

DARE COUNTY TOURISM BOARD MEETING
THURSDAY, JUNE 18, 2026
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:
 1. May 21, 2026 Meeting
 2. May 29, 2026 Special Meeting
- V. Public Comments
- VI. Chairman's Report
- VII. Budget & Finance Report
 1. Monthly Meals & Occupancy Reports
 2. Adoption of Fiscal Year 2026-2027 Budget Ordinance
- VIII. Outer Banks Visitors Bureau Updates
- IX. Old Business
- X. New Business
- XI. Board Member Comments
- XII. Set Date, Time, and Place of Next Meeting
- XIII. Adjournment

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD
THURSDAY, MAY 21, 2026
9:00 A.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING: Dennis Robinson, Chair; John Head, Vice Chair; Tess Judge, Assistant Treasurer; Tonia Cohen, Secretary; Brenda Chasen, Summer Copeland, Dillon Heikens, Richard Hess, Jeff Pruitt, Rob Ross, Megan Vaughan, and Jay Wheless, Legal Counsel.

EXCUSED ABSENCE: Tod Clissold, Treasurer; and Mark Batenic.

STAFF:

Lee Nettles, Executive Director
Diane Bognich, Director of Administration
Amy Wood, Clerk to the Board/Administrative Specialist
Jeff Schwartzberg, Community Engagement Manager
Aaron Tuell, Public Relations Manager
Anna Leigh Chapman, Public Relations Assistant
Lorrie Love, Tourism Sales and Events Manager
Austin Horner, Tourism Services Coordinator

OTHERS ATTENDING: 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. Hess moved to approve the agenda. Second by Ms. Chasen. There was no discussion. The motion passed unanimously (11-0).

APPROVAL OF MINUTES: Ms. Vaughan moved to approve the meeting minutes from April 16, 2026 meeting. Second by Mr. Head. There was no discussion. The motion passed unanimously (11-0).

PUBLIC COMMENTS: There were no public comments made. No written comments were received.

STEERING COMMITTEE REPORT: Legal Counsel reviewed the North Carolina Land and Water Fund Restoration Easement. The Steering Committee reviewed the easement previously and reached consensus to move it to the full Board. The Board's main goals were to be able to make approved uses as broad as possible, the restricted uses as narrow and work to limit the length of the term as less than perpetuity. After working through several versions and getting ready to send it to the Town of Nags Head for their approval and submit to the State, it was discovered that there had been a miscommunication, and the Town of Nags Head had created a version. The Town's version of the easement would last into perpetuity and was less broad, and had already been submitted to, and approved by, the State. Mr. Wheless spoke with the Nags Head Town Attorney and the Town understood why the Board wrote the easement in the manner they did.

Mr. Wheless noted that the Board might be able to work with the State to submit the Board's version of the easement but that perpetuity might be something the Board would need to have flexibility with. Mr. Head asked if the state would be willing to accept the Boards version and not Nags Head. Mr. Wheless stated he did not know but worth a try. Ms. Chasen asked if there was an agreement with Nags Head

regarding “control” of the site? Staff noted that there was a Memorandum of Understanding regarding management of the site, which gives the Board management control but this is for a grant that the Town has and wires were crossed and the Town started the easement process because of the grant timing. Mr. Hess asked if it was possible to for the state to revisit the easement. Mr. Wheless stated it was, that the easement was not signed and had been submitted as a draft, and the Board could submit their version and not sign the one previously submitted.

Mr. Hess moved to approve the latest draft [#10] with minor changes, send to Nags Head for their approval, and for Lee Nettles, Diane Bognich, and Jay Wheless, to work to take the easement to the state. Second by Ms. Chasen.

During discussion, some Board members expressed concern with what they perceived as the Town’s regard for events and the relationship with the Tourism Board. Ms. Vaughan noted she understood and the Town was trying to balance this partnership and the needs of the citizen of Nags Head. The Chair called for the vote. The motion passed unanimously (11-0).

PUBLIC HEARING ON PROPOSED FISCAL YEAR 2026-2027 BUDGET:

At 9:16 a.m. Ms. Judge moved to open the Public Hearing for the proposed Fiscal Year 2026-2027 budget. Second by Mr. Hess. There was no discussion. The motion passed unanimously (11-0).

The Chair called for comments from the public. No comments were made. No written comments were received.

Ms. Judge moved to close the Public Hearing. Second by Mr. Heikens. There was no discussion. The motion passed unanimously (11-0). The Public Hearing closed at 9:17 a.m.

STEERING COMMITTEE REPORT (continued): Staff reviewed the following recommended Tourism Impact Grant Extensions:

- Everyone’s Playground INC, Everyone’s Playground. The Steering Committee recommended an extension to June 30, 2027. Ms. Judge moved to approve the extension. Second by Mr. Head. There was no discussion. The motion passed unanimously (11-0).
- Outer Banks Forever, Restroom and Shower Facilities (Old Lighthouse site). The Steering Committee recommended an extension to October 30, 2026. Mr. Head moved to approve the extension. Second by Ms. Vaughan. There was no discussion. The motion passed unanimously (11-0).
- Friends of Jockey’s Ridge, 10 Points of Interest Trail. The Steering Committee recommended an extension to December 31, 2026. Ms. Judge moved to approve the extension. Second by Ms. Cohen. There was no discussion. The motion passed unanimously (11-0).
- Town of Kitty Hawk, Highway 158 Multi-Use Path. The Steering Committee recommended an extension to June 30, 2027. Ms. Chasen moved to approve the extension. Second by Mr. Heikens. There was no discussion. The motion passed unanimously (11-0).

Lee Nettles reviewed the Request for Proposals (RFP) for a comprehensive strategy and master plan to utilize the Soundside Event Site for the next three to five years, including infrastructure and circulation on/around the site, facilities and amenities, aesthetics, landscaping, and safety, and a phasing and implementation strategy. The Committee discussed the lease on the ropes course and potential outcomes for the three to five year plan. Following discussion, Ms. Judge moved to approve the RFP. Second by Mr. Hess. There was no further discussion. The motion passed unanimously (11-0).

The Chair noted that the Hatteras Offshore Open was very successful this year and noted the second annual Outer Banks Hampton Roads Show Takeover.

Ms. Chasen left the meeting at 9:45 a.m.

BUDGET AND FINANCE REPORT: Ms. Judge reviewed the meals and occupancy receipts received. Receipts for fiscal year 2025-2026 were down 1.75% compared to 2024-2025.

Staff reviewed Fiscal Year 2025-2026 Budget Amendment #3. This amendment is for additional marketing expenditures to augment late spring and summer marketing efforts. Following the review, Mr. Hess moved to approve Fiscal Year 2025-2026 Budget Amendment #3. Second by Mr. Head. There was no discussion. The motion passed unanimously (11-0).

PERSONNEL COMMITTEE: Diane Bognich noted that the Committee met to discuss employee benefits and how the current benefits package compared to other destinations and local municipalities.

The biggest conversation was around health insurance and the premiums paid by the Bureau and staff. Rates continue to increase and with a small staff, there are not many companies or plans to choose from. However, with the addition of a new hire [a Marketing Manager], staff can look at a different tier plan that will help reduce premium costs.

Normally, there is a 90 day period before benefits kick in for a new employee; however, the Committee recommended waiving the 90 day waiting period this one time in order to take advantage of the lower premium with the additional employee beginning July 1.

The Board was in favor of the waiving of the 90 day waiting period; however, Legal Counsel stated he would need to review the Personnel Policy to ensure that the waiver would not be in violation of other policies or illegal.

Mr. Hess moved that, subject to review of Legal Counsel, and with his approval the 90 day waiting period was waived one time, but if Legal Counsel found it to violate other policies [in the manual], or illegal, then the waiver was not approved. Second by Mr. Pruitt. There was no discussion. The motion passed unanimously (11-0).

OUTER BANKS VISITORS BUREAU UPDATES: Lee Nettles introduced two videos, one recapping work done by staff for the Boardwalk opening, Community Engagement in the schools, Softshell Week and the Outer Banks Takeover Week on the Hampton Roads Show, and the other recapping public relations appearances on the Hampton Roads show and Washington DC television. He then reviewed the marketing dashboard and visitation.

Jeff Schwartzberg:

- discussed the Fourth Annual Non-Profit Mission Mixer held with the Outer Banks Chamber of Commerce at the Brewing Station drew attendance from 38 different non-profits throughout the County
- ‘Tourism Talks’ at the various Dare County Schools and Early College during National Tourism Week
- noted that Karen Brown had officially retired and that Hunter Walsh was now the Executive Director. He asked that Hunter replace Karen on the Long Range Tourism Management Plan Special Committee. Mr. Head moved to appoint Hunter Walsh to the Long Range Tourism Management Plan Special Committee. Second by Ms. Vaughan. There was no discussion. The motion passed unanimously (11-0).

Lorrie Love:

- reviewed Soft-Shell Crab Week. This year had 41 participating restaurants and debuted the Soft-Shell Express Culinary Tour. Attendees of Soft-Shell week can vote for their favorite restaurant and this year's winner was Kill Devil Grill.
- shared the itinerary for the immersion tour for VisitNC, the state's tourism office, in early June

Aaron Tuell:

- shared "Best Of" rankings in *Conde Nast Traveler*, *USA Today*, *Cardinal & Pine*, and *North Carolina's Power List* (which featured Lee Nettles) and articles from *Southern Living*, *Our State Magazine*, and *Atlanta Magazine*
- upcoming article in *National Geographic Traveler*

OLD BUSINESS: The Chair recapped the meeting between the Tourism Board Chair, Vice Chair, Bureau Staff and representatives from Nags Head Town Board and staff regarding events at the Soundside. The meeting stemmed from the previous denial of the permit for OBX Rod and Custom. The Chair voiced concern over the lack of consideration from the Town about the economic impacts of events at the Soundside Event Site.

Lee Nettles noted he felt the meeting brought a positive outcome in that Town representatives invited the Bureau staff to offer wording changes to the crowd gathering portion of the ordinance to facilitate event development and promotion. Ms. Vaughan noted that the Town considers it a good partnership with the Bureau (in the event site) but noted that the Town also needed to consider its duty to citizens of the Town.

Board members discussed incident reports from past events from OBX Rod and Custom, noting that many of the incidents happened away from the event site and were not concretely linked to event participants and that the site, and this event in particular, was singled out. Board members did thank the Town for holding a post-event meeting with the OBX Rod & Custom in a timely manner this year. Some Board members suggested meeting quarterly with the Town to help prevent future problems.

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

BOARD MEMBER COMMENTS: The Chair thanked the County Commissioners for beach nourishment, and Ms. Judge for bringing the North Carolina Department of Transportation Board here for their meeting.

- Ms. Vaughan noted beach nourishment would begin soon in Nags Head
- Mr. Hess noted Hunter Walsh was the new Outer Banks Chamber of Commerce President and looked forward to working with him
- Ms. Cohen noted hotels were preparing for Memorial Day
- Mr. Heikens recapped the recent 'Trash Attack' clean up in Kill Devil Hills, and implementation of a story book walk at Aviation Park
- Mr. Ross noted approval of a permit to repair the groin in Buxton
- Mr. Pruitt thanked the Board for their support of commercial fishermen via both the Seafood Festival and Soft-Shell week
- Ms. Copeland noted restaurants were also preparing for Memorial Day
- Mr. Head noted the season was looking strong for rentals

- Ms. Judge recapped the North Carolina Dept of Transportation Board member tour and that the delay on the rest area in Manteo was due to termites
- On behalf of Ms. Chasen, the Clerk noted that the Town of Duck was launching the “Duck Pond,” which is similar to a little library but with rubber ducks instead of books, and a new pollinator garden in by the north parking lot at the Town Boardwalk.

SET DATE, TIME, AND PLACE OF NEXT MEETING: The next meeting is scheduled for Thursday, June 18, 2026 at 9:00 a.m. in Curtis Creech Memorial Boardroom, Outer Banks Visitors Bureau Administrative Office, Manteo, NC.

The Chair asked if there was any further business before the Board. Hearing none, the Chair adjourned the meeting at 11:08 a.m.

ATTESTED:

Clerk, Dare County Tourism Board

DRAFT

**RECORD OF MINUTES
DARE COUNTY TOURISM BOARD SPECIAL MEETING
FRIDAY, MAY 29, 2026
4:00 P.M.
OUTER BANKS VISITORS BUREAU ADMINISTRATIVE OFFICES
MANTEO, NC 27954**

ATTENDING: Dennis Robinson, Chair; John Head, Vice Chair; Tod Clissold, Treasurer; Tonia Cohen, Secretary; Mark Batenic, Brenda Chasen, Richard Hess, and Megan Vaughan.

EXCUSED ABSENCE: Tess Judge, Assistant Treasurer; Summer Copeland, Dillon Heikens, Jeff Pruitt, Rob Ross, and Jay Wheless, Legal Counsel.

STAFF:

Lee Nettles, Executive Director
Diane Bognich, Director of Administration
Amy Wood, Clerk to the Board/Administrative Specialist
Christian Stevens, Human Resources Intern

OTHERS ATTENDING: None.

The meeting was called to order at 4:00 p.m.

The Chair reviewed that at the May 21, 2026 meeting, Legal Counsel was asked to review proposed changes to ensure they did not go against other items in the policy or the law. He reviewed and recommended changing the healthcare eligibility period from 90 to 30 days within the Personnel Policy instead of waiving the 90 day period one time, as suggested at the May 21, 2026 meeting.

The Chair then reviewed the following proposed Personnel Policy changes:

- Owned and Share Media Manager title changed to *Marketing Manager*
- Employees, spouse, and/or family become eligible for health insurance ~~ninety~~ *thirty* days after employment.

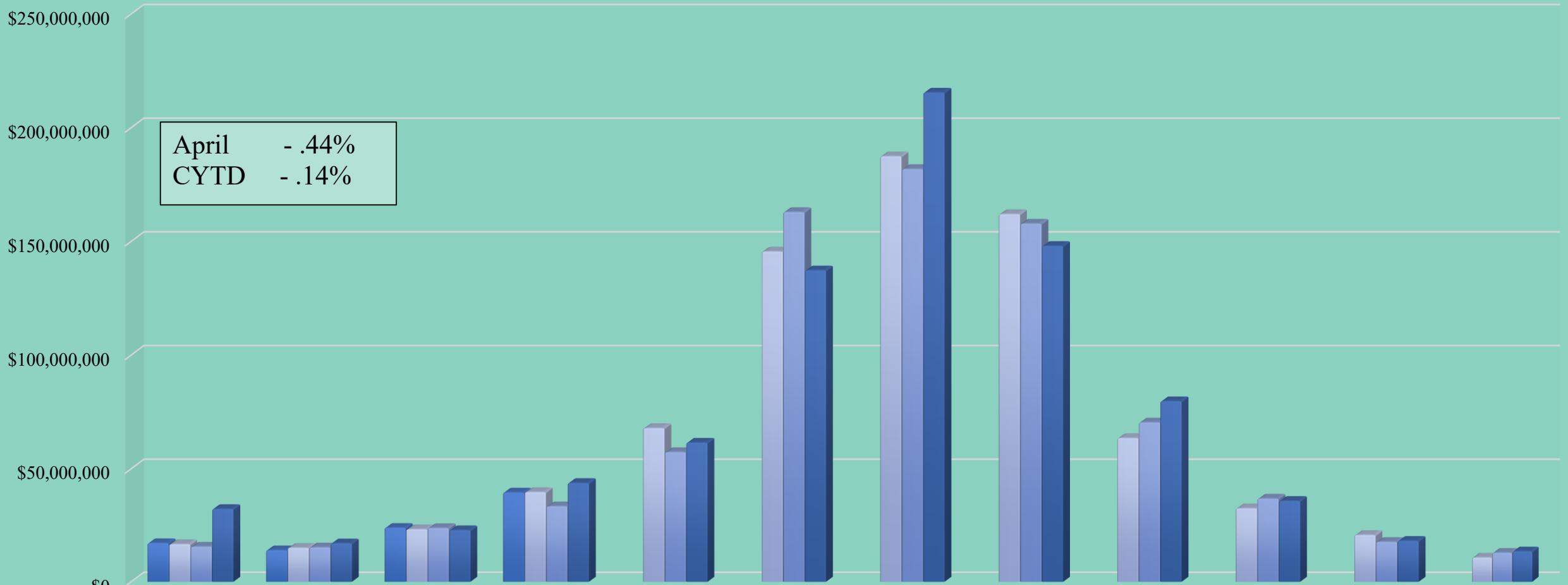
Mr. Head moved to accept the changes as presented. Second by Ms. Chasen. During discussion, Mr. Head noted this resulted in a large saving to the Board/Bureau and to staff. There was no further discussion. The motion passed unanimously.

Hearing no further business before the Board, the Chair adjourned the meeting at 4:02 p.m.

ATTESTED:

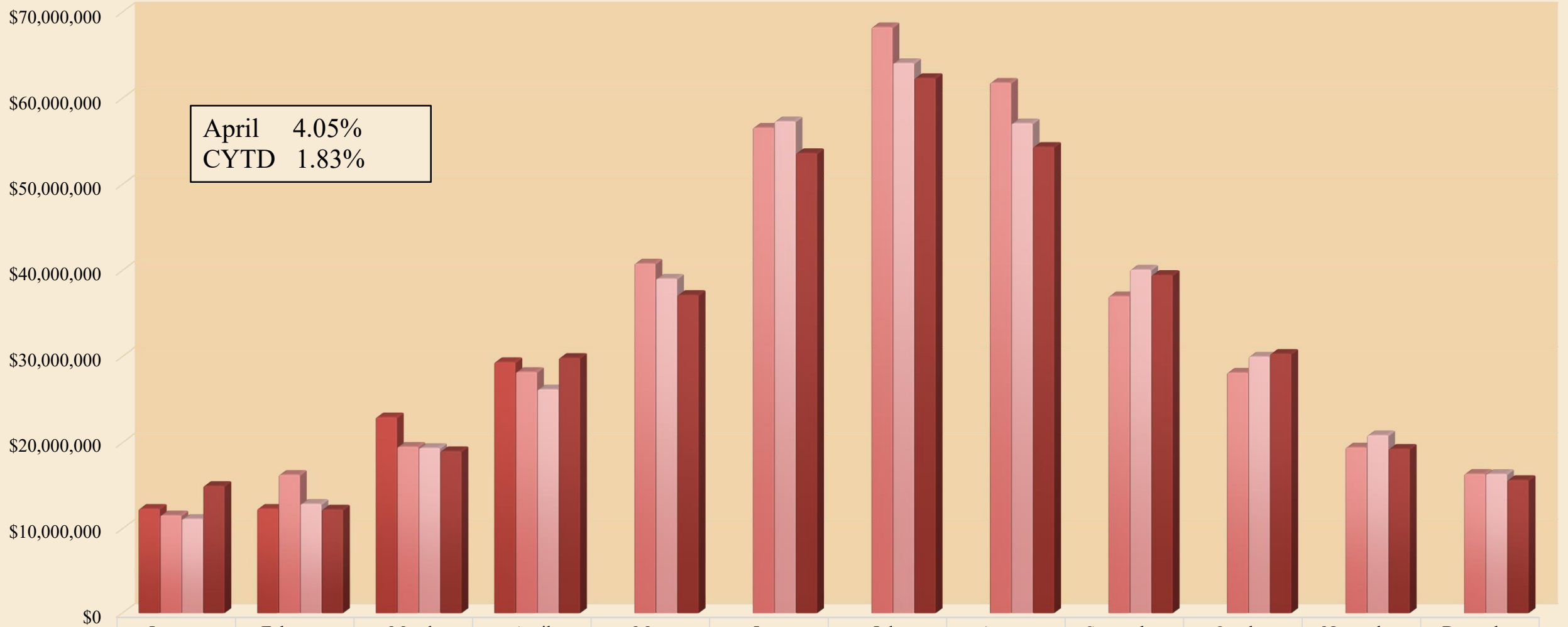
Clerk, Dare County Tourism Board

Occupancy Collections



	January	February	March	April	May	June	July	August	September	October	November	December
■ 2026	17,172,443	14,012,177	23,981,414	39,635,936								
■ 2025	16,704,519	15,106,523	23,315,703	39,811,889	67,926,280	145,610,175	187,476,603	162,043,637	63,541,209	32,586,097	20,782,408	10,776,144
■ 2024	15,588,394	15,256,753	23,855,777	33,495,901	57,369,540	162,956,697	181,861,471	157,867,180	70,396,614	36,914,698	17,709,005	12,869,300
■ 2023	32,326,040	17,078,293	22,911,263	43,812,778	61,544,693	137,311,567	215,518,673	148,053,622	79,777,957	35,908,020	18,220,059	13,534,535

Meals Collections



	January	February	March	April	May	June	July	August	September	October	November	December
2026	12,363,704	12,365,886	22,987,799	29,389,487								
2025	11,603,500	16,306,677	19,564,191	28,246,857	40,836,160	56,609,219	68,267,572	61,828,174	37,038,765	28,168,549	19,484,587	16,413,185
2024	11,179,366	12,929,929	19,422,840	26,222,012	39,078,063	57,344,840	64,106,859	57,116,087	40,124,326	30,027,178	20,897,820	16,400,335
2023	15,014,241	12,282,779	19,052,221	29,882,256	37,191,059	53,653,158	62,371,753	54,381,491	39,511,303	30,360,180	19,332,007	15,703,818

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2025-2026**

FISCAL YEAR		PROJECTED	ACTUAL	+/- \$	+/- %
		FY 25-26	FY 25-26		
<i>JUNE EARNED</i>	OCCUPANCY	\$1,226,635.00	\$1,450,607.44	\$223,972.44	18.26%
<u>JULY RECEIVED</u>	MEALS	<u>\$466,295.00</u>	<u>\$551,414.92</u>	<u>\$85,119.92</u>	<u>18.25%</u>
		\$1,692,930.00	\$2,002,022.36	\$309,092.36	18.26%
<i>JULY EARNED</i>	OCCUPANCY	\$1,625,035.00	\$1,866,611.91	\$241,576.91	14.87%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$501,445.00</u>	<u>\$684,936.42</u>	<u>\$183,491.42</u>	<u>36.59%</u>
		\$2,126,480.00	\$2,551,548.33	\$425,068.33	19.99%
<i>AUGUST EARNED</i>	OCCUPANCY	\$1,442,235.00	\$1,614,448.01	\$172,213.01	11.94%
<u>SEPT RECEIVED</u>	MEALS	<u>\$463,690.00</u>	<u>\$568,885.93</u>	<u>\$105,195.93</u>	<u>22.69%</u>
		\$1,905,925.00	\$2,183,333.94	\$277,408.94	14.56%
<i>SEPTEMBER EARNED</i>	OCCUPANCY	\$602,005.00	\$631,576.47	\$29,571.47	4.91%
<u>OCT RECEIVED</u>	MEALS	<u>\$316,665.00</u>	<u>\$361,071.37</u>	<u>\$44,406.37</u>	<u>14.02%</u>
		\$918,670.00	\$992,647.84	\$73,977.84	8.05%
<i>OCTOBER EARNED</i>	OCCUPANCY	\$280,275.00	\$321,776.62	\$41,501.62	14.81%
<u>NOV RECEIVED</u>	MEALS	<u>\$227,335.00</u>	<u>\$285,409.89</u>	<u>\$58,074.89</u>	<u>25.55%</u>
		\$507,610.00	\$607,186.51	\$99,576.51	19.62%
<i>NOVEMBER EARNED</i>	OCCUPANCY	\$130,870.00	\$193,569.46	\$62,699.46	47.91%
<u>DEC RECEIVED</u>	MEALS	<u>\$144,405.00</u>	<u>\$192,890.15</u>	<u>\$48,485.15</u>	<u>33.58%</u>
		\$275,275.00	\$386,459.61	\$111,184.61	40.39%
<i>DECEMBER EARNED</i>	OCCUPANCY	\$87,520.00	\$119,182.05	\$31,662.05	36.18%
<u>JAN RECEIVED</u>	MEALS	<u>\$124,910.00</u>	<u>\$157,655.93</u>	<u>\$32,745.93</u>	<u>26.22%</u>
		\$212,430.00	\$276,837.98	\$64,407.98	30.32%
<i>JANUARY EARNED</i>	OCCUPANCY	\$163,825.00	\$168,074.56	\$4,249.56	2.59%
<u>FEB RECEIVED</u>	MEALS	<u>\$93,120.00</u>	<u>\$110,890.55</u>	<u>\$17,770.55</u>	<u>19.08%</u>
		\$256,945.00	\$278,965.11	\$22,020.11	8.57%
<i>FEBRUARY EARNED</i>	OCCUPANCY	\$137,840.00	\$141,327.66	\$3,487.66	2.53%
<u>MARCH RECEIVED</u>	MEALS	<u>\$104,350.00</u>	<u>\$115,374.97</u>	<u>\$11,024.97</u>	<u>10.57%</u>
		\$242,190.00	\$256,702.63	\$14,512.63	5.99%
<i>MARCH EARNED</i>	OCCUPANCY	\$168,990.00	\$238,093.15	\$69,103.15	40.89%
<u>APRIL RECEIVED</u>	MEALS	<u>\$155,745.00</u>	<u>\$203,062.59</u>	<u>\$47,317.59</u>	<u>30.38%</u>
		\$324,735.00	\$441,155.74	\$116,420.74	35.85%
<i>APRIL EARNED</i>	OCCUPANCY	\$325,815.00	\$396,611.65	\$70,796.65	21.73%
<u>MAY RECEIVED</u>	MEALS	<u>\$224,735.00</u>	<u>\$294,200.77</u>	<u>\$69,465.77</u>	<u>30.91%</u>
		\$550,550.00	\$690,812.42	\$140,262.42	25.48%
<i>MAY EARNED</i>	OCCUPANCY	\$409,000.00	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$275,815.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$684,815.00	\$0.00	\$0.00	0.00%
TOTALS	OCCUPANCY	\$6,191,045.00	\$7,141,878.98	\$950,833.98	15.36%
TO-DATE	MEALS	<u>\$2,822,695.00</u>	<u>\$3,525,793.49</u>	<u>\$703,098.49</u>	<u>24.91%</u>
		\$9,013,740.00	\$10,667,672.47	\$1,653,932.47	18.35%
TOTAL	OCCUPANCY	\$6,600,045.00			
PROJECTED	MEALS	<u>\$3,098,510.00</u>			
2025-2026		\$9,698,555.00			

