

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, APRIL 15, 2021
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
ONE VISITORS CENTER CIRCLE
MANTEO, NC 27954

AGENDA

- I. Call to Order
- II. Pledge of Allegiance & Moment of Silence
- III. Approval of Agenda
- IV. Approval of Minutes from the March 18, 2021 Meeting
- V. Public Comments
- VI. Presentation & Discussion
 - 1. Superintendent Dave Hallac, National Park Service, Outer Banks Group
 - 2. Event Site Combined Conditional Use Permit Discussion
- VII. Steering Committee Report-Chair
 - 1. Soundside Boardwalk Engineering and Design Proposal
- VIII. Budget & Finance Report-Budget & Finance Committee Chair
 - 1. Monthly Financial Report
 - 2. Proposed Budget for Fiscal Year 2021-2022 Overview
- IX. Outer Banks Visitors Bureau Updates
- X. Old Business
- XI. New Business
- XII. Board Member Comments
- XIII. Set Date, Time, and Place of Next Meeting
- XIV. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, MARCH 18, 2021
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING:

In-Person: Jeff Pruitt, Chair; Ervin Bateman, Treasurer; Webb Fuller, Secretary; and Leo Holland.

Via GoToMeeting: Tim Cafferty, Vice-Chair; Bambos Charalambous, Jamie Chisholm, Karen Loopman-Davis, Donna Peele, and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Doug Brindley, Ivy Ingram, Monica Thibodeau, Assistant Treasurer, and Bobby Owens.

STAFF:

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

OTHERS ATTENDING:

Via GoToMeeting: Dave Hallac, Superintendent,

In Person: Philip Ruckle, *The Coastland Times*.

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

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

Yes: Ervin Bateman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Donna Peele, and Jeff Pruitt.

No: None. The motion passed unanimously (9-0).

APPROVAL OF MINUTES: Mr. Fuller moved to approve the meeting minutes from February 18, 2021 meeting. Second by Mr. Holland. There was no discussion.

Yes: Ervin Bateman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Donna Peele, and Jeff Pruitt.

No: None. The motion passed unanimously (9-0).

PUBLIC COMMENTS: Superintendent Hallac noted he is scheduled to give a presentation to the Board at their April meeting and asked if the Board had anything in particular they would like to hear in the presentation. He then reviewed visitation at the area National Park Sites. He noted that there would be a limited climbing schedule at Bodie Island Lighthouse this year; however, there would be no climbing at Cape Hatteras Lighthouse this year, and for the foreseeable future, as it was undergoing a complete renovation inside and out. He also updated happenings at the Oregon Inlet Fishing Center and moving more staff from inside positions to outdoor positions to help police the area.

STEERING COMMITTEE: The Chair reviewed the fireworks grants requests and recommendations:

- Town of Kill Devil Hills \$17,500
- Town of Manteo \$17,500

Two grant applications were received for 2021 as many of the 2020 grant recipients chose to defer their awards, due to COVID-19, instead of foregoing the award. Mr. Fuller moved to award \$17, 500 to both Kill Devil Hills and Manteo. Second by Mr. Bateman. There was no discussion.

Yes: Ervin Bateman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Donna Peele, and Jeff Pruitt.

No: None. The motion passed unanimously (9-0).

BUDGET AND FINANCE REPORT: Mr. Bateman reviewed the meals and occupancy receipts received. Receipts for fiscal year 2020-2021 are up 13.81% compared to 2019-2020 actual receipts.

GRANTS AND LOCAL PUBLIC RELATIONS: Ms. Chisholm reviewed the proposed amendment to the Event Grant Guidelines that would allow the purchase and/or rental of infrastructure related to the event. Mr. Fuller asked who would determine what infrastructure could be purchased instead of rented and if Legal Counsel had reviewed the amendment. Lee Nettles responded that the grant organizer would be the one to determine if they would purchase or rent the infrastructure needed for an event, but the decision whether or not to fund the request remained with the Grants Committee and Tourism Board. Legal Counsel noted that he saw no problem with the amendment.

Mr. Holland moved to approve the amended Event Grant Guidelines. Second by Mr. Bateman. There was no further discussion.

Yes: Ervin Bateman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Donna Peele, and Jeff Pruitt.

No: None. The motion passed unanimously (9-0).

GRANTS AND LOCAL PUBLIC RELATIONS (continued):

Ms. Chisholm reviewed the Event Grant requests and recommendations. Following review, Mr. Fuller moved to approve the following:

<u>Organization</u>	<u>Event</u>	<u>Recommended Amount</u>
Dare County Arts Council	2021 Surfalorus Film Festival	\$7,500.00
Eastern Surfing Association	2021 ESA Surfing Championship	\$19,000.00
Elizabeth R & Company	OBX History Weekend: Searchers of New Horizons	\$15,000.00
Nags Head Surf Fishing Club	2021 Nags Head Surf Fishing Tournament	\$4,000.00
Outer Banks Conservationists	Island Farm's Pumpkin Patch	\$4,500.00
Outer Banks Sporting Events	2021 TowneBank Outer Banks Marathon	\$18,500.00
	2021 Outer Banks Triathlon	\$9,000.00
Pea Island Preservation Society	Freedmen, Surfmens, Heroes: Wreck of <i>ES Newman</i>	\$3,500.00
Rotary Club of Manteo	2021 Inshore Slam Fishing Tournament	\$1,000.00
Town of Manteo	2021 Dare Day	\$20,000.00
	<i>TOTAL</i>	<i>\$102,000.000</i>

Second by Mr. Holland.

During discussion, Mr. Cafferty asked what would happen if the event did not happen. Lee Nettles stated that the organizers could be reimbursed for portions of expenditures related to the event if they chose to, or they could hold the award until the event could be held. Mr. Fuller asked if there was any language in the guidelines that prohibited using the awards for virtual events. Diane Bognich noted that the grant guidelines state awards cannot be used for virtual events. Mr. Holland asked when organizers received their funds. Mr. Nettles said that the grants were reimbursed upon completion of the accountability paperwork. There was no further discussion.

Yes: Ervin Bateman, Tim Cafferty, Bambos Charalambous, Jamie Chisholm, Webb Fuller, Leo Holland, Karen Loopman-Davis, Donna Peele, and Jeff Pruitt.

No: None. The motion passed unanimously (9-0).

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles reviewed:

- the Work Remotely/Learn Remotely Social Media give-away promotion and its results
- Inquiry, Fulfillment, and visitation numbers

OLD BUSINESS: Lee Nettles noted that the Board had received a contract from the Town of Nags Head regarding the purchase of their share of the event site and the contract was being reviewed by Legal Counsel and staff. He also noted that he planned to invite the Nags Head Town Planner to the April meeting to discuss a combined Conditional Use Permit.

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

BOARD MEMBER COMMENTS: Mr. Holland gave kudos to the Dare County Health Department for their hard work.

SET DATE, TIME AND PLACE OF NEXT MEETING: The next meeting is scheduled for Thursday, April 15, 2021 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC (virtual and in-person options available).

The Chair asked if there was any further business before the Board. Hearing none, the meeting was adjourned at 10:07 a.m.

ATTESTED:

Clerk, Dare County Tourism Board

AGREEMENT FOR PROFESSIONAL SERVICES

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I. Albemarle & Associates, Ltd. (AAL) agrees to provide professional services for Dare County Tourism Board Soundside Event Site and adjacent northern Dare County Tourism Board properties in Nags Head for a Soundfront Boardwalk, Dare County, North Carolina

II. Scope of Services and Fees

The following billing items are lump sum costs except for reimbursables presented in Section IV.

A. SURVEYING SERVICES (212) \$10,740.00

AAL will facilitate surveying the physical and topographical features needed for the design of this project. These will include new shoreline survey, some water depths, regulatory wetland mapping (CAMA & ACOE), the physical locations of elements that occur along the route including the climbing tower and existing boardwalk, and a 30' topographic survey along the identified route once it is determined. These elements will be shown on a base map as will be upland improvements as identified from former surveys of the Event site and adjoining properties to the north provided by others. The subject project limits are anticipated to be between the north property line of the former Pamlico Jacks and the southern boundary of the Soundside Event Site to include some locations of improvements on the Harvey Sound Access for tie in purposes.

B. ENVIRONMENTAL SERVICES (120) \$ 6,825.00

AAL will facilitate updating and locating the CAMA jurisdictional and Army Corps of Engineers jurisdictional areas so that this information can be included in the base maps developed during the surveying. AAL will provide an assessment of the various environmental regulatory parameters and make recommendations for conceptual design elements meeting those parameters. AAL will meet with the Division of Coastal Management and Army Corps of Engineers representatives on site. The various regulatory delineations will be field located and will be shown on the plans and confirmed by the various regulatory agencies.

C. ENGINEERING SERVICES

1. Coordination with Client (105) \$ 6,700.00

AAL will coordinate with the Dare County Tourism Board representatives and other Stakeholders on various issues regarding the design of the boardwalk for the duration of the project. These include formal team meetings, phone conversations, emails and other forms of communication necessary for project progress.

2. Conceptual Design / Planning (110) \$ 7,620.00

AAL will perform initial site investigations to assess developmental constraints, review existing and proposed land uses, review former studies and plans, and assist in the development of a conceptual plan. AAL will assist by providing relevant information pertaining to the site, its uses and our opinions on development issues during the initial investigations. Services will include a conceptual design for Client review and approval before proceeding.

3. Renderings (165) \$ 2,900.00

AAL will provide three renderings of the conceptual design elements of the new boardwalk so that it can be envisioned by the client and general public. These renderings can be used for public input of the initial conceptual design, promotion of the project, and to illustrate how the new boardwalk elements will be positioned within the environment.

4. Public Input Meetings & Meetings with Boards (146) \$ 6,340.00

AAL will facilitate a number of Public Information Meeting to present the conceptual plans to the General Public, the Dare County Tourism Board, and Town of Nags Head Planning Board and Board of Commissioners (4 meetings) These meetings will allow for comments and input from the Community prior to the development of Design Development plans. AAL will provide project graphics and attend the various meetings in order to facilitate public and municipal involvement

5. Boardwalk Design Development (316) \$4,800.00

AAL will coordinate with Client and stakeholder representatives to prepare Design Development (DD) plans suitable for the permitting of a elevated boardwalk along the properties owned by the Dare County Tourism Board / Town of Nags Head along the shoreline of the Soundside Event site and adjacent northern properties. These DD plans will be used for Permit procurements including Planning / Zoning approvals and will be fully developed later in the Construction Document phased based upon regulatory comments and the desires of the client and community.

6. Waterfront Improvement (Walkway Design (310) & Platforms) \$ 1,650.00

AAL will provide analysis of structural load in order to develop plans and construction details for the elevated (wooden walkways) portions of the pathway including any platforms, piers, or seating areas planned for the project.

7. Stormwater Management (350) \$ 1,630.00

AAL will prepare a Stormwater Management Permit Application (standard review) and general permit documents in accordance with the Town of Nags Head and the NC Department of Environment and Natural Resources, Division of Water Quality requirements. The plan will include design elements necessary to obtain or modify the Stormwater Management Permit, which is required prior to site modification activities. AAL will prepare stormwater calculations, permit applications, supplemental sheets and support data as required to modify the existing State Stormwater permit for this site.

8. Erosion and Sedimentation Control (360) \$ 850.00

AAL will prepare an Erosion & Sedimentation Control Plan in accordance with the Town and NC Department of Environment, and Natural Resources, Land Quality Section requirements. The plan and application will include design elements, calculations and

support data necessary to obtain an Erosion & Sedimentation Control Permit from the State, which is required prior to any earth disturbing activities exceeding one acre.

9. State Environmental Permit Application (122) \$ 5,370.00

AAL will prepare the necessary documents for submittal of a CAMA Major Permit to obtain permits to construct elements of the path in areas of potential jurisdiction. AAL will also coordinate with the Army Corps of Engineers for any permitting needed for work within jurisdictional areas.

10. Construction Cost Estimating (170) \$ 1,480.00

AAL will provide a written estimate of all site related construction costs based upon the final construction plans, specifications and conditions of the various permits. This estimate will be based upon local construction costs and estimated equipment costs.

11. Construction Documents (381) \$ 6,750.00

AAL will finalize the plans by incorporating any review agency requirements, assemble and correlate the civil plans, design final grading and alignment plans, develop bridge, bulkhead and retaining wall drawings, create project specifications, and incorporate them with the bid documents that will be developed for this project to create one concise set of construction documents for the entire project.

12. Construction Administration & Bidding \$ 2,670.00

AAL will assist client with bidding process for the project. AAL will attend a pre-bid meeting, assist with technical questions regarding site improvements, evaluate bids and provide recommendations for award. AAL will attend a meeting with the Tourism Board associated with the award of the project.

13. Construction Inspections / Management (180) \$ 19,225.00

AAL will perform on-site inspections of site improvements and assist client with construction management regarding the construction of the project, pay requests, project documentation, and project close-out. Project duration is anticipated to last for four months and weekly inspections & monthly project meetings are anticipated.

TOTAL C: \$ 67,985.00

CONTRACT TOTAL: \$ 85,550.00

III. Tentative Project Schedule

Notice to Proceed:
Surveying
Conceptual Design

May 1, 2021
May – June 25, 2021
May – June 30, 2021

Committee Conceptual Plan Review	July 5-9, 2021
Design Document Preparation	July – August 30, 2021
Submit Permit Documents (CAMA, , E&S, Stormwater)	September 6, 2021 (approvals by Jan 3, 2022)
Committee Review Design Plans	September 6- 15, 2021
Town Review Planning Bd / BOC	Sept. – October 2021
Construction Document Preparation	Sept 30 – Dec 13, 2021
Completed Construction Ready Documents	December 13, 2021
Bid Advertisement	January 5, 2022
Bid Date	February 7, 2022
Bid Award	February, 2022
Construction Duration	March – June 30 2022

IV. Payment Schedule

AAL will invoice Client monthly based upon services provided.

These fees do not include any submittal review fees, reproduction cost, or mileage.

Estimated Review Fees:

NCDENR DWQ Stormwater Management (Standard Review Process)	\$505.00
NCDENR DLQ Land Disturbance (Standard Review Process)	\$400.00
CAMA Permit	\$500.00

Estimated Reproduction and/or mileage	\$2,500.00
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V. Invoices

Client will be billed per Section IV with payment due within 15 days of the date of invoice.

VI. Attachments and Schedules

The following attachments and schedules are hereby made a part of this Agreement and any other further services provided related to this property or adjacent properties for this project:

- (a) General Terms & Conditions for Clients Employing Albemarle & Associates, Ltd. as consultants as revised on January 1, 2020.
- (b) Schedule of Fees dated January 1, 2020

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THIS AGREEMENT for Professional Services must be fully executed by all parties and received by Albemarle & Associates, Ltd. on or before May 1, 2021. This Agreement for Professional Services becomes null and void if not received by aforesaid date. It is agreed that payment for services shall be made based upon completion of the tasks outlined within the scope of services, as set out in Sections IV and V, and shall not be contingent upon an event such as securing a permit(s), or any other similar event(s).

THIS AGREEMENT represents the entire Agreement between the parties, supersedes all prior agreements and understandings, and may be changed only by written amendment and executed by both parties. In testimony whereof, the parties hereto have hereunto set their hands this _____ day of _____, 2021.

EXECUTED FOR:

Dare County Tourism Board
1 Visitors Center Circle
Manteo, NC 27954

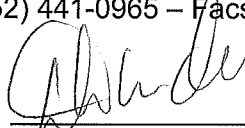
(877) 629-4386 – Telephone
Mr. Jeff Pruitt, Chairman

By: _____

Date: _____

EXECUTED FOR:

Albemarle & Associates, Ltd.
P.O. Box 3989
115 West St. Clair Street
Kill Devil Hills, N.C. 27948
(252) 441-2113 – Telephone
(252) 441-0965 – Facsimile

By:  _____
John M. DeLucia, PE
Vice-President

Date: 4/9/21

1. Albemarle & Associates, Ltd. (AAL) shall perform the services defined in the attached AGREEMENT and shall invoice the CLIENT. Any estimate of cost to the CLIENT as stated in this Contract shall not be considered as a fixed price, but only an estimate (unless otherwise specifically stated in the AGREEMENT). AAL will provide additional services under the attached AGREEMENT as requested by the CLIENT and invoice the CLIENT for those additional services at standard rates.
2. Right of Entry. The CLIENT will provide for right of entry of AAL personnel and all necessary equipment, in order to complete the work. While AAL will take all reasonable precautions to minimize any damage to the property, it is understood by the CLIENT that in the normal course of work some damage may occur, the correction of which is not part of this AGREEMENT.
3. Retainage. The CLIENT shall submit a retainer as set out in the contract at the time of a fully executed contract. Services shall not begin until retainer and fully executed contract are received. Retainer amount shall be applied to the last invoice upon completion of services.
4. Invoices. Payment is due upon presentation of invoices and is past due fifteen (15) days from invoice date. CLIENT agrees to pay a finance charge of eight percent (8%) annual on past due accounts. If collection of past due invoices becomes necessary, CLIENT agrees to pay AAL the cost of any court costs and reasonable attorney's fees associated with collecting monies due.
5. Ownership of Documents. All reports, field data, field notes, drawings, specifications, calculations, estimates and other documents prepared by AAL, as instruments of service, shall remain the property of AAL, unless otherwise agreed to. CLIENT agrees that all reports and other work furnished to the CLIENT or his agents, which are not paid for, will be returned upon demand and will not be used by the CLIENT for any purpose whatsoever. AAL will retain all pertinent records relating to the services performed for a period of five years following submission of the final invoice. All final reports and documents shall be the property of Dare County Tourism Board without limitation of any type.
6. Standard of Care. Service performed by AAL under this AGREEMENT will be conducted in a manner consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing under similar conditions. No other warranty, express or implied, is made. This is a performance contract and payment for services shall be made based upon completion of the tasks outlined within the scope of services and shall not be contingent upon an event such as securing a permit(s) or any other similar event(s).
7. Insurance. AAL represents and warrants that it and its employees are protected by worker's compensation insurance and that AAL has such coverage under public liability and property damage insurance policies which AAL deems to be adequate. Certificates for all such policies of insurance shall be provided to CLIENT upon request. Within the limits and conditions of such insurance and the provisions of paragraph 6 above pertaining to limitation of liability, AAL agrees to indemnify and save CLIENT harmless from and against any loss, damage, or liability arising from any negligent acts by AAL, its agents, staff and consultants employed by it. AAL shall not be responsible for any loss, damage or liability arising from any acts by CLIENT, its agents, staff and other consultants employed by it.
8. Termination. This AGREEMENT may be terminated by either party upon fifteen (15) days written notice in the event of substantial failure by the other party to perform in accordance with the terms hereof. Such termination shall not be effective if that substantial failure has been remedied before expiration of the period specified in the written notice. In the event of termination, AAL shall be paid for services performed to the termination notice date and any expenses incurred after the date of termination that were requested by the terminating party.
9. Assignments. This AGREEMENT and the rights and duties hereunder will not be assigned, subcontracted, or transferred by CLIENT, in whole or in part, without AAL's prior written approval unless the agreement is terminated under Paragraph 8 above or if AAL breaches this agreement.
11. Waivers. No waiver by either party of any default by the other party in the performance of any provision of this AGREEMENT will operate as, or be construed as, a waiver of any future default, whether like or different in character.
12. Force Majeure. Neither party to this AGREEMENT will be liable to the other party for delays in performing the Scope of Work or for the direct or indirect cost resulting from such delays, that may result from labor strikes, riots, war, acts of governmental authorities, ordinary weather conditions, catastrophe, or any other cause beyond the reasonable control or contemplation of either party.
13. Authorization to Proceed. Execution of this AGREEMENT by CLIENT will be authorization for AAL to proceed with the Scope of Services, unless otherwise provided for in this AGREEMENT.
14. No Third Party Beneficiaries. This AGREEMENT gives no rights or benefits to anyone other than AAL and the CLIENT and has no third-party beneficiaries.
15. Jurisdiction. The law of the State of North Carolina shall govern the validity of this AGREEMENT, its interpretation and performance, and any other claims related to it.
16. Severability. If any of the provisions contained in this AGREEMENT are held for any reason to be invalid, illegal or unenforceable in any respect, such invalidity, illegality or unenforceability will not affect any other provision, and this AGREEMENT will be construed as if such invalid, illegal or unenforceable provision had never been contained herein.
17. Change Orders. CLIENT may adjust the Scope of Services by either adding to or deleting from the services to be performed. If such adjustment increases or decreases the cost or time required for AAL to complete the Scope of Services, adjusted compensation and/or time will be mutually agreed upon. Additional services provided by AAL will be entitled to additional compensation or extension of time in conformity with the AAL's Schedule of Fees in effect at the time additional services are provided.



