

BUFFALO CONVENTION CENTER			
Q3 Revenue	Goal	Actual	Variance
Rent Revenue	\$112,348	\$113,904	1.38%
F&B Revenue	\$501,021	\$467,357	-6.72%
Electrical Service	\$50,882	\$34,816	-31.57%
Other Revenue	\$8,408	\$8,508	1.19%
TOTAL REVENUE	\$672,659	\$624,585	-7.15%
YTD Revenue	2025	2024	Variance
Rent Revenue	\$548,789	\$684,373	-19.81%
F&B Revenue	\$2,082,813	\$2,517,684	-17.27%
Electrical Service	\$127,016	\$159,774	-20.50%
Other Revenue	\$27,688	\$20,377	35.88%
TOTAL REVENUE	\$2,886,306	\$3,382,208	-14.66%
YTD Events	2025	2024	Variance
Number of Events	72	84	-14.29%
Attendance	130,321	128,926	1.08%
Comments Q3			
<p>Third quarter has been coming in with actuals lower than original projections, some of this is due to underperformance by some of the larger events such as the NYS Law Examiners (\$21,776 under sales projection for July), & Maritime Heritage Conference (\$27,723 under sales projection for Sept-due to government cuts). Attendance numbers are now comparable to last year due to the continuous use of the Evolv Entry System.</p> <p>As of the end of the third quarter we are still on a positive variance of almost \$300,000 over budgeted sales YTD, with another expected \$75,000 for the remainder of the fiscal year.</p>			

Q3 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
July	New York State Bar Exam - Board of Law Examiners	2,154	\$122,062
July	National College Testing Association – ILSA National Conference	325	\$81,612
August	Oddities and Curiosities Expo - Boulevard Trash Entertainment	9,100	\$43,103
August	IRR Supply Centers – Town Hall Meeting and Vendor Tradeshow	356	\$20,414
September	Buffalo Common Council - The Senior's Ball	1,229	\$48,544
September	Buffalo Urban League – 2025 Gala	800	\$49,608
September	Bennett High School – 100 th Anniversary Dinner	455	\$28,600
September	New York Power Authority – World Canals Conference 2025	450	\$44,500
September	Aspire of Western New York – Art & Wine Festival	425	\$5,035
September	The National Alliance for Direct Support Professionals – 2025 Annual Conference	425	\$77,271
September	Maritime Heritage – Annual Conference	268	\$47,777

Q3 Major Events Booked		
Year	Event Name	Expected Revenue
2025	New York Power Authority – World Canals Conference	\$50,000
2025	Revelas family Foundation – “Not So Silent Night”	\$35,700
2025	CSEA – 2025 Holiday Party	\$30,000
2025	Greater Buffalo Sports Hall of Fame – Induction Dinner	\$28,000
2026	ECMC Foundation – 2026 Springfest Gala	\$176,585
2026	Association for Library and Information Science Foundation – 2026 ALISE Annual Conference	\$51,108
2026	Niagara Frontier Volleyball – Buffalo Nationals Tune Up 2026	\$34,245
2026	Boulevard Trash Entertainment, LLC – 2026 Oddities and Curiosities Expo	\$34,067
2026	Association of State Dams Safety Officials Inc.- 2026 Northeast Regional Conference	\$33,750
2027	National Consumers League – National LifeSmart Championships 2027	\$110,000
2027	Marine Corps League – 2027 National Convention	\$40,000

Q3 Notable BCC Activities	
Date	Program
July	Hosted and participated in RCMA FAM with VBN
July	Participated in CAC Check in meeting with VBN and facilitator
Aug	Attended ASAE with VBN in Los Angeles
Aug	Marine Corp League, Inc. bid presentation with VBN and Hyatt Regency in Dallas
Aug	Attended ESSAE Membership virtual meeting
Aug	Interviews for Event Service Manager
Sept	Hosted and participated in CAC meeting
Sept	Hosted and participated in Small Market Meetings
Sept	Participated in VBN/BCC Book Club
Sept	Site inspection with NYS Snowmobile Association
Sept	Site inspection with American Institute of Architects of New York State
Ongoing	Work began on soffit project around the building