



Dare County Tourism Board

Proposed Budget

Fiscal Year 2024-2025

Fiscal Year 2024-2025
Dare County Tourism Board
Proposed Budget

Dare County Tourism Board						
Budget 2024-2025						
Total Revenues - Governmental Funds						
(General Fund and Special Revenue)						
	Budget	Amended	Projected	Proposed	% Change	
	FY 2023-2024	Budget	FY 2023-2024	FY 2023-2024	Budget	to FY 23-24
		FY 2023-2024			FY 2024-2025	Budget
Occupancy	\$ 6,207,476	\$ 6,275,475	\$ 7,500,478	\$ 6,461,205	2.96%	
Meals	\$ 2,724,470	\$ 2,778,310	\$ 3,427,921	\$ 2,954,855	6.35%	
	\$ 8,931,946	\$ 9,053,785	\$ 10,928,399	\$ 9,416,060	4.00%	*
Interest - GF	\$ 191,000	\$ 191,000	\$ 503,530	\$ 360,000	88.48%	
Interest - Travel Guide	\$ 50	\$ 50	\$ 126	\$ 50	0.00%	
Interest - Restricted	\$ 125,000	\$ 125,000	\$ 365,502	\$ 300,000	140.00%	
Website Advertising	\$ 125,000	\$ 125,000	\$ 149,767	\$ 125,000	0.00%	
Travel Guide Income	\$ 35,000	\$ 35,000	\$ 49,000	\$ 39,000	11.43%	
Other - General	\$ 1,000	\$ 1,000	\$ 256	\$ 1,000	0.00%	
	\$ 477,050	\$ 477,050	\$ 1,068,181	\$ 825,050	72.95%	
Amounts Rolled Over from PY	\$ 3,296,802	\$ 3,296,802	\$ 3,296,802	\$ 2,702,351	-18.03%	
Appropriated Fund Balance	\$ 9,022,001	\$ 9,022,001	\$ 6,078,242	\$ 11,878,193	31.66%	
	\$ 12,318,803	\$ 12,318,803	\$ 9,375,044	\$ 14,580,544	18.36%	
Total Revenues	\$ 21,727,799	\$ 21,849,638	\$ 21,371,624	\$ 24,821,654	13.60%	
* This is a 4% increase over 23-4-24 budget figures. The percent change from projected actual 2023-2024 figures is a decrease of (13.84%).						

**Fiscal Year 2024-2025
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Outer Banks Visitors Bureau Budget 2024-2025 Summary	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28
GENERAL FUND								
REVENUES								
Occupancy/Meals Tax (75%)	6,698,959	6,790,339	8,196,299	7,062,045	4.0%	7,273,906	7,637,602	7,943,106
Revenues - Website Advertising	125,000	125,000	149,767	125,000	0.0%	127,500	132,600	137,904
Revenues - Interest and Other	192,050	192,050	503,912	361,050	88.0%	364,714	375,655	394,438
Appropriated from Fund Balance	286,545	286,545	286,545	286,545	0.0%	1,777,051	1,762,367	1,788,663
Transfer from Travel Guide/Travel Guide Income	35,000	35,000	49,000	39,000	11.4%	40,170	41,375	42,616
Total Revenues	7,337,554	7,428,934	9,185,523	7,873,640	6.0%	9,583,341	9,949,599	10,306,727
Projected Over Budget By			1,756,590					
EXPENDITURES:								
Governing	30,565	30,565	27,327	30,705	0.5%	30,961	31,027	31,244
Promotion	8,157,825	8,249,025	7,353,871	8,292,005 *	0.5%	8,068,511	8,373,215	8,701,200
Aycock Brown Welcome Center	173,745	173,745	162,581	175,495	1.0%	176,683	187,105	186,679
Outer Banks Welcome Center RI, Whalebone & Hatteras	215,495	215,675	205,740	226,580	5.1%	232,543	244,049	246,402
Travel Guide Expenses	112,000	112,000	86,796	115,000	2.7%	118,450	122,004	125,664
Unappropriated Fund Balance	1,658,181	1,658,181	1,658,181	1,449,661	-12.6%	413,637	433,045	451,176
Transfer to Event Site Fund	286,545	286,545	285,480	286,545	0.0%	339,907	404,803	420,035
Total Expenditures	10,634,356	10,725,736	9,779,976	10,575,991	-1.4%	9,380,691	9,795,247	10,162,399
Projected Under Budget By			945,760					
Revenue vs Expenses	-3,296,802	-3,296,802		-2,702,351		202,649	154,351	144,327
Revenue Income over Budget	2,587,101	2,587,101		1,756,590				
Unspent Funds/Encumbrances	709,700	709,700		945,760 *				
* Includes estimated encumbrances of \$441,250								
Unappropriated Surplus	0	0		0				
Net Revenue vs Expenses	0	0		0				

