

**TAP
CANCER
OUT
ANNUAL
REPORT
2016**

A WORD FROM THE EXECUTIVE DIRECTOR



To all Tap Cancer Out Stakeholders and Supporters,

I'm kind of a nerd when it comes to spreadsheets. I love data, and we have a lot of it at Tap Cancer Out. We track everything there is to track about tournaments, donations, fundraising, and much more. Pick any day of the year, and I can tell you how many people registered for a tournament that day, how many people donated, how much they donated, and exactly who they are.

No matter which metric you choose, 2016 outshined 2015 and every year before it. Some of the highlights included:

- Adding a fourth tournament to our schedule—Philadelphia, PA
- Speaking of Philly, we broke all inaugural tournament records there, and the day was highlighted by our first superfight between Jared Weiner of TAC Team BJJ and Ed Apicella from KORE BJJ
- Breaking \$100,000+ in single tournament revenue (Connecticut)
- Breaking 400 competitors at a single tournament (Connecticut)
- Averaging \$61,000+ per tournament fundraised
- Doubling the number of donors compared to 2015
- Exceeding 1,500 competitors in a single year (119% increase over 2015)
- Donating \$210,000 to the Pancreatic Cancer Action Network and \$26,000 to St. Baldrick's Foundation

As we move into 2017, we are excited to expand our tournament schedule to new cities and are set to launch a new program that will empower Tap Cancer Out volunteers to take the fight to cancer within their own schools. 2017 will be our second year with the Pancreatic Cancer Action Network and we're excited to commit to donating another \$300,000, funding a translational research grant named in our honor which helping us exceed a half-million dollars donated in support of their mission to double the pancreatic cancer survival rate by 2020.

So let's slap, bump, and roll into a successful 2017!

Sincerely,

Jon Thomas
Founder and Executive Director

OUR VISION

To mobilize and empower the brazilian jiu-jitsu community to raise critical funding for programs supporting the fight against cancer.



WAGE HOPE

PANCREATIC
CANCER
ACTION
NETWORK

I AM MAKING THE IMPOSSIBLE
POSSIBLE
FOR PANCREATIC CANCER
#ITSTIME2016

It's time to
INCREASE FEDERAL
RESEARCH FUNDING
for pancreatic cancer!

OUR BENEFICIARY

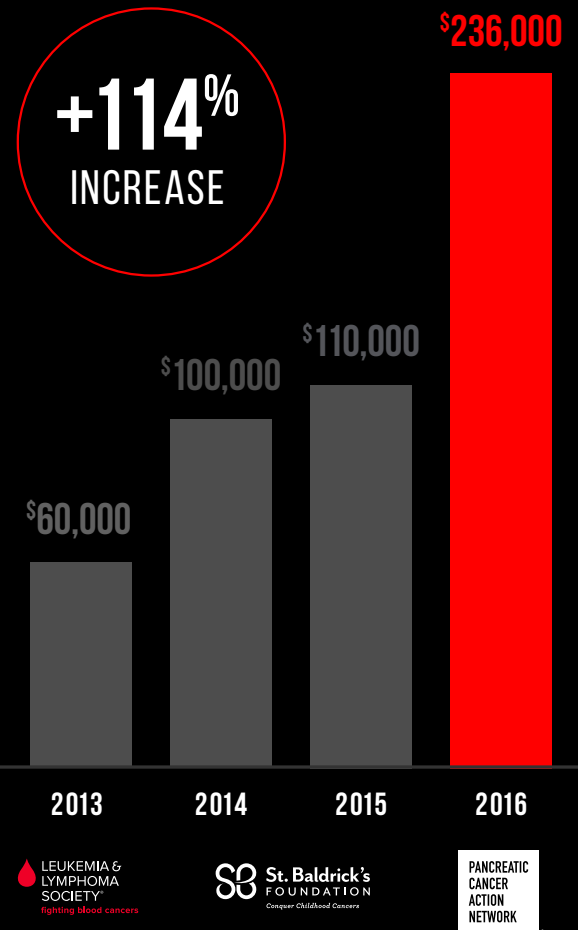
PANCREATIC CANCER ACTION NETWORK



OUR PARTNERSHIP:

In our first year partnering with the Pancreatic Cancer Action Network we were thrilled to present a gift for \$210,000 at the end of 2016, along with a supplemental gift of \$26,000 to the St. Baldrick's Foundation in the spring of 2016. This was a 114% total increase year over year.

