



4 December 2023

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 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 related to Blue Team Con, LLC's operation of Blue Team Con 2023. These numbers are gathered from January 2023 to December 2023.

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 2023 Revenue</b>	<b>USD Total</b>	<b>% of Total</b>
Attendee and Trainee Revenue	\$89,998	40.4%
Sponsor Revenue	\$126,850	56.9%
Swag Sales and Misc. Revenue	\$6,163	2.8%
<b>Total Revenue</b>	<b>\$223,011</b>	

<b>Blue Team Con 2023 Expenses</b>	<b>USD Total</b>	<b>% of Total</b>
Venue and AV	\$151,768	66.7%
Trainer Payments	\$16,500	7.3%
Speaker Honorariums	\$5,515	2.4%
Advertising, Marketing, Media Relations	\$27,144	11.9%
Other (Ex: Signs, Swag, Tape, Extension Cords, Entertainment)	\$25,838	11.4%
Charitable Contributions	\$760	0.3%
<b>Total Expenses</b>	<b>\$227,525</b>	