**Fiscal Year 2024-2025
Dare County Tourism Board
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	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28
Outer Banks Visitors Bureau Budget 2024-2025 Summary								
RESTRICTED FUND								
Interest	125,000	125,000	365,502	300,000	140.0%	110,000	85,000	85,000
Designated From Fund Balance	8,735,456	8,735,456	8,494,046	11,591,648	32.7%	8,591,648	8,849,397	9,203,373
Occupancy/Meals Tax (25%)	2,232,987	2,263,447	2,732,100	2,354,015	4.0%	2,424,635	2,545,867	2,647,702
Total Revenues	11,093,443	11,123,903	11,591,648	14,245,663	28.1%	11,126,283	11,480,265	11,936,075
Total Expenditures and Commitments	11,093,443	11,123,903	11,591,648	14,245,663	28.1%	11,126,283	11,480,265	11,936,075
EVENT SITE FUND								
Event Rental Income	22,900	22,900	29,360	24,700	7.9%	26,700	27,800	29,600
Lease Income	49,155	49,155	48,364	52,700	7.2%	52,700	52,700	52,700
Other Income	200	200	0	200	0.0%	200	200	200
Interest	500	500	1,133	500	0.0%	150	100	100
Transfer to Event Site	286,545	286,545	286,545	286,545	0.0%	339,907	404,803	420,035
Unappropriated Funds	45,810	75,810	0	30,380	-59.9%	30,000	31,500	33,075
	405,110	435,110	365,402	395,025	-9.2%	449,657	517,103	535,710
Expenditures	405,110	435,110	412,273	395,025	-9.2%	449,658	517,103	535,710

**Fiscal Year 2024-2025
Dare County Tourism Board
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**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2024-2025**

FISCAL YEAR		ACTUAL 2019-2020	ACTUAL 2020-2021	ACTUAL 2021-2022	ACTUAL 2022-2023	ACTUAL 2023-2024
JULY RECEIPTS						
	OCCUPANCY	\$1,019,991	\$1,031,086	\$1,276,821	\$1,366,626	\$1,367,018
	MEALS	\$399,780	\$343,467	\$484,565	\$486,160	\$514,981
		<u>\$1,419,771</u>	<u>\$1,374,552</u>	<u>\$1,761,386</u>	<u>\$1,852,786</u>	<u>\$1,881,999</u>
AUGUST RECEIPTS						
	OCCUPANCY	\$1,106,544	\$1,522,969	\$1,592,750	\$2,025,877	\$2,165,402
	MEALS	\$472,601	\$378,908	\$556,560	\$597,289	\$604,977
		<u>\$1,579,144</u>	<u>\$1,901,877</u>	<u>\$2,149,310</u>	<u>\$2,623,166</u>	<u>\$2,770,379</u>
SEPTEMBER RECEIPTS						
	OCCUPANCY	\$1,386,584	\$1,386,699	\$1,592,952	\$1,434,166	\$1,458,380
	MEALS	\$427,334	\$342,807	\$455,773	\$496,883	\$531,275
		<u>\$1,813,918</u>	<u>\$1,729,506</u>	<u>\$2,048,725</u>	<u>\$1,931,050</u>	<u>\$1,989,655</u>
OCTOBER RECEIPTS						
	OCCUPANCY	\$456,103	\$646,711	\$717,840	\$725,053	\$799,595
	MEALS	\$245,359	\$312,640	\$381,875	\$398,738	\$386,500
		<u>\$701,462</u>	<u>\$959,351</u>	<u>\$1,099,715</u>	<u>\$1,123,790</u>	<u>\$1,186,095</u>
NOVEMBER RECEIPTS						
	OCCUPANCY	\$225,977	\$411,520	\$437,386	\$433,387	\$348,086
	MEALS	\$196,139	\$220,333	\$283,580	\$162,643	\$273,921
		<u>\$422,115</u>	<u>\$631,854</u>	<u>\$720,966</u>	<u>\$596,030</u>	<u>\$622,007</u>
DECEMBER RECEIPTS						
	OCCUPANCY	\$115,681	\$149,614	\$103,833	\$185,251	\$182,562
	MEALS	\$122,310	\$133,492	\$144,518	\$300,139	\$178,483
		<u>\$237,992</u>	<u>\$283,106</u>	<u>\$248,351</u>	<u>\$485,390</u>	<u>\$361,045</u>
JANUARY RECEIPTS						
	OCCUPANCY	\$64,326	\$99,622	\$191,666	\$101,098	\$135,855
	MEALS	\$105,378	\$129,244	\$172,558	\$143,215	\$144,574
		<u>\$169,703</u>	<u>\$228,866</u>	<u>\$364,224</u>	<u>\$244,313</u>	<u>\$280,429</u>
FEBRUARY RECEIPTS						
	OCCUPANCY	\$82,572	\$221,257	\$320,769	\$322,624	\$155,450
	MEALS	\$98,628	\$96,377	\$93,580	\$124,423	\$101,950
		<u>\$181,200</u>	<u>\$317,634</u>	<u>\$414,349</u>	<u>\$447,048</u>	<u>\$257,400</u>
MARCH RECEIPTS						
	OCCUPANCY	\$68,444	\$167,213	\$170,201	\$170,000	\$133,825
	MEALS	\$90,154	\$92,067	\$131,328	\$116,208	\$92,745
		<u>\$158,598</u>	<u>\$259,280</u>	<u>\$301,529</u>	<u>\$286,208</u>	<u>\$226,570</u>
APRIL RECEIPTS						
	OCCUPANCY	\$30,252	\$277,701	\$229,961	\$228,527	\$125,235
	MEALS	\$69,266	\$179,714	\$176,838	\$179,535	\$136,055
		<u>\$99,518</u>	<u>\$457,415</u>	<u>\$406,799</u>	<u>\$408,062</u>	<u>\$261,290</u>
MAY RECEIPTS						
	OCCUPANCY	\$12,691	\$395,352	\$451,019	\$436,135	\$275,870
	MEALS	\$37,629	\$259,175	\$284,410	\$284,935	\$209,790
		<u>\$50,320</u>	<u>\$654,527</u>	<u>\$735,429</u>	<u>\$721,069</u>	<u>\$485,660</u>
JUNE RECEIPTS						
	OCCUPANCY	\$280,884	\$709,402	\$679,227	\$612,281	\$353,200
	MEALS	\$138,382	\$359,081	\$344,508	\$359,175	\$252,670
		<u>\$419,266</u>	<u>\$1,068,483</u>	<u>\$1,023,735</u>	<u>\$971,456</u>	<u>\$605,870</u>
TOTALS	OCCUPANCY	\$4,850,048	\$7,019,145	\$7,764,423	\$8,041,025	\$7,500,478
	MEALS	\$2,402,960	\$2,847,306	\$3,510,093	\$3,649,343	\$3,427,921
		<u>\$7,253,008</u>	<u>\$9,866,451</u>	<u>\$11,274,517</u>	<u>\$11,690,368</u>	<u>\$10,928,399</u>

