To all Tap Cancer Out Stakeholders and Supporters,

2017 was another year of amazing growth for Tap Cancer Out. It was so overwhelming that, like any 6 year old (company), we started to experience the excitement and challenges that growth brings. Our Connecticut tournament, which had 711 competitors register and fundraised $140,000, was so successful that Bunnell High School’s gym nearly busted at the seams to fit all the competitors and spectators. Our three-round search for a new beneficiary was so fruitful that I had the unenviable job of personally calling a handful of amazing cancer-fighting organizations that were part of our final round to deliver the bad news that they were not selected. And our tournament setup has become so expansive that it now requires a small army and only the biggest, and hardest to find, rental trucks to transport.

These are good problems to have, of course, and we welcome them. But it finally begged of myself and our Board of Directors to be better than we ever have strategically. We had to start looking into the future, both near and far, to determine what investments would make us best prepared to handle any challenges in the future.

As we move into 2018, Tap Cancer Out is poised to take major leaps in its evolution. We plan to not only drastically expand our tournament series but also nurture our Grapplethon program as a one-two punch in the fight against cancer (my apologies for mixing metaphors).

Finally, over the years, Tap Cancer Out has consumed all of my heart but could only have part of my time. The dichotomy of treating Tap Cancer Out as a “part-time passion” has never been easy, and 2017 was a year that truly gave me a glimpse of the possibilities in store if I could commit myself 100%. I hope you enjoy reading about the success that 2017 was and are with me as we embrace 2018 with the commitment it has always deserved.

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.
OUR BENEFICIARY

PANCREATIC CANCER ACTION NETWORK
In our second year partnering with the Pancreatic Cancer Action Network