

BUFFALO CONVENTION CENTER			
Q1 Revenue	Goal	Actual	Variance
Rent Revenue	\$361,434	\$374,572	3.63%
F&B Revenue	\$357,900	\$355,196	-0.76%
Electrical Service	\$64,300	\$75,035	16.70%
Other Revenue	\$4,736	\$18,584	292.43%
<b>TOTAL REVENUE</b>	<b>\$788,370</b>	<b>\$823,387</b>	<b>4.44%</b>
YTD Revenue	2026	2025	Variance
Rent Revenue	\$374,572	\$372,971	0.43%
F&B Revenue	\$355,196	\$680,225	-47.78%
Electrical Service	\$75,035	\$73,676	1.85%
Other Revenue	\$18,584	\$6,482	186.70%
<b>TOTAL REVENUE</b>	<b>\$823,387</b>	<b>\$1,133,354</b>	<b>-27.35%</b>
Q1 YTD Events	2026	2025	Variance
Number of Events	18	25	-28%
Attendance	51,035	68,698	-34.61%
Comments Q1			
<p>First-quarter sales slightly were up from budget, but much lower year over year. This is contributable in part to two events falling into Q2, including (I)nsurance Day, and the absence of Kaleida Gala (<b>\$105,777</b> in lost sales) and Motorama (<b>\$70K</b>). Overall performance reflects changes in event mix and scheduling rather than a decline in underlying demand.</p>			

Q1 Major Events Hosted			
Month	Event Name	Number of Attendees	Revenue
Jan	Niagara Frontier Automobile Dealers – 2026 Auto Show	11,912	\$138,322
Jan	Moog Inc. – Moog Gala	2,200	\$127,883
Jan	Wheeler Communication – 2026 Buffalo Wedding Expo	1,718	\$10,412
Feb	Town Square Media of Buffalo – Buffalo on Tap 2026	3,324	\$63,011
Feb	New York State Board of Law Examiners – 2026 Bar Exam	1,230	\$57,439
Feb	Church of God International – Northeast Winterfest	975	\$32,212
Feb	Lilly Broadcasting of PA, LLC – Buffalo Wine Festival	967	\$11,332
March	Marketplace Events – Buffalo Home Show	20,825	\$235,040
March	National Association For College Admission Counseling – NACAC College Fair	5,237	\$24,272
March	AMP Dance LLC – AMP Dance	1,020	\$33,702
March	New York City Dance Alliance – 2026 Annual	849	\$39,669

Q1 Major Events Booked		
Year	Event Name	Expected Revenue
2026	Conesus Fest For Charity – World’s Largest Disco	\$126,950
2026	Kaleida Health Foundation – 2026 Festival of Trees	\$116,000
2026	Roswell Park Alliance Foundation – Annual Gala	\$75,500
2026	Catholic Health – 2026 Gala	\$64,000
2026	Black Achievers Inc – Black Achievers Gala	\$43,000
2026	NAACP – 2026 Awards Dinner	\$30,000
2026	Bison’s Scholarship Fund – Luncheon	\$23,000
2027	Insurance Club of Buffalo – 2027 Buffalo I-Day	\$75,023
2027	Earth Science Information Partner’s -ESIP 2027 Meeting	\$75,000

Q1 Notable BCC Activities	
Date	Program
Jan	Attended Director of Sales Meeting with Visit Buffalo and Hotels
Feb	Site inspection with Firefighters Association of the State on New York (FASNY)
Feb	Site inspection and meeting with NYS School Boards Association
Feb	Kevin Diver hired as Event Service Manager
March	Attended ESSAE’S Triple M Meeting and MPI event in Albany
March	Albany Sales Calls
March	Earth Science Information Partners – site inspection
March	U.S. Grains & BioProducts Council – site inspection
March	The American Society for Clinical Laboratory Science (ASCLS) – site inspection
Ongoing	MicroGrid project kicked off and will continue over 12-16 months
Ongoing	Ongoing soffit work on the building with expected completion in April