TAP CANCER OUT ANNUAL REPORT 2015



To all Tap Cancer Out Stakeholders and Supporters,

I wouldn't consider myself a history buff, but I to enjoy American history. Maybe it's because I grew up on the south shore of Massachusetts, walking by the Plymouth Rock countless times, seeing houses from the 1700s and 1800s still standing in my town and hearing stories of Paul Revere and the Boston Tea Party.

Though the east coast is where our country was born, it was the western expansion that defined 19th-century history and ensured our nation's survival. In our quest to reach more of those in the BJJ community and create as much impact in the fight against cancer as we could, we took this sentiment to heart at Tap Cancer Out. If we were going to thrive (and grow), we needed to forge west. Between its sunny skies, perpetual 75-degree temperatures, readily accessible acai (a rarity in the northeast) and BJJ schools on practically every corner, San Diego was the obvious choice, particularly in the middle of winter.

Our San Diego BJJ Open set the tone for 2015, a year where we'd break new ground in the tournament scene and develop valuable partnerships that will shape our 2016 and beyond. We continued positive growth in our most important key performance indicators including total revenue, total fundraised, total gifted to our beneficiary, number of fundraisers, and number of donations. Overall we raised \$133,942, an increase of 60% year-over-year.

As we move into 2016, we have our eyes set on new horizons, both in tournament locations as well as ideas and tools that will empower the Tap Cancer Out community to fundraise and take the fight to cancer within their own schools. At each pivotal moment in Tap Cancer Out's history, it required a leap of faith, and 2015 saw us leap across an entire country and truly begin turning our mission into a national movement.

BENEFICIARY DONATION

2014 was an amazing first year of our partnership with the St. Baldrick's Foundation. Our \$100,000 donation funded two research grants at Boston Children's Hospital and Johns Hopkins University School of Medicine, both focusing on improving treatments for various types of childhood leukemia.

There was no slowing us down in 2015. Again we committed to donate at least \$97,500 to St. Baldrick's, allowing us to choose two additional grant recipients. Though there were many amazing research candidates across the country, we wanted to continue our focus on impacting research and treatment in the areas we have hosted tournaments (and where most of our fundraisers train and live). Thus, our 2015 St. Baldrick's Tap Cancer Out Fellows were Dr. Juan Vasquez, whose research at Yale University in New Haven, CT, investigates the human immune system's response to pediatric brain tumors and how it can be manipulated to fight back, and Dr. Sun Choo, whose research at the University of California, San Diego Health Services investigates a novel therapeutic approach for Ewing Sarcoma Metastasis. Dr. Choo was even kind enough to speak to our competitors at our San Diego BJJ Open!

Though our 2015 beneficiary commitment was \$97,500, we were fortunate enough to exceed that for a second straight year and present St. Baldrick's with a gift of \$110,000. Also, since the establishment of our 2016-2017 beneficiary wouldn't happen until after our San Diego BJJ Open in January of 2016, we committed to an additional gift to St. Baldrick's after that tournament took place.

As our partnership with St. Baldrick's concluded, we went in search of our third (and next) beneficiary organization. After an extensive search, we are thrilled to partner with and support the Pancreatic Cancer Action Network, helping them make significant strides in early detection, treatment, and improving clinical trial opportunities for pancreatic cancer patients.

TOURNAMENTS

We said it last year and are proud to say it again—there are no philanthropic organizations in the world hosting tournaments as charitable and selfless as ours. We are honored to have continued our mission in 2015, hosting three more Tap Cancer Out BJJ Open tournaments, including our first in San Diego, CA.

In January 2014 we made the cross-country trip to host our first ever San Diego BJJ Open. Thanks to partners like the University of San Diego, Operation Grapple (formerly GrapplingX) and Classy.org, we were able to fly a small leadership team out west to put on another cancer-fighting day of BJJ.

48 transacting fundraisers raised \$16,386.39, which meant we fell short of \$20,000. However, thanks to a generous donation of nearly \$4,000 by the San Diego Foundation shortly after the tournament, we exceeded our goal! Team Stronghold took home our top fundraising team award, raising \$5,247. Our top fundraiser award went to Samuel Martinez from Moore BJJ for raising \$1,456.

