BUFFALO CONVENTION CENTER

2023 Fourth Quarter Report

BUFFALO CONVENTION CENTER			
Q4 Revenue	**Goal**	**Actual**	**Variance**
Rent Revenue	174,617	186,471	6.79%
F&B Revenue	729,190	1,093,431	49.95%
Electrical Service	11,000	24,072	118.84%
Other Revenue	2,500	3,890	55.6%
TOTAL REVENUE	917,307	1,307,864	42.58%
YTD Revenue	**2023**	**2022**	**Variance**
Rent Revenue	681,656	$707,483	-3.66%
F&B Revenue	2,788,719	$2,126,000	31.17%
Electrical Service	111,180	$116,816	-4.82%
Other Revenue	112,842	$218,777	-48.42%
TOTAL REVENUE	3,694,397	$3,169,076	16.58%
Q4 YTD Events	**2023**	**2022**	**Variance**
Number of Events	103	88	17.05%
Attendance	199,594	170,477	17.08%
F&B Profit Margin	8.8%	19.3%	
Comments Q3			
Total revenues were up from budget in the 4th quarter in 2023 by $390,557. This significant increase is mainly due to an increase of $364,000 in Food & Beverage revenues as the result of several groups exceeding their F&B projections. These groups include NYSSBA ($102K), CSEA ($50K), HigherEdWeb ($42K) and Buffalo Urban League ($26K).			

Q4 Major Events Hosted		
Month	**Event Name**	**Number of Attendees**
October	New York State School Boards Association – 2023 Annual Convention	2,600
October	Roswell Park Alliance Foundation – All Star Gala	918
October	The Bison Scholarship Fund – The Bison Scholarship Fund Luncheon	860
October	Civil Service Employees Association – Annual Delegates Meeting	750
October	Higher Education Web Professionals Association (HighEdWeb) – Annual Convention	548
November	YMCA Buffalo Niagara - Turkey Trot Post Race Party	10,000
November	Conesus Fest For Charity - World's Largest Disco	7,000
November	UB Dental Alumni Association - Buffalo Niagara Dental Meeting	2,282
November	Buffalo Urban League – Gala	900
November	Greater Buffalo Sports Hall of Fame - Induction Ceremony & Dinner	680
November	Buffalo Fire Department – Awards Dinner	550
November	WILD Dance Intensive - Dance Intensive	515
December	Kaleida Health Foundation - Festival of Trees	1,995
December	Civil Service Employees Association – Holiday Party	625
December	Roswell Park Cancer Institute - Courage of Carly Holiday Party	600

December	County of Erie – County Executive Inauguration	400

Q4 Major Events Booked

Year	Event Name	Expected Revenue
2024	Moog Inc. – Mid-Winter Bash	$85,000
2024	Black Achievers Inc. – Black Achievers Gala	$30,000
2024	New York Public Transit Association – NYPTA Annual Conference	$29,200
2024	New York State Association for Affordable Housing – Annual Upstate Affordable Housing Conference	$22,750
2024	Town Square Media of Buffalo – Buffalo On Tap 2024	$20,995
2025	National College Testing Association – NCTA 2025 Annual Conference	$70,000
2026	National Indian Education Association – NIEA 57th Annual Convention and Trade Show	$71,950
2027	National Association of Development Organizations – ATC 2027	$76,056

Q4 Notable BCC Activities

Date	Program
October	Attended BNP Open House
October	Attended County Executive Press Conference introducing the new BCC façade, name and logo
October	Multiple District 20 Lions Club of New York and Bermuda bid presentation with VBN and Hyatt in Binghampton
October	Implemented the use of Evolv Technology Security Scanners
October	Site inspection with National Association of Development Organizations
October	Site inspection with American Association for Aerosol Research
October	Site inspection with NCAA Live Period/Scholastic Basketball Tournament
October	Site inspection and meeting with Executive Director of Empire State Society of Association Executives -ESSAE
November	Hosted lunch meeting with Hyatt Regency sales and service team
November	Site inspection with American Heart Association
November	Site inspection with Powerlifting Association
December	Momentus (Ungerboeck) on-site training for administrative staff
December	Interviewing for Sales and Catering Manager, following the retirement of Sue Kimmins after 44 years
December	Site inspection with William Syndrome Association
Ongoing	Regular and ongoing client outreach. Assist with securing future dates and provide updated facility information