



2023 Second Quarter Report

BUFFALO NIAGARA CONVENTION CENTER			
Q2 Revenue	Goal	Actual	Variance
Rent Revenue	129,265	159,681	23.5%
F&B Revenue	747,300	923,521	23.6%
Electrical Service	26,045	17,457	-33.0%
Other Revenue	15,549	553	-96.4%
TOTAL REVENUE	918,159	1,101,212	19.9%
YTD Revenue	2023	2022	Variance
Rent Revenue	486,585	429,352	13.3%
F&B Revenue	1,459,726	1,090,617	33.8%
Electrical Service	79,763	63,466	25.7%
Other Revenue	108,952	1,673	6412.4%
TOTAL REVENUE	2,135,026	1,585,108	34.7%
Q2 YTD Events	2023	2022	Variance
Number of Events	55	42	31.0%
Attendance	142,435	118,865	19.8%
F&B Profit Margin	18.90%	14.54%	30.0%
Comments Q2			
F & B Sales exceeded projections, resulting in higher actual revenues vs budget. Attendance continues to show an increase over last year for nearly all events.			

Q2 Major Events Hosted		
Month	Event Name	Number of Attendees
April	Varsity Brands LLC dba Epic Brands - US Finals	2,765
April	Insurance Club of Buffalo - 2023 I-DAY Buffalo	1,260
April	Russell's Steakhouse - Russell Salvatore Celebration	900
April	Multiple District 20 Lions Clubs of New York and Bermuda	675
April	NEC/AAAE 2023 International Aviation Snow Symposium	546
May	Buffalo - Erie Marathon Association, Inc. - Runners Expo & Post Race Party	9,000
May	New York Association of FFA - 2023 Annual	2,221
May	Break the Floor Productions - JUMP Dance Convention	750
May	Buffalo Prep - Buffalo Prep Celebration	520
June	Dave & Adam's Card World - Nickel City Con	11,100
June	ECMC Foundation - Springfest Gala	1,832
June	Department of Human Resources - Police Department Exam	1,400
June	Lancaster High School Junior/Senior Prom	770
June	Serving the American Rinks - North American Conference & Expo	619

Q2 Major Events Booked		
Year	Event Name	Expected Revenue
2023	Catholic Health – 25 th Anniversary Celebration	\$50,000
2023	Greater Buffalo Sports Hall of Fame – Induction and Dinner Ceremony	\$26,000
2023	Black Achievers Inc – Dinner	\$25,000
2024	American Cheese Society – Annual Conference	\$100,000
2024	Kaleida Health Foundation – Kaleida Ball	\$65,000
2024	New York Water Environment Association – Spring Meeting	\$42,500
2024	New York State Financial Aid Administrators – Annual Meeting	\$38,500
2024	Retail Confectioners International – Annual Convention & Industry Expo	\$36,500
2024	Varsity Brands LLC dba Epic Brands – US Finals	\$27,265
2024	The Church of God International – Northeast Winterfest	\$25,295

Q2 Notable BNCC Activities	
Date	Program
April	Hosted Lunch and Facility Tour and Participated in Arrowhead Conferences and Events FAM Tour
April	Panelist on MPI/ESSAE Virtual Chapter Meeting
April	Participated in VBN/BNCC Book Club Virtual Meeting
April	Site with Northeast Black Law Students Association
April	Site with NYS Public Health Association
May	Attended BNP – Hob Nob Event
May	Met with new Sales Staff at the Hyatt Regency
May	Site with North American Science Fiction
May	Site with Las Vegas Raiders
May	Site with NYS Financial Aid Administrators
May	Site with NYS Department of Corrections and Community Supervision
May	Meeting and site with NYS School Board Association
June	Attended and Participated in MPI Chapter Meeting and ESSAE Trade Show in Albany with VBN and Hotel partners
June	Participated in VBN/BNCC/Invest Buffalo Strategy Meeting
June	Site with National College Testing Association
June	Site with National Association of College & University Food Services
June	Site with Syracuse Battalion Recruiting Station
June	Paychex Integration completed. All departments now on Time and Attendance System
June	Signed a 5-year agreement with Momentus (formerly Ungerboeck) to get increased sales forecasting report capabilities. Continuing to work on staff training and upgrades
June	Evaluating and updating current accounting systems and procedures
June	Reviewing M&T accounts, adding fraud protection and opening a money market account
Ongoing	Regular and ongoing client outreach. Assist with securing future dates and provide updated facility information