In April we hosted our annual spring tournament at Bunnell High School in Stratford, CT. Now in its fourth year, the event was highlighted by the efforts of Richelle Treece who not only raised a record-breaking \$7,038 (nearly winning the team award all by herself), but also drove all the way from Oklahoma with her daughter and son to fight in memory and honor of her husband. She capped off the day with a gold medal too! The top fundraising team was Renzo Gracie Training Facility out of West Haven, CT, whose 19 fundraisers raised \$7,187.

In total, 107 competitors set up transacting fundraising pages generating 1,186 donations, helping us break the \$60,000 for the first time by raising \$61,372. This total was an increase of 19% compared to our spring tournament in 2014. The event was also our first that included kids, juniors, and teen divisions as well as a Gi-only format. These two changes were vital in order to attract more fundraising competitors while still being able to conduct the tournament in a single day.

Finally, we returned to St. John's Preparatory School in Danvers, MA in August for our third annual summer tournament. New England United BJJ and its 18 fundraisers took home our top fundraising team award having raised \$6,462 collectively. Alexis Rosasco from Team Link North Adams took home the top fundraiser award, raising \$2,638. The tournament overall raised \$37,066 courtesy of 788 donors. This was more than an 80% increase in total donations over the previous year's tournament.

It total, our 2014 tournaments raised a combined \$114,824.92, an increase of 59% over our 2014 totals. We also increased our number of donations (2337) by 30% and number of transacting fundraisers (246) by 65%. Tournament registrations generated an additional \$23,957.79 in revenue, an increase of 55% over the previous year.

AWARDS

For the second 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 the top charity organizations for their efforts to make a positive impact in the community and beyond. Tap Cancer Out ranked #84 overall, including #36 in the Health Services category.

MERCHANDISE

As a brand, Tap Cancer Out is always evolving. We didn't start as a tournament organization, and what form we may take in years to come is never set in stone. What we do know, however, is that we are not purely an apparel brand.

To that end, our focus on adding events and improving the tournament experience in 2015 lead to us temporarily scale back our merchandising efforts, which included retiring a number of products and resulted in us not releasing any new designs. However, we did invest in a new black-on-grey Manto rashguard design entitled, "The Night Ninja," as well as a lightweight Inverted Gear Gi. Both of these items required an upfront production investment in 2015 yet wouldn't realize any revenue until 2016, another factor that negatively affected our margins. Also, our partnership with BJJHQ last year was wildly successful, but not something that we'll have the good fortune of leveraging on a yearly basis. In 2015 we did not sell any merchandise on BJJHQ.

In total, we generated \$16,888 in merchandise sales, an unsurprising decrease from our 2014 sales. However, in the long run we are confident that our new approach will greatly reduce the amount of funds required to keep our items in stock while still generating interest in new products.

COMPENSATING OUR TEAM

Since our first days in 2011, Tap Cancer Out has been run by a small team of dedicated volunteers and board members. Our organization's growth can be accredited to the selfless dedication of six individuals: Jon Thomas (CEO), Becky Thomas (Secretary), Mark Amoroso (Treasurer and CFO), Oliver Chan (Director of Partnerships), Pat Walsh (Advisor/Board Member), Carlos Lobato (Advisor/Board Member), and Luigi Mondelli (Advisor/Board Member). These are the people who all have full time jobs by day and dedicate their evenings and weekends to furthering Tap Cancer Out's cause, and they all deserve recognition.

Through the end of 2014 we had raised and donated more than \$185,000, and not a single Tap Cancer Out volunteer had accepted a stipend or salary of any kind. While this had been a badge of honor for our organization, it would not prove sustainable if we expected to meet or exceed our goals and continue our growth.

So in 2015, with the help of nonprofit veteran and TCO board member Pat Walsh, we put in place a structured compensation plan that included a salary for Jon Thomas (CEO) amounting to \$10,000 and a volunteer stipend for Oliver Chan (Director of Partnerships) amounting to \$600.

While this will be at face value a negative line item on our financial statement, the product of compensating our hardest working team members will surely reflect itself in their inspired efforts to continue our positive revenue growth and beneficiary support each year.

MOVING FORWARD

Our primary goal for 2015 was to expand into new regions, and we did just that when we hosted our first San Diego BJJ Open on January 17th at the University of San Diego. In 2016 we intend to continue that expansion, targeting the Pennsylvania, New Jersey, Maryland, and Virginia grappling scene with a tournament in the Philadelphia area. These tournaments will complement our established spring and summer tournaments in Connecticut and Massachusetts respectively.

