14.32%
TOTAL HATTERAS ISLAND	3,936,344	3,548,268	10.94%	6,140,843	5,655,667	8.58%	6,605,363	6,485,671	1.85%	6,137,730	5,367,778	14.34%
NORTHERN BEACHES:												
DUCK - 21	3,288,737	2,619,842	25.53%	4,473,774	4,435,792	0.86%	6,153,707	5,395,108	14.06%	5,356,760	5,473,366	-2.13%
SOUTHERN SHORES - 20	969,277	706,944	37.11%	1,282,906	1,038,369	23.55%	1,364,222	1,178,450	15.76%	1,332,231	1,134,200	17.46%
KITTY HAWK - 8	3,850,942	3,710,255	3.79%	5,448,558	5,313,974	2.53%	6,356,596	6,173,144	2.97%	5,650,299	5,422,644	4.20%
COLINGTON - 3	306,637	302,277	1.44%	390,992	385,764	1.36%	530,362	458,576	15.65%	457,507	384,297	19.05%
KILL DEVIL HILLS - 7	6,594,904	6,230,843	5.84%	9,137,347	8,916,339	2.48%	11,547,314	10,674,576	8.18%	11,460,653	9,157,590	25.15%
NAGS HEAD - 14	6,912,721	6,287,231	9.95%	9,773,440	9,631,752	1.47%	11,844,622	11,629,470	1.85%	11,006,096	10,481,434	5.01%
TOTAL NORTHERN BEACHES	21,923,218	19,857,392	10.40%	30,507,017	29,721,990	2.64%	37,796,823	35,509,324	6.44%	35,263,546	32,053,531	10.01%
ROANOKE ISLAND:												
MANTEO-TOWN - 10	1,709,452	1,623,513	5.29%	2,180,574	2,021,605	7.86%	2,703,775	2,434,673	11.05%	2,225,872	2,016,874	10.36%
MANTEO-OUTSIDE - 11	326,537	276,025	18.30%	383,683	329,205	16.55%	440,034	410,837	7.11%	396,112	322,736	22.74%
TOTAL ROANOKE ISLAND	2,035,989	1,899,538	7.18%	2,564,257	2,350,810	9.08%	3,143,809	2,845,510	10.48%	2,621,984	2,339,610	12.07%
TOTAL	27,895,551	25,305,198	10.24%	39,212,117	37,728,467	3.93%	47,545,995	44,840,505	6.03%	44,023,260	39,760,919	10.72%

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	2019	2018	% Increase	YTD 2019	YTD 2018	% Increase
	SEPT	SEPT	(Decrease)	OCT	OCT	(Decrease)	NOV	NOV	(Decrease)	DEC	DEC	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE - 15	213,179	366,753	-41.87%	184,975	179,051	3.31%	78,699	27,522	185.95%	48,755	13,758	254.38%	2,948,738	3,609,911	-18.32%
WAVES - 19	343,101	373,235	-8.07%	250,343	234,881	6.58%	91,275	90,763	0.56%	24,449	20,563	18.90%	4,118,397	3,356,700	22.69%
SALVO - 18	7,696	18,968	-59.43%	2,972	5,866	-49.34%	222	244	-9.02%	28	0	100.00%	155,280	181,194	-14.30%
AVON - 1	916,956	1,088,563	-15.76%	765,647	739,545	3.53%	405,337	470,422	-13.84%	281,269	278,434	1.02%	11,733,986	10,642,599	10.25%
BUXTON - 2	975,006	873,737	11.59%	793,398	755,267	5.05%	467,515	428,872	9.01%	188,958	189,607	-0.34%	9,041,391	8,499,776	6.37%
FRISCO - 5	396,561	79,699	397.57%	130,777	106,141	23.21%	98,245	33,479	193.45%	93,970	33,886	177.31%	1,325,325	1,240,083	6.87%
HATTERAS - 6	327,723	478,805	-31.55%	377,983	357,123	5.84%	101,383	237,945	-57.39%	72,494	26,825	170.25%	5,571,130	5,060,061	10.10%
TOTAL HATTERAS ISLAND	3,180,222	3,279,760	-3.03%	2,506,095	2,377,874	5.39%	1,242,676	1,289,247	-3.61%	709,923	563,073	26.08%	34,894,247	32,590,324	7.07%
NORTHERN BEACHES:															
DUCK - 21	2,842,414	2,593,384	9.60%	1,932,194	1,796,263	7.57%	1,040,061	932,564	11.53%	658,104	563,178	16.86%	29,202,093	26,851,353	8.75%
SOUTHERN SHORES - 20	912,933	806,779	13.16%	676,697	645,495	4.83%	633,911	491,563	28.96%	576,762	514,810	12.03%	10,930,021	8,229,664	32.81%
KITTY HAWK - 8	3,674,686	3,375,676	8.86%	2,813,490	2,738,159	2.75%	2,130,452	1,922,042	10.84%	1,738,118	1,794,786	-3.16%	40,188,361	38,523,022	4.32%
COLINGTON - 3	287,222	349,120	-17.73%	230,509	229,652	0.37%	146,536	135,779	7.92%	83,067	109,429	-24.09%	2,897,527	2,807,342	3.21%
KILL DEVIL HILLS - 7	5,897,438	6,149,241	-4.09%	5,172,719	4,227,794	22.35%	3,256,166	3,797,798	-14.26%	3,568,531	2,840,066	25.65%	71,700,179	65,387,665	9.65%
NAGS HEAD - 14	6,194,790	5,955,574	4.02%	4,858,974	4,818,632	0.84%	3,067,838	2,816,114	8.94%	2,533,737	2,210,298	14.63%	67,552,737	63,664,878	6.11%
TOTAL NORTHERN BEACHES	19,809,483	19,229,774	3.01%	15,684,583	14,455,995	8.50%	10,274,964	10,095,860	1.77%	9,158,319	8,032,567	14.01%	222,470,918	205,463,924	8.28%
ROANOKE ISLAND:															
MANTEO-TOWN - 10	1,277,346	1,466,932	-12.92%	1,301,688	1,323,448	-1.64%	955,095	855,180	11.68%	915,904	870,287	5.24%	17,142,805	16,253,768	5.47%
MANTEO-OUTSIDE - 11	285,119	252,303	13.01%	303,639	295,467	2.77%	235,606	208,311	13.10%	210,381	204,319	2.97%	3,535,992	3,004,579	17.69%
TOTAL ROANOKE ISLAND	1,562,465	1,719,235	-9.12%	1,605,327	1,618,915	-0.84%	1,190,701	1,063,491	11.96%	1,126,285	1,074,606	4.81%	20,678,797	19,258,347	7.38%
TOTAL	24,552,170	24,228,769	1.33%	19,796,005	18,452,784	7.28%	12,708,341	12,448,598	2.09%	10,994,527	9,670,246	13.69%	278,043,962	257,312,595	8.06%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 1/31/20

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax - 75%	3,281,404.14	3,419,554.00	-138,149.86	96.0%
3040 · Meals Tax - 75%	1,476,675.70	1,786,256.00	-309,580.30	82.7%
3050 · Website Advertising	66,964.48	105,000.00	-38,035.52	63.8%
3210 · Interest Income	71,599.01	100,425.00	-28,825.99	71.3%
3220 · Other	35.00	1,000.00	-965.00	3.5%
Total Income	4,896,678.33	5,412,235.00	-515,556.67	90.5%
Gross Profit	4,896,678.33	5,412,235.00	-515,556.67	90.5%
Expense				
5000 · Director Compensation	8,550.00	17,100.00	-8,550.00	50.0%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	3,377.13	7,000.00	-3,622.87	48.2%
5003 · Directors & Officers Insurance	3,454.50	3,455.00	-0.50	100.0%
5004 · Miscellaneous Items	1,001.33	1,000.00	1.33	100.1%
5010 · Salaries (Full Time) Promotion	481,546.99	783,000.00	-301,453.01	61.5%
5020 · Salaries (Part Time) Promotion	46,192.97	91,000.00	-44,807.03	50.8%
5025 · Salaries (Part Time) Welcome AB	45,916.45	92,500.00	-46,583.55	49.6%
5026 · Salaries (Part Time) Welcome RI	70,500.09	136,800.00	-66,299.91	51.5%
5030 · Payroll Taxes	48,645.77	91,559.00	-42,913.23	53.1%
5040 · Employee Insurance	106,751.64	158,785.00	-52,033.36	67.2%
5050 · Retirement	44,090.89	64,580.00	-20,489.11	68.3%
5055 · 401(k) Match	4,139.95	7,830.00	-3,690.05	52.9%
5060 · Workmens Compensation	2,303.37	2,500.00	-196.63	92.1%
5080 · Employee Relations	1,750.21	2,975.00	-1,224.79	58.8%
5090 · Training	6,856.81	9,600.00	-2,743.19	71.4%
5110 · Contracted Service	15,153.80	25,320.00	-10,166.20	59.8%
5140 · Audit	7,500.00	7,500.00	0.00	100.0%
5170 · Other Professional Services	14,000.00	24,400.00	-10,400.00	57.4%
5180 · Legal	3,975.00	20,500.00	-16,525.00	19.4%
5185 · Research	50,026.25	50,000.00	26.25	100.1%
5190 · Administrative Advertising	35.14	1,500.00	-1,464.86	2.3%
5500 · Advertising-Printed	252,459.18	1,164,385.00	-911,925.82	21.7%
5502 · Advertising - Production Fee	74,514.99	100,000.00	-25,485.01	74.5%
5510 · Advertising - Event Dev & Mktg	12,673.33	93,100.00	-80,426.67	13.6%
5515 · Advertising - Online	1,116,355.07	2,063,000.00	-946,644.93	54.1%
5525 · Community Relations	12,500.30	30,000.00	-17,499.70	41.7%
5530 · Legal Notices	0.00	1,500.00	-1,500.00	0.0%
5560 · Brochures/Production & Printing	1,112.34	40,000.00	-38,887.66	2.8%
5580 · Promotional Aids	2,688.33	7,500.00	-4,811.67	35.8%
6100 · Familiarization Tours	35,682.54	90,000.00	-54,317.46	39.6%
6101 · Group sales	11,352.10	28,000.00	-16,647.90	40.5%
6130 · Uniforms	124.19	1,070.00	-945.81	11.6%
6150 · Event Grant	230,217.19	700,920.00	-470,702.81	32.8%
6155 · Establish Event Developer Grant	3,984.97	5,000.00	-1,015.03	79.7%
6170 · Tourism Summit	1,516.87	18,000.00	-16,483.13	8.4%
6200 · Postage and Delivery	124,188.50	215,300.00	-91,111.50	57.7%
6300 · Travel	18,460.98	44,952.00	-26,491.02	41.1%
6305 · Vehicle Maintenance	641.87	4,000.00	-3,358.13	16.0%
6320 · Registrations	25,230.00	40,000.00	-14,770.00	63.1%
6340 · Travel Show Exhibit	71.95	6,000.00	-5,928.05	1.2%
6420 · Dues and Subscriptions	33,098.39	40,240.00	-7,141.61	82.3%
6440 · Insurance	24,366.22	24,556.00	-189.78	99.2%
6460 · Telephone	22,986.53	43,805.00	-20,818.47	52.5%
6500 · Equipment	10,092.88	50,475.00	-40,382.12	20.0%
6510 · Expendable Equipment	0.00	3,000.00	-3,000.00	0.0%
6530 · Technical Support	189.95	18,000.00	-17,810.05	1.1%
6580 · Utilities	8,188.17	18,560.00	-10,371.83	44.1%
6600 · Cleaning/maintenance supplies	130.95	3,000.00	-2,869.05	4.4%
6610 · Building Maintenance	12,466.95	55,800.00	-43,333.05	22.3%
6620 · Equipment Service Contracts	1,359.64	3,500.00	-2,140.36	38.8%
6640 · Equipment Rent	16,877.19	33,600.00	-16,722.81	50.2%
6660 · Equipment Repairs	1,044.72	3,600.00	-2,555.28	29.0%
6700 · Office Supplies	8,673.00	21,525.00	-12,852.00	40.3%
6810 · Web Site/Internet	13,059.28	29,788.00	-16,728.72	43.8%
Total Expense	3,042,076.86	6,602,080.00	-3,560,003.14	46.1%
Net Ordinary Income	1,854,601.47	-1,189,845.00	3,044,446.47	-155.9%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 1/31/20

