

































# Lancaster County Convention Center

2015

Jan-14

Apr-14

## BOOKING COMPARISON

(Var)

Exhibit Hall & Conference Rental		685,195	
Conference Services Revenue		908,981	
Food & Beverage Commission revenue		191,890	
Retail Revenue (Concessions)		185,915	
<b>Total Revenue TARGET</b>	<b>A</b>	<b>1,971,981</b>	
Revenue Target (Trackable)*	<b>B</b>	<b>907,406</b>	
Definite on the books	<b>C</b>	283,200	351,095
(Variance)		(624,206)	(556,311)
% Revenue on the books	<b>D</b>	31%	39%
<b>Definite on the books (STLY)</b>	<b>E</b>		<b>229,935</b>
<b>% Revenue on the books</b>	<b>F</b>		<b>32%</b>
Pipeline	<b>G</b>	128,350	147,350
<b>Pipeline (STLY)</b>	<b>H</b>		<b>19,000</b>

# Lancaster County Convention Center

Futures 2016+

Jan-14

Apr-14

## BOOKING COMPARISON

(Var)

Revenue Target (End of 2011)	<b>A</b>		650,905	
Definite on the books	<b>B</b>	162,185	182,185	20,000
(Variance)		(488,720)	(468,720)	20,000
% Revenue on the books	<b>C</b>	25%	28%	3%
<b>Definite on the books (STLY)</b>	<b>E</b>		<b>229,935</b>	
<b>% Revenue on the books</b>	<b>F</b>		<b>32%</b>	
Pipeline	<b>G</b>	64,275	17,800	(46,475)
<b>Pipeline (STLY)</b>	<b>H</b>		<b>66,835</b>	