CALENDAR YEAR RECEIPTS 2025-2026		ACTUAL 2026	ACTUAL 2025	+/- \$	+/- %
<i>DECEMBER EARNED</i>					
<u>JAN RECEIVED</u>	OCCUPANCY	\$126,884.25	\$119,182.05	(\$7,702.20)	-6.07%
	MEALS	<u>\$154,314.62</u>	<u>\$157,655.93</u>	<u>\$3,341.31</u>	<u>2.17%</u>
		\$281,198.87	\$276,837.98	(\$4,360.89)	-1.55%
<i>JANUARY EARNED</i>					
<u>FEB RECEIVED</u>	OCCUPANCY	\$164,923.75	\$168,074.56	\$3,150.81	1.91%
	MEALS	<u>\$106,310.86</u>	<u>\$110,890.55</u>	<u>\$4,579.69</u>	<u>4.31%</u>
		\$271,234.61	\$278,965.11	\$7,730.50	2.85%
<i>FEBRUARY EARNED</i>					
<u>MARCH RECEIVED</u>	OCCUPANCY	\$150,015.31	\$141,327.66	(\$8,687.65)	-5.79%
	MEALS	<u>\$161,621.93</u>	<u>\$115,374.97</u>	<u>(\$46,246.96)</u>	<u>-28.61%</u>
		\$311,637.24	\$256,702.63	(\$54,934.61)	-17.63%
<i>MARCH EARNED</i>					
<u>APRIL RECEIVED</u>	OCCUPANCY	\$232,103.47	\$238,093.15	\$5,989.68	2.58%
	MEALS	<u>\$191,555.30</u>	<u>\$203,062.59</u>	<u>\$11,507.29</u>	<u>6.01%</u>
		\$423,658.77	\$441,155.74	\$17,496.97	4.13%
<i>APRIL EARNED</i>					
<u>MAY RECEIVED</u>	OCCUPANCY	\$394,366.90	\$396,611.65	\$2,244.75	0.57%
	MEALS	<u>\$282,450.37</u>	<u>\$294,200.77</u>	<u>\$11,750.40</u>	<u>4.16%</u>
		\$676,817.27	\$690,812.42	\$13,995.15	2.07%
<i>MAY EARNED</i>					
<u>JUNE RECEIVED</u>	OCCUPANCY	\$673,127.37	\$0.00	\$0.00	0.00%
	MEALS	<u>\$407,160.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,080,288.32	\$0.00	\$0.00	0.00%
<i>JUNE EARNED</i>					
<u>JULY RECEIVED</u>	OCCUPANCY	\$1,450,607.44	\$0.00	\$0.00	0.00%
	MEALS	<u>\$551,414.92</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$2,002,022.36	\$0.00	\$0.00	0.00%
<i>JULY EARNED</i>					
<u>AUGUST RECEIVED</u>	OCCUPANCY	\$1,866,611.91	\$0.00	\$0.00	0.00%
	MEALS	<u>\$684,936.42</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$2,551,548.33	\$0.00	\$0.00	0.00%
<i>AUGUST EARNED</i>					
<u>SEPT RECEIVED</u>	OCCUPANCY	\$1,614,448.01	\$0.00	\$0.00	0.00%
	MEALS	<u>\$568,885.93</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$2,183,333.94	\$0.00	\$0.00	0.00%
<i>SEPTEMBER EARNED</i>					
<u>OCT RECEIVED</u>	OCCUPANCY	\$631,576.47	\$0.00	\$0.00	0.00%
	MEALS	<u>\$361,071.37</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$992,647.84	\$0.00	\$0.00	0.00%
<i>OCTOBER EARNED</i>					
<u>NOV RECEIVED</u>	OCCUPANCY	\$321,776.62	\$0.00	\$0.00	0.00%
	MEALS	<u>\$285,409.89</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$607,186.51	\$0.00	\$0.00	0.00%
<i>NOVEMBER EARNED</i>					
<u>DEC RECEIVED</u>	OCCUPANCY	\$193,569.46	\$0.00	\$0.00	0.00%
	MEALS	<u>\$192,890.15</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$386,459.61	\$0.00	\$0.00	0.00%
Total To Date	OCCUPANCY	\$1,068,293.68	\$1,063,289.07	(\$5,004.61)	-0.47%
	Meals	<u>\$896,253.08</u>	<u>\$881,184.81</u>	<u>(\$15,068.27)</u>	<u>-1.68%</u>
		\$1,964,546.76	\$1,944,473.88	(\$20,072.88)	-1.02%
Total for Year	OCCUPANCY	\$7,820,010.96			
	MEALS	<u>\$3,948,022.71</u>			
		\$11,768,033.67			

OCCUPANCY & MEALS FY 2025-2026

ACTUAL RECEIPTS

FISCAL YEAR RECEIPTS		ACTUAL FY 24-25	ACTUAL FY 25-26	+/- \$	+/- %
<u>JUNE EARNED</u>	OCCUPANCY	\$1,633,431.36	\$1,450,607.44	(\$182,823.92)	-11.19%
<u>JULY RECEIVED</u>	MEALS	<u>\$557,765.57</u>	<u>\$551,414.92</u>	<u>(\$6,350.65)</u>	<u>-1.14%</u>
		\$2,191,196.93	\$2,002,022.36	(\$189,174.57)	-8.63%
<u>JULY EARNED</u>	OCCUPANCY	\$1,813,246.38	\$1,866,611.91	\$53,365.53	2.94%
<u>AUGUST RECEIVED</u>	MEALS	<u>\$634,476.85</u>	<u>\$684,936.42</u>	<u>\$50,459.57</u>	<u>7.95%</u>
		\$2,447,723.23	\$2,551,548.33	\$103,825.10	4.24%
<u>AUGUST EARNED</u>	OCCUPANCY	\$1,474,621.15	\$1,614,448.01	\$139,826.86	9.48%
<u>SEPT RECEIVED</u>	MEALS	<u>\$553,576.05</u>	<u>\$568,885.93</u>	<u>\$15,309.88</u>	<u>2.77%</u>
		\$2,028,197.20	\$2,183,333.94	\$155,136.74	7.65%
<u>SEPTEMBER EARNED</u>	OCCUPANCY	\$799,304.15	\$631,576.47	(\$167,727.68)	-20.98%
<u>OCT RECEIVED</u>	MEALS	<u>\$388,697.83</u>	<u>\$361,071.37</u>	<u>(\$27,626.46)</u>	<u>-7.11%</u>
		\$1,188,001.98	\$992,647.84	(\$195,354.14)	-16.44%
<u>OCTOBER EARNED</u>	OCCUPANCY	\$362,802.33	\$321,776.62	(\$41,025.71)	-11.31%
<u>NOV RECEIVED</u>	MEALS	<u>\$283,327.98</u>	<u>\$285,409.89</u>	<u>\$2,081.91</u>	<u>0.73%</u>
		\$646,130.31	\$607,186.51	(\$38,943.80)	-6.03%
<u>NOVEMBER EARNED</u>	OCCUPANCY	\$174,684.35	\$193,569.46	\$18,885.11	10.81%
<u>DEC RECEIVED</u>	MEALS	<u>\$190,430.48</u>	<u>\$192,890.15</u>	<u>\$2,459.67</u>	<u>1.29%</u>
		\$365,114.83	\$386,459.61	\$21,344.78	5.85%
<u>DECEMBER EARNED</u>	OCCUPANCY	\$126,884.25	\$119,182.05	(\$7,702.20)	-6.07%
<u>JAN RECEIVED</u>	MEALS	<u>\$154,314.62</u>	<u>\$157,655.93</u>	<u>\$3,341.31</u>	<u>2.17%</u>
		\$281,198.87	\$276,837.98	(\$4,360.89)	-1.55%
<u>JANUARY EARNED</u>	OCCUPANCY	\$164,923.75	\$168,074.56	\$3,150.81	1.91%
<u>FEB RECEIVED</u>	MEALS	<u>\$106,310.86</u>	<u>\$110,890.55</u>	<u>\$4,579.69</u>	<u>4.31%</u>
		\$271,234.61	\$278,965.11	\$7,730.50	2.85%
<u>FEBRUARY EARNED</u>	OCCUPANCY	\$150,015.31	\$141,327.66	(\$8,687.65)	-5.79%
<u>MARCH RECEIVED</u>	MEALS	<u>\$161,621.93</u>	<u>\$115,374.97</u>	<u>(\$46,246.96)</u>	<u>-28.61%</u>
		\$311,637.24	\$256,702.63	(\$54,934.61)	-17.63%
<u>MARCH EARNED</u>	OCCUPANCY	\$232,103.47	\$238,093.15	\$5,989.68	2.58%
<u>APRIL RECEIVED</u>	MEALS	<u>\$191,555.30</u>	<u>\$203,062.59</u>	<u>\$11,507.29</u>	<u>6.01%</u>
		\$423,658.77	\$441,155.74	\$17,496.97	4.13%
<u>APRIL EARNED</u>	OCCUPANCY	\$394,366.90	\$396,611.65	\$2,244.75	0.57%
<u>MAY RECEIVED</u>	MEALS	<u>\$282,450.37</u>	<u>\$294,200.77</u>	<u>\$11,750.40</u>	<u>4.16%</u>
		\$676,817.27	\$690,812.42	\$13,995.15	2.07%
<u>MAY EARNED</u>	OCCUPANCY	\$673,127.37	\$0.00	\$0.00	0.00%
<u>JUNE RECEIVED</u>	MEALS	<u>\$407,160.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00%</u>
		\$1,080,288.32	\$0.00	\$0.00	0.00%
	OCCUPANCY	\$7,326,383.40	\$7,141,878.98	(\$184,504.42)	-2.52%
TOTAL TO DATE	MEALS	<u>\$3,504,527.84</u>	<u>\$3,525,793.49</u>	<u>\$21,265.65</u>	<u>0.61%</u>
		\$10,830,911.24	\$10,667,672.47	(\$163,238.77)	-1.51%
TOTAL	OCCUPANCY	\$7,999,510.77			
ACTUAL	MEALS	<u>\$3,911,688.79</u>			
2024-2025		\$11,911,199.56			

Dare County Gross Collections on Retail Sales

	2026	2025	2024	2023	2022	2021	2020	Variance 2026-2025	Percent Change
January	5,824,657	5,799,343	5,373,347	5,498,489	5,359,454	4,657,080	3,809,146	25,314	0.44%
February	5,080,467	4,761,493	5,519,719	5,720,632	5,088,542	4,749,304	3,323,370	318,974	6.70%
March	4,571,835	4,435,585	4,732,495	4,840,202	4,719,805	4,162,193	3,077,829	136,250	3.07%
April		6,604,107	6,491,694	6,631,823	6,393,489	6,474,307	3,465,302		0.00%
May		8,212,996	7,599,155	8,187,759	9,057,618	7,933,574	2,728,392		0.00%
June		10,324,021	9,914,654	10,047,125	10,023,252	10,165,581	5,686,714		0.00%
July		16,760,325	16,863,177	15,882,323	15,463,045	14,146,535	12,370,251		0.00%
August		18,233,983	18,026,141	19,353,849	17,642,098	16,810,430	13,794,215		0.00%
September		16,104,199	15,730,067	15,385,152	15,470,465	14,558,020	12,478,041		0.00%
October		10,252,799	10,447,815	11,213,371	10,371,192	10,366,595	9,103,596		0.00%
November		7,449,298	7,638,058	7,800,451	7,843,407	7,717,041	6,925,862		0.00%
December		5,821,889	5,690,111	6,078,081	6,006,535	5,741,952	5,029,105		0.00%
YTD	15,476,959	14,996,421	15,625,561	16,059,323	15,167,801	13,568,577	10,210,345	480,538	3.20%
TOTAL	15,476,959	114,760,038	114,026,433	116,639,257	113,438,902	107,482,612	81,791,823		
YTD % Change	3.20%	-4.03%	-2.70%	5.88%	11.79%	32.89%	8.90%		
Total % Change	3.20%	0.64%	-2.24%	2.82%	5.54%	31.41%	4.27%		

Outer Banks Visitors Bureau														
Gross Occupancy Summary														
2013-2026														
	2026	2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
January	17,172,443	16,704,519	15,588,394	32,326,040	32,129,068	22,515,577	8,223,680	6,272,045	7,115,084	7,131,148	6,278,051	5,968,549	4,638,247	5,037,412
February	14,012,177	15,106,523	15,256,753	17,078,293	17,071,361	16,833,409	6,788,236	6,004,609	5,205,555	4,938,755	3,599,607	3,283,399	2,946,032	2,968,109
March	23,981,414	23,315,703	23,855,777	22,911,263	22,897,441	28,050,784	3,538,436	9,370,541	9,356,430	7,159,836	7,924,692	5,399,408	5,159,003	6,338,567
April	39,635,936	39,811,889	33,495,901	43,812,778	45,219,347	39,424,885	715,316	22,183,138	18,054,916	19,822,692	13,435,059	12,880,393	13,868,051	10,858,691
May		67,926,280	57,369,540	61,544,693	67,998,385	71,629,217	28,192,673	36,428,842	32,964,383	32,005,253	29,786,428	29,618,042	27,441,496	23,051,832
June		145,610,175	162,956,697	137,311,567	136,993,703	127,947,319	103,467,906	102,003,266	94,643,779	79,240,527	74,166,862	78,981,510	77,865,332	74,033,596
July		187,476,603	181,861,471	215,518,673	203,794,691	159,994,974	152,256,684	110,890,945	134,391,620	140,228,393	130,768,381	110,515,903	108,283,329	110,660,664
August		162,043,637	157,867,180	148,053,622	142,641,161	158,280,320	139,737,864	138,805,084	108,717,337	102,930,101	107,787,704	114,304,339	107,054,063	99,755,506
September		63,541,209	70,396,614	79,777,957	73,185,366	73,112,498	63,775,711	45,403,850	48,791,548	48,338,071	45,666,221	44,596,605	39,762,332	37,881,607
October		32,586,097	36,914,698	35,908,020	43,568,138	43,787,109	41,364,509	22,618,642	22,503,851	21,974,957	20,839,990	19,011,742	17,273,123	15,573,451
November		20,782,408	17,709,005	18,220,059	18,554,321	11,394,032	17,053,031	11,523,953	9,965,662	10,734,352	9,132,785	7,573,884	6,873,710	6,118,063
December		10,776,144	12,869,300	13,534,535	10,195,045	18,096,294	11,266,628	6,505,201	4,706,348	4,815,968	3,624,331	3,498,490	3,058,680	4,446,831
YTD Total	94,801,970	94,938,634	88,196,825	116,128,374	117,317,217	106,824,655	19,265,668	43,830,333	39,731,985	39,052,431	31,237,409	27,531,749	26,611,333	25,202,779
Total	94,801,970	785,681,187	786,141,330	825,997,500	814,248,027	771,066,418	576,380,674	518,010,116	496,416,513	479,320,053	453,010,111	435,632,264	414,223,398	396,724,329
YTD % Change	-0.14%	7.64%	-24.05%	-1.01%	9.82%	454.48%	-56.04%	10.31%	1.74%	25.02%	13.46%	3.46%	5.59%	-5.77%
Total % Change	-0.14%	-0.06%	-4.83%	1.44%	5.60%	33.78%	11.27%	4.35%	3.57%	5.81%	3.99%	5.17%	4.41%	3.00%
Month Increase/Decrease	-0.44%	-2.26%	4.12%	0.06%	-18.37%	692.75%	-62.24%	0.15%	30.68%	-9.65%	46.77%	4.66%	-18.61%	16.29%
Increase(Decrease)/Qtr														
Qtr 1 (Dec-Feb)	-6.09%	0.68%	-25.54%	-11.44%	32.96%	135.23%	26.70%	-0.90%	9.19%	17.33%	8.66%	2.32%	8.75%	5.87%
Qtr 2 (Mar-May)	0.78%	14.24%	-10.56%	-5.76%	-2.15%	328.72%	-52.27%	12.60%	2.35%	15.33%	6.78%	3.08%	15.45%	-6.38%
Qtr 3 (June-Aug)		-1.50%	0.36%	3.61%	8.34%	12.84%	12.44%	4.13%	4.76%	3.09%	2.94%	3.61%	3.08%	5.37%
Qtr 4 (Sept-Nov)		-6.49%	-6.64%	-1.04%	5.47%	4.99%	53.61%	-2.11%	0.26%	7.15%	6.26%	11.38%	7.28%	-3.40%
Note: Easter was in March for 2013, 2016, 2024. Easter in April for 2014, 2015, 2017, April 1, 2018, 2019, 2020, 2021, 2022, 2023, 2025														
For July 2016, 2017, 2021, 2022, 2023 there were 5 weekends and four in August 2016, 2017, 2021, 2022, 2023. There were 5 weekends in August 2015, 2019, 2020, 2024, 2025 and 4 weekends in July 2015, 2019, 2020, 2024, 2025														
For June 2013, 2018, 2019, 2024, there were 5 weekends and four in July 2013, 2018, 2019, 2024														
Hurricane Arthur struck on July 4, 2014.														
For September 2015, the county received a settlement of gross OTC funds in the amount of approximately \$2,100,000.														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered, but flooding occurred.														
For September 2018, a business reported duplicate filings in the amount of \$337,882 and was issued a refund.														
For April 2019, a business reported back filings in Manteo B&B of approximately \$670,000														
For August 2019, approximately \$19.3 million is attributable to July. About \$18 million is real estate and \$926,000 hotel/motel. If added to July, July is a decrease of about 3% and August an increase of about 10%														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Reopen May 16, 2020														
For July 2021, there is \$12,000,000 in gross receipts that were received late and will be posted in August 2021. Adding the additional revenue is a monthly increase of 13% for July. Adjusted August would be an increase of 4.7%														
For December 2021, there is \$7,600,000 in gross receipts that were late and should be November 2021 receipts. Adding the additional revenue is a monthly increase of 11% for November. Adjusted December would be a decrease of 7%														
For March 2022, B&B reported gross sales of \$86,862, however, there were prior year adjustments for AirBNB double payments of -\$93,356 so March shows a net negative figure														
For December 2023, there was approximately \$2.5 million reported that should have been recorded in October. It was from Hatteras Island. Adjusted December would be an increase of 8%														
Hurricane Erin mandatory evacuation for Hatteras Island August 19-25, 2025.														
Federal Government shutdown from October 1, 2025-November 12, 2025														

Outer Banks Visitors Bureau
Gross Occupancy by Class 2022-2026

	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026
	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	33,385	85,050	10,819	15,970	2,736	177,093	15,667	6,337	8,958	10,211	65,334	51,898	49,099	30,440	73,814
February	88,113	68,535	227,405	27,896	20,216	180,687	21,786	19,282	15,757	13,055	71,244	54,275	51,908	28,248	46,327
March	-6,494	122,945	65,282	104,135	83,344	414,682	159,347	135,076	166,614	114,229	136,291	117,052	143,712	115,952	104,693
April	260,362	186,041	55,545	163,901	30,653	1,294,819	454,658	296,019	356,216	378,027	326,574	298,479	279,005	292,901	260,538
May	285,411	262,423	160,661	136,494		1,046,309	571,317	587,641	659,836		530,590	410,132	532,707	558,835	
June	330,644	353,506	326,158	366,804		1,770,185	1,305,653	1,018,049	940,440		833,391	705,955	1,003,815	988,286	
July	595,516	427,557	325,951	306,173		1,860,733	1,284,313	974,783	1,005,985		1,166,419	936,181	1,035,089	947,717	
August	383,480	306,695	215,521	207,441		1,415,619	813,582	756,020	678,523		778,232	691,547	878,291	1,076,140	
September	240,314	188,170	141,952	100,985		888,980	551,520	387,637	385,917		610,925	552,665	569,120	446,843	
October	237,302	115,799	105,808	149,704		438,511	368,819	341,105	345,057		357,764	356,835	394,962	282,685	
November	77,421	36,929	175,772	77,173		176,484	148,581	122,665	104,449		79,095	142,803	161,350	128,945	
December	28,424	43,635	19,425	25,544		-5,128	37,898	38,230	40,564		187,222	68,890	89,811	71,010	
<i>YTD Totals</i>	<i>375,366</i>	<i>462,571</i>	<i>359,051</i>	<i>311,902</i>	<i>136,949</i>	<i>2,067,281</i>	<i>651,458</i>	<i>456,714</i>	<i>547,545</i>	<i>515,522</i>	<i>599,443</i>	<i>521,704</i>	<i>523,724</i>	<i>467,541</i>	<i>485,372</i>
Total	2,553,878	2,197,285	1,830,299	1,682,220	136,949	9,658,974	5,733,141	4,682,844	4,708,316	515,522	5,143,081	4,386,712	5,188,869	4,968,002	485,372

Month Increase	0.45%	-28.55%	-70.14%	195.08%	-81.30%	4.78%	-64.89%	-34.89%	20.34%	6.12%	-19.30%	-8.60%	-6.52%	4.98%	-11.05%
<i>YTD Increase</i>	<i>-27.79%</i>	<i>23.23%</i>	<i>-22.38%</i>	<i>-13.13%</i>	<i>-56.09%</i>	<i>-10.46%</i>	<i>-68.49%</i>	<i>-29.89%</i>	<i>19.89%</i>	<i>-5.85%</i>	<i>-22.35%</i>	<i>-12.97%</i>	<i>0.39%</i>	<i>-10.73%</i>	<i>3.81%</i>
Total Year Increa	-19.71%	-13.96%	-16.70%	-8.09%		-37.76%	-40.64%	-18.32%	0.54%		-7.40%	-14.71%	18.29%	-4.26%	

Outer Banks VisitoOuter Banks Visitors Bureau
 Gross Occupancy by Class 2022-2026

	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026
	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Motel/ Hotel	Online Travel OTC *	Online Travel OTC *	Online Travel OTC *	Online Travel OTC *	Online Travel OTC *	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies	Property Management Agencies
January	1,643,048	1,933,579	1,786,856	1,553,861	1,991,284	149,571	159,300	175,273	172,366	220,915	30,139,025	30,132,778	13,694,264	15,013,283	15,090,910
February	2,126,093	2,107,700	2,053,498	1,662,483	1,330,427	228,025	311,380	263,344	195,853	181,281	14,518,460	14,706,513	12,810,769	13,292,540	12,468,253
March	3,943,594	4,072,116	3,786,471	3,572,007	3,801,907	458,768	521,683	552,764	468,496	608,899	18,269,896	18,236,039	19,526,776	19,237,216	19,676,144
April	8,104,880	8,083,416	6,144,929	6,715,530	7,062,826	970,654	1,063,464	768,762	991,981	1,220,530	35,002,625	34,488,045	26,505,952	32,065,519	31,607,099
May	10,324,362	10,518,694	10,856,653	9,920,950		1,151,529	1,247,200	1,370,448	1,408,566		55,576,157	49,509,116	45,021,825	56,351,492	
June	16,192,842	16,054,375	16,657,173	14,631,660		1,801,287	2,070,056	2,317,315	2,302,209		117,473,065	118,553,305	143,504,873	128,213,107	
July	20,666,774	21,259,405	19,613,048	16,860,893		2,397,468	2,892,211	2,786,075	3,058,913		178,978,115	191,239,034	159,461,002	167,853,779	
August	16,657,613	16,564,558	15,531,262	15,399,929		2,079,173	2,423,773	2,309,637	2,745,138		122,930,026	129,365,315	140,143,571	144,204,919	
September	11,442,403	11,573,148	9,698,706	8,601,712		1,254,083	1,422,871	1,168,599	1,168,737		59,777,401	66,745,205	59,326,136	53,746,807	
October	7,109,786	7,072,350	6,723,465	6,004,388		637,398	737,809	760,668	753,438		35,292,753	27,840,006	29,135,862	25,783,760	
November	3,118,187	2,970,668	3,216,590	2,724,077		301,371	336,909	356,440	350,871		14,980,559	14,816,354	13,895,505	17,406,175	
December	1,900,473	2,050,618	1,817,251	1,753,979		234,745	316,867	256,241	260,866		7,958,228	11,239,061	10,790,116	8,779,937	
<i>YTD Totals</i>	<i>15,817,615</i>	<i>16,196,811</i>	<i>13,771,754</i>	<i>13,503,881</i>	<i>14,186,444</i>	<i>1,807,018</i>	<i>2,055,827</i>	<i>1,760,143</i>	<i>1,828,696</i>	<i>2,231,625</i>	<i>97,930,006</i>	<i>97,563,375</i>	<i>72,537,761</i>	<i>79,608,558</i>	<i>78,842,406</i>
Total	103,230,055	104,260,627	97,885,902	89,401,469	14,186,444	11,664,072	13,503,523	13,085,566	13,877,434	2,231,625	690,896,310	706,870,771	673,816,651	681,948,534	78,842,406
Month Increase	9.95%	-0.26%	-23.98%	9.29%	5.17%	40.59%	9.56%	-27.71%	29.04%	23.04%	17.59%	-1.47%	-23.14%	20.97%	-1.43%
<i>YTD Increase</i>	<i>7.19%</i>	<i>2.40%</i>	<i>-14.97%</i>	<i>-1.95%</i>	<i>5.05%</i>	<i>33.98%</i>	<i>13.77%</i>	<i>-14.38%</i>	<i>3.89%</i>	<i>22.03%</i>	<i>11.87%</i>	<i>-0.37%</i>	<i>-25.65%</i>	<i>9.75%</i>	<i>-0.96%</i>
Total Year Increa	-5.82%	1.00%	-6.11%	-8.67%		2.09%	15.77%	-3.10%	6.05%		9.13%	2.31%	-4.68%	1.21%	

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

Outer Banks VisitoOuter Banks Visitors Bureau
 Gross Occupancy tGross Occupancy by Class 2022-2026

	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026	2022	2023	2024	2025	2026
	Other	Other	Other	Other	Other										
	Rental	Rental	Rental	Rental	Rental	Tmsshr	Tmsshr	Tmsshr	Tmsshr	Tmsshr	Total	Total	Total	Total	Total
	Properties**	Properties**	Properties**	Properties**	Properties**										
January	10,640,444	10,970,042	10,903,039	12,620,563	12,440,701	71,183	107,068	41,019	82,007	3,488	32,129,068	32,326,040	15,588,394	16,704,519	17,172,443
February	9,964,265	9,901,463	11,277,328	11,566,055	11,371,268	86,764	119,484	93,891	79,599	133,899	17,071,361	17,078,293	15,256,753	15,106,523	14,012,177
March	11,694,833	11,682,633	12,948,689	14,934,113	15,260,902	139,472	203,764	198,460	119,779	201,097	22,897,441	22,911,263	23,855,777	23,315,703	23,981,414
April	11,767,660	12,328,326	12,894,732	14,964,964	16,000,810	230,087	302,139	214,451	217,822	296,793	45,219,347	43,812,778	33,495,901	39,811,889	39,635,936
May	12,431,457	12,627,627	14,583,119	17,892,737		235,556	273,011	210,053	298,673		67,998,385	61,544,693	57,369,540	67,926,280	0
June	18,707,648	18,477,129	22,241,837	23,617,435		393,576	338,773	446,629	469,878		136,993,703	137,311,567	162,956,697	145,610,175	0
July	22,972,242	23,810,322	22,754,381	24,609,036		527,134	372,183	451,598	502,056		203,794,691	215,518,673	181,861,471	187,476,603	0
August	17,820,645	17,510,657	19,451,549	19,549,812		476,191	311,925	342,515	476,685		142,641,161	148,053,622	157,867,180	162,043,637	0
September	9,589,739	9,771,123	9,129,130	9,255,453		225,343	167,249	273,063	258,945		73,185,366	79,777,957	70,396,614	63,541,209	0
October	5,954,385	5,629,110	6,096,788	5,684,081		132,022	154,211	213,496	20,503		43,568,138	35,908,020	36,914,698	32,586,097	0
November	4,271,270	4,234,311	4,701,162	4,917,339		122,575	104,724	137,123	341,589		18,554,321	18,220,059	17,709,005	20,782,408	0
December	3,945,571	4,807,160	5,507,905	5,259,066		125,826	94,433	114,467	105,110		10,195,045	13,534,535	12,869,300	10,776,144	0
<i>YTD Totals</i>	<i>44,067,202</i>	<i>44,882,464</i>	<i>48,023,788</i>	<i>54,085,695</i>	<i>55,073,681</i>	<i>527,506</i>	<i>732,455</i>	<i>547,821</i>	<i>499,207</i>	<i>635,277</i>	<i>117,317,217</i>	<i>116,128,374</i>	<i>88,196,825</i>	<i>94,938,634</i>	<i>94,801,970</i>
Total	139,760,159	141,749,903	152,489,659	164,870,654	55,073,681	2,765,729	2,548,964	2,736,765	2,972,646	635,277	814,248,027	825,997,500	786,141,330	785,681,187	94,801,970

Month Increase	-1.10%	4.76%	4.59%	16.05%	6.92%	-40.56%	31.32%	-29.02%	1.57%	36.25%	14.70%	-3.11%	-23.55%	18.86%	-0.44%
<i>YTD Increase</i>	3.49%	1.85%	7.00%	12.62%	1.83%	-43.36%	38.85%	-25.21%	-8.87%	27.26%	9.82%	-1.01%	-24.05%	7.64%	-0.14%
Total Year Increa	10.39%	1.42%	7.58%	8.12%		-33.15%	-7.84%	7.37%	8.62%		5.60%	1.44%	-4.83%	-0.06%	