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	8,476.88	18,475.00	-9,998.12	45.9%
3120 · Sales - Aycock Brown	6,526.93	12,311.00	-5,784.07	53.0%
Total 3100 · Sale of Merchandise	15,003.81	30,786.00	-15,782.19	48.7%
Total 9910 · Transfer from Merchandise Sales	15,003.81	30,786.00	-15,782.19	48.7%
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	74,993.34	84,100.00	-9,106.66	89.2%
Total 9920 · Transfer from Travel Guide Fund	74,993.34	84,100.00	-9,106.66	89.2%
9990 · Unappropriated Fund Balance	0.00	1,496,954.00	-1,496,954.00	0.0%
Total Other Income	89,997.15	1,611,840.00	-1,521,842.85	5.6%
Other Expense				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	150,307.98	150,000.00	307.98	100.2%
62001 · Freight	13,682.04	25,000.00	-11,317.96	54.7%
Total 9925 · Transfer to Travel Guide	163,990.02	175,000.00	-11,009.98	93.7%
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	7,694.35	18,572.00	-10,877.65	41.4%
6800 · Credit Card Charges	721.29	1,288.00	-566.71	56.0%
Total 9930 · Transfer to Merchandise	8,415.64	19,860.00	-11,444.36	42.4%
9950 · Transfer to Event Site Fund	227,135.00	227,135.00	0.00	100.0%
Total Other Expense	399,540.66	421,995.00	-22,454.34	94.7%
Net Other Income	-309,543.51	1,189,845.00	-1,499,388.51	-26.0%
Net Income	1,545,057.96	0.00	1,545,057.96	100.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
Travel Guide - YTD thru 1/31/20

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3210 · Interest Income	143.22	100.00	43.22	143.2%
Total Income	143.22	100.00	43.22	143.2%
Gross Profit	143.22	100.00	43.22	143.2%
Net Ordinary Income	143.22	100.00	43.22	143.2%
Other Income/Expense				
Other Income				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	74,993.34	84,100.00	-9,106.66	89.2%
Total 9920 · Transfer from Travel Guide Fund	74,993.34	84,100.00	-9,106.66	89.2%
Total Other Income	74,993.34	84,100.00	-9,106.66	89.2%
Other Expense				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	150,307.98	150,000.00	307.98	100.2%
62001 · Freight	13,682.04	25,000.00	-11,317.96	54.7%
Total 9925 · Transfer to Travel Guide	163,990.02	175,000.00	-11,009.98	93.7%
Total Other Expense	163,990.02	175,000.00	-11,009.98	93.7%
Net Other Income	-88,996.68	-90,900.00	1,903.32	97.9%
Net Income	-88,853.46	-90,800.00	1,946.54	97.9%

OUTER BANKS VISITORS BUREAU
Statement of Revenue and Expenses - Actual and Budget
Merchandise - YTD thru 1/31/20

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3210 · Interest Income	375.55	325.00	50.55	115.6%
Total Income	375.55	325.00	50.55	115.6%
Gross Profit	375.55	325.00	50.55	115.6%
Expense				
6700 · Office Supplies	0.00	400.00	-400.00	0.0%
Total Expense	0.00	400.00	-400.00	0.0%
Net Ordinary Income	375.55	-75.00	450.55	-500.7%
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	8,476.88	18,475.00	-9,998.12	45.9%
3120 · Sales - Aycock Brown	6,526.93	12,311.00	-5,784.07	53.0%
Total 3100 · Sale of Merchandise	15,003.81	30,786.00	-15,782.19	48.7%
Total 9910 · Transfer from Merchandise Sales	15,003.81	30,786.00	-15,782.19	48.7%
Total Other Income	15,003.81	30,786.00	-15,782.19	48.7%
Other Expense				
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	7,694.35	18,572.00	-10,877.65	41.4%
6800 · Credit Card Charges	721.29	1,288.00	-566.71	56.0%
Total 9930 · Transfer to Merchandise	8,415.64	19,860.00	-11,444.36	42.4%
Total Other Expense	8,415.64	19,860.00	-11,444.36	42.4%
Net Other Income	6,588.17	10,926.00	-4,337.83	60.3%
Net Income	6,963.72	10,851.00	-3,887.28	64.2%

Outer Banks Visitors Bureau Special Revenue Fund
Statement of Revenue and Expenditures - Actual and Budget
July 2019 through January 2020

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	1,093,801.37	1,139,851.00	-46,049.63	96.0%
3040 · Meals Tax	492,225.23	595,419.00	-103,193.77	82.7%
3210 · Interest	46,256.14	65,000.00	-18,743.86	71.2%
3220 · Other Income	0.00	0.00	0.00	0.0%
Total Income	1,632,282.74	1,800,270.00	-167,987.26	90.7%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4520 · Natural, Historic and Cultural	30,000.00	30,000.00	0.00	100.0%
4525 · Event Site	3,144,971.36	3,393,987.00	-249,015.64	92.7%
4585 · Unappropriated Long-Term	0.00	500,000.00	-500,000.00	0.0%
Total 4000 · Long - Term Projects	3,174,971.36	4,385,157.00	-1,210,185.64	72.4%
4100 · Short-Term Projects				
4633 · Dare County-Interpretive Plan	0.00	26,500.00	-26,500.00	0.0%
4637 · Town of NH-W Bypass Path Phase	0.00	487,932.00	-487,932.00	0.0%
4642 · Town of Duck - Pedestrian Path	309,351.00	616,640.00	-307,289.00	50.2%
4644 · SS Civic Assoc- Sea Oats Park	13,399.53	14,178.00	-778.47	94.5%
4646 · Town of KH - KH Park Trail Conn	0.00	47,592.00	-47,592.00	0.0%
4999 · Unappropriated Funds	0.00	958,461.00	-958,461.00	0.0%
5140 · Audit	2,500.00	2,500.00	0.00	100.0%
5160 · Fireworks	50,000.00	105,000.00	-55,000.00	47.6%
Total 4100 · Short-Term Projects	375,250.53	2,258,803.00	-1,883,552.47	16.6%
Total Expense	3,550,221.89	6,643,960.00	-3,093,738.11	53.4%
Net Ordinary Income	-1,917,939.15	-4,843,690.00	2,925,750.85	39.6%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	4,843,690.00	-4,843,690.00	0.0%
Total Other Income	0.00	4,843,690.00	-4,843,690.00	0.0%
Net Other Income	0.00	4,843,690.00	-4,843,690.00	0.0%
Net Income	-1,917,939.15	0.00	-1,917,939.15	100.0%

**Outer Banks Visitors Bureau
Restricted Fund Summary
2018-2020**

	<u>Balance</u> <u>7/1/2018</u>	<u>Allocation</u> <u>2018-2019</u>	<u>Allocation</u> <u>Paid</u>	<u>Allocation</u> <u>Transferred</u>	<u>Balance</u> <u>7/1/2019</u>	<u>Allocation</u> <u>2019-2020</u>	<u>Allocation</u> <u>Paid</u>	<u>Allocation</u> <u>Transferred</u>	<u>Estimated</u> <u>Balance</u> <u>FY19-20</u>
Short-term Projects									
OB Scenic Byway - Interpretive Plan	26,500				26,500				26,500
Town of KDH - Bay Drive Path	340,125		(340,125)		0				0
Town of Duck - Pedestrian Path	447,887		(417,026)	(30,861)	0				0
Town of NH - Dowdy's Park, Phase II	226,750		(226,750)		0				0
SS Civic Assoc - Sea Oats Park, Phase II	14,178				14,178		(13,400)	(778)	0
Town of Duck - Pedestrian Path, Phase II	309,351		0		309,351		(309,351)	0	0
Town of SS - E. Dogwood Pedestrian Path	119,357		(86,938)	(32,419)	0				0
Town of NH - W. Bypass Multi-Use Phase VIII				487,932	487,932				487,932
Town of Duck - Pedestrian Path, Phase III				307,289	307,289				307,289
Town of KH - KH Park Trail Connection				47,592	47,592				47,592
TIG - Chicamacomico - Cisterns				0	48,000				48,000
TIG - Dare Co Arts Council - Courtyard				0	90,950				90,950
TIG - Frisco Native American - Handicapp Access				0	25,750				25,750
TIG - Town of Duck - Pedestrian Path, Phase IV				0	147,806				147,806
TIG - Town of KDH - Baum Street, Phase II				0	55,618				55,618
TIG - Town of Manteo - Manteo Common				0	221,885				221,885
TIG - Town of SS - S. Dogwood Trail				0	260,993				260,993
Fireworks	46,000		(46,000)	50,000	50,000		(50,000)	55,000	55,000
Audit	0		(2,375)	2,375	0		(2,500)	2,500	0
Unappropriated Funds	526,700	619,852		(656,492)	490,060	(233,385)		(56,722)	199,953
TOTAL SHORT TERM COMMITMENTS	2,056,847	619,852	(1,119,214)	175,416	1,732,901	617,617	(375,251)	0	1,975,268
Long Term Projects									
Multi-Use Center (90%)	2,948,709	1,211,436	(2,336,148)	368,373	2,192,370	1,329,546	(3,144,971)	0	376,944
Natural Historical Cultural (10%)	225,741	134,604	(224,904)	40,930	176,370	0	(30,000)	(146,370)	0
Green Space/Open Space (GOSPL) (Interest)	845,350	89,370	0	(934,719)	0	0	0	0	0
Infrastructure (capped)	461,170		0	0	461,170		0	0	461,170
L-T Unappropriated Funds			0	350,000	350,000	3,630		146,370	500,000
TOTAL LONG TERM COMMITMENTS UNPAID	4,480,969	1,435,410	(2,561,053)	(175,416)	3,179,910	1,333,176	(3,174,971)	0	1,338,114
Total	6,537,816	2,055,262	(3,680,267)	0	4,912,811	1,950,793	(3,550,222)	0	3,313,382
Cash on Hand 1/31/20								Checking	689,662
Total Cash on Hand								Savings	2,377,539
									3,067,202
25% of Occupancy & Meals Income per Budget									
February									32,069
March									29,179
April									41,953
May									87,168
June									128,143
									318,510
Unappropriated Balances									72,330
Transfer from General Fund									
30% Short-term						1,904,537	*		
Short-term Interest						571,361			
						46,256			
						617,617			
70% Long-term								1,333,176	
Long-term Interest								0	
								1,333,176	*

