



7 December 2025

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 2025. These numbers are gathered from January 2025 to December 2025.

Our numbers only show the revenue and expenses associated with the annual conference. As a note, there are other expenses required to maintain the business, run Blue Team Con Online, and generally conduct business that are not inclusive below.

If you have any questions, please contact us at info@blueteamcon.com.

Thank you,

Frank McGovern

Frank McGovern, Manager

frank@blueteamcon.com

Blue Team Con, LLC

NOTE: All numbers are rounded.

Blue Team Con 2025 Revenue	USD Total	% of Total
Attendee and Trainee Revenue	\$127,726	37.7%
Sponsor Revenue	\$200,600	59.1%
Swag Sales and Misc. Revenue	\$10,800	3.2%
Total Revenue	\$339,126	

Blue Team Con 2025 Expenses	USD Total	% of Total
Venue and AV	\$188,139	64.0%
Trainer Payments	\$38,499	13.1%
Speaker Honorariums	\$6,600	2.3%
Advertising, Marketing, Media Relations	\$38,603	13.1%
Other (Ex: Signs, Swag, Tape, Extension Cords, Entertainment)	\$20,473	7.0%
Charitable Contributions	\$1,600	0.5%
Total Expenses	\$293,914	