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Schedule of Fees

January 1, 2020

Professional Engineering and Surveying Services

<u>Description</u>	<u>Rate</u>
Principal (PE/PLS)	\$185.00 / Hour
Engineer (PE)/ Surveyor (PLS)/Planner (AICP)	\$155.00 / Hour
Civil Engineer/Project Manager/Project Planner	\$135.00 / Hour
Project Technician/Administrator	\$100.00 / Hour
CADD Technician	\$ 90.00 / Hour
Survey Crew Chief	\$ 95.00 / Hour
Survey Technician	\$ 85.00 / Hour
Clerical	\$ 60.00 / Hour
GPS Rover Equipment	\$ 35.00 / Hour
GPS Base Equipment	\$ 35.00 / Hour
Robotic Rover Equipment	\$ 20.00 / Hour
Robotic Base Equipment	\$ 20.00 / Hour
Boat	\$160.00 / Day
Total Station Equipment	\$ 15.00 / Hour
Company Vehicles	\$ 0.80 / Mile
Reproduction	(COST + 10%)
Outside Services	(COST + 10%)

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

FISCAL YEAR		PROJECTED FY 20-21	ACTUAL FY 20-21	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$909,480.00	\$1,031,085.56	\$121,605.56	13.37%
JULY RECEIVED	MEALS	<u>\$240,750.00</u>	<u>\$343,466.82</u>	<u>\$102,716.82</u>	<u>42.67%</u>
		\$1,150,230.00	\$1,374,552.38	\$224,322.38	19.50%
JULY EARNED	OCCUPANCY	\$1,168,710.00	\$1,522,968.88	\$354,258.88	30.31%
AUGUST RECEIVED	MEALS	<u>\$329,000.00</u>	<u>\$378,907.71</u>	<u>\$49,907.71</u>	<u>15.17%</u>
		\$1,497,710.00	\$1,901,876.59	\$404,166.59	26.99%
AUGUST EARNED	OCCUPANCY	\$1,150,000.00	\$1,386,698.87	\$236,698.87	20.58%
SEPT RECEIVED	MEALS	<u>\$342,600.00</u>	<u>\$342,807.39</u>	<u>\$207.39</u>	<u>0.06%</u>
		\$1,492,600.00	\$1,729,506.26	\$236,906.26	15.87%
SEPTEMBER EARNED	OCCUPANCY	\$409,385.00	\$646,711.02	\$237,326.02	57.97%
OCT RECEIVED	MEALS	<u>\$220,225.00</u>	<u>\$312,640.42</u>	<u>\$92,415.42</u>	<u>41.96%</u>
		\$629,610.00	\$959,351.44	\$329,741.44	52.37%
OCTOBER EARNED	OCCUPANCY	\$217,800.00	\$411,520.36	\$193,720.36	88.94%
NOV RECEIVED	MEALS	<u>\$180,100.00</u>	<u>\$220,333.19</u>	<u>\$40,233.19</u>	<u>22.34%</u>
		\$397,900.00	\$631,853.55	\$233,953.55	58.80%
NOVEMBER EARNED	OCCUPANCY	\$90,900.00	\$149,613.81	\$58,713.81	64.59%
DEC RECEIVED	MEALS	<u>\$114,400.00</u>	<u>\$133,492.34</u>	<u>\$19,092.34</u>	<u>16.69%</u>
		\$205,300.00	\$283,106.15	\$77,806.15	37.90%
DECEMBER EARNED	OCCUPANCY	\$43,300.00	\$99,622.05	\$56,322.05	130.07%
JAN RECEIVED	MEALS	<u>\$90,800.00</u>	<u>\$129,244.28</u>	<u>\$38,444.28</u>	<u>42.34%</u>
		\$134,100.00	\$228,866.33	\$94,766.33	70.67%
JANUARY EARNED	OCCUPANCY	\$69,200.00	\$221,256.93	\$152,056.93	219.74%
FEB RECEIVED	MEALS	<u>\$65,990.00</u>	<u>\$96,377.22</u>	<u>\$30,387.22</u>	<u>46.05%</u>
		\$135,190.00	\$317,634.15	\$182,444.15	134.95%
FEBRUARY EARNED	OCCUPANCY	\$47,800.00	\$167,212.81	\$119,412.81	249.82%
MARCH RECEIVED	MEALS	<u>\$72,455.00</u>	<u>\$92,066.71</u>	<u>\$19,611.71</u>	<u>27.07%</u>
		\$120,255.00	\$259,279.52	\$139,024.52	115.61%
MARCH EARNED	OCCUPANCY	\$74,690.00	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$110,235.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$184,925.00	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$183,450.00	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$175,685.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$359,135.00	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$300,000.00	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$220,865.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$520,865.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$4,106,575.00	\$5,636,690.29	\$1,530,115.29	37.26%
TO-DATE	MEALS	<u>\$1,656,320.00</u>	<u>\$2,049,336.08</u>	<u>\$393,016.08</u>	<u>23.73%</u>
		\$5,762,895.00	\$7,686,026.37	\$1,923,131.37	33.37%
TOTAL	OCCUPANCY	\$4,664,715.00			
PROJECTED	MEALS	<u>\$2,163,105.00</u>			
2020-2021		\$6,827,820.00			

CALENDAR YEAR RECEIPTS		ACTUAL	ACTUAL	+/- \$	+/- %
2020-2021		2020	2021		
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	OCCUPANCY	\$64,325.91	\$99,622.05	\$35,296.14	54.87%
	MEALS	<u>\$105,377.51</u>	<u>\$129,244.28</u>	<u>\$23,866.77</u>	<u>22.65%</u>
		\$169,703.42	\$228,866.33	\$59,162.91	34.86%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	OCCUPANCY	\$82,572.04	\$221,256.93	\$138,684.89	167.96%
	MEALS	<u>\$98,628.09</u>	<u>\$96,377.22</u>	<u>(\$2,250.87)</u>	<u>-2.28%</u>
		\$181,200.13	\$317,634.15	\$136,434.02	75.29%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	OCCUPANCY	\$68,444.24	\$167,212.81	\$98,768.57	144.31%
	MEALS	<u>\$90,153.63</u>	<u>\$92,066.71</u>	<u>\$1,913.08</u>	<u>2.12%</u>
		\$158,597.87	\$259,279.52	\$100,681.65	63.48%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	OCCUPANCY	\$1,031,085.56	\$0.00	\$0.00	0.00%
	MEALS	<u>\$343,466.82</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,374,552.38	\$0.00	\$0.00	0.00%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	OCCUPANCY	\$1,522,968.88	\$0.00	\$0.00	0.00%
	MEALS	<u>\$378,907.71</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,901,876.59	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	OCCUPANCY	\$1,386,698.87	\$0.00	\$0.00	0.00%
	MEALS	<u>\$342,807.39</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,729,506.26	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	OCCUPANCY	\$646,711.02	\$0.00	\$0.00	0.00%
	MEALS	<u>\$312,640.42</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$959,351.44	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	OCCUPANCY	\$411,520.36	\$0.00	\$0.00	0.00%
	MEALS	<u>\$220,333.19</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$631,853.55	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	OCCUPANCY	\$149,613.81	\$0.00	\$0.00	0.00%
	MEALS	<u>\$133,492.34</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$283,106.15	\$0.00	\$0.00	0.00%
Total To Date	Occupancy	\$215,342.19	\$488,091.79	\$272,749.60	126.66%
	Meals	<u>\$294,159.23</u>	<u>\$317,688.21</u>	<u>\$23,528.98</u>	<u>8.00%</u>
		\$509,501.42	\$805,780.00	\$296,278.58	58.15%
Total for Year	OCCUPANCY	\$5,687,767.42			
	MEALS	<u>\$2,271,084.20</u>			
		\$7,958,851.62			

OCCUPANCY & MEALS FY 2020-2021

ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 19-20	ACTUAL FY 20-21	+/- \$	+/- %
JUNE EARNED	OCCUPANCY	\$1,019,991.19	\$1,031,085.56	\$11,094.37	1.09%
JULY RECEIVED	MEALS	<u>\$399,780.43</u>	<u>\$343,466.82</u>	<u>(\$56,313.61)</u>	<u>-14.09%</u>
		\$1,419,771.62	\$1,374,552.38	(\$45,219.24)	-3.18%
JULY EARNED	OCCUPANCY	\$1,106,543.73	\$1,522,968.88	\$416,425.15	37.63%
AUGUST RECEIVED	MEALS	<u>\$472,600.66</u>	<u>\$378,907.71</u>	<u>(\$93,692.95)</u>	<u>-19.82%</u>
		\$1,579,144.39	\$1,901,876.59	\$322,732.20	20.44%
AUGUST EARNED	OCCUPANCY	\$1,386,583.82	\$1,386,698.87	\$115.05	0.01%
SEPT RECEIVED	MEALS	<u>\$427,333.95</u>	<u>\$342,807.39</u>	<u>(\$84,526.56)</u>	<u>-19.78%</u>
		\$1,813,917.77	\$1,729,506.26	(\$84,411.51)	-4.65%
SEPTEMBER EARNED	OCCUPANCY	\$456,102.94	\$646,711.02	\$190,608.08	41.79%
OCT RECEIVED	MEALS	<u>\$245,359.41</u>	<u>\$312,640.42</u>	<u>\$67,281.01</u>	<u>27.42%</u>
		\$701,462.35	\$959,351.44	\$257,889.09	36.76%
OCTOBER EARNED	OCCUPANCY	\$225,976.76	\$411,520.36	\$185,543.60	82.11%
NOV RECEIVED	MEALS	<u>\$196,138.50</u>	<u>\$220,333.19</u>	<u>\$24,194.69</u>	<u>12.34%</u>
		\$422,115.26	\$631,853.55	\$209,738.29	49.69%
NOVEMBER EARNED	OCCUPANCY	\$115,681.16	\$149,613.81	\$33,932.65	29.33%
DEC RECEIVED	MEALS	<u>\$122,310.47</u>	<u>\$133,492.34</u>	<u>\$11,181.87</u>	<u>9.14%</u>
		\$237,991.63	\$283,106.15	\$45,114.52	18.96%
DECEMBER EARNED	OCCUPANCY	\$64,325.91	\$99,622.05	\$35,296.14	54.87%
JAN RECEIVED	MEALS	<u>\$105,377.51</u>	<u>\$129,244.28</u>	<u>\$23,866.77</u>	<u>22.65%</u>
		\$169,703.42	\$228,866.33	\$59,162.91	34.86%
JANUARY EARNED	OCCUPANCY	\$82,572.04	\$221,256.93	\$138,684.89	167.96%
FEB RECEIVED	MEALS	<u>\$98,628.09</u>	<u>\$96,377.22</u>	<u>(\$2,250.87)</u>	<u>-2.28%</u>
		\$181,200.13	\$317,634.15	\$136,434.02	75.29%
FEBRUARY EARNED	OCCUPANCY	\$68,444.24	\$167,212.81	\$98,768.57	144.31%
MARCH RECEIVED	MEALS	<u>\$90,153.63</u>	<u>\$92,066.71</u>	<u>\$1,913.08</u>	<u>2.12%</u>
		\$158,597.87	\$259,279.52	\$100,681.65	63.48%
MARCH EARNED	OCCUPANCY	\$30,251.77	\$0.00	\$0.00	0.00%
APRIL RECEIVED	MEALS	<u>\$69,265.66</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$99,517.43	\$0.00	\$0.00	0.00%
APRIL EARNED	OCCUPANCY	\$12,691.08	\$0.00	\$0.00	0.00%
MAY RECEIVED	MEALS	<u>\$37,629.09</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$50,320.17	\$0.00	\$0.00	0.00%
MAY EARNED	OCCUPANCY	\$280,883.88	\$0.00	\$0.00	0.00%
JUNE RECEIVED	MEALS	<u>\$138,382.35</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$419,266.23	\$0.00	\$0.00	0.00%
TOTAL TO DATE	OCCUPANCY	\$4,526,221.79	\$5,636,690.29	\$1,110,468.50	24.53%
	MEALS	<u>\$2,157,682.65</u>	<u>\$2,049,336.08</u>	<u>(\$108,346.57)</u>	<u>-5.02%</u>
		\$6,683,904.44	\$7,686,026.37	\$1,002,121.93	14.99%
TOTAL ACTUAL 2019-2020	OCCUPANCY	\$4,850,048.52			
	MEALS	<u>\$2,402,959.75</u>			
		\$7,253,008.27			

Dare County Gross Collections on Retail Sales

	2021	2020	2019	2018	2017	2016	Variance 2021-2020	Percent Change
January	4,657,080	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	847,934	22.26%
February		3,323,370	3,026,989	2,738,341	2,728,504	2,289,103		0.00%
March		3,077,829	2,831,112	2,829,152	2,812,630	2,280,537		0.00%
April		3,465,302	4,266,897	3,948,431	3,729,748	3,547,074		0.00%
May		2,728,392	5,501,100	4,861,088	5,084,042	4,011,689		0.00%
June		5,686,714	7,096,777	6,558,353	6,355,380	5,676,881		0.00%
July		12,370,251	11,321,288	10,815,908	10,038,975	9,085,195		0.00%
August		13,794,215	13,178,541	12,870,106	12,961,419	12,153,647		0.00%
September		12,478,041	11,799,596	10,996,721	10,694,311	10,634,932		0.00%
October		9,103,596	6,834,818	6,542,087	7,181,012	6,631,836		0.00%
November		6,925,862	5,191,614	4,932,146	4,698,891	4,294,600		0.00%
December		5,029,105	3,874,539	3,719,123	3,759,730	3,904,190		0.00%
YTD	4,657,080	3,809,146	3,518,081	3,585,781	3,246,772	2,766,539	847,934	22.26%
TOTAL	4,657,080	81,791,823	78,441,352	74,397,237	73,291,414	67,276,223		
YTD % Change	22.26%	8.27%	-1.89%	10.44%	17.36%	6.15%		
Total % Change	22.26%	4.27%	5.44%	1.51%	8.94%	6.70%		

Outer Banks Visitors Bureau Gross Occupancy Summary 2008-2021														
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
January	22,515,577	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412	4,289,234	4,628,765	4,494,306	4,171,787	3,571,786
February	16,833,409	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109	3,213,823	2,878,117	2,386,002	2,231,381	2,642,080
March		3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567	5,450,681	4,090,156	3,572,289	3,815,488	5,502,196
April		715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691	13,793,507	12,489,121	10,593,724	11,079,765	8,899,988
May		28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832	23,748,969	23,011,015	20,819,112	21,820,610	20,903,445
June		103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596	70,913,978	60,241,630	59,386,630	56,771,695	65,529,705
July		152,256,684	110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664	111,091,066	110,207,729	101,783,465	87,373,542	92,310,020
August		139,737,864	138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506	87,953,893	90,043,386	93,084,681	96,469,017	95,817,540
September		63,775,711	45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607	39,568,193	36,023,228	34,282,276	34,425,803	30,653,566
October		41,364,509	22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451	16,062,554	16,934,908	17,000,119	15,129,892	13,961,791
November		17,053,031	11,523,953	9,965,662	10,734,352	9,132,785	7,573,884	6,873,710	6,118,063	6,038,976	6,795,253	7,062,045	6,708,504	6,392,023
December		11,266,628	6,505,201	4,706,348	4,815,968	3,624,331	3,498,490	3,058,680	4,446,831	3,057,722	2,946,610	2,381,348	3,653,289	3,710,254
YTD Total	39,348,986	15,011,916	12,276,654	12,320,639	12,069,903	9,877,658	9,251,948	7,584,279	8,005,521	7,503,057	7,506,882	6,880,308	6,403,168	6,213,866
Total	39,348,986	576,380,674	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329	385,182,596	370,289,918	356,845,997	343,650,773	349,894,394
YTD % Change	162.12%	22.28%	-0.36%	2.08%	22.19%	6.76%	21.99%	-5.26%	6.70%	-0.05%	9.11%	7.45%	3.05%	5.94%
Total % Change	162.12%	11.27%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%	4.02%	3.77%	3.84%	-1.78%	2.92%
Month Increase/Decrease Increase(Decrease)/Qtr	147.98%	13.05%	15.35%	5.40%	37.20%	9.63%	11.45%	-0.74%	-7.65%	11.66%	20.63%	6.93%	-15.54%	2.34%
Qtr 1 (Dec-Feb)	135.23%	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%	5.68%	-6.13%	4.15%	4.87%	9.77%
Qtr 2 (Mar-May)		-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%	8.60%	13.16%	-4.71%	3.99%	0.35%
Qtr 3 (June-Aug)		12.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%	3.63%	2.45%	5.67%	-5.14%	4.45%
Qtr 4 (Sept-Nov)		53.61%	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%	3.21%	2.41%	3.70%	10.31%	-3.07%
Note: Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
For March 2010, a business in Salvo sent in an amended report showing they reported too much in Jan & Feb by approximately \$300,000. Adjusted gross occupancy \$3,872,289, increase of 1.48%														
For July 2010, 2011, 2016, 2017 there were 5 weekends and four in August 2010, 2011, 2016, 2017. There were 5 weekends in August 2008, 2009, 2015, 2019, 2020 and 4 weekends in July 2008, 2009, 2015, 2019, 2020														
Hurricane Earl struck on Labor Day weekend in September 2010														
Hurricane Irene struck on August 27, 2011, Hwy 12 reopens October 11														
For September 2011, a business reported negative because they returned money to guests unable to make it due to Irene. Approximately \$87,000 revenue reported in September was for August														
For June 2007, 2012, 2013, 2018 & 2019, there were 5 weekends and four in July 2007, 2012, 2013, 2018 & 2019														
Hurricane Sandy struck on October 27, 2012, Hwy 12 in KH is closed for a week, Hwy 12 on Hatteras reopens December 20														
Hurricane Arthur struck on July 4, 2014.														
For September 2015, the county received a settlement of gross OTC funds in the amount of approximately \$2,100,000.														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered, but flooding occurred.														
For September 2018, a business reported duplicate filings in the amount of \$337,882 and was issued a refund.														
For April 2019, a business reported back filings in Manteo B&B of approximately \$670,000														
For August 2019, approximately \$19.3 million is attributable to July. About \$18 million is real estate and \$926,000 hotel/motel. If added to July, July is a decrease of about 3% and August an increase of about 10%														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Reopen May 16, 2020														

Outer Banks Visitors Bureau														
Gross Meals Summary														
2008-2021														
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
January	10,669,210	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827	5,908,401	5,149,079	4,946,077	5,553,193	5,315,203
February	9,647,064	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076	6,001,197	5,600,305	5,306,714	5,878,828	5,901,277
March		7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689	9,324,697	8,342,477	7,944,634	7,371,099	9,906,602
April		3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426	15,272,146	13,937,220	12,643,388	12,570,914	10,696,837
May		14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341	20,033,102	17,884,885	17,420,030	17,237,550	17,902,993
June		35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797	30,676,562	28,170,717	25,929,735	25,850,095	26,110,903
July		37,531,226	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457	36,914,627	36,454,367	35,295,259	32,687,202	33,163,197
August		34,686,508	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099	33,521,889	27,024,599	31,515,361	31,285,408	32,095,228
September		31,758,793	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505	22,057,864	19,239,630	18,678,839	19,444,780	17,335,174
October		22,495,453	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541	13,282,164	13,084,800	13,295,890	12,630,255	12,192,193
November		16,322,421	12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206	8,637,935	8,587,922	8,822,724	8,298,475	8,044,142
December		10,519,542	10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007	7,025,072	7,391,106	5,983,306	6,123,554	6,457,727
YTD Total	20,316,274	18,848,089	17,170,462	14,711,223	15,014,713	14,141,838	13,809,150	12,703,076	11,610,903	11,909,598	10,749,384	10,252,791	11,432,021	11,216,480
Total	20,316,274	232,835,383	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971	208,655,656	190,867,107	187,781,957	184,931,353	185,121,476
YTD % Change	7.79%	9.77%	16.72%	-2.02%	6.17%	2.41%	8.71%	9.41%	-2.51%	10.79%	4.84%	-10.32%	1.92%	-2.61%
Total % Change	7.79%	-16.26%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%	9.32%	1.64%	1.54%	-0.10%	-2.12%
Month Increase/(Decrease)	3.95%	16.91%	-1.77%	-0.33%	12.75%	11.61%	2.59%	6.93%	-2.13%	7.16%	5.53%	-9.73%	-0.38%	0.63%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	3.33%	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%	15.35%	2.18%	-8.46%	-4.16%	-2.39%
Qtr 2 (Mar-May)		-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%	11.12%	5.67%	2.23%	-3.45%	0.23%
Qtr 3 (June-Aug)		-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%	10.33%	-1.18%	3.25%	-1.69%	1.26%
Qtr 4 (Sept-Nov)		23.70%	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%	7.49%	0.28%	1.05%	7.46%	-9.50%
Note: For January 2009, about \$150,000 was reported from prior months, this is still an increase of \$87,990 or 1.66%														
Easter was in March for 2008, 2013, 2016. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020														
For August 2009, Labor Day was 9/7; it was 9/1 in 2008														
Hurricane Irene struck August 27, 2011														
Hurricane Sandy struck on October 27, 2012														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2017-2021

	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
	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	21,243	9,991	21,848	18,954	69,721	50,462	56,934	149,040	101,762	197,792	39,261	77,827	57,144	60,734	73,666
February	52,546	36,814	143,923	27,050	54,287	64,152	69,405	79,720	89,994	183,108	134,203	97,209	54,050	55,880	87,169
March	76,403	65,753	85,386	29,171		123,529	186,658	249,522	63,921		149,882	184,588	160,084	65,539	
April	127,482	140,738	877,315	9,994		580,729	450,715	587,966	1,930		366,481	321,223	365,960	48,233	
May	249,701	329,396	309,416	91,397		745,164	864,675	990,995	1,130,609		639,286	607,239	600,680	254,673	
June	265,719	263,476	417,010	351,108		1,431,385	1,666,397	1,830,953	2,412,414		989,369	1,196,072	1,288,613	795,837	
July	321,538	401,465	300,025	363,847		1,336,272	1,613,934	1,966,882	2,685,694		1,435,632	1,542,434	1,563,325	1,043,368	
August	230,703	295,816	369,371	373,764		890,569	1,232,064	1,510,242	1,588,143		1,415,838	1,296,981	872,728	902,896	
September	188,428	125,217	254,760	278,989		503,200	803,646	427,073	1,348,600		656,337	557,989	437,579	551,614	
October	86,645	160,079	149,153	155,303		413,901	349,366	406,219	922,352		421,919	439,412	308,779	493,509	
November	81,256	77,097	74,856	65,719		121,397	118,727	126,014	355,225		205,025	201,959	143,147	63,227	
December	61,634	18,684	82,449	106,697		48,795	32,024	59,397	149,223		110,884	91,303	55,559	214,261	
<i>YTD Totals</i>	<i>73,789</i>	<i>46,805</i>	<i>165,771</i>	<i>46,004</i>	<i>124,008</i>	<i>114,614</i>	<i>126,339</i>	<i>228,760</i>	<i>191,756</i>	<i>380,900</i>	<i>173,464</i>	<i>175,036</i>	<i>111,194</i>	<i>116,614</i>	<i>160,835</i>
Total	1,763,298	1,924,526	3,085,512	1,871,993	124,008	6,309,555	7,444,545	8,384,023	10,849,867	380,900	6,564,117	6,614,236	5,907,648	4,549,771	160,835
Month Increase	45.70%	-29.94%	290.95%	-81.21%	100.69%	60.48%	8.19%	14.86%	12.89%	103.47%	88.46%	-27.57%	-44.40%	3.39%	55.99%
<i>YTD Increase</i>	19.27%	-36.57%	254.17%	-72.25%	169.56%	53.08%	10.23%	81.07%	-16.18%	98.64%	24.39%	0.91%	-36.47%	4.87%	37.92%
Total Year Increa	-30.96%	9.14%	60.33%	-39.33%		-0.04%	17.99%	12.62%	29.41%		0.80%	0.76%	-10.68%	-22.99%	

