

BUFFALO CONVENTION CENTER			
Q1 Revenue	Goal	Actual	Variance
Rent Revenue	\$365,017	\$372,971	2.18%
F&B Revenue	\$591,050	\$680,225	15.09%
Electrical Service	\$80,774	\$73,676	-8.79%
Other Revenue	\$4,633	\$6,482	39.91%
TOTAL REVENUE	\$1,041,474	\$1,133,354	8.82%
YTD Revenue	2025	2024	Variance
Rent Revenue	\$372,971	\$338,986	10.03%
F&B Revenue	\$680,225	\$948,599	-28.29%
Electrical Service	\$73,676	\$69,569	5.90%
Other Revenue	\$6,482	\$6,875	-5.72%
TOTAL REVENUE	\$1,133,354	\$1,364,029	-16.91%
Q1 YTD Events	2025	2024	Variance
Number of Events	25	23	8.7%
Attendance	68,698	57,635	19.2%
Comments Q1			
Total Revenue was up \$91,880 from the original budgeted sales for 2025. There is a significant decrease in the YTD Actual F&B Revenue from last year, mainly due to the loss of the annual Ingram Micro Event. Attendance is more consistent with last fiscal year due to the use of the Evolv security system.			

Q1 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
Jan	Niagara Frontier Automobile Dealers Association – 2025 Auto Show	14,679	\$135,291
Jan	Wheeler Communication – Buffalo Wedding Bridal Show 2025	1,320	\$8,172
Jan	Vision Financial Group – Annual Meeting	312	\$32,745
Feb	Town Square Media of Buffalo – Buffalo on Tap 2025	3,766	\$54,762
Feb	MOOG Incorporated – Moog Gala	2,000	\$142,331
Feb	Church of God International Offices – Northeast Winterfest 2025	1,189	\$29,379
Feb	New York State Board of Law Examiners – February Bar Exam	1,089	\$54,893
Feb	The Foundation of the Roman Catholic Diocese of Buffalo – 2025 Catholic Education Dinner	655	\$46,453
March	Marketplace Events – Buffalo Home Show	23,872	\$226,324
March	Motorama Group LLC – Buffalo Motorama	9,300	\$61,780
March	National Association for College Admission Counseling – 2025 NACAC College Fair	5,190	\$23,538
March	New York Dance Alliance – 2025 Dance Convention	1,170	\$40,428

Q1 Major Events Booked		
Year	Event Name	Expected Revenue
2025	Kaleida Health Foundation – 2025 Festival of Trees	\$114,000
2025	The National Alliance of Direct Support Professionals – 2025 Annual Convention	\$65,000
2025	Buffalo Urban League – 2025 Gala	\$60,000
2025	UB Dental Alumni Association – 2025 Buffalo Niagara Dental Meeting	\$46,116
2025	Black Achievers Inc. – Black Achievers Gala	\$43,000
2025	Nickel City Comic Con – Fall Edition	\$38,725
2026	New York Association of FFA – 2026 Annual Convention	\$126,500
2026	Eastern Association of College and University Business Officers – 2026 Annual Meeting	\$100,000
2026	Moog Inc. – Annual Gala	\$85,000
2026	Insurance Club of Buffalo – 2026 I-Day	\$74,673
2026	EventRedi, LLC – Press Play Dance Convention	\$27,300
2027	International Society of Information Fusion – Fusion 2027	\$132,500
2027	Metal Powder Industries Foundation – Annual Powdermet Conference	\$62,500
2028	Marketplace Events – 2028 Buffalo Home Show	\$208,853
2026 – 2030	Board of Law Examiners – 2026 – 2030 February and July Exams	\$989,490

Q1 Notable BCC Activities	
Date	Program
Jan	Met with the new Vice President of Sales & Services with VBN
Jan/Feb	Interviewed and hired new Event Services Manager
Feb	Site inspection/planning meeting for 2025 with National Association for Direct Support Professionals staff
Feb	Attended VBN Industry Night
Feb	Site inspection/planning meeting for 2025 and 2027 with New York School Nutrition Association
Feb	Site inspection for 2027 with National Association of Extension 4-H Youth Development Professionals - NAE4-H YPD
Feb	Site inspection for 2027 with International Technology & Engineering Educators Association - ITEEA
Feb	Site inspection/planning meeting for 2025 with American Association for Aerosol Research - AAAR
Feb	Site inspection for 2026 with New York State Community Action Association
Feb	Site inspection/planning meeting for 2025 with Group Family Travel for African American Travel Conference
March	Site inspection for 2027 with New York State Association of Health, Physical Education, Recreation and Dance
March	Attended Empire State Society of Association Executive – ESSAE Triple M and Annual Meeting in Albany
March	Attended Meeting Professionals Internation Upstate NY Chapter networking reception in Albany