Our gift to the Pancreatic Cancer Action Network will directly fund pancreatic cancer research through PanCan's peer reviewed grants as well as support patient services that identify clinical trials and increase enrollment in order to provide potentially life-saving treatment to those in need.





TAP CANCER OUT'S 2016 IMPACT ON THE PANCREATIC CANCER ACTION NETWORK

The partnership with Tap Cancer Out exposed the Pancreatic Cancer Action Network to an entirely new, entirely unique audience – one we never would have reached without Tap Cancer Out. Our staff and volunteers were so excited to experience the events – in most cases, their first jiu-jitsu tournaments.

Tap Cancer Out's 2016 gift was primarily directed towards supporting patients seeking resources to combat one of the most difficult cancer diagnosis there is: pancreatic cancer. Our Patient Services program provides comprehensive information about every aspect of the disease to those facing pancreatic cancer. All our resources and services are personalized to each patient and provided free-of-charge, including one-on-one support through highly trained Patient Central Associates; personalized information about the disease, treatments, diet and nutrition, pancreatic cancer specialists and much more.

We aim to ensure all patients, caregivers and healthcare providers are connected with the best information, resources, and services to fight pancreatic cancer and provide hope. We strive to increase the clinical trials enrollment rate by educating patients about their options and connecting them with clinical trials information through our Associates and our Clinical Trial Finder. Our Patient Registry is a global online database created to look for patterns in treatments, side effect management and diagnostics that will lead to improved treatment options and outcomes for patients. Additionally, we offer educational materials and events and support services, such as the Survivor and Caregiver network.

*- Katie Seccombe
Community Partnerships Manager
Pancreatic Cancer Action Network*

“ EVERYONE SEEMS TO BE
FRIENDLY THERE.
IT WAS **POSITIVE.**

IT WAS
DIFFERENT FROM ANY TOURNAMENT
I’VE HAD THE
PRIVILEGE
OF EXPERIENCING.”