**Fiscal Year 2024-2025
Dare County Tourism Board
Proposed Budget**

**BUDGET & FINANCE PROJECTIONS
OCCUPANCY & MEALS FY 2024-2025**

FISCAL YEAR		5 YEAR AVERAGE FY 2022-2024	BUDGET FY 2023-2024	PROPOSED FY 2024-2025	% Increase/ Decrease from Actual	\$ Increase/ Decrease from Actual	% Increase/ Decrease from 23-24 Budget	\$ Increase / Decrease from 23-24 Budget
JULY RECEIPTS	OCCUPANCY	\$1,212,308	\$1,134,925	\$1,210,325	-11.46%	-\$156,693	6.64%	\$75,400
	MEALS	\$445,791	\$425,965	\$443,005	-13.98%	-\$71,977	4.00%	\$17,040
		\$1,658,099	\$1,507,050	\$1,653,330	-12.15%	-\$228,670	6.13%	\$92,440
AUGUST RECEIPTS	OCCUPANCY	\$1,682,708	\$1,596,655	\$1,650,520	-23.78%	-\$514,882	3.37%	\$53,865
	MEALS	\$522,067	\$431,030	\$472,275	-21.93%	-\$132,702	9.57%	\$41,245
		\$2,204,775	\$1,959,685	\$2,122,795	-23.38%	-\$647,584	4.85%	\$95,110
SEPTEMBER RECEIPTS	OCCUPANCY	\$1,451,756	\$1,383,710	\$1,439,060	-1.32%	-\$19,320	4.00%	\$55,350
	MEALS	\$450,815	\$408,970	\$445,330	-16.18%	-\$85,945	8.89%	\$36,360
		\$1,902,571	\$1,792,680	\$1,884,390	-5.29%	-\$105,265	5.12%	\$91,710
OCTOBER RECEIPTS	OCCUPANCY	\$669,060	\$542,895	\$579,615	-27.51%	-\$219,980	6.76%	\$38,720
	MEALS	\$345,022	\$276,660	\$297,730	-22.97%	-\$88,770	7.62%	\$21,069
		\$1,014,083	\$819,555	\$877,344	-26.03%	-\$308,751	7.05%	\$57,789
NOVEMBER RECEIPTS	OCCUPANCY	\$371,271	\$261,640	\$272,110	-21.83%	-\$75,976	4.00%	\$10,470
	MEALS	\$227,323	\$212,220	\$220,715	-19.42%	-\$53,206	4.00%	\$8,495
		\$598,594	\$473,860	\$492,825	-20.77%	-\$129,182	4.00%	\$18,964
DECEMBER RECEIPTS	OCCUPANCY	\$147,388	\$112,835	\$117,350	-35.72%	-\$65,212	4.00%	\$4,515
	MEALS	\$175,788	\$134,805	\$140,200	-21.45%	-\$38,283	4.00%	\$5,394
		\$323,177	\$247,640	\$257,550	-28.67%	-\$103,495	4.00%	\$9,910
JANUARY RECEIPTS	OCCUPANCY	\$118,514	\$81,700	\$84,970	-37.46%	-\$50,885	4.00%	\$3,271
	MEALS	\$138,994	\$106,990	\$121,270	-16.12%	-\$23,304	13.35%	\$14,281
		\$257,507	\$188,690	\$206,242	-26.46%	-\$74,188	9.30%	\$17,552
FEBRUARY RECEIPTS	OCCUPANCY	\$220,534	\$272,985	\$163,905	5.44%	\$8,455	-39.96%	-\$109,080
	MEALS	\$102,992	\$90,410	\$90,410	-11.32%	-\$11,540	0.00%	\$0
		\$323,526	\$363,395	\$254,315	-1.20%	-\$3,085	-30.02%	-\$109,080
MARCH RECEIPTS	OCCUPANCY	\$141,937	\$133,825	\$133,825	0.00%	\$0	0.00%	\$0
	MEALS	\$104,500	\$92,745	\$98,455	4.00%	\$3,710	4.00%	\$3,710
		\$246,437	\$226,571	\$230,281	1.64%	\$3,710	1.64%	\$3,710
APRIL RECEIPTS	OCCUPANCY	\$178,335	\$125,235	\$125,235	0.00%	\$0	0.00%	\$0
	MEALS	\$148,281	\$136,055	\$141,500	4.00%	\$5,445	4.00%	\$5,445
		\$326,617	\$261,290	\$266,735	2.08%	\$5,445	2.08%	\$5,445
MAY RECEIPTS	OCCUPANCY	\$314,213	\$275,870	\$296,910	7.63%	\$21,040	7.63%	\$21,040
	MEALS	\$215,188	\$209,790	\$218,185	4.00%	\$8,395	4.00%	\$8,396
		\$529,401	\$485,660	\$515,095	6.06%	\$29,435	6.06%	\$29,435
JUNE RECEIPTS	OCCUPANCY	\$526,999	\$353,200	\$387,380	9.68%	\$34,180	9.68%	\$34,180
	MEALS	\$290,763	\$252,670	\$267,780	5.98%	\$15,110	5.98%	\$15,110
		\$817,762	\$605,870	\$655,159	8.14%	\$49,289	8.14%	\$49,290
TOTALS	OCCUPANCY	\$7,035,024	\$6,275,475	\$6,461,207	-13.86%	-\$1,039,273	2.96%	\$185,732
	MEALS	\$3,167,525	\$2,778,310	\$2,954,855	-13.80%	-\$473,067	6.35%	\$176,544
		\$10,202,549	\$9,053,785	\$9,416,062	-13.84%	-\$1,512,340	4.00%	\$362,276
		FY22/23 Budget 24/25 vs 22/23	\$8,119,742.00 15.97%					

