

BUFFALO CONVENTION CENTER			
Q4 Revenue	Goal	Actual	Variance
Rent Revenue	\$169,316	\$208,106	22.91%
F&B Revenue	\$665,105	\$962,745	44.75%
Electrical Service	\$8,105	\$15,020	85.32%
Other Revenue	0	\$18,427	0.00%
TOTAL REVENUE	\$842,526	\$1,204,298	42.94%
YTD Revenue	2024	2023	Variance
Rent Revenue	\$892,479	681,656	30.93%
F&B Revenue	\$3,480,429	2,788,719	24.80%
Electrical Service	\$174,794	111,180	57.22%
Other Revenue	\$38,804	112,842	-65.61%
TOTAL REVENUE	\$4,586,506	3,694,397	24.15%
YTD Events	2024	2023	Variance
Number of Events	122	103	18.45%
Attendance	173,606	199,594	-13.02%
F&B Profit Margin	18.86%	8.27%	128.05%
Comments Q4			
<p>Total actual revenue was up by \$361,772 from the Goal Revenue in the fourth quarter. This increase is due to an increase in food and beverage revenue as a result of most groups exceeding their F&B projections; some of those groups include the Ryan White Clinic (\$31,640 over projection), Buffalo Urban League (\$25,820 over projection) and Kaleida Health (\$40,588 over projection). Total year-to-date revenue continues to steadily increase with the final revenue \$892,109 over 2023.</p>			

Q4 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
October	Nickel City Comic Con Inc – Fall Show	3,500	\$37,949
October	Bison Scholarship Fund – Luncheon	1,053	\$32,481
October	Catholic Health – Anniversary Gala	670	\$72,324
October	Ryan White Clinics for 340B Access – 340B Grantees Fall Conference	487	\$113,890
November	YMCA Buffalo Niagara – Turkey Trot Post Race Party	11,839	\$31,518
November	Open World LLC – Brick Fest Live	7,250	\$44,237
November	Conesus Fest for Charity – World’s Largest Disco	6,121	\$153,900
November	U.B Dental Alumni Association – Buffalo Niagara Dental Meeting	2,200	\$47,799
November	Greater Buffalo Sports Hall of Fame - Induction Dinner	863	\$42,822
December	Maximum Cheer, LLC – Celebration Classic – MaxOut Buffalo	1,187	\$21,728
December	Kaleida Health Foundation – Festival of Trees	950	\$144,588
December	Civil Service Employees Federation – CSEA Holiday Party	650	\$28,300
December	Alpha Kappa Alpha – Gamma Phi Omega Debutant Ball	484	\$19,940

Q4 Major Events Booked		
Year	Event Name	Expected Revenue
2025	NACADA: The Global Community for Academic Advising – Regions 1 & 2 Conference	\$150,500
2025	Moog Inc – Mid-Winter Bash	\$150,000
2025	NAACP – Awards Dinner	\$28,000
2025	Hutchinson Central Tech High School – Senior Breakfast and Prom	\$23,000
2026	New York State Society for Human Resource Management – Annual Conference	\$60,700
2026	DanceOne Tours LLC – Nuvo Dance Convention	\$29, 555
2026	DanceOne Tours LLC – Jump Dance Convention	\$28,973
2027	Marketplace Events – Buffalo Home Show	\$194, 375
2027	New York City Dance Alliance – Annual	\$39,716

Q4 Notable BCC Activities	
Date	Program
October	Staff attended and participated in BCC Strategic Planning Session
October	Attended Empire State Society of Association Executives (ESSAE) Virtual Membership Committee Meeting
October	Attended Destination East with VBN sales team in Niagara Falls
October	Site Inspection with LIMRA Trade Fair & Exposition 2026
October	Site Inspection with Eastern Cheer & Dance
November	Hosted client event with VBN and hotel partners in Albany
November	Albany Sales Calls New York State United Teachers (NYSUT) and United University Professions (UUP)
November	Site Inspection with The National Alliance for Direct Support Professionals- NADSP
December	Site inspection with Metal Powder Industries Federation
December	BCC Sales/Service Managers delivered holiday gifts to key accounts
Ongoing	Completion of Phase 1 of the WiFi/internet infrastructure upgrade, Phase 2 to begin in Q2