

BUFFALO CONVENTION CENTER			
Q4 Revenue	Goal	Actual	Variance
Rent Revenue	\$161,150	\$194,049	20.42%
F&B Revenue	\$620,180	\$896,499	44.55%
Electrical Service	\$15,850	\$39,077	146.54%
Other Revenue	\$0	\$12,748	100.00%
<b>TOTAL REVENUE</b>	<b>\$797,180</b>	<b>\$1,142,371</b>	<b>43.30%</b>
YTD Revenue	2025	2024	Variance
Rent Revenue	\$842,838	\$892,479	-5.56%
F&B Revenue	\$2,979,311	\$3,480,429	-14.40%
Electrical Service	\$166,266	\$174,794	-4.88%
Other Revenue	\$40,572	\$38,804	4.56%
<b>TOTAL REVENUE</b>	<b>\$4,028,987</b>	<b>\$4,586,506</b>	<b>-12.16%</b>
YTD Events	2025	2024	Variance
Number of Events	103	122	-15.6%
Attendance	165,237	173,606	-4.8%
F&B Profit Margin	-4.51%	7.86%	-157.38%
Comments Q4			
Q4 results reflected stronger F & B revenues with higher than normal attendance for the Roswell Gala and the Festival of Trees, as well as new events such as "Not So Silent Night" benefit dinner.			

Q4 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
October	Nickel City Comic Con Inc – Fall Show	3,462	\$34,342
October	Black Achievers, Inc – Gala	970	\$49,168
October	Bison Scholarship Fund – Luncheon	849	\$23,565
October	American Association for Aerosol Research – 2025 Annual Conference	763	\$124,515
October	Catholic Health – Anniversary Gala	729	\$84,948
October	Buffalo Events Marketplace – NightCrawlers	640	\$7,046
November	YMCA Buffalo Niagara – Turkey Trot Post Race Party	9,236	\$32,849
November	Conesus Fest for Charity – World’s Largest Disco	6,341	\$150,574
November	U.B Dental Alumni Association – Buffalo Niagara Dental Meeting	2,100	\$53,323
November	Roswell Park Alliance Foundation -All Star Night	1,040	\$119,898
November	Greater Buffalo Sports Hall of Fame - Induction Dinner	569	\$26,579
December	Maximum Cheer, LLC – Celebration Classic – MaxOut Buffalo	1,654	\$22,820
December	Kaleida Health Foundation – Festival of Trees	950	\$143,132
December	Revelas Family Foundation – “Not So Silent Night”	800	\$39,278

Q4 Major Events Booked		
Year	Event Name	Expected Revenue
2026	Niagara Frontier Automobile Dealers Association – 2026 Auto Show	\$132, 550
2026	Nickel City Con – 2026 Nickel City Con	\$61,130
2026	UB Dental Alumni Association	\$47,422
2026	Niagara Frontier Automobile Dealers Association – Preview Party	\$20,000
2026	Buffalo -Erie Marathon Association Inc – 2026 Buffalo Marathon Weekend	\$19,742
2027	Eastern Area of the Links, Inc. -49th Eastern Area Conference of The Links, Inc.	\$95,000
2027	DanceOne Tours – NUVO Dance Convention	\$22,722
2027	DanceOne Tours – JUMP Dance Convention	\$25,658
2028	New York City Dance Alliance – 2028 Annual	\$44,002
2030	New York State United Teachers – Annual Delegates Assembly	\$110,000

Q4 Notable BCC Activities	
Date	Program
Oct	Site visit Botanical Society of America
Oct	Participated in ESSAE Membership Virtual Committee Meeting
Nov	Hosted I Love New York Fam Lunch and tour with Visit Buffalo
Nov	Hosted reception and site inspection for International Association of Government Officials – IGO
Nov	Hosted Marine Corps League Lunch and walk through following Buffalo selection in 2027
Dec	Hosted BCC Client Holiday Party
Ongoing	Soffit work continues, awaiting steel