**Fiscal Year 2024-2025
Dare County Tourism Board
Proposed Budget**

Outer Banks Visitors Bureau Budget 2024-2025 Governing										
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28	
5000	Director Compensation	17,100	17,100	17,125	17,100	0.0%	17,100	17,100	17,100	
5030	Payroll Taxes	1,480	1,480	1,316	1,480	0.0%	1,480	1,480	1,480	
5001	Professional Services	1,000	1,000	0	1,000	0.0%	1,000	1,000	1,000	
5002	Dir. Travel/Mtg./Meals	7,000	7,000	5,424	7,000	0.0%	7,100	7,100	7,150	
5003	Directors & Officers Ins.	2,985	2,985	2,985	3,125	4.7%	3,281	3,347	3,414	
5004	Miscellaneous Items	1,000	1,000	477	1,000	0.0%	1,000	1,000	1,100	
	Total - Governing	30,565	30,565	27,327	30,705	0.5%	30,961	31,027	31,244	
	Projected under budget by			3,238						

**Fiscal Year 2024-2025
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Outer Banks Visitors Bureau Budget 2024-2025 Promotion									
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28
Personnel									
5010	Salaries (full)	942,000	1,019,500	1,018,643	1,085,900	6.5%	1,118,477	1,174,401	1,209,633
5020	Salaries (part)	129,500	129,500	124,466	134,250	3.7%	138,278	145,191	149,547
5025	Overtime Pay	1,000	1,000	0	1,000	0.0%	1,000	1,000	1,000
5030	Payroll Taxes	85,350	91,280	90,732	96,770	6.0%	100,444	105,321	108,393
5040	Employee Insurance	161,750	175,000	167,065	175,700	0.4%	193,270	208,732	225,430
5050	Retirement	125,455	135,440	134,808	156,430	15.5%	164,987	185,160	177,749
5055	401(k) Match	9,420	10,195	8,105	10,860	6.5%	11,185	11,744	12,096
5060	Worker's Comp	1,695	1,945	1,912	2,035	4.6%	2,086	2,159	2,224
5080	Employee Relations	1,995	1,995	2,049	2,340	17.3%	2,340	2,340	2,340
5090	Training	14,900	14,900	8,332	11,900	-20.1%	10,000	10,500	11,025
		1,473,065	1,580,755	1,556,112	1,677,185	6.1%	1,742,077	1,846,548	1,899,436
Marketing/Advertising									
5500	Other Advertising	1,454,760	1,454,760	1,454,760	1,514,545	4.1%	1,559,981	1,606,781	1,654,984
5502	Production Advertising	170,000	170,000	165,153	190,000	11.8%	180,000	190,000	200,000
5510	Events-Development & Prom	73,100	73,100	39,189	53,100	-27.4%	54,693	56,334	58,024
5515	Advertising - Online	2,616,390	2,616,390	2,616,390	2,741,820	4.8%	2,824,075	2,908,797	2,996,061
5525	Community Relations	30,000	30,000	22,958	30,000	0.0%	30,000	30,000	30,000
5560	Brochures/Production/Print	19,000	19,000	16,872	21,650	13.9%	20,000	20,000	20,000
5580	Promotional Aids	9,000	8,500	4,214	8,500	0.0%	8,500	8,500	8,500
6100	Press/Travel Writer Tours	110,000	110,000	90,100	110,000	0.0%	110,000	113,300	116,699
6101	Group Sales	17,750	17,750	15,300	34,000	91.5%	18,000	21,600	22,248
		4,500,000	4,499,500	4,424,936	4,703,615	4.5%	4,805,249	4,955,311	5,106,516

**Fiscal Year 2024-2025
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Outer Banks Visitors Bureau Budget 2024-2025 Promotion									
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28