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

Dare County Tourism Board - Event Site Fund
Statement of Revenue and Expenditures - Actual and Budget
July 2019 through January 2020

	Jul '19 - Jan 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	1,200.00	1,400.00	-200.00	85.7%
3200 · Site Rental Income - Other	7,930.00	12,400.00	-4,470.00	64.0%
Total 3200 · Site Rental Income	9,130.00	13,800.00	-4,670.00	66.2%
3210 · Interest Income	471.15	325.00	146.15	145.0%
3250 · Lease Income	26,483.00	44,000.00	-17,517.00	60.2%
9999 · Unappropriated Funds	0.00	20,000.00	-20,000.00	0.0%
Total Income	36,084.15	78,125.00	-42,040.85	46.2%
Expense				
5160 · Event Development & Marketing	30,244.04	60,000.00	-29,755.96	50.4%
5170 · Other Professional Services	37,656.37	40,000.00	-2,343.63	94.1%
6440 · Insurance	1,440.00	1,440.00	0.00	100.0%
6580 · Utilities	11,593.50	22,610.00	-11,016.50	51.3%
6610 · Repairs & Maintenance	90,298.97	161,940.00	-71,641.03	55.8%
6700 · Office Supplies	0.00	270.00	-270.00	0.0%
9990 · Unappropriated Other Expenses	11,126.75	19,200.00	-8,073.25	58.0%
Total Expense	182,359.63	305,460.00	-123,100.37	59.7%
Net Ordinary Income	-146,275.48	-227,335.00	81,059.52	64.3%
Other Income/Expense				
Other Income				
3220 · Other Income	2,500.00	200.00	2,300.00	1,250.0%
9910 · Transfer from General Fund	226,988.22	227,135.00	-146.78	99.9%
Total Other Income	229,488.22	227,335.00	2,153.22	100.9%
Net Other Income	229,488.22	227,335.00	2,153.22	100.9%
Net Income	83,212.74	0.00	83,212.74	100.0%

DARE COUNTY TOURISM BOARD

31-Jan-20

TYPE OF ACCOUNT BANK	CHECKING SOUTHERN	NC CAPITAL MGMT TRUST	M MARKET PNC	M MARKET SOUTHERN	CD'S SOUTHERN	CD'S FIRST BANK	CD's TOWNE BANK	CD's FIRST NATIONAL	TOTAL
GENERAL FUND	456,746	3,092,578	557,551	468,819	0	2,050,913	0	2,043,585	8,670,193
RESTRICTED FUND	689,662	1,377,539			250,000	750,000	0	0	3,067,202
TRAVEL GUIDE	9,923								9,923
MERCHANDISE SALES	151,206								151,206
EVENT SITE FUND	212,706								212,706
TOTAL	1,520,244	4,470,118	557,551	468,819	250,000	2,800,913	0	2,043,585	12,111,229
TOTAL % EACH BANK	18.49%	36.91%	4.60%			23.13%	0.00%	16.87%	100.00%
INTEREST RATES	0.50%	1.44%	0.85%	0.50%	0%	2% on 2 1.5% on one		1.5% on 2	
TOTAL CHECKING & CD'S	12,111,229								
60% ALLOWED IN ANY BANK	7,266,738								
25% ALLOWED IN ANY ONE INV	3,027,807								

60% General Fund Reserved Balance is \$4,214,445.

100% Restricted Fund Balance Restricted by House Bill 225 \$3,067,202



1/27/2020

Outer Banks Visitors Bureau
Attn: Diane Bognich

Re: Demolition of the existing structure known as the old South Beach Grille Restaurant located at 6806 S. Virginia Dare Trail, Nags Head, NC 27959.

Thank you for the opportunity to offer a proposal on the above referenced project. East Coast Abatement and Demolition will provide the necessary supervision, labor, supplies, equipment and transportation to perform the following scope of work:

Scope of work to include:

- Price includes mobilization of equipment to and from the site.
- Price includes obtaining the demolition permit and disconnects.
- Price includes demolition and disposal of the structure completely. Any debris or bushes immediately around the structure will be removed and disposed of as well.
- Price includes demolition and removal of the slab and footers. Removal will be up to the limits of the asphalt pavement.
- Price includes importing backfill and bringing to surrounding grade.
- Price includes rough grading of the disturbed areas.

LUMP SUM: \$ 50,000.00

Exclusions:

- Unknown asbestos or other hazardous material.
- Any items outside the building footprint up to the asphalt parking lot.
- Any removal or underground utilities beyond the structure footprint.
- Any E&S permits, bonds, or controls.
- Any bonds.
- New work of any kind.
- Any underground storage tank, pumping, removal, or disposal.
- Anything not specifically stated in the scope of work above

If you have any questions or concerns regarding this proposal feel free to call me at 252-232-7740.

Sincerely,

Richard C Webb III
Vice President

Marketing Dashboard

thru JANUARY 2020

	<u>FY 19/20</u>	<u>FY 18/19</u>	<u>Diff.</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	39,514	56,543	-17,029	-30%
Completed Video Views	11,935,594	1,455,220	10,480,374	720%
Total Visits to Website	1,245,110	1,236,306	8,804	1%
Online Communities				
Email Subscribers	229,818	644,396	-414,578	-64%
Facebook	712,623	707,696	4,927	1%
Twitter	38,000	36,800	1,200	3%
Instagram	87,000	66,500	20,500	31%
Pinterest	<u>20,100</u>	<u>19,365</u>	<u>735</u>	<u>4%</u>
Online Communities Subtotal	1,087,541	1,474,757	-387,216	-26%

Devices January 2020

Mobile	60%
Desktop	30%
Tablet	10%

Effective 7/2019 using a different eblast system for subscribers. Included a rigorous database cleanse.
Effective 8/2018 using a different database to count eblast subscribers

Dashboard Overview

Overview

January was the launch month for the FY20 Spring-Summer campaign. SEM, display, native, video and email marketing efforts were active throughout the month. Additionally, local market TV (Broadcast and CTV) launched in six "high per capita" feeder markets (Norfolk-Portsmouth-Newport News VA, Charlottesville VA, Raleigh-Durham NC, Richmond-Petersburg VA, Roanoke-Lynchburg VA, Greenville-New Bern-Washington NC). OBVB also had a full-page 4C print ad placed in the January issue of Our State magazine - targeted to North Carolinians.

Highlights for January digital:

- 200K total site sessions occurred in January - a 109% increase from December 2019 and a 38% increase YOY.
- Total conversions are up 28% YOY for the month of January - 40K conversions measured. Paid search, display, social and email marketing drove this increase by collectively increasing 86% YOY.
- 12.6K travel guide conversions occurred in January - 76% increase YOY. Primarily driven by the performance of social, SEM and email marketing efforts (83% of travel guide conversions).
- Social efforts were strong in the month of January, delivering 30% of site traffic (62K sessions) and 36% of all key conversions (41K conversions).
- SEM saw impressive decreases in overall CPA/CPC, as well as, strong increase in conversion rate.
- Connected TV delivered a high video completion rate (99%) in the launch month at an average cost of \$0.03 per completed view (:30 spots).
- Programmatic Native and Display efforts achieved conversion rates higher than the established Fall benchmarks during the first month of the Spring/Summer campaign.
- January saw the launch of the "drip" email marketing campaign, which aimed to deliver content that was separate from the scheduled January newsletter email. January overall email marketing saw the highest open rate (14.5%) and CTR metrics since early fall (1.4%/9.9%).
- Tracked 372 Arrivals into Dare County in January - 8% increase YOY.

Completed Optimizations

- Continued to optimize overall spend and budget delivery between SEM campaigns and Google/Bing platforms.
- Combined SEM efforts for individual Meetings, Events and Groups campaigns into single SEM budget and campaign.

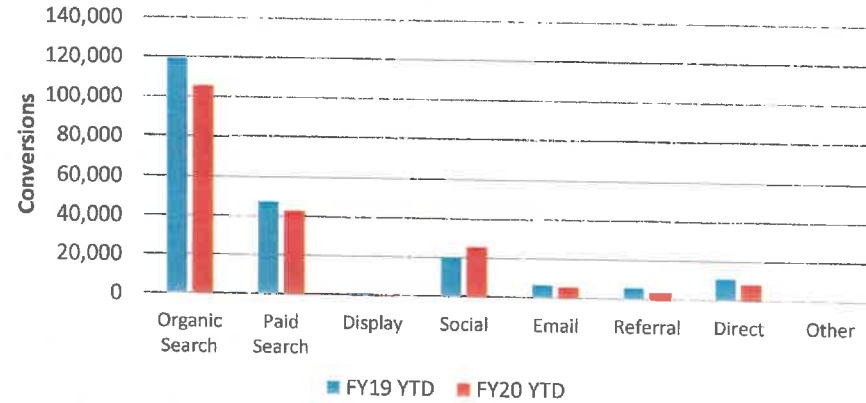
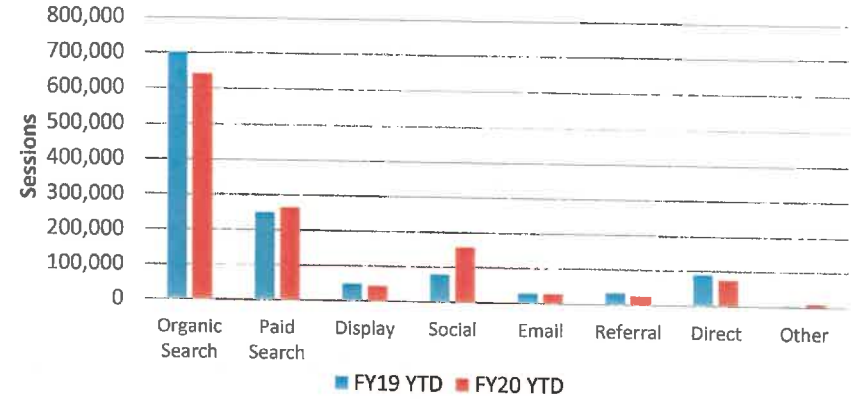
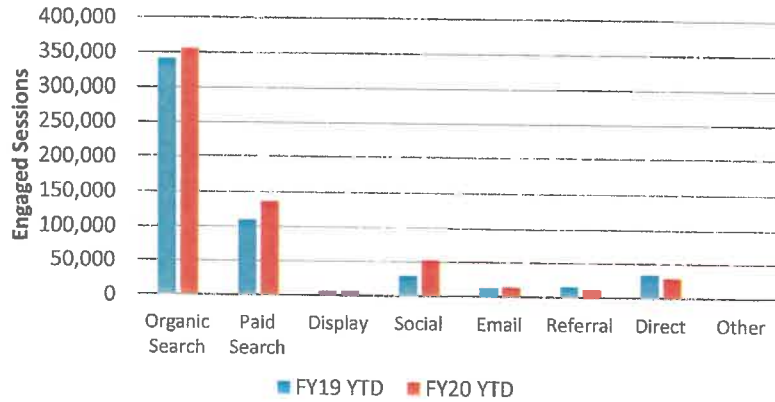
Action Steps

Topic	Commentary
Email	Audience segmentation development in progress for mid-month newsletters in 2020.
Display	Launch Spring/Summer efforts with Matador, Sojern, Travel Spike and TripleLift in March.
CTV	Delivered 96% of planned budget within top six "High Per Capita" markets - reallocating savings to March flight window.
Search	Continue to make improvements to CPC and cost per conversion, while maintaining a strong conversion rate.