But in order to truly grow Tap Cancer Out, we have to understand the realities of our team structure. As mentioned earlier, we have no full-time employees. All efforts to support Tap Cancer Out are done in our slivers of spare time. And while adding more tournaments is a clear-cut short-term solution to attract more competitors, fundraisers, donors and supporters, it's not a viable long-term strategy. There comes a tipping point where we simply don't have the available time to host another tournament.

To that end, our compass is pointing us in search of new opportunities to empower our community of grappling supporters to fundraise on our behalf without the function of a tournament. What form these events take is yet to be seen, but with such a passionate community eager to bring Tap Cancer Out to their school, their state, or even their country, we are confident that we'll find the support necessary to launch this new chapter in our nonprofit's story in 2016.

2015 was a year of expansion and growth, and we expect to do the same in 2016 while taking the first steps necessary to establish our long-term goals and achieve our short-term goals. We couldn't have done ANY of this without you, and I am grateful for every single supporter of our mission and cause. Let's make 2016 one for the record books.

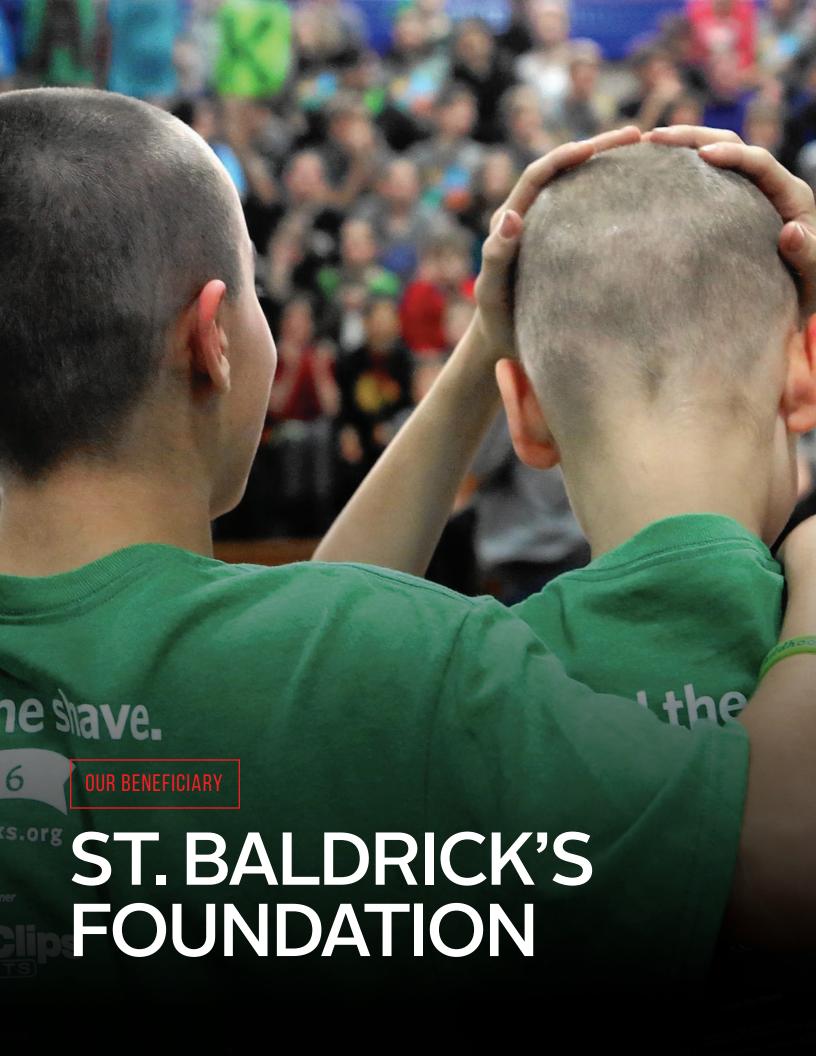
Sincerely,

Jon Thomas

CEO & Co-Founder

OUR VISION

To empower the brazilian jiu-jitsu community around a single cause: forcing cancer to tap out, once and for all.