Outer Banks Visitors Bureau
Gross Occupancy by Class 2017-2021

	2017	2018	2019	2020	2021	2018	2019	2020	2021	2017	2018	2019	2020	2021	2019	2020	2021
	Motel/	Motel/	Motel/	Motel/	Motel/	Online Trave	Online Trave	Online Trave	Online Trave	Property	Property	Property	Property	Property	Other	Other	Other
	Hotel	Hotel	Hotel	Hotel	Hotel	OTC *	OTC *	OTC *	OTC *	Management	Management	Management	Management	Management	Rental	Rental	Rental
										Agencies	Agencies	Agencies	Agencies	Agencies	Properties**	Properties**	Properties**
January	1,231,693	1,257,924	1,301,265	1,437,035	1,748,076	12,750	19,038	18,951	80,549	5,742,596	5,632,280	4,641,865	6,501,671	20,308,517		4,048,599	7,565,248
February	1,562,373	1,581,432	1,331,764	1,533,776	1,728,750	21,179	21,882	25,687	121,593	3,025,121	3,299,316	4,283,950	4,958,235	14,641,992		3,640,228	8,831,162
March	2,625,980	3,034,735	2,618,614	1,246,258		46,450	48,950	24,532		4,006,629	5,645,680	6,065,892	2,033,390			392,302	
April	5,755,388	4,790,774	5,082,911	272,368		94,478	129,659	6,532		12,673,454	12,073,020	14,912,027	382,791			54,406	
May	7,781,122	7,657,044	8,296,802	3,148,199		223,246	148,954	188,734		22,356,377	23,236,092	25,901,180	23,445,254			7,959,755	
June	11,713,936	11,720,032	11,050,965	11,291,492		373,865	220,076	689,124		64,523,921	79,376,489	86,974,007	88,087,699			15,349,447	
July	15,241,700	13,517,098	13,333,255	16,489,187		488,402	280,756	291,105		121,406,705	116,827,701	93,189,170	131,031,173		9,774,831	14,163,157	
August	11,871,548	12,441,921	14,094,249	13,307,261		422,935	266,881	244,691		88,138,009	93,023,812	121,424,486	122,944,015		24,094,200	14,432,996	
September	6,960,599	5,190,429	6,280,715	9,374,533		127,801	128,596	495,636		39,786,449	41,912,607	37,793,636	51,755,580		5,444,607	7,502,538	
October	5,255,695	4,729,167	5,163,907	6,047,939		94,511	76,787	91,603		15,566,863	16,607,911	16,375,128	33,435,472		3,090,168	5,199,066	
November	2,754,045	2,101,808	1,972,903	1,882,898		35,749	31,815	7,333		7,540,897	7,319,364	9,080,251	14,518,005		1,659,752	894,605	
December	1,228,853	1,255,150	1,413,200	1,833,474		27,148	22,812	50,865		3,104,990	3,165,578	4,773,626	8,836,444		1,465,862	4,304,339	
<i>YTD Totals</i>	<i>2,794,066</i>	<i>2,839,356</i>	<i>2,633,029</i>	<i>2,970,811</i>	<i>3,476,826</i>	<i>33,929</i>	<i>40,920</i>	<i>44,638</i>	<i>202,142</i>	<i>8,767,717</i>	<i>8,931,596</i>	<i>8,925,815</i>	<i>11,459,906</i>	<i>34,950,509</i>	<i>0</i>	<i>7,688,827</i>	<i>16,396,410</i>
Total	73,982,932	69,277,514	71,940,550	67,864,420	3,476,826	1,968,514	1,396,206	2,134,793	202,142	387,872,011	408,119,850	425,415,218	487,929,729	34,950,509	45,529,420	77,941,438	16,396,410
Month Increase	18.17%	1.22%	-15.79%	15.17%	12.71%		3.32%	17.39%	373.36%	43.13%	9.06%	29.84%	15.74%	195.31%			142.60%
<i>YTD Increase</i>	9.16%	1.62%	-7.27%	12.83%	17.03%		20.60%	9.09%	352.85%	24.98%	1.87%	-0.06%	28.39%	204.98%			113.25%
Total Year Increa	3.60%	-6.36%	3.84%	-5.67%			-29.07%	52.90%		6.35%	5.22%	4.24%	14.69%				

Outer Banks Visitors Bureau
Gross Occupancy by Class 2017-2021

	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
	Tmshr	Tmshr	Tmshr	Tmshr	Tmshr	Total	Total	Total	Total	Total
January	45,893	80,128	100,883	103,524	117,805	7,131,148	7,115,084	6,272,045	8,223,680	22,515,577
February	100,360	121,379	111,202	123,301	138,103	4,938,755	5,205,555	6,004,609	6,788,236	16,833,409
March	177,413	239,016	191,043	100,157		7,159,836	9,356,430	9,370,541	3,538,436	0
April	319,158	278,446	356,959	0		19,822,692	18,054,916	22,183,138	715,316	0
May	233,603	269,937	329,769	122,541		32,005,253	32,964,383	36,428,842	28,192,673	0
June	316,197	421,313	441,718	529,356		79,240,527	94,643,779	102,003,266	103,467,906	0
July	486,546	488,988	538,288	643,415		140,228,393	134,391,620	110,890,945	152,256,684	0
August	383,434	426,743	534,008	621,785		102,930,101	108,717,337	138,805,084	139,737,864	0
September	243,058	201,660	210,087	466,395		48,338,071	48,791,548	45,403,850	63,775,711	0
October	229,934	217,916	215,456	309,934		21,974,957	22,503,851	22,618,642	41,364,509	0
November	31,732	146,707	126,782	167,957		10,734,352	9,965,662	11,523,953	17,053,031	0
December	260,812	143,609	120,970	126,529		4,815,968	4,706,348	6,505,201	11,266,628	0
<i>YTD Totals</i>	<i>146,253</i>	<i>201,507</i>	<i>212,085</i>	<i>226,825</i>	<i>255,908</i>	<i>12,069,903</i>	<i>12,320,639</i>	<i>12,276,654</i>	<i>15,011,916</i>	<i>39,348,986</i>
Total	2,828,140	3,035,842	3,277,165	3,314,894	255,908	479,320,053	496,416,513	518,010,116	576,380,674	39,348,986
Month Increase	502.00%	20.94%	-8.38%	10.88%	12.00%	37.20%	5.40%	15.35%	13.05%	147.98%
<i>YTD Increase</i>	447.72%	37.78%	5.25%	6.95%	12.82%	22.19%	2.08%	-0.36%	22.28%	162.12%
Total Year Increa	87.86%	7.34%	7.95%	1.15%		5.81%	3.57%	4.35%	11.27%	

DARE COUNTY GROSS						
MEALS BY DISTRICT						
	2021	% OF	2021	% OF	2021	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	TOTAL	TOTAL
AVON - 1	460,563	4.3%	273,292	2.8%	733,855	3.6%
BUXTON - 2	290,236	2.7%	276,338	2.9%	566,574	2.8%
COLINGTON - 3	65,096	0.6%	86,449	0.9%	151,545	0.7%
FRISCO - 5	63,587	0.6%	30,632	0.3%	94,219	0.5%
HATTERAS - 6	11,248	0.1%	279,511	2.9%	290,759	1.4%
KILL DEVIL HILLS - 7	2,977,039	27.9%	2,843,490	29.5%	5,820,529	28.6%
KITTY HAWK - 8	1,645,334	15.4%	1,641,876	17.0%	3,287,210	16.2%
MANTEO-TOWN - 10	1,162,274	10.9%	855,301	8.9%	2,017,575	9.9%
RIM (ROANOKE ISL. M	231,731	2.2%	217,208	2.3%	448,939	2.2%
NAGS HEAD - 14	2,059,419	19.3%	1,877,182	19.5%	3,936,601	19.4%
RODANTHE - 15	50,251	0.5%	33,890	0.4%	84,141	0.4%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%
WAVES - 19	35,760	0.3%	28,528	0.3%	64,288	0.3%
SOUTHERN SHORES -	391,571	3.7%	534,718	5.5%	926,289	4.6%
DUCK - 21	1,225,101	11.5%	668,649	6.9%	1,893,750	9.3%
TOTAL	10,669,210	100.0%	9,647,064	100.0%	20,316,274	100.0%

DARE COUNTY GROSS									
OCCUPANCY BY DISTRICT									
	2021	2020	% Increase	2021	2020	% Increase	YTD 2021	YTD 2020	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE	1,591,344	138,440	1049.48%	813,406	165,461	391.60%	2,404,750	303,901	691.29%
WAVES	1,202,878	173,850	591.91%	734,878	138,772	429.56%	1,937,756	312,622	519.84%
SALVO	2,344,520	166,784	1305.72%	1,194,950	151,036	691.17%	3,539,470	317,820	1013.67%
AVON	2,483,054	434,039	472.08%	1,143,301	380,590	200.40%	3,626,355	814,629	345.15%
BUXTON	544,488	153,215	255.38%	364,946	162,973	123.93%	909,434	316,188	187.62%
FRISCO	538,245	102,027	427.55%	226,988	89,747	152.92%	765,233	191,774	299.03%
HATTERAS	1,613,376	239,225	574.42%	430,806	149,163	188.82%	2,044,182	388,388	426.32%
TOTAL HATTERAS ISLAND	10,317,905	1,407,580	633.02%	4,909,275	1,237,742	296.63%	15,227,180	2,645,322	475.63%
NORTHERN BEACHES:									
DUCK	1,852,901	973,632	90.31%	1,640,219	621,871	163.76%	3,493,120	1,595,503	118.94%
SOUTHERN SHORES	909,588	431,854	110.62%	735,996	327,899	124.46%	1,645,584	759,753	116.59%
KITTY HAWK	1,306,830	746,475	75.07%	1,491,596	801,188	86.17%	2,798,426	1,547,663	80.82%
COLINGTON	14,774	3,274	351.25%	20,317	6,168	229.39%	35,091	9,442	271.65%
KILL DEVIL HILLS	3,096,270	2,055,516	50.63%	3,313,303	1,877,121	76.51%	6,409,573	3,932,637	62.98%
NAGS HEAD	3,878,714	2,239,211	73.22%	3,486,075	1,513,288	130.36%	7,364,789	3,752,499	96.26%
TOTAL NORTHERN BEACHES	11,059,077	6,449,962	71.46%	10,687,506	5,147,535	107.62%	21,746,583	11,597,497	87.51%
ROANOKE ISLAND:									
MANTEO-TOWN	430,440	170,435	152.55%	236,934	143,543	65.06%	667,374	313,978	112.55%
RIM (ROANOKE ISL. MAINLAND)	627,606	178,581	251.44%	878,101	235,653	272.62%	1,505,707	414,234	263.49%
TOTAL ROANOKE ISLAND	1,058,046	349,016	203.15%	1,115,035	379,196	194.05%	2,173,081	728,212	198.41%
OTC UNATTRIBUTED	80,549	17,122	370.44%	121,593	23,763	411.69%	202,142	40,885	394.42%
*Part of OTC transactions are reported by district. The amounts are included in KDH, KH, NH. The remaining is reported under OTC.									
TOTAL	22,515,577	8,223,680	173.79%	16,833,409	6,788,236	147.98%	39,348,986	15,011,916	162.12%

DARE COUNTY GROSS MEALS BY DISTRICT									
	2021	2020	% Increase	2021	2020	% Increase	YTD 2021	YTD 2020	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:									
RODANTHE - 15	50,251	23,211	116.50%	33,890	17,721	91.24%	84,141	40,932	105.56%
WAVES - 19	35,760	21,957	62.86%	28,528	25,502	11.87%	64,288	47,459	35.46%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	0	#DIV/0!
AVON - 1	460,563	270,637	70.18%	273,292	277,555	-1.54%	733,855	548,192	33.87%
BUXTON - 2	290,236	158,548	83.06%	276,338	131,822	109.63%	566,574	290,370	95.12%
FRISCO - 5	63,587	149,794	-57.55%	30,632	92,226	-66.79%	94,219	242,020	-61.07%
HATTERAS - 6	11,248	20,554	-45.28%	279,511	39,069	615.43%	290,759	59,623	387.66%
TOTAL HATTERAS ISLAND	911,645	644,701	41.41%	922,191	583,895	57.94%	1,833,836	1,228,596	49.26%
NORTHERN BEACHES:									
DUCK - 21	1,225,101	509,944	140.24%	668,649	602,110	11.05%	1,893,750	1,112,054	70.29%
SOUTHERN SHORES - 20	391,571	522,960	-25.12%	534,718	367,120	45.65%	926,289	890,080	4.07%
KITTY HAWK - 8	1,645,334	1,799,644	-8.57%	1,641,876	1,604,718	2.32%	3,287,210	3,404,362	-3.44%
COLINGTON - 3	65,096	61,040	6.64%	86,449	111,816	-22.69%	151,545	172,856	-12.33%
KILL DEVIL HILLS - 7	2,977,039	3,030,736	-1.77%	2,843,490	3,173,984	-10.41%	5,820,529	6,204,720	-6.19%
NAGS HEAD - 14	2,059,419	1,823,494	12.94%	1,877,182	1,892,513	-0.81%	3,936,601	3,716,007	5.94%
TOTAL NORTHERN BEACHES	8,363,560	7,747,818	7.95%	7,652,364	7,752,261	-1.29%	16,015,924	15,500,079	3.33%
ROANOKE ISLAND:									
MANTEO-TOWN - 10	1,162,274	955,731	21.61%	855,301	779,047	9.79%	2,017,575	1,734,778	16.30%
MANTEO-OUTSIDE - 11	231,731	219,443	5.60%	217,208	165,193	31.49%	448,939	384,636	16.72%
TOTAL ROANOKE ISLAND	1,394,005	1,175,174	18.62%	1,072,509	944,240	13.58%	2,466,514	2,119,414	16.38%
TOTAL	10,669,210	9,567,693	11.51%	9,647,064	9,280,396	3.95%	20,316,274	18,848,089	7.79%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 3/31/21

	Jul '20 - Mar 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax - 75%	4,227,517.73	3,498,536.00	728,981.73	120.8%
3040 · Meals Tax - 75%	1,537,002.07	1,622,330.00	-85,327.93	94.7%
3050 · Website Advertising	84,905.59	75,000.00	9,905.59	113.2%
3210 · Interest Income	35,321.88	50,145.00	-14,823.12	70.4%
3220 · Other	4,009.48	1,000.00	3,009.48	400.9%
3300 · Grant Income	21,500.00	21,500.00	0.00	100.0%
Total Income	5,910,256.75	5,268,511.00	641,745.75	112.2%
Gross Profit	5,910,256.75	5,268,511.00	641,745.75	112.2%
Expense				
5000 · Director Compensation	12,825.00	17,100.00	-4,275.00	75.0%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	573.13	7,000.00	-6,426.87	8.2%
5003 · Directors & Officers Insurance	3,315.00	3,315.00	0.00	100.0%
5004 · Miscellaneous Items	148.02	1,000.00	-851.98	14.8%
5010 · Salaries (Full Time) Promotion	557,177.53	719,050.00	-161,872.47	77.5%
5020 · Salaries (Part Time) Promotion	45,067.68	105,100.00	-60,032.32	42.9%
5025 · Salaries (Part Time) Welcome AB	45,381.90	83,350.00	-37,968.10	54.4%
5026 · Salaries (Part Time) Welcome RI	76,281.11	136,175.00	-59,893.89	56.0%
5030 · Payroll Taxes	55,257.43	86,940.00	-31,682.57	63.6%
5040 · Employee Insurance	123,641.13	148,200.00	-24,558.87	83.4%
5050 · Retirement	57,963.65	77,565.00	-19,601.35	74.7%
5055 · 401(k) Match	4,900.81	7,195.00	-2,294.19	68.1%
5060 · Workmens Compensation	2,075.66	2,400.00	-324.34	86.5%
5080 · Employee Relations	690.90	2,805.00	-2,114.10	24.6%
5090 · Training	1,370.44	10,100.00	-8,729.56	13.6%
5110 · Contracted Service	19,416.35	28,350.00	-8,933.65	68.5%
5140 · Audit	7,875.00	7,875.00	0.00	100.0%
5170 · Other Professional Services	2,870.00	7,300.00	-4,430.00	39.3%
5180 · Legal	4,975.00	20,500.00	-15,525.00	24.3%
5185 · Research	44,600.00	230,000.00	-185,400.00	19.4%
5190 · Administrative Advertising	489.94	1,000.00	-510.06	49.0%
5500 · Advertising-Printed	1,016,591.96	1,423,285.00	-406,693.04	71.4%
5502 · Advertising - Production Fee	74,614.02	130,000.00	-55,385.98	57.4%
5510 · Advertising - Event Dev & Mktg	3,029.00	73,100.00	-70,071.00	4.1%
5515 · Advertising - Online	1,348,473.89	2,128,915.00	-780,441.11	63.3%
5525 · Community Relations	3,116.92	24,500.00	-21,383.08	12.7%
5530 · Legal Notices	80.00	1,500.00	-1,420.00	5.3%
5560 · Brochures/Production & Printing	7,190.57	50,000.00	-42,809.43	14.4%
5580 · Promotional Aids	0.00	6,500.00	-6,500.00	0.0%
6100 · Familiarization Tours	45,378.05	115,000.00	-69,621.95	39.5%
6101 · Group sales	0.00	12,000.00	-12,000.00	0.0%
6130 · Uniforms	371.40	920.00	-548.60	40.4%
6150 · Event Grant	62,361.39	576,500.00	-514,138.61	10.8%
6170 · Tourism Summit	1,450.00	20,500.00	-19,050.00	7.1%
6200 · Postage and Delivery	86,783.04	195,200.00	-108,416.96	44.5%
6300 · Travel	851.79	40,438.00	-39,586.21	2.1%
6305 · Vehicle Maintenance	463.64	3,500.00	-3,036.36	13.2%
6320 · Registrations	1,620.00	35,000.00	-33,380.00	4.6%
6340 · Travel Show Exhibit	0.00	3,500.00	-3,500.00	0.0%
6420 · Dues and Subscriptions	22,646.13	47,810.00	-25,163.87	47.4%
6440 · Insurance	25,684.93	25,685.00	-0.07	100.0%
6460 · Telephone	25,480.06	44,045.00	-18,564.94	57.9%
6500 · Equipment	1,330.97	26,700.00	-25,369.03	5.0%
6510 · Expendable Equipment	409.90	2,700.00	-2,290.10	15.2%
6530 · Technical Support	518.85	8,500.00	-7,981.15	6.1%
6580 · Utilities	9,362.49	18,360.00	-8,997.51	51.0%
6600 · Cleaning/maintenance supplies	743.15	3,250.00	-2,506.85	22.9%
6610 · Building Maintenance	5,394.38	30,460.00	-25,065.62	17.7%
6620 · Equipment Service Contracts	1,665.15	3,500.00	-1,834.85	47.6%
6640 · Equipment Rent	15,074.38	34,000.00	-18,925.62	44.3%
6660 · Equipment Repairs	0.00	3,550.00	-3,550.00	0.0%
6700 · Office Supplies	7,178.78	22,865.00	-15,686.22	31.4%
6810 · Web Site/Internet	17,266.36	36,300.00	-19,033.64	47.6%
Total Expense	3,852,026.88	6,851,403.00	-2,999,376.12	56.2%
Net Ordinary Income	2,058,229.87	-1,582,892.00	3,641,121.87	-130.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 3/31/21

	Jul '20 - Mar 21	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Income				
9910 · Transfer from Merchandise Sales				
3100 · Sale of Merchandise				
3110 · Sales - Roanoke Island	1,105.54	5,000.00	-3,894.46	22.1%
Total 3100 · Sale of Merchandise	1,105.54	5,000.00	-3,894.46	22.1%
Total 9910 · Transfer from Merchandise Sales	1,105.54	5,000.00	-3,894.46	22.1%
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	35,000.00	35,000.00	0.00	100.0%
Total 9920 · Transfer from Travel Guide Fund	35,000.00	35,000.00	0.00	100.0%
9990 · Unappropriated Fund Balance	0.00	1,818,122.00	-1,818,122.00	0.0%
Total Other Income	36,105.54	1,858,122.00	-1,822,016.46	1.9%
Other Expense				
9930 · Transfer to Merchandise				
6710 · Merchandise Purchases	637.18	3,000.00	-2,362.82	21.2%
6800 · Credit Card Charges	415.31	1,200.00	-784.69	34.6%
Total 9930 · Transfer to Merchandise	1,052.49	4,200.00	-3,147.51	25.1%
9950 · Transfer to Event Site Fund	273,699.00	271,030.00	2,669.00	101.0%
Total Other Expense	274,751.49	275,230.00	-478.51	99.8%
Net Other Income	-238,645.95	1,582,892.00	-1,821,537.95	-15.1%
Net Income	1,819,583.92	0.00	1,819,583.92	100.0%