Website Overview

	Jan-20	YoY	FYTD	YoY
Sessions	200,279	38%	1,245,110	1%
Engaged Sessions	90,126	26%	583,710	5%
Any Conversion*	40,255	28%	195,966	-8%
eNews Sign Up Conversion	3,320	79%	8,887	-32%
Travel Guide Conversions	13,441	76%	30,230	8%
Listing Referral Conversions	25,171	8%	161,567	-9%

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

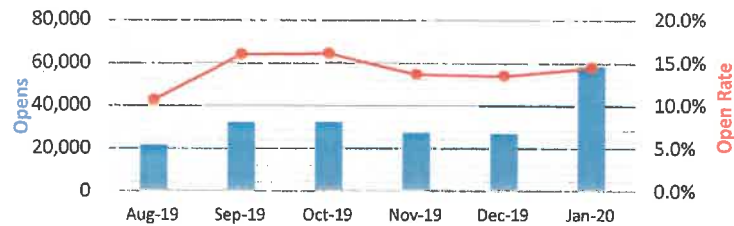


Client: Outer Banks Visitors Bureau
Report Time Period: January 2020

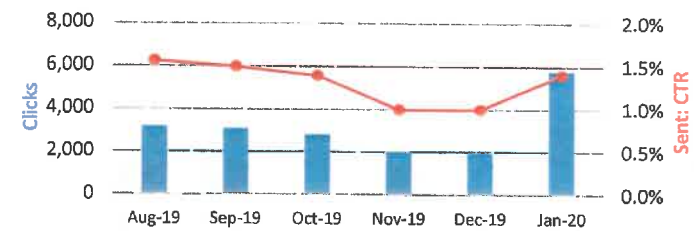


Email Marketing Campaign Overview

Opens and Open Rate by Month



Clicks and Click Rate by Month



Total Campaign Performance by Month

Month	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Aug-19	203,435	201,176	21,560	10.6%	3,193	1.6%	14.8%	2,259	500	93
Sep-19	200,945	200,098	31,984	16.0%	3,084	1.5%	9.6%	847	739	63
Oct-19	199,788	199,433	32,179	16.1%	2,793	1.4%	8.7%	355	714	55
Nov-19	199,772	199,172	27,291	13.7%	2,003	1.0%	7.3%	600	484	61
Dec-19	199,916	199,551	26,959	13.5%	1,954	1.0%	7.2%	365	418	62
Jan-20	402,911	402,555	58,497	14.5%	5,770	1.4%	9.9%	356	1,023	105
GRAND TOTAL	1,599,747	1,594,044	220,456	13.8%	20,965	1.3%	9.5%	5,703	4,560	615

Top 10 Links Clicked - Current Month*

Link	Clicks*	Open: CTR
/where-to-stay/vacation-rentals/	1,146	5.3%
/plan-your-trip/travel-guide/	894	4.1%
/where-to-stay/	675	3.1%
YouTube - Vacation Rental Homes - How To Shop	502	2.3%
/plan-your-trip/offers-and-packages/	496	2.3%
Homepage	408	1.9%
/post/how-to-rent-a-vacation-home-on-the-obx/	397	1.8%
/things-to-do/	346	1.6%
/bucketlist/	294	1.4%
sanderling-resort.com/accommodations/vacations-specials/	250	1.2%
GRAND TOTAL	5,408	16.9%

* link clicks include forwarded email clicks

Email Performance - Current Month

Subject Line	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Inspiration for your 2020 OBX getaway	203,114	202,921	32,183	15.8%	3,395	1.7%	10.5%	193	488	45
OBX Vacation Rental 101 - Drip Email	199,797	199,634	26,314	13.2%	2,375	1.2%	9.0%	163	535	60
GRAND TOTAL	402,911	402,555	58,497	14.5%	5,770	1.4%	9.9%	356	1,023	105

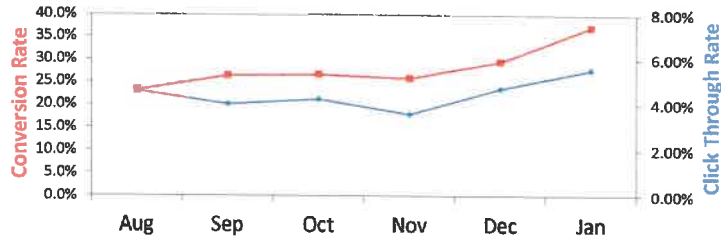
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Client: Outer Banks Visitors Bureau
Report Time Period: January 2020

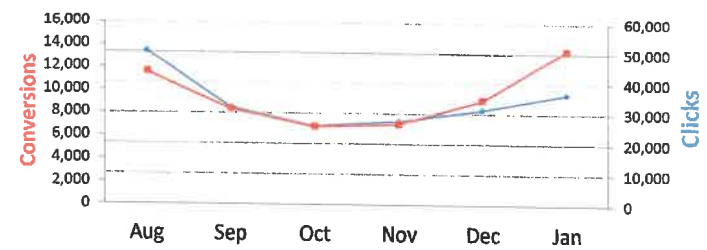
The Outer Banks
VISITORS BUREAU

SEM Campaign Overview

Conversion and Click Through Rates by Month



Conversion and Click Volume by Month



Total Campaign Performance by Month

Month	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Aug	\$27,491	50,297	1,092,277	4.6%	\$0.55	11,621	\$2.37	23.1%
Sep	\$24,162	31,813	789,763	4.0%	\$0.76	8,378	\$2.88	26.3%
Oct	\$22,985	25,815	607,015	4.3%	\$0.89	6,858	\$3.35	26.6%
Nov	\$27,034	27,416	766,081	3.6%	\$0.99	7,069	\$3.82	25.8%
Dec	\$32,007	31,265	661,233	4.7%	\$1.02	9,238	\$3.46	29.5%
Jan	\$28,976	36,584	662,632	5.5%	\$0.79	13,635	\$2.13	37.3%
GRAND TOTAL	\$208,110	302,568	6,026,626	5.0%	\$0.69	75,716	\$2.75	25.0%

Total Campaign Performance by Platform

Platform	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Google	\$19,830	26,157	289,488	9.0%	\$0.76	7,505	\$2.64	28.7%
Bing	\$9,146	10,427	373,144	2.8%	\$0.88	6,130	\$1.49	58.8%
GRAND TOTAL	\$28,976	36,584	662,632	5.5%	\$0.79	13,635	\$2.13	37.3%

Client: Outer Banks Visitors Bureau

Report Time Period: January 2020



Display Overview

Campaign Overview: FY20 Fall Display Details by Tactic

Notes: FY20 Fall launched on August 12th and concluded on October 14th.

Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$25,000	\$25,000	1,530,076	937	0.06%	\$26.68	106	\$236	0.007%	76%	1.94	1:15
Programmatic Banners	\$136,000	\$115,531	21,739,617	22,402	0.10%	\$5.16	301	\$384	0.001%	84%	1.30	0:17
Programmatic Native		\$20,469	1,811,985	4,490	0.25%	\$4.56	85	\$241	0.005%	84%	1.40	0:47
FY20 Fall Total YTD	\$161,000	\$161,000	25,081,678	27,829	0.11%	\$5.79	492	\$327	0.002%	84%	1.34	0:25

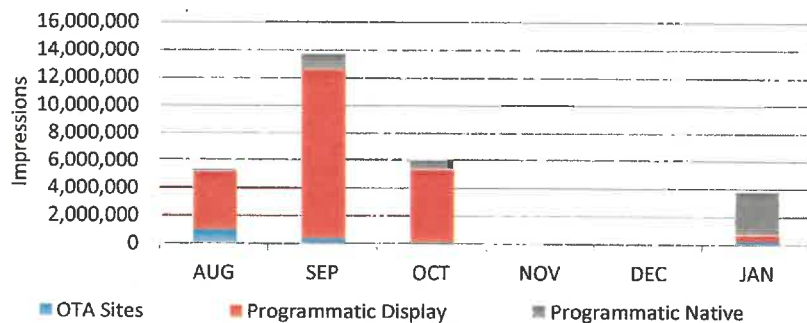
Campaign Overview: FY20 Spring-Summer Display Details by Tactic

Notes: FY20 Spring-Summer launched on January 1st and runs through May 31st, 2020.

Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$55,000	\$5,984	299,220	364	0.12%	\$16.44	34	\$176	0.011%	81%	1.51	0:46
Site Direct	\$35,000	\$0	0	0	--	--	0	--	--	--	--	--
Programmatic Banners	\$225,000	\$2,220	435,256	249	0.06%	\$8.92	12	\$185	0.003%	49%	2.18	0:44
Programmatic Native		\$18,223	3,078,456	3,328	0.11%	\$5.48	267	\$68	0.009%	75%	1.80	1:04
FY20 Spring-Summer Total YTD	\$280,000	\$26,427	3,812,932	3,941	0.10%	\$6.71	313	\$84	0.008%	72%	1.83	0:59

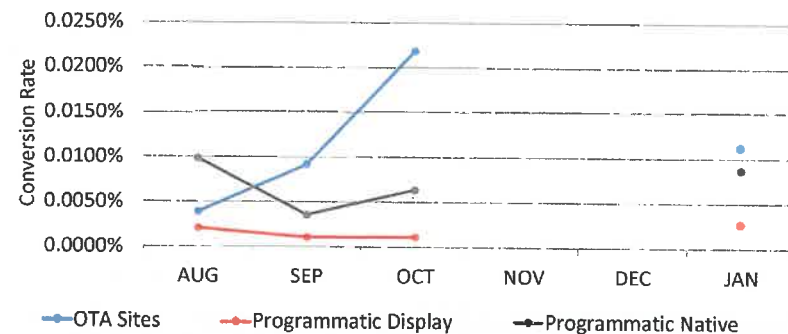
Total Impression Volume by Month by Tactic

Notes: Over 3.0MM impressions delivered in the month of January - primarily Native ads.