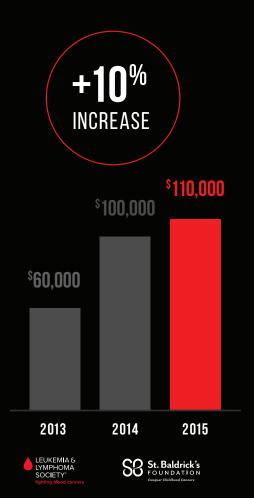




OUR PARTNERSHIP:

The second year of our partnership with the St. Baldrick's Foundation built upon the momentum created in 2014, concluding with a \$110,000 gift (again exceeding our commitment of \$97,500) which helped fund two more pediatric cancer research grants at Yale University School of Medicine and University of California, San Diego Health Services. This brings our total to four grants funded in four different states—Massachusetts, Maryland, Connecticut, and California.

Through 2015 we have donated \$210,000 to the St. Baldrick's Foundation and we have committed to an additional gift after our 2016 San Diego BJJ Open concludes, prior to the establishment of our 2016-2017 beneficiary partnership.



2015 TAP CANCER OUT ST. BALDRICK'S FELLOWSHIP GRANT RECIPIENTS



DR. JUAN VASQUEZ
YALE NEW HAVEN

The Tap Cancer Out St. Baldrick's Fellowship Grant funded the first year of Dr. Jaun Vasquez's work investigating the human immune sytem's response to pediatric brain tumors and how it can be manipulated in order to deelop new treatments that harness the body's own immune system, often referred to as a cancer vaccine. This project will use nanoparticles that contain the target protein as well as medications that block other cells that dampen the immune system in order to increase the immune system's ability to kill the cancer cells.

In 2015 Dr. Vasquez was able to show that pediatric gliomas over-express SOX2 compared to normal brain tissue as well as demonstrating that SOX2 specific T-cells can be detected in the blood of brain tumor patients. To put it more simply, he found that SOX2 can serve as a target for cancer vaccines. He plans to continue his research using nanoparticles loaded with SOX2 to induce an immune response in the blood of brain tumor patients.

"The Tap Cancer Out St. Baldrick's grant was instrumental in providing me with funded research time to devote to this research project," said Dr. Vasquez. "Thanks to the grant, not only will I be able to advance this line of research but I will also gain the necessary knowledge and skills to one day become an independent investigator."



DR. SUN CHOO
UNIVERSITY OF
CALIFORNIA
SAN DIEGO

The Tap Cancer Out St. Baldrick's Fellowship Grant funded an optional third year of Dr. Sun Choo's research developing a novel therapeutic approach for Ewing sarcoma metastasis.

Ewing sarcoma is a bone and soft tissue cancer that occurs in adolescent and young adults (AYAs). When the cancer spreads (metastasis), survival falls below 30% despite aggressive chemotherapy and surgery. Fortunately, promising data has identified certain genes that are specifically turned on in metastatic Ewing cells. By developing targeted therapy against these gene products, Dr. Choo hopes to effectively treat Ewing sarcoma. In addition, targeting this unique pathway may reduce the use of conventional toxic chemotherapy agents that can cause cancer themselves.

Ultimately, this research may help reduce both morbidity and save countless children with metastatic Ewing sarcoma.

Dr. Choo is a pediatric hematologist/oncologist at Rady Children's Hospital-San Diego and an assistant clinical professor of pediatrics at UC San Diego School of Medicine.

TIRELESSLY TO MAKE THESE TOURNAMENTS A GREAT EXPERIENCE,

FOR EVERYONE WHO ATTENDS.

THEIR

LEADERSHIP, COUPLED WITH THE VERY REAL DIFFERENCE

MADE BY THESE TOURNAMENTS,

HAVE INSPIRED AND MOLDED A COMPLETELY UNIQUE

TOURNAMENT CULTURE. 77

NELSON PUENTES INVERTED GEAR

2015 YEAR IN REVIEW



TOURNAMENTS

SAN DIEGO BJJ OPEN – JANUARY 17TH, 2015

For the first time ever, we ventured across the country to host our inaugural San Diego BJJ Open on the campus of the University of San Diego.

48 first-time Tap Cancer Out fundraisers kicked off our year with \$16,386 raised thanks to 363 generous donors. Samuel Adam Martinez from Moore BJJ took home the top fundraiser award with \$1,456 raised while Team Stronghold took home the team award with \$5,247 raised.