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

DARE COUNTY GROSS OCCUPANCY BY DISTRICT															
	2026	2025	% Increase	2026	2025	% Increase	2026	2025	% Increase	2026	2025	% Increase	YTD 2026	YTD 2025	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE	697,304	697,511	-0.03%	554,905	546,021	1.63%	854,681	740,319	15.45%	1,354,672	1,294,321	4.66%	3,461,562	3,278,172	5.59%
WAVES	173,180	214,763	-19.36%	158,806	155,732	1.97%	162,798	167,633	-2.88%	327,093	430,710	-24.06%	821,877	968,838	-15.17%
SALVO	250,891	284,708	-11.88%	187,656	180,180	4.15%	297,925	272,888	9.17%	732,290	898,594	-18.51%	1,468,762	1,636,370	-10.24%
AVON	468,212	468,623	-0.09%	275,115	354,945	-22.49%	600,846	736,818	-18.45%	1,606,711	1,874,393	-14.28%	2,950,884	3,434,779	-14.09%
BUXTON	177,806	167,545	6.12%	154,092	197,736	-22.07%	361,615	421,322	-14.17%	781,943	960,627	-18.60%	1,475,456	1,747,230	-15.55%
FRISCO	251,763	188,822	33.33%	203,730	146,012	39.53%	341,257	434,325	-21.43%	863,425	885,171	-2.46%	1,660,175	1,654,330	0.35%
HATTERAS	316,599	289,477	9.37%	270,933	216,580	25.10%	434,287	376,079	15.48%	1,129,412	1,117,346	1.08%	2,151,231	1,999,482	7.59%
TOTAL HATTERAS ISLAND	2,335,755	2,311,449	1.05%	1,805,237	1,797,206	0.45%	3,053,409	3,149,384	-3.05%	6,795,546	7,461,162	-8.92%	13,989,947	14,719,201	-4.95%
NORTHERN BEACHES:															
DUCK	2,146,838	1,687,839	27.19%	1,555,448	1,336,237	16.41%	2,537,393	2,226,448	13.97%	4,874,938	4,321,909	12.80%	11,114,617	9,572,433	16.11%
SOUTHERN SHORES	849,336	933,386	-9.00%	845,259	732,479	15.40%	1,287,042	1,041,751	23.55%	1,738,167	1,498,303	16.01%	4,719,804	4,205,919	12.22%
KITTY HAWK	1,622,746	1,784,054	-9.04%	1,645,736	1,772,695	-7.16%	2,634,520	2,589,708	1.73%	3,614,791	3,724,374	-2.94%	9,517,793	9,870,831	-3.58%
COLINGTON	22,769	7,043	223.29%	10,860	6,500	67.08%	24,003	22,902	4.81%	46,448	53,526	-13.22%	104,080	89,971	15.68%
KILL DEVIL HILLS	4,243,405	4,287,184	-1.02%	3,450,075	4,194,573	-17.75%	6,759,231	6,623,730	2.05%	10,100,997	10,257,649	-1.53%	24,553,708	25,363,136	-3.19%
NAGS HEAD	4,318,275	4,245,201	1.72%	3,325,113	3,643,885	-8.75%	5,102,374	5,304,906	-3.82%	8,853,407	9,481,722	-6.63%	21,599,169	22,675,714	-4.75%
TOTAL NORTHERN BEACHES	13,203,369	12,944,707	2.00%	10,832,491	11,686,369	-7.31%	18,344,563	17,809,445	3.00%	29,228,748	29,337,483	-0.37%	71,609,171	71,778,004	-0.24%
ROANOKE ISLAND:															
MANTEO-TOWN	277,974	388,834	-28.51%	285,100	368,023	-22.53%	537,040	572,397	-6.18%	796,188	826,260	-3.64%	1,896,302	2,155,514	-12.03%
RIM (ROANOKE ISL. MAINLAND)	1,134,430	887,163	27.87%	908,068	1,059,072	-14.26%	1,437,503	1,315,981	9.23%	1,594,924	1,195,003	33.47%	5,074,925	4,457,219	13.86%
TOTAL ROANOKE ISLAND	1,412,404	1,275,997	10.69%	1,193,168	1,427,095	-16.39%	1,974,543	1,888,378	4.56%	2,391,112	2,021,263	18.30%	6,971,227	6,612,733	5.42%
OTC UNATTRIBUTED	220,915	172,366	28.17%	181,281	195,853	-7.44%	608,899	468,496	29.97%	1,220,530	991,981	23.04%	2,231,625	1,828,696	22.03%
TOTAL	17,172,443	16,704,519	2.80%	14,012,177	15,106,523	-7.24%	23,981,414	23,315,703	2.86%	39,635,936	39,811,889	-0.44%	94,801,970	94,938,634	-0.14%

DARE COUNTY GROSS OCCUPANCY BY DISTRICT										
	2026	% OF	2026	% OF	2026	% OF	2026	% OF	2026	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	TOTAL	TOTAL
AVON	468,212	2.7%	275,115	2.0%	600,846	2.5%	1,606,711	4.1%	2,950,884	3.1%
BUXTON	177,806	1.0%	154,092	1.1%	361,615	1.5%	781,943	2.0%	1,475,456	1.6%
COLINGTON	22,769	0.1%	10,860	0.1%	24,003	0.1%	46,448	0.1%	104,080	0.1%
FRISCO	251,763	1.5%	203,730	1.5%	341,257	1.4%	863,425	2.2%	1,660,175	1.8%
HATTERAS	316,599	1.8%	270,933	1.9%	434,287	1.8%	1,129,412	2.8%	2,151,231	2.3%
KILL DEVIL HILLS	4,243,405	24.7%	3,450,075	24.6%	6,759,231	28.2%	10,100,997	25.5%	24,553,708	25.9%
KITTY HAWK	1,622,746	9.4%	1,645,736	11.7%	2,634,520	11.0%	3,614,791	9.1%	9,517,793	10.0%
MANTEO-TOWN	277,974	1.6%	285,100	2.0%	537,040	2.2%	796,188	2.0%	1,896,302	2.0%
NAGS HEAD	4,318,275	25.1%	3,325,113	23.7%	5,102,374	21.3%	8,853,407	22.3%	21,599,169	22.8%
RODANTHE	697,304	4.1%	554,905	4.0%	854,681	3.6%	1,354,672	3.4%	3,461,562	3.7%
SALVO	250,891	1.5%	187,656	1.3%	297,925	1.2%	732,290	1.8%	1,468,762	1.5%
WAVES	173,180	1.0%	158,806	1.1%	162,798	0.7%	327,093	0.8%	821,877	0.9%
SOUTHERN SHORES	849,336	4.9%	845,259	6.0%	1,287,042	5.4%	1,738,167	4.4%	4,719,804	5.0%
DUCK	2,146,838	12.5%	1,555,448	11.1%	2,537,393	10.6%	4,874,938	12.3%	11,114,617	11.7%
RIM (ROANOKE ISL. MAINI	1,134,430	6.6%	908,068	6.5%	1,437,503	6.0%	1,594,924	4.0%	5,074,925	5.4%
OTC UNATTRIBUTED	220,915	1.3%	181,281	1.3%	608,899	2.5%	1,220,530	3.1%	2,231,625	2.4%
TOTAL	17,172,443	100.0%	14,012,177	100.0%	23,981,414	100.0%	39,635,936	100.0%	94,801,970	100.0%

Outer Banks Visitors Bureau														
Gross Meals Summary														
2013-2026														
	2026	2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
January	12,363,704	11,603,500	11,179,366	15,014,241	10,601,001	10,669,210	9,567,693	9,232,116	6,630,060	6,907,169	6,951,100	7,366,165	6,423,044	5,737,827
February	12,365,886	16,306,677	12,929,929	12,282,779	13,854,379	9,647,064	9,280,396	7,938,346	8,081,163	8,107,544	7,190,738	6,442,985	6,280,032	5,873,076
March	22,987,799	19,564,191	19,422,840	19,052,221	17,964,701	17,851,725	7,466,202	13,993,067	12,472,869	12,750,137	12,593,172	10,133,762	9,481,493	10,153,689
April	29,389,487	28,246,857	26,222,012	29,882,256	29,762,315	26,101,925	3,749,728	20,152,467	17,693,017	19,029,550	15,347,188	15,145,381	14,781,867	13,161,426
May		40,836,160	39,078,063	37,191,059	35,766,126	36,273,162	14,079,809	27,895,551	25,305,198	24,480,322	22,700,007	23,106,126	22,196,739	20,503,341
June		56,609,219	57,344,840	53,653,158	49,188,354	48,603,545	35,377,612	39,212,117	37,728,467	36,369,937	33,185,424	33,214,790	31,198,217	30,968,797
July		68,267,572	64,106,859	62,371,753	61,144,299	55,983,285	37,531,226	47,545,995	44,840,505	43,176,322	42,856,387	41,248,363	38,508,812	37,227,457
August		61,828,174	57,116,087	54,381,491	52,469,499	45,615,512	34,686,508	44,023,260	39,760,919	37,942,828	39,204,887	38,491,312	38,663,206	36,725,099
September		37,038,765	40,124,326	39,511,303	39,658,009	38,713,169	31,758,793	24,552,170	24,228,769	27,122,726	26,673,486	26,274,599	23,584,456	23,168,505
October		28,168,549	30,027,178	30,360,180	18,866,693	29,131,584	22,495,453	19,796,005	18,452,784	19,261,951	15,237,438	16,212,875	16,047,497	14,278,541
November		19,484,587	20,897,820	19,332,007	28,176,947	17,621,266	16,322,421	12,708,341	12,448,598	11,764,460	11,846,267	10,809,353	9,863,383	9,161,206
December		16,413,185	16,400,335	15,703,818	14,853,412	15,637,654	10,519,542	10,994,527	9,670,246	10,184,239	9,049,333	8,333,905	7,902,396	6,839,007
YTD Total	77,106,876	75,721,225	69,754,147	76,231,497	72,182,396	64,269,924	30,064,019	51,315,996	44,877,109	46,794,400	42,082,198	39,088,293	36,966,436	34,926,018
Total	77,106,876	404,367,436	394,849,655	388,736,266	372,305,735	351,849,101	232,835,383	278,043,962	257,312,595	257,097,185	242,835,427	236,779,616	224,931,142	213,797,971
YTD % Change	1.83%	8.55%	-8.50%	5.61%	12.31%	113.78%	-41.41%	14.35%	-4.10%	11.20%	7.66%	5.74%	5.84%	-4.33%
Total % Change	1.83%	2.41%	1.57%	4.41%	5.81%	51.11%	-16.26%	8.06%	0.08%	5.87%	2.56%	5.27%	5.21%	2.46%
Month Increase/(Decrease)/Qtr	4.05%	7.72%	-12.25%	0.40%	14.02%	596.10%	-81.39%	13.90%	-7.02%	23.99%	1.33%	2.46%	12.31%	-13.82%
Qtr 1 (Dec-Feb)	-7.15%	11.30%	-5.55%	5.13%	30.02%	3.33%	11.18%	7.81%	3.46%	7.07%	3.52%	11.10%	4.86%	-3.44%
Qtr 2 (Mar-May)	9.55%	4.63%	-1.63%	3.15%	4.07%	217.16%	-59.23%	11.84%	-1.40%	11.10%	4.66%	4.14%	6.03%	-1.82%
Qtr 3 (June-Aug)		4.56%	4.79%	4.67%	8.39%	39.60%	-17.73%	6.91%	4.12%	1.95%	2.03%	4.23%	3.29%	3.77%
Qtr 4 (Sept-Nov)		-6.98%	2.07%	2.89%	1.45%	21.10%	23.70%	3.49%	-5.19%	8.17%	0.86%	7.68%	6.19%	5.98%
Note: Easter was in March for 2008, 2013, 2016, 2024. Easter in April for 2009, 2010, 2011, 2012, 2014, 2015, 2017, April 1, 2018, 2019, 2020, 2021, 2022, 2023, 2025														
Hurricane Arthur struck on July 4, 2014														
Hurricane Hermine struck on September 3, 2016. Hurricane Matthew struck on October 8, 2016 which was Columbus Day weekend.														
Mandatory evacuation for Hatteras Island on July 28, 2017 due to cut electric lines. Lifted August 4, 2017														
Tropical Storm Irma September 11, 2017, no evacuation orders. Mandatory evacuation for Hatteras Island Hurricane Maria September 26-28, 2017														
Hurricane Florence mandatory evacuation September 11-September 15, 2018. Tropical storm Michael on October 12, 2018, no evacuations ordered.														
For January 2019, about \$1,000,000 was reported from prior months in SS.														
Hurricane Dorian mandatory evacuations September 3-September 12, 2019.														
For September 2019, about \$261,000 was reported from prior months in Frisco.														
Dare County State of Emergency closed to visitors 3/17/20 and NRPOs 3/20/20 due to COVID-19. Restaurants Take-Out Only, Open 50% May 23, 2020														
For September 2020, about \$1,200,000 was reported from July and August.														
For July 2021, about \$1,900,000 was reported in July from August 2019 through June 2021.														
For February 2022, Manteo reported \$299,500 and KDH reported \$1,492,000 in prior years gross sales. Adjusted it is a 25.0% increase over Feb 2021														
For November 2022, Manteo reported \$875,023 in prior year sales and \$865,847 in prior months sales. Also, there were \$8,932,515 in Oct sales reported in Nov. Adjusted Nov is 9.2% higher and Oct is 4.6% lower.														
For January 2023, \$2,727,210 was reported in January from Oct, Nov & Dec 2022.														
For February 2025, approximately \$4,300,000 was reported for years 2024-2021, primarily in KDH, but about \$400,000 is from Duck and Nags Head each.														
For August 2025, approximately \$4,370,000 was reported for years 2023-2024 in Manteo. Adjusting for this makes August 2025 flat to August 2024.														

DARE COUNTY GROSS															
MEALS BY DISTRICT															
	2026	2025	% Increase	2026	2025	% Increase	2026	2025	% Increase	2026	2025	% Increase	YTD 2026	YTD 2025	% Increase
	JANUARY	JANUARY	(Decrease)	FEBRUARY	FEBRUARY	(Decrease)	MARCH	MARCH	(Decrease)	APRIL	APRIL	(Decrease)	TOTAL	TOTAL	(Decrease)
HATTERAS ISLAND:															
RODANTHE - 15	27,134	25,784	5.24%	49,174	48,570	1.24%	103,851	103,735	0.11%	373,339	289,185	29.10%	553,498	467,274	18.45%
WAVES - 19	35,595	35,947	-0.98%	30,935	33,323	-7.17%	123,843	118,501	4.51%	515,112	321,882	60.03%	705,485	509,653	38.42%
SALVO - 18	0	0	#DIV/0!	0	0	#DIV/0!	0	31,142	-100.00%	44,515	82	54186.59%	44,515	31,224	42.57%
AVON - 1	217,257	203,609	6.70%	212,280	195,161	8.77%	475,330	476,344	-0.21%	802,291	918,137	-12.62%	1,707,158	1,793,251	-4.80%
BUXTON - 2	202,354	268,494	-24.63%	338,461	311,375	8.70%	501,686	496,451	1.05%	1,014,539	1,102,219	-7.95%	2,057,040	2,178,539	-5.58%
FRISCO - 5	143,230	145,960	-1.87%	68,116	133,294	-48.90%	116,579	232,689	-49.90%	514,409	381,156	34.96%	842,334	893,099	-5.68%
HATTERAS - 6	83,749	34,533	142.52%	97,367	88,020	10.62%	76,350	374,111	-79.59%	529,700	431,342	22.80%	787,166	928,006	-15.18%
TOTAL HATTERAS ISLAND	709,319	714,327	-0.70%	796,333	809,743	-1.66%	1,397,639	1,832,973	-23.75%	3,793,905	3,444,003	10.16%	6,697,196	6,801,046	-1.53%
NORTHERN BEACHES:															
DUCK - 21	739,066	560,609	31.83%	645,886	1,067,773	-39.51%	1,894,328	1,554,830	21.84%	2,978,701	2,821,219	5.58%	6,257,981	6,004,431	4.22%
SOUTHERN SHORES - 20	639,707	495,324	29.15%	580,268	488,934	18.68%	786,888	809,992	-2.85%	1,011,260	845,579	19.59%	3,018,123	2,639,829	14.33%
KITTY HAWK - 8	1,890,173	1,921,092	-1.61%	2,010,182	1,962,226	2.44%	5,806,085	2,698,748	115.14%	3,925,037	3,600,043	9.03%	13,631,477	10,182,109	33.88%
COLINGTON - 3	83,282	57,341	45.24%	83,286	89,163	-6.59%	133,427	127,900	4.32%	281,747	271,115	3.92%	581,742	545,519	6.64%
KILL DEVIL HILLS - 7	4,387,449	3,911,804	12.16%	4,673,440	7,618,646	-38.66%	7,018,961	6,661,630	5.36%	8,293,937	8,370,115	-0.91%	24,373,787	26,562,195	-8.24%
NAGS HEAD - 14	2,479,901	2,548,768	-2.70%	2,233,565	2,849,864	-21.63%	4,258,946	4,010,589	6.19%	6,846,027	6,623,180	3.36%	15,818,439	16,032,401	-1.33%
TOTAL NORTHERN BEACHES	10,219,578	9,494,938	7.63%	10,226,627	14,076,606	-27.35%	19,898,635	15,863,689	25.44%	23,336,709	22,531,251	3.57%	63,681,549	61,966,484	2.77%
ROANOKE ISLAND:															
MANTEO-TOWN - 10	1,090,717	1,091,498	-0.07%	1,057,679	1,130,896	-6.47%	1,301,500	1,501,602	-13.33%	1,811,412	1,817,381	-0.33%	5,261,308	5,541,377	-5.05%
MANTEO-OUTSIDE - 11	344,090	302,737	13.66%	285,247	289,432	-1.45%	390,025	365,927	6.59%	447,461	454,222	-1.49%	1,466,823	1,412,318	3.86%
TOTAL ROANOKE ISLAND	1,434,807	1,394,235	2.91%	1,342,926	1,420,328	-5.45%	1,691,525	1,867,529	-9.42%	2,258,873	2,271,603	-0.56%	6,728,131	6,953,695	-3.24%
TOTAL	12,363,704	11,603,500	6.55%	12,365,886	16,306,677	-24.17%	22,987,799	19,564,191	17.50%	29,389,487	28,246,857	4.05%	77,106,876	75,721,225	1.83%

DARE COUNTY GROSS MEALS BY DISTRICT										
	2026	% OF	2026	% OF	2026	% OF	2026	% OF	2026	% OF
	JANUARY	TOTAL	FEBRUARY	TOTAL	MARCH	TOTAL	APRIL	TOTAL	TOTAL	TOTAL
AVON - 1	217,257	1.8%	212,280	1.7%	475,330	2.1%	802,291	2.7%	1,707,158	2.2%
BUXTON - 2	202,354	1.6%	338,461	2.7%	501,686	2.2%	1,014,539	3.5%	2,057,040	2.7%
COLINGTON - 3	83,282	0.7%	83,286	0.7%	133,427	0.6%	281,747	1.0%	581,742	0.8%
FRISCO - 5	143,230	1.2%	68,116	0.6%	116,579	0.5%	514,409	1.8%	842,334	1.1%
HATTERAS - 6	83,749	0.7%	97,367	0.8%	76,350	0.3%	529,700	1.8%	787,166	1.0%
KILL DEVIL HILLS - 7	4,387,449	35.5%	4,673,440	37.8%	7,018,961	30.5%	8,293,937	28.2%	24,373,787	31.6%
KITTY HAWK - 8	1,890,173	15.3%	2,010,182	16.3%	5,806,085	25.3%	3,925,037	13.4%	13,631,477	17.7%
MANTEO-TOWN - 10	1,090,717	8.8%	1,057,679	8.6%	1,301,500	5.7%	1,811,412	6.2%	5,261,308	6.8%
RIM (ROANOKE ISL. M	344,090	2.8%	285,247	2.3%	390,025	1.7%	447,461	1.5%	1,466,823	1.9%
NAGS HEAD - 14	2,479,901	20.1%	2,233,565	18.1%	4,258,946	18.5%	6,846,027	23.3%	15,818,439	20.5%
RODANTHE - 15	27,134	0.2%	49,174	0.4%	103,851	0.5%	373,339	1.3%	553,498	0.7%
SALVO - 18	0	0.0%	0	0.0%	0	0.0%	44,515	0.2%	44,515	0.1%
WAVES - 19	35,595	0.3%	30,935	0.3%	123,843	0.5%	515,112	1.8%	705,485	0.9%
SOUTHERN SHORES -	639,707	5.2%	580,268	4.7%	786,888	3.4%	1,011,260	3.4%	3,018,123	3.9%
DUCK - 21	739,066	6.0%	645,886	5.2%	1,894,328	8.2%	2,978,701	10.1%	6,257,981	8.1%
TOTAL	12,363,704	100.0%	12,365,886	100.0%	22,987,799	100.0%	29,389,487	100.0%	77,106,876	100.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 5/31/26

	Jul '25 - May 26	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax - 75%	5,356,409.25	4,961,284.00	395,125.25	108.0%
3040 · Meals Tax - 75%	2,644,345.13	2,312,632.00	331,713.13	114.3%
3050 · Website Advertising	179,244.00	125,000.00	54,244.00	143.4%
3210 · Interest Income	670,366.62	360,050.00	310,316.62	186.2%
3220 · Other	540.00	1,000.00	-460.00	54.0%
Total Income	8,850,905.00	7,759,966.00	1,090,939.00	114.1%
Gross Profit	8,850,905.00	7,759,966.00	1,090,939.00	114.1%
Expense				
5000 · Director Compensation	15,375.00	17,100.00	-1,725.00	89.9%
5001 · Professional Services	0.00	1,000.00	-1,000.00	0.0%
5002 · Director Travel/Meeting/Meals	9,682.11	7,000.00	2,682.11	138.3%
5003 · Directors & Officers Insurance	3,339.93	3,350.00	-10.07	99.7%
5004 · Miscellaneous Items	442.55	1,000.00	-557.45	44.3%
5010 · Salaries (Full Time) Promotion	1,077,508.63	1,230,405.00	-152,896.37	87.6%
5020 · Salaries (Part Time) Promotion	62,497.19	85,830.00	-23,332.81	72.8%
5025 · Salaries (Part Time) Welcome AB	95,494.81	119,775.00	-24,280.19	79.7%
5026 · Salaries (Part Time) Welcome RI	123,397.79	184,500.00	-61,102.21	66.9%
5030 · Payroll Taxes	102,853.82	133,335.00	-30,481.18	77.1%
5040 · Employee Insurance	140,068.55	170,790.00	-30,721.45	82.0%
5050 · Retirement	159,789.12	188,490.00	-28,700.88	84.8%
5055 · 401(k) Match	9,010.14	12,305.00	-3,294.86	73.2%
5060 · Workmens Compensation	2,358.34	2,530.00	-171.66	93.2%
5080 · Employee Relations	3,261.71	3,590.00	-328.29	90.9%
5090 · Training	4,186.46	13,340.00	-9,153.54	31.4%
5110 · Contracted Service	26,702.00	30,525.00	-3,823.00	87.5%
5140 · Audit	12,075.00	15,000.00	-2,925.00	80.5%
5170 · Other Professional Services	735.20	10,800.00	-10,064.80	6.8%
5180 · Legal	12,080.00	20,500.00	-8,420.00	58.9%
5185 · Research	138,000.00	188,500.00	-50,500.00	73.2%
5190 · Administrative Advertising	1,073.00	1,500.00	-427.00	71.5%
5500 · Advertising-Printed	1,241,968.83	1,627,910.00	-385,941.17	76.3%
5502 · Advertising - Production Fee	240,182.53	260,000.00	-19,817.47	92.4%
5510 · Advertising - Event Dev & Mktg	38,881.98	73,100.00	-34,218.02	53.2%
5515 · Advertising - Online	2,998,317.66	3,549,790.00	-551,472.34	84.5%
5525 · Community Relations	4,569.24	30,000.00	-25,430.76	15.2%
5530 · Legal Notices	822.00	1,500.00	-678.00	54.8%
5560 · Brochures/Production & Printing	6,750.74	21,650.00	-14,899.26	31.2%
5580 · Promotional Aids	1,433.78	9,500.00	-8,066.22	15.1%
6100 · Familiarization Tours	40,416.73	110,000.00	-69,583.27	36.7%
6101 · Group sales	15,500.00	30,000.00	-14,500.00	51.7%
6130 · Uniforms	1,412.79	3,600.00	-2,187.21	39.2%
6150 · Event Grant	335,255.16	759,700.00	-424,444.84	44.1%
6160 · Long Range Tourism Plan	51,449.34	275,000.00	-223,550.66	18.7%
6170 · Tourism Summit	28,905.80	27,000.00	1,905.80	107.1%
6200 · Postage and Delivery	82,497.82	200,200.00	-117,702.18	41.2%
6300 · Travel	33,910.54	61,370.00	-27,459.46	55.3%
6305 · Vehicle Maintenance	388.62	3,000.00	-2,611.38	13.0%
6320 · Registrations	23,600.35	45,000.00	-21,399.65	52.4%
6340 · Travel Show Exhibit	6,396.35	5,000.00	1,396.35	127.9%
6420 · Dues and Subscriptions	49,283.63	75,440.00	-26,156.37	65.3%
6440 · Insurance	36,984.63	37,390.00	-405.37	98.9%
6460 · Telephone	34,474.68	37,740.00	-3,265.32	91.3%
6500 · Equipment	8,587.53	27,700.00	-19,112.47	31.0%
6510 · Expendable Equipment	397.04	3,275.00	-2,877.96	12.1%
6530 · Technical Support	2,757.30	7,000.00	-4,242.70	39.4%
6580 · Utilities	13,028.88	18,360.00	-5,331.12	71.0%
6600 · Cleaning/maintenance supplies	0.00	2,450.00	-2,450.00	0.0%
6610 · Building Maintenance	17,957.65	30,000.00	-12,042.35	59.9%
6620 · Equipment Service Contracts	1,024.80	3,100.00	-2,075.20	33.1%
6640 · Equipment Rent	26,417.52	29,520.00	-3,102.48	89.5%
6660 · Equipment Repairs	386.25	5,050.00	-4,663.75	7.6%
6700 · Office Supplies	15,102.47	23,275.00	-8,172.53	64.9%
6800 · Bank Service Charges	2,983.31	3,060.00	-76.69	97.5%
6810 · Web Site/Internet	75,114.70	65,000.00	10,114.70	115.6%
Total Expense	7,437,092.00	9,902,845.00	-2,465,753.00	75.1%
Net Ordinary Income	1,413,813.00	-2,142,879.00	3,556,692.00	-66.0%
Other Income/Expense				
Other Income				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	49,250.00	41,000.00	8,250.00	120.1%
Total 9920 · Transfer from Travel Guide Fund	49,250.00	41,000.00	8,250.00	120.1%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
General Fund - YTD thru 5/31/26

	<u>Jul '25 - May 26</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
9990 - Unappropriated Fund Balance	0.00	2,498,234.00	-2,498,234.00	0.0%
Total Other Income	49,250.00	2,539,234.00	-2,489,984.00	1.9%
Other Expense				
9925 - Transfer to Travel Guide				
55601 - Production & Printing	68,174.82	110,000.00	-41,825.18	62.0%
62001 - Freight	5,073.50	5,000.00	73.50	101.5%
Total 9925 - Transfer to Travel Guide	73,248.32	115,000.00	-41,751.68	63.7%
9950 - Transfer to Event Site Fund	3,169.46	281,355.00	-278,185.54	1.1%
Total Other Expense	76,417.78	396,355.00	-319,937.22	19.3%
Net Other Income	-27,167.78	2,142,879.00	-2,170,046.78	-1.3%
Net Income	1,386,645.22	0.00	1,386,645.22	100.0%

OUTER BANKS VISITORS BUREAU
Statement of Revenues and Expenditures - Actual and Budget
Travel Guide - YTD thru 5/31/26

	<u>Jul '25 - May 26</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
3210 · Interest Income	80.37	50.00	30.37	160.7%
Total Income	<u>80.37</u>	<u>50.00</u>	<u>30.37</u>	<u>160.7%</u>
Gross Profit	<u>80.37</u>	<u>50.00</u>	<u>30.37</u>	<u>160.7%</u>
Net Ordinary Income	80.37	50.00	30.37	160.7%
Other Income/Expense				
Other Income				
9920 · Transfer from Travel Guide Fund				
3209 · Sale of Advertising	49,250.00	41,000.00	8,250.00	120.1%
Total 9920 · Transfer from Travel Guide Fund	<u>49,250.00</u>	<u>41,000.00</u>	<u>8,250.00</u>	<u>120.1%</u>
Total Other Income	49,250.00	41,000.00	8,250.00	120.1%
Other Expense				
9925 · Transfer to Travel Guide				
55601 · Production & Printing	68,174.82	110,000.00	-41,825.18	62.0%
62001 · Freight	5,073.50	5,000.00	73.50	101.5%
Total 9925 · Transfer to Travel Guide	<u>73,248.32</u>	<u>115,000.00</u>	<u>-41,751.68</u>	<u>63.7%</u>
Total Other Expense	<u>73,248.32</u>	<u>115,000.00</u>	<u>-41,751.68</u>	<u>63.7%</u>
Net Other Income	<u>-23,998.32</u>	<u>-74,000.00</u>	<u>50,001.68</u>	<u>32.4%</u>
Net Income	<u><u>-23,917.95</u></u>	<u><u>-73,950.00</u></u>	<u><u>50,032.05</u></u>	<u><u>32.3%</u></u>