Conversion Rate by Month by Tactic

Notes: OTA Sites conversion rate improved over the course of the campaign.

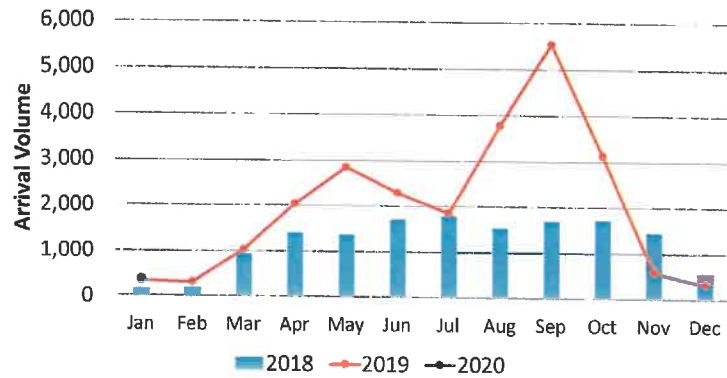


Client: Outer Banks Visitors Bureau
Report Time Period: January 2020



Arrivalist Overview

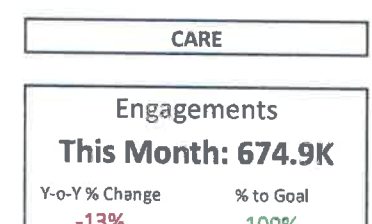
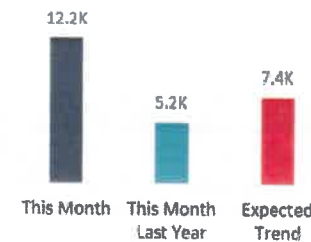
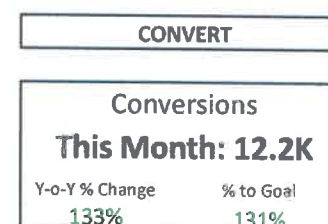
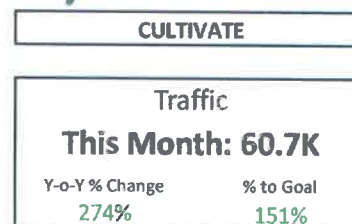
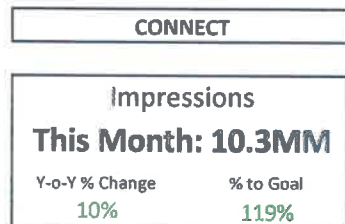
Arrivals by Month - YOY Comparison



Top Arrival Geographies - January 2020

Geography	Arrivals - Current Year	APM	YOY Change
Norfolk/Portsmouth/Newport News	137	0.3	85%
Washington Dc	46	0.1	10%
Raleigh/Durham	43	0.1	-39%
Richmond/Petersburg	43	0.3	126%
Greenville/New Bern/Washington	20	0.3	-38%
Charlotte	11	0.1	38%
Baltimore	7	0.1	75%
Pittsburgh	6	0.1	20%
Greensboro/High Point/Winston-Salem	6	0.1	-54%
Charlottesville	5	0.2	400%
All Other Markets (Outside Top 10)	48	0.0	-38%
Total	372	1.2	8%

Executive Summary



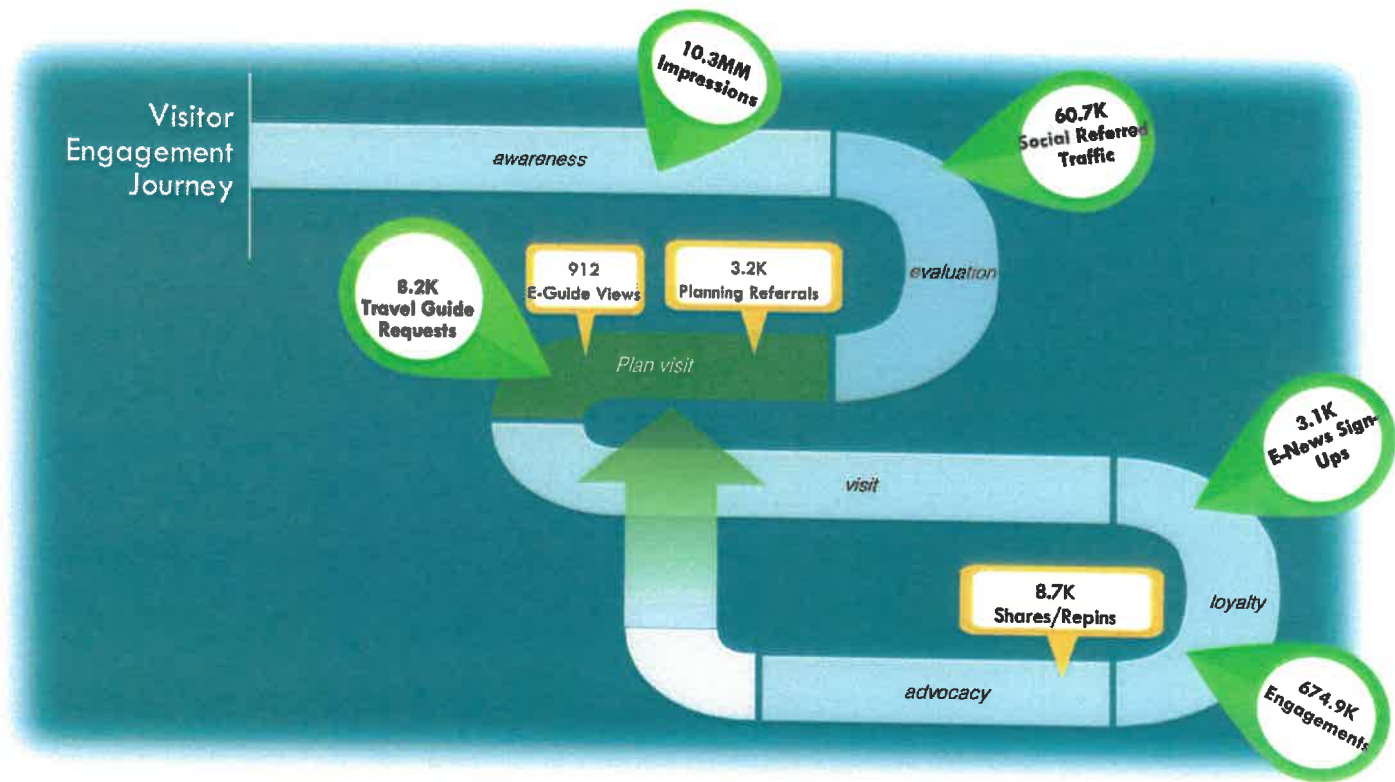
Monthly Highlights:

- All KPIs ended the month **trending above goal**; the first time this year engagements reached trend.
- Compared to this time last year (19K), cumulative **conversions** are currently trending **23% higher** (23K).
- The Facebook post linking users to find lodging resulted in over **2.8K lodging referrals** (slightly higher than the volume of lodging referrals generated in all of 2019).
- Social content has driven 159K visits so far this fiscal year, just shy of last fiscal year's **total** performance (170.9K).

Note: Data above is for January 1 – January 30th, final monthly results will be reflected in the full monthly report.

Visitor Journey

The Outer Banks
OF NORTH CAROLINA



TOURISM SALES & EVENTS ACTIVITY – FEBRUARY 2020

Recent Trade Show Activity: Bureau staff recently attended the American Bus Association (ABA) Marketplace in Omaha, NE, January 11-14, 2020. 3,200 delegates attended the marketplace, including 850 tour operators. Bureau Staff had a total of 35 pre-scheduled, qualified appointments; each appointment last approximately 7 minutes; it's like speed dating for our destination. Please note that most DMO's averaged 29 pre-scheduled appointments. See attached for our appointment schedule.

What Is A Marketplace? A commercial trade show that allows you to sell your destination to potential tour operators/companies in seven minutes. Please note that staff is currently selling for the Fall 2019 and 2020 seasons.

What's the economic impact of a tour group: 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 staff attended the 17th Annual New York Times Travel Show in New York City on January 24-26, 2020. The Outer Banks Visitors Bureau partnered with VisitNC; the North Carolina booth saw a high interest in the Outer Banks with a steady traffic flow throughout the travel show which included consumers, travel agents, bloggers and travel writers. Estimated attendance was a little over 35,000 people. Consumer shows are a great chance to promote the Outer Banks to potential visitors as well as hear feedback directly from past and future Outer Banks visitors.

NPS Fee Increase Update for the Motorcoach Market: The National Park Service has postponed the new Road Base Tour Operator Commercial Use Authorization (CUA) fees until January 2021. Bureau staff attended a seminar at ABA about these new fees, and it seems there are still a lot of uncertainties that still need to be worked out on a national level. Stay tuned for updates.

What is a CUA? A commercial use authorization (CUA) allows an individual, group, company, or other for-profit entity to conduct commercial activities and provide specific visitor services within a national park unit. To find out more about the NPS CUA or visit: <https://www.nps.gov/aboutus/commercial-use-authorizations.htm> As it stands now beginning January 1, 2021 all Tour Operators, Motorcoach Companies and/or Tour Planners will have to have a current CUA for each National Park it visits. Please note the roll out of this program has been postponed twice since January 1, 2019.

Upcoming FAM Tours: Tourism Sales is hosting the following FAM tour for the 2019/2020 fiscal year: **AAA East Central Travel Counselors | March 26-29, 2020;** The Bureau will host 20 AAA Travel Counselors for a 3 night FAM tour of the Outer Banks. The Outer Banks of NC is their 2nd most trip request for the East Central offices. The East Central AAA offices are located throughout the greater Pittsburgh and Cleveland areas. Our research continues to tell us Pennsylvania and Ohio are still in the top 10 states of origin for overnight visitors to the Outer Banks. See attached for our FAM itinerary.

Board Member opportunities are the following:

Thursday, March 26, 2020: 6:30pm Dinner at Mulligan's Grille in Historic Cottage Row, Nags Head
Friday, March 27, 2020: 12:15pm Lunch at Diamond Shoals Restaurant, Buxton
Friday, March 27, 2020: 6:30pm Dinner at Basnight's Lone Cedar Café, Nags Head
Saturday, March 28, 2020: Dinner at Blue Water Grill, Manteo

Please let staff know if you'd like to attend one of these meals by March 19, 2020.