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

	Jul '20 - Mar 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	1,409,172.56	1,166,179.00	242,993.56	120.8%
3040 · Meals Tax	512,334.01	540,776.00	-28,441.99	94.7%
3210 · Interest	21,741.98	23,000.00	-1,258.02	94.5%
Total Income	1,943,248.55	1,729,955.00	213,293.55	112.3%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	461,170.00	-461,170.00	0.0%
4525 · Event Site	0.00	1,306,968.00	-1,306,968.00	0.0%
4585 · Unappropriated Long-Term	0.00	400,000.00	-400,000.00	0.0%
Total 4000 · Long - Term Projects	0.00	2,168,138.00	-2,168,138.00	0.0%
4100 · Short-Term Projects				
4633 · Dare County-Interpretive Plan	0.00	26,500.00	-26,500.00	0.0%
4637 · Town of NH-W Bypass Path Phase	487,932.00	487,932.00	0.00	100.0%
4646 · Town of KH - KH Park Trail Conn	0.00	47,592.00	-47,592.00	0.0%
4647 · TIG - Chicamacomico Cisterns	32,999.00	48,000.00	-15,001.00	68.7%
4648 · TIG - DCAC - Courtyard	0.00	90,950.00	-90,950.00	0.0%
4649 · TIG - FNAM - Handicap Access	25,750.00	25,750.00	0.00	100.0%
4650 · TIG - Duck - Pedestrian Path	0.00	147,806.00	-147,806.00	0.0%
4651 · TIG - KDH - Baum Street, Phase2	55,618.00	55,618.00	0.00	100.0%
4652 · TIG - Manteo - Town Common	0.00	371,885.00	-371,885.00	0.0%
4653 · TIG - SS - S. Dogwood Trail	0.00	260,993.00	-260,993.00	0.0%
4654 · TIG - Hatteras District-Pathways	0.00	342,640.00	-342,640.00	0.0%
4655 · TIG - KDH - Meekins Field	0.00	200,000.00	-200,000.00	0.0%
4656 · TIG - NH - Admiral Street	0.00	40,000.00	-40,000.00	0.0%
4657 · TIG - NH - Skate Park	0.00	30,000.00	-30,000.00	0.0%
4658 · TIG - NC Coast Fed - Baum Boat	0.00	40,000.00	-40,000.00	0.0%
4659 · TIG - OB Gun Club-Improve Range	0.00	12,000.00	-12,000.00	0.0%
4999 · Unappropriated Funds	0.00	64,122.00	-64,122.00	0.0%
5140 · Audit	2,625.00	2,625.00	0.00	100.0%
5160 · Fireworks	12,831.00	92,500.00	-79,669.00	13.9%
5170 · Traffic Control - Hwy 12 & 158	5,040.00	25,000.00	-19,960.00	20.2%
Total 4100 · Short-Term Projects	622,795.00	2,411,913.00	-1,789,118.00	25.8%
Total Expense	622,795.00	4,580,051.00	-3,957,256.00	13.6%
Net Ordinary Income	1,320,453.55	-2,850,096.00	4,170,549.55	-46.3%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	2,850,096.00	-2,850,096.00	0.0%
Total Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Other Income	0.00	2,850,096.00	-2,850,096.00	0.0%
Net Income	1,320,453.55	0.00	1,320,453.55	100.0%

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

<u>Short-term Projects</u>	<u>Balance 7/1/2019</u>	<u>Allocation 2019-2020</u>	<u>Allocation Paid</u>	<u>Allocation Transferred</u>	<u>Balance 7/1/2020</u>	<u>Allocation 2020-2021</u>	<u>Allocation Paid</u>	<u>Allocation Transferred</u>	<u>Estimated Balance FY20-21</u>
OB Scenic Byway - Interpretive Plan	26,500				26,500				26,500
SS Civic Assoc - Sea Oats Park, Phase II	14,178		(13,400)	(778)	0		0	0	0
Town of Duck - Pedestrian Path, Phase II	309,351		(309,351)	0	0		0	0	0
Town of NH - W. Bypass Multi-Use Phase VIII	487,932				487,932	(487,932)			0
Town of Duck - Pedestrian Path, Phase III	307,289		(296,454)	(10,835)	(0)		0	0	(0)
Town of KH - KH Park Trail Connection	47,592				47,592				47,592
TIG - Chicamacomico - Cisterns	0	48,000			48,000	(32,999)	(15,001)		0
TIG - Dare Co Arts Council - Courtyard	0	90,950			90,950				90,950
TIG - Frisco Native American - Handicapp Access	0	25,750			25,750	(25,750)			0
TIG - Town of Duck - Pedestrian Path, Phase IV	0	147,806			147,806				147,806
TIG - Town of KDH - Baum Street, Phase II	0	55,618			55,618	(55,618)			0
TIG - Town of Manteo - Manteo Common	0	221,885			221,885				221,885
TIG - Town of SS - S. Dogwood Trail	0	260,993	(260,993)		0		0		0
TIG - Manteo - Town Common Phase II					0	150,000	0		150,000
TIG - Hatteras Tax District - Pathway					0	342,640	0		342,640
TIG - KDH - Meekins Field					0	200,000	0		200,000
TIG - NH - Admiral Street					0	40,000	0		40,000
TIG - NH - Skate Park					0	30,000	0		30,000
TIG - NC Coastal Fed - Baum Bridge					0	40,000	0		40,000
TIG - OB Gun Club - Range Improvements					0	12,000	0		12,000
Fireworks	50,000		(50,000)	55,000	55,000	0	(12,831)	37,500	79,669
Audit	0		(2,500)	2,500	0		(2,625)	2,625	0
Highway 158/Highway 12 Intersection						25,000	(5,040)		19,960
Unappropriated Funds	490,060	(255,391)		(45,887)	188,782	653,063		(639,764)	202,081
TOTAL SHORT TERM COMMITMENTS	1,732,901	595,611	(932,698)	0	1,395,815	1,492,703	(622,795)	(614,640)	1,651,083
<u>Long Term Projects</u>									
Multi-Use Center (100%)	2,192,370	1,265,646	(3,194,971)	0	263,044	1,431,416	0	0	1,694,461
Natural Historical Cultural	176,370	0	(30,000)	(146,370)	0	0	0	0	0
Green Space/Open Space (GOSPL)	0	0	0	0	0	0	0	0	0
Infrastructure (capped)	461,170		0	0	461,170		0	0	461,170
L-T Unappropriated Funds	350,000	3,630		146,370	500,000	100,000		(200,000)	400,000
TOTAL LONG TERM COMMITMENTS UNPAID	3,179,910	1,269,276	(3,224,971)	0	1,224,214	1,531,416	0	(200,000)	2,555,631
Total	4,912,811	1,864,887	(4,157,669)	0	2,620,029	3,024,120	(622,795)	(814,640)	4,206,714
Cash on Hand 3/31/21			#				#		
								Checking	1,060,660
								Savings	2,952,153
Total Cash on Hand									4,012,813
25% of Occupancy & Meals Income per Budget									
April									46,231
May									89,784
June									130,216
									<u>266,231</u>
Unappropriated Balances									72,330
Transfer from General Fund									
30% Short-term						2,187,738	*		
Short-term Interest						656,321			
						<u>21,742</u>			
						678,063			
70% Long-term								1,531,416	
Long-term Interest								<u>0</u>	
								1,531,416	*

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

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

	Jul '20 - Mar 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3200 · Site Rental Income				
3205 · Reservation fee	600.00	1,200.00	-600.00	50.0%
3200 · Site Rental Income - Other	0.00	11,300.00	-11,300.00	0.0%
Total 3200 · Site Rental Income	600.00	12,500.00	-11,900.00	4.8%
3210 · Interest Income	268.96	150.00	118.96	179.3%
3250 · Lease Income	30,921.00	45,600.00	-14,679.00	67.8%
9999 · Unappropriated Funds	0.00	20,000.00	-20,000.00	0.0%
Total Income	31,789.96	78,250.00	-46,460.04	40.6%
Expense				
5160 · Event Development & Marketing	0.00	50,000.00	-50,000.00	0.0%
5170 · Other Professional Services	1,480.00	40,000.00	-38,520.00	3.7%
6440 · Insurance	7,200.00	7,200.00	0.00	100.0%
6580 · Utilities	14,071.13	63,975.00	-49,903.87	22.0%
6610 · Repairs & Maintenance	119,054.19	168,035.00	-48,980.81	70.9%
6700 · Office Supplies	0.00	270.00	-270.00	0.0%
9990 · Unappropriated Other Expenses	0.00	20,000.00	-20,000.00	0.0%
Total Expense	141,805.32	349,480.00	-207,674.68	40.6%
Net Ordinary Income	-110,015.36	-271,230.00	161,214.64	40.6%
Other Income/Expense				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	271,030.00	271,030.00	0.00	100.0%
Total Other Income	271,030.00	271,230.00	-200.00	99.9%
Net Other Income	271,030.00	271,230.00	-200.00	99.9%
Net Income	161,014.64	0.00	161,014.64	100.0%

DARE COUNTY TOURISM BOARD

31-Mar-21

TYPE OF ACCOUNT BANK	CHECKING SOUTHERN	NC CAPITAL MGMT TRUST	M MARKET PNC	M MARKET SOUTHERN	M MARKET FIRST NATIONAL	CD'S SOUTHERN	CD'S FIRST BANK	CD's TOWNE BANK	CD's FIRST NATIONAL	TOTAL	
GENERAL FUND	233,741	2,069,464	555,322	1,505,670	2,341,467	0	1,014,991	1,000,000	0	8,720,656	
RESTRICTED FUND	1,060,660	681,603				0	1,000,000	766,713	503,836	0	4,012,813
TRAVEL GUIDE	49,344										49,344
MERCHANDISE SALES	151,641										151,641
EVENT SITE FUND	321,846										321,846
TOTAL	1,817,233	2,751,067	555,322	1,505,670	2,341,467	1,000,000	1,781,705	1,503,836	0	13,256,300	
TOTAL % EACH BANK	32.61%	20.75%	4.19%				13.44%	11.34%	17.66%	100.00%	
INTEREST RATES	0.25%	0.10%	0.05%	0.25%		25%	.25% on 2	0.81% & .17%	1.50%		
TOTAL CHECKING & CD'S	13,256,300										
60% ALLOWED IN ANY BANK	7,953,780										
25% ALLOWED IN ANY ONE INV	3,314,075										

60% General Fund Reserved Balance is \$4,351,493.

100% Restricted Fund Balance Restricted by House Bill 225 \$4,012,813

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Dare County Tourism Board						
Budget 2021-2022						
Total Revenues - Governmental Funds						
(General Fund and Special Revenue)						
	Budget	Amended		Proposed	% Change	
	FY 2020-2021	Budget	Projected	Budget	to FY 20-21	
		FY 2020-2021	FY 2020-2021	FY 2021-2022	Budget	
Occupancy	\$ 3,914,715	\$ 4,664,715	\$ 6,038,022	\$ 5,034,690	7.93%	
Meals	\$ 2,163,106	\$ 2,163,105	\$ 2,484,408	\$ 2,329,110	7.67%	
	\$ 6,077,821	\$ 6,827,820	\$ 8,522,430	\$ 7,363,800	7.85% *	
Interest - GF	\$ 50,000	\$ 50,000	\$ 44,282	\$ 50,000	0.00%	
Interest - Travel Guide	\$ -	\$ 20	\$ 33	\$ 25	25.00%	
Interest - Merchandise	\$ -	\$ 125	\$ 168	\$ 125	0.00%	
Interest - Restricted	\$ 23,000	\$ 23,000	\$ 23,075	\$ 23,000	0.00%	
Website Advertising	\$ 75,000	\$ 75,000	\$ 103,431	\$ 100,000	33.33%	
Travel Guide Income	\$ -	\$ 35,000	\$ 35,000	\$ 35,000	0.00%	
Merchandise Income	\$ -	\$ 5,000	\$ 1,432	\$ 3,000	-40.00%	
Grant Income	\$ -	\$ 21,500	\$ 21,500	\$ -	-100.00%	
Other - General	\$ 1,000	\$ 1,000	\$ 4,009	\$ 1,000	0.00%	
	\$ 149,000	\$ 210,645	\$ 232,930	\$ 212,150	0.71%	
Amounts Rolled Over from PY	\$ 953,641	\$ 953,641	\$ -	\$ 1,658,469	73.91%	
Appropriated Fund Balance	\$ 3,714,577	\$ 3,714,577	\$ 693,410	\$ 3,560,974	-4.14%	
	\$ 4,668,218	\$ 4,668,218	\$ 693,410	\$ 5,219,443	11.81%	
Total Revenues	\$ 10,895,039	\$ 11,706,683	\$ 9,448,770	\$ 12,795,393	9.30%	
* This is a 7.85% increase over 20-21 budget figures. The percent change from projected actual 2020-2021 figures is a decrease of (18.17%).						

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau								
Budget 2021-2022								
Summary								
	<u>Budget</u>	<u>Amended</u>		<u>Proposed</u>				
	<u>2020-2021</u>	<u>Budget</u>	<u>Projected</u>	<u>Budget</u>	<u>Percent</u>	<u>Estimate</u>	<u>Estimate</u>	<u>Estimate</u>
		<u>2020-2021</u>	<u>2020-2021</u>	<u>2021-2022</u>	<u>Change</u>	<u>FY21-22</u>	<u>FY22-23</u>	<u>FY23-24</u>
GENERAL FUND								
REVENUES								
Occupancy/Meals Tax (75%)	4,558,365	5,120,865	6,391,823	5,522,850	7.8%	5,688,536	5,972,962	6,211,881
Revenues - Website Advertising	75,000	75,000	103,431	100,000	33.3%	102,000	106,080	110,323
Revenues - Interest and Other	51,000	72,645	69,992	51,150	-29.6%	51,687	53,237	55,899
Appropriated from Fund Balance	864,481	864,481	271,030	280,085	-67.6%	1,410,163	1,339,095	1,334,889
Transfer from Travel Guide/Travel Guide Income	0	35,000	35,000	35,000	0.0%	36,050	37,132	38,245
Transfer from Merchandise Fund/Merchandise Income	0	5,000	1,432	3,000	-40.0%	0	0	0
Total Revenues	5,548,846	6,172,991	6,872,708	5,992,085	-2.9%	7,288,435	7,508,506	7,751,238
Projected Over Budget By			699,717					
EXPENDITURES:								
Governing	30,895	30,895	23,817	29,995	-2.9%	31,266	31,337	31,561
Promotion	5,908,085	6,517,575	5,599,988	6,984,470 *	7.2%	6,843,626	7,026,299	7,270,957
Aycock Brown Welcome Center	124,505	129,400	117,000	126,315	-2.4%	134,049	132,575	135,949
Outer Banks Welcome Center RI, Whalebone & Hatteras	167,973	173,533	154,527	175,350	1.0%	184,852	183,857	189,350
Travel Guide Expenses	0	0	0	52,000	100.0%	57,200	58,916	60,683
Merchandise Expenses	0	4,200	1,519	2,340	-44.3%	0	0	0
Transfer to Event Site Fund	271,030	271,030	271,030	280,085	3.3%	336,947	377,765	368,564
Total Expenditures	6,502,488	7,126,633	6,167,881	7,650,555	7.4%	7,587,941	7,810,750	8,057,063
Projected Under Budget By			958,752					
Revenue vs Expenses	-953,642	-953,642		-1,658,470		-299,505	-302,244	-305,826
Revenue Income over Budget	-12,601	-12,601		699,717				
Unspent Funds/Encumbrances	966,242	966,242		958,752 *				
* Includes estimated encumbrances of \$455,000								
Unappropriated Surplus	0	0		0				
Net Revenue vs Expenses	0	0		0				

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

Outer Banks Visitors Bureau								
Budget 2021-2022								
Summary								
	<u>Budget</u>	<u>Amended</u>	<u>Projected</u>	<u>Proposed</u>	<u>Percent</u>	<u>Estimate</u>	<u>Estimate</u>	<u>Estimate</u>
	<u>2020-2021</u>	<u>Budget</u>	<u>2020-2021</u>	<u>Budget</u>	<u>Change</u>	<u>FY21-22</u>	<u>FY22-23</u>	<u>FY23-24</u>
RESTRICTED FUND								
Interest	23,000	23,000	23,075	23,000	0.0%	23,000	23,000	25,000
Designated From Fund Balance	2,850,096	2,850,096	1,127,206	3,280,888	15.1%	3,545,199	3,723,609	3,871,472
Occupancy/Meals Tax (25%)	1,519,455	1,706,955	2,130,608	1,840,950	7.8%	1,988,226	2,087,637	2,171,143
Total Revenues	4,392,551	4,580,051	3,280,889	5,144,838	12.3%	5,556,425	5,834,246	6,067,615
Total Expenditures and Commitments	4,392,551	4,580,051	3,280,889	5,144,838	12.3%	5,556,425	5,834,246	6,067,615
EVENT SITE FUND								
Event Rental Income	12,500	12,500	3,100	13,800	10.4%	15,800	16,900	18,700
Lease Income	45,600	45,600	45,828	45,600	0.0%	46,000	46,000	47,380
Other Income	200	200	0	200	0.0%	200	200	200
Interest	150	150	243	200	33.3%	150	75	100
Transfer to Event Site	271,030	271,030	271,030	280,085	3.3%	336,947	377,765	368,564
Unappropriated Funds	20,000	20,000	0	50,000	150.0%	0	0	0
	349,480	349,480	320,201	389,885	11.6%	399,097	440,940	434,944
Expenditures	349,480	349,480	223,430	389,885	11.6%	399,097	440,940	434,944

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

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BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2021-2022

FISCAL YEAR		ACTUAL FY 2017-2018	ACTUAL FY 2018-2019	ACTUAL 2019-2020	ACTUAL 2020-2021	3 YEAR AVERAGE FY 2019-2021
JULY RECEIPTS						
	OCCUPANCY	\$792,811	\$953,287	\$1,019,991	\$1,031,086	\$1,001,455
	MEALS	\$362,826	\$386,336	\$399,780	\$343,467	\$376,528
		<u>\$1,155,636</u>	<u>\$1,339,623</u>	<u>\$1,419,771</u>	<u>\$1,374,552</u>	<u>\$1,377,982</u>
AUGUST RECEIPTS						
	OCCUPANCY	\$1,399,823	\$1,332,093	\$1,106,544	\$1,522,969	\$1,320,535
	MEALS	\$430,484	\$444,464	\$472,601	\$378,908	\$431,991
		<u>\$1,830,307</u>	<u>\$1,776,558</u>	<u>\$1,579,144</u>	<u>\$1,901,877</u>	<u>\$1,752,526</u>
SEPTEMBER RECEIPTS						
	OCCUPANCY	\$1,030,026	\$1,098,655	\$1,386,584	\$1,386,699	\$1,290,646
	MEALS	\$381,674	\$391,888	\$427,334	\$342,807	\$387,343
		<u>\$1,411,700</u>	<u>\$1,490,544</u>	<u>\$1,813,918</u>	<u>\$1,729,506</u>	<u>\$1,677,989</u>
OCTOBER RECEIPTS						
	OCCUPANCY	\$483,864	\$468,127	\$456,103	\$646,711	\$523,647
	MEALS	\$268,694	\$239,371	\$245,359	\$312,640	\$265,790
		<u>\$752,558</u>	<u>\$707,498</u>	<u>\$701,462</u>	<u>\$959,351</u>	<u>\$789,437</u>
NOVEMBER RECEIPTS						
	OCCUPANCY	\$215,123	\$243,388	\$225,977	\$411,520	\$293,628
	MEALS	\$195,036	\$178,930	\$196,139	\$220,333	\$198,467
		<u>\$410,159</u>	<u>\$422,318</u>	<u>\$422,115</u>	<u>\$631,854</u>	<u>\$492,095</u>
DECEMBER RECEIPTS						
	OCCUPANCY	\$100,288	\$100,000	\$115,681	\$149,614	\$121,765
	MEALS	\$117,679	\$120,135	\$122,310	\$133,492	\$125,313
		<u>\$217,967</u>	<u>\$220,135</u>	<u>\$237,992</u>	<u>\$283,106</u>	<u>\$247,078</u>
JANUARY RECEIPTS						
	OCCUPANCY	\$46,916	\$46,833	\$64,326	\$99,622	\$70,260
	MEALS	\$100,227	\$92,656	\$105,378	\$129,244	\$109,093
		<u>\$147,144</u>	<u>\$139,490</u>	<u>\$169,703</u>	<u>\$228,866</u>	<u>\$179,353</u>
FEBRUARY RECEIPTS						
	OCCUPANCY	\$71,363	\$61,766	\$82,572	\$221,257	\$121,865
	MEALS	\$63,144	\$76,744	\$98,628	\$96,377	\$90,583
		<u>\$134,506</u>	<u>\$138,510</u>	<u>\$181,200</u>	<u>\$317,634</u>	<u>\$212,448</u>
MARCH RECEIPTS						
	OCCUPANCY	\$51,535	\$60,762	\$68,444 '	\$60,247 '	\$63,151
	MEALS	\$77,018	\$80,478	\$90,154 '	\$82,550 '	\$84,394
		<u>\$128,553</u>	<u>\$141,240</u>	<u>\$158,598</u>	<u>\$142,797</u>	<u>\$147,545</u>
APRIL RECEIPTS						
	OCCUPANCY	\$92,983	\$94,424	\$30,252 '	\$72,553 '	\$65,743
	MEALS	\$120,972	\$135,650	\$69,266 '	\$108,629 '	\$104,515
		<u>\$213,955</u>	<u>\$230,073</u>	<u>\$99,518</u>	<u>\$181,182</u>	<u>\$170,258</u>
MAY RECEIPTS						
	OCCUPANCY	\$179,915	\$215,483	\$12,691 '	\$136,030 '	\$121,401
	MEALS	\$173,435	\$199,132	\$37,629 '	\$136,732 '	\$124,498
		<u>\$353,350</u>	<u>\$414,615</u>	<u>\$50,320</u>	<u>\$272,762</u>	<u>\$245,899</u>
JUNE RECEIPTS						
	OCCUPANCY	\$320,386	\$297,875	\$280,884 '	\$299,715 '	\$292,825
	MEALS	\$237,390	\$221,909	\$138,382 '	\$199,227 '	\$186,506
		<u>\$557,775</u>	<u>\$519,783</u>	<u>\$419,266</u>	<u>\$498,942</u>	<u>\$479,331</u>
TOTALS	OCCUPANCY	\$4,785,033	\$4,972,693	\$4,850,048	\$6,038,022	\$5,286,921
	MEALS	\$2,528,578	\$2,567,694	\$2,402,960	\$2,484,408	\$2,485,020
		<u>\$7,313,611</u>	<u>\$7,540,387</u>	<u>\$7,253,008</u>	<u>\$8,522,430</u>	<u>\$7,771,942</u>

