

BUFFALO CONVENTION CENTER			
Q3 Revenue	Goal	Actual	Variance
Rent Revenue	\$88,365	\$88,445	0.09%
F&B Revenue	\$200,000	\$297,605	48.80%
Electrical Service	\$47,772	\$43,136	-9.70%
Other Revenue	\$7,831	\$7,831	0.00%
TOTAL REVENUE	\$343,968	\$437,017	27.05%
YTD Revenue	2023	2022	Variance
Rent Revenue	\$495,185	\$522,536	-5.23%
F&B Revenue	\$1,695,288	\$1,287,669	31.66%
Electrical Service	\$87,108	\$102,613	-15.11%
Other Revenue	\$108,952	\$185,160	-41.16%
TOTAL REVENUE	\$2,386,533	\$2,097,978	13.75%
Q3 YTD Events	2023	2022	Variance
Number of Events	68	53	28.30%
Attendance	162,723	130,099	25.08%
F&B Profit Margin	%	39.4%	%
Comments Q3			
F & B Sales exceeded projections, resulting in higher actual revenues vs budget (Foundation for Manufacturing Excellence +\$34K, Black Achievers \$21K and New York State Bar Exam \$15K). Number of events and attendance continue to trend upwards.			

Q3 Major Events Hosted		
Month	Event Name	Number of Attendees
July	New York State Board of Law Examiners – July Bar Exam	2,628
July	Eager to Motivate Fitness – E2M Fitness Group Buffalo Meet Up	1,000
August	Boulevard Trash Entertainment, LLC – Oddities and Curiosity Expo	11,000
August	City of Buffalo/Office of the Mayor – Reading Rules Summer Reading Challenge	1,450
August	Community Action Organization of WNY, Inc – Head Start/Early Head Start Program	300
September	Black Achievers Inc. – Annual Awards Dinner	1,074
September	Erie County Real Property Tax Service – Erie County Tax Foreclosure Sale	1,000
September	Foundation for Manufacturing Excellence – MEP National Network Meeting	619
September	Stasiak Jones Wedding	273

Q3 Major Events Booked		
Year	Event Name	Expected Revenue
2023	Conesus Fest for Charity – World’s Largest Disco	\$125,105
2023	Buffalo Urban League – 2023 Gala	\$40,000
2023	Civil Service Employees Association – CSEA Holiday Party	\$35,000
2023	Roswell Park Cancer Institute – Courage for Carly Holiday Party	\$25,000
2024	Ingram Micro Inc. – USSK 2024	\$210,000
2024	ECMC Foundation – ECMC Foundation Gala	\$166,000
2024	Niagara Frontier Automobile Dealers Association – 2024 Auto Show	\$126,800
2024	Northeast Black Law Students Association – NEBSA 56 th Regional Convention	\$66,740
2024	The National Association of College & University Food Services – NACUFS 2024 Spring Conference	\$50,000
2024	Nickel City Comic Con, Inc. – Nickel City Conic Con 2024	\$53,275
2025	Maritime Heritage Conference – Maritime Heritage Conference 2025	\$75,500

Q3 Notable BCC Activities	
Date	Program
July	Collaboration meeting with VBN and Invest Buffalo
July	Site inspection with US Army Syracuse Battalion
July	Site inspection with Maritime Heritage Conference
August	Made Vidyard video e-mail message with VBN to send to potential clients
August	Participated in Buffalo Book Club Session with VBN and book members
August	Participated in ESSAE Membership Virtual Meeting
August	Sponsored and attended MPI Thought Leaders Lunch with VBN
August	Building tour and education session with ARC students and instructors
August	Site inspection with Eastern Association of College & University Business Officials – EACUBO
September	Participated in the Customer Advisory Council Meeting
September	Hosted and Attended the Women of Influence Breakfast with VBN
September	Launched new name and facade
September	Attended VBN Industry Night
September	Site inspection with American Cornhole Organization
September	Site inspection with Compete Sports Diversity FAM Tour
September	Site inspection with The Encouragement Circle – Your Next Level of Wholeness
September	Site inspection with NYS Organics Summit
Ongoing	Regular and ongoing client outreach. Assist with securing future dates and provide updated facility information