



10 October 2022

Blue Team Con values community - and in doing so, that translates to transparency. While we are not a 501(c)(3), we do want to publicly disclose our high-level financial information. Blue Team Con is not a for-profit adventure for us. We are disclosing this information to share with the community what it takes to ensure our completely volunteer event is successful and to aid others in determining their path when starting or running a conference. We want to show that our dedication is strongly beholden to our Mission Statement:

*"Cultivate a community-driven experience that focuses on educating and connecting anyone interested in defensive cybersecurity through a safe, inclusive, friendly, and fun ecosystem."*

On Page 2, you will find the financial disclosures we are making related to Blue Team Con, LLC's ongoing operation and for Blue Team Con 2022. These numbers are gathered from December 2021 to October 2022.

If you have any questions, please contact us at [info@blueteamcon.com](mailto:info@blueteamcon.com).

Thank you,

*Frank McGovern*

Frank McGovern, Manager

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Blue Team Con, LLC

**NOTE:** All numbers are rounded.

<b>Blue Team Con, LLC Expenses</b>	<b>USD Total</b>	<b>% of Total</b>
General Expenses (Ex: Revenue Fees, Storage, M365 Tenant, Website, Taxes)	\$11,135	100%
Blue Team Con Advisory Board Salary/Pay	\$0	0%
<b>Total Expenses</b>	<b>\$11,135</b>	

<b>Blue Team Con 2022 Revenue</b>	<b>USD Total</b>	<b>% of Total</b>
Attendee Revenue	\$55,502	34.1%
Sponsor Revenue	\$99,985	61.5%
Swag Sales and Misc. Revenue	\$7,106	4.4%
<b>Total Revenue</b>	<b>\$162,593</b>	

<b>Blue Team Con 2022 Expenses</b>	<b>USD Total</b>	<b>% of Total</b>
Venue and AV	\$114,000	77.7%
Speaker Honorariums	\$3,000	2%
Other (Ex: Signs, Swag, Tape, Extension Cords, Design Work, Entertainment, Childcare)	\$24,742	16.9%
Charitable Contributions	\$5,024	3.4%
<b>Total Expenses</b>	<b>\$146,766</b>	