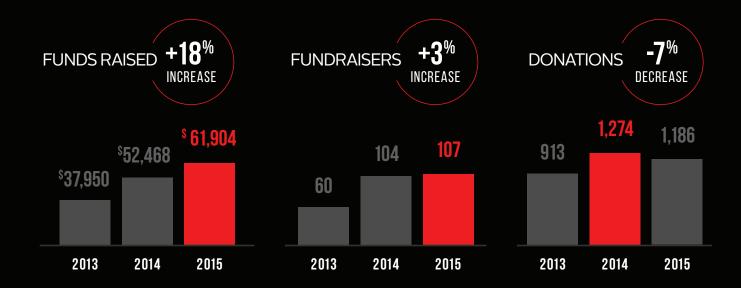
Though a successful day by any measure, it seemed we had fallen short of our goal of \$20,000 raised. However, shortly thereafter the San Diego Foundation closed the gap by donating \$3,619—an amazing and appreciated gesture.

FUNDS RAISED \$20K FUNDRAISERS 48 DONATIONS 363



CONNECTICUT BJJ OPEN – APRIL 18TH, 2015

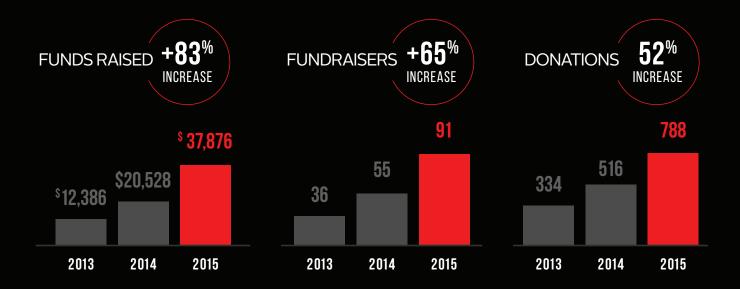
Our fourth Connecticut BJJ Open kicked off with our first ever kids, juniors, and teen divisions. 107 fundraisers helped us break the \$60,000 mark for the first time ever, concluding the day with \$61,904.86 raised, an 18% increase over the previous year. Richelle Treece from Sandro Sampaio BJJ (all the way in Oklahoma!) raised a record-breaking \$7,038. Renzo Gracie Fight Team out of West Haven, CT, was our top fundraising team having raised \$7,187.





MASSACHUSETTS BJJ OPEN - AUGUST 15TH, 2015

Our third Massachusetts BJJ Open took place on the campus of St. John's Preparatory School in Danvers, MA. Though it was an incredibly hot summer day, that didn't stop 249 competitors from filling the gym and taking the fight to the mats. 91 fundraisers helped us raise another \$37,876 for the fight against pediatric cancer, an 83% increase over the previous year. Alexis Rosasco of Team Link North Adams was our top fundraiser having raised \$2,638, and New England United was our first ever team to take home their second top fundraising team banner with \$6,462 raised.



LATING EVERYONE ENJOY TO ENJOY THEMSELVES.

TO LEAVE OUR TOURNAMENTS

FEELING
GOOD, WHETHER THEY WON OR LOST

BECAUSE THEY
MADE A DIFFERENCE
IN THE WORLD



HAD FUN DOING IT."

JON THOMAS
TAP CANCER OUT

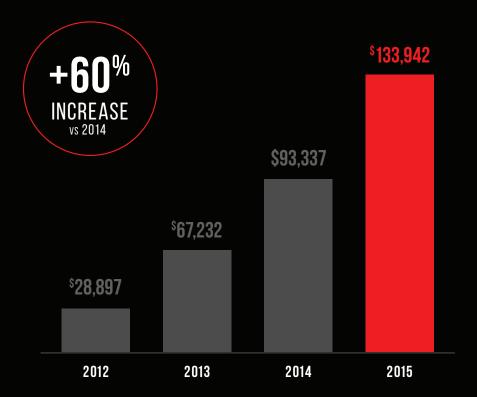
CEO AND CO-FOUNDER

YEARLY FUNDS RAISED

Fundraising is vital for us to support our beneficiaries. 2014 was our second year in our partnership with St. Baldrick's and our goal was to not only fund two additional research grants but also exceed our gift from the previous year.

In 2015 we saw a 60% increase in year-over-year donations to \$133,942* from \$93,337 in 2014, largely due to the addition of a third tournament.

