



Operations and Accomplishments List

		2014	
	Goal	Actual	Variance
Rental Revenues	\$720,468	\$705,180	(\$15,288)
F&B Gross Revenues	\$2,203,059	\$2,692,433	\$489,374
F&B Net Revenues	\$467,809	\$695,351	\$227,542
F&B Net Profit Margin	21.2%	25.8%	4.6%
Electrical Services Revenues	\$128,198	\$133,886	\$5,688
Total Number of Meetings & Events	151	161	10
Total Estimated Attendance	294,384	300,071	5,687
Total Estimated Room Nights	35,000	26,161	(8,839)
Guest Satisfaction Survey Index Based upon Customer Survey Response (5 = Excellent, 1 = Poor)	4.65	4.84	0.19

2014 Narratives

- Total earned revenues finished up to budget by \$471k or 12.9%.

-Food and Beverage revenues were up by \$489k as a result of the unbudgeted Ryu-Kon (\$12k), ASME who went over their budget by \$80k, ADED who exceeded their budget by \$29k, the Ingram dinner which exceeded their budget by \$29k, Snow Symposium which was over budget by \$68k and the ECMC Gala which went over budget by \$21k.

-Rental revenues were down to budget by (-\$15k) as we did not realize many new rental revenue generating events in 2014.

Major Definite Bookings 2014

	For Year	Total Revenue
New York State United Teachers (NYSUT)	2018	\$65,700
Roswell Park All-Star Gala	2014	\$61,000
Delaware North - Food and Beverage Summit	2014	\$60,000
M&T Securities Meeting	2014	\$59,800
NYS Association of Counties	2014	\$44,500
NYS Society of Human Resources Management (SHRM)	2014	\$44,000
NYS Financial Aid Administrators	2015	\$39,000
Roswell Park Employee Holiday Event	2014	\$21,000
M&T Bank Officer's Meeting	2014	\$16,000
Tuxedo Junction - Brides World	2015	\$15,000
Ryu-Kon	2014	\$11,500
Buffalo Professional Firefighters Local 282 Banquet	2014	\$10,000
Gaufest 2017	2017	\$60,000
Ingram Micro - Preesident's Club Dinner	2015	\$90,000
Captive Resources - Affinity Risk Workshop	2015	\$35,900
Varsity Spirit - American Championship Cheer	2015	\$25,900
Discover the Dinosaurs	2014	\$29,000
M&T Bank - Commercial Sales Conference	2015	\$75,000
SABAH - Starlight Night Auction & Gala	2014	\$14,000
Niagara Frontier Auto Dealers - 2015 Auto Show	2015	\$139,750
Niagara Frontier Auto Dealers - 2016 Auto Show	2016	\$143,000
Niagara Frontier Auto Dealers Preview Party	2015	\$24,000
Maria Love Charity Ball	2014	\$9,700
Conesus Fest for Charity - 2014 World's Largest Disco	2014	\$132,000
Catholic Press Association - Catholic Media Conference	2015	\$44,000
Moog Inc. - 2015 Mid-Winter Bash	2015	\$79,000
International Aviation Snow Symposium (AAAE NE)	2017	\$62,000
International Aviation Snow Symposium (AAAE NE)	2018	\$62,000
International Aviation Snow Symposium (AAAE NE) - Equipment Year	2019	\$133,250
International Aviation Snow Symposium (AAAE NE)	2020	\$62,000
International Aviation Snow Symposium (AAAE NE)	2021	\$62,000
International Aviation Snow Symposium (AAAE NE) - Equipment Year	2022	\$133,250
DeMolay International	2017	\$45,500
Alpha Kappa Alpha Regional Conference	2016	\$60,000
Buffalo Soupfest	2015	\$14,500
ECMC Lifeline Foundation Spring Gala	2015	\$130,000
Roswell Park Holiday Party	2015	\$10,000
CSEA Holiday Party	2015	\$25,000