Special Projects									
6150	Event Grant	818,250	843,250	431,350	802,000 *	-4.9%	425,000	450,000	475,000
6160	Long Range Tourism Plan	350,000	242,560	100,176	225,000	-7.2%	315,000	330,750	347,288
6170	Tourism Summit	25,000	25,000	22,872	27,500	10.0%	18,000	18,000	18,000
		1,193,250	1,110,810	554,398	1,054,500	-5.1%	758,000	798,750	840,288
Operations									
5110	Contracted Services	16,030	16,030	15,693	16,030	0.0%	16,030	16,030	16,832
5140	Audit	10,875	10,945	10,945	13,650	24.7%	17,063	18,769	20,646
5170	Other Professional Service	7,300	40,300	39,796	10,800	-73.2%	10,000	15,000	15,000
5180	Legal	20,500	20,500	18,600	20,500	0.0%	20,500	20,500	20,500
5185	Research	267,500	267,500	156,125	188,500	-29.5%	75,000	50,000	100,000
5190	Administrative Advertising	1,500	2,500	2,433	1,500	-40.0%	1,500	1,500	1,500
5530	Legal Notices	1,500	1,500	500	1,500	0.0%	1,500	1,500	1,500
6200	Postage/Fulfillment	200,000	200,000	152,574	200,000	0.0%	204,000	208,080	212,242
6300	Travel	59,000	59,000	46,761	59,000	0.0%	61,360	63,814	66,367
6305	Vehicle Maintenance	3,500	3,500	2,208	3,000	-14.3%	3,000	3,000	3,000
6320	Registrations	52,475	52,475	26,587	40,000	-23.8%	40,400	40,804	41,212
6340	Travel Show Exhibit	4,000	4,500	4,445	5,000	11.1%	6,500	7,500	7,500
6420	Dues & Subscriptions	57,405	57,405	45,839	69,400	20.9%	72,870	72,870	72,870
6440	Insurance	26,515	26,465	25,542	28,350	7.1%	29,768	31,256	32,819
6460	Telephone	24,400	24,400	23,982	25,540	4.7%	25,540	26,306	26,306
6500	Equipment	78,500	78,500	76,209	21,200 *	-73.0%	25,000	25,750	26,523
6510	Expendable Equipment	2,550	14,550	13,354	3,275	-77.5%	3,275	3,275	3,275
6530	Tech. Support/Software	9,000	9,000	5,703	5,500	-38.9%	5,500	5,500	5,500
6580	Utilities	10,800	10,800	9,533	10,800	0.0%	11,124	11,235	11,348
6600	Cleaning/maint. Supplies	1,500	1,500	1,362	1,500	0.0%	1,500	1,500	1,500
6610	Building Maintenance	25,000	45,000	39,526	20,000	-55.6%	20,000	35,000	55,000
6620	Equip. Service Contracts	3,100	3,100	3,040	3,100	0.0%	3,100	3,100	3,100

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Outer Banks Visitors Bureau Budget 2024-2025 Promotion									
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28
6640	Equipment Rental	33,840	33,840	30,652	33,840	0.0%	33,840	33,840	33,840
6660	Equipment Repairs	3,000	3,000	2,911	3,000	0.0%	3,000	3,000	3,000
6700	Office Supplies	17,800	17,730	17,236	17,800	0.4%	17,800	17,800	17,800
6800	Bank Service Fees	1,920	1,920	1,575	1,920	0.0%	2,016	2,117	2,223
6810	Web Site/Internet	52,000	52,000	45,294	52,000	0.0%	52,000	53,560	53,560
		991,510	1,057,960	818,425	856,705	-19.0%	763,185	772,606	854,960
	Total - Promotional	8,157,825	8,249,025	7,353,871	8,292,005	0.5%	8,068,511	8,373,215	8,701,200
	Projections under budget by less encumbrances			895,154 -402,000 493,154					
	* Encumbrances: #6150 \$402,000								