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2021-2022

FISCAL YEAR		BUDGET FY 2020-2021	PROPOSED FY 2021-2022	% Increase/ Decrease from Actual	\$ Increase/ Decrease from Actual	% Increase/ Decrease from 20-21 Budget	\$ Increase / Decrease from 20-21 Budget
JULY RECEIPTS							
	OCCUPANCY	\$909,480	\$992,065	-3.78%	-\$39,020	9.08%	\$82,585
	MEALS	\$240,750	\$320,475	-6.69%	-\$22,992	33.12%	\$79,725
		\$850,230	\$1,312,540	-4.51%	-\$62,012	19.09%	\$162,310
AUGUST RECEIPTS							
	OCCUPANCY	\$1,168,710	\$1,318,025	-13.46%	-\$204,944	12.78%	\$149,315
	MEALS	\$329,000	\$361,870	-4.50%	-\$17,038	9.99%	\$32,870
		\$1,097,710	\$1,679,895	-11.67%	-\$221,981	16.60%	\$182,185
SEPTEMBER RECEIPTS							
	OCCUPANCY	\$1,150,000	\$1,185,500	-14.51%	-\$201,199	3.09%	\$35,500
	MEALS	\$342,600	\$347,875	1.48%	\$5,068	1.54%	\$5,275
		\$1,442,600	\$1,533,375	-11.34%	-\$196,131	2.83%	\$40,775
OCTOBER RECEIPTS							
	OCCUPANCY	\$409,385	\$471,670	-27.07%	-\$175,041	15.21%	\$62,285
	MEALS	\$220,225	\$241,836	-22.65%	-\$70,805	9.81%	\$21,611
		\$629,610	\$713,505	-25.63%	-\$245,846	13.32%	\$83,895
NOVEMBER RECEIPTS							
	OCCUPANCY	\$217,800	\$224,335	-45.49%	-\$187,185	3.00%	\$6,535
	MEALS	\$180,100	\$185,505	-15.81%	-\$34,828	3.00%	\$5,405
		\$397,900	\$409,840	-35.14%	-\$222,013	3.00%	\$11,940
DECEMBER RECEIPTS							
	OCCUPANCY	\$90,900	\$98,630	-34.08%	-\$50,984	8.50%	\$7,730
	MEALS	\$114,400	\$117,835	-11.73%	-\$15,658	3.00%	\$3,435
		\$205,300	\$216,465	-23.54%	-\$66,642	5.44%	\$11,165
JANUARY RECEIPTS							
	OCCUPANCY	\$43,300	\$48,600	-51.22%	-\$51,022	12.24%	\$5,300
	MEALS	\$90,800	\$93,525	-27.64%	-\$35,719	3.00%	\$2,725
		\$134,100	\$142,125	-37.90%	-\$86,742	5.98%	\$8,025
FEBRUARY RECEIPTS							
	OCCUPANCY	\$69,200	\$72,280	-67.33%	-\$148,977	4.45%	\$3,080
	MEALS	\$65,990	\$67,970	-29.48%	-\$28,408	3.00%	\$1,980
		\$135,190	\$140,250	-55.85%	-\$177,384	3.74%	\$5,060
MARCH RECEIPTS							
	OCCUPANCY	\$47,800	\$54,705	-9.20%	-\$5,542	14.45%	\$6,905
	MEALS	\$72,455	\$79,630	-3.54%	-\$2,920	9.90%	\$7,175
		\$120,255	\$134,335	-5.93%	-\$8,462	11.71%	\$14,080
APRIL RECEIPTS							
	OCCUPANCY	\$74,690	\$85,430	17.75%	\$12,877	14.38%	\$10,740
	MEALS	\$110,235	\$116,040	6.82%	\$7,411	5.27%	\$5,805
		\$184,925	\$201,470	11.20%	\$20,288	8.95%	\$16,545
MAY RECEIPTS							
	OCCUPANCY	\$183,450	\$183,450	34.86%	\$47,420	0.00%	\$0 Easter is
	MEALS	\$175,685	\$175,685	28.49%	\$38,953	0.00%	\$0 April 4
		\$359,135	\$359,135	31.67%	\$86,373	0.00%	\$0
JUNE RECEIPTS							
	OCCUPANCY	\$300,000	\$300,000	0.09%	\$285	0.00%	\$0
	MEALS	\$220,865	\$220,865	10.86%	\$21,638	0.00%	\$0
		\$520,865	\$520,865	4.39%	\$21,923	0.00%	\$0
TOTALS	OCCUPANCY	\$4,664,715	\$5,034,690	-24.16%	-\$1,003,332	7.93%	\$369,975
	MEALS	\$2,163,106	\$2,329,111	-6.99%	-\$155,297	7.67%	\$166,005
		\$6,827,821	\$7,363,800	-18.17%	-\$1,158,630	7.85%	\$535,980
		FY19/20 Budget	\$6,941,080.00	-1.63%			

Fiscal Year 2020-2021
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Governing									
Account		Budget	Amended		Proposed				
Number	Title	2020-2021	Budget 2020-2021	Projected 2020-2021	Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
5000	Director Compensation	17,100	17,100	17,100	17,100	0.0%	17,100	17,100	17,100
5030	Payroll Taxes	1,480	1,480	1,320	1,480	0.0%	1,480	1,480	1,480
5001	Professional Services	1,000	1,000	0	1,000	0.0%	1,000	1,000	1,000
5002	Dir. Travel/Mtg./Meals	7,000	7,000	1,789	6,000	-14.3%	7,100	7,100	7,150
5003	Directors & Officers Ins.	3,315	3,315	3,315	3,415	3.0%	3,586	3,657	3,731
5004	Miscellaneous Items	1,000	1,000	293	1,000	0.0%	1,000	1,000	1,100
	Total - Governing	30,895	30,895	23,817	29,995	-2.9%	31,266	31,337	31,561
Projected under budget by				7,078					

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Promotion									
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2020-2021	Proposed Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
Personnel									
5010	Salaries (full)	695,000	719,050	720,924	737,740	2.6%	819,872	860,866	886,692
5020	Salaries (part)	103,000	105,100	84,898	126,000	19.9%	129,780	133,673	137,684
5025	Overtime Pay	1,000	1,000	0	1,000	0.0%	1,000	1,000	1,000
5030	Payroll Taxes	64,635	66,635	64,664	69,425	4.2%	76,866	80,339	82,662
5040	Employee Insurance	144,000	144,000	155,118	153,300	6.5%	168,630	182,120	196,690
5050	Retirement	77,565	77,565	67,029	90,720	17.0%	105,585	115,108	123,070
5055	401(k) Match	6,950	7,195	6,480	7,380	2.6%	8,199	8,609	8,867
5060	Worker's Comp	1,970	1,970	1,646	1,970	0.0%	2,029	2,090	2,153
5080	Employee Relations	1,750	1,750	831	1,750	0.0%	1,750	1,750	1,750
5090	Training	8,200	8,700	5,145	9,850	13.2%	8,500	8,700	8,900
		1,104,070	1,132,965	1,106,735	1,199,135	5.8%	1,322,211	1,394,255	1,449,466
Marketing/Advertising									
5500	Other Advertising	1,189,385	1,243,285	1,243,285	1,378,065	10.8%	1,419,407	1,461,989	1,505,849
5502	Production Advertising	80,000	130,000	130,000	130,000	0.0%	100,000	100,000	100,000
5510	Events-Development & Prom	73,100	73,100	22,479	73,100	0.0%	75,293	77,552	79,878
5515	Advertising - Online	2,255,000	2,308,915	2,308,915	2,504,035	8.5%	2,579,156	2,656,531	2,736,227
5525	Community Relations	30,000	24,500	24,117	30,000	22.4%	30,000	30,000	30,000
5560	Brochures/Production/Print	25,000	50,000	33,991	34,750	-30.5%	30,000	30,000	30,000
5580	Promotional Aids	6,500	6,500	900	9,000	38.5%	7,500	7,500	7,500
6100	Press/Travel Writer Tours	90,000	115,000	100,671	107,000	-7.0%	107,000	110,210	113,516
6101	Group Sales	12,000	12,000	4,500	12,000	0.0%	15,000	15,450	15,914
		3,760,985	3,963,300	3,868,858	4,277,950	7.9%	4,363,356	4,489,232	4,618,884

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Promotion									
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2020-2021	Proposed Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
Special Projects									
6150	Event Grant	396,000	576,500	162,861	605,000 *	4.9%	425,000	450,000	475,000
6170	Tourism Summit	17,500	20,500	7,450	17,500	-14.6%	18,000	18,000	18,000
		413,500	597,000	170,311	622,500	4.3%	443,000	468,000	493,000
Operations									
5110	Contracted Services	15,930	17,430	16,950	16,030	-8.0%	15,930	15,930	15,930
5140	Audit	7,875	7,875	7,875	11,250	42.9%	14,063	15,469	17,016
5170	Other Professional Service	7,300	7,300	7,815	7,300	0.0%	32,300	15,000	15,000
5180	Legal	20,500	20,500	10,425	20,500	0.0%	20,500	20,500	20,500
5185	Research	80,000	230,000	48,800	255,000 *	10.9%	75,000	50,000	50,000
5190	Administrative Advertising	1,000	1,000	1,040	1,500	50.0%	1,500	1,500	1,500
5530	Legal Notices	1,500	1,500	1,409	1,500	0.0%	1,500	1,500	1,500
6200	Postage/Fulfillment	175,000	195,000	147,269	165,000	-15.4%	173,250	181,913	191,008
6300	Travel	39,000	39,000	8,644	39,000	0.0%	40,560	42,182	43,870
6305	Vehicle Maintenance	3,500	3,500	2,464	3,500	0.0%	3,500	3,500	3,500
6320	Registrations	35,000	35,000	7,320	49,500	41.4%	49,995	50,495	51,000
6340	Travel Show Exhibit	3,500	3,500	1,100	3,500	0.0%	5,000	6,000	6,000
6420	Dues & Subscriptions	29,000	47,540	27,926	47,155	-0.8%	49,513	49,513	49,513
6440	Insurance	19,925	19,925	19,925	19,500	-2.1%	20,475	21,499	22,574
6460	Telephone	29,500	29,500	22,668	25,900	-12.2%	25,900	26,677	26,677
6500	Equipment	19,200	22,200	12,631	73,000	228.8%	25,000	25,750	26,523
6510	Expendable Equipment	2,700	2,700	2,060	2,100	-22.2%	2,100	2,100	2,100
6530	Tech. Support/Software	8,500	8,500	5,529	13,050	53.5%	13,050	13,050	13,050
6580	Utilities	10,800	10,800	8,891	10,800	0.0%	11,124	11,235	11,348
6600	Cleaning/maint. Supplies	1,500	2,000	1,943	1,500	-25.0%	1,500	1,500	1,500
6610	Building Maintenance	25,000	25,000	9,245	20,000	-20.0%	35,000	20,000	40,000
6620	Equip. Service Contracts	3,500	3,500	3,315	3,500	0.0%	3,500	3,500	3,500
6640	Equipment Rental	34,000	34,000	29,226	34,000	0.0%	34,000	34,000	34,000

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

Outer Banks Visitors Bureau Budget 2021-2022 Promotion									
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2020-2021	Proposed Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
6660	Equipment Repairs	3,000	3,000	1,850	3,000	0.0%	3,000	3,000	3,000
6700	Office Supplies	16,500	17,740	15,252	17,800	0.3%	17,800	17,800	17,800
6810	Web Site/Internet	36,300	36,300	32,512	40,000	10.2%	40,000	41,200	41,200
		629,530	824,310	454,084	884,885	7.3%	715,059	674,812	709,607
	Total - Promotional	5,908,085	6,517,575	5,599,988	6,984,470	7.2%	6,843,626	7,026,299	7,270,957
	Projections under budget by less encumbrances			917,587 -455,000 462,587					
	* Encumbrances: #6150 \$305,000 #5185 \$150,000 #5515 \$								

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Aycock Brown Welcome Center Kitty Hawk									
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2021-2022	Proposed Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
5025	Salaries (part)	78,500	82,350	72,492	78,200	-5.0%	80,546	82,962	85,451
5030	Payroll Taxes	6,790	7,085	6,271	6,765	-4.5%	6,967	7,176	7,392
5040	Employee Insurance	4,200	4,200	4,179	4,515	7.5%	4,741	4,883	5,029
5060	Worker's Comp	170	170	170	170	0.0%	175	180	186
5080	Employee Relations	425	425	342	425	0.0%	385	395	405
5090	Training	600	600	450	600	0.0%	600	600	600
5110	Contracted Services	7,920	8,520	8,855	8,220	-3.5%	8,220	8,220	8,220
6130	Uniforms	440	440	547	440	0.0%	440	440	440
6200	Postage	200	200	192	200	0.0%	200	210	221
6300	Travel	550	550	276	540	-1.8%	536	540	545
6420	Dues & Subscriptions	270	270	103	270	0.0%	284	298	313
6440	Insurance	1,920	1,920	1,920	2,630	37.0%	2,762	2,900	3,045
6460	Telephone	8,520	8,520	8,044	8,640	1.4%	8,813	8,989	9,169
6500	Equipment	1,500	1,500	1,000	1,500	0.0%	1,500	2,000	2,000
6580	Utilities	6,600	6,600	6,378	6,600	0.0%	6,732	6,867	7,004
6600	Cleaning/maint. Supplies	600	650	223	600	-7.7%	600	600	600
6610	Building Maintenance	2,000	2,000	2,721	2,000	0.0%	7250	2000	2000
6660	Equipment Repairs	300	300	0	1,000	233.3%	300	315	330
6700	Office Supplies	3,000	3,100	2,837	3,000	-3.2%	3,000	3000	3,000
	Total - ABWC	124,505	129,400	117,000	126,315	-2.4%	134,049	132,575	135,949
Projected under budget by				12,400					

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Outer Banks Welcome Center Roanoke Island									
			Amended		Proposed				
Account		Budget	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
Number	Title	2020-2021	2020-2021	2020-2021	2021-2022	Change	FY21-22	FY22-23	FY23-24
5026	Salaries (part) - RI	65,700	68,100	60,397	63,250	-7.12%	65,148	67,102	69,115
5030	Payroll Taxes	5,685	5,870	5,224	5,475	-6.73%	5,635	5,804	5,978
5060	Worker's Comp	120	120	120	120	0.00%	124	127	131
5080	Employee Relations	350	350	205	350	0.00%	350	350	350
5090	Training	600	600	450	600	0.00%	600	600	600
6130	Uniforms	300	300	353	800	166.67%	800	800	800
6440	Insurance	2,880	2,880	2,880	3,940	36.81%	4,137	4,344	4,561
6460	Telephone	1,225	1,225	1,231	1,290	5.31%	1,316	1,342	1,369
6500	Equipment	1,000	1,000	1,000	1,000	0.00%	1,000	1,000	1,000
6580	Utilities	960	960	769	960	0.00%	979	999	1,019
6600	Cleaning/Maint. Supplies	200	250	235	200	-20.00%	200	200	200
6610	Building Maintenance	2,960	2,960	1,200	2,960	0.00%	7,960	3,100	3,500
6660	Equipment Repairs	250	250	120	250	0.00%	250	250	250
6700	Office Supplies	600	700	557	600	-14.29%	600	600	600
Total - Welcome Ctr. R.I.		82,830	85,565	74,741	81,795	-4.41%	89,098	86,618	89,473
Projected under budget by				10,824					

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Outer Banks Welcome Center - Hatteras Information Center									
Account		Budget	Amended		Proposed				
Number	Title	2020-2021	Budget 2020-2021	Projected 2020-2021	Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
5026	Salaries (part) - HI	30,125	30,975	26,840	33,000	6.54%	33,990	33,990	35,010
5030	Payroll Taxes	2,605	2,670	2,447	2,865	7.30%	2,940	2,940	3,028
5060	Worker's Comp	65	65	65	75	15.38%	77	80	82
5080	Employee Relations	140	140	85	140	0.00%	140	140	140
5090	Training	100	100	100	100	0.00%	100	100	100
5110	Contracted Services	1,540	1,540	1,642	1,640	6.49%	1,640	1,640	1,640
6130	Uniforms	100	100	90	300	200.00%	300	300	300
6300	Travel	888	888	514	860	-3.15%	864	872	880
6440	Insurance	480	480	480	660	37.50%	693	728	764
6460	Telephone	2,880	2,880	2,929	3,065	6.42%	3,126	3,189	3,253
6500	Equipment	1,000	1,000	0	1,000	0.00%	1,000	1,000	1,000
6600	Cleaning/Maint. Supplies	200	250	216	200	-20.00%	50	50	50
6610	Building Maintenance	500	500	0	500	0.00%	500	500	500
6700	Office Supplies	775	825	639	775	-6.06%	700	675	650
	Total - Welcome Ctr. - Hatteras	41,398	42,413	36,047	45,180	6.52%	46,121	46,203	47,396
Projected under budget by				6,366					

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Outer Banks Welcome Center - Whalebone Junction									
			Amended		Proposed				
Account		Budget	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
Number	Title	2020-2021	2020-2021	2020-2021	2021-2022	Change	FY22-23	FY23-24	FY24-25
5026	Salaries (part)	35,700	37,100	36,778	39,500	6.47%	40,685	41,906	43,163
5030	Payroll Taxes	3,090	3,200	3,181	3,420	6.88%	3,519	3,625	3,734
5060	Worker's Comp	75	75	75	75	0.00%	77	80	82
5080	Employee Relations	140	140	115	140	0.00%	140	140	140
5090	Training	100	100	100	100	0.00%	100	100	100
5110	Contracted Services	660	860	750	760	-11.63%	660	660	660
6130	Uniforms	80	80	47	300	275.00%	300	300	300
6440	Insurance	480	480	480	660	37.50%	693	728	764
6460	Telephone	1,920	1,920	1,644	1,920	0.00%	1,958	1,998	2,038
6500	Equipment	1,000	1,000	0	1,000	0.00%	1,000	1,000	1,000
6600	Cleaning/Maint. Supplies	50	100	100	50	-50.00%	50	50	50
6700	Office Supplies	450	500	469	450	-10.00%	450	450	450
Total - Welcome Ctr. Whalebone		43,745	45,555	43,739	48,375	6.19%	49,633	51,035	52,480
Projected under budget by				1,816					

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

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Outer Banks Visitors Bureau Budget 2021-2022 Restricted Fund					
		Projected Amount Allocated thru 2/28/21	Recommended FY 21-22 Projects	Proposed FY 21-22 Allocation	Percent Change
Account Number	Title				
Revenues					
3210	Interest	23,075	0	23,000	-0.3%
9930	Appropriation from Fund Balance	1,127,206	0	3,280,888	191.1%
	Other income	0	0	0	-100.0%
9940	Occupancy/Meals Tax 25%	2,130,608	0	1,840,950	-13.6%
	Total Revenues	3,280,889	0	5,144,838	56.8%
Expenditures					
Long Term Projects: 70% = \$1,288,665					
4503	Infrastructure NOTE #1	461,170	0	461,170	0.0%
4525	Event Site NOTE #2	904,470	1,188,665	2,093,135	131.4%
4585	Long-term Unappropriated NOTE #3	307,390	100,000	407,390	32.5%
	Total Long Term Projects	1,673,030	1,288,665	2,961,695	77.0%
Short Term Projects: 30% = \$552,285, plus interest FY2013					
4633	Dare County - Interpretive Byway Plan	0	0	0	0.0%
		0	0	0	
FY2019					
4642	Town of Duck - Pedestrian Path Phase 3	0	0	0	
4646	Town of KH - KH Park Trail Connection	47,592	0	47,592	
4637	Town of NH - West Side Multi-Use, Phase VIII	0	0	0	
		47,592		47,592	
FY2020					
4647	TIG - Chicamacomico Cisterns	0		0	
4648	TIG - Dare Co Arts Council - Courtyard	90,950		90,950	
4649	TIG - Frisco Native American - Handicap Access	0		0	
4650	TIG - Duck - Pedestrian Paths, Phase 4	147,806		147,806	
4651	TIG - KDH - Baum Street, Phase II	0		0	
4652	TIG - Manteo - Manteo Town Common	221,885		221,885	
		460,641		460,641	
FY2021					
4652	TIG - Manteo - Manteo Town Common, Phase II	150,000		150,000	
4654	TIG - Hatteras Tax District - Pathways	342,640		342,640	
4655	TIG - KDH - Meekins Field	200,000		200,000	
4656	TIG - NH - Admiral Street	40,000		40,000	
4657	TIG - NH - Skate Park	30,000		30,000	
4658	TIG - NC Coastal Fed - Baum Bridge Boat Access	40,000		40,000	
4659	TIG - OB Gun Club - Improve Range	12,000		12,000	
5170	Traffic Control Hwy 158 & Hwy 12	19,960	0	19,960	
5160	Fireworks	78,750	55,000	133,750	69.8%
5140	25 % of audit	0	3,750	3,750	-
4999	FY2022 S-T Unappropriated NOTE #4	186,275	516,535	702,810	277.3%
		1,099,625	575,285	1,674,910	52.3%
	Total Short Term Projects	1,607,858	575,285	2,183,143	35.8%
	Total Expenditures	3,280,889	1,863,950	5,144,838	56.8%
Reconciliation Back to 2/28/21 Cash Balance					
	Funds in the Banks @ 2/28/21			\$ 4,049,304	
	Estimated Revenues - Mar-June 2021			275,391	
	Budgeted FY 21-22 Revenues			1,863,950	
	Total Proposed Expenditures			\$ 6,188,645	
	Less Amounts to be Paid Out in 20-21			(1,043,807)	
	Total Proposed Expenditures			\$ 5,144,838	