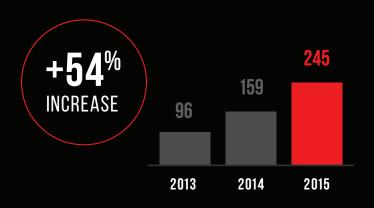
*An adjustment was made after our Form 990 was submitted which removed registration fees from Donations and attributed them to Tournament Registrations. These fees were incurred in 2015 but were for our 2016 San Diego BJJ Open and were incorrectly stated as donations.





It's a special sign of commitment to our cause when an individual fundraises on our behalf. Our top ten individual fundraisers of 2015 generated an incredible \$26,374, an increase of 15% over 2014. In total we had 246 transacting tournament fundraisers, a 54% increase from last year.

NUMBER OF TRANSACTING FUNDRAISERS



2015 TOP FUNDRAISERS

	TOTAL	\$26,374
10	CAMRYN BROWN	\$1,363
9	MICHAEL COURNOYER	\$1,555
8	JAY IERARDI	\$1,701
7	GRACE GONZALEZ	\$1,813
6	FRED MACALUSO	\$1,830
5	KERI SAXTON	\$2,231
4	SEAN BRAGDON	\$2,368
3	ALEXIS ROSASCO	\$2,638
2	BILL SURRETTE	\$3,835
1	RICHELLE TREECE	\$7,037







AN INTERVIEW WITH OUR 2015 TOP FUNDRAISER:

RICHELLE TREECE SANDRO SAMPAIO BJJ \$7,037 RAISED

HOW DID YOUR CHILDREN AND YOUR FAMILY GET INTO BJJ?

My kids started training in BJJ as a promise to my late husband. He'd told me that jiu jitsu was a foundation in his life, especially growing up. It helped him to control his anger, gave him an outlet and taught him how to improve his body and his mind. He wanted his kids to also have that foundation.

I started training with my kids to show my son I could lose and not get mad and show my daughter I could lose and not cry. My kids can be balls of emotion and I found that just saying "don't get mad" or "geez, don't cry" really wasn't making an impact. I decided to be an example.

WHAT INSPIRED YOU TO SIGN-UP FOR THE TOURNAMENT AND TRAVEL ACROSS THE COUNTRY TO PARTICIPATE?

I was at a tournament talking with another competitor when the topic of why I was competing came up. When I mentioned I'd lost my husband to cancer, the other person said they'd heard of a tournament that raises money for cancer research. I went online and the found Tap Cancer Out website. I was really moved by the organization and what they were doing.

My goal was to show them that what may seem like a small thing could grow into something so much larger than themselves. I knew we had to go. It's crazy because I knew it was going to cost me a fortune just to get there but I really didn't care. I could work more hours after we got back to pay it off. I also wanted to give the kids a way they could honor their father. This was his sport and they could raise money to help combat the disease that stole away their Daddy.

AN INTERVIEW WITH OUR 2015 TOP FUNDRAISER:

RICHELLE TREECE SANDRO SAMPAIO BJJ \$7,037 RAISED

WHAT WAS THE MOST MEMORABLE MOMENT FROM YOUR EXPERIENCE AT THE TAP CANCER OUT BJJ OPEN?

Probably the moment I remember the most and almost still chokes me up happened during my match. You have to remember we came from Oklahoma and didn't know a soul there in Connecticut. My matches came up and I obviously didn't have a coach. I won my first match - though I don't really remember how and moved on to the second round to fight for the gold. It was a good match though I know to an outsider it probably was as exciting as watch paint dry as far as our experience and veracity level, but it was pretty challenging for me. We were getting down to the end and truly had no idea how I was doing or what I was doing. Suddenly I had a voice that came through all the noise hollering my name - somebody had sat down and started to coach me. I had no idea who it was, but I listened and worked to do what they said. The match ended, and it wasn't until the ref raised my hand that I realized I'd won. I looked towards what was an empty chair when I started to see who was coaching me and it was [Tap Cancer Out Founder] Jon Thomas. As they put the first gold I'd ever won around my neck I looked to him and with tears in my eyes mouthed, "Thank you". It's strange to say that moment brought me closure. I was helpless when my husband was sick - there was nothing I could do for him; but this man and this organization provided me an avenue to prove to myself that I can be powerful. I made a difference.

CAN YOU DESCRIBE YOUR EXPERIENCE BEING A PART OF THE 2015 TCO SPRING BJJ OPEN?