Outer Banks Webinar Program:

Bureau staff is offering a new **FREE** service to valued AAA agents. The webinar takes the AAA Travel Specialist through what's new and what's popular on the Outer Banks of NC to help them create the ultimate AAA TripTik. See attached flyer recently emailed to AAA offices who currently receive our printed travel guides. Our next webinar is scheduled for Friday, February 21st.

Request for Proposals:

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

- ***Majestic Tours, June 3-5, 2020***, 20 rooms, senior tour group
- ***Star Destinations; April 25-29, 2021***, 27 rooms, senior tour group

2020 Outer Banks Tourism Summit:

Mark your calendars now for the 8th Annual OBX Tourism Summit: Thursday, May 7, 2020; 8:00am – 3:00pm at the Sanderling Resort's Event House in Duck. We are currently working on the agenda and securing our speaker line up. Stay tuned for more details. Held during National Tourism Week, May 3-9, 2020, the Summit brings together industry partners from all over Dare County to learn about the latest marketing trends, network with local tourism colleagues as well as catch up on the current topics facing the Outer Banks vacation industry.

Again, this year we are offering an early bird registration discount, \$45 per person until April 2nd. After that date registration is \$55 per person.

Staff has put together a great line up of speakers for this year's Tourism Summit that we are calling *the DNA of Tourism*. More information to follow. Below is a quick glance **DRAFT** schedule of events. Early-bird Registration has been launched to our industry partners. Speaker line up to be released one at a time over the next few weeks.

Thurs, May 7: 8:00am – 8:45am OBX Tourism Summit Registration | Sanderling Event House

Thurs, May 7: 9:00am – 3:00pm OBX Tourism Summit (Speakers, Lunch, OBVB report) | Sanderling Event House

Future Trade Show Dates and Locations:

- February 28-March 1, 2020: Adventure in Travel Consumer Show, Atlanta, GA
- March 6-8, 2020: Adventure in Travel Consumer Show, Washington, DC
- March 8-11, 2020: Travel South Domestic, Baton Rouge, LA
- March 14 -15, 2020: Adventure in Travel Consumer Show, Philadelphia, PA
- March 22-24, 2020: Visit NC 365, Asheville, NC

AAA East Central FAM Tour
Legends, Lights and Lore – an Outer Banks of NC itinerary
March 26 – 29, 2020

Day One: Thursday, March 26, 2020

Late afternoon/Early Evening Arrival.

Check in to your oceanfront hotel:

[Holiday Inn Express Nags Head Oceanfront](#)

4701 S. Virginia Dare Trail, Nags Head, NC
MP14; 252.441.0454

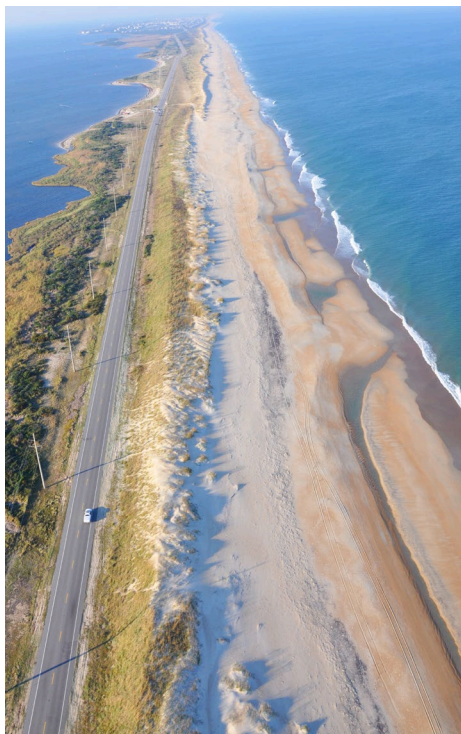


6:30pm Casual Welcome Dinner at **Mulligan's Grille in Historic Cottage Row**, 4005 S. Croatan Hwy, Nags Head, NC, MP 13

You'll need to drive your own car to the restaurant; it's about 4 minutes south of the hotel. FAM transportation begins on Friday, March 26th.

Day Two: Friday, March 27, 2020 (Transportation will be provided for today's adventures)

Breakfast at the Holiday Inn Express at your leisure.



8:15am Meet in the hotel lobby to prepare for today's journey as we cruise the Outer Banks National Scenic Byway through the Cape Hatteras National Seashore, our country's first National Seashore, America's First Beach.

8:30am Depart the Holiday Inn Express with Hatteras Tours, our Island Guide is Danny Couch, a native of Hatteras Island.

9:45am North Carolina Ferry System. Our first stop will be the Hatteras Ferry docks. Here's you'll get a feel for how the ferry system works and get information on both the vehicle and passenger ferries over to Ocracoke Island.



10:00am Graveyard of the Atlantic Museum in Hatteras Village. A unique museum dedicated to preserving and interpreting the rich maritime history of the Outer Banks and the more than 2,000 known shipwrecks that rest of our coast. See cannons from Blackbeard's Queen Anne Revenge, an Enigma machine from the U-85, ship models and many other artifacts. Backstage tour with our tour guide.

11:15am Cape Hatteras Lighthouse, the tallest brick beacon on the American coast with its black and white stripes, it stands at 208 feet high. Learn the marvelous history, which includes its half-mile move in 2000 away from the ocean. Admissions to the grounds are complementary, minimal fee to climb to the top.



Lunch at Diamond Shoals Restaurant, Buxton, NC



1:30pm Stop by the Chicamacomico Life Saving Station, A predecessor to the US Coast Guard, Chicamacomico is one of the most complete US Lifesaving Station sites in the nation, see historic buildings and a boathouse that housed the service that was the predecessor to the United States Coast Guard. Hear the history of daring ocean rescues by brave men who dedicated their lives to the sea.

2:30pm Visit the Bodie Island Lighthouse: Completed in 1872 on the north side of Oregon Inlet near the northern border of the Cape Hatteras National Seashore, the familiar black and white horizontal striped structure was partly built of materials leftover from the construction of the newest Cape Hatteras Lighthouse. We'll climb to the top to check out the view!



3:00pm Jockey's Ridge State Park, See the East Coast's tallest sand dune and one of the Outer Bank's most phenomenal natural attractions. On-site visitor center, museum and gift shop.

Kitty Hawk Kites; next we'll head cross the street and stop in KHK's adventure center to check out the different types of activities they offer; shopping at their flagship store.

Stop by the hotel to freshen up if needed

6:00pm Dinner at Basnight's Lone Cedar Café, Nags Head causeway

Return to the hotel after dinner.

Day Three: Saturday, March 28, 2020 (Transportation will be provided for today's adventures)

Breakfast at the Holiday Inn Express at your leisure.

8:15am Meet your Island Guide, Danny Couch of Hatteras Tours in the lobby of the hotel

8:30am Depart the Holiday Inn Express for your tour of the Northern Beaches and Roanoke Island.

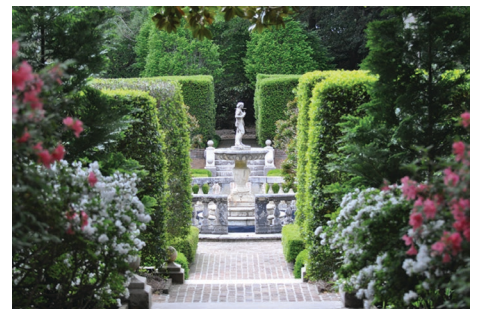
9:00am Tour the Wright Brothers National Memorial; See the place, where on a cold day in December, 1903 Wilbur and Orville Wright changed the world forever as their powered airplane, the "Wright Flyer", skimmed over the sands of the Outer Banks for 12 seconds before returning to the ground. The grounds include historical markers of each attempted powered flight, replica camp buildings and a 60-foot granite monument on top of Big Kill Devil Hill (a 90-foot dune) honoring the Wright brothers. Newly renovated visitors center recently opened with all new exhibits and many items have never been on public display.



11:00am Exploring the Town of Duck, it's exactly what you might expect. Hunters and gatherers have been flocking to the area since the 1800's for its abundant waterfowl and peaceful settings. Take a stroll along the sound side boardwalk that runs the length of Town. Unique boutiques and shops line the boardwalk and make for some great finds for you to take home! Have lunch at one the locally owned restaurants nestled in this quaint waterfront vista.

12: 15pm Lunch at the Blue Point Grill, Waterfront Shops, Duck, NC

1:30pm Tour of the Elizabethan Gardens, Stroll through the majestic Gardens, which were designed as a living memorial to Queen Elizabeth and the Lost Colony. The Gardens include a collection of Renaissance statues and Elizabethan style buildings that let you image you are back in the time of Queen Elizabeth I. Spring-time tulips lead to an ever-changing palette of year-round color from hydrangeas, native plants, perennials and camellias.



2:30pm Fort Raleigh National Historic Site, See Sir Walter Raleigh's explorers and colonists attempted to found settlements here on the north end of Roanoke Island in 1585. Also located here is the Roanoke Island Freedman's Colony. The **Freedman's Colony** is recognized as an historic National Underground Railroad Network to Freedom site. Newly renovated on-site visitor center, interpretive programs, nature trail.

****Walk next door to the Waterside Theatre ****



3:15pm Informational talk about the Lost Colony Outdoor Drama, The Waterside Theatre is where you will start your backstage tour of **The Lost Colony**, the oldest symphonic outdoor drama in the United States. Learn about the excitement and tragedies of Paul Green's Pulitzer Prize and Tony award winning symphonic outdoor drama, **The Lost Colony**, the longest in the United States and its award-winning costumes by New York designer, William Ivy Long. The play recounts the historical events leading to the disappearance of the first English colonists who settled on Roanoke Island over 400 years ago. **The play is held during the summer months of June through August.**

Drive by the North Carolina Aquarium on Roanoke Island

4:30pm Downtown Manteo Waterfront; walk along the streets named for the English Settlers and Native American's who shaped our area. Check out a few of the locally owned shops and boutiques. Stop by the Roanoke Marshes Light and the Roanoke Island Maritime. Also, check out Elizabeth II ship across the creek. This ship is a replica of the one that brought the first English settlers to our shores.



6:30pm Dinner at Blue Water Grill at Pirate's Cove Marina

Return to the hotel after dinner.

Day Four: Sunday, March 29, 2020

Departure at your leisure. Thank you for attending our AAA East Central FAM Tour. We hope that you were able to learn more about our area to share with your clients.