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

July 2025 through May 2026

	Jul '25 - May 26	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3030 · Occupancy Tax	1,743,451.09	1,653,761.00	89,690.09	105.4%
3040 · Meals Tax	923,467.00	770,878.00	152,589.00	119.8%
3210 · Interest	484,415.45	150,000.00	334,415.45	322.9%
Total Income	3,151,333.54	2,574,639.00	576,694.54	122.4%
Expense				
4000 · Long - Term Projects				
4503 · Capital Improvement	0.00	500,000.00	-500,000.00	0.0%
4525 · Event Site	4,125,138.75	9,367,778.00	-5,242,639.25	44.0%
4585 · Unappropriated Long-Term	0.00	625,560.00	-625,560.00	0.0%
Total 4000 · Long - Term Projects	4,125,138.75	10,493,338.00	-6,368,199.25	39.3%
4100 · Short-Term Projects				
4637 · Town of NH-W Bypass Path Phase	0.00	750,000.00	-750,000.00	0.0%
4670 · TIG-NH-Whalebone Restrooms	112,000.00	112,000.00	0.00	100.0%
4673 · TIG-SS-Walking Path Hwy 12	91,533.67	325,373.86	-233,840.19	28.1%
4675 · TIG-Chicamacomico-1874 Station	0.00	125,000.00	-125,000.00	0.0%
4677 · TIG-Elizabethan Gardens-Pathway	0.00	50,000.00	-50,000.00	0.0%
4679 · TIG-KH-Hwy 158 Multi-Use Path	0.00	400,000.00	-400,000.00	0.0%
4685 · TIG-OBCF-Community Terrace	0.00	85,000.00	-85,000.00	0.0%
4686 · TIG-OB Forever-Restrooms Lighth	0.00	125,000.00	-125,000.00	0.0%
4688 · TIG-Surf Ped-Everyone's Playgro	0.00	282,963.00	-282,963.00	0.0%
4689 · TIG-APOA -Boardwalk Replacement	54,000.00	81,750.00	-27,750.00	66.1%
4690 · TIG-DCAC-50 Years Art Panels	1,889.00	4,000.00	-2,111.00	47.2%
4691 · TIG-Friends of JR-10Point Trail	0.00	50,000.00	-50,000.00	0.0%
4692 · TIG-KDH-Martin&Swan Sidewalk	0.00	240,000.00	-240,000.00	0.0%
4693 · TIG-KH-Message Board	22,896.04	27,490.00	-4,593.96	83.3%
4695 · TIG-Manteo-Cartwright Park	0.00	250,000.00	-250,000.00	0.0%
4696 · TIG-NH-Baymeadow Sidewalk	0.00	53,137.00	-53,137.00	0.0%
4697 · TIG-NH-Living Shoreline	0.00	100,000.00	-100,000.00	0.0%
4698 · TIG-NH-Windjammer Sidewalk	0.00	124,087.00	-124,087.00	0.0%
4699 · TIG-CCCD - Dare Dental Clinic	0.00	100,000.00	-100,000.00	0.0%
4700 · TIG-Dare Co-Harriott St Pathway	0.00	125,000.00	-125,000.00	0.0%
4701 · TIG-KDH-First Street Sidewalks	0.00	208,739.20	-208,739.20	0.0%
4702 · TIG-KH-US Lifesaving Memorial	0.00	49,434.00	-49,434.00	0.0%
4703 · TIG-NH-E. Admiral St Sidewalk	0.00	50,000.00	-50,000.00	0.0%
4704 · TIG-NH-E. Grouse St Sidewalk	0.00	54,375.00	-54,375.00	0.0%
4705 · TIG-NC Aquarium-Paint Cabinery	0.00	30,000.00	-30,000.00	0.0%
4706 · TIG-OB Conserv-Crosswalk	0.00	10,930.00	-10,930.00	0.0%
4707 · TIG-OB Forever-Bodie DKQ	0.00	150,000.00	-150,000.00	0.0%
4999 · Unappropriated Funds	0.00	532,797.94	-532,797.94	0.0%
5140 · Audit	4,025.00	5,000.00	-975.00	80.5%
5160 · Fireworks	61,775.00	131,525.00	-69,750.00	47.0%
5170 · Traffic Control - Hwy 12 & 158	11,816.96	22,030.00	-10,213.04	53.6%
Total 4100 · Short-Term Projects	359,935.67	4,655,632.00	-4,295,696.33	7.7%
Total Expense	4,485,074.42	15,148,970.00	-10,663,895.58	29.6%
Net Ordinary Income	-1,333,740.88	-12,574,331.00	11,240,590.12	10.6%
Other Income/Expense				
Other Income				
9930 · Appropriated Fund Balance	0.00	12,574,331.00	-12,574,331.00	0.0%
Total Other Income	0.00	12,574,331.00	-12,574,331.00	0.0%
Net Other Income	0.00	12,574,331.00	-12,574,331.00	0.0%
Net Income	-1,333,740.88	0.00	-1,333,740.88	100.0%

**Outer Banks Visitors Bureau
Restricted Fund Summary
2024-2026**

Short-term Projects	Balance 7/1/2024	Allocation 2024-2025	Allocation Paid	Allocation Transferred	Balance 7/1/2025	Allocation 2025-2026	Allocation Paid	Allocation Transferred	Estimated Balance FY25/26
TIG - Town of Duck - Pedestrian Path, Phase IV	147,806		(147,806)		0				0
TIG - NH - Whalebone Park Restrooms	112,000				112,000		(112,000)		0
TIG - OB Forever - Cape Hatteras Lighthouse Path	132,000		(132,000)		0				0
TIG - Chicamacomico - 1874 Life-Saving Station	115,000		(115,000)		0				0
TIG - Duck - Performance Space Improvements	13,549		(13,549)		0				0
TIG - Elizabethan Garden - Pathway to Discover	50,000		(50,000)		0				0
TIG - KH - Hwy 158 Multi-Use Path	400,000				400,000				400,000
TIG - NH - E. Epstein Sidewalk	49,500		(49,500)		0				0
TIG - NH - Governor Street Beach Access	60,477		(60,477)		0				0
TIG - NH - W. Seachase Drive Access	45,150		(45,150)		0				0
TIG - NEST - Signs	2,750		(2,750)		0				0
TIG - NC Aquarium - Oyster Exhibits	121,845		(121,845)		0				0
TIG - OB Community Foundation - Community Ter	85,000				85,000				85,000
TIG - OB Forever - Restrooms at Lighthouse Beac	125,000				125,000				125,000
TIG - RIFP - Concrete Loading Dock	75,000		(75,000)		0				0
TIG - SS - Walking Path W. Highway 12	118,855		(118,855)		0				0
TIG - Surf Ped Found - Everyone's Playground	282,963				282,963				282,963
TIG - APOA - Antillas & Gull Cry Boardwalks		54,000			54,000		(54,000)		0
TIG - DCAC - 50 Years Art Panels		4,000			4,000		(1,889)	-2111	0
TIG - Friends of Jockey's Ridge - 10 Point Trail		50,000			50,000				50,000
TIG - KDH - West Martin & Swan St Sidewalks		240,000			240,000				240,000
TIG - KH - Message Boards		27,490			27,490		(22,896)	-4594	0
TIG - KH - Beach Road Crosswalk Lighting		40,000	(38,040)	-1960	0			0	0
TIG - Manteo - Cartwright Park		250,000			250,000				250,000
TIG - NH - W. Baymeadow Dr Sidewalk		53,137			53,137				53,137
TIG - NH - Living Shoreline		100,000			100,000				100,000
TIG - NH - W. Windjammer Sidewalk		124,087			124,087				124,087
TIG - SS - NC 12 Multi-Use Path 5th Ave-Hillcrest		91,534			91,534		(91,534)		0
TIG - Chicamacomico - 1874 Station, Phase II		125,000			125,000				125,000
TIG Awards for 25-26					0	1,790,068			1,790,068
Fireworks	60,025		(60,025)	61,775	61,775		(61,775)	60,000	60,000
Audit	0		(3,625)	4,550	925		(4,025)	4,550	1,450
Highway 158/Highway 12 Intersection	22,030			0	22,030		(11,817)	0	10,213
Unappropriated Funds	<u>1,092,855</u>	<u>1,777,792</u>		<u>(1,223,613)</u>	<u>1,647,034</u>	<u>1,625,290</u>		<u>(1,847,913)</u>	<u>1,424,411</u>
TOTAL SHORT TERM COMMITMENTS	3,111,804	2,937,040	(1,033,622)	(1,159,248)	3,855,974	3,415,358	(359,936)	(1,790,068)	5,121,329
Long Term Projects									
Multi-Use Center (100%)	7,006,205	1,447,811	(602,716)		7,851,300	1,516,478	(4,125,139)		5,242,639
Infrastructure (capped)	319,231	100,000	0		419,231	80,769	0		500,000
L-T Unappropriated Funds	<u>500,560</u>	<u>100,000</u>	<u>(75,000)</u>		<u>525,560</u>	<u>100,000</u>	<u>0</u>		<u>625,560</u>
TOTAL LONG TERM COMMITMENTS UNPAID	7,825,996	1,647,811	(677,716)	0	8,796,091	1,697,247	(4,125,139)	0	6,368,199
Total	10,937,800	4,584,851	(1,711,338)	(1,159,248)	12,652,065	5,112,605	(4,485,075)	(1,790,068)	11,489,527
Cash on Hand 5/31/26								#	31,775
Total Cash on Hand								Checking	11,358,953
								Savings	<u>11,390,727</u>
25% of Occupancy & Meals Income per Budget									
April									0
May									0
June									171,204
									<u>171,204</u>
Unappropriated Balances									72,404
Transfer from General Fund									
30% Short-term						2,838,122 *			
Amount over budget to short-term						727,392			
Short-term Interest						413,483			
						<u>484,415</u>			
70% Long-term						1,625,290			
Long-term Interest							1,697,247		
							<u>0</u>		
							<u>1,697,247 *</u>		

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

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Dare County Tourism Board - Event Site Fund
Statement of Revenue and Expenditures - Actual and Budget
 July 2025 through May 2026

	Jul '25 - May 26	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3120 · Insurance Proceeds	0.00	42,825.00	-42,825.00	0.0%
3200 · Site Rental Income				
3205 · Reservation fee	1,600.00	1,000.00	600.00	160.0%
3200 · Site Rental Income - Other	23,845.00	25,350.00	-1,505.00	94.1%
Total 3200 · Site Rental Income	25,445.00	26,350.00	-905.00	96.6%
3210 · Interest Income	730.27	500.00	230.27	146.1%
3250 · Lease Income	44,767.20	52,700.00	-7,932.80	84.9%
9999 · Unappropriated Funds	0.00	50,295.00	-50,295.00	0.0%
Total Income	70,942.47	172,670.00	-101,727.53	41.1%
Expense				
5160 · Event Development & Marketing	11,507.86	50,000.00	-38,492.14	23.0%
5170 · Other Professional Services	7,717.00	55,000.00	-47,283.00	14.0%
6440 · Insurance	8,950.00	11,950.00	-3,000.00	74.9%
6500 · Equipment	2,009.57	11,115.00	-9,105.43	18.1%
6580 · Utilities	11,126.62	35,455.00	-24,328.38	31.4%
6610 · Repairs & Maintenance	174,918.04	268,640.00	-93,721.96	65.1%
6700 · Office Supplies	0.00	400.00	-400.00	0.0%
9990 · Unappropriated Other Expenses	5,135.65	21,665.00	-16,529.35	23.7%
Total Expense	221,364.74	454,225.00	-232,860.26	48.7%
Net Ordinary Income	-150,422.27	-281,555.00	131,132.73	53.4%
Other Income/Expense				
Other Income				
3220 · Other Income	0.00	200.00	-200.00	0.0%
9910 · Transfer from General Fund	1,070.81	281,355.00	-280,284.19	0.4%
Total Other Income	1,070.81	281,555.00	-280,484.19	0.4%
Net Other Income	1,070.81	281,555.00	-280,484.19	0.4%
Net Income	-149,351.46	0.00	-149,351.46	100.0%

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Dare County Tourism Board - Capital Project Fund

06/04/26

Profit & Loss Budget vs. Actual

Cash Basis

July 2025 through May 2026

	Jul '25 - May 26	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
3215 · Grant Income	0.00	200,000.00	-200,000.00	0.0%
Total Income	0.00	200,000.00	-200,000.00	0.0%
Expense				
4525 · CIP - Construction Mngt	0.00	19,225.00	-19,225.00	0.0%
4526 · CIP - Construction	2,903,111.00	2,903,685.00	-574.00	100.0%
4527 · CIP - Contingency	16,940.00	435,550.00	-418,610.00	3.9%
4528 · Pickleball Courts - Dare County	0.00	564,018.00	-564,018.00	0.0%
4529 · Stop Light - NCDOT - Nags Head	115,000.00	230,000.00	-115,000.00	50.0%
Total Expense	3,035,051.00	4,152,478.00	-1,117,427.00	73.1%
Net Ordinary Income	-3,035,051.00	-3,952,478.00	917,427.00	76.8%
Other Income/Expense				
Other Income				
3210 · Interest Income	531.63	525.00	6.63	101.3%
9950 · Transfer from Special Revenue	3,858,435.00	3,952,455.00	-94,020.00	97.6%
Total Other Income	3,858,966.63	3,952,980.00	-94,013.37	97.6%
Other Expense				
9990 · Other Expenses	0.00	502.00	-502.00	0.0%
Total Other Expense	0.00	502.00	-502.00	0.0%
Net Other Income	3,858,966.63	3,952,478.00	-93,511.37	97.6%
Net Income	823,915.63	0.00	823,915.63	100.0%

DARE COUNTY TOURISM BOARD

31-May-26

<u>TYPE OF ACCOUNT</u> <u>BANK</u>	<u>CHECKING</u> <u>SOUTHERN</u>	<u>NC CAPITAL</u> <u>MGMT TRUST</u>	<u>CHECKING</u> <u>PNC</u>	<u>M MARKET</u> <u>PNC</u>	<u>M MARKET</u> <u>SOUTHERN</u>	<u>M MARKET</u> <u>FIRST NATIONAL</u>	<u>CD'S</u> <u>SOUTHERN</u>	<u>CD'S</u> <u>FIRST BANK</u>	<u>CD's</u> <u>TOWNE BANK</u>	<u>CD's</u> <u>FIRST NATIONAL</u>	<u>TOTAL</u>
GENERAL FUND	69,070	6,466,767	15,000	1,052,253	1,156,858	3,835,627	0	3,909,984	2,732,459	1,500,000	20,738,018
RESTRICTED FUND	31,775	5,399,747				2,200,000	250,000	0	656,573	2,852,632	11,390,727
TRAVEL GUIDE	33,052										33,052
MERCHANDISE SALES	166,586										166,586
EVENT SITE FUND	458,944										458,944
CAPITAL PROJECT FUND	832,916										832,916
TOTAL	1,592,343	11,866,514		1,052,253	1,156,858	6,035,627	250,000	3,909,984	3,389,032	4,352,632	33,620,243
TOTAL % EACH BANK	8.92%	35.31%		3.13%		30.91%		11.64%	10.08%		100.00%
INTEREST RATES	0.25%	3.55%		1.50%	0.51%	3.26%	0.00%	3.5% & 3.75%	3.5% & 3.47%	3.5% & 3.7%	
TOTAL CHECKING & CD'S	33,605,243										
60% ALLOWED IN ANY BANK	20,163,146										
25% ALLOWED IN ANY ONE INV	8,401,311										
60% General Fund Reserved Balance is \$5,951,280.											
100% Restricted Fund Balance Restricted by House Bill 225						\$11,390,727					

Dare County Tourism Board

BE IT ORDAINED by the Governing Board of the Dare County Tourism Board that this budget ordinance be adopted June 18, 2026.

Section 1: It is estimated that the following revenues will be available in the **General Fund** for the fiscal year beginning July 1, 2026 and ending June 30, 2027:

Occupancy Tax Distribution	5,171,291
Prepared Food Tax Distribution.....	2,466,338
Appropriation from Fund Balance	2,846,091
Travel Guide Income	47,000
Website Revenue	150,000
Interest & Other Revenue	<u>421,050</u>
	11,101,770

Section 2: The following amounts are hereby appropriated in the **General Fund** for the operation of the Tourism Board and its activities for the fiscal year beginning July 1, 2026 and ending June 30, 2027:

Governing Body.....	33,445
Promotion.....	9,594,990
Aycock Brown Welcome Center	180,430
Roanoke Island/Whalebone/Hatteras Welcome Centers	243,915
Travel Guide Expenses	105,100
Unappropriated Fund Balance	684,885
Transfer to Event Site Fund	<u>259,005</u>
	11,101,770

Section 3: It is estimated that the following revenues will be available in the **Special Revenue Fund** for the fiscal year beginning July 1, 2026 and ending June 30, 2027:

Occupancy Tax Distribution.....	1,723,764
Prepared Food Tax Distribution	822,112
Appropriation from Fund Balance	10,941,071
Interest.....	<u>210,000</u>
	13,696,947

Section 4: The following amount is hereby appropriated in the **Special Revenue Fund** for the use(s) indicated for the fiscal year beginning July 1, 2026 and ending June 30, 2027:

Expenditures.....	13,696,947
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Section 5: It is estimated that the following revenues will be available in the **Event Site Fund** (an enterprise fund) for the fiscal year beginning July 1, 2026 and ending June 30, 2027:

Event Rental Income	26,350
Lease Income.....	52,700
Insurance Proceeds.....	42,825
Interest & Other Revenue.....	700
Transfer from General Fund.....	259,005
Unappropriated Funds.....	<u>46,020</u>
	427,600

Section 6: The following amounts are hereby appropriated in the **Event Site Fund** for the associated operational costs, beginning July 1, 2026 and ending June 30, 2027:

Expenditures	427,600
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Section 7: The Budget Officer is hereby authorized to transfer appropriations as contained herein under the following conditions:

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

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

Section 9: Copies of this Budget Ordinance shall be furnished to the Clerk to the Governing Board and to the Budget Officer and Finance Officer to be kept on file by them for their direction in the disbursement of funds detailed in the budget adopted by this body 18 June, 2026.

Dennis Robinson, Chairman

ATTEST:

Tonia Cohen, Secretary

Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget

Dare County Tourism Board					
Budget 2026-2027					
Total Revenues - Governmental Funds					
(General Fund and Special Revenue)					
	Budget FY2025-2026	Amended Budget FY 2025-2026	Projected FY 2025-2026	Proposed Budget FY 2026-2027	% Change to FY 25-26 Budget
Occupancy	\$ 6,615,045	\$ 6,615,045	\$ 7,571,329	\$ 6,895,055	4.23%
Meals	\$ 3,083,510	\$ 3,083,510	\$ 3,815,400	\$ 3,288,450	6.65%
	\$ 9,698,555	\$ 9,698,555	\$ 11,386,729	\$ 10,183,505	5.00%*
Interest - GF	\$ 360,000	\$ 360,000	\$ 698,367	\$ 420,000	16.67%
Interest - Travel Guide	\$ 50	\$ 50	\$ 82	\$ 50	0.00%
Interest - Restricted	\$ 150,000	\$ 150,000	\$ 501,415	\$ 210,000	40.00%
Website Advertising	\$ 125,000	\$ 125,000	\$ 191,244	\$ 150,000	20.00%
Travel Guide Income	\$ 41,000	\$ 41,000	\$ 49,250	\$ 47,000	14.63%
Other - General	\$ 1,000	\$ 1,000	\$ 300	\$ 1,000	0.00%
	\$ 677,050	\$ 677,050	\$ 1,440,658	\$ 828,050	22.30%
Amounts Rolled Over from PY	\$ 2,761,785	\$ 2,761,785	\$ 2,761,785	\$ 2,728,886	-1.19%
Appropriated Fund Balance	\$ 12,855,686	\$ 13,180,686	\$ 5,497,088	\$ 11,200,076	-15.03%
	\$ 15,617,471	\$ 15,942,471	\$ 8,258,873	\$ 13,928,962	-12.63%
Total Revenues	\$ 25,993,076	\$ 26,318,076	\$ 21,086,260	\$ 24,940,517	-5.23%

* This is a 5% increase over 25-26 budget figures. The percent change from projected actual 2025-2026 figures is a decrease of (10%).

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Summary	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
GENERAL FUND								
REVENUES								
Occupancy/Meals Tax (75%)	7,273,916	7,273,916	8,540,047	7,637,629	5.0%	7,866,758	8,260,095	8,590,499
Revenues - Website Advertising	125,000	125,000	191,244	150,000	20.0%	153,000	159,120	165,485
Revenues - Interest and Other	361,050	361,050	698,749	421,050	16.6%	425,314	438,073	459,977
Appropriated from Fund Balance	281,355	606,355	603,000	259,005	-57.3%	1,923,105	1,912,802	1,943,611
Transfer from Travel Guide/Travel Guide Income	41,000	41,000	49,250	47,000	14.6%	48,410	49,862	51,358
Total Revenues	8,082,321	8,407,321	10,082,289	8,514,684	1.3%	10,416,586	10,819,953	11,210,930
Projected Over Budget By			1,674,968					
EXPENDITURES:								
Governing	30,930	33,930	32,150	33,445	-1.4%	31,213	31,284	31,506
Promotion	9,072,185	9,445,360	8,507,713	9,736,790*	3.1%	9,473,705	9,816,891	10,214,612
Aycock Brown Welcome Center	182,955	182,955	158,997	180,430	-1.4%	177,354	187,807	187,413
Outer Banks Welcome Center RI, Whalebone & Hatteras	236,375	240,600	195,174	243,915	1.4%	245,658	257,586	260,387
Travel Guide Expenses	115,000	115,000	73,249	105,100	-8.6%	108,253	111,501	114,846
Unappropriated Fund Balance	925,306	869,906	869,906	684,885	-21.3%	84,608	55,847	29,744
Transfer to Event Site Fund	281,355	281,355	278,000	259,005	-7.9%	295,795	359,038	372,422
Total Expenditures	10,844,106	11,169,106	10,115,189	11,243,570	0.7%	10,416,586	10,819,953	11,210,930
Projected Under Budget By			1,053,917					
Revenue vs Expenses	-2,761,785	-2,761,785		-2,728,886		0	0	0
Revenue Income over Budget	2,001,687	2,001,687		1,674,968				
Unspent Funds/Encumbrances	760,097	760,097		1,053,917*				
* Includes estimated encumbrances of \$498,800								
Unappropriated Surplus	0	0		0				
Net Revenue vs Expenses	0	0		0				

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Summary	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
RESTRICTED FUND								
Interest	150,000	150,000	501,415	210,000	40.0%	110,000	85,000	85,000
Designated From Fund Balance	12,574,331	12,574,331	7,622,974	10,941,071	-13.0%	10,941,071	11,269,303	11,720,075
Occupancy/Meals Tax (25%)	2,424,639	2,424,639	2,846,682	2,545,876	5.0%	2,622,253	2,753,365	2,863,500
Total Revenues	15,148,970	15,148,970	10,971,071	13,696,947	-9.6%	13,673,324	14,107,668	14,668,575
Total Expenditures and Commitments	15,148,970	15,148,970	10,971,071	13,696,947	-9.6%	13,673,324	14,107,668	14,668,575
EVENT SITE FUND								
Event Rental Income	26,350	26,350	25,445	26,350	0.0%	28,350	29,450	31,250
Lease Income	52,700	52,700	52,702	52,700	0.0%	52,700	52,700	52,700
Insurance Proceeds	0	42,825	0	42,825	0.0%			
Other Income	200	200	0	200	0.0%	200	200	200
Interest	500	500	810	500	0.0%	150	100	100
Transfer to Event Site	281,355	281,355	278,000	259,005	-7.9%	295,795	359,038	372,422
Unappropriated Funds	45,380	50,295	0	46,020	-8.5%	30,000	31,500	33,075
	406,485	454,225	356,957	427,600	-5.9%	407,195	472,988	489,747
Expenditures	406,485	454,225	356,269	427,600	-5.9%	407,195	472,988	489,747

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2026-2027**

FISCAL YEAR		ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	5 YEAR
		2021-2022	2022-2023	2023-2024	2024-2025	2025-2026	AVERAGE
							FY 2022-2026
JULY RECEIPTS							
	OCCUPANCY	\$1,276,821	\$1,366,626	\$1,367,018	\$1,633,431	\$1,450,607	\$1,418,901
	MEALS	\$484,565	\$486,160	\$514,981	\$557,766	\$551,415	\$518,977
		<u>\$1,761,386</u>	<u>\$1,852,786</u>	<u>\$1,881,999</u>	<u>\$2,191,197</u>	<u>\$2,002,022</u>	<u>\$1,937,878</u>
AUGUST RECEIPTS							
	OCCUPANCY	\$1,592,750	\$2,025,877	\$2,165,402	\$1,813,246	\$1,866,612	\$1,892,777
	MEALS	\$556,560	\$597,289	\$604,977	\$634,477	\$684,936	\$615,648
		<u>\$2,149,310</u>	<u>\$2,623,166</u>	<u>\$2,770,379</u>	<u>\$2,447,723</u>	<u>\$2,551,548</u>	<u>\$2,508,425</u>
SEPTEMBER RECEIPTS							
	OCCUPANCY	\$1,592,952	\$1,434,166	\$1,458,380	\$1,474,621	\$1,614,448	\$1,514,913
	MEALS	\$455,773	\$496,883	\$531,275	\$553,576	\$568,886	\$521,279
		<u>\$2,048,725</u>	<u>\$1,931,050</u>	<u>\$1,989,655</u>	<u>\$2,028,197</u>	<u>\$2,183,334</u>	<u>\$2,036,192</u>
OCTOBER RECEIPTS							
	OCCUPANCY	\$717,840	\$725,053	\$799,595	\$799,304	\$631,576	\$734,674
	MEALS	\$381,875	\$398,738	\$386,500	\$388,698	\$361,071	\$383,376
		<u>\$1,099,715</u>	<u>\$1,123,790</u>	<u>\$1,186,095</u>	<u>\$1,188,002</u>	<u>\$992,648</u>	<u>\$1,118,050</u>
NOVEMBER RECEIPTS							
	OCCUPANCY	\$437,386	\$433,387	\$348,086	\$362,802	\$321,777	\$380,688
	MEALS	\$283,580	\$162,643	\$273,921	\$283,328	\$285,410	\$257,776
		<u>\$720,966</u>	<u>\$596,030</u>	<u>\$622,007</u>	<u>\$646,130</u>	<u>\$607,187</u>	<u>\$638,464</u>
DECEMBER RECEIPTS							
	OCCUPANCY	\$103,833	\$185,251	\$182,562	\$174,684	\$193,569	\$167,980
	MEALS	\$144,518	\$300,139	\$178,483	\$190,430	\$192,890	\$201,292
		<u>\$248,351</u>	<u>\$485,390</u>	<u>\$361,045</u>	<u>\$365,115</u>	<u>\$386,460</u>	<u>\$369,272</u>
JANUARY RECEIPTS							
	OCCUPANCY	\$191,666	\$101,098	\$135,855	\$126,884	\$119,182	\$134,937
	MEALS	\$172,558	\$143,215	\$144,574	\$154,315	\$157,656	\$154,463
		<u>\$364,224</u>	<u>\$244,313</u>	<u>\$280,429</u>	<u>\$281,199</u>	<u>\$276,838</u>	<u>\$289,401</u>
FEBRUARY RECEIPTS							
	OCCUPANCY	\$320,769	\$322,624	\$155,450	\$164,924	\$168,075	\$226,368
	MEALS	\$93,580	\$124,423	\$101,950	\$106,311	\$110,891	\$107,431
		<u>\$414,349</u>	<u>\$447,048</u>	<u>\$257,400</u>	<u>\$271,235</u>	<u>\$278,965</u>	<u>\$333,799</u>
MARCH RECEIPTS							
	OCCUPANCY	\$170,201	\$170,000	\$151,260	\$150,015	\$141,328	\$156,561
	MEALS	\$131,328	\$116,208	\$128,876	\$161,622	\$115,375	\$130,682
		<u>\$301,529</u>	<u>\$286,208</u>	<u>\$280,136</u>	<u>\$311,637</u>	<u>\$256,703</u>	<u>\$287,243</u>
APRIL RECEIPTS							
	OCCUPANCY	\$229,961	\$228,527	\$238,725	\$232,103	\$238,093	\$233,482
	MEALS	\$176,838	\$179,535	\$198,494	\$191,555	\$203,063	\$189,897
		<u>\$406,799</u>	<u>\$408,062</u>	<u>\$437,219</u>	<u>\$423,658</u>	<u>\$441,156</u>	<u>\$423,379</u>
MAY RECEIPTS							
	OCCUPANCY	\$451,019	\$436,135	\$331,070	\$394,367	\$396,612	\$401,840
	MEALS	\$284,410	\$284,935	\$258,330	\$282,450	\$294,201	\$280,865
		<u>\$735,429</u>	<u>\$721,069</u>	<u>\$589,400</u>	<u>\$676,817</u>	<u>\$690,812</u>	<u>\$682,706</u>
JUNE RECEIPTS							
	OCCUPANCY	\$679,227	\$612,281	\$562,874	\$673,127	\$429,450 *	\$591,392
	MEALS	\$344,508	\$359,175	\$372,452	\$407,161	\$289,606 *	\$354,580
		<u>\$1,023,735</u>	<u>\$971,456</u>	<u>\$935,326</u>	<u>\$1,080,288</u>	<u>\$719,056</u>	<u>\$945,972</u>
TOTALS							
	OCCUPANCY	<u>\$7,764,423</u>	<u>\$8,041,025</u>	<u>\$7,896,277</u>	<u>\$7,999,510</u>	<u>\$7,571,329</u>	<u>\$7,854,513</u>
	MEALS	<u>\$3,510,093</u>	<u>\$3,649,343</u>	<u>\$3,694,814</u>	<u>\$3,911,688</u>	<u>\$3,815,400</u>	<u>\$3,716,267</u>
		<u>\$11,274,517</u>	<u>\$11,690,368</u>	<u>\$11,591,092</u>	<u>\$11,911,198</u>	<u>\$11,386,729</u>	<u>\$11,570,780</u>