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Outer Banks Visitors Bureau Budget 2024-2025 Aycock Brown Welcome Center Kitty Hawk											
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28		
5025	Salaries (part)	111,855	111,855	110,017	117,400	5.0%	120,922	124,550	128,286		
5030	Payroll Taxes	9,675	9,675	9,516	10,155	5.0%	10,460	10,774	11,097		
5040	Employee Insurance	4,200	4,200	4,176	4,200	0.0%	4,410	4,542	4,679		
5050	Retirement	3,225	3,225	2,565	3,415	5.9%	3,586	3,693	3,804		
5060	Worker's Comp	185	185	185	185	0.0%	191	196	202		
5080	Employee Relations	455	455	308	455	0.0%	450	450	450		
5090	Training	600	600	600	600	0.0%	600	600	600		
5110	Contracted Services	9,960	9,960	9,960	9,960	0.0%	9,960	9,960	9,960		
6130	Uniforms	800	800	540	1,080	35.0%	800	800	800		
6200	Postage	200	200	152	200	0.0%	200	210	221		
6300	Travel	630	630	187	645	2.4%	560	560	570		
6420	Dues & Subscriptions	270	270	103	270	0.0%	270	270	270		
6440	Insurance	3,685	3,685	3,685	3,890	5.6%	4,085	4,289	4,503		
6460	Telephone	8,700	8,700	5,945	5,940	-31.7%	6,059	6,180	6,304		
6500	Equipment	3,800	3,800	2,800	1,500	-60.5%	1,500	2,000	2,000		
6580	Utilities	6,600	6,600	5,625	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	3,405	3,405	3,024	3,500	2.8%	2000	7250	2000		
6660	Equipment Repairs	1,800	1,800	800	1,800	0.0%	300	315	330		
6700	Office Supplies	3,100	3,100	2,005	3,100	0.0%	3,000	3000	3,000		
	Total - ABWC	173,745	173,745	162,581	175,495	1.0%	176,683	187,105	186,679		
	Projected under budget by			11,164							

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Outer Banks Visitors Bureau Budget 2024-2025															
Outer Banks Welcome Center Roanoke Island															
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2022-2023	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28						
5026	Salaries (part) - RI	83,910	83,910	81,119	87,825	4.67%	90,460	93,174	95,969						
5030	Payroll Taxes	7,260	7,260	7,017	7,600	4.68%	7,825	8,060	8,301						
5060	Worker's Comp	135	135	135	135	0.00%	139	143	148						
5080	Employee Relations	350	350	331	350	0.00%	350	350	350						
5090	Training	600	600	550	600	0.00%	600	600	600						
6130	Uniforms	700	700	540	1,080	54.29%	800	800	800						
6420	Dues & Subscriptions	0	180	95	180	0.00%	189	198	208						
6440	Insurance	5,525	5,525	5,525	6,320	14.39%	6,636	6,968	7,316						
6460	Telephone	1,415	1,415	1,174	1,345	-4.95%	1,372	1,399	1,427						
6500	Equipment	1,000	1,000	1,000	1,000	0.00%	1,000	1,000	1,000						
6580	Utilities	960	960	824	960	0.00%	979	999	1,019						
6600	Cleaning/Maint. Supplies	200	200	190	200	0.00%	200	200	200						
6610	Building Maintenance	2,000	2,000	1,525	2,000	0.00%	3,100	7,960	3,500						
6660	Equipment Repairs	250	250	120	250	0.00%	250	250	250						
6700	Office Supplies	700	700	468	700	0.00%	600	600	600						
Total - Welcome Ctr. R.I.		105,005	105,185	100,613	110,545	5.10%	114,500	122,701	121,688						
Projected under budget by				4,572											

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Outer Banks Visitors Bureau Budget 2024-2025										
Outer Banks Welcome Center - Hatteras Information Center										
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2022-2023	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28	
5026	Salaries (part) - HI	36,875	36,875	35,547	39,150	6.17%	40,325	41,534	42,780	
5030	Payroll Taxes	3,190	3,190	3,075	3,385	6.11%	3,488	3,593	3,700	
5060	Worker's Comp	55	55	55	60	9.09%	62	64	66	
5080	Employee Relations	215	215	151	215	0.00%	200	200	200	
5090	Training	140	140	125	140	0.00%	100	100	100	
5110	Contracted Services	2,300	2,300	2,200	2,300	0.00%	2,300	2,300	2,300	
6130	Uniforms	400	400	270	720	80.00%	300	300	300	
6300	Travel	1,010	1,010	617	1,030	1.98%	903	918	895	
6440	Insurance	925	925	925	975	5.41%	1,024	1,075	1,129	
6460	Telephone	2,700	2,700	2,248	2,700	0.00%	2,754	2,809	2,865	
6500	Equipment	1,000	1,000	800	1,000	0.00%	1,000	1,000	1,000	
6600	Cleaning/Maint. Supplies	250	250	153	250	0.00%	200	200	200	
6610	Building Maintenance	500	500	75	500	0.00%	500	500	500	
6700	Office Supplies	825	825	428	825	0.00%	700	725	750	
Total - Welcome Ctr. - Hatteras		50,385	50,385	46,669	53,250	5.69%	53,855	55,318	56,785	
Projected under budget by				3,716						