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PUBLIC RELATIONS REPORT: February 2020

PRESENTING

North Carolina Travel Guide Road Show | Feb 2020 *On the 19th, Aaron will be presenting ideas and pitching for the cover of the 2021 North Carolina Travel Guide, produced by VisitNC. He's traveling to Greenville, NC as part of a regional effort to get tourism officials even more connected with the publishing team at Meredith Travel Marketing, who are contracted to put the book together. Fun, fast-paced PechaKucha format.*

Albemarle Leadership | May 2020 *On the 14th, Aaron will be speaking in front of a regional body of public and private sector leaders, sharing what's new in the world of Outer Banks tourism promotion and introductory intel for those new to the industry.*

EARNED MEDIA – FULLFILMENT since last report

Suitcase Magazine | Jan 2020 *"The Great Granny Road Trip: In Search Of The US's Best Home Cooks" Aaron hosted writer Anastasia Miari and photographer Iska Lupton on assignment for the UK-based Suitcase Magazine, working on a travel feature specific to the Outer Banks. 50K reach. <http://bit.ly/37M0Yro>*

Meetings Today | Jan 2020 *"7 Standout Outdoor Venues For Group Gatherings In The Coastal Carolinas" by Carolyn Blackburn. OBVB team provided editorial options and direction for this article highlighting NC Aquarium on Roanoke Island. 55K reach. <http://bit.ly/2ScW54f>*

Best Life | Jan 2020 *"33 Utterly Amazing Travel Destinations You've Never Heard Of: #33 Duck, NC" Written by Hannah Loewentheil. 3.7MM reach <http://bit.ly/376sQ8y>*

Big 7 Travel | Jan 2020 *"7 Of The Best East Coast Road Trips To Take: #7 Washington, DC to Outer Banks, NC" Written by Elizabeth Thorn. 463K reach <http://bit.ly/31uMJoo>*

Northern Virginia Magazine | Jan 2020 *"Plan Your Beach Trips Now: Here's What's Still Available For Summer Holidays In 2020" Written by Jennifer Zeleski. 72K reach <http://bit.ly/2tOMI2q>*

Vacation Idea | Jan 2020 *"25 Best Weekend Getaways And Day Trips From Raleigh, North Carolina" <http://bit.ly/2O6415S>*

New Jersey Family | Jan 2020 *"Six Beach Vacation Spots To Book ASAP" by Sharon Rigney. 345K reach. <http://bit.ly/2RXtVKI>*

The Local Palate | Feb/Mar 2020 *"Travel, Eat, Repeat: Outer Banks Taste Of The Beach, Mar 26-29" OBVB has hosted writers from the magazine for foodie focused opportunities. 200K reach. [See .pdf](#)*

USA Today | Feb 2020 *"These Hotels Will Put You On The Set Of Your Favorite Movies: Nights In Rodanthe" A rundown of famous movie hotels. 10MM reach <http://bit.ly/31wbSPH>*

THE OUTER BANKS PROJECT

World War II | Apr 2020 “On A Strange Shore” OBVB team provided support for an article focusing on the British war grave ceremonies in May 2020 for the Buxton and Ocracoke tributes to allies lost in the conflict. 697K reach. *See .pdf*

INBOUND MEDIA

QC Exclusive Magazine: The Quintessential Charlotte | Mar 27-30 QC's digital editor, Sunny Hubler, is interested in visiting following our Cozy Winter Getaway invitation to experience all that the Outer Banks has to offer. She will feature the resort but wants to cover the entire area as a destination. She is visiting on the weekend of The Outer Banks Taste of the Beach. 20K reach

EARNED MEDIA – IN DEVELOPMENT

Mail on Sunday (UK) | Feb 2020 – OBVB PR Team hosted Anastasia Miari in Nov 2019. She has already published an article in Suitcase Magazine (UK). “Across The USA In 20 Restaurants” TBD.

Groups Today | March 2020 – OBVB PR Team is anticipating a North Carolina article featuring the Outer Banks with photos provided by the Bureau. 20.5K reach.

Small Market Meetings | March 2020 – Aaron was interviewed for an article featuring Nags Head as a consideration for the small to mid-size meetings market. 10K reach.

Southbound | May 2020 – OBVB PR Team interviewed for summer issue featuring secret beach locations for this Atlanta-based lifestyle magazine. 70K reach Circ/Atlanta Magazine supplement.

Where to Retire | May 2020 – OBVB PR Team anticipating an article featuring Kitty Hawk in the early summer issue. 200K reach Circ.

Birmingham Magazine | May 2020 – Staff worked with local industry partners to host Editor-in-Chief Julie Sayers for a May 2020 beach-themed issue. The publication serves the greater metro area of Birmingham, AL, celebrating the culture and soul of the region. 4MM reach UVM

Home Design & Décor | June/July 2020 – OBVB PR team assisted Travel Editor Blake Miller with lodging and itinerary development for a feature on Duck, NC in the spring issues of the Raleigh and Charlotte, NC editions. 180K reach Circ.

UPCOMING MEDIA MISSIONS

VisitNC Canada Mission | Feb 24-28 Aaron is participating in a fast paced series of personal meetings with editors and journalists of Canada's premier lifestyle and travel outlets, headquartered in the Toronto and Montreal metro markets.

These hotels will put you on the set of your favorite movies



Familiar Hollywood faces and landmarks are all around us, especially when we travel. You might recognize some of your favorite hotels around the world from the big screen. Or perhaps you recognize scenes in movies from your past travels. When it comes to shooting a movie, directors love the readymade setup that hotel public areas and guest rooms (and in the case of "The Shining," mere door frames) can provide.

WARNER BROS. VIA AP



"Nights in Rodanthe": The Inn at Rodanthe, on North Carolina's Hatteras Island, was featured in the 2008 movie based on Nicholas Spark's popular novel, starring Richard Gere and Diane Lane. The inn has undergone extensive renovations so that it looks as close as possible to the way it did in the film including the vintage floral wallpaper in the kitchen, the infamous blue bedroom where Gere slept, and custom-designed doors.

INN AT RODANTHE

Sharon Outer Banks, North Carolina

Our road trip has officially kicked off and we drive past banks of sand where, as summer wraps up on the Atlantic coast, sea oats billow in a warm breeze. We've been tipped off about a local cooking hero and grandmother, Sharon. She lives in a hurricane-battered home that has stood for 60 years – its boards were once trodden by sailors doomed to meet their end at the nearby Cape Hatteras, where two major ocean currents clash.

“You just batten down and make sure as hell you have some potatoes, onions and a burner for cooking – it ain't scary at all,” is Sharon's reaction when we ask about the extreme weather.

She defies all expectations. A Southern American who welcomes us with warm, wide arms, intelligent conversation and an ice tea on her back porch. We talk politics (“I like to call our president ‘Mad Max’ – he's seen too many Mel Gibson movies”), philosophy and love as we huddle over a stove to cook up a hearty stew of shrimp caught fresh that day.



Travel, Eat, Repeat

A taste of Southern culinary events



HOGS FOR THE CAUSE

3-8

VIRGINIA WINE EXPO

Richmond, VA
virginiawineexpo.com

This six-day event goes far beyond wine—though there are plenty of pours to go around with paired dinners, tasting classes, and a demo on cooking with wine. Saturday is dedicated to beer lovers with the Ultimate Brew Fest, a curated tasting focused on goses, IPAs, and stouts. Then there's SMOKED!, a celebration of fire-kissed foods paired with top-shelf whiskeys, while the



NEW ORLEANS WINE AND FOOD EXPERIENCE

Bounty of Virginia Brunch pairs Chesapeake Bay cuisine with Virginia-made wines and ciders and cocktails made with local spirits.

13-22

SOUTH BY SOUTHWEST

Austin, TX
sxsw.com

Among the dozens of lectures and discussions taking place throughout Austin during SXSW, the chefs of the *Bon Appétit* test kitchen will take the stage for a behind-the-scenes look at their world as part of the new Connection & Culture conference track. Also on the docket: Michelin-starred chef Andrew Wong on the lessons he learned while exploring China's culinary history and food philosophies.

14

ORLANDO WHISKEY FESTIVAL

Orlando, FL
whiskeynbizz.com/orlando-whiskey-festival

Central Florida's first whiskey festival is back for its fifth year with one hundred whiskeys ready for tasting at Orlando's Mercedes-Benz

arena—and it's all for a worthy cause. Proceeds benefit the Lovely Project, an Orlando nonprofit that provides mentoring and education to empower girls ages 11 to 19.

18-22

NEW ORLEANS WINE AND FOOD EXPERIENCE

New Orleans, LA
nowfe.com

Beef up your wine knowledge in New Orleans with learning labs focused on natural wines, fruit-driven reds, and how something as simple as a cork affects a wine's aging process. Fine wine enthusiasts can flock to Vinola, an upscale tasting event where each bottle boasts a retail value of seventy-five bucks or more. Tour some of the city's most impressive wine caches with the French Quarter Cellar Strut, a strolling tasting through Restaurant Revolution, Rib Room, and Brennan's.

19

TOP TACO FEST

New Orleans, LA
toptaconola.com

Thursday is the new Taco Tuesday. This party at New Orleans' Woldenberg Park



OUTER BANKS TASTE OF THE BEACH

includes unlimited taco and cocktail tastings as a few dozen chefs and mixologists vie for top marks from the judges and attendees. Snag a VIP ticket for early entry and premium tequila tastings.

26-29

OUTER BANKS TASTE OF THE BEACH

Nags Head, NC
obxtasteofthebeach.com

More than just a single tasting event, Taste of the Beach is a sprawling celebration of the Outer Banks' food scene with more than fifty events throughout twenty-five venues. On the weekend's roster are hands-on cooking classes, several restaurant crawl routes, and a six-course Carnival dinner party.

27-28

HOGS FOR THE CAUSE

New Orleans, LA
hogsforthebeach.com

Part concert, part barbecue showdown—all in the name of charity. The music lineup

includes headliners Old Crow Medicine Show, a Grammy Award-winning folk band, and blues group Robert Randolph and the Family Band. On the food side, more than ninety competitors will serve up their pork-centric specialties for attendees. All the proceeds go to children's hospitals in New Orleans and across the country.

28

SFA SPRING SYMPOSIUM

Birmingham, AL
southernfoodways.org

This year brings the Southern Foodways Alliance back to Birmingham to take a long look at the future of the restaurant in all its facets. *Food & Wine* Editor-in-Chief Hunter Lewis and restaurant editor Khushbu Shah will discuss restaurant criticism and its place in the food world, while SFA Professor Catarina Passidomo delves into restaurants' function as cultural gateways.

NOT TO BE MISSED

CHARLESTON WINE + FOOD FESTIVAL

4-8 CHARLESTON, SC

While Charleston is a food haven year-round, the first weekend in March ups the ante with this sprawling culinary festival. New this year, the Night Bazaar will transform Holy City Brewing into an international market for an after-dark take on the Culinary Village. (Pro tip: Locals can snag tickets for thirty bucks off.) charlestonwineandfood.com





Travel

33 Utterly Amazing Travel Destinations in the U.S. You've Never Heard Of

SECRET SMALL TOWNS, SECLUDED COASTS, AND REMOTE MOUNTAIN RANGES AWAIT.