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Draft #1
as of 4/2/2021

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

Outer Banks Visitors Bureau									
Budget 2021-2022									
Travel Guide									
Account		Original	Amended		Proposed				
Number	Title	Budget	Budget	Projected	Budget	Percent	Estimate	Estimate	Estimate
		2020-2021	2020-2021	2020-2021	2021-2022	Change	FY21-22	FY22-23	FY23-24
Revenues									
3209	Advertising	0	35,000	35,000	35,000	0.0%	36,050	37,132	38,245
3210	Interest	0	20	33	25	25.0%	25	25	25
	Total Revenues	0	35,020	35,033	35,025	0.0%	36,075	37,157	38,270
Expenditures									
5560	Production/Printing/Distribution	0	0	0	50,000	100.0%	55,000	56,650	58,350
6200	Freight	0	0	0	2,000	100.0%	2,200	2,266	2,334
	Total Expenditures	0	0	0	52,000	#DIV/0!	57,200	58,916	60,683
Revenues Over (Under) Expenditures		0	35,020	35,033	-16,975		-21,125	-21,760	-22,413

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau						
Budget 2021-2022						
Merchandise Sales						
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2020-2021	Proposed Budget 2021-2022	Percent Change
	Revenues:					
3100	Sale of Merchandise	0	5,000	1,432	3,000	-40.00%
3210	Interest Income	0	125	168	125	0.00%
	Total Revenues	0	5,125	1,600	3,125	-39.02%
	Projected under budget by					
	Expenditures:					
6710	Merchandise Purchased	0	3,000	931	1,950	-35.00%
6800	Bank Fees - Credit Cards	0	1,200	588	390	-67.50%
6700	Office	0	0	0	0	#DIV/0!
	Total Expenditures	0	4,200	1,519	2,340	-44.29%
	Revenues Over (Under) Expenditures	0	925	81	785	

Fiscal Year 2021-2022
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau									
Budget 2021-2022									
Event Site Fund									
Account Number	Title	Budget 2020-2021	Amended Budget 2020-2021	Projected 2020-2021	Proposed Budget 2021-2022	Percent Change	Estimate FY22-23	Estimate FY23-24	Estimate FY24-25
	Revenues:								
3200	Event Rental Income	12,500	12,500	3,100	13,800	10.40%	15,800	16,900	18,700
3250	Lease income	45,600	45,600	45,828	45,600	0.00%	46,000	46,000	47,380
3220	Other Income	200	200	0	200	0.00%	200	200	200
3210	Interest Income	150	150	243	200	33.33%	150	75	100
9910	Transfer from General Fund	271,030	271,030	271,030	280,085	3.34%	336,947	377,765	368,564
9999	Unappropriated Funds	20,000	20,000	0	50,000	150.00%			
	Total Revenues	349,480	349,480	320,201	389,885	11.56%	399,097	440,940	434,944
	Projected under budget by								
	Expenditures:								
5160	Event Development & Marketing	50,000	50,000	0	50,000	0.00%	45,000	45,000	24,000
5190	Other Professional Services	40,000	40,000	1,530	40,000	0.00%	90,000	92,700	104,751
6440	Insurance	7,200	7,200	7,200	8,205	13.96%	8,615	9,046	9,498
6580	Utilities	63,975	63,975	39,869	51,375	-19.70%	52,916	54,504	56,139
6610	Repairs & Maintenance	168,035	168,035	171,403	220,035	30.95%	181,466	217,759	217,759
6700	Office Supplies	270	270	226	270	0.00%	300	300	300
9990	Other Expenses	20,000	20,000	3,202	20,000	0.00%	20,800	21,632	22,497
	Total Expenditures	349,480	349,480	223,430	389,885	11.56%	399,097	440,940	434,944
	Revenues Over (Under) Expenditures	0	0	96,771	0		0	0	0

Marketing Dashboard

thru March 2021

	<u>FY 20/21</u>	<u>FY 19/20</u>	<u>Diff.</u>	<u>% Change</u>
Trackable Guide (Print - Virtual)	35,340	51,281	-15,941	-31%
Completed Video Views	13,105,001	17,284,311	-4,179,310	-24%
Total Visits to Website	2,187,514	1,507,974	679,540	45%
Online Communities				
Email Subscribers	285,488	239,749	45,739	19%
Facebook	749,704	712,594	37,110	5%
Twitter	40,600	38,000	2,600	7%
Instagram	112,000	89,600	22,400	25%
Pinterest	<u>20,934</u>	<u>20,200</u>	<u>734</u>	<u>4%</u>
Online Communities Subtotal	1,208,726	1,100,143	108,583	10%

Devices March 2021

Mobile	56%
Desktop	39%
Tablet	5%

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

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

Dashboard Overview

Overview

FY20-21 Spring-Summer campaign continued in March with CTV, Programmatic Video, Display and Native, OTA, Email and SEM efforts. Niche Audience Targeting and Article Remarketing efforts continued in March, supporting golf and birding. All workflows continued including Foodie, Active Vacationer & Art, History & Culture, Family, Fishing and Camping/RV emails.

Overall, outerbanks.org continues to show positive growth in website traffic and conversions from direct sources, paid media and organic search. Outerbanks.org sessions increased for the third month in a row alongside the FY20-21 Spring-Summer campaign and partly due to decreased traffic in early 2020 due to the Coronavirus pandemic. Organic search, paid search and social continue to drive a significant portion of site visits for FY20-21 YTD.

Highlights for March:

- Recorded 314K site sessions in March - Strong YOY increases recorded this month across all sources, partly due to decreased traffic in March 2020 during the first wave of the Coronavirus pandemic.
- 164K engaged sessions recorded in March - Engaged sessions for FY20-21 fiscal YTD increased 48% YOY (compared to FY19-20 Jul - Mar).
- General Newsletter: 235K emails sent in March - Both sent and opened CTR performance maintained from the previous month and continues to exceed fiscal year-to-date performance.
- Workflow Emails: Over 100K emails sent to-date - Strong open and click through rate performance continued in March as workflow emails arrive in inboxes. Workflows continues to out-perform the general newsletter.
- SEM: Click and conversion performance improved for the second month in a row after continued optimizations, resulting in a more efficient CTR, CPC, conversion rate and cost per conversion from the previous month.
- SEM: March delivered the strongest performance since the beginning of the fiscal year - delivered 46K clicks and 11K conversions this month.
- Display: OTA, Programmatic Display and Native Display conversion rate performance improved in March, with OTA driving the largest MOM increase - Delivered 8.6K total conversions this month.
- Video: CTV (98%) and Programmatic Video (94%) continue to deliver strong completion rates - 2.2MM completed views delivered in March.
- Birding niche audience targeting continued in March - CTR performance continues to meet or exceed campaign benchmarks.
- Golf targeting launched and concluded in March - The Hunger for Golf article drove the strongest CTR performance of all three landing pages (0.17%).
- UberMedia data for March has not become available. March visitation data will be included in next month's dashboard.

Completed Optimizations

Monitored overall campaign reporting weekly to ensure success.
Completed SEM optimizations including landing page and ad copy updates.
Continued interest-based workflow emails in March.

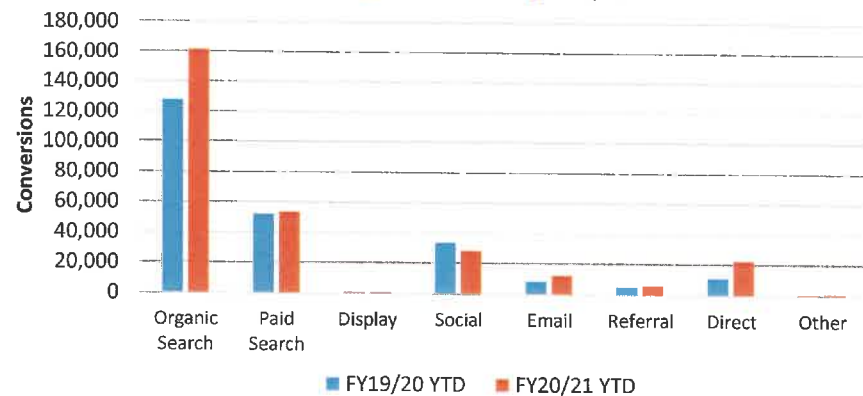
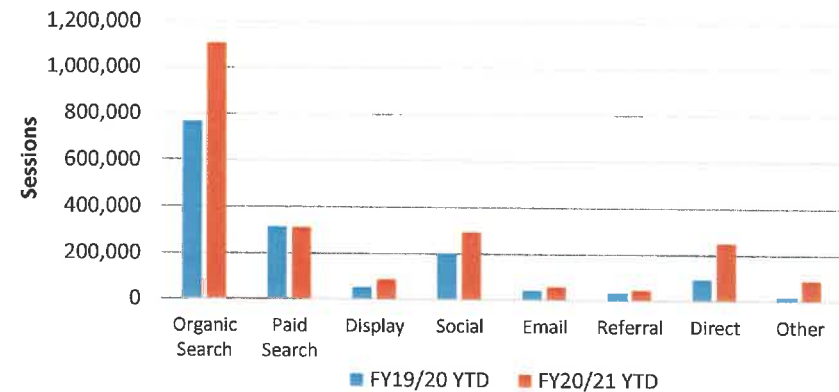
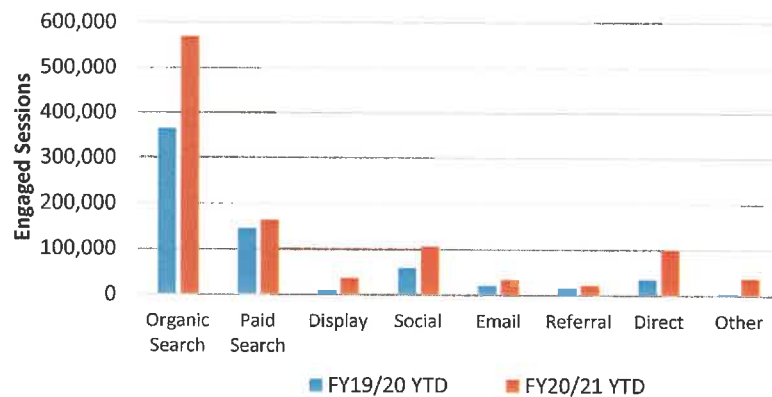
Action Steps

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

Website Overview

	Mar-21	YOY	FYTD	YOY
Sessions	314,180	218%	2,160,514	43%
Engaged Sessions	164,065	253%	1,026,864	58%
Any Conversion*	52,298	261%	287,167	20%
eNews Sign Up Conversions	1,632	212%	15,622	38%
Travel Guide Conversions	5,501	83%	32,279	-19%
Listing Referral Conversions	46,470	308%	246,395	27%

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



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



Media Delivery Overview

FY20-21 Overview: Email / Workflows Delivery

Platform	Mar-21			Fiscal Year To-Date		
	Sends	Opens	Clicks	Sends	Opens	Clicks
Newsletter Emails	235,190	32,092	5,157	2,513,482	352,198	38,326
Workflow Emails	43,384	10,499	2,794	100,903	24,428	6,284
Total	278,574	42,591	5,237	2,614,385	376,626	44,610

FY20-21 Overview: SEM Delivery

Platform	Mar-21		Fiscal Year To-Date	
	Impressions	Clicks	Impressions	Clicks
Google	289,500	33,906	2,418,880	195,938
Bing	281,416	12,106	3,205,955	106,241
Total	570,916	46,012	5,624,835	302,179

FY20-21 Overview: Display Delivery

Platform	Mar-21		Fiscal Year To-Date	
	Impressions	Clicks	Impressions	Clicks
OTA Sites	802,330	1,264	5,965,130	8,383
Programmatic Banners	5,233,991	7,866	35,849,484	42,488
Programmatic Native	2,344,491	3,398	14,344,388	24,014
Total	8,380,812	12,528	56,159,002	74,885

FY20-21 Overview: Video Delivery

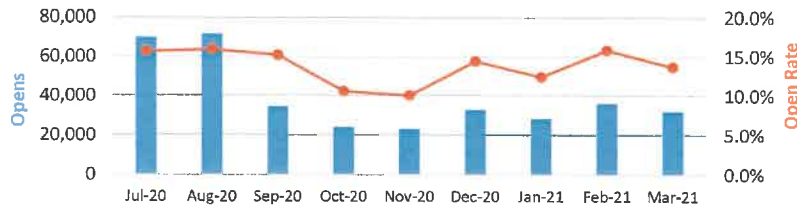
Platform	Mar-21			Fiscal Year To-Date		
	Impressions	Clicks	Video Completions	Impressions	Clicks	Video Completions
Programmatic Video	1,306,853	7,287	1,226,579	5,170,556	19,326	4,253,081
Connected TV	1,007,296	--	985,665	6,076,054	--	5,954,705
Visit NC Credit - COX CTV	--	--	--	2,926,480	--	2,897,215
Total	2,314,149	7,287	2,212,244	14,173,090	19,326	13,105,001

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

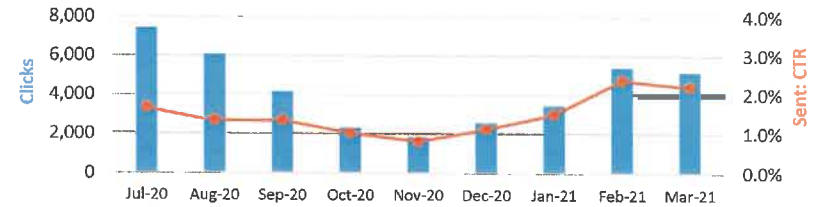


Email Marketing Campaign Overview

Opens and Open Rate by Month



Clicks and Click Rate by Month



Total Campaign Performance by Month

Month	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Jul-20	447,579	446,494	69,855	15.6%	7,437	1.7%	10.6%	545	982	49
Aug-20	461,870	451,484	71,737	15.9%	6,073	1.3%	8.5%	402	1,052	41
Sep-20	226,445	226,151	34,378	15.2%	4,149	1.3%	8.5%	294	510	16
Oct-20	227,105	226,806	23,919	10.5%	2,296	1.0%	9.6%	299	405	21
Nov-20	228,538	228,209	22,929	10.0%	1,819	0.8%	7.9%	329	363	94
Dec-20	228,941	228,663	32,931	14.4%	2,551	1.1%	7.7%	308	564	5
Jan-21	229,575	229,253	28,345	12.4%	3,444	1.5%	12.2%	322	449	29
Feb-21	228,239	227,420	36,012	15.8%	5,400	2.4%	15.0%	819	561	7
Mar-21	235,190	234,319	32,092	13.7%	5,157	2.2%	16.1%	871	387	19
GRAND TOTAL	2,513,482	2,498,799	352,198	14.0%	38,326	1.5%	10.9%	4,189	5,273	281

Top Links Clicked - Current Month*

Link	Clicks*	Open: CTR
/places-to-stay	1,405	4.4%
/blog/post/12-on-12-iconic-stops-along-highway-12	1,044	3.3%
/plan-your-trip/offers-and-packages/	962	3.0%
/restaurants	877	2.7%
/plan-your-trip/trip-ideas	614	1.9%
/travel-guide	528	1.6%
/plan-your-trip	343	1.1%
/getting-here-and-around	316	1.0%
outerbanks.org/	189	0.6%
GRAND TOTAL	6,278	2.8%

* link clicks include forwarded email clicks

Email Performance - Current Month

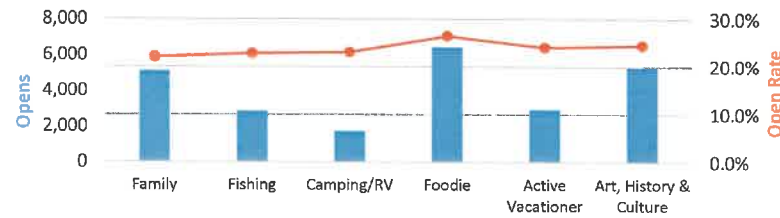
Subject Line	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Spring's on the way, and so are OBX getaway deals	235,190	234,319	32,092	13.7%	5,157	2.2%	16.1%	871	387	19
GRAND TOTAL	235,190	234,319	32,092	13.7%	5,157	2.2%	16.1%	871	387	19

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

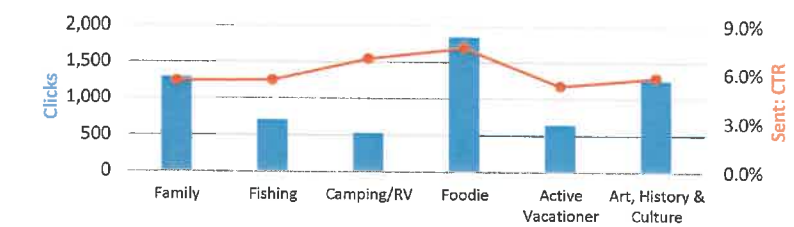


Email Marketing Campaign Overview

Opens and Open Rate by Interest Category



Clicks and Click Rate by Month



Total Campaign Performance by Interest Category

Interest Category	Sent	Deliveries	Opens	Open Rate	Clicks	Sent: CTR	Open: CTR	Bounces	Unsubscribes	Spam
Family	23,007	22,978	5,110	22.2%	1,293	5.6%	25.3%	29	63	2
Fishing	12,497	12,454	2,864	22.9%	708	5.7%	24.7%	25	25	3
Camping/RV	7,556	7,521	1,754	23.2%	529	7.0%	30.2%	35	16	0
Foodie	24,227	24,173	6,457	26.7%	1,857	7.7%	28.8%	54	52	2
Active Vacationer	12,143	12,116	2,943	24.2%	646	5.3%	22.0%	27	30	2
Art, History & Culture	21,473	21,426	5,300	24.7%	1,251	5.8%	23.6%	47	50	1
GRAND TOTAL	100,903	100,668	24,428	24.2%	6,284	6.2%	25.7%	217	236	10

Top 3 Links Clicked Per Workflow

Links: Family	Clicks*	Open: CTR
/places-to-stay	362	7.1%
/post/5-ways-to-make-your-family-trip-unforgettable	246	4.8%
/top-10-things-to-do	235	4.6%
Links: Fishing	Clicks*	Open: CTR
/things-to-do/water-activities/fishing	206	7.2%
/restaurants	149	5.2%
/places-to-stay	117	4.1%
Links: Camping/RV	Clicks*	Open: CTR
/places-to-stay/campgrounds-and-rv-parks	264	4.1%
/blog-post/camping-in-the-outer-banks	134	4.6%
/travel-guide	54	1.0%
GRAND TOTAL		

* link clicks include forwarded email clicks

Top 3 Links Clicked Per Workflow

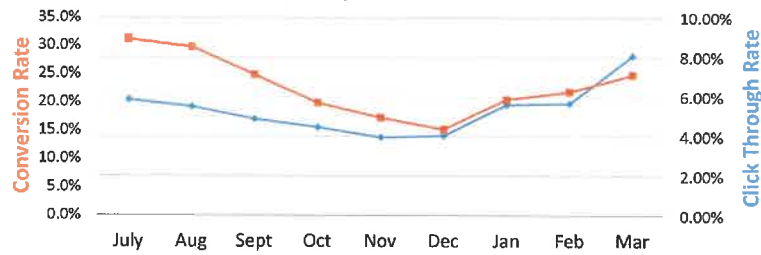
Links: Foodie	Clicks*	Open: CTR
/restaurants	418	6.5%
/seafood	409	6.3%
/post/best-obx-restaurants	399	6.2%
Links: Active Vacationer	Clicks*	Open: CTR
/restaurants	139	4.7%
/things-to-do	136	4.6%
/places-to-stay	121	4.1%
Links: Art, History & Culture	Clicks*	Open: CTR
/restaurants	192	3.6%
/things-to-do	181	3.4%
/places-to-stay	178	3.4%
GRAND TOTAL	3,940	5.3%

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

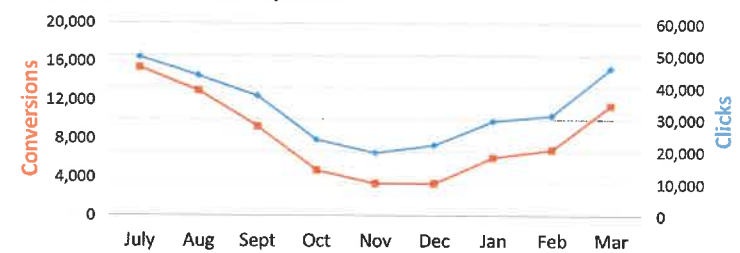


SEM Campaign Overview

Conversion and Click Through Rates by Month



Conversion and Click Volume by Month



Total Campaign Performance by Month

Month	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
July	\$34,937	49,457	845,880	5.8%	\$0.71	15,443	\$2.26	31.2%
Aug	\$34,912	43,662	795,175	5.5%	\$0.80	13,052	\$2.67	29.9%
Sept	\$36,692	37,310	766,530	4.9%	\$0.98	9,307	\$3.94	24.9%
Oct	\$24,455	23,698	531,772	4.5%	\$1.03	4,732	\$5.17	20.0%
Nov	\$24,726	19,481	492,661	4.0%	\$1.27	3,372	\$7.33	17.3%
Dec	\$34,597	21,954	543,804	4.0%	\$1.58	3,345	\$10.34	15.2%
Jan	\$32,674	29,400	526,425	5.6%	\$1.11	6,044	\$5.41	20.6%
Feb	\$31,890	31,205	551,672	5.7%	\$1.02	6,848	\$4.66	21.9%
Mar	\$32,845	46,012	570,916	8.1%	\$0.71	11,477	\$2.86	24.9%
GRAND TOTAL	\$287,728	302,179	5,624,835	5.4%	\$0.95	73,620	\$3.91	24.4%

Total Campaign Performance by Platform

Platform	Spend	Clicks	Impressions	CTR	Avg. CPC	Conv.	Cost Per Conv.	Conv. Rate
Google	\$17,180	33,906	289,500	11.7%	\$0.51	7,931	\$2.17	23.4%
Bing	\$15,664	12,106	281,416	4.3%	\$1.29	3,546	\$4.42	29.3%
GRAND TOTAL	\$32,845	46,012	570,916	8.1%	\$0.71	11,477	\$2.86	24.9%

Display Overview

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

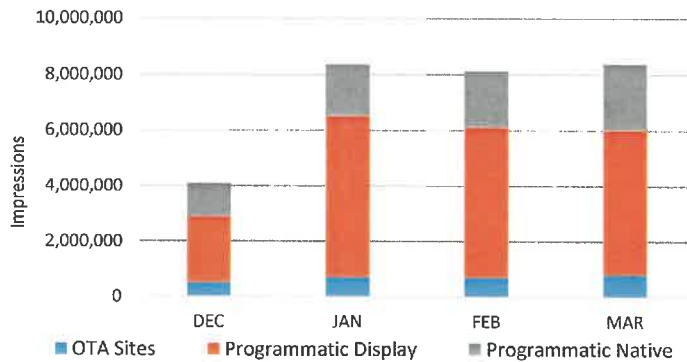
Platform	Authorized Budget	Spend To Date	Impressions	Clicks	CTR	Avg. CPC	Conv.	Cost / Conv.	Conv. Rate	Bounce Rate	Pages/ Session	Avg. Session Duration
OTA Sites	\$80,000	\$51,375	2,588,894	4,161	0.16%	\$12.35	2,579	\$20	0.100%	78%	1.49	1:01
Programmatic Banners	\$576,556	\$144,766	18,878,096	29,237	0.15%	\$4.95	12,013	\$12	0.064%	31%	2.74	0:31
Programmatic Native		\$45,480	7,352,742	10,554	0.14%	\$4.31	5,798	\$8	0.079%	47%	1.95	1:04
FY20-21 Spring-Summer Total YTD	\$656,556	\$241,622	28,819,732	43,952	0.15%	\$5.50	20,390	\$12	0.071%	48%	2.23	2:39

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

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

Total Impression Volume by Month by Tactic

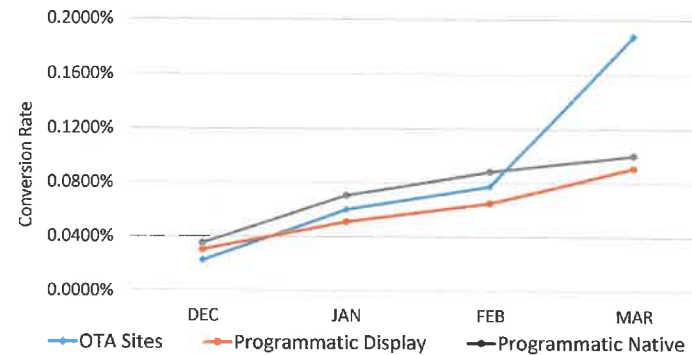
Notes: FY20-21 Spring-Summer efforts delivered over 8MM impressions in March.



