

BUFFALO CONVENTION CENTER			
Q2 Revenue	Goal	Actual	Variance
Rent Revenue	\$220,000	\$235,959	7.25%
F&B Revenue	\$780,406	\$1,099,924	40.94%
Electrical Service	\$34,000	\$38,441	13.06%
Other Revenue	\$400	\$460	15.00%
<b>TOTAL REVENUE</b>	<b>\$1,034,406</b>	<b>\$1,374,783</b>	<b>32.85%</b>
YTD Revenue	2024	2023	Variance
Rent Revenue	\$574,945	\$486,585	18.16%
F&B Revenue	\$2,048,523	\$1,459,726	40.34%
Electrical Service	\$108,010	\$79,763	35.41%
Other Revenue	\$7,335	\$108,952	-93.27%
<b>TOTAL REVENUE</b>	<b>2,738,812</b>	<b>2,135,026</b>	<b>28.28%</b>
YTD Events	2024	2023	Variance
Number of Events	62	55	12.73%
Attendance	94,005	142,435	-34.00%
Comments Q2			
<p>Total Actual Revenues were up by \$339,977 from the Goal Revenue in the second quarter. This significant increase is mainly due to an increase in food and beverage revenues as the result of several groups exceeding their F&amp;B projections. These events include the International Aviation Snow Symposium (\$80,283 over projection), ECMC Gala (\$54,313 over projection) &amp; the Retail Confectioners International Expo (\$52,050 over projection).</p> <p>Attendance continues to show a decrease over 2023 due to two of our largest shows, the Auto Show and The Home Show (which occurred in the first Quarter) since they used the Evolv security system upon entrance which provides an accurate count of attendees.</p>			

Q2 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
April	Northeast Chapter AAAE – International Aviation Snow Symposium	846	\$190,083
April	Insurance Club of Buffalo – 2024 I-Day	1,338	\$88,788
April	The National Association of College & University Food Services – Spring Conference	255	\$70,824
April	Varsity Brands LLC – 2024 Varsity Spirit US Finals Buffalo	2,243	\$29,111
April	NUVO Productions LLC – Dance Convention	675	\$26,408
May	New York Association of FFA – 2024 Annual Convention	2,100	\$142,280
May	Unicorn World LLC – Unicorn World	3,604	\$55,494
May	Area Labor Federation - AFL – CIO Dinner	430	\$30,988
June	ECMC Foundation – Springfest Gala	1,767	\$220,313
June	Retail Confectioners International – 2024 Annual Convention & Industry Expo	280	\$98,630

June	Nickel City Comic Con Inc. – Nickel City Comic Con 2024	12,000	\$57,263
June	New York Water Environment Association – Spring Meeting	300	\$54,199
June	NAACP – 2024 Awards Dinner	600	\$29,793
June	Niagara Frontier Volleyball – Northeast Point Series Championship	3,110	\$27,771
June	Hispanics Heritage Council of WNY - Hispanics Heritage Breakfast	600	\$12,120

Q2 Major Events Booked		
Year	Event Name	Expected Revenue
2024	Old World LLC – Brick Fest Live	\$28,770
2024	Buffalo Common Council – Senior Ball	\$24,500
2024	SABAH – Starlight Night Auction & Gala	\$24,000
2024	Maximum Cheer, LLC - Maxout Buffalo	\$21,350
2024	M&T Bank – Commercial Banking Regional Meeting	\$15,250
2024	Housing Opportunities Made Equal -Annual Gala	\$10,000
2025	Motorama Group LLC – Buffalo Motorama	\$55,327
2025	The Society for College and University Planning (SCUP) -2025 North Atlantic Regional Conference	\$38,354
2026	New York City Dance Alliance -02026 Annual	\$43,380
2026	Center for Inquiry - 2026 Annual Conference	\$32,512

Q2 Notable BCC Activities	
Date	Program
April	Participated in VBN/BCC Book Club Virtual Meeting
May	Site Inspection with Carolina Panthers
May	Attended IAVM in Indiana
May	Site Inspection with Revolution Elite Wrestling Tournament
June	Attended and Participated in ESSAE Tradeshow and Annual Meeting with VBN & hotel partners in Saratoga Springs
June	Attended the BNP Hob Nob Event
June	Site Inspection with I Love NY Sports FAM
June	Site Inspection with The General Council of the Assemblies of God- Bible Quiz
June	Jamie Flood, new Controller begins
Ongoing	Summer Intern joined the sales/service team
Ongoing	Wi-Fi upgrade design completed, work to be completed by November