By HANNAH LOEWENTHEIL JANUARY 23, 2020



→ At more than 3.7 million square miles and containing no less than 38,000 distinct cities and towns, the United States has more first-rate attractions than most people can possibly comprehend, let alone experience in a single lifetime. So it shouldn't come as a surprise to learn that there are tons of amazing travel destinations right here at home that you probably never knew about.

For instance, have you ever been to the charming hamlet of Driftwood, Texas? (We're guessing you haven't.) Also, have you ever seen the awe-inspiring Apostle Islands, nestled high up in the nosebleeds of Wisconsin? And what about the seaside beauty you'll discover at Maryland's quaint Assateague Island?

33 | Duck, North Carolina



Shutterstock

This Outer Banks town is a laid back, family-friendly vacation spot that offers seven miles of **pristine beaches**, a lively boardwalk lined with small shops, watersports, and casual restaurants. On sunny days, the beaches are full of sunbathers, and you'll find Currituck Sound is busy with people fishing, paddleboarding, and kayaking. There are a handful of hotels, but many travelers say the best way to experience Duck is by renting a home on Airbnb or one of the local **vacation rental companies**. Duck has some of the best dining option in the Outer Banks such as **The Blue Point** and **AQUA Restaurant**. Anyone with a sweet tooth should make a point to pop into the iconic **Duck Donuts**.



25 Best Weekend Getaways and Day Trips from Raleigh, North Carolina

By VI Staff on January 14, 2020



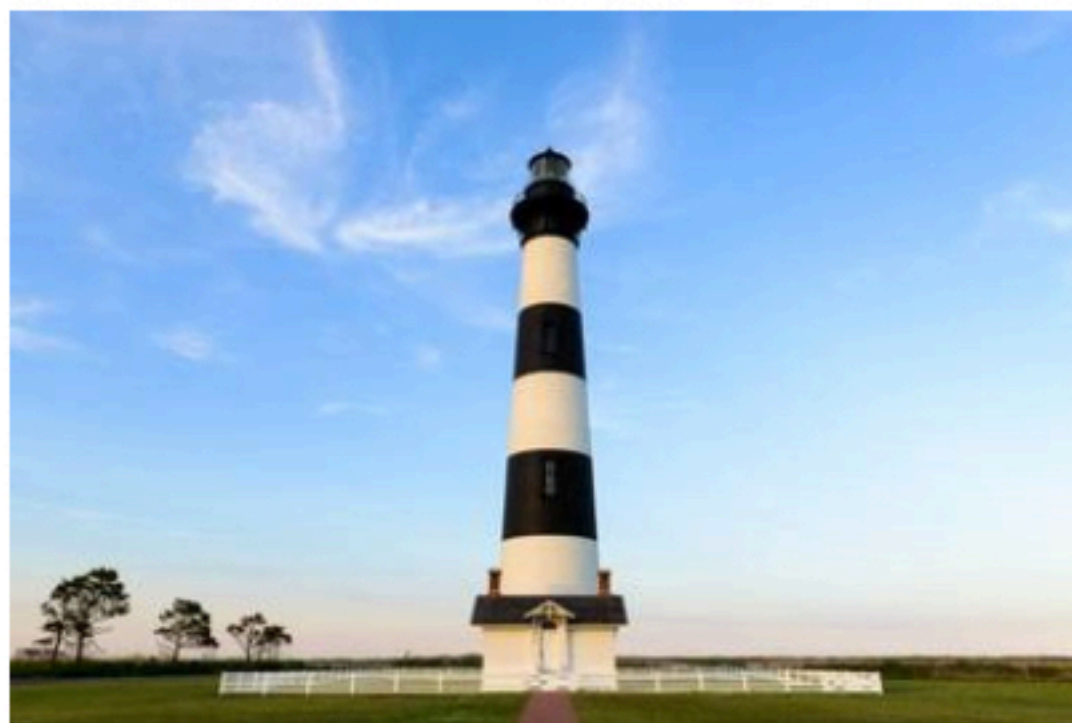
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[Raleigh](#) is [North Carolina](#)'s capital city and a great home base from which to explore the rest of the state. The southern metropolis is home to a diverse cultural community, music, sports and art festivals, and a rich history. Raleigh's central location makes exploring North Carolina, from the Atlantic coast to the Blue Ridge Mountains, easy and accessible. Take a drive to the beaches of the outer banks, explore the peaks of the Sauratown Mountains, or enjoy the North Carolina wine country to the northwest.



3. Outer Banks

The Outer Banks of North Carolina mark the site where early Europeans first tried to settle on the New World's shores. Today, they are home to the first stretch of National Seashore, state parks, miles of beaches, and several charming and friendly small towns. Historic attractions include the Wright Brothers National Memorial, Cape Hatteras' brick lighthouse, and the Fort Raleigh Historic Site, home to the first English colony in the New World. Enjoy the water with fishing, boating, surfing and swimming. On land, enjoy hiking, off-road driving, and wildlife viewing in the great outdoors. Visit the many art galleries, shops, and restaurants in each town from Hatteras Island to the south, to Duck towards the north.



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12 ISSUES FOR \$12



TRAVEL ([HTTPS://WWW.NORTHERNVIRGINIAMAG.COM/CATEGORY/THINGS-TO-DO/TRAVEL/](https://www.northernvirginiamag.com/category/things-to-do/travel/))

Plan your beach trips now: Here's what's still available for summer holidays in 2020

JANUARY 20, 2020 by [JENNIFER ZELESKI](https://www.northernvirginiamag.com/author/jzeleski/) ([HTTPS://WWW.NORTHERNVIRGINIAMAG.COM/AUTHOR/JZELESKI/](https://www.northernvirginiamag.com/author/jzeleski/))

From Memorial Day at Virginia Beach to Labor Day at the Outer Banks, here's what you'll find on Airbnb and why you should book sooner rather than later.



For \$2,167 per night, the [Beachfront 4-feet, Heated pool, 20-person, Jacuzzi](https://www.airbnb.com/rooms/19383992?check_in=2020-09-04&check_out=2020-09-07&source_impression_id=p3_1579536971_t5kpDMYYT9rHXEyu) (https://www.airbnb.com/rooms/19383992?check_in=2020-09-04&check_out=2020-09-07&source_impression_id=p3_1579536971_t5kpDMYYT9rHXEyu) property has all that and more. Six bedrooms, five bathrooms, a private heated pool, Jacuzzi, televisions in every room, a master suite with a wrap-around terrace, and as soon as you step off the porch ... your toes are in the sand. The property can sleep up to 22 people, making it a great location for those looking for a fun space in a great location, that can sleep an entire family (and extra guests too). The location is not yet booked for Memorial Day, Fourth of July or Labor Day weekend, but it's opening could give you the perfect excuse for that full-family getaway you've been waiting for. Total for the weekend would be \$9,028 (including service fees, cleaning fees and occupancy taxes and fees).



© aheflin / stock.adobe.com

Outer Banks

Est. 300 miles, 6 hours from Northern Virginia

Memorial Day

The closest summer holiday is just over four months away, but you can already tell you're getting antsy for summer to come closer ... and to hopefully have a relaxing day off from work. Having that extra day gives you the chance to travel a little farther if you're up for it, and the Outer Banks are ready to welcome you with open arms. In the small strip on the North Carolina coast, Airbnbs for Memorial Day weekend are ranging from \$85 a night to \$750 a night, depending on how many guests you're gathering. So, get those nearly 360-degree views of the water and enjoy your time away from home.

What Each Price Will Get You

For \$85 a night with two guests, this superhost location named Ocean Views with Hot Tub (https://www.airbnb.com/rooms/34556984?check_in=2020-05-22&check_out=2020-05-25&poi_place_id=1919521&source_impression_id=p3_1579194082_aetffU%2F8KB8vZrZq) is located 200 yards from the ocean and nestled in the small village of Rodanthe. It should be noted that it is only the private room, a shared bathroom and a private access to the porch, but does offer hot tub access, a peaceful hammock outdoors and that oceanfront location you're looking for in terms of convenience and as an escape to serenity. For the total price of \$350 (including service fees, cleaning fees and occupancy taxes and fees) over a holiday weekend, Airbnb has this as a "rare find."

For \$750 a night, you can rent an entire home for up to nine guests (https://www.airbnb.com/rooms/25918768?check_in=2020-05-22&check_out=2020-05-25&poi_place_id=1919521&source_impression_id=p3_1579194132_WGF21mPk0mcPF1ng). This semi-oceanfront property has four bedrooms and four bathrooms, and is also operated by a Airbnb superhost. Here's the rundown: The home has a two-tier deck with ocean views, is steps away from the sand and boasts great surfing and fishing in the area. The interior of the home has been completely remodeled and, to top it off, is pet friendly. Total for the weekend adds up to \$3,087 (including service fees, cleaning fees and occupancy taxes and fees).

Fourth of July

All right friends, it's January and you need to know that there are very few places left for the Fourth of July on the island. Six months in advance for a two-person stay gives you only 26 places to choose from, and a group of four gives you a grand total of nine places to stay. But don't fret! Ranging from \$175 a night for a private room and bathroom to a \$650 per night stay in entire townhouse, you still have time. Just probably not much.

What Each Price Will Get You

For \$175 per night two-person stay, the Sound Front Suite #1 with King Bed (https://www.airbnb.com/rooms/2782376?adults=2&check_in=2020-07-03&check_out=2020-07-05&poi_place_id=1919521&source_impression_id=p3_1579197361_3Ljlc3eEx9aw0%2FrM) boasts a low price, a superhost and a location just a few steps away from the Pamlico Sound. Guests have access to the lower level of the home and can either rent out all three rooms (increasing the guest count to six people), or their own private space. There is a small kitchenette, two cruising bikes, beach chairs, an outdoor shower and access to the expansive deck and pool area. Total cost wrapped up for the weekend is \$477 (including service fees, cleaning fees and occupancy taxes and fees).

For \$650 a night and up to 10 guests, The Turtle Club (https://www.airbnb.com/rooms/7631427?adults=4&check_in=2020-07-03&check_out=2020-07-05&poi_place_id=1919521&source_impression_id=p3_1579197047_bV2h%2BKbDh6nf8cnS) offers an entire townhouse to yourself, with four bedrooms, seven beds and two-and-half baths. The superhost-operated property has been rated five stars for location by every guest, as a cozy retreat tucked away in the Village of Avon, according to the posting. Guests have access to two large, covered decks in the front and the back of the house, access to the canal, an on-site (although shared) pool and a boat launch. There are long docks for relaxing, fishing, crabbing and docking, as well as a fully stocked kitchen. The total for the weekend comes out to \$1,750, (including service fees, cleaning fees and occupancy taxes and fees) but if you have your eyes on it, move fast. Airbnb says over 30 other people have checked out the home for the same dates, just in the past week.

Labor Day

Take a long weekend over Labor Day and you'll get the best chance to wrap up your summer with relaxation on the shore. Airbnbs are more available thus far for the late-summer holiday weekend, but beware, they could book fast.