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

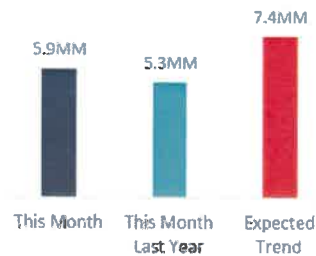
Conversion Rate by Month by Tactic

Notes: OTA conversion rate increased in March as TripAdvisor and VRBO performance improved MOM.

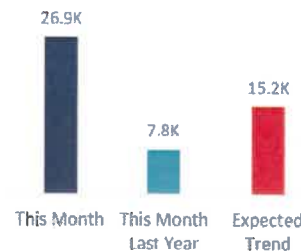


Executive Summary

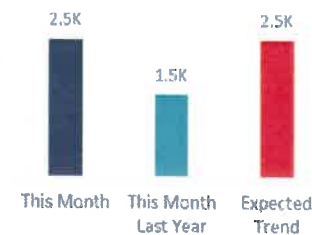
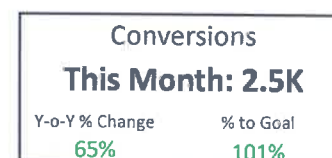
CONNECT



CULTIVATE



CONVERT



CARE



Monthly Highlights:

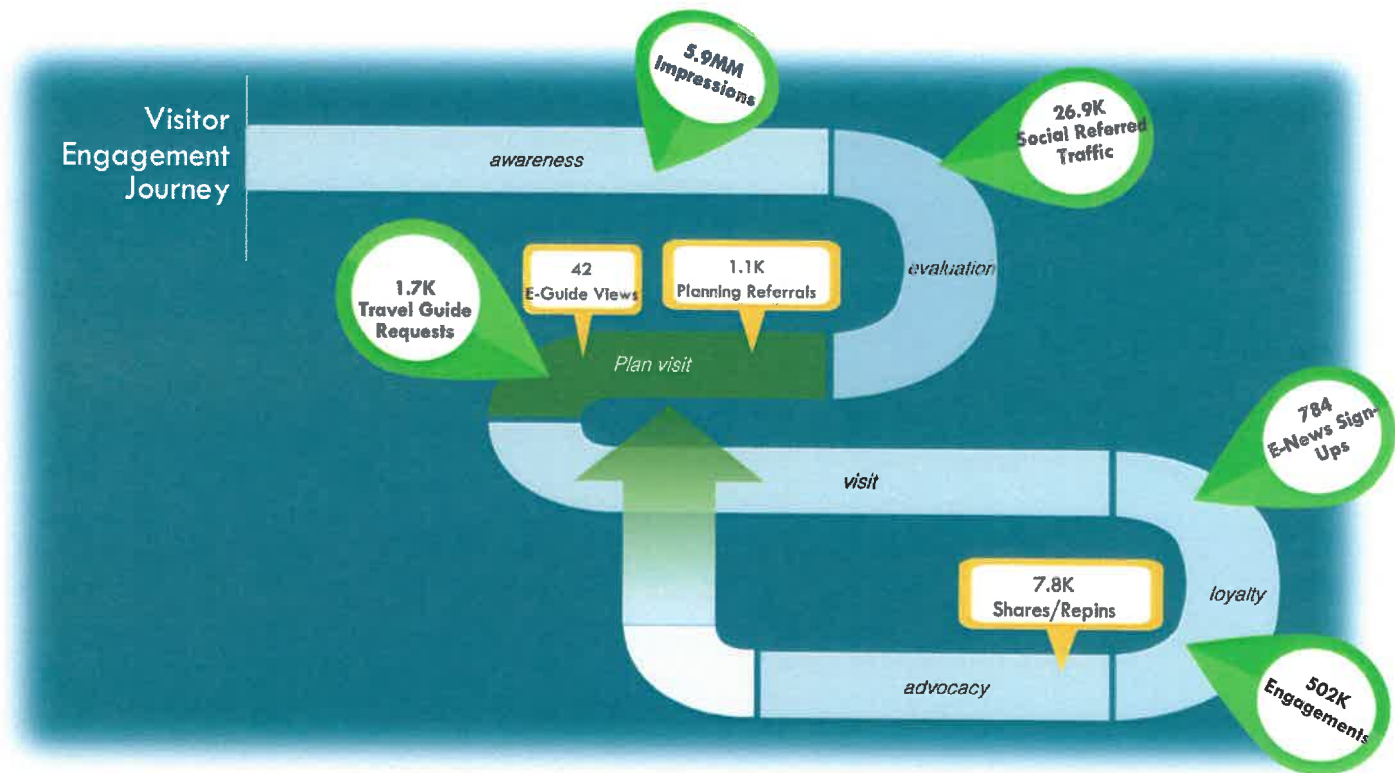
- All KPIs are cumulatively trending above projected performance to goal.
- Instagram gallery posts continue to be top performers on the channel and content promoting blog posts continues to refer qualified traffic.

Recommendations/Next Steps:

- Continue to leverage signage and stary night sky creative as these images continue to perform well.
- Continue to incorporate aerial photography to convey the Outer Banks' uniqueness between the sound and ocean; pairing with themes such as helpful info and travel tips.
- Continue to include horizontal UGC edited into Instagram gallery posts to create an immersive feel on in the channel feed that resonates well with the audience.
- When posting food content, ensure background imagery is of the beach, sound, or an OBX landmark (as opposed to a nondescript restaurant or table).

Visitor Journey

The Outer Banks
OF NORTH CAROLINA



Visitation Figures at Key Sites

2017-2021

Aquarium	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	7,701	6,211	5,449	6,630	7,125
February	5,726	5,503	6,341	7,174	6,971
March	14,187	16,156	14,677	closed	14,701
April	29,604	27,082	30,661	closed / C19	
May	31,766	30,798	28,105	closed / C19	
June	49,553	51,932	47,393	closed / C19	
July	53,524	64,701	54,351	closed / C19	
August	49,581	50,009	52,192	closed / C19	
September	29,501	19,469	19,788	14,619	
October	16,456	15,057	16,088	15,465	
November	10,286	9,824	9,110	7,586	
December	8,491	6,612	6,708	6,358	
<i>YTD</i>	<i>27,614</i>	<i>27,870</i>	<i>26,467</i>	<i>13,804</i>	<i>28,797</i>
TOTAL	306,376	303,354	290,863	57,832	28,797

Bodie Island Lighthouse Climbers	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	1,133	1,617	2,035	closed / C19	
May	4,570	2,959	5,009	closed / C19	
June	5,287	5,006	5,355	closed / C19	
July	5,009	5,428	4,458	closed / C19	
August	5,025	5,390	5,201	closed / C19	
September	4,454	3,464	3,644	closed / C19	
October	1,326	1,251	2,264	closed / C19	
November	closed	closed	closed	closed	
December	closed	closed	closed	closed	
<i>YTD</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
TOTAL	26,804	25,115	27,966	0	0

Cape Hatteras N.S.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	60,060	60,934	72,767	81,816	86,991
February	56,203	76,818	72,796	76,105	78,269
March	121,172	179,199	135,597	109,749	169,278
April	196,460	175,377	205,590	66,422	
May	218,542	248,423	263,356	208,837	
June	359,142	389,722	384,260	399,364	
July	390,609	405,038	438,846	451,849	
August	335,902	387,698	398,662	387,379	
September	277,372	250,105	243,139	345,249	
October	199,300	201,269	188,710	259,618	
November	140,625	135,634	122,516	167,925	
December	78,316	80,171	81,393	91,064	
<i>YTD</i>	<i>237,435</i>	<i>316,951</i>	<i>281,160</i>	<i>267,670</i>	<i>334,538</i>
TOTAL	2,433,703	2,590,388	2,607,632	2,645,377	334,538

Cape Hatteras Lighthouse Climbers	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	closed	closed	closed	closed	closed
April	4,416	5,249	7,052	closed / C19	
May	13,896	13,233	14,215	closed / C19	
June	22,064	22,133	21,203	closed / C19	
July	22,858	21,294	24,552	closed / C19	
August	16,903	22,901	20,615	closed / C19	
September	10,194	8,435	7,218	closed / C19	
October	3,740	2,887	3,838	closed / C19	
November	closed	closed	closed	closed	
December	closed	closed	133	closed	
<i>YTD</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
TOTAL	94,071	96,132	98,826	0	0

Cape Hatteras VC	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	8,254	6,977	8,529	8,402	9,260
February	10,395	9,563	7,995	9,509	10,541
March	17,137	16,975	18,233	9,325	28,472
April	42,954	36,966	42,730	closed / C19	
May	50,134	48,438	49,270	closed / C20	
June	64,638	61,704	60,647	48,033	
July	76,737	59,481	68,815	3,183	
August	58,015	55,458	57,358	57,358	
September	48,727	32,289	33,507	2,727	
October	38,578	35,359	39,936	2,179	
November	21,090	17,890	16,802	1,130	
December	10,155	6,612	7,427	656	
<i>YTD</i>	<i>35,786</i>	<i>33,515</i>	<i>34,757</i>	<i>27,236</i>	<i>48,273</i>
TOTAL	446,814	387,712	411,249	142,502	48,273

Fort Raleigh	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	5,891	3,743	5,230	5,565	4,447
February	4,428	5,972	5,324	5,948	3,340
March	7,517	11,579	9,369	6,550	14,752
April	14,336	15,943	17,688	5,933	
May	35,539	37,807	31,409	6,544	
June	52,355	49,057	48,014	17,432	
July	55,858	48,039	43,000	24,681	
August	41,092	42,799	37,729	20,427	
September	23,778	14,071	18,817	19,826	
October	17,949	18,260	15,208	19,779	
November	9,950	9,044	9,860	11,524	
December	6,288	4,685	6,491	9,310	
<i>YTD</i>	<i>17,836</i>	<i>21,294</i>	<i>19,923</i>	<i>18,063</i>	<i>22,539</i>
TOTAL	274,981	260,999	248,139	153,519	22,539

Visitation Figures at Key Sites

2017-2021

Hatteras Ferry-Vec.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	5,955	4,127	6,080	7,223	9,240
February	6,594	6,260	5,873	6,643	6,886
March	10,239	8,989	9,895	6,844	13,487
April	22,138	19,012	20,157	3,107	
May	29,308	28,631	29,121	10,954	
June	28,582	34,490	32,773	26,046	
July	36,312	36,433	37,277	31,315	
August	28,810	35,337	33,009	25,138	
September	23,214	12,471	normal	23,255	
October	23,210	20,723	operations	24,150	
November	12,565	10,445	suspended	12,687	
December	7,175	7,523	6,377	8,072	
<i>YTD</i>	22,788	19,376	21,848	20,710	29,613
TOTAL	234,102	224,441	180,562	185,434	29,613

Hatteras Ferry-Passn.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	10,750	7,179	10,908	12,123	15,779
February	11,728	10,838	9,864	10,862	11,302
March	20,658	18,149	19,534	11,238	27,486
April	55,059	42,282	46,601	3,901	
May	69,727	67,773	69,880	22,164	
June	77,462	91,798	89,989	64,847	
July	105,323	84,989	102,724	78,949	
August	78,272	65,045	89,544	62,060	
September	57,271	29,756	normal	54,567	
October	50,449	46,085	operations	53,815	
November	26,228	20,695	suspended	26,716	
December	13,748	12,173	10,972	15,465	
<i>YTD</i>	22,478	36,166	40,306	34,223	54,567
TOTAL	576,675	496,762	450,016	416,707	54,567

PASSENGER FERRY			<u>2019</u>	<u>2020</u>	<u>2021</u>
May			2,487	closed / C19	
June	Passenger Ferry Service		8,474	closed / C19	
July	began May 20, 2019		10,023	3,865	
August			6,738	2,517	
September			377	977	
<i>YTD</i>			28,099	7,359	0
TOTAL			28,099	7,359	0

Visitation Figures at Key Sites

2017-2021

Jennette's Pier	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	1,967	1,580	2,841	2,347	2,185
February	3,414	3,013	2,034	2,665	1,539
March	5,157	6,922	6,836	2,057	5,588
April	17,963	13,995	18,388	closed / C19	
May	18,822	18,836	21,904	closed / C19	
June	28,433	29,537	28,646	17,971	
July	31,450	31,231	30,264	24,395	
August	28,395	28,879	27,835	20,186	
September	20,620	16,193	17,084	19,481	
October	14,583	13,490	13,924	14,695	
November	6,203	5,311	6,107	6,044	
December	2,322	3,036	3,049	2,841	
<i>YTD</i>	<i>10,538</i>	<i>11,515</i>	<i>11,711</i>	<i>7,069</i>	<i>9,312</i>
TOTAL	179,329	172,023	178,912	112,682	9,312

Jockey's Ridge	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	26,570	25,715	43,643	46,599	63,060
February	41,357	45,675	41,002	41,353	48,592
March	65,276	97,124	91,709	77,429	143,487
April	150,576	160,319	185,915	36,610	
May	131,816	173,037	207,310	142,408	
June	207,263	237,981	278,919	310,144	
July	294,779	259,985	301,325	370,796	
August	251,802	199,731	261,821	286,440	
September	170,669	116,082	116,675	246,985	
October	105,023	85,864	106,212	181,676	
November	77,242	52,261	64,446	114,783	
December	37,881	37,334	51,261	78,753	
<i>YTD</i>	<i>133,203</i>	<i>168,514</i>	<i>176,354</i>	<i>165,381</i>	<i>255,139</i>
TOTAL	1,560,254	1,491,108	1,750,238	1,933,976	255,139

R.I. Festival Park	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	closed	closed	closed	closed	562
February	closed	closed	291	1751	702
March	5,840	7,259	5,613	n/a	2,416
April	10,389	11,169	11,462	closed / C19	
May	10,051	10,878	12,575	closed / C19	
June	13,497	14,906	11,385	4,141	
July	12,957	13,808	15,399	6,256	
August	11,028	10,594	9,217	4,753	
September	6,793	4,382	4,728	5,067	
October	14,668	11,752	6,910	5,431	
November	3,152	2,539	3,642	2,946	
December	3,749	2,182	2,056	1,802	
<i>YTD</i>	<i>5,840</i>	<i>7,259</i>	<i>5,904</i>	<i>1,751</i>	<i>3,680</i>
TOTAL	92,124	89,469	83,278	32,147	3,680

Wright Bros. N.M.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	8,440	4,123	1,277	8,213	10,949
February	10,246	8,100	7,318	9,054	7,995
March	19,586	21,600	22,091	9,953	27,307
April	44,419	35,919	44,568	1,183	
May	45,991	43,123	48,488	12,909	
June	56,891	53,965	57,921	34,545	
July	69,566	62,346	68,666	44,768	
August	64,161	57,973	63,836	42,229	
September	34,135	24,829	27,828	42,019	
October	31,855	27,771	30,051	38,649	
November	17,585	16,587	16,697	20,608	
December	10,512	3,797	11,394	13,833	
<i>YTD</i>	38,272	33,823	30,686	27,220	46,251
TOTAL	413,387	360,133	400,135	277,963	46,251

Motorcoach Figures

Wright Bros. N.M.	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	0	1	0	1	0
February	0	1	4	1	0
March	21	39	37	6	0
April	64	66	107	closed / C19	
May	74	74	96	0	
June	19	10	18	0	
July	6	10	6	0	
August	7	7	15	2	
September	15	8	13	0	
October	15	8	26	2	
November	6	5	4	0	
December	2	0	0	0	
<i>YTD</i>	21	41	41	8	0
TOTAL	229	229	326	12	0

Visitation Figures at Key Sites

2017-2021

Aycock Brown	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	821	531	693	834	1,201
February	1,318	998	825	851	1,045
March	1,994	2,167	1,785	n/a	1,586
April	4,923	3,489	3,447	closed / C19	
May	4,992	4,276	4,532	537	
June	6,153	6,567	6,049	4,127	
July	7,137	6,857	6,051	3,604	
August	5,915	6,156	6,161	4,357	
September	4,597	3,002	3,479	4,824	
October	3,933	2,946	3,015	4,023	
November	1,822	1,211	1,506	2,207	
December	707	748	824	1,580	
<i>YTD</i>	<i>4,133</i>	<i>3,696</i>	<i>3,303</i>	<i>1,685</i>	<i>3,832</i>
TOTAL	44,312	38,948	38,367	26,944	3,832

Sarah Owens	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	569	330	607	592	366
February	831	697	696	698	310
March	1,483	1,431	1,661	581	1,059
April	2,965	2,289	2,737	closed / C19	
May	3,121	2,911	3,260	507	
June	3,866	3,673	3,919	1,562	
July	4,398	3,903	3,749	1,554	
August	2,900	2,493	2,942	1,051	
September	2,610	2,066	1,794	1,657	
October	2,126	1,711	2,123	1,909	
November	982	958	1,072	712	
December	669	650	504	342	
<i>YTD</i>	<i>2,883</i>	<i>2,458</i>	<i>2,964</i>	<i>1,871</i>	<i>1,735</i>
TOTAL	26,520	23,112	25,064	11,165	1,735

Hatteras Island	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
January	closed	closed	closed	closed	closed
February	closed	closed	closed	closed	closed
March	188	209	207	82	65
April	406	382	411	closed / C19	
May	563	520	596	16	
June	605	579	504	88	
July	528	593	548	139	
August	405	553	632	73	
September	389	267	261	113	
October	434	350	346	180	
November	160	149	130	102	
December	closed	closed	closed	closed	
<i>YTD</i>	<i>188</i>	<i>209</i>	<i>207</i>	<i>82</i>	<i>65</i>
TOTAL	3,678	3,602	3,635	793	65

Visitation Figures at Key Sites

2017-2021

Whalebone W.C.	2017	2018	2019	2020	2021
January	closed	closed	closed	closed	88
February	closed	closed	closed	closed	84
March	594	649	656	251	772
April	1,341	1,019	1,058	closed / C19	
May	1,119	1,176	1,095	189	
June	1,382	1,368	1,264	629	
July	1,387	1,315	1,635	710	
August	1,296	1,284	1,293	676	
September	1,033	721	749	1,025	
October	1,240	894	937	983	
November	715	561	329	519	
December	411	0	390	354	
<i>YTD</i>	<i>594</i>	<i>649</i>	<i>656</i>	<i>251</i>	<i>944</i>
TOTAL	10,518	8,987	9,406	5,336	944

rown WC closed for 7 days in March 2021 due to repaving.

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

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

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

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

C19=COVID 19

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

Roanoke Island Festival Park opened outdoor exhibits only June 2, 2020.

Jennette's Pier re-opened June 8, 2020

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

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

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

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

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

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

2020 Season of The Lost Colony cancelled

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

Cape Hatteras Lighthouse hosts a December climb.

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

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

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

Government Shutdown 12/22/17-18

Hurricane Florence/Evacuation, September 11-16, 2018

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

Virginia Dare Bridge repair work in Oct/Nov 17

Bluegrass Festival held in Oct 17 at RIFP

Tropical Storm Maria, September 2017

Hatteras Island Power Outage July 27-August 4

Hatteras-Ocracoke Ferry using longer ferry route.

NPS stats show recreational visits instead of total visits.

Welcome Center counts reflects number of people who were inside center.

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

n/a not available

PUBLIC RELATIONS REPORT: April 2021

COMMUNITY OUTREACH AND DEVELOPMENT

African American Experience of Northeast North Carolina – The new five-county trail is on schedule to go live in mid-June 2021. Aaron continues to serve as Chair of the Product Committee and Lee has provided leadership to the Marketing Committee. The AAENENC Board is comprised of tourism officials, scholars and community luminaries from Dare, Currituck, Camden, Chowan and Pasquotank Counties. There are more than two dozen sites being considered for the first round of inclusion in the African American Experience trail.

US Congressman Greg Murphy, 3rd District, North Carolina – April 1, Public Relations Manager Aaron Tuell was one of a small gathering of local tourism leaders and elected officials organized by Twiddy and Company Realtors to discuss local issues such as tourism trends, workforce development, housing and regional infrastructure with US Congressman Greg Murphy, 3rd District during an in-person visit to the Outer Banks.