JESSICA BAL
3X COMPETITOR & FUNDRAISER

2016

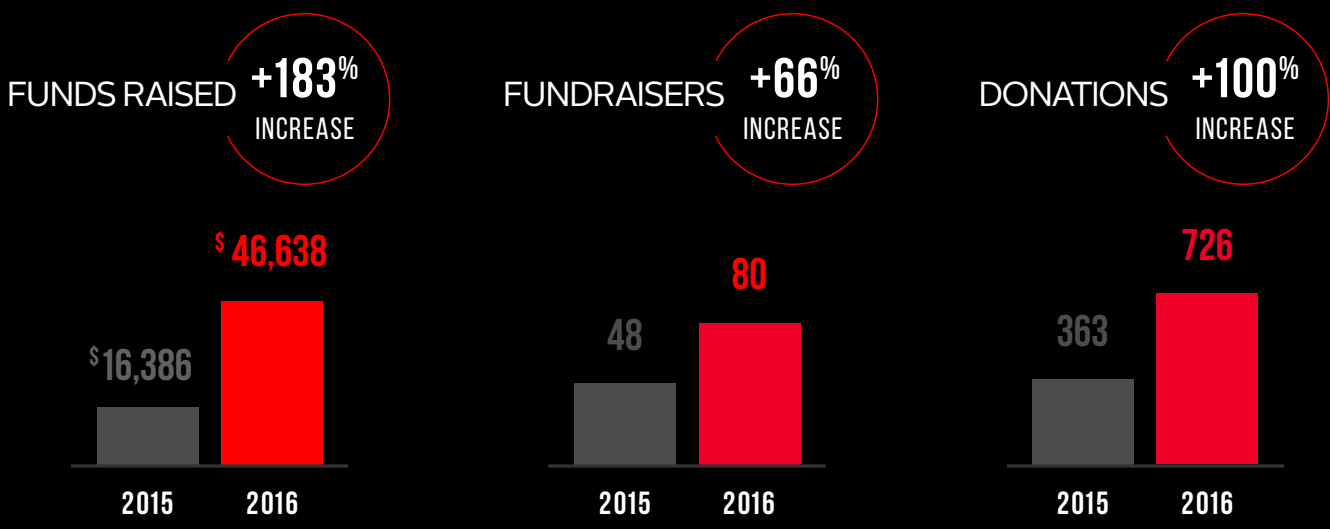
**YEAR IN
REVIEW**



TOURNAMENTS

SAN DIEGO BJJ OPEN – JANUARY 16TH, 2016

We headed back to the campus of the University of San Diego welcoming 330 competitors for our second west coast tournament. 80 transacting fundraisers helped us raise \$46,638 in donations. For the second year in a row, Team Stronghold marched into the team fundraising top spot by raising just short of \$16,000, led by the top overall fundraiser and tournament gold-medalist Robert Wong who set a new Tap Cancer Out individual fundraising record with \$7,695. The funds raised at this tournament helped conclude our support of the St. Baldrick’s Foundation.

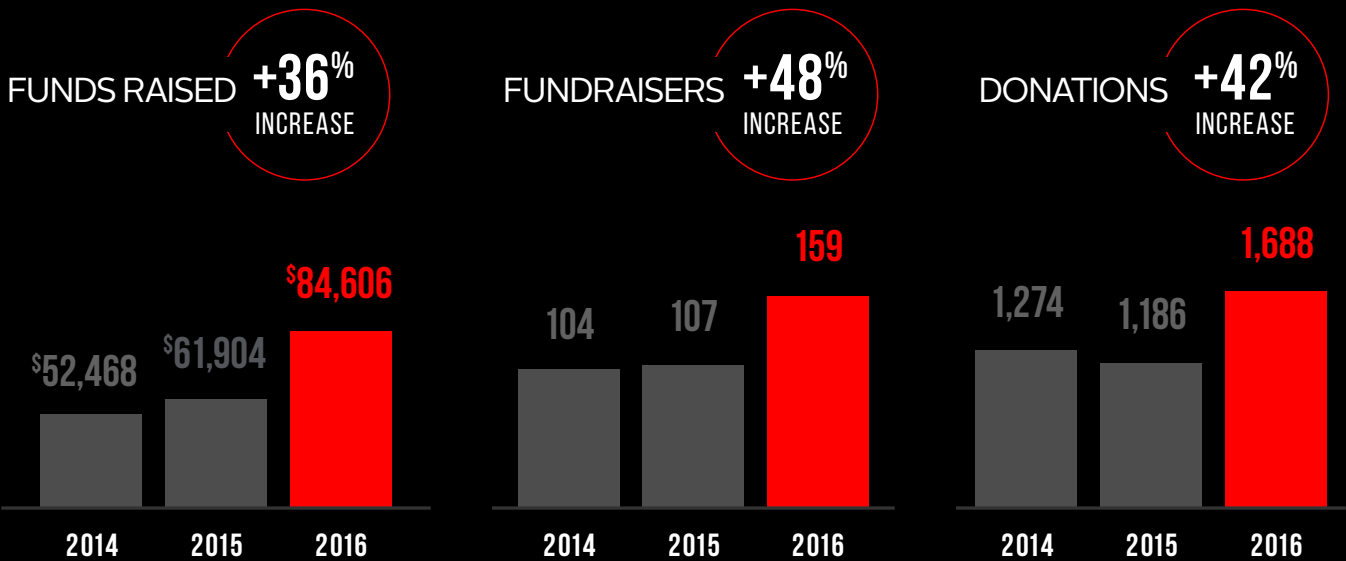




TOURNAMENTS

CONNECTICUT BJJ OPEN – APRIL 23RD, 2016

Our fifth Connecticut BJJ Open kicked off our partnership with the Pancreatic Cancer Action Network and again set all kinds of records. 159 fundraisers helped us break the \$100,000 mark for the first time ever (donations + registration fees), concluding the day with \$84,606 fundraised, a 36% increase over the previous year. Fred Macaluso from KORE BJJ made a late surge raising \$4,990 and taking home our top fundraiser spot. KORE BJJ was also our top fundraising team having raised \$15,478, the second-most as a team ever.

