

BUFFALO CONVENTION CENTER			
Q3 Revenue	Goal	Actual	Variance
Rent Revenue	\$115,758	\$109,428	-5.47%
F&B Revenue	\$254,000	\$463,008	82.29%
Electrical Service	\$50,254	\$48,952	-2.59%
Other Revenue	\$8,066	\$12,596	56.16%
TOTAL REVENUE	\$428,078	\$633,984	48.10%
YTD Revenue	2024	2023	Variance
Rent Revenue	\$684,373	\$495,185	38.21%
F&B Revenue	\$2,517,684	\$1,695,288	48.51%
Electrical Service	\$159,774	\$87,108	83.42%
Other Revenue	\$20,377	\$108,952	-83.36%
TOTAL REVENUE	\$3,382,208	\$2,386,533	41.72%
YTD Events	2024	2023	Variance
Number of Events	84	68	23.53%
Attendance	128,926	162,723	-20.77%
Comments Q3			
<p>Total actual revenue was up by \$203,656 from the Goal Revenue in the third quarter. This increase is due to an increase in food and beverage revenue as a result of a couple groups exceeding their F&B projections; those groups include the American Cheese Society (\$33,768 over projection,) M&T Bank Meeting (\$44,716 over projection) and Black Achievers (\$24,438 over projection. Total year-to-date revenue continues to steadily increase, now reaching \$993,425 over 2023.</p>			

Q3 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
July	New York State Bar Exam - Board of Law Examiners	2,467	\$121,829
July	American Cheese Society – Annual Conference	1,123	\$133,768
July	New York State Department of Corrections and Community Supervision - National PREA Coordinators Working Group	315	\$35,658
August	Oddities and Curiosities Expo - Boulevard Trash Entertainment	11,500	\$41,337
August	M&T Bank Commercial Banking Regional Meeting	400	\$44,716
August	IRR Supply Centers – Town Hall Meeting and Vendor Tradeshow	265	\$29,625
September	Reading Rules Summer Reading Challenge -City of Buffalo	1,650	\$15,215
September	The Senior’s Ball - Buffalo Common Council	1,300	\$55,800
Sept	Black Achievers Gala – Black Achievers, Inc	1,000	\$54,438
Sept	New York State Association For Affordable Housing – Annual Upstate Conference	500	\$35,389

Q3 Major Events Booked		
Year	Event Name	Expected Revenue
2024	Civil Service Employees Association – Holiday Party	\$29,000
2024	Nickel City Comic Con Fall Edition- Nickel City Con Inc.	\$25,500
2024	Roswell Park Cancer Institute – Courage for Carly Holiday Party	\$15,000
2025	ECMC Foundation – 2025 ECMC Springfest Gala	\$169,500
2025	Niagara Frontier Automobile Dealers Association – 2025 Auto Show	\$135,000
2025	The Foundation of the Roman Catholic Diocese of Buffalo – 2025 Catholic Ed Dinner	\$60,000
2025	Roswell Park Alliance Foundation – All Star Night Gala	\$70,000
2025	Phi Omega Scholarship Foundation – Omega Psi Phi Fraternity 2 nd District Conference	\$55,000
2025	2025 Nickel City Comic Con- Nickel City Con Inc.	\$54,242
2025	Bennett High School – 100 th Anniversary Gala	\$40,000
2025	Vision Financial Group – 2025 Meeting	\$35,000
2026	Williams Syndrome Association – WSA Bi-Annual Convention	\$130,000
2027	New York City Dance Alliance Annual Convention	\$39,719

Q3 Notable BCC Activities	
Date	Program
July	Attended the Business First Brick by Brick Awards Dinner and received recognition award in the hospitality category.
July	Hosted County Executive Press Conference promoting upcoming conventions and tradeshow.
July	Site inspection with National Academic Advising Association - NACADA (April 2025).
July	Site inspection with Society of Information Fusion (June 2027).
August	Hosted and participated in the Customer Advisory Council Meeting with VBN.
August/Sept	Submitted and was subsequently awarded bid to host the NYS Bar exams in Feb and July 2026-2030.
September	Sales staff participated in Buffalo Book Club Session with VBN and book members.
September	Sent Melissa Burke to the Small Market Meetings in St. George Utah with VBN. Buffalo was announced as host for 2025.
September	Staff attended the VBN Industry night at Weyland Brewing Company.
September	Site inspection with Federation of Analytical Chemistry & Spectroscopy Society - FACSS (September 2028).
September	Promoted Michael Will to Director of Operations.
September	Colleen Scozzafava, Convention Sales Manager, returned to work following maternity leave.
September	Continued design work with ECCTech to develop and install new communication infrastructure upgrades.