*estimated from budget or prior year

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2026-2027**

FISCAL YEAR		BUDGET FY 2025-2026	PROPOSED FY 2026-2027	% Increase/ Decrease from Actual	\$ Increase/ Decrease from Actual	% Increase/ Decrease from 25-26 Budget	\$ Increase / Decrease from 25-26 Budget
JULY RECEIPTS							
	OCCUPANCY	\$1,226,635	\$1,287,970	-11.21%	-\$162,637	5.00%	\$61,335
	MEALS	\$466,295	\$494,610	-10.30%	-\$56,804	6.07%	\$28,316
		<u>\$1,692,930</u>	<u>\$1,782,581</u>	<u>-11.66%</u>	<u>-\$219,442</u>	<u>5.30%</u>	<u>\$89,651</u>
AUGUST RECEIPTS							
	OCCUPANCY	\$1,625,035	\$1,706,290	-8.59%	-\$160,322	5.00%	\$81,255
	MEALS	\$501,445	\$541,520	-20.94%	-\$143,416	7.99%	\$40,075
		<u>\$2,126,480</u>	<u>\$2,247,810</u>	<u>-10.96%</u>	<u>-\$303,738</u>	<u>5.71%</u>	<u>\$121,330</u>
SEPTEMBER RECEIPTS							
	OCCUPANCY	\$1,442,235	\$1,514,350	-6.20%	-\$100,098	5.00%	\$72,115
	MEALS	\$463,690	\$501,875	-11.78%	-\$67,011	8.24%	\$38,185
		<u>\$1,905,925</u>	<u>\$2,016,225</u>	<u>-8.40%</u>	<u>-\$167,109</u>	<u>5.79%</u>	<u>\$110,300</u>
OCTOBER RECEIPTS							
	OCCUPANCY	\$602,005	\$617,105	-2.29%	-\$14,471	2.51%	\$15,100
	MEALS	\$316,665	\$332,500	-7.91%	-\$28,571	5.00%	\$15,835
		<u>\$918,670</u>	<u>\$949,605</u>	<u>-3.63%</u>	<u>-\$43,043</u>	<u>3.37%</u>	<u>\$30,935</u>
NOVEMBER RECEIPTS							
	OCCUPANCY	\$280,275	\$294,290	-8.54%	-\$27,486	5.00%	\$14,015
	MEALS	\$227,335	\$238,700	-16.37%	-\$46,710	5.00%	\$11,365
		<u>\$507,610</u>	<u>\$532,990</u>	<u>-11.93%</u>	<u>-\$74,197</u>	<u>5.00%</u>	<u>\$25,380</u>
DECEMBER RECEIPTS							
	OCCUPANCY	\$130,870	\$137,415	-29.01%	-\$56,154	5.00%	\$6,545
	MEALS	\$144,405	\$151,625	-21.39%	-\$41,265	5.00%	\$7,220
		<u>\$275,275</u>	<u>\$289,041</u>	<u>-26.98%</u>	<u>-\$97,420</u>	<u>5.00%</u>	<u>\$13,766</u>
JANUARY RECEIPTS							
	OCCUPANCY	\$87,520	\$91,895	-22.90%	-\$27,287	5.00%	\$4,375
	MEALS	\$124,910	\$131,155	-16.81%	-\$26,501	5.00%	\$6,245
		<u>\$212,430</u>	<u>\$223,049</u>	<u>-19.18%</u>	<u>-\$53,789</u>	<u>5.00%</u>	<u>\$10,619</u>
FEBRUARY RECEIPTS							
	OCCUPANCY	\$163,825	\$157,015	-6.58%	-\$11,060	-4.16%	-\$6,810
	MEALS	\$93,120	\$97,780	-11.82%	-\$13,110	5.00%	\$4,660
		<u>\$256,945</u>	<u>\$254,795</u>	<u>-9.39%</u>	<u>-\$24,170</u>	<u>-0.84%</u>	<u>-\$2,150</u>
MARCH RECEIPTS							
	OCCUPANCY	\$137,840	\$139,725	-1.13%	-\$1,603	1.37%	\$1,885
	MEALS	\$104,350	\$109,570	-5.03%	-\$5,805	5.00%	\$5,220
		<u>\$242,190</u>	<u>\$249,294</u>	<u>-2.64%</u>	<u>-\$7,409</u>	<u>2.93%</u>	<u>\$7,104</u>
APRIL RECEIPTS							
	OCCUPANCY	\$168,990	\$177,440	-25.47%	-\$60,653	5.00%	\$8,450
	MEALS	\$155,745	\$163,535	-19.47%	-\$39,528	5.00%	\$7,789
		<u>\$324,735</u>	<u>\$340,973</u>	<u>-22.91%</u>	<u>-\$100,182</u>	<u>5.00%</u>	<u>\$16,239</u>
MAY RECEIPTS							
	OCCUPANCY	\$325,815	\$342,110	-13.74%	-\$54,502	5.00%	\$16,295
	MEALS	\$224,735	\$235,970	-19.79%	-\$58,231	5.00%	\$11,235
		<u>\$550,550</u>	<u>\$578,080</u>	<u>-19.13%</u>	<u>-\$112,733</u>	<u>5.00%</u>	<u>\$27,530</u>
JUNE RECEIPTS							
	OCCUPANCY	\$409,000	\$429,450	0.00%	\$0	5.00%	\$20,450
	MEALS	\$275,815	\$289,610	0.00%	\$4	5.00%	\$13,795
		<u>\$684,815</u>	<u>\$719,060</u>	<u>0.00%</u>	<u>\$4</u>	<u>5.00%</u>	<u>\$34,245</u>
TOTALS							
	OCCUPANCY	\$6,600,045	\$6,895,055	-8.56%	-\$676,275	4.47%	\$295,009
	MEALS	\$3,098,510	\$3,288,450	-14.26%	-\$526,951	6.13%	\$189,939
		<u>\$9,698,555</u>	<u>\$10,183,505</u>	<u>-10.38%</u>	<u>-\$1,203,226</u>	<u>5.00%</u>	<u>\$484,949</u>
		FY24/25 Budget	\$9,416,060.00				
		26/27 vs 24/25	8.15%				

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Governing													
Account Number	Title	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30				
5000	Director Compensation	17,100	17,100	16,800	17,100	0.0%	17,100	17,100	17,100				
5030	Payroll Taxes	1,480	1,480	1,620	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	10,000	9,802	9,500	-5.0%	7,100	7,100	7,150				
5003	Directors & Officers Ins.	3,350	3,350	3,340	3,365	0.4%	3,533	3,604	3,676				
5004	Miscellaneous Items	1,000	1,000	588	1,000	0.0%	1,000	1,000	1,100				
	Total - Governing	30,930	33,930	32,150	33,445	-1.4%	31,213	31,284	31,506				
	Projected over budget by			1,780									

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Promotion									
Account Number	Title	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
Personnel									
5010	Salaries (full)	1,168,000	1,230,405	1,172,259	1,294,810	5.2%	1,333,654	1,400,337	1,442,347
5020	Salaries (part)	115,000	85,830	82,597	100,200	16.7%	103,206	108,366	111,617
5025	Overtime Pay	1,000	1,000	0	1,000	0.0%	1,000	1,000	1,000
5030	Payroll Taxes	102,960	105,620	98,202	111,560	5.6%	115,482	121,099	124,664
5040	Employee Insurance	154,800	164,690	153,359	183,500	11.4%	201,850	217,998	235,438
5050	Retirement	175,825	184,815	163,835	208,910	13.0%	219,501	233,654	255,399
5055	401(k) Match	11,680	12,305	11,938	12,945	5.2%	13,337	14,003	14,423
5060	Worker's Comp	2,060	2,060	1,888	1,845	-10.4%	1,900	1,957	2,016
5080	Employee Relations	2,390	3,240	3,222	3,150	-2.8%	2,340	2,340	2,340
5090	Training	11,900	11,050	9,986	11,900	7.7%	10,000	10,500	11,025
		1,745,615	1,801,015	1,697,286	1,929,820	7.2%	2,002,270	2,111,255	2,200,270
Marketing/Advertising									
5500	Advertising & Marketing	4,852,700	5,177,700	5,035,900	5,292,182*	2.2%	5,450,947	5,614,476	5,782,910
5502	Production Advertising	260,000	260,000	250,183	260,000	0.0%	180,000	190,000	200,000
5510	Events-Development & Prom	73,100	73,100	68,382	73,100	0.0%	75,293	77,552	79,878
5525	Community Relations	30,000	30,000	19,569	30,000	0.0%	30,000	30,000	30,000
5560	Brochures/Production/Print	21,650	20,775	14,451	21,650	4.2%	20,000	20,000	20,000
5580	Promotional Aids	9,500	7,500	2,434	7,500	0.0%	8,500	8,500	8,500
6100	Press/Travel Writer Tours	110,000	110,000	91,417	110,000	0.0%	110,000	113,300	116,699
6101	Group Sales	30,000	28,000	23,000	30,000	7.1%	18,000	21,600	22,248
		5,386,950	5,707,075	5,505,336	5,824,432	2.1%	5,892,740	6,075,428	6,260,236

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Promotion									
Account Number	Title	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
Special Projects									
6150	Event Grant	759,700	759,700	361,255	780,650 *	2.8%	425,000	450,000	475,000
6160	Long Range Tourism Plan	275,000	275,000	151,449	275,000	0.0%	315,000	330,750	347,288
6170	Tourism Summit	27,000	29,000	28,906	32,000 *	10.3%	18,000	18,000	18,000
		1,061,700	1,063,700	541,610	1,087,650	2.3%	758,000	798,750	840,288
Operations									
5110	Contracted Services	16,030	16,330	16,183	16,630	1.8%	16,030	16,030	16,832
5140	Audit	15,000	15,000	12,075	13,140	-12.4%	16,425	18,068	19,874
5170	Other Professional Service	10,800	10,500	3,335	10,800	2.9%	10,000	15,000	15,000
5180	Legal	20,500	20,500	19,180	20,500	0.0%	20,500	20,500	20,500
5185	Research	188,500	188,500	148,000	175,000	-7.2%	75,000	50,000	100,000
5190	Administrative Advertising	1,500	2,375	2,373	1,500	-36.8%	1,500	1,500	1,500
5530	Legal Notices	1,500	1,500	1,322	1,500	0.0%	1,500	1,500	1,500
6200	Postage/Fulfillment	200,000	176,200	162,498	200,000	13.5%	204,000	208,080	212,242
6300	Travel	60,000	57,000	52,389	60,000	5.3%	62,400	64,896	67,492
6305	Vehicle Maintenance	3,000	3,000	1,989	3,000	0.0%	3,000	3,000	3,000
6320	Registrations	45,000	45,000	32,700	45,000	0.0%	45,450	45,905	46,364
6340	Travel Show Exhibit	5,000	7,000	6,896	10,000	42.9%	11,500	12,500	12,500
6420	Dues & Subscriptions	75,000	75,000	68,690	75,000	0.0%	78,750	78,750	78,750
6440	Insurance	26,175	26,175	25,770	26,600	1.6%	27,930	29,327	30,793
6460	Telephone	25,860	25,860	23,918	26,860	3.9%	26,860	27,666	27,666
6500	Equipment	20,000	20,000	13,356	15,000	-25.0%	25,000	25,750	26,523
6510	Expendable Equipment	3,275	3,275	1,247	3,275	0.0%	3,275	3,275	3,275
6530	Tech. Support/Software	7,000	7,000	4,582	7,000	0.0%	7,000	7,000	7,000
6580	Utilities	10,800	10,800	8,532	10,800	0.0%	11,124	11,235	11,348
6600	Cleaning/maint. Supplies	1,500	1,500	1,120	1,500	0.0%	1,500	1,500	1,500
6610	Building Maintenance	20,000	20,000	19,728	20,000	0.0%	20,000	35,000	55,000
6620	Equip. Service Contracts	3,100	3,100	2,080	3,100	0.0%	3,100	3,100	3,100

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Promotion										
Account Number	Title	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30	
6640	Equipment Rental	29,520	29,520	28,093	29,520	0.0%	29,520	29,520	29,520	
6660	Equipment Repairs	3,000	3,000	2,116	3,000	0.0%	3,000	3,000	3,000	
6700	Office Supplies	17,800	16,375	15,726	17,800	8.7%	17,800	17,800	17,800	
6800	Bank Service Fees	3,060	3,060	3,671	3,360	9.8%	3,528	3,704	3,890	
6810	Web Site/Internet	65,000	86,000	85,912	95,003	10.5%	95,003	97,853	97,853	
		877,920	873,570	763,481	894,888	2.4%	820,695	831,458	913,819	
	Total - Promotional	9,072,185	9,445,360	8,507,713	9,736,790	3.1%	9,473,705	9,816,891	10,214,612	
	Projections under budget by less encumbrances			937,647						
				-498,800						
				438,847						
	* Encumbrances: #6150 \$355,650									
	#5515 \$141,800									
	#6170 \$1,350									

**Fiscal Year 2026-2027
Dare County Tourism Board
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Outer Banks Visitors Bureau Budget 2026-2027 Aycock Brown Welcome Center Kitty Hawk											
Account Number	Title	Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30		
5025	Salaries (part)	118,775	118,775	110,065	121,650	2.4%	125,300	129,058	132,930		
5030	Payroll Taxes	10,275	10,275	9,521	10,525	2.4%	10,838	11,164	11,498		
5040	Employee Insurance	6,100	6,100	0	0	-100.0%	0	0	0		
5050	Retirement	3,675	3,675	3,247	3,675	0.0%	3,859	3,975	4,094		
5060	Worker's Comp	185	185	185	160	-13.5%	165	170	175		
5080	Employee Relations	455	455	333	455	0.0%	450	450	450		
5090	Training	600	600	600	600	0.0%	600	600	600		
5110	Contracted Services	11,400	11,400	11,050	11,400	0.0%	9,960	9,960	9,960		
6130	Uniforms	1,260	1,260	992	1,050	-16.7%	800	800	800		
6200	Postage	200	200	152	200	0.0%	200	210	221		
6300	Travel	340	340	283	350	2.9%	560	560	570		
6420	Dues & Subscriptions	270	270	103	270	0.0%	270	270	270		
6440	Insurance	3,600	3,600	3,600	4,255	18.2%	4,468	4,691	4,926		
6460	Telephone	5,520	5,520	5,468	5,640	2.2%	5,753	5,868	5,985		
6500	Equipment	4,700	4,700	1,000	4,700	0.0%	1,500	2,000	2,000		
6580	Utilities	6,600	6,600	5,519	6,600	0.0%	6,732	6,867	7,004		
6600	Cleaning/maint. Supplies	600	600	388	600	0.0%	600	600	600		
6610	Building Maintenance	3,500	3,500	3,084	3,500	0.0%	2,000	7,250	2,000		
6660	Equipment Repairs	1,800	1,800	920	1,800	0.0%	300	315	330		
6700	Office Supplies	3,100	3,100	2,487	3,000	-3.2%	3,000	3,000	3,000		
	Total - ABWC	182,955	182,955	158,997	180,430	-1.4%	177,354	187,807	187,413		
	Projected under budget by			23,958							

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Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau		Outer Banks Welcome Center Roanoke Island		Amended Budget		Projected Budget		Proposed Budget		Percent Change		Estimate	
Account Number	Title	Budget 2025-2026	Budget 2025-2026	Budget 2025-2026	Projected 2025-2026	Budget 2026-2027	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30	Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
5026	Salaries (part) - RI	89,650	57,178	89,650	57,178	87,600	90,228	92,935	95,723	-2.29%	90,228	92,935	95,723
5030	Payroll Taxes	7,755	4,946	7,755	4,946	7,575	7,805	8,039	8,280	-2.32%	7,805	8,039	8,280
5060	Worker's Comp	135	135	135	135	120	124	127	131	-11.11%	124	127	131
5080	Employee Relations	350	285	350	285	350	350	350	350	0.00%	350	350	350
5090	Training	600	550	600	550	600	600	600	600	0.00%	600	600	600
6130	Uniforms	1,080	900	1,080	900	750	800	800	800	-30.56%	800	800	800
6420	Dues & Subscriptions	170	142	170	142	180	189	198	208	5.88%	189	198	208
6440	Insurance	5,825	5,825	5,825	5,825	6,380	6,699	7,034	7,386	9.53%	6,699	7,034	7,386
6460	Telephone	1,320	1,322	1,320	1,322	1,930	1,969	2,008	2,048	46.21%	1,969	2,008	2,048
6500	Equipment	1,000	0	1,000	0	1,050	1,000	1,000	1,000	5.00%	1,000	1,000	1,000
6580	Utilities	960	741	960	741	960	979	999	1,019	0.00%	979	999	1,019
6600	Cleaning/Maint. Supplies	200	190	200	190	200	200	200	200	0.00%	200	200	200
6610	Building Maintenance	6,000	1,981	6,000	1,981	6,000	3,100	7,960	3,500	0.00%	3,100	7,960	3,500
6660	Equipment Repairs	250	120	250	120	250	250	250	250	0.00%	250	250	250
6700	Office Supplies	700	710	700	710	850	600	600	600	21.43%	600	600	600
Total - Welcome Ctr. R.I.		115,995	75,025	115,995	75,025	114,795	114,892	123,100	122,095	-1.03%	114,892	123,100	122,095
Projected under budget by			40,970		40,970								

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027		Outer Banks Welcome Center - Hatteras Information Center		Amended Budget 2025-2026		Projected 2025-2026		Proposed Budget 2026-2027		Percent Change		Estimate FY27-28		Estimate FY28-29		Estimate FY29-30	
Account Number	Title	Budget 2025-2026	Budget 2025-2026	Projected 2025-2026	Projected 2025-2026	Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30							
5026	Salaries (part) - HI	40,650	40,650	39,375	41,000	0.86%	42,230	43,497	44,802								
5030	Payroll Taxes	3,515	3,515	3,406	3,550	1.00%	3,653	3,762	3,875								
5060	Worker's Comp	60	60	60	50	-16.67%	52	53	55								
5080	Employee Relations	215	215	211	215	0.00%	200	200	200								
5090	Training	140	140	125	140	0.00%	100	100	100								
5110	Contracted Services	2,300	2,300	2,250	2,400	4.35%	2,300	2,300	2,300								
6130	Uniforms	720	720	545	450	-37.50%	300	300	300								
6300	Travel	1,030	1,030	721	1,115	8.25%	1,126	1,157	1,165								
6440	Insurance	895	895	895	1,060	18.44%	1,113	1,169	1,227								
6460	Telephone	3,300	3,000	2,243	1,200	-60.00%	1,260	1,285	1,311								
6500	Equipment	1,000	1,300	1,289	1,050	-19.23%	1,000	1,000	1,000								
6600	Cleaning/Maint. Supplies	100	100	97	100	0.00%	200	200	200								
6610	Building Maintenance	500	500	315	500	0.00%	500	500	500								
6700	Office Supplies	975	1,500	1,492	1,235	-17.67%	700	725	750								
Total - Welcome Ctr. - Hatteras		55,400	55,925	53,024	54,065	-3.33%	54,734	56,248	57,784								
Projected under budget by				2,901													

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027		Outer Banks Welcome Center - Whalebone Junction		Amended Budget 2025-2026		Projected 2025-2026		Proposed Budget 2026-2027		Percent Change		Estimate FY27-28		Estimate FY28-29		Estimate FY29-30	
Account Number	Title	Budget 2025-2026	Budget 2025-2026	Budget 2025-2026	Budget 2025-2026	2025-2026	2025-2026	2026-2027	2026-2027	Change	FY27-28	FY28-29	FY29-30				
5026	Salaries (part)	54,200	54,200	53,438	62,700	64,581	66,518	68,514	15.68%	64,581	66,518	68,514					
5030	Payroll Taxes	4,690	4,690	4,622	5,425	5,586	5,754	5,926	15.67%	5,586	5,754	5,926					
5060	Worker's Comp	90	90	90	80	82	85	87	-11.11%	82	85	87					
5080	Employee Relations	180	180	173	180	180	180	180	0.00%	180	180	180					
5090	Training	100	100	100	100	100	100	100	0.00%	100	100	100					
5110	Contracted Services	795	795	700	975	750	750	750	22.64%	750	750	750					
6130	Uniforms	540	540	528	450	300	300	300	-16.67%	300	300	300					
6440	Insurance	895	895	895	1,060	1,113	1,169	1,227	18.44%	1,113	1,169	1,227					
6460	Telephone	1,740	4,540	4,451	1,500	1,575	1,607	1,638	-66.96%	1,575	1,607	1,638					
6500	Equipment	1,000	1,000	550	1,050	1,000	1,000	1,000	5.00%	1,000	1,000	1,000					
6600	Cleaning/Maint. Supplies	50	50	11	50	50	50	50	0.00%	50	50	50					
6610	Building Maintenance	0	0	0	200	215	225	235	100.00%	215	225	235					
6700	Office Supplies	700	1,600	1,567	1,285	500	500	500	-19.69%	500	500	500					
Total - Welcome Ctr. Whalebone		64,980	68,680	67,125	75,055	76,033	78,237	80,508	9.28%	76,033	78,237	80,508					
Projected under budget by				1,555													

Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget

Outer Banks Visitors Bureau						
Budget 2026-2027						
Restricted						
<u>Account Number</u>	<u>Title</u>	<u>Budget 2025-2026</u>	<u>Amended Budget 2025-2026</u>	<u>Projected 2025-2026</u>	<u>Proposed Budget 2026-2027</u>	<u>Percent Change</u>
	Occupancy/Meals Tax 25%	2,424,639	2,424,639	2,846,682	2,545,876	5.0%
	Interest	150,000	150,000	501,415	210,000	40.0%
	Appropriated Fund Balance	12,574,331	12,574,331	7,622,974	10,941,071	-13.0%
	Total - Non Departmental	15,148,970	15,148,970	10,971,071	13,696,947	-9.6%

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Restricted Fund					
Account Number	Title	Projected Amount Allocated thru 5/31/26	Recommended FY 26-27 Projects	Proposed FY 26-27 Allocation	Percent Change
Revenues					
3210	Interest	501,415	0	210,000	-58.1%
9930	Appropriation from Fund Balance	7,622,974	0	10,941,071	43.5%
9940	Occupancy/Meals Tax 25%	2,846,682	0	2,545,876	-10.6%
Total Revenues		10,971,071	0	13,696,947	24.8%
Expenditures					
Long Term Projects: 70% = \$1,782,110					
4503	Infrastructure NOTE #1	500,000	-30,000	470,000	-6.0%
4525	Event Site NOTE #2	5,148,622	1,682,113	6,830,735	32.7%
4585	Long-term Unappropriated NOTE #3	625,560	100,000	725,560	16.0%
Total Long Term Projects		6,274,182	1,752,113	8,026,295	27.9%
Short Term Projects: 30% = \$763,761, plus interest					
FY2024					
4679	TIG - KH - Hwy 158 Multi-Use Path	400,000		400,000	0.0%
4686	TIG - OB Forever - Restrooms at Lighthouse Beach	125,000		125,000	0.0%
4689	TIG - Surf Ped Foundation - Everyone's Playground	282,963		282,963	0.0%
		807,963		807,963	
FY2025					
4691	TIG - Friends of Jockey's Ridge - 10 Point Trail	50,000		50,000	0.0%
4695	TIG - Manteo - Cartwright Park	250,000		250,000	0.0%
4696	TIG - NH - Baymeadow Sidewalk	53,137		53,137	0.0%
4697	TIG - NH - Living Shoreline	100,000		100,000	0.0%
4698	TIG - NH - Windjammer Sidewalk	124,087		124,087	0.0%
		577,224		577,224	
FY2026					
4675	TIG - Community Care Clinic - Dental Expansion	100,000		100,000	0.0%
4689	TIG - Dare Co - Harriot Street Pathway	125,000		125,000	0.0%
4690	TIG - KDH - First Street Sidewalks	208,739		208,739	0.0%
4691	TIG - KH - US Lifesaving Memorial	49,434		49,434	0.0%
4692	TIG - NH - US 158 Multi Use Carolista to Soundside	750,000		750,000	0.0%
4693	TIG - NCH E. Admiral Street Sidewalk	50,000		50,000	0.0%
4695	TIG - NH - E. Grouse Street Sidewalk	54,375		54,375	0.0%
4696	TIG - NC Aquarium - Painting Cabenetry	30,000		30,000	0.0%
4696	TIG - OB Conservationists - Crosswalk	10,930		10,930	0.0%
4697	TIG - OB Forever - Bodie Keepers Quarters	150,000		150,000	0.0%
4698	TIG - SS - NC 12 Multi Use Path - Hillcrest - Town Line	233,840		233,840	0.0%
5170	Traffic Control Hwy 158 & Hwy 12	10,213	0	10,213	0.0%
5160	Fireworks	69,750	70,000	139,750	100.4%
5140	25 % of audit	1,450	2,765	4,215	190.7%
4999	FY2027 S-T Unappropriated NOTE #4	1,467,971	900,998	2,368,969	61.4%
		3,311,702	973,763	4,285,465	29.4%
Total Short Term Projects		4,696,889	973,763	5,670,652	20.7%
Total Expenditures		10,971,071	2,725,876	13,696,947	24.8%
Reconciliation Back to 5/31/26 Cash Balance					
Funds in the Banks @ 5/31/26				\$ 11,390,727	
Estimated Revenues - March - June 2026				188,204	
Budgeted FY 26-27 Revenue				2,755,876	
Total Proposed Expenditures				\$ 14,334,807	
Less Amounts to be Paid Out in 25-26				(637,860)	
Total Proposed Expenditures				\$ 13,696,947	

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

NOTE #1	Infrastructure was capped by the Board at \$500,000 in FY2006-2007. Proposed budget estimates \$30,000 for a kitchen renovation.
NOTE #2	The Event Site line item is funded by 100% of long-term revenues, less transfers to Long-term Unappropriated \$100,000 is encumbered for purchase of Event Site property from Nags Head.
NOTE #3	Long-term Unappropriated was established by the board in March 2019 and was capped at \$500,000 in FY19/20. \$100,000 is allocated in FY26/27 to rebuild the balance back to \$500,000 \$200,000 for Dare County Frisco Sidewalks is encumbered
NOTE #4	Short-term Unappropriated is receiving the interest in addition to the Board designated 30% split of occupancy & meals taxes received, plus amounts over budgeted figures Funds in Short-term Unappropriated are allocated out to the audit, traffic control, Fireworks and Tourism Impact Grants.

