

Buffalo Niagara Convention Center Management Corporation
2025 Operating Budget

	Proposed Budget 2,025	Projected Budget 2024	Budget <u>2024</u>	Actual <u>2023</u>	Variance 2025 Budget V. 2024 Projected	Variance 2025 Budget v. 2024 Budget
REVENUES:						
EARNED REVENUES						
Gross Food & Beverage	3,436,614	3,225,347	2,599,949	2,157,788	\$ 211,267	\$ 836,665
Rents	917,134	873,461	846,486	707,483	\$ 43,673	\$ 70,648
Electrical Services	178,009	169,532	139,767	116,816	\$ 8,477	\$ 38,242
Equipment Rentals	84,689	80,656	61,398	51,316	\$ 4,033	\$ 23,291
Communications Revenue	2,638	2,513	4,637	2,960	\$ 126	\$ (1,998)
Other Earned Revenue	92,314	87,919	79,500	561,271	\$ 4,396	\$ 12,814
TOTAL EARNED REVENUES	\$ 4,711,399	\$ 4,439,427	\$ 3,731,737	\$ 3,597,634	\$ 271,971	\$ 979,662
OTHER REVENUES						
Commissions	14,851	14,143	11,500	9,164	\$ 707	\$ 3,351
Investment Interest/Dividends	5,000	477	32,500	-	\$ 4,523	\$ 32,500
TOTAL OTHER REVENUES	19,851	14,621	44,000	9,164	5,230	\$ (24,149)
Erie County - Grant	2,350,000	2,581,286	2,400,631	1,923,578	\$ (231,286)	\$ (50,631)
TOTAL REVENUES	\$ 7,081,249	\$ 7,035,334	\$ 6,176,368	\$ 5,530,376	\$ 45,915	\$ 904,881
EXPENSES:						
COST OF SALES FOOD AND BEVERAGE	\$ 2,051,185	\$ 2,071,904	\$ 2,106,287	\$ 1,872,571	\$ (20,719)	\$ (55,101)
SALARIES\WAGES						
Admin/Sales	703,366	689,574	684,856	639,455	\$ 13,791	\$ 18,510
Maintenance	680,421	667,080	730,810	669,240	\$ 13,342	\$ (50,389)
Engineering/Electrical	443,599	434,901	441,673	404,462	\$ 8,698	\$ 1,926
Dock/Lobby	158,012	154,914	134,736	123,385	\$ 3,098	\$ 23,276
Staff Incentives	0	-	-	-	\$ -	\$ -
Temporary Services	151,316	148,349	6,385	5,847	\$ 2,967	\$ 144,931
TOTAL SALARIES AND WAGES	\$ 2,136,715	\$ 2,094,819	\$ 1,998,460	\$ 1,842,389	\$ 41,896	\$ 138,255

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<u>PAYROLL TAXES AND FRINGE BENEFITS</u>						
FICA	420,629	410,319	199,267	182,479	\$ 10,310	\$ 221,362
NYS Unemployment Insurance	1,471	1,428	-	-	\$ 43	\$ 1,471
Disability/Life Insurance	32,316	31,375	6,090	5,577	\$ 941	\$ 26,226
Workmens Compensation	208,468	207,236	43,169	39,532	\$ 1,232	\$ 165,299
Health- Admin	181,077	175,803	103,851	95,102	\$ 5,274	\$ 77,226
Health - Union	131,493	127,663	64,681	59,232	\$ 3,830	\$ 66,811
Pension - Admin	23,943	23,245	12,176	11,150	\$ 697	\$ 11,767
Pension - Union	80,790	78,437	84,383	77,274	\$ 2,353	\$ (3,593)
Training Expense	515	500	639	585	\$ 15	\$ (124)
TOTAL EMPLOYEE BENEFITS	\$ 1,080,701	\$ 1,056,005	\$ 514,257	\$ 470,931	\$ 24,695	\$ 566,444
TOTAL PERSONNEL EXPENSES	\$ 3,217,416	\$ 3,150,824	\$ 2,512,717	\$ 2,313,320	\$ 66,592	\$ 704,699
<u>PROFESSIONAL FEES</u>						
Legal	15,300	15,000	4,178	3,826	\$ 300	\$ 11,122
Audit	27,500	65,743	27,500	26,213	\$ (38,243)	\$ -
Data Processing	70,462	40,462	102,500	97,274	\$ 30,000	\$ (32,038)
Other Professional Fees	19,338	18,959	38,056	35,533	\$ 379	\$ (18,718)
Shared Services - BNCVB	10,000	12,000	10,000	-	\$ (2,000)	\$ -
TOTAL PROFESSIONAL FEES	\$ 142,599	\$ 152,163	\$ 182,234	\$ 162,846	\$ (9,563)	\$ (39,635)
<u>SUPPLIES\SMALL TOOLS</u>						
Administrative	12,287	12,165	19,000	17,795	\$ 122	\$ (6,713)
Maintenance	59,620	59,030	70,000	65,708	\$ 590	\$ (10,380)
Engineering	44,183	43,745	44,000	41,713	\$ 437	\$ 183
Electrical	882	874	6,200	5,834	\$ 9	\$ (5,318)
Food & Beverage	312,888	309,790	87,000	83,116	\$ 3,098	\$ 225,888
TOTAL SUPPLIES	\$ 429,860	\$ 425,604	\$ 226,200	\$ 214,166	\$ 4,256	\$ 203,660