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Outer Banks Visitors Bureau Budget 2024-2025		Outer Banks Welcome Center - Whalebone Junction											
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28				
5026	Salaries (part)	50,000	50,000	49,209	52,200	4.40%	53,766	55,379	57,040				
5030	Payroll Taxes	4,325	4,325	4,257	4,515	4.39%	4,651	4,790	4,934				
5060	Worker's Comp	90	90	90	90	0.00%	93	95	98				
5080	Employee Relations	180	180	153	180	0.00%	180	180	180				
5090	Training	100	100	100	100	0.00%	100	100	100				
5110	Contracted Services	795	795	700	795	0.00%	750	750	750				
6130	Uniforms	300	300	270	540	80.00%	300	300	300				
6440	Insurance	925	925	925	975	5.41%	1,024	1,075	1,129				
6460	Telephone	1,740	1,740	1,713	1,740	0.00%	1,775	1,810	1,847				
6500	Equipment	1,000	1,000	500	1,000	0.00%	1,000	1,000	1,000				
6600	Cleaning/Maint. Supplies	50	50	50	50	0.00%	50	50	50				
6700	Office Supplies	600	600	491	600	0.00%	500	500	500				
	Total - Welcome Ctr. Whalebone	60,105	60,105	58,458	62,785	4.46%	64,188	66,030	67,928				
	Projected under budget by			1,647									

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Outer Banks Visitors Bureau						
Budget 2024-2025						
Restricted						
Account		Budget	Amended	Projected	Proposed	Percent
<u>Number</u>	<u>Title</u>	<u>2023-2024</u>	<u>2023-2024</u>	<u>2023-2024</u>	<u>2024-2025</u>	<u>Change</u>
	Occupancy/Meals Tax 25%	2,232,987	2,263,447	2,732,100	2,354,015	4.0%
	Interest	125,000	125,000	365,502	300,000	140.0%
	Appropriated Fund Balance	8,735,456	8,735,456	8,494,046	11,591,648	32.7%
	Total - Non Departmental	11,093,443	11,123,903	11,591,648	14,245,663	28.1%

**Fiscal Year 2024-2025
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Outer Banks Visitors Bureau Budget 2024-2025 Restricted Fund					
Account Number	Title	Projected Amount Allocated thru 2/29/24	Recommended FY 24-25 Projects	Proposed FY 24-25 Allocation	Percent Change
Revenues					
3210	Interest	365,502	0	300,000	-17.9%
9930	Appropriation from Fund Balance	8,494,046	0	11,591,648	36.5%
9940	Occupancy/Meals Tax 25%	2,732,100	0	2,354,015	-13.8%
Total Revenues		11,591,648	0	14,245,663	22.9%
Expenditures					
Long Term Projects: 70% = \$1,647,811					
4503	Infrastructure NOTE #1	319,231	100,000	419,231	31.3%
4525	Event Site NOTE #2	7,006,204	1,447,811	8,454,015	20.7%
4585	Long-term Unappropriated NOTE #3	750,560	100,000	850,560	13.3%
Total Long Term Projects		8,075,995	1,647,811	9,723,806	20.4%
Short Term Projects: 30% = \$706,205, plus interest					
FY2020					
4650	TIG - Duck - Pedestrian Paths, Phase 4	147,806	0	147,806	0.0%
		147,806		147,806	
FY2022					
4662	TIG - NH - Epstein Beach Access	250,000	0	250,000	0.0%
		250,000	0	250,000	0.0%
FY2023					
4668	TIG - Duck - Ocean Crest Improvements	78,000		78,000	0.0%
4669	TIG - KDH - Wright Bros Sidewalk	177,000		177,000	0.0%
4670	TIG - NH - Whalebone Restrooms	112,000		112,000	0.0%
4671	TIG - OB Forever - Lighthouse Pathway	132,000		132,000	0.0%
4672	TIG - SS Walking Path E Highway 12	150,000		150,000	0.0%
		649,000		649,000	
FY2024					
4675	TIG - Chicamacomico - 1874 Lifesaving Station	115,000		115,000	0.0%
4676	TIG - Duck - Performance Space Improvements	13,549		13,549	0.0%
4677	TIG - Elizabethan Garden - Pathway to Discovery	50,000		50,000	0.0%
4678	TIG - FNAM - Education Building	39,300		39,300	0.0%
4679	TIG - KH - Hwy 158 Multi-Use Path	400,000		400,000	0.0%
4680	TIG - NH - E. Epstein Sidewalk	49,500		49,500	0.0%
4681	TIG - NH - Governor St Beach Access	60,477		60,477	0.0%
4682	TIG - NH - W. Seachase Drive Sidewalk	45,150		45,150	0.0%
4683	TIG - NEST - Signs	2,750		2,750	0.0%
4684	TIG - NC Aquarium - Oyster Exhibits	121,845		121,845	0.0%
4685	TIG - OB Community Found - Community Terrace	85,000		85,000	0.0%
4686	TIG - OB Forever - Restrooms at Lighthouse Beach	125,000		125,000	0.0%
4687	TIG - RIFP - Concrete Loading Dock	75,000		75,000	0.0%
4688	TIG - SS Walking Path W. Highway 12	118,855		118,855	0.0%
4689	TIG - Surf Ped Foundation - Everyone's Playground	282,963		282,963	0.0%
5170	Traffic Control Hwy 158 & Hwy 12	22,030	0	22,030	0.0%
5160	Fireworks	60,025	60,000	120,025	100.0%
5140	25 % of audit	0	4,550	4,550	-
4999	FY2023 S-T Unappropriated NOTE #4	802,402	941,655	1,744,057	117.4%
		2,468,846	1,006,205	3,475,051	40.8%
Total Short Term Projects		3,515,652	1,006,205	4,521,857	28.6%
Total Expenditures		11,591,648	2,654,016	14,245,663	22.9%
Reconciliation Back to 2/29/24 Cash Balance					
Funds in the Banks @ 2/29/24				\$ 11,172,530	
Estimated Revenues - May-June 2024				491,448	
Budgeted FY 23-24 Revenues				2,654,015	
Total Proposed Expenditures				\$ 14,317,993	
Less Amounts to be Paid Out in 23-24				(72,330)	
Total Proposed Expenditures				\$ 14,245,663	