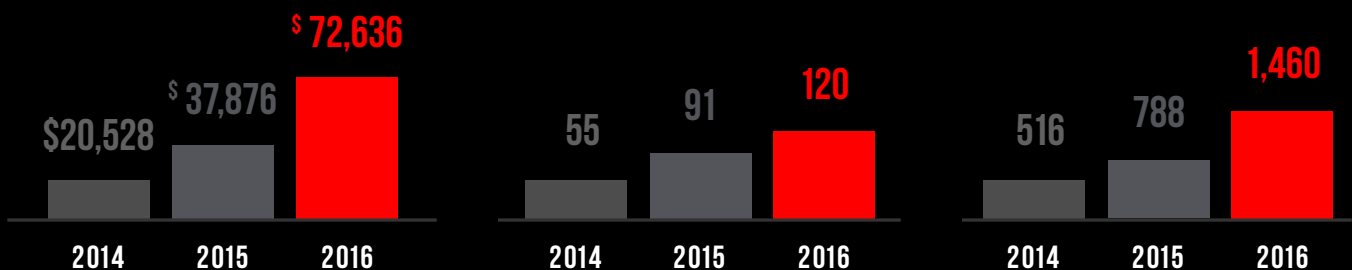




TOURNAMENTS

MASSACHUSETTS BJJ OPEN – AUGUST 27TH, 2016

Our fourth Massachusetts BJJ Open took place on the campus of St. John's Preparatory School in Danvers, MA. 332 competitors joined us, 120 of which were transacting fundraisers who generated 1,460 donations, an 85% increase. Ultimately we fundraised an incredible \$72,636, a 94% increase over the previous year (even though we only increased fundraisers by 33%). Phil Chason from The Academy was our top fundraiser with \$3,178 raised, and New England United/Team 1 took home their third team fundraising award in four years, raising \$7,615.





TOURNAMENTS

PHILADELPHIA BJJ OPEN – OCTOBER 22ND, 2016

We wrapped up 2016 with the debut of a new event, the Philadelphia BJJ Open, held at United Sports in Downingtown, PA. With 387 competitors in attendance, it was our second highest turnout for 2016 and by far the biggest for an inaugural event. The Fall Open also served the stage for our first ever black belt super fight featuring Jared Weiner of TAC Team BJJ facing off against Ed Apicella of KORE BJJ, which was streamed in real time on Facebook Live.

103 first-time Tap Cancer Out fundraisers raised \$45,659, thanks to 892 generous donors. Justin Mazzi from TAC Team BJJ took home the top fundraiser award with \$2,870 raised while TAC Team also took home the team award, raising \$9,558. This tournament vastly exceeded our expectations and goals and we can't wait to come back in 2017.