Major Events Hosted 2014

Event	Month	Attendance
Tuxedo Junction - Brides World	January	7,000
Roswell Park Employee Holiday Event	January	600
Ingram Micro President's Club Dinner	January	1,542
Cheersport Cheerleading Competition	January	4,500
Foundation of Roman Catholic Diocese of Buffalo	January	1,045
Buffalo Soupfest	January	7,000
Buffalo Zoo Polar Bites	February	1,200
City of Buffalo - State of the City Lunch	February	1,176
Buffalo Auto Show	February	100,000
NYS Board of Law Examiners - Feb. Bar Exam	February	1,554
Varsity Spirit - Cheerleading Competition	February	4,239
Moog, Inc. Employee Bash	February	1,883
Town Square Media - Buffalo on Tap	February	3,400
Buffalo Home & Garden Show	March	42,000
Motorama	March	8,000
Town Square Media - Diversity Job Fair	March	1,150
Business First Best Places to Work Luncheon	March	670
Unlimited Possibilities Scholarship Awards Dinner	March	663
Nfinity Cheerleading Competition	March	1,000
Buffalo Wine Festival	April	3,000
Insurance Club of Buffalo - Iday	April	1,175
National Association of College Fairs	April	9,000
Northeast Chapter AAAE - Snow Symposium	April	625
ECMC Lifeline Gala	May	1,466
Creating Keepsakes Scrapbook Convention	May	1,388

Buffalo Marathon Post Race / Expo	May	7,000
Congress for the new Urbanism	June	1,300
Ryu-Kon 2014	July	1,000
NYS Board of Law Examiners - July Bar Exam	July	2,700
The Association for Driver Rehabilitation Specialists	August	270
American Society of Mechanical Engineers Convention	August	1,514
North American Scrabble Players Assn. National Championship	August	555
Biggest Loser Health Expo / Run Walk	August	2,200
Commercial Vehicle Safety Alliance Annual Convention	September	550
NYS Association of Counties Annual Conference	September	385
NYS Society of Human Resource Management Conference	September	583
Ellicott District Senior's Ball	September	700
Discover the Dinosaurs	September	4,400
Kaleida Health Foundation Gala	September	810
Town Square Media - Diversity Job Fair	September	1,500
Bison Scholarship Fund Luncheon	October	890
Greater Buffalo Sports Hall of Fame Dinner	October	946
Susan G. Komen - Survivors Luncheon	October	640
Town Square Media Octobeerfest	October	500
Behavioral Safety Now Conference	October	325
City of Buffalo Tax Foreclosure	October	1,000
City of Buffalo - Reading Rules Summer Reading Challenge	October	3,000
UB Dental Alumni Assn - Buffalo Niagara Dental Meeting	October	2,600
Delaware North - Food and Beverage Summit	November	600
Roswell Park All Star Night Gala	November	875
SABAH Starlight Night Auction & Gala	November	390
Independent Health Foundation - Fit for Kids	November	1,702
Conesus Fest for Charity - World's Largest Disco	November	7,000
YMCA Buffalo Niagara Turkey Trot Post Race Party	November	12,000
CSEA Holiday Party	December	700
Maria Love Charity Ball	December	2,600
Independent Health Foundation First Night Buffalo	December	4,000

Notable Activities

	Month
BNCC Wedding Package / Mock Wedding Presentation during Brides World	January
Site Inspection - Ryu-Kon	January
Site Inspection - Greater Buffalo Sports Hall of Fame	January
Updated BNCC Website	January
Exhibited at Destinations DC Trade Show	February
Site Inspection - Gaufest Local Committee	March
Site Inspection - ACEEE	March
Site Inspection - Biggest Loser Walk / Run Series	March
Site Inspection - Association for Driver Rehab Specialists	March
Participated in Rotary Trade Show for Buffalo Club	March
Continued E-Brains Marketing Campaign	January-March
Gauverband Bid in Delaware for 2017. Buffalo won the bid	April
Attended Healthcare Convention & Exhibitor Association (HCEA) Trade Show	April
Sales Mission to CD / Virginia	May
Participated in ESSAE Tradeshow in Saratoga Springs	June
Attended Connect Marketplace, Orlando	July
Site Visit - SEN Design	July
Site Visit - Christian Women's Ministries	July
Site Visit - NY National Guard	August
Participated in and hosted VBN FAM	September
Participated in and hosted Customer Advisory Council Meeting	September
Conducted Convention Sales Manager Search	September
Completed 2015 Marketing Plan & Budget	September
Attended Rejuvenate Marketplace, Atlanta	October
Site Visit - Alpha Kappa Alpha Sorority	October
Site Visit - MedTech	October
Began IAVM Convention Calendar Sharing Program	October
Site Visit - Ambit Energy	November
Site Visit - NYS Dental Association Foundation	November
Hosted Table at Buffalo Urban League	November
Hired and Start of New Convention Sales Manager	November
Site Visit - DeMolay International	November
Site Visit - License Plate Collectors	December