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Travel Guide									
Account Number	Title	Original Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
Revenues									
3209	Advertising	41,000	41,000	49,250	47,000	14.6%	48,410	49,862	51,358
3210	Interest	50	50	82	50	0.0%	53	55	58
Total Revenues		41,050	41,050	49,332	47,050	14.6%	48,463	49,917	51,416
Expenditures									
5560	Production/Printing/Distribution	110,000	109,900	68,175	100,000	-9.0%	103,000	106,090	109,273
6200	Freight	5,000	5,100	5,074	5,100	100.0%	5,253	5,411	5,573
Total Expenditures		115,000	115,000	73,249	105,100	-8.6%	108,253	111,501	114,846
Revenues Over (Under) Expenditures		-73,950	-73,950	-23,917	-58,050		-59,791	-61,583	-63,430

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2026-2027 Event Site Fund		Original Budget 2025-2026	Amended Budget 2025-2026	Projected 2025-2026	Proposed Budget 2026-2027	Percent Change	Estimate FY27-28	Estimate FY28-29	Estimate FY29-30
Revenues:									
3200	Event Rental Income	26,350	26,350	25,445	26,350	0.00%	28,350	29,450	31,250
3250	Lease Income	52,700	52,700	52,702	52,700	0.00%	52,700	52,700	52,700
3120	Insurance Proceeds		42,825	0	42,825	0.00%	42,825	42,825	42,825
3220	Other Income	200	200	0	200	0.00%	200	200	200
3210	Interest Income	500	500	810	500	0.00%	150	100	100
9910	Transfer from General Fund	281,355	281,355	278,000	259,005	-7.94%	295,795	359,038	372,422
9999	Unappropriated Funds	45,380	50,295	0	46,020	-8.50%	30,000	31,500	33,075
	Total Revenues	406,485	454,225	356,957	427,600	-5.86%	450,020	515,813	532,572
Projected under budget by									
Expenditures:									
5160	Event Development & Marketing	50,000	50,000	34,543	50,000	0.00%	50,000	50,000	24,000
5190	Other Professional Services	55,000	55,000	28,717	55,000	0.00%	55,000	92,700	104,751
6440	Insurance	8,950	11,950	8,950	15,945	33.43%	16,742	17,579	18,458
6500	Equipment	0	11,115	11,115	20,000	79.94%	10,000	10,000	10,000
6580	Utilities	35,455	35,455	24,005	35,455	0.00%	36,519	37,614	38,743
6610	Repairs & Maintenance	235,015	268,640	236,453	220,800	-17.81%	249,265	274,192	301,611
6700	Office Supplies	400	400	250	400	0.00%	300	300	300
9990	Other Expenses	21,665	21,665	12,236	30,000	38.47%	32,195	33,428	34,709
	Total Expenditures	406,485	454,225	356,269	427,600	-5.86%	450,021	515,813	532,572
	Revenues Over (Under) Expenditures	0	0	688	0		0	0	0

**Fiscal Year 2026-2027
Dare County Tourism Board
Proposed Capital Project Fund**

Outer Banks Visitors Bureau Budget 2026-2027 Capital Project Fund						
<u>Account Number</u>	<u>Title</u>	<u>Budget 2025-2026</u>	<u>Adopted Amendment</u>	<u>Amended Budget 25-26</u>	<u>Completed FY25-26</u>	<u>Budget FY26-27</u>
<u>Justification</u>						
Revenues:						
9950	Transfer from Special Revenue Fund	3,358,435	594,020	3,952,455	3,027,170	925,285
3100	Grant income - DWR - Boardwalk		200,000	200,000	180,000	20,000
3210	Interest	25	500	525	475	50
	Total Revenues	3,358,460	794,520	4,152,980		945,335
Expenditures:						
4525	CIP - Construction Management - Boar	19,225	0	19,225	19,225	0
4526	CIP - Construction Bid - Boardwalk	2,903,685	0	2,903,685	2,903,685	0
4527	CIP - Contingency - Boardwalk	435,550	0	435,550	9,993	425,557
4528	Pickleball Courts - Dare County	0	564,018	564,018	0	564,018
4527	Stop Light - Nags Head Event Site	0	230,000	230,000	115,000	115,000
9990	Other Expenses	0	502	502		502
	Total Expenditures	3,358,460	794,520	4,152,980		1,105,077
	Revenue over Expenditures	0	0	0		0

MONTHLY RESEARCH UPDATE

May 2026 Review

(877) 629-4386

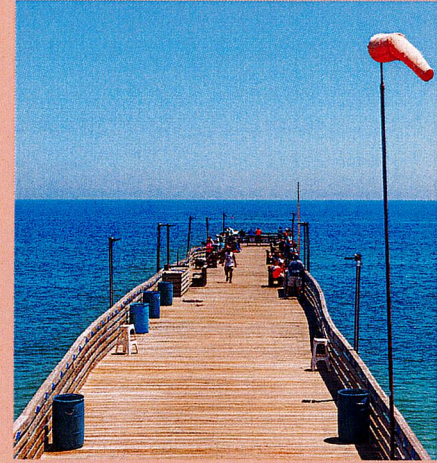
One Visitors Center Circle, Manteo, NC 27954

www.outerbanks.org

EXECUTIVE SUMMARY

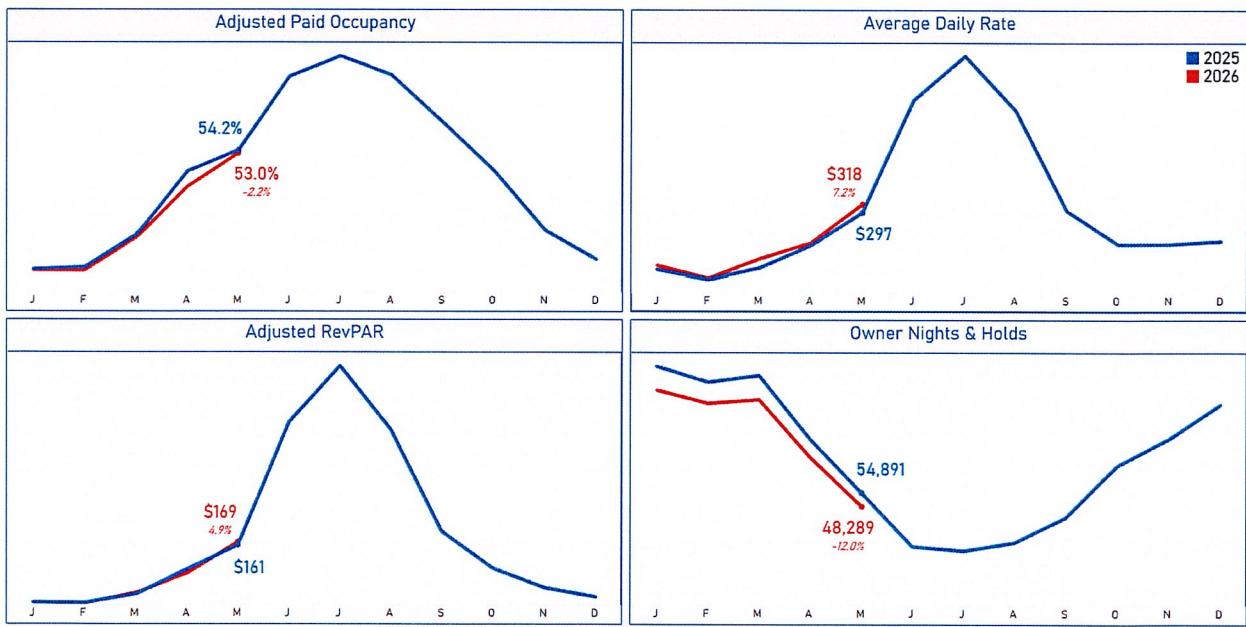
- In May, Demand among Dare County's short-term lodging properties continued to trail below last year's trend, as Guest Nights (Demand) decreased by 9.3% Year-over-Year (YoY) and Owner Nights & Holds dropped by 12.0% YoY. As a result, Adjusted Paid Occupancy for the month fell by 2.2% compared to last May. Adjusted Paid Occupancy came to 53.0% throughout the county for the month.
- Roanoke Island was the only region within Dare County to see Adjusted Paid Occupancy increase, rising 3.1% compared to last year. Rentals on Hatteras Island saw the highest average Adjusted Paid Occupancy at 54.8%, followed closely by Roanoke Island at 53.9%. Northern Beaches settled at 48.0% Adjusted Paid Occupancy for the month.
- Throughout Dare County, Average Daily Rate (ADR) increased by 7.2% YoY to \$318. Hatteras Island and Northern Beaches both saw ADR rise compared to last year, to \$261 and \$353 respectively, while Roanoke Island declined slightly, settling at \$187 for the month.
- Guest Nights (Demand) among Dare County's hotels dipped in May, decreasing by 3.7% YoY, pulling Paid Occupancy down with it. Hotels averaged 74.5% Occupancy for the month, a 3.7% decline from last year.
- Conversely, hotel ADR rose, gaining 1.9% YoY to average \$208 for the month. The increase in ADR slowed the rate of decline in Revenue, which fell by just 1.9% YoY, to \$3.55 million in May.
- In-market visitor spending on Visa cards totaled \$32.3 million in April 2026, a slight 1.2% decrease compared to the same month last year.
- Visitor spending was a mix of increases and decreases across major domestic markets. Spending from the largest market, the Virginia Beach MSA, was basically flat in April, down just 0.5% YoY, while the Washington DC-VA-MD-WV MSA fell significantly by 12.8% YoY. Conversely, spending from the Richmond MSA increased by 2.3% YoY.
- Overall, domestic visitor spending fell 1.1% YoY in April, while international visitor spending decreased 8.4% YoY for the month.

HISTORICAL SHORT-TERM RENTAL DATA

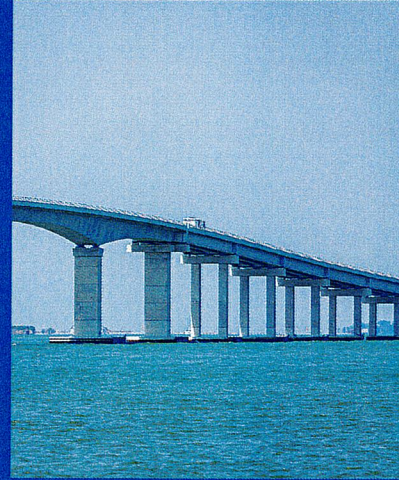


Dare County Monthly Short-Term Rental Performance May 2026

Source: KeyData

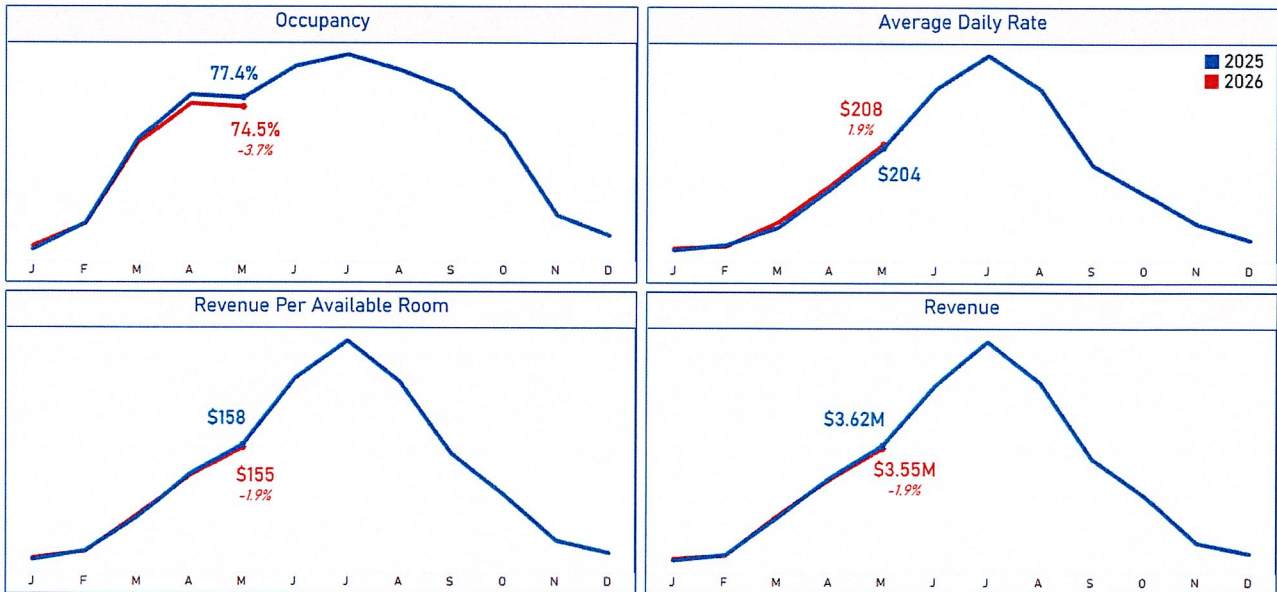


HISTORICAL HOTEL DATA



Dare County Monthly Hotel Performance May 2026

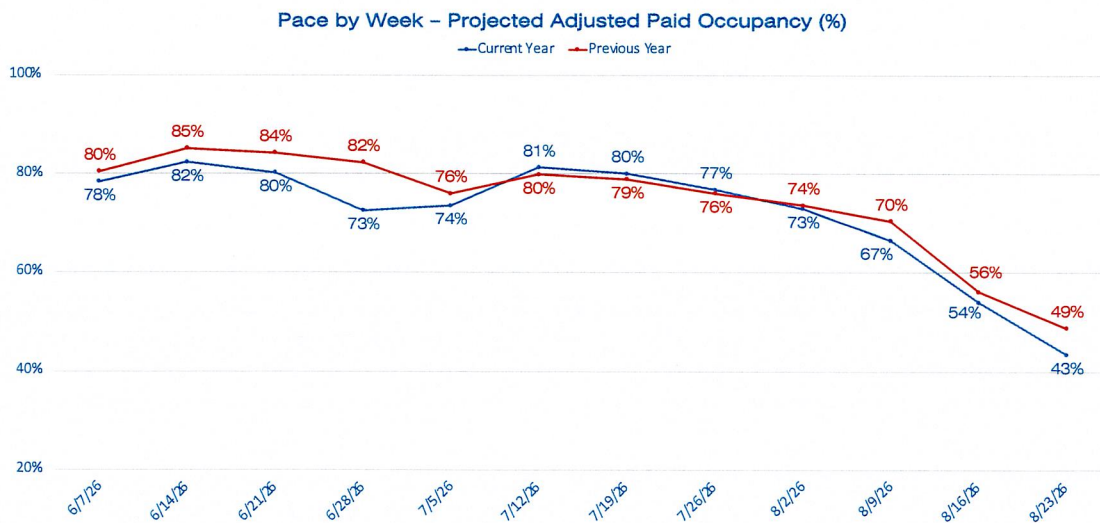
Source: KeyData (sample: 12 hotels; 1,496 rooms)



SHORT-TERM RENTAL PACING DATA

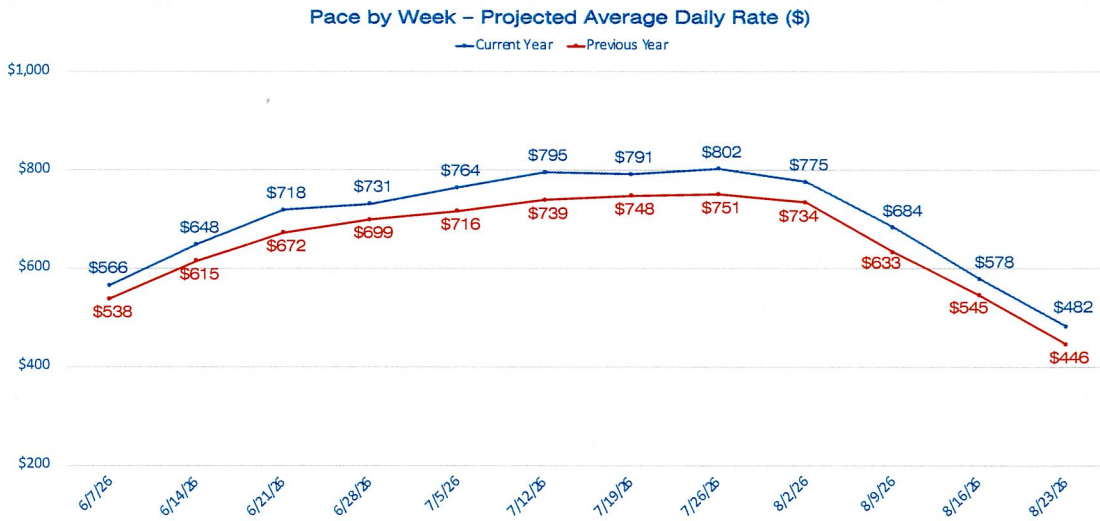


DARE COUNTY - PROJECTED ADJUSTED PAID OCCUPANCY BY WEEK



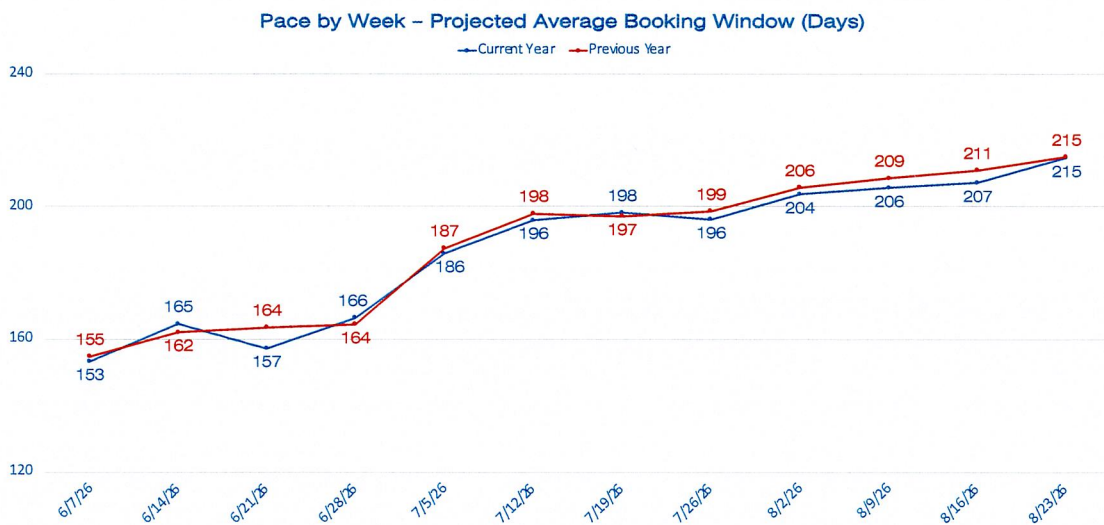
Source: Key Data (as of 6/8/2026)

DARE COUNTY - PROJECTED AVERAGE DAILY RATE



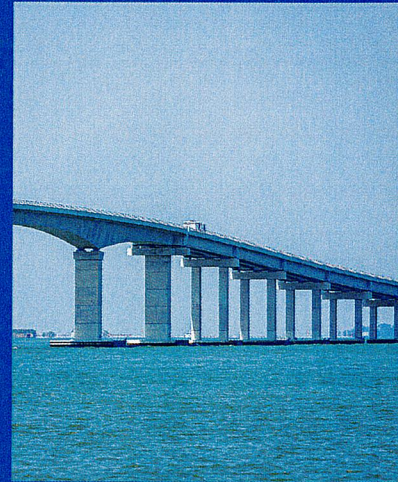
Source: Key Data (as of 6/8/2026)

DARE COUNTY - PROJECTED AVERAGE BOOKING WINDOW (DAYS)

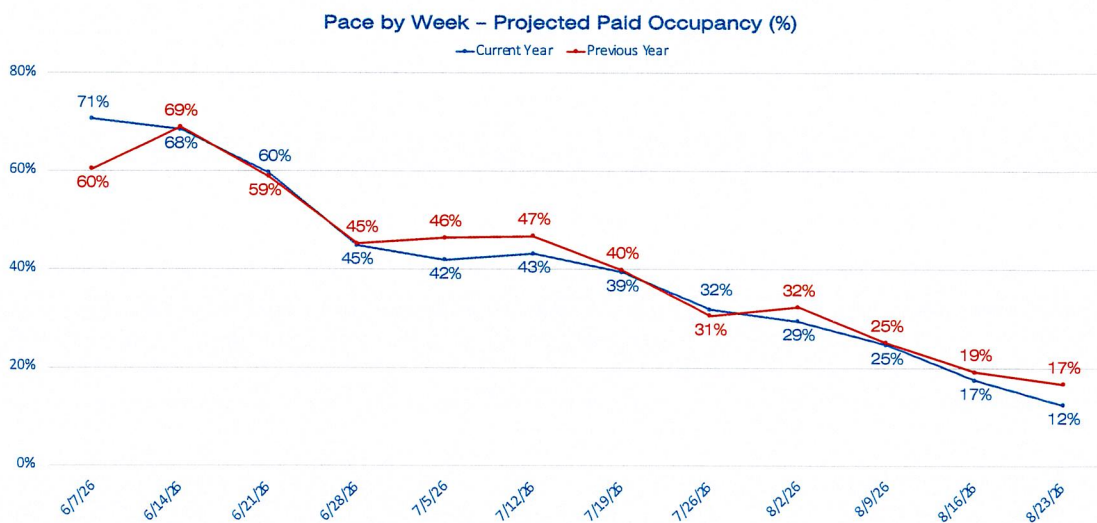


Source: Key Data (as of 6/8/2026)

HOTEL PACING DATA

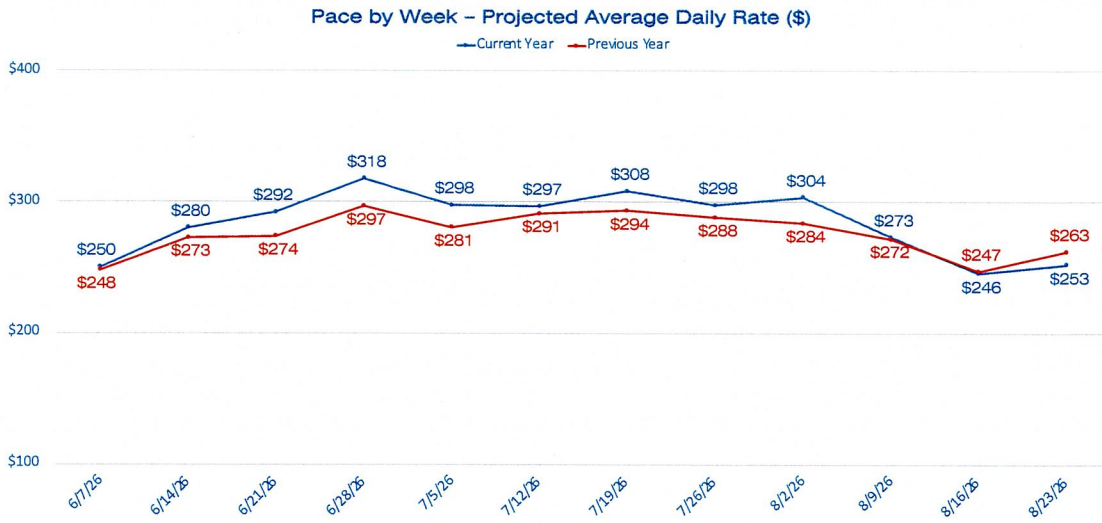


DARE COUNTY HOTELS – PROJECTED PAID OCCUPANCY



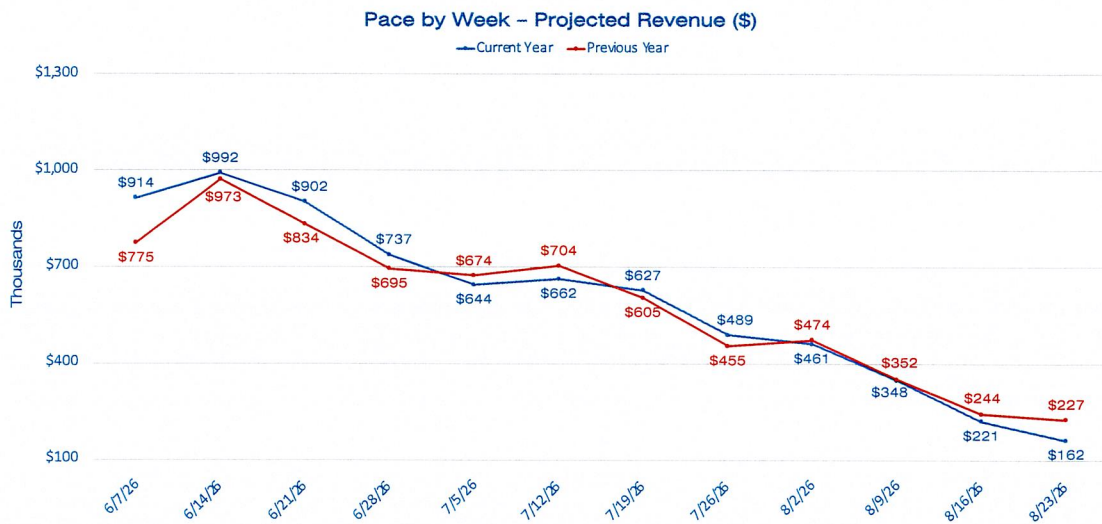
Source: Key Data (as of 6/8/2026, Sample = 12 hotels, 1,496 rooms)

DARE COUNTY HOTELS – AVERAGE DAILY RATE



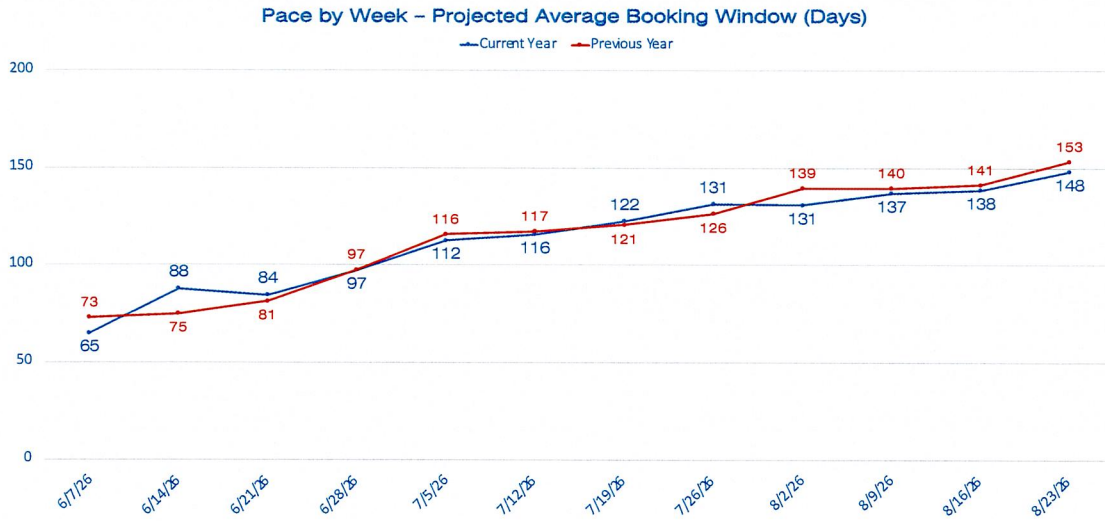
Source: Key Data (as of 6/8/2026, Sample = 12 hotels, 1,496 rooms)

DARE COUNTY HOTELS – REVENUE



Source: Key Data (as of 6/8/2026, Sample = 12 hotels, 1,496 rooms)

DARE COUNTY HOTELS - AVERAGE BOOKING WINDOW (DAYS)



Source: Key Data (as of 6/8/2026, Sample = 12 hotels, 1,496 rooms)

The Outer Banks Visitors Bureau

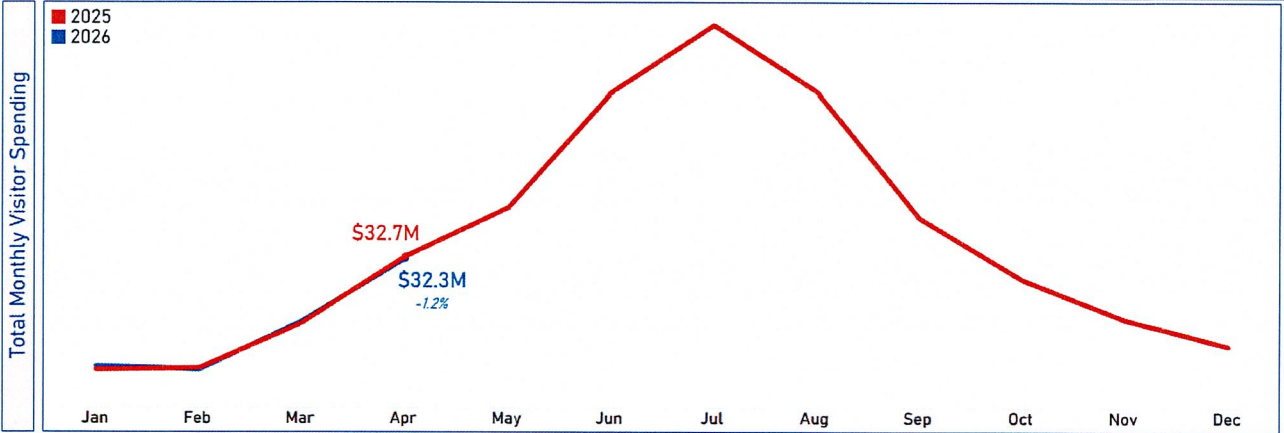
VISA DESTINATION INSIGHTS



Outer Banks Monthly Visitor Spending April 2026

Source: Visa - please note these values only reflect in-market spending and does not include any online purchases or prepaid spending.

