

Lancaster County Convention Center				
2015				
BOOKING COMPARISON				
		Oct-13	Jan-14	
		2015	2015	(Var)
Exhibit Hall & Conference Rental			685,195	
Conference Services Revenue			908,981	
Food & Beverage Commission revenue			191,890	
Retail Revenue (Concessions)			185,915	
Total Revenue TARGET	A		1,971,981	
Revenue Target (Trackable)*	B		907,400	
Definite on the books	C	270,764	283,200	12,436
(Variance)		(636,642)	(624,200)	12,436
% Revenue on the books	D		31%	1%
Pipeline	E	128,890	128,350	(26,540)

Lancaster County Convention Center				
Futures 2015++				
BOOKING COMPARISON				
		Oct-13	Jan-14	
		2015+	2015+	(Var)
Revenue Target by End of 2011	A		650,905	
Definite on the books	B	79,300	162,185	82,885
(Variance)		(571,605)	(488,720)	82,885
% Revenue on the books	C	12%	25%	13%
Pipeline	D	90,080	64,275	(25,805)