FUNDS RAISED **\$45K**

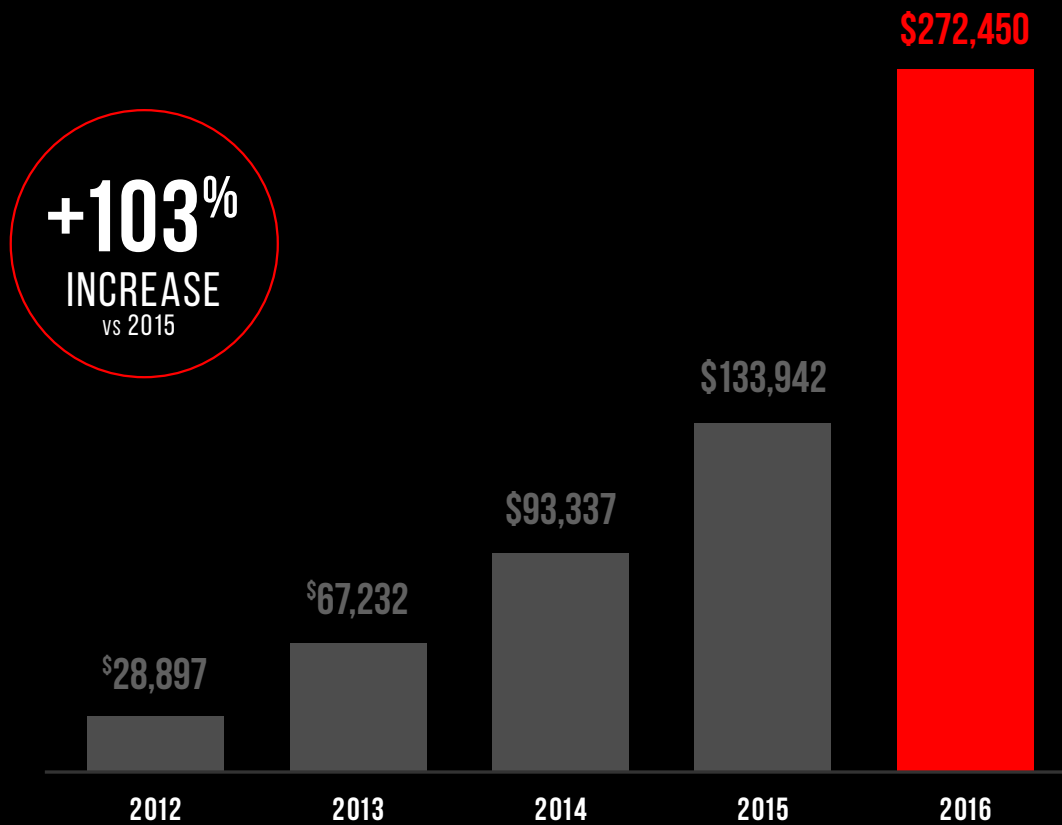
FUNDRAISERS **103**

DONATIONS **892**

YEARLY FUNDS RAISED

Fundraising is vital for us to support our beneficiaries. 2016 saw us kick off our partnership with the Pancreatic Cancer Action Network with a goal of \$200,000 donated. Ultimately we were able to donate \$210,000 to PanCan as well as an additional \$26,000 to St. Baldrick's.

Overall we saw a 103% increase in year-over-year donations received to \$272,450 from \$133,942 in 2015, largely due to the addition of a fourth tournament.





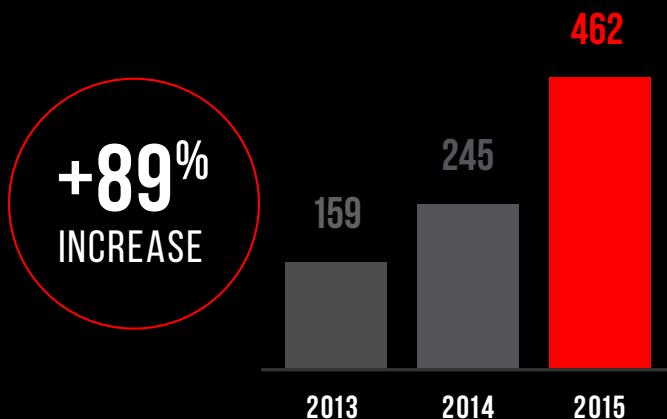
FUNDRAISERS

It's a special sign of commitment to our cause when an individual fundraises on our behalf. Our top ten individual fundraisers of 2016 generated an incredible \$44,264. In total we had 462 transacting tournament fundraisers, an 89% increase from last year.

2016 TOP FUNDRAISERS

1	ROBERT WONG	\$7,802
2	TONY PEREZ	\$5,474
3	ALYSON ALBERINO	\$5,100
4	FRED MACALUSO	\$4,990
5	JESSICA BAL	\$4,885
6	BILL WISOTSKY	\$3,434
7	PHIL CHASON	\$3,178
8	DEANN WISURI	\$3,157
9	MARK SANTINO	\$3,139
10	BRYAN MOORE	\$3,105
TOTAL		\$44,264

NUMBER OF TRANACTING FUNDRAISERS





DONORS

Our success, ultimately, is fueled by our generous donors. More than 4,800 individual gifts were donated to Tap Cancer Out in 2016. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