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<u>COMMUNICATION EXPENSES</u>						
Telephone/Fax/Website	109,162	108,082	140,000	132,641	\$ 1,081	\$ (30,838)
Internet & Website	0	-	-	-	\$ -	\$ -
Postage & Freight	3,500	4,647	3,000	2,758	\$ (1,147)	\$ 500
TOTAL COMMUNICATION EXPENSES	\$ 112,662	\$ 112,729	\$ 143,000	\$ 135,399	\$ (66)	\$ (30,338)
<u>OCCUPANCY EXPENSES</u>						
Utilities - Gas	67,619	66,294	76,453	70,012	\$ 1,326	\$ (8,834)
Utilities - Electric	269,625	264,338	275,134	251,954	\$ 5,287	\$ (5,509)
Utilities - Water	17,380	17,040	17,292	15,835	\$ 341	\$ 89
Admin Insurance	295,261	292,338	206,378	190,808	\$ 2,923	\$ 88,883
Contractual Maintenance	55,486	54,398	19,609	17,957	\$ 1,088	\$ 35,877
Emergency Medical Technicians	(1,530)	(1,500)	(5,048)	(4,623)	\$ (30)	\$ 3,518
Security & Police	41,656	41,330	62,920	59,849	\$ 327	\$ (21,264)
Building Repairs	5,661	5,550	9,426	8,632	\$ 111	\$ (3,765)
Licenses & fees	9,002	8,825	9,672	9,284	\$ 177	\$ (670)
Other Occupancy	63,295	62,544	67,600	62,812	\$ 751	\$ (4,305)
TOTAL OCCUPANCY	\$ 823,456	\$ 811,157	\$ 739,435	\$ 682,520	\$ 12,300	\$ 84,021
<u>EQUIPMENT RENTAL/ REPAIRS & MAINT</u>						
Equipment - Rentals	41,914	41,093	-	-	\$ 822	\$ 41,914
Admin - Repairs & Maintenance	8,764	8,592	15,000	15,002	\$ 172	\$ (6,236)
Maintenance - Repairs & Maintenance	12,375	12,133	4,600	4,293	\$ 243	\$ 7,775
Engineering - Repairs & Maintenance	124,000	124,210	135,000	132,649	\$ (210)	\$ (11,000)
TOTAL EQUIP RENTAL/ REPAIRS & MAINT	\$ 187,054	\$ 186,027	\$ 154,600	\$ 151,944	\$ 1,026	\$ 32,454

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TRAVEL & ENTERTAINMENT						
Local Meetings & Travel	1,000	614	200	177	\$ 386	\$ 800
Client Promotions & Entertainment	8,500	7,062	8,500	7,790	\$ 1,438	\$ -
Trade Shows	7,500	4,624	7,500	6,898	\$ 2,876	\$ -
TOTAL TRAVEL & ENTERTAINMENT	\$ 17,000	\$ 12,301	\$ 16,200	\$ 14,865	\$ 4,699	\$ 800
ADVERTISING & PROMOTIONS						
Advertising	8,000	5,670	8,000	7,312	\$ 2,330	\$ -
Promotional Materials	600	1,600	600	541	\$ (1,000)	\$ -
Other promotional	20,000	22,188	20,000	34,581	\$ (2,188)	\$ -
TOTAL ADVERTISING & PROMOTIONS	\$ 28,600	\$ 29,458	\$ 28,600	\$ 42,434	\$ (858)	\$ -
OTHER EXPENSES						
Uniforms	8,836	8,749	6,684	6,121	\$ 87	\$ 2,152
Dues & Subscriptions	6,975	6,906	22,000	19,842	\$ 69	\$ (15,025)
Bank Fees/Interest	52,575	146,114	35,000	33,841	\$ (93,539)	\$ 17,575
Bad Debts	3,030	3,000	3,411	3,124	\$ 30	\$ (381)
Miscellaneous / Depreciation/Equipment Purchase	0	6,334	-	95,743	\$ (6,334)	\$ -
TOTAL OTHER EXPENSES	\$ 71,417	\$ 171,103	\$ 67,096	\$ 158,671	\$ (99,686)	\$ 4,321
CAPITAL EQUIPMENT PURCHASES	0	-	-	-	\$ -	-
TOTAL OPERATING EXPENSES	\$ 7,081,250	\$ 7,123,271	\$ 6,176,369	\$ 5,748,736	\$ (42,021)	\$ 904,881
INCREASE (DECREASE) IN OPERATING NET ASSETS	(0)	(87,936)	(0)	(218,360)	87,936	(1)
FUNDS ENCUMBERED TO COVER OPERATING DEFICIT						
NET INCREASE (DECREASE) IN OPERATING NET ASSETS	\$ (0)	\$ (87,936)	\$ (0)	\$ (218,360)	\$ 87,936	\$ (1)