

BUFFALO CONVENTION CENTER			
Q1 Revenue	Goal	Actual	Variance
Rent Revenue	\$337,867	\$338,986	0.33%
F&B Revenue	\$666,050	\$948,599	42.42%
Electrical Service	\$70,769	\$69,569	-1.70%
Other Revenue	\$4,515	\$6,875	52.27%
TOTAL REVENUE	\$1,079,201	\$1,364,029	26.39%
YTD Revenue	2024	2023	Variance
Rent Revenue	\$338,986	\$326,904	3.70%
F&B Revenue	\$948,599	\$525,083	80.66%
Electrical Service	\$69,569	\$61,684	12.78%
Other Revenue	\$6,875	\$108,399	-93.66%
TOTAL REVENUE	\$1,364,029	\$1,022,070	33.46%
Q1 YTD Events	2024	2023	Variance
Number of Events	23	19	21.05%
Attendance	57,635	102,199	-43.61%
Comments Q1			
<p>Total Revenues were up by \$284,828 in the first quarter. This significant increase is mainly due to an increase in food and beverage revenues as the result of several groups exceeding their F&B projections. These events included Moog \$126,712 as the BCC hosted the entire event for the first time vs. splitting the event with the Hyatt as in past years, Kaleida Ball \$50,166 and Ingram Micro \$31,122. Attendance shows a decrease over 2023 due to two of our largest shows, the Auto Show and The Home Show for the first time using the Evolv security system upon entrance that provides an accurate count.</p>			

Q1 Major Events Hosted		
Month	Event Name	Number of Attendees
Jan	Towne Square Media – Buffalo on Tap 2024	3,800
Jan	Wedding in New York – Buffalo Wedding Bridal Show 2024	1,336
Jan	Ingram Micro Inc. – USSK 2024	1,200
Feb	Niagara Frontier Automobile Dealers Association – 2024 Auto Show	16,380
Feb	MOOG Incorporated – Mid-Winter Bash	3,977
Feb	New York State Board of Law Examiners – February Bar Exam	1,164
Feb	Church of God International Offices – Northeast Winterfest 2024	1,000
Feb	Northeast Black Law Students Association – NEBSLA 56 th Regional Convention	351
March	Marketplace Events – Buffalo Home Show	17,191
March	National Association for College Admission Counseling – 2024 NACAC College Fair	6,521
March	New York City Dance Alliance – 2024 Regional Convention	1,070
March	SABAH – Celebration on Ice	1,175
March	Kaleida Health Foundation – 2024 Kaleida Ball	820

Q1 Major Events Booked		
Year	Event Name	Expected Revenue
2024	Conesus Fest for Charity – World’s Largest Disco	\$127,000
2024	Kaleida Health Foundation – Festival of Trees	\$104,000
2024	Ryan White Clinics for 340B Access – 340B Grantees Fall Conference	\$82,250
2024	Catholic Health – Gala	\$67,000
2024	UB Dental Alumni Association – 2024 Buffalo Niagara Dental Meeting	\$66,856
2025	American Association for Aerosol Research – 2025 Annual Conference	\$113,216
2025	Kaleida Health Foundation – 2025 Kaleida Ball	\$75,000
2026	New York State School Boards Association -2026 Annual Convention & Education Expo	\$121,000
2026	American Academy of Orthopedic Manual Physical Therapists – 2026 AAOMPT Annual Conference	\$85,344

Q1 Notable BCC Activities	
Date	Program
Jan	Site with New York Association for Training and Employment Professionals - NYATEP
Jan	Hosted and attended VBN Tourism Meeting
Jan	Interviewed and hired new Catering Sales Manager
Jan	Hosted Ingram Micro during worst week of the Buffalo winter
Jan	Financial Audit of systems in place to increase efficiency and streamline processes going forward?
Feb	Worked with VBN to create BCC Incentive Package for future years
Feb	Melissa Burke was a guest speaker at Niagara University hospitality class with VBN
Feb	Hosted and attended Eclipse Emergency Preparedness Workshop
March	Attended VBN joint sales meeting with the Westin
March	Combined with the VBN sales team for an Albany Sales Calls
March	Attended MPI and ESSAE Triple M events in Albany
March	Attended VBN Tourism Ambassador Program
March	Site and meeting with new Executive Director with Albany Convention Center Authority
March	Site Inspection with International Women’s Conference
March	Site visit with Center for Inquiry
March	Site visit with Futsal Tournament