2016 TOP DONORS

\$4,000 AND UP

ESTATE OF CLAIRE BATEN
ELTON FAMILY FOUNDATION

\$2,000 TO \$2,999

TONY PEREZ
J-TEK USA
SAN DIEGO FOUNDATION

\$1,000 TO \$1,999

NAHME CHOKEIR
FRED MACALUSO
NICHOLAS LEWIS
INKIFY

\$750 TO \$999

MIKE WEAVER

\$500 TO \$749

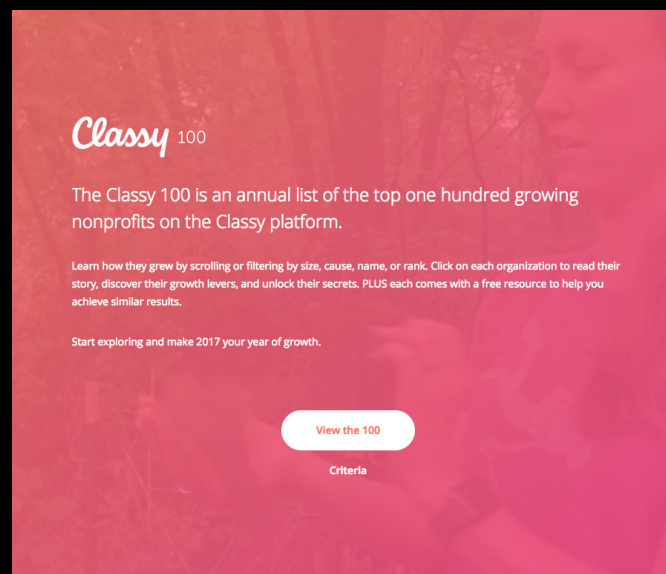
JIM WETMORE
SPENCER DICK
JULIE CHOU
PATRICK WALSH
DREW MCCARTNEY
ADAM BASSINE
STEVE CHRISTENSON
JASON CONSTANTINE
KEENAN CORNELIUS
HOOKSWEEP

\$350 TO \$499

NANCY HELMY
DE WISURI
SERGIO RODRIQUEZ
BRYAN BROWN
BRENDA MOORE
STEPHEN KITCHING
JOSEPH FLORES
EDUARDO TORRES
CATHLEEN RIBEK

AWARDS

For the third year in a row, in recognition of our effort to raise awareness and funds on behalf of cancer-fighting organizations, Tap Cancer Out was named as one of the Classy 100. The Classy 100 acknowledges top charity organizations using the Classy.org platform for their efforts to make a positive impact in the community and beyond. Tap Cancer Out's growth score ranked #55 overall, including #13 in the Health and Well Being category.



STATEMENT OF OPERATIONS

Tap Cancer Out Inc.
Statement of Financial Activities
Years ended December 31, 2014 and December 31, 2013

		<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
Revenue:					
Donations	Part 1: Line 1	\$ 272,450.20	\$ 133,942	\$ 93,337	\$ 67,232
Merchandise Sales	Part 1: Line 7a	\$ 54,686.80	16,888	57,176	31,000
Tournament Registrations	Part 1: Line 6b	\$ 37,891.15	31,163	21,993	13,094
Other Revenue	Part 1: Line 8	<u>3,431</u>	<u>1,559</u>	<u>1,288</u>	<u>957</u>
Total Revenues		\$ 368,459	\$ 183,552	\$ 173,794	\$ 112,283
Expenses:					
Donations	Part 1: Line 10	236,000.00	\$ 110,000	\$ 100,000	\$ 60,010
Merchandise	Part 1: Line 7b	18,970.27	25,204	31,788	16,905
Professional Services	Part1: Line 13	42,592.50	17,579	16,740	4,290
Stipends	Part 1: Line 12	10,600.00	10,600	-	-
Supplies	Part 1: Line 6c	19,789.81	8,387	4,580	19,275
Transportation	Part 1: Line 6c	3,799.66	2,748	3,480	562
Shipping	Part1: Line 15	3,191.37	2,308	2,268	3,284
Storage	Part1: Line 14	2,402.12	2,501	2,029	1,397
Venue	Part 1: Line 6c	6,900.40	2,079	1,969	552
Advertising	Part 1: Line 6c	11,817.19	2,671	1,871	2,529
Insurance	Part 1: Line 6c	1,994.99	1,848	1,178	460
Lodging	Part 1: Line 6c	8,159.79	2,804	1,060	382
Food	Part 1: Line 6c	1,029.55	899	993	869
EVENTS		458.00	-	-	-
Miscellaneous	Part1: Line 16	226.52	127	667	738
Meals	Part 1: Line 6c	<u>2,886</u>	<u>2,373</u>	<u>263</u>	<u>536</u>
		\$ 370,818	\$ 192,128	\$ 168,886	\$ 111,788
Change in Net Assets		\$ (2,359)	\$ (8,575)	\$ 4,909	\$ 495
Net asset, beginning of year		\$ 3,106	\$ 11,681	\$ 6,772	\$ 6,277
Net asset, end of year		<u>\$ 747</u>	<u>\$ 3,106</u>	<u>\$ 11,681</u>	<u>\$ 6,772</u>