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Outer Banks Visitors Bureau Budget 2024-2025 Travel Guide										
Account Number	Title	Original Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY26-27	Estimate FY27-28	
	Revenues									
3209 Advertising		35,000	35,000	49,000	39,000	11.4%	40,170	41,375	42,616	
3210 Interest		50	50	126	50	0.0%	53	55	58	
	Total Revenues	35,050	35,050	49,126	39,050	11.4%	40,223	41,430	42,674	
	Expenditures									
5560 Production/Printing/Distribution		110,000	110,000	81,957	110,000	0.0%	113,300	116,699	120,200	
6200 Freight		2,000	2,000	4,839	5,000	100.0%	5,150	5,305	5,464	
	Total Expenditures	112,000	112,000	86,796	115,000	2.7%	118,450	122,004	125,664	
	Revenues Over (Under) Expenditures	-76,950	-76,950	-37,670	-75,950		-78,228	-80,573	-82,989	

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Outer Banks Visitors Bureau Budget 2024-2025 Event Site Fund									
Account Number	Title	Budget 2023-2024	Amended Budget 2023-2024	Projected 2023-2024	Proposed Budget 2024-2025	Percent Change	Estimate FY25-26	Estimate FY25-26	Estimate FY27-28
Revenues:									
3200	Event Rental Income	22,900	22,900	29,360	24,700	7.86%	26,700	27,800	29,600
3250	Lease Income	49,155	49,155	48,364	52,700	7.21%	52,700	52,700	52,700
3220	Other Income	200	200	0	200	0.00%	200	200	200
3210	Interest Income	500	500	1,133	500	0.00%	150	100	100
9910	Transfer from General Fund	286,545	286,545	286,545	286,545	0.00%	339,907	404,803	420,035
9999	Unappropriated Funds	45,810	75,810	0	30,380	-59.93%	30,000	31,500	33,075
	Total Revenues	405,110	435,110	365,402	395,025	-9.21%	449,657	517,103	535,710
Projected under budget by									
Expenditures:									
5160	Event Development & Marketing	50,000	50,000	46,004	50,000	0.00%	50,000	50,000	24,000
5190	Other Professional Services	55,000	75,000	72,690	55,000	-26.67%	55,000	92,700	104,751
6440	Insurance	11,515	11,515	5,752	9,725	-15.54%	10,211	10,722	11,258
6580	Utilities	47,580	47,580	46,923	40,665	-14.53%	41,885	43,141	44,436
6610	Repairs & Maintenance	220,745	230,745	223,019	219,365	-4.93%	271,462	298,608	328,469
6700	Office Supplies	270	270	226	270	0.00%	300	300	300
9990	Other Expenses	20,000	20,000	17,659	20,000	0.00%	20,800	21,632	22,497
	Total Expenditures	405,110	435,110	412,273	395,025	-9.21%	449,658	517,103	535,710
	Revenues Over (Under) Expenditures	0	0	-46,871	0		0	0	0