



12 October 2021

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 startup and for Blue Team Con 2021. These numbers are gathered from March 2019 to October 2021.

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

Thank you,

Frank McGovern

Frank McGovern, Manager

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Blue Team Con, LLC

NOTE: All numbers are rounded.

Blue Team Con, LLC Expenses	USD Total	% of Total
General Expenses (Ex: Revenue Fees, Storage, M365 Tenant, Marketing, Taxes)	\$22,000	100%
Blue Team Con Advisory Board Salary/Pay	\$0	0%
Total Expenses	\$22,000	

Blue Team Con 2021 Revenue	USD Total	% of Total
Attendee Revenue	\$53,000	47.5%
Sponsor Revenue	\$54,000	48.4%
Swag Sales and Misc. Revenue	\$4,500	4%
Total Revenue	\$111,500	

Blue Team Con 2021 Expenses	USD Total	% of Total
Venue and AV	\$120,000	79.2%
Speaker Honorariums	\$7,500	5%
Other (Ex: Signs, Swag, Tape, Extension Cords, Design Work, DJ's)	\$24,000	15.8%
Total Expenses	\$151,500	