One thing the event gave me was a chance to say thank you to so many people. As I started fundraising I took the time to jot notes to people that made an impact during the years my husband was sick. I let people know we what we were doing, printed the little business cards and used Facebook as a tool. When the donations started coming in I was truly humbled. I hoped to raise \$1,000, then \$2,000 when we were coming up on \$5,000 I was speechless. The thing that I really found cool was during a tournament the following year I received a message from the top fundraiser. He made the comment that he never thought he'd be able to raise so much money until we showed that it could be done.

HOW WOULD YOU DESCRIBE THE TAP CANCER OUT ORGANIZATION AND THE BRAZILIAN JIU-JITSU COMMUNITY?

The organization is amazing. I don't think there was one person who didn't welcome us. The event was conducted in a professional and safe manner. I'll even add in the fact the food truck that came for lunch had great food! I know it takes special people willing to be involved with this event to make it happen. What is only a day in a gym for us is months and months of preparation and anticipation for them. It's amazing the amount of time they are willing to give.



Our success, ultimately, is fueled by our generous donors. More than 2,400 individual gifts were donated to Tap Cancer Out in 2015. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

2015 TOP DONORS

		• Y • '	AN	
- L 1	. • .	• 1 • 1	- 1 L	
	\sim	$\overline{}$)

TREY WHITAKER

\$3,000 TO \$3,999

THE SAN DIEGO FOUNDATION

\$2,000 TO \$2,999

MORGAN STANLEY

\$1,000 TO \$1,999

CRAFT 260

MARIE MA

\$750 TO \$999

JAMES ALLEY

JAMES IERARDI

ABERTHAW CONSTRUCTION

\$500 TO \$749

MARIANNE TRACY

MIKE WEAFER

JAMES IERARDI

JOVAN JAMES

JOHN RAPO

\$500 TO \$749 (cont)

TERRENCE BOORMAN

DANIEL CID

ALLEN HARRIS

EDWARD WOLAK

FREDERICK MACALUSO

JASON KASSIMIR

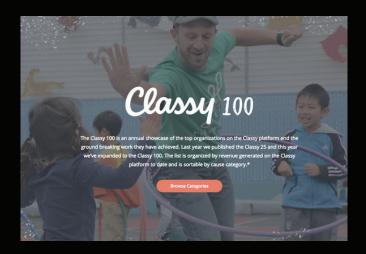
RYE POLICE ASSOCIATION

TRACY KEEGAN

STEVEN QUAN

AWARDS

For the second 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 ranked #84 overall, including #36 in the Health Services category.



STATEMENT OF OPERATIONS

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

		 2015	2014	 2013
Revenue:				
Donations	Part 1: Line 1	\$ 133,942	\$ 93,337	\$ 67,232
Merchandise Sales	Part 1: Line 7a	16,888	57,176	31,000
Tournament Registrations	Part 1: Line 6b	31,163	21,993	13,094
Other Revenue	Part 1: Line 8	 1,559	 1,288	 957
Total Revenues		\$ 183,552	\$ 173,794	\$ 112,283
Expenses:				
Donations	Part 1: Line 10	\$ 110,000	\$ 100,000	\$ 60,010
Merchandise	Part 1: Line 7b	25,204	31,788	16,905
Professional Services	Part1: Line 13	17,579	16,740	4,290
Stipends	Part 1: Line 12	10,600	=	-
Supplies	Part 1: Line 6c	8,387	4,580	19,275
Transportation	Part 1: Line 6c	2,748	3,480	562
Shipping	Part1: Line 15	2,308	2,268	3,284
Storage	Part1: Line 14	2,501	2,029	1,397
Venue	Part 1: Line 6c	2,079	1,969	552
Advertising	Part 1: Line 6c	2,671	1,871	2,529
Insurance	Part 1: Line 6c	1,848	1,178	460
Lodging	Part 1: Line 6c	2,804	1,060	382
Food	Part 1: Line 6c	899	993	869
Miscellaneous	Part1: Line 16	127	667	738
Meals	Part 1: Line 6c	 2,373	 263	 536
		\$ 192,128	\$ 168,886	\$ 111,788
Change in Net Assets		\$ (8,576)	\$ 4,909	\$ 495
Net asset, beginning of year		\$ 11,681	\$ 6,772	\$ 6,277
Net asset, end of year		\$ 3,105	\$ 11,681	\$ 6,772
Total Expenses without Donation		\$ 82,128	\$ 68,886	\$ 51,778