

GENERAL MANAGER'S REPORT

Q1 Update

- Total revenue exceeded budget, though down over \$200K from '24
 - The loss of the Ingram Micro sales kickoff and a reduced count for the MOOG Gala represented a \$392K reduction in revenue from last year.
- New/Increased business helps to close gap
 - Vision Financial Group moved their annual meetings to the BCC (\$33K)
 - Motorama returned after a year's absence (\$62K)
 - Increased F & B sales from the Kaleida Ball and the Buffalo Home Show (\$30K over forecast)
 - Insurance Club of Buffalo (I-Day) moves into March (\$98K)

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Booking Confirmations in Q1

- National Alliance of Direct Support Professionals 2025
- Eastern Association of College & University Business Officers 2026
- New York State FFA – 2026 with an option for 2027
- Metal Powder Industries Foundation Conference 2027
- International Society of Information “Fusion 2027”
 - Previous conferences in Venice, Rio de Janeiro, and Norway

Upcoming Events-Q2

- International Aviation Snow Symposium
- Jurassic Quest
- ECMC “Springfest”
- African American Travel Conference
- Nickel City Comic Con