

Buffalo Niagara Convention Center
Annual Members Meeting
February 26, 2018

Present: C. Abbott-Letro, J. Dandes, L. Haynes, T. Hersey, P. Kaler, R. Kramer, E. Rath, M. Roberts, J. Sandoro, P. Snyder, D. Spasiano, H. Taran, L. Zemsky

Absent: D. Boswell, S. Boyd, D. Gallagher-Cohen, D. Murphy, B. Niland, M. Patel, B. Rossi, T. Vazquez

Staff: M. Even, E. Healy, C. Kincaide, D. Marzo, P. Murphy, J. Smith

CALL TO ORDER: The meeting was called to order at 3:33p.m.

ELECTION OF DIRECTORS: Mr. Kaler reported that Mr. Murphy and Mr. Patel have reached the end of their term on the Board. To fill those two seats, the Executive Committee has nominated Thomas Long, General Manager at the Westin and Michael Murphy, President of Shea's Performing Arts Center. The following 2018 slate of directors was presented by the Executive Committee:

3 representatives of the hotel industry:

Thomas Long
Paul Snyder III
Huseyin Taran

6 at-large directors:

Steve Boyd
Michael Murphy
Mary F. Roberts
Brent Rossi
Donald Spasiano
Leslie Zemsky

A motion was made by Mr. Dandes and seconded by Mr. Sandoro to approve the slate of directors as presented by the Executive Committee. Motion carried.

ADJOURNMENT: A motion was made by Ms. Abbott-Letro and seconded by Ms. Haynes to adjourn the members meeting. Motion carried. Meeting adjourned at 3:34 p.m.

Minutes prepared by J. Smith

Approved:


Jonathan A. Dandes, Chair

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Absent: D. Boswell, S. Boyd, D. Gallagher-Cohen, D. Murphy, B. Niland, M. Patel, B. Rossi, T. Vazquez

Staff: M. Even, E. Healy, C. Kincaide, D. Marzo, P. Murphy, J. Smith

CALL TO ORDER: The meeting was called to order at 3:34 p.m.

APPROVAL OF MINUTES: A motion was made by Mr. Taran and seconded by Mr. Sandoro to approve the November minutes. Motion carried.

ELECTION OF OFFICERS: Mr. Kaler reported the Executive Committee has put forward the following slate of officers for the Board's consideration:

Chair - Mary F. Roberts
Vice Chair/Chair Elect - Cindy Abbott-Letro
Treasurer - Huseyin Taran
Secretary - Toni Vazquez
Past Chair - Jonathan A. Dandes
President - Patrick J. Kaler

A motion was made by Ms. Roberts and seconded by Leg. Rath to approve the slate of officers as presented by the Executive Committee. Motion carried.

FINANCE REPORT: Mr. Marzo reviewed the BNCC financial statements for the twelve month period ended December 31, 2017 and reported that the Center finished 2017 with over \$1.5 million in total assets, the majority of which was cash and receivables. As of December 31, 2017, there was no outstanding debt on the books. Overall, their financial position was strong at year-end.

For the year, revenues were \$133,440 over budget and expenses were (\$59,613) below budget, resulting in an increase in net assets of \$193,053.

A motion was made by Mr. Dandes and seconded by Mr. Hersey to approve the financial statements as presented.

Q4 REPORT: Mr. Murphy reviewed the fourth quarter report and noted that for the quarter revenues were up 8.9% and food and beverage was up 8.1%. Year to date, earned revenues were up 2.9%. The guest satisfaction surveys saw an increase from 4.70% to 4.72%.

Some of the notable events hosted in the fourth quarter include UB Dental, the Turkey Trot, World's Largest Disco, Delaware North's Big Show, and First Night.

Mr. Murphy reported the Center is in the midst of contract negotiations for the three union groups at the building. Contracts expired on December 31 and extensions are in place with all three groups. Wages and healthcare are the top items being discussed. He expects that all three contracts will be resolved within the next 30-40 days and will update the Board at the next meeting.

Mr. Murphy updated the Board on the Convention Center study. He reported that the consultants were in town in December and gave a presentation to members of the Board, met with the site committee and toured potential sites. The issue facing the site committee and the legislature is that the consultants are looking for an additional \$65,000 to be added to their contract to study and develop concepts for an additional site they have identified. The scope of the original contract was very closely defined to include the current building and one other site. They have identified a third site through their research and if that additional site added to the scope of work it would require an increase in the fee paid to the consultants. The approval of the additional funding has been held up in the legislature. The study process is on hold until a decision is made by the legislature to provide the additional funding.

Legislator Rath stated that this item has been discharged from committee and will be voted on separately. Resources have already been budgeted (\$500,000) to study the convention center in prior years' budgets by the County Executive. Legislator Rath stated that all of his questions have been answered and he will advocate for it; he hopes to get this finalized by Thursday.

Mr. Murphy reported on 2018 capital projects for the Center. Tentative plans are to complete all the restroom renovations from late July to after Labor Day. They are also looking at solutions for the ceiling in the ballroom and lighting on the exhibit floor.

ADJOURNMENT: A motion was made by Mr. Spasiano and seconded by Mr. Kramer to adjourn the meeting. Motion carried.

Minutes prepared by J. Smith

Approved: Jonathan A. Dandes
Jonathan A. Dandes, Chair *1 ju*