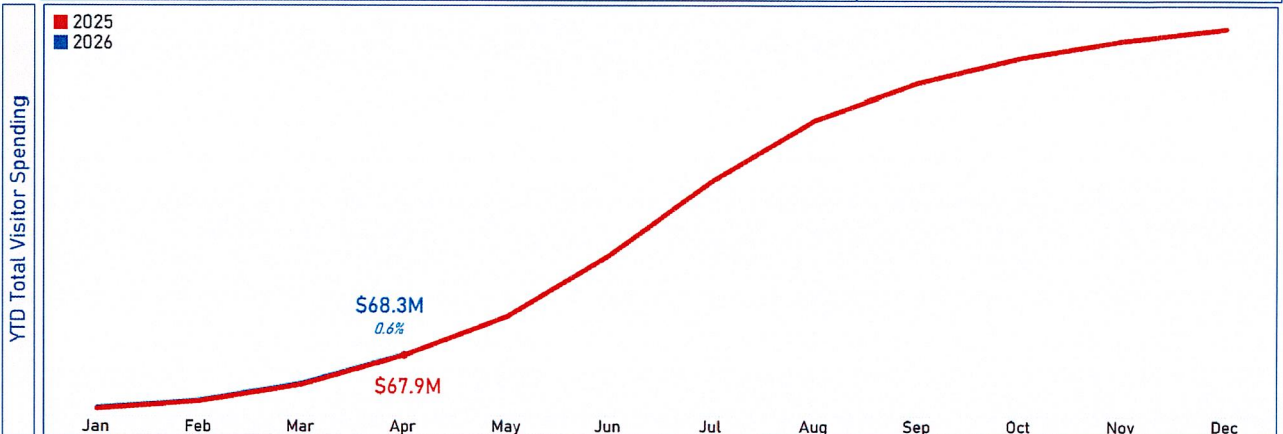
YOY	Domestic Visitor		International Visitor		Visitor Grand Total	
	Spend Amount	Card Count	Spend Amount	Card Count	Spend Amount	Card Count
Apr '26	\$31,951,928	161,463	\$382,430	1,334	\$32,334,357	162,797
	-1.1%	-3.0%	-8.4%	-20.1%	-1.2%	-3.1%



Outer Banks Monthly Visitor Spending Calendar YTD Through April 2026

Source: Visa - please note these values only reflect in-market spending and does not include any online purchases or prepaid spending.

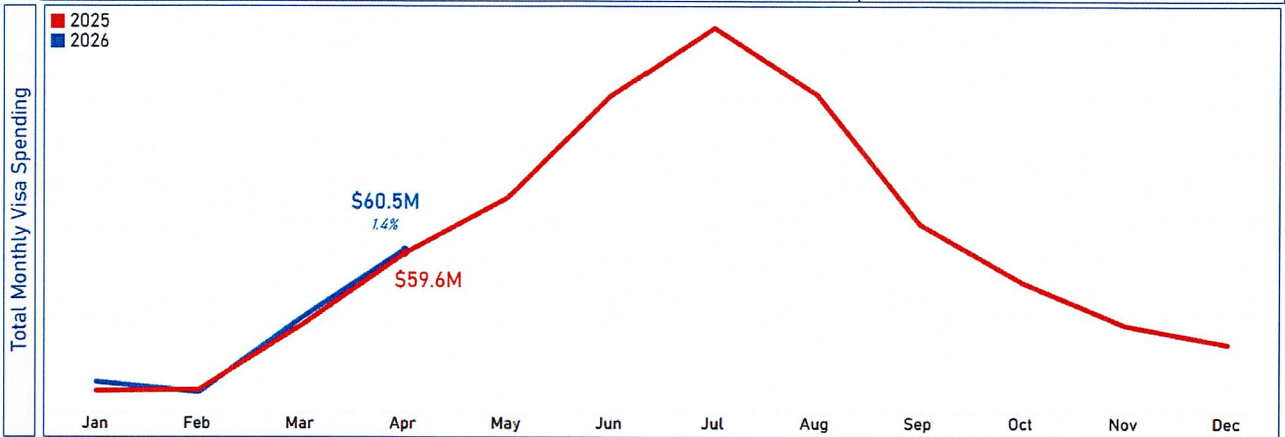
YOY	Domestic Visitor		International Visitor		Visitor Grand Total	
	Spend Amount	Card Count	Spend Amount	Card Count	Spend Amount	Card Count
YTD '26	\$67,725,295	380,872	\$585,294	2,149	\$68,310,589	383,021
	0.7%	-1.2%	-9.9%	-19.8%	0.6%	-1.3%



Outer Banks Monthly Total Visa Spending April 2026

Source: Visa - please note these values only reflect in-market spending and does not include any online purchases or prepaid spending.

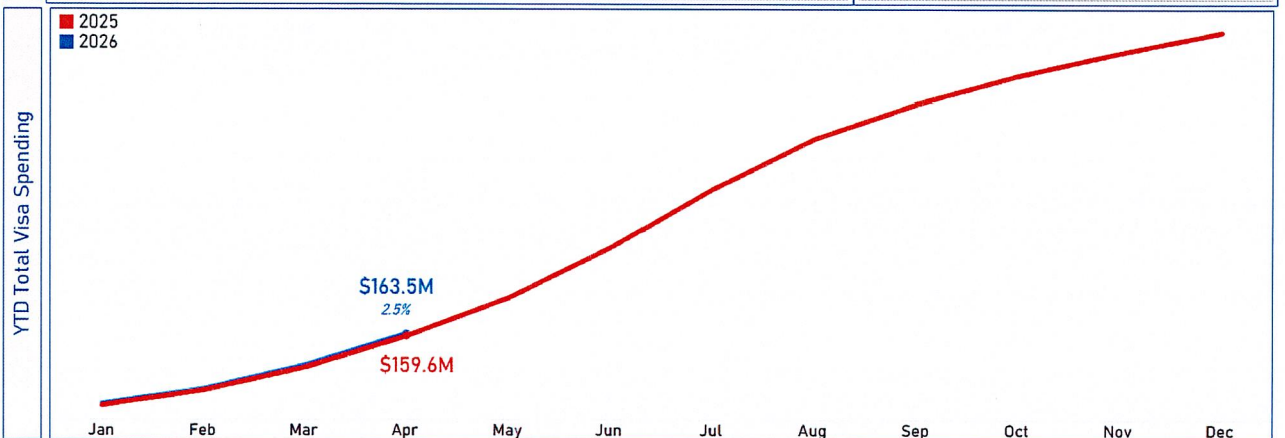
YTD	Apr '26	Resident		Visitor		Grand Total	
		Spend Amount	Card Count	Spend Amount	Card Count	Spend Amount	Card Count
		\$28,140,029	50,317	\$32,334,357	162,797	\$60,474,386	213,114
		4.6%	0.8%	-1.2%	-3.1%	1.4%	-2.2%



Outer Banks Monthly Total Visa Spending Calendar YTD Through April 2026

Source: Visa - please note these values only reflect in-market spending and does not include any online purchases or prepaid spending.

YTD	YTD '26	Resident		Visitor		Grand Total	
		Spend Amount	Card Count	Spend Amount	Card Count	Spend Amount	Card Count
		\$95,164,496	187,149	\$68,310,589	383,021	\$163,475,085	570,170
		3.9%	1.6%	0.6%	-1.3%	2.5%	-0.4%



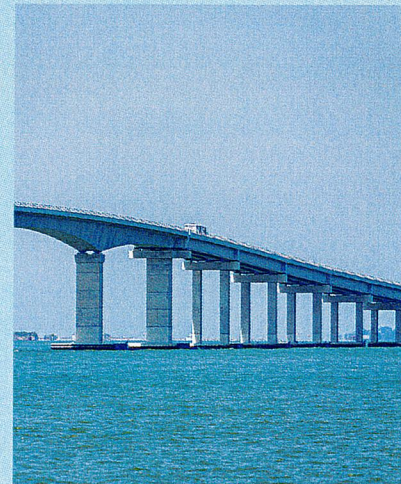
Outer Banks Monthly Visitor Spending Top Domestic Origin Markets - April 2026

Source: Visa - please note these values only reflect in-market spending and does not include any online purchases or prepaid spending.

	Spend Amount	YOY % Change	Card Count	YOY % Change
Virginia Beach-Norfolk-Newport News, VA-NC	\$6,026,521	-0.5%	34,528	-4.5%
Washington-Arlington-Alexandria, DC-VA-MD-WV	\$3,334,881	-12.8%	14,879	-7.5%
Richmond, VA	\$2,467,616	2.3%	12,128	1.3%
Raleigh-Cary, NC	\$1,325,177	0.6%	7,532	-3.8%
Elizabeth City, NC	\$907,054	4.2%	7,086	0.0%
Charlotte-Concord-Gastonia, NC-SC	\$714,262	4.0%	3,545	-3.1%
New York-Newark-Jersey City, NY-NJ-PA	\$711,176	-15.3%	3,368	-10.2%
Baltimore-Columbia-Towson, MD	\$689,399	-16.8%	3,150	-12.5%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$679,643	-6.0%	3,197	-1.6%
Charlottesville, VA	\$387,558	13.9%	1,706	1.7%
Boston-Cambridge-Newton, MA-NH	\$384,321	28.0%	1,282	1.7%
Durham-Chapel Hill, NC	\$366,344	-17.5%	2,146	-27.0%
Greensboro-High Point, NC	\$333,602	-3.7%	1,764	-3.5%
Salisbury, MD-DE	\$332,984	0.6%	1,440	0.3%
Greenville, NC	\$305,246	19.6%	2,303	8.7%

The Outer Banks Visitors Bureau

DIGITAL MARKETING METRICS



Outer Banks Visitors Bureau FY25-26 Paid Media May 2026 Dashboard



HOFFMAN YORK

campaign insights

This dashboard highlights Outer Banks Visitors Bureau's analytics, managed and audited by Hoffman York. It includes delivery highlights for paid media campaigns and outerbanks.org website activity.

- **Delivery trends:** Reviews FY25-26 year-to-date (FYTD) versus prior fiscal year-to-date totals.
- **Website analytics overview:** Reviews key KPIs/events tracked and website content viewed.
- **Campaign summary, search overview & email marketing performance overview:** Reviews topline delivery metrics for paid media campaigns and email marketing.

May 2026 Highlights

- **Paid Media:** Driven by the addition of the Outside Custom Partnership promoting and distributing The Outer Edge series, and an incremental May heavy-up in 4 markets (RAL, DC, NOR, RICH) on Broadcast TV, YouTube, and Paid Search, performance climbed significantly: impressions grew by 20MM YoY, while video views rose by 14MM.
 - Spring-Summer:
 - The Outside Custom Partnership delivered in full by the end of May, generating over 1.4MM video views.
 - The incremental Spring-Summer push generated the remaining 12.3MM video views, attributed to Broadcast TV and YouTube nonskip video.
 - An AI Max Paid Search test generated an average 14% CTR and \$0.70 CPC, performing slightly below our traditional search campaigns. Continuing the test in FY26-27 will provide additional time for optimization beyond the learning phase and yield more actionable insights.
 - Continuity:
 - To-date, the incremental Expedia traffic-driving campaign has generated 318 room nights booked, with an average ROAS of 16.6. The campaign will run through June.
 - Native supported Crab Week, Travel Deals, The Outer Edge, Rental Planning, and Summer Stays. Rental Planning led with a 0.47% CTR, but all five creatives performed within 0.02 points of each other. The Travel Deals creative drove an average of three minutes on site among the Travel & Niche audience, ranking it as the #2 creative of the fiscal year for time spent on site!
- **Website:** Total monthly sessions were down 17% YoY, primarily driven by a decrease in organic traffic (-29% YoY).
 - The /things-to-do/ page saw the largest volume increase at +3.8K or +3%, mainly driven by paid search (62%).
 - May generated 5.1K travel guide requests on the site, and 2.9K PDF travel guide requests.
 - **Email:** 143K emails were sent across consumer marketing contact sublists and various workflows, achieving an overall 11% open rate, 13% CTR (opens), and 0.76% bounce rate.
 - The May monthly OBX email titled "Let Your Getaway Bloom" generated an overall 15% open rate and 9% CTR (opens).
 - An A/B test was conducted to evaluate the preview line's effectiveness. Group A received "Don't miss these May events—Soft-Shell Crab Week, markets, and more," while Group B received "Start planning for sun, sand, and a stress-free stay." Group A received a 14% open rate while Group B received an 18% open rate, indicating a preview line focused on general vacation may be more effective.
 - *Note: The Family workflow audience was intentionally excluded from this send to minimize message frequency and ensure they receive the Family Fun email.*
 - A Family Fun newsletter titled "Kid-Approved Summer on the OBX" was sent out to the Family workflow and generated a 22% open rate and 17% CTR (opens). The CTA button "Your Summer Sneak Peek" generated the most clicks at 30%, followed by the "Explore Travel Specials" CTA button at 21%.
 - Among workflows, the Foodie workflow achieved the highest open rate at 30%, while the Family Workflow achieved the highest CTR (opens) at 58%!

Dashboard was updated on 6/10/26. Data is reviewed and validated through - Media, Email, and Website: 5/31/26.

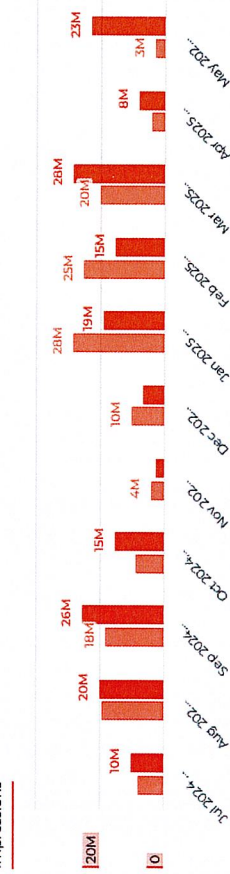
FYTD = Fiscal Year Total To-Date (includes all data from July 2025 through the listed 'reviewed and validated date').
Monthly Delivered v. Previous Year = Month Of v. Same Month Previous Year i.e. July 2025 vs. July 2024

delivery trends

FYTD: Impressions

173,531,674
 +16.45% (24,513,492)

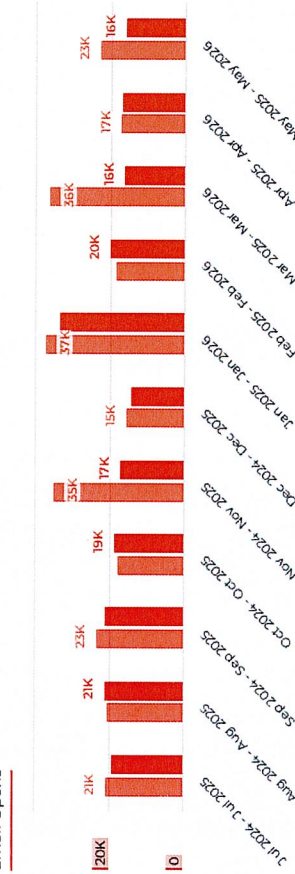
Monthly Impressions Delivered vs. Previous Year



FYTD: Email Opens

213,057
 +19.34% (51,081)

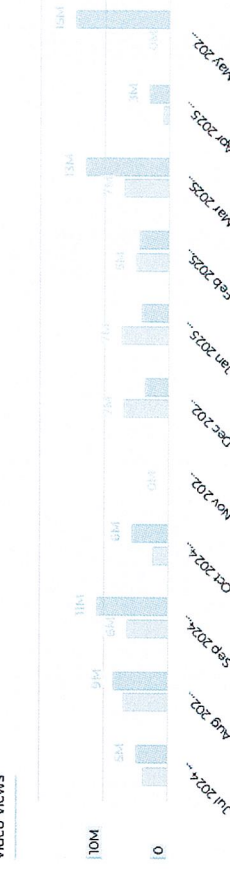
Monthly Email Opens v. Previous Year



FYTD: Video Views

73,212,933
 +56.90% (26,552,134)

Monthly Video Views Delivered vs. Previous Year



FYTD: Website Sessions

3,731,588
 +10.98% (-460,380)

Monthly Website Sessions v. Previous Year



Executive Summary

Drive Awareness

KPI: Impressions

Performance As Of:	May 2026	May 2025	Base Goal	Stretch Goal
Current Month	5,282,181	4,950,578	3,656,852	4,947,506
Cumulative Fiscal	50,915,740	56,185,631	46,876,399	63,421,010
Cumulative % To Target		91%	109%	80%

KPI: Likes, Comments, Shares, Saves/Favorites, Video Views, Link Clicks, Media Clicks

Engage

Performance As Of:	May 2026	May 2025	Base Goal	Stretch Goal
Current Month	223,460	272,794	160,049	195,616
Cumulative Fiscal	3,049,370	2,482,502	2,379,487	2,908,262
Cumulative % To Target		123%	128%	105%

Key Messaging:

- Softshell Crab Week
- Accessibility on the OBX
- Must-see/Must-do on the OBX

Performance Overview:

- As of the end of May, with one month remaining in the fiscal, all four KPIs have surpassed the projected end-of-year base goal. Conversions have surpassed the end-of-year stretch goal (27.9K), website sessions are 4K shy of EOY stretch goal, Engagements are 48.8K shy of EOY stretch goal. Both website sessions and engagements are expected to surpass the EOY stretch goal in June.
- Website sessions referred from social this fiscal are the most in recorded history at 428K (FY19/20 saw 415K sessions referred from social)

Next Steps & Recommendations:

- The first round of on-location content will be utilized in June, including footage from the Outer Banks Welcome Center.
- Beach safety messaging will feature prominently in June going into peak visitation season. Additionally, summer content will continue to focus on stewardship and accessibility.
- June conversion ads will allocate a higher percentage of budget to eNews ads to bolster subscriptions after surpassing overall conversion goal.
- Remaining LinkedIn test spend will be reallocated to Reddit conversion ads to test platform efficiency with higher allocated budget for optimization.

Drive Intent

KPI: Website Sessions Referred by Social Sources

Performance As Of:	May 2026	May 2025	Base Goal	Stretch Goal
Current Month	37,300	22,222	23,223	28,251
Cumulative Fiscal	428,069	339,196	333,244	405,389
Cumulative % To Target		126%	128%	106%

KPI: Mini-Guide Requests, Physical Guide Requests, Guide PDF Downloads, eNews Sign-Ups

Convert

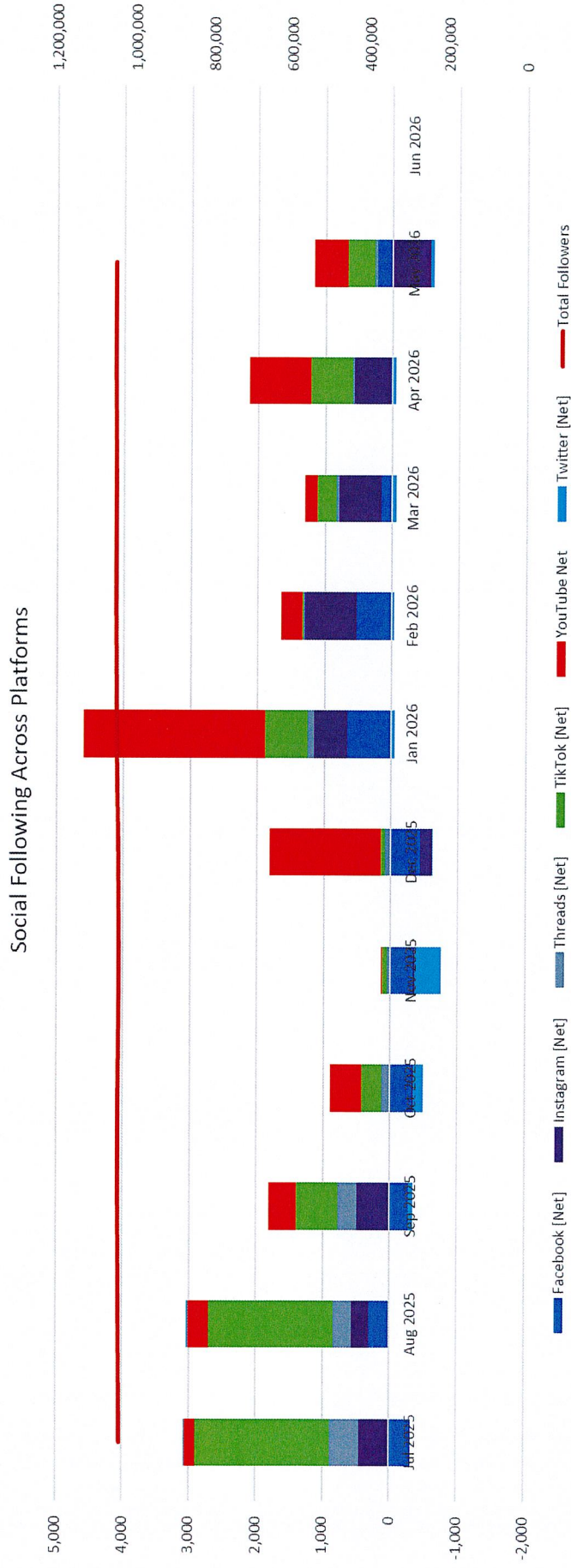
Performance As Of:	May 2026	May 2025	Base Goal	Stretch Goal
Current Month	5,832	1,266	1,658	1,937
Cumulative Fiscal	37,752	23,100	22,875	26,724
Cumulative % To Target		163%	165%	141%



Engage - Community Growth

Highlights:

- Instagram experienced a net loss in followers due to a significant purge of bot and inactive accounts across the platform (Dwayne "The Rock" Johnson lost 4.8 million followers overnight).

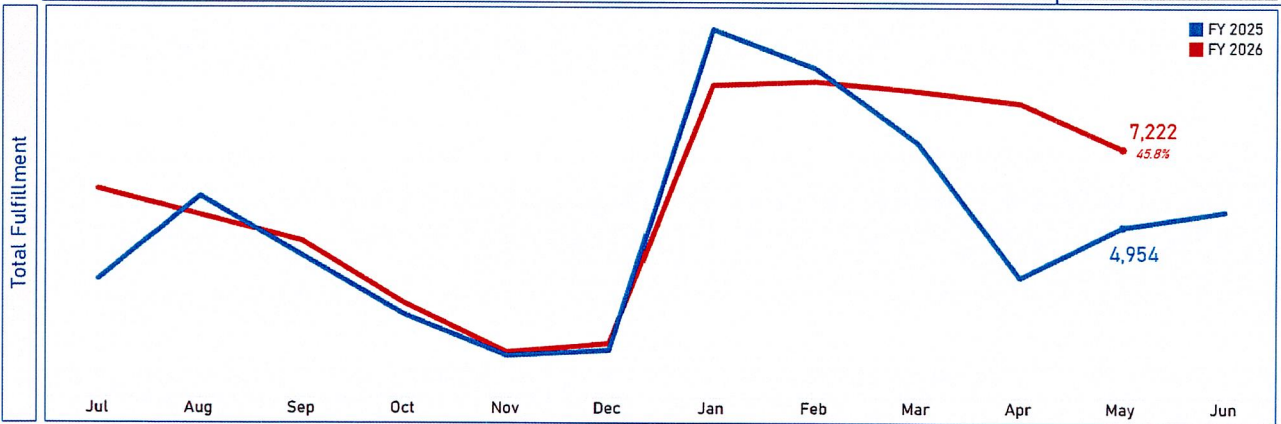


BUREAU FULFILLMENT



Outer Banks Visitors Bureau Monthly Fulfillment
May 2026

YOY	Type of Request					Total
	Calls	Print	Online	eGuide	Mail	
May '26	31	0	4,670	2,521	0	7,222
	-11.4%	-100.0%	96.5%	0.1%	-100.0%	45.8%





OBVB Hosts ‘Promise for the Park’ Beach Cleanup

Outer Banks Visitors Bureau staff, members of the LRTMP Special Committee and community volunteers participated in a ‘Promise for the Park’ Beach Cleanup on June 10. In the spirit of [The Outer Banks Promise](#), the Bureau has adopted the one-mile stretch of beach that covers the pedestrian access ramp immediately south of the homes in South Nags Head and extends down to Ramp 2 at Coquina Beach as part of the National Park Service Adopt-a-Beach Program.

Outer Banks Promise Spotlight: The Secotan Alliance – In the Spirit of Wingina

At their annual ‘In the Spirit of Wingina’ symposium on May 29 at the Virginia S. Tillett Community Center, the [Secotan Alliance](#) and event attendees learned about OBVB efforts to inspire more responsible visitation before collectively making [The Outer Banks Promise](#) destination pledge. We encourage other area businesses, groups and associations to share their commitment to enhancing stewardship in our community. To learn more, contact Jeff Schwartzenberg at community@outerbanks.org.



2nd Annual Outer Banks Volunteer Week Schedule Begins to Take Shape

The Outer Banks Visitors Bureau is excited to host the [2nd Annual Outer Banks Volunteer Week](#) from October 10-17, 2026, with several opportunities for visitors, residents and second homeowners to connect more deeply with the community by volunteering with local organizations on a variety of projects and events. Volunteer Week opportunities currently scheduled include:

- October 10 - Town of Kitty Hawk Community Cleanup (10:00am-12:00pm)
- October 10 - [Island Farm Pumpkin Patch](#) (8:45am-12:15pm or 11:45am-3:15pm)
- October 11 - Duck Jazz Festival (times TBD)
- October 13 - [Outer Banks Relief Foundation Beach Cleanup](#) - Glenmere Ave. Access, KDH (4:00pm-5:30pm)
- October 14 - Dare County Master Gardeners' - Outer Banks Arboretum and Teaching Garden (9:00am-11:00am)
- October 15-16 – [Bluegrass Island Music Festival](#)
- October 17 - [Island Farm Pumpkin Patch](#) (8:45am-12:15pm or 11:45am-3:15pm)
- October (TBD) – Elizabethan Gardens: Gardening + Decorating for ‘A Night of 1587 Pumpkins’ and ‘WinterLights’



Beach Food Pantry’s ‘Take the Tan, Leave the Cans’ Campaign Leverages OBVB Video Content to Deepen the Connection between Visitors and the Outer Banks Community

The Beach Food Pantry recently elevated their ‘Take the Tan, Leave the Cans’ campaign, which is designed to inspire visitors to donate leftover, unopened groceries after a vacation stay. Working with local property management companies and partners across the community, the Beach Food Pantry created low-tack vinyl stickers that leverage two OBVB videos (via QR codes) to spotlight this campaign, as well as share ways for visitors to volunteer with BFP during their stay.

Videos:

- [‘Take the Tan, Leave the Cans’: Facebook Spotlight](#)
- [Voluntourism on the OBX: The Beach Food Pantry](#)



Community, Stakeholder and Industry Engagement Opportunities

- May 21 – Elizabethan Gardens Annual Luncheon (Guest)
- May 21 – Outer Banks Community Foundation Community Terrace Opening (Guest)
- May 28 – Coastal Environmental Educators Network (CEEN) Meeting (Participant)
- May 28 – Coastal Studies Institute ‘Science on the Sound’ Lecture Series (Guest)
- May 29-30 – The Secotan Alliance - In the Spirit of Wingina 3 Event (Participant + Presenter)

June-July-August (TBD) – Soundside Markets (Participant)

- June 2-3 – Visit North Carolina Destination Immersion / Roanoke Island + Hatteras Island (Participant)
- June 10 – ‘Promise for the Park’ Beach Cleanup (Host)
- June 17 – Learn Tourism Webinar: Preserving the Past, Engaging the Future (Participant)
- June 23 – Outer Banks Owners Alliance Virtual Meeting (Presenter)
- June 24 – Destination Management Peer Group Virtual Meeting (Participant)

- August 10-12 – Great Trails State Conference / Winston-Salem, NC (Attendee)
- August 19 – National Aviation Day Event / Wright Brothers National Memorial (Participant)

TOURISM SALES & EVENTS | INDUSTRY RELATIONS ACTIVITY – JUNE 2026

TOURISM SALES | Future Trade Show Dates and Locations:

- August 9 - 12, 2026: NC Motorcoach & Virginia Motorcoach, Richmond, VA
- August 21 – 24, 2026: Student Youth Travel Association, Pittsburgh, PA
- September 21 - 24, 2026: S.P.O.R.T.S Marketplace, Virginia Beach, VA
- November 15 - 18, 2026: National Tour Association Travel Exchange, Tulsa, OK
- November 30 - December 3, 2026: Travel South International Showcase, Nashville, TN
- December 8 - 9, 2026: AENC Annual Trade Show, Raleigh, NC
- January 25 – 27, 2027: NC Festival & Event Association, Charlotte, NC
- February 6 - 9, 2027: American Bus Association Annual Marketplace, Calgary, Edmonton
- February 16 – 19, 2027: Municipal Special Events Summit | Knoxville, TN
- March 15 – 18, 2027: Heritage Club International-Bank Travel, Branson, MO
- April 5 – 7, 2027: Visit NC 365, Winston Salem, NC
- May 2 – 6, 2027: US Travel’s IPW Marketplace, New Orleans, LA

INDUSTRY RELATIONS | Kill Devil Grill Wins 2026 Soft-Shell Week:

Kill Devil Grill claimed the top spot for the third consecutive year during the 4th Annual Outer Banks National Soft-Shell Week.

Nearly 1,000 votes were cast across 41 participating restaurants from Duck to Hatteras, with Blue Moon Beach Grill and The Bonzer

Shack rounding out the top three.

Building on the success of this

year's event, Bureau staff are already planning for 2027 with a focus on increasing restaurant participation, enhancing visitor experiences, and introducing new promotional opportunities. Outer

Banks National Soft-Shell Week continues to grow as a signature

culinary event that supports shoulder-season visitation and strengthens engagement with both visitors and local businesses.



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

INDUSTRY RELATIONS | SAVE THE DATE:

OBX Tourism Summit | Thursday, November 5, 2026 | 9:00am – 3:00pm



Tourism Summit
November 5, 2026
Nags Head, NC

Presented by The Outer Banks Visitors Bureau

Preparations are underway for the 12th Annual OBX Tourism Summit, which will be held on Thursday, November 5, 2026, at Jennette's Pier. Staff are currently developing the program,

identifying speakers, and shaping content that will provide valuable industry insights, highlight emerging tourism trends, and foster meaningful networking opportunities among tourism partners. Additional details, including registration information and the event agenda, will be shared as preparations continue.



SOUNDSIDE EVENT SITE | Boardwalk & Site Updates

Staff are actively implementing a variety of improvements at the Soundside Event Site and boardwalk area to enhance the visitor experience and support future site development, including:

- Issued a Request for Qualifications (RFQ) for the development of a 3–5 Year Strategic Plan for the Soundside Event Site to help guide future programming, operations, capital improvements, and long-term site development.
- Installed the "Rules of the Boardwalk" signage.
- Pet waste stations mounted throughout the event site.
- Assembled bike racks, with installation currently underway.
- Ordered trash and recycling receptacles for the site.
- Implementing security camera system; scheduled for 26/27 fiscal year.
- Working with landscaper to address drainage improvements at the Dairy Queen parking lot.
- Contracted educational interpretive signage and are currently working through the design phase, with installation anticipated by the end of October 2026.



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

THE SOUND SIDE EVENT SITE | Soundside Summer Markets:

Held every Wednesday from 9:00am – 1:00pm:

- June 17
- June 24
- July 1
- July 8
- July 15
- July 22
- July 29
- August 5
- August 12
- August 19
- August 26
- September 6



For additional information visit www.soundsidemarket.com

THE SOUND SIDE EVENT SITE | 2026 Calendar Attached:

Staff continue to work with event planners for events held at the Soundside Event Site. Attached is the current 2026 Events Calendar for your review. All Fall event applications were sent out May 1st to event planners.

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

2026 Soundside Event Site Schedule

Name of Event	Date of Event	change as event draws closer)	Number of Attendees	Event Planner	Site Reserved
Sumospeed Beach-Bash(cancelled)	June 13, 2026	1:00pm - 5:00pm	900	Nick Gressley - 757-681-2563	June 13, 2026
Soundside Summer Market Series	June 17, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	June 17, 2026
Soundside Summer Market Series	June 24, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	June 24, 2026
Soundside Summer Market Series	July 1, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	July 1, 2026
Soundside Summer Market Series	July 8, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	July 8, 2026
Soundside Summer Market Series	July 15, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	July 15, 2026
Soundside Summer Market Series	July 22, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	July 22, 2026
Soundside Summer Market Series	July 29, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	July 29, 2026
Soundside Summer Market Series	August 5, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	August 5, 2026
Soundside Summer Market Series	August 12, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	August 12, 2026
Soundside Summer Market Series	August 19, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	August 19, 2026
Soundside Summer Market Series	August 26, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	August 26, 2026
Soundside Labor Day Market	September 6, 2026	9:00am - 1:00pm	500-700	Alex Brewer - 252-564-5251	September 6, 2026
OBX Jeep Mutiny	September 18 - 19, 2026	9:00am - 5:00pm	1000	Steve House - 252-305-9258	September 17 - 20, 2026
Get Low Outer Banks	September 26, 2026	11:00am - 6:00pm	700	Cristopher Means - 561.294.5981	September 26, 2026
OBX Rod & Custom Toy Festival	October 3, 2026	11:00am - 4:00pm	250	Sara Hole - 252-423-0845	October 2 - 4, 2026

OBX Seafood Festival	October 17, 2026	10:00am - 6:00pm	8000 (Not all at one time)	Hunter Walsh	October 13 - 19, 2026
OBX Brewtag	October 24, 2026	11:00am - 6:00pm	5000 (Not all at one time)	Chris O'Neill- 252-305-5561	October 22 - 26, 2026
OBX Truck Fest	November 6 - 7, 2026	9:00am - 4:30pm	1000	Eric Czap - 910-398-5011	November 5 - 8, 2026
Grassfed Bluegrass	November 14, 2026	12:00pm - 10:00pm	1000	Miller MacDonald 252-339-6807	November 13 - 15, 2026
Soundside Holiday Market	November 22, 2026	12:00pm - 4:00pm	500-700	Alex Brewer - 252-564-5251	November 22, 2026
Soundside Holiday Market	November 29, 2026 (rain date: December 6, 2026)	12:00pm - 4:00pm	500-700	Alex Brewer - 252-564-5251	November 29, 2026
Soundside Holiday Market	December 13, 2026 (rain date: December 20, 2026)	12:00pm - 4:00pm	500-700	Alex Brewer - 252-564-5251	December 13, 2026

Best Lists

Travel + Leisure | May 2026

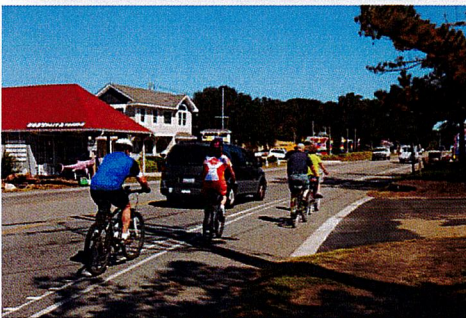


“15 Best Beaches in North Carolina—From Lively Towns to Secluded Barrier Islands” Features Duck, Nags Head, and The Sanderling Resort. <https://bit.ly/4x6rMi2>

Travel + Leisure | May 2026



“12 Best Beach Towns on the East Coast, From Florida to New York” Features Duck. *For “a mix of adventure and relaxation,” Cosgrove recommends this beach town in the Outer Banks. With one of the best beaches in North Carolina, this is the type of town where you can really kick back and take it easy.* <https://bit.ly/4okWGiY>



Travel + Leisure | May 2026



“The 7 Most Affordable U.S. Islands You Can Visit Right Now” The Outer Banks ranked #2. <https://bit.ly/4oi5WEf>

USA Today 10Best | May 2026 “Best State Park (2026)”



Jockey's Ridge ranked #5. <https://bit.ly/4okKUFg>

Condé Nast Traveler | June 2026 “The Best North Carolina Airbnbs, From Outer Banks



Bungalows to Asheville Estates” Two Airbnbs in Kill Devil Hills made the list. <https://bit.ly/4a9iBnp>

Southern Living Magazine | May 2026 “29 Of The South's Dreamiest Hotel Pools”



The hardest decision you may have to make at The Sanderling in North Carolina's Outer Banks is where to take a dip: the adults-only 75-foot lap pool or the kid-approved zero-entry one—both of which sit mere steps from the Atlantic Ocean. <https://bit.ly/4aAVthv>

WorldAtlas | Jun 2026 “9 Coolest Atlantic Coast Towns For A Summer Vacation In 2026” Features Nags Head. <https://bit.ly/43hZle5>



Quartz | Jun 2026 “The best cheap summer vacations for budget travelers in 2026” 10. *Outer Banks anchors its value in free miles of coastline.* <https://bit.ly/4g7GdME>



The Charlotte Observer | Jun 2026 “This NC vacation spot ranks among best in the US for families. Why folks love it” *The Outer Banks, a group of barrier islands just off the North Carolina coast, placed 14th on the publication’s Top 18 list of getaways offering fun and relaxation for the whole family.* <https://bit.ly/3QqOBws>



Condé Nast Traveler | May 2026 “20 East Coast Beach Towns Worth a Visit, From Florida to Maine” Nags Head makes the list, highlighting Jockey’s Ridge State Park and the shipwrecks off the coast for scuba diving. <https://bit.ly/4dXITLE>



Earned Media

National Geographic | May 2026 “Want to experience the Outer Banks without the crowds? Here’s when to visit.” Douglas Paton reached out to Aaron and Anna Leigh for assistance on an article about the Outer Banks in the shoulder season. This article directly quotes Aaron. <https://bit.ly/4vEhqof>



Our State Magazine | May 2026 “5 Retro Buildings Serving Modern Beach Eats” A result of Aaron and Anna Leigh’s story ideas shared with Our State last October. Includes local spots such as The Colington Café, Black Pelican Oceanfront Restaurant, and Duck’s Cottage Coffee & Books. <https://bit.ly/4dXJAVg>



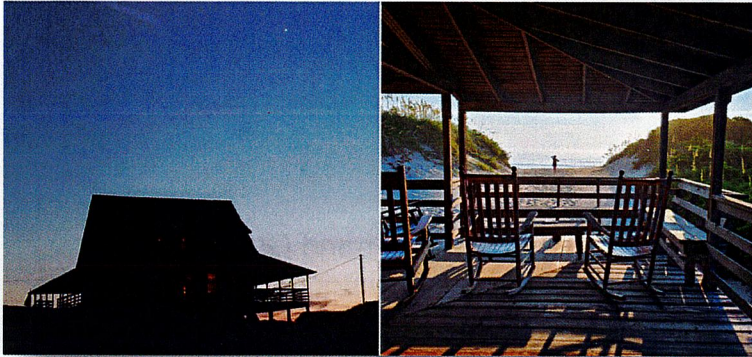
Our State Magazine | May 2026 “The Next Generation of Beach Home Design” A result of Aaron and Anna Leigh’s story ideas shared with Our State last October. <https://bit.ly/4ochclv>



Our State Magazine | May 2026 “Still Life of a Nags Head Beach Cottage” A result of Aaron and Anna Leigh’s story ideas shared with Our State last October. *Spider Villa, as it’s known, is more than a mere beach house. One of nine surviving homes of the pioneer cottages in the Nags Head Beach Cottage Row Historic District, the home has been part*



of the landscape for more than 150 years, its faded timbers and unadorned simplicity standing stalwart. <https://bit.ly/4urq08G>



Our State Magazine | May 2026 “10



**Nags Head Experiences
Worth Chasing This Summer”
Hosts many images provided**

**by the OBVB. From remote beaches
to sunsets that dazzle before they sink
into the sound, here’s where to splash,
dine, and cast a line in this Outer
Banks town. <https://bit.ly/4e937R9>**

Our State Magazine | May 2026 “Shipwrecks for Landlubbers” Features mostly Outer Banks waters' shipwrecks, with info and images provided by OBVB. *Along our coast, shipwrecks rest in sand and surf, revealing stories of storms, war, rescue, and mystery. Here are eight to see. <https://bit.ly/4vsWSyS>*



Our State Magazine | May 2026 “Wave Wisdom” Features OBX-native, *Surfer and waterman Pat O’Neal knows the difference between a good ride and a great one, and why the waves off Hatteras hold their power longer than anywhere else on the East Coast. <https://bit.ly/4ocQucu>*



Our State Magazine | May 2026 “What the Sea Hides” *The Outer Banks are constantly changing shape — part of why an estimated 5,000 ships now rest in the Graveyard of the Atlantic. Hundreds of those wrecks lie in less than 130 feet of water, within recreational diving limits. Civil War blockade runners, German U-boats, and World War I steamers offer glimpses of North Carolina history that few people ever see in person. <https://bit.ly/4vVKY0P>*



Our State Magazine | May 2026 “The Artist: James Melvin” Features Nags Head artist, James Melvin who has illustrated over 40 children’s books that have been a staple in local libraries, classrooms and more. <https://bit.ly/4xhgWWE>



Our State Magazine | May 2026 “Vicki Basnight’s Love Letter to the Outer Banks” Highlights Vicki Basnight's new restaurant in Manteo "Vicki B's." *When Vicki Basnight got the call to visit the vacant home at 301 Budleigh Street, she couldn’t say no. As a child, she played football on the lawn of the home in downtown Manteo with the boys who lived there, but she’d never been inside or even glimpsed it through the windows. <https://bit.ly/4uX43PQ>*



The Local Palate | May 2026 “5 Outer Banks Restaurants Making a Splash” Making the list includes Spanky’s Grille, Miller’s Waterfront Restaurant, Ten O Six, Olives: A Greek Kitchen, and more. <https://bit.ly/4uX4PMK>



Media and Influencer Trips – In Development

Trudy Saunders | Jun 2026 Aaron and team hosted freelance writer and Garden & Gun contributor, Trudy Saunders for a visit full of activities ranging from historic appeal to dining and relaxing.

Ed Condran | Jun 2026 Aaron and team are hosting AARP and City Lifestyle publications contributor, Ed Condran, who also runs his own travel vlog.

Candyce Stapen | Jul 2026 Aaron and team are hosting freelance writer and Creators Syndicate contributor, Candyce Stapen who will focus on Duck as a multigenerational family destination.


Media Marketplaces

PRSA 2026 Travel & Tourism Conference | Jun 7-10, 2026 Aaron attended the PRSA Conference in Albuquerque, NM last week where he participated in discussions on the evolving media landscape and gathered new ideas, resources, and best practices to enhance the Outer Banks' public relations efforts.

TBEX North America 2026 | Jun 23-26, 2026 Aaron and Anna Leigh will travel to Richmond, VA later this month to attend TBEX, where they will connect with travel content creators, learn about current trends in destination marketing, and build partnerships that help promote the Outer Banks.

ESTO 2026 | Aug 23-26, 2026 Aaron and Anna Leigh will attend The Education Seminar for Tourism Organizations (ESTO) in Philadelphia where they will learn about new destination marketing strategies, industry trends, and emerging technologies, while also connecting with tourism professionals from across the country.

Want to experience the Outer Banks, N.C., without the crowds? Here's when to visit.

 nationalgeographic.com/travel/article/outer-banks-nc-obx-shoulder-season-vacation

Douglas Paton

May 15, 2026



Surfers walk along the beach in front of the Nags Head Fishing pier. Shoulder season is one of the best times for surfing in the Outer Banks, offering consistent, high-quality swells with fewer crowds.

Stanislas Fautre/FigaroPhoto, Redux

Want to experience the Outer Banks without the crowds? Here's when to visit.

Fewer crowds, cooler temperatures and lower prices make shoulder season the Outer Banks's best-kept secret—without sacrificing the wild beauty that made the barrier islands famous.

With miles of pristine beaches, protected wild horses, and key historic sites, it's easy to see why North Carolina's Outer Banks is popular with beachgoers. But thanks to year-round mild weather, travelers don't have to visit during peak season, when prices are high and prime spots are busy with tourists. Here's how to beat the summer rush.

Why shoulder season is the best time to visit

The Outer Banks (OBX) is a chain of barrier islands that stretches 175 miles along the coast of [North Carolina](#). Average temperatures range from the mid-70s into the 80s in the shoulder season throughout the year. Even rain isn't much of a factor in the [OBX](#).

"If it's raining in one part of the Outer Banks, it's probably not in another," says Aaron Tuell, public relations manager for the [Outer Banks Visitor's Bureau](#). "And with the coastal breeze is coming off the ocean if it's raining all times, it'll blow out in a few hours. On those days can make for some exceptionally gorgeous sunsets."

[\(Visiting North Carolina? Here's what the locals love.\)](#)

The weather is similar in the fall, as well. The only difference is that the sunsets tend to be more vivid and beautiful, according to Tuell.

The shoulder season—between April and May in the spring and September and October in the fall—is often one of the better times to travel. The weather is nice and there aren't nearly as many crowds as family vacations typically don't start until school lets out. Best of all, pretty much everything is open for business. "May is one of the best months to experience Ocracoke," says [Helena Stevens](#), executive director of the Ocracoke Tourism Authority. "Businesses are open, the beaches are still quiet, the village is awake again after a winter hibernation, and the ferry arrival gives the whole trip a slower, more intentional feel."

([The best places to travel in May.](#))

Not only that, but because it's the off-season, itinerary items like accommodations often offer off-season rates, making it the ideal time for budget-conscious travelers to visit the islands. The wait times for tables at restaurants or tours are lower, so you can maximize your time on the barrier islands.

Where to stay in May in the OBX?

The great thing about traveling in the shoulder season is that fewer people are traveling, making it easier to not only find rooms, but to make last minute trips, especially if you travel mid-week.

Camping

May is a great month to camp in the Outer Banks. The weather is nice and the crowds haven't shown up yet, so you can truly take in the natural wonder of the OBX.

([Take a road trip through North Carolina's Outer Banks.](#))

"May is a wonderful time to camp here, and it allows visitors to experience the natural beauty of the OBX on a budget," says Tuell. "Sleeping under the stars and waking up to the sun rising over the ocean is an unreal experience, the campgrounds included below offer just that."

[Cape Hatteras National Seashore](#) is one of the area's prized camping destinations, and America's first national seashore. It has over 70 miles of white sand beaches line these postcard-perfect barrier islands. [Oregon Inlet Campground](#) occupies a prime spot, with [107 sites open to the public](#) that start at \$28 per night, facilities including flush toilets and electricity, with access to beaches and easy access to the [Bodie Island Lighthouse](#). Private campgrounds like [Hatteras Sands Campground](#)—in Hatteras Village—have 60 RV sites, along with 18 cabins and 6 cottages. Rates start at \$79.25 for RV camping and there's access to crabbing and fishing right on the canals in the campground, as well as an Olympic-sized swimming pool.

Inns and B&Bs

There are also inns, like [First Colony Inn](#), [Blackbeard's Lodge](#), and [the Wild Horse Inn](#) that are more on the quaint side. These inns provide a quieter experience, without the crowds that you would find at bigger hotels or campgrounds.

Resorts

And, of course, for folks who like resorts, the Outer Banks' only full-service luxury resort—[the Sanderling](#)—is nestled between the Atlantic Ocean and Currituck Sound. You can lay back, put your feet up and let other people take care of things like food and drinks. This well-known four-star resort was renovated reimagined in 2025 for its 40th anniversary, including celebrity Chef Vivian Howard collaboration on new restaurant Theodosia and a new spa.

Rental properties

For those who like a little more privacy at their accommodations, vacation rentals are a very popular in the OBX. You can stay in [condos on the beach](#) or eight bedrooms houses, that include amenities like sound side piers for your boat, inground pools, and playgrounds. Local companies like [KEES Vacations](#) or [Twiddy](#) can help you find the ideal place for your vacation.

Best beaches in the OBX

The Northern Outer Banks has 25 miles of beaches, with half accessible only via 4x4 vehicles, while the rest can be accessed with any vehicle. These beaches, like [Carova](#) & North Swan Beach offer an off the beaten path experience that is enhanced by the lack of crowds in the shoulder season. Make sure you have a [beach parking permit](#) before trying to access the 4x4 beaches.

[Coquina Beach](#) in Nag's Head is also a part of the [Cape Hatteras National Seashore](#) and is right across from the [Bodie Island Lighthouse](#).

The beaches on [Ocracoke](#), the middle island in the OBX chain, are all a part of the [Hatteras National Seashore](#). You can use the [ferry](#) to reach this undeveloped and protected slice of nature.

The beaches are all great for activities like kiteboarding, swimming, looking for seashells, and whatever else you like to do at the beach.

Best restaurants in the Outer Banks

The Outer Banks brings together a lot of the different kinds of culinary experiences that North Carolina offers.

Like the rest of North Carolina, the Outer Banks has many notable barbecue restaurants highlighting a combination of tang and spice that North Carolina is known for. At Corolla Village BBQ, dig into dishes like the BBQ chicken, paired with coleslaw. At Fat Crabs Rib Company, the Southern Sampler gives you a little taste of everything in a quaint village setting.

Seafood lovers can't miss the fresh off the boat offerings you can get in the OBX. [Ocracoke Oyster Company's](#) signature oysters provide a great example of the oysters, clams, and fish that are key part of Ocracoke's identity. At the Low Tide Bar and Grill, dishes like fish tacos and the flounder are always a hit with guests.

The [Kill Devil Grill](#) is a former diner and is on the [National Register of Historic Places](#), which offers a variety of classic dishes with a modern spin, like beer can shrimp and cheese steak rolls, as well as an apple crisp that can't be missed.

Things to do in May in the Outer Banks

The Outer Banks may be best known for its beaches, but there's so much more going on beside just pristine water and sand. Here's are some of the many activities you can experience.

([Top ten best things to do in North Carolina.](#))

For nature lovers

The Outer Banks may consist of a slim chain of islands, but it's big on adventure. Spotting horses galloping across the shore is a particularly breathtaking experience. For the best chance to see them, book guided tours like [Wild Horse Adventures](#) and [Corolla Jeep Adventures](#).

You can also check out the [Nag's Head Woods Nature Preserve](#) while you're in the area. It's one of the largest, most diverse remaining maritime forests on the East Coast. Keep your eyes peeled for the 50 species of birds that nest there or the different types of mammals that call the preserve home, like the [river otter](#).

For those who enjoy fishing

Anglers can cast their lines from any beach in the OBX, try near Cape Hatteras Point, for fish like red or black drum and pompano. [Jennette's Pier](#), at located in Nag's Head, is ADA accessible, with Mobi-mats that allow wheelchair users access to the beach and pier.

Outfitters like [Fly Fishing OBX](#) take fly fishers out to either the sound side or the ocean side of the islands, chasing fish.

"May is when our season starts here in earnest," says [Harry Meraklis](#), owner of Fly Fishing OBX. "On the sound side we're chasing schools of bluefish with good topwater action. Oceanside, the main species are cobia and bull reds"

Remember to check the [fishing regulations](#) before you go out and to purchase a [fishing license](#).

For the thrill seekers

People don't let the wind get in the way of fun in the OBX. In fact, they've embraced it. Kiteboarding is hugely popular and the [Kiteboarding Kickoff Weekend](#) (May 29-31) opens kiteboarding season, with demonstrations, gear talk, and games for kids. Hang gliding is also possible, with the [Hang Gliding Spectacular](#) happening mid-May.


For the history buffs

Fans of history will love places like the [Wright Brothers National Memorial](#) in Kitty Hawk and the [Graveyard of the Atlantic Museum](#). Visitors to the museum can learn about the maritime history of the area, which includes infamous pirates like [Blackbeard](#).

For maritime fans, there are five lighthouses on the Outer Banks in total. Built in the 1870s, Currituck Beach Lighthouse is the only major lighthouse in the OBX with an unpainted, natural red brick exterior, and it still functions with its original Fresnel lens.

Raised on an island in Northern Ontario, Canada, Douglas Paton has a deep appreciation for long drives through small towns. These days, he calls the Southern Interior of British Columbia home, where he writes about travel, fly fishing, canoeing with polar bears.

The 7 Most Affordable U.S. Islands to Visit in 2026

 travelandleisure.com/the-7-most-affordable-us-islands-to-visit-11959022

Lauren Dana Ellman, Lauren Dana Ellman

May 19, 2026

The 7 Most Affordable U.S. Islands You Can Visit Right Now

Yes, an island escape is well within reach. Here's proof.



View of the Bodie Lighthouse on the Outer Banks of North Carolina. Credit: Noel/Adobe Stock

You don't need to leave the country for an island escape. We asked [Kayak](#) to analyze recent flight and hotel search data—and the best deals are closer than you'd think—from the Carolinas to Hawaii, with no passport required.

“Higher hotel prices can be intimidating, but they don't tell the full story,” says Kayak's travel trends expert Sarah Kennedy. “By flying into well-connected airports and staying in nearby areas instead of the main tourist hubs, travelers can unlock much better value.”

The findings are based on Kayak flight and hotel searches conducted between December 2025 and March 2026 for travel from mid-March through June 2026, using average round-trip economy airfares and nightly hotel rates to identify the destinations below. Here's where you can go right now without having to dig into your piggy bank.

Outer Banks, North Carolina



Aerial view of sunset over an Outer Banks beach.
Nickolas Schmidt/Travel + Leisure

Fly into: Norfolk, VirginiaAverage airfare: \$361Average nightly rate: \$198

Off the coast of North Carolina, this 100-mile chain of barrier islands offers wide, sandy beaches, charming seaside towns, and a rich sense of history—and was even named the [most affordable U.S. vacation destination](#). Easily reached via Norfolk International Airport (about an 82-mile scenic drive south), the region offers a range of accommodations, from boutique inns and full-service resorts to beach house rentals. For a laid-back base, consider [Hatteras Island](#), known for its 70 miles of unspoiled shoreline and the towering [Cape Hatteras Lighthouse](#), the tallest in the country. Much of the area falls within the protected [Cape Hatteras National Seashore](#), while nearby [Roanoke Island](#)—site of the famed “Lost Colony”—adds another layer of early American history.

Vieques, Puerto Rico



Wild horses on the beach on Vieques, Puerto Rico.
Benjamin/Adobe Stock

Fly into: San Juan, Puerto RicoAverage airfare: \$378Average nightly rate: \$248

THE BEACH HOUSE



SHOP BY THE SEA

Three island stores with beach house decor
for those who live on the water or wish they did.

written by HALEY PINELES

Pea Island Art Gallery

SALVO

Camouflaged as a replica of a 19th-century life-saving station, this gallery holds an abundant collection of art from more than 100 local and regional artists. Browse sculptures, jewelry, photographs, handmade pottery, and watercolor, oil, and acrylic paintings. You might even see artwork by owner Kim Robertson on display, featuring a unique blend of photography and painting techniques, or land- and seascapes by her mother, Donna. Swing by the gift shop to pick out a piece of local artwork for under \$20; a portion of gallery proceeds goes to Pea Island Wildlife Refuge and Chicamacomico Life-Saving Station Historic Site.

27766 NC Highway 12
(252) 987-2879
peaislandartgallery.com

Sam & Winston

MANTEO

Opened in 1999 by Sheila Silver — who was joined by her daughter, Creecy Richardson-Creef, in 2010 — Sam & Winston embodies a Southern seaside vibe. From shell-adorned decor to coastal coffee table books, the store is full of design ideas and contemporary gifts. The name is a combination ode to Winston — Sheila's grandson and Creecy's oldest son — and Sam, the family's golden retriever.

108 Sir Walter Raleigh Street
(252) 475-9764, @shopsamandwinston

Colbury Co.

DUCK

Want your coastal cottage to feel like stepping into a Nancy Meyers movie? Browse for furnishings like tables, picture frames, and mirrors made with driftwood; woven baskets, placemats, and beach bags; and nautical books, serveware, and artwork — all carefully curated by owner Dan Deal. In the shop, touches of turquoise and deep blue pop against the muted wood tones and white walls, calling to mind the siren song of sand and seafoam.

1171 Duck Road, Suite D2, colburyco.com