2021 BEST LISTS

Travel + Leisure online | March 2021 “Duck, NC: Best Small Towns in the South” Aaron worked with writer Sucheta Rawal pitching for a Travel + Leisure editorial on the 8 best small towns in the South. Sucheta visited in 2020 after the OBX reopened and has written a few articles already. <https://bit.ly/3190Wbg>

EARNED MEDIA – PUBLISHED

SportsEvents Magazine | Feb 2021 – We assisted writer Paige Townley for an Outer Banks inclusion in a roundup of destination facilities across North Carolina. <https://bit.ly/2RI0pS7>

Destination Reunions | March 2021 “Reunite for a Celebration Vacation” Aaron met with contributor Nancy Schretter at IMM conference a few times, and worked together on including the Outer Banks in this article which cites the OBX as one of VRBO’s top 5 trending destinations for family travel. Circulation 44K monthly w/ 74% women audience.

UK Daily Mail | April 2021 “America’s Sweet Carolina Secret” Aaron and the PR team hosted Anastasia Miari pre-COVID in October 2019 for this feature article in one of the United Kingdom’s most read news sources. She has published previous articles from her visit in a passion project GrandDishes.com and Suitcase Magazine. Circulation 2.1 Million daily

BoomTownRichmond.com | March 28, 2021 – Aaron was interviewed by *TasteBudz and Travel* show host Steve Cook for the popular Rock and Roll / Pop and Soul format station WBTL in Richmond, VA. They discussed some of the near term events and larger travel trends for those considering an Outer Banks vacation this year.

THE OUTER BANKS PROJECT

EARNED MEDIA – IN MARKET VISITS

Hollie Schultz | April 2021 – YouTuber Hollie Schultz and her Baby Gizmo influencer family are returning to the Outer Banks as part of a summer travel series and content development partnership. The Baby Gizmo YouTube channel boasts 333K subscribers and 176 Million views.

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

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

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

EARNED MEDIA – IN DEVELOPMENT

Small Market Meetings | May 2021 – The PR team pitched author Paula Gladych about why Nags Head makes a great place for meetings planners to host small group functions with unique itinerary options.

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

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

Leisure Group Travel | April 2021 – Nancy Schretter is anticipated to craft another article following her conversation with Aaron into a group focused feature. 100K circulation.

[Home](#) + [Trip Ideas](#)

These Are the Best Small Towns in the South

From Texas to Tennessee, these small towns truly deliver on beauty and adventure.

BY SUCHETA RAWAL | MARCH 17, 2021



Editor's Note: Travel might be complicated right now, but use our inspirational trip ideas to plan ahead for your next bucket list adventure. Those who choose to travel are strongly encouraged to check local government restrictions, rules, and safety measures related to COVID-19 and take personal comfort levels and health conditions into consideration before departure.

Synonymous with a slower pace and [charming hospitality](#), the southern U.S. lures travelers with its seriously picturesque scenery, historic attractions, outdoor adventures, and delicious food. And while the bustling cities of [Nashville](#) and [Houston](#) have lots to offer visitors, the [smaller towns](#) provide plenty of appeal, too. From Texas to Tennessee, these are some of best small towns in the South.

REUNITE FOR A CELEBRATION VACATION

Make memories and share special moments with family and friends on birthday vacations, epic graduation trips and milestone anniversary vacations

By Nancy Schretter

Celebration travel is shaping up to be one of the top travel trends for 2021 and beyond. Many family vacations to celebrate birthdays, anniversaries and graduations were cancelled during the last year, but the desire to commemorate these events remains. As families held Zoom gatherings to toast special occasions with friends and loved ones, they vowed to meet up in the future to celebrate together. Now that's happening in a big way.

Family trips to celebrate life's special milestone events are often the most memorable of all. A new IHG Hotels & Resorts study showed family vacations and reconnecting with loved ones tops travel wish lists this year. Vrbo's 2021 family travel trend report revealed more than 80% of families are already making travel plans for this year, and a third are willing to

Photo courtesy of Vail Local Marketing District



Vail is an outdoor playground for family celebration vacations, offering a wealth of activities for all ages including hiking, biking and unique "Take a Llama to Lunch" outings.

Photo courtesy of Vail Local Marketing District





REUNITE FOR A CELEBRATION VACATION



Photo courtesy of AmaWaterways

Families enjoy exploring the world and celebrating together on an AmaWaterways river cruise.

spend more on these trips than usual. Outdoor destinations take top billing, with places near the water being most popular.

Unspoiled beach and lake locations are favorite choices for family celebration vacations. North Carolina's Outer Banks is one of Vrbo's top five trending destinations for family travel, with more than a hundred miles of beaches and three national parks for families to enjoy. The Outer Banks is also one of the largest vacation rental home destinations in the country, and its central location within easy driving distance of major cities makes it an excellent spot for family celebrations.

Domestic mountain destinations and national parks are also favored by celebration vacation planners. Xanterra Travel Collection, the country's largest national and state park concessioner, noticed the rising interest in celebration vacations and recently launched an online celebration trip planning e-book to help families select and plan their perfect get-together. Located in the

heart of Colorado's Rocky Mountains, Vail is a much-loved outdoor playground for family celebration vacations. Active family members can enjoy hiking, biking, whitewater rafting and even unique "Take a Llama to Lunch" outings, while others can go fly fishing, explore Vail's charming Bavarian-style village and take a gondola ride to admire the scenic mountain views.

FAMILY FUN FOR EVERYONE

Choosing a setting that provides plenty of flexibility and a wide variety of activities to please all family members is crucial for celebration vacations. AmaWaterways recently named celebration travel as a key trend driving record river cruise demand, noting an increase in multigenerational and multi-family bookings. Voted "Best River Cruise Line for Families" in 2020, AmaWaterways' highly inclusive river cruises in Europe, Asia and Africa provide a stress-free way for all family members to comfortably travel together and create cherished vacation memories,

regardless of age or activity level.

The line's extensive array of included shore excursions and opportunities for personalization allows all generations to celebrate milestone events and have fun, both together and apart.

Walt Disney World is a magical destination choice for family birthday vacations, graduation trips and celebrating life's special moments – and it's observing its 50th anniversary this year. Offering attractions and amenities for all ages and interests, Walt Disney World's parks and resorts provide many ways to create special moments including customized packages and services. Families can also plan unique memorable experiences, such as celebrating aboard the highly awaited Star Wars: Galactic Starcruiser where guests can enjoy a two-night immersive stay aboard the Halcyon starship and cruise the galaxy together.

Dude ranches are popular with families this year according to travel advisor reports, and they're loaded with outdoor adventures and activities for all ages. Situated on 2,000 acres in Montana, all-inclusive Flathead Lake Lodge is an ideal spot for group celebration vacations and family reunions. Endless recreation opportunities await families at the ranch including horseback riding, mountain biking, hiking, sailing, kayaking and fishing. Groups can select from 22 one- to three-bedroom log cabins or lodge rooms, plus an onsite events coordinator is available to help arrange special celebration activities.

VALUE-ADDED PACKAGES

Resorts, cruise lines and other venues often cater to family celebrations with group packages and staff on hand to help create special events, eliminating much of the planning stress. Holland America Line offers a Group Advantage Program with more than 30 amenities to enhance the family celebration cruise experience, while Carnival Cruise Line provides an extensive array of options through its "Fun Points & Flexi-Pricing" program with customized amenities for family groups. Group photo appointments, upgrades and credits, customized private shore excursions, complimentary celebratory lunch events and other perks are also available with the cruise lines.

Family-focused all-inclusive resorts,

such as Pennsylvania's family-owned Woodloch Resort, are seeing a greater demand for family and multigenerational celebration vacations in 2021 and 2022. Set on over 1,200 acres with both lakefront and golf course settings, Woodloch Resort features dozens of outstanding amenities and over 30 activities scheduled daily. Group rates and packages are available. Reuniting families can stay in large, well-appointed vacation rental homes, and Woodloch's staff can help groups plan customized celebration events, photos and memorable shared experiences.

Located just 90 miles from New York City, Mohonk Mountain House caters to families with special reunion and milestone celebration packages for groups booking six guest rooms or more. Families can work with the group sales team to select the perfect activities for their stay including golfing, hiking, kayaking and spa treatments. This highly inclusive, family-owned resort also features the intimate six-room Grove Lodge, an ideal setting for families who want to celebrate in a more private setting.

BOOK YOUR CELEBRATION BUBBLE

Traveling as part of a "vacation pod" has become a leading trend during the pandemic, with more families wishing to travel and book accommodations shared exclusively by loved ones and friends.

Some family-friendly resorts, such as Hawks Cay Resort in the Florida Keys, include fully equipped multi-bedroom villas with complete access to the property's extensive amenities. Hawks Cay guests can enjoy numerous dining areas, a full-service marina with watersports activities, tropical beaches and pools, spa and fitness facilities, a resort-based dolphin program, and an extensive activities center for kids and teens. With 60 acres of property, Hawks Cay offers multiple venues for family celebrations, and a dedicated team is available to help organize events.

Families who love sailing and the outdoors can book their own cruise bubble for milestone celebrations, too. The Maine Windjammer Association's eight magnificent ships are available for private charters, offering memorable opportunities for family groups to celebrate special occasions while exploring Maine's

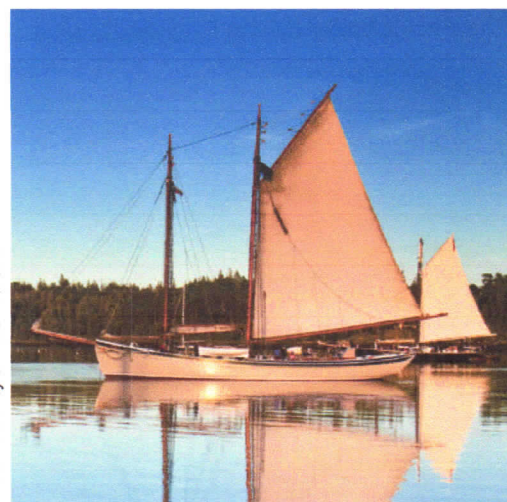


Photo courtesy of Fred LeBlanc

Families can book private group charters with the Maine Windjammer Association.

spectacular coast. These all-inclusive unscripted sailings are packed with experiences like hiking on deserted islands, wildlife watching, savoring a traditional lobster bake, taking in the breathtaking scenery and soaking up the beauty of a star-filled sky.

Tour operators are seeing strong demand for private family celebration trips and have significantly ramped up their private group tour options. Family travel leader Austin Adventures is experiencing double-digit growth in multigenerational trip bookings and offers a diverse array of private adventures for celebrating families and multigenerational groups. Families can take over one of the company's scheduled departures for their exclusive private celebration, or Austin Adventures can custom-build a trip tailored to the group's ideal destination, activity preferences and interests.


Family celebration vacations create treasured memories that will last for generations. After the events of the past year, families can't wait to gather with friends and loved ones to celebrate life's special moments together. These shared experiences are the gifts that matter – and the time to start planning is now. 



Photo courtesy of Holland America Line

Celebration vacations are one of today's top travel trends, creating unforgettable memories that last a lifetime.

Nancy Schretter has been a leader in family and multigenerational travel for more than 20 years, covering these topics for her own publications as well as for leading magazines, newspapers, television and radio programs, and online travel sites. She is also a consultant and frequent speaker at travel industry conferences and events.



America's sweet Carolina secret: Wild horses on deserted beaches, scrummy food and adventures galore – no wonder locals want to keep North Carolina's Outer Banks to themselves

- The Outer Banks in North Carolina are a thin strip of islands that separate the U.S mainland from the Atlantic
- The Daily Mail's Anastasia Miari paid a visit to them and found dense pine forest and 'duney' beaches
- She spent time chasing wild horses along the 200-mile-long sandy coast and enjoyed southern cuisine

By [ANASTASIA MIARI FOR THE DAILY MAIL](#)

PUBLISHED: 04:27 EDT, 6 April 2021 | **UPDATED:** 04:28 EDT, 6 April 2021



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Our waitress says through coral-pink lips, while winking her shimmering purple eye shadow at us, 'Y'all need some feeding up, y'all are skinny.'

It's our first morning in [North Carolina](#)'s Outer Banks and the Northern Banks Breakfast we're about to devour is quite a sight to behold.

Our eyes take in the enormous spread arriving at the table in a perfectly choreographed synchronicity of sauces, syrups, heaving plates, bowls and unlimited cups of coffee.



North Carolina's Outer Banks, pictured, are a thin strip of barrier islands that separate mainland America from the Atlantic

We're at the Sanderling Resort's Lifesaving Station, one of seven refuges built in 1874 to provide assistance for the shipwrecked — of which there have been many around these parts. Now an all-day restaurant, its whitewashed wooden beams and displays of ragged life jackets, compasses and faded lifebelts celebrate its maritime heritage.

Ahead of an action-packed afternoon chasing wild horses along the 200-mile-long sandy coastline, we've plumped for fried eggs, sausages and fluffy-as-clouds blueberry pancakes (made from muffin batter) — all on one plate. Welcome to the South.

Chef Tony Pentecost, armed with a bluetooth headset, insists on bringing us Brits a side of grits, a dish of ground cornmeal akin to porridge, only a bit more gritty.

'They're fairly bland as far as flavour goes. It's a Southern thing,' says Tony, explaining that the area's rural economy was built on farming and that corn plus animal fat was the best way of filling up on the cheap when the first settlers arrived.

Separating mainland America from the Atlantic, the Outer Banks are a thin strip of barrier islands — the very first place the English settled in the late 1500s.



A map showing the location of North Carolina's Outer Banks

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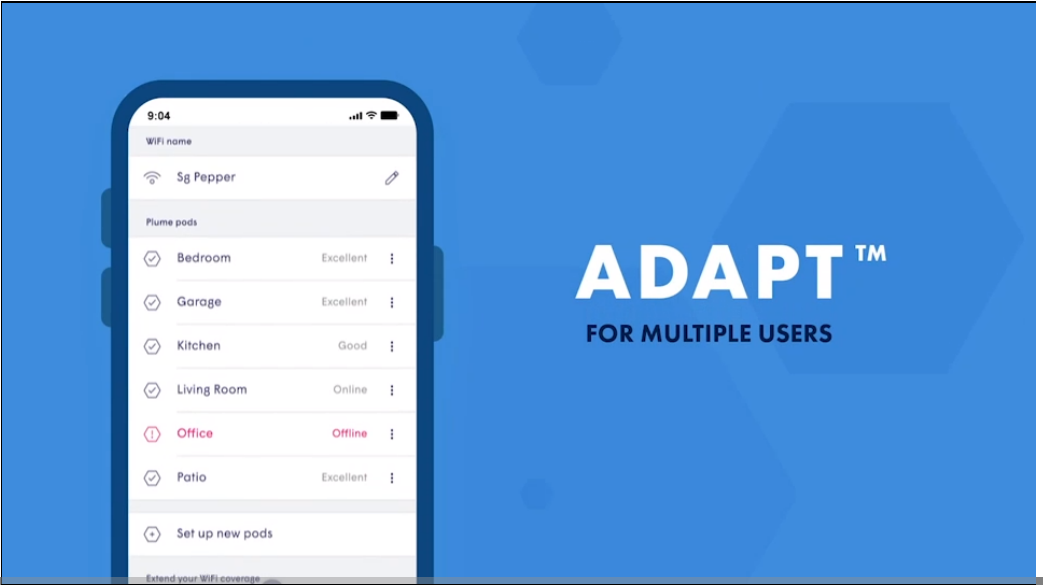


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Driving in under pale blue skies, past dense pine forest and then what seems to be an endless duney beach (it spans pretty much the entire stretch of North Carolina on the map), I can see the appeal.



The infamous pirate Blackbeard made Ocracoke island his home, between pillaging and plundering the high seas. The Wright Brothers took the first controlled, powered flight on a plane in 1903 — the landing strip they used is still there to visit at a memorial in the town of Kill Devil Hills.



The high life: The colourful beach houses on North Carolina's Outer Banks. City-dwelling 'Southerners' head to the Outer Banks' six towns and 12 coastal villages for sun, sea, sand and the occasional kitesurf between the months of April and August



Wild horses were brought to the Outer Banks by the Spanish and abandoned centuries ago. Now around 120 remain in the town of Corolla, pictured

'In the summer, other Southerners come to dial it down here,' says Mike, a local who sports a Stars and Stripes bandanna and wispy beard.

He IS giving us very specific directions — down to which tree to turn at — for the drive north to Corolla and the Currituck National Wildlife Refuge, where we've been promised that we'll see some wild horses.

On we push, hang-gliders criss-crossing in the sky ahead of us, soaring above undulating sand dunes, the size of which we've never seen before.

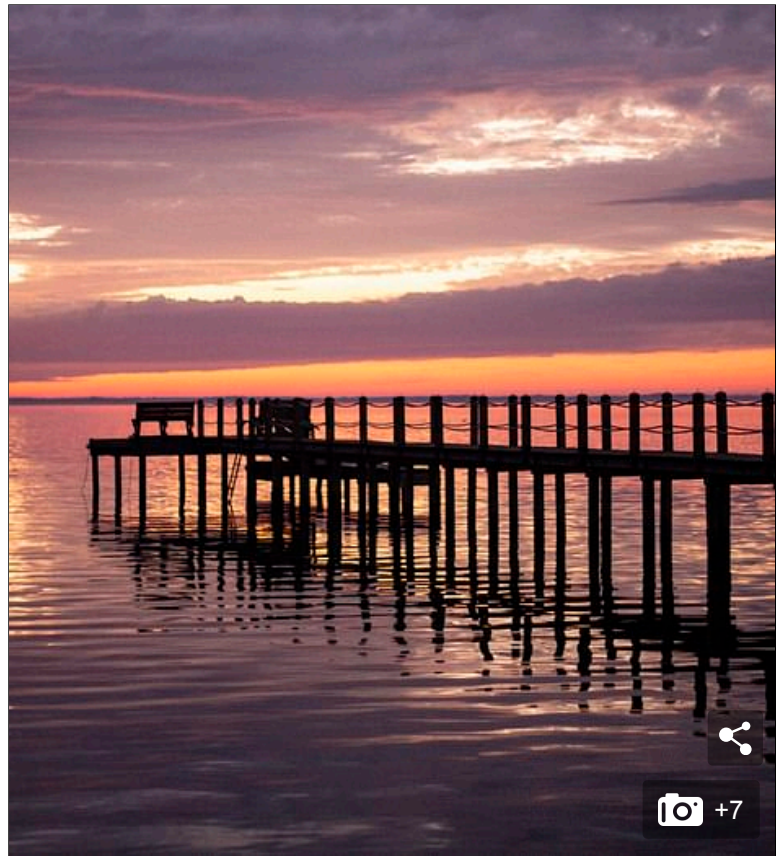
We whiz by roadside diners, ice-cream parlours that double up as grill houses, and 'Get Your Ammo' gun stores that pull us out of a pastel-toned beach home dreamscape. We're still in the South, after all.

Finally, at Corolla Outback Adventures, we pile into the back of a mud-spattered 4x4 and go Mad-Maxing over sand and muddy pools in our search for wild horses.

Brought here by the Spanish and abandoned centuries ago, the wild mustangs once numbered 6,000 here in Corolla. There are now just 120 but conservation efforts are ensuring their survival.

Feeding, petting and even approaching are off limits, but just being witness to a group of them kicking up the sand as they canter between the dunes is enough to stir primal emotion.

City-dwelling 'Southerners' head to the Outer Banks' six towns and 12 coastal villages for sun, sea, sand and the occasional kitesurf between the months of April and August, but come September, hurricanes batter the entire strip of islands. You wouldn't know this on a sunny day, save for the wooden beach homes perched on stilts, poised for the floods.



Seascape: Evening in the Outer Banks - the very first place the English settled in the late 1500s



The Outer Banks have a 200-mile-long sandy coastline, pictured, with dense pine forest and 'duney' beaches

The next day we meet local Sharon in a roadside diner that caught our eye on our way down to Bodie Island Lighthouse. It's aptly named I Got Your Crabs and although humble in its classic diner feel, with stainless steel surfaces, bar stools and numerous TV sets, the crab taco with mango, chilli, slaw and lime makes this an Outer Banks highlight.

'Y'all know we're famous for our crab cakes and our chowder here, right?' says Sharon, whose father was a fisherman in Hatteras.

We ask for the crab cakes to go and tuck into them in the shade of the black and white striped 19th-century lighthouse, transporting us once again into a quaint, seaside dreamscape. We find Sharon again, for sunset at the Diamond Shoals sandbars, where two strong Atlantic currents meet.



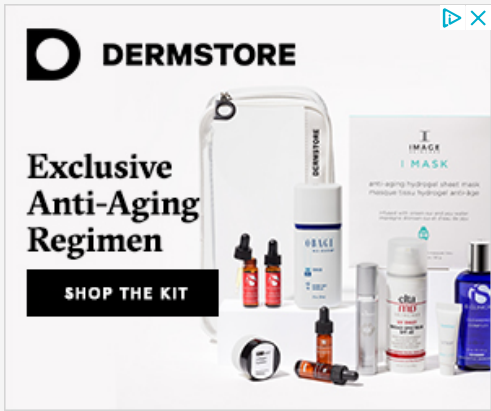
A classic American pancake breakfast is a staple in the Outer Banks

The ocean waves glitter and a group of men stand silhouetted against the diamond coastline, surf fishing. We're invited to join them but we have a date with the loungers on the deck of our beach house. Tonight is s'mores night and it doesn't get more all-American than Hershey's chocolate and marshmallow toasted over a fire pit, sandwiched between graham crackers.

Throw a couple of wild horses into the mix and you've got yourself the perfect Outer Banks evening.

TRAVEL FACTS

Virgin Atlantic (virginatlantic.com) London to New York from £350 return. Delta (delta.com) New York to Norfolk, Virginia, from £96 return. Car hire for one week from £253 (hertz.com). Doubles at the Sanderling Resort (sanderling-resort.com) from £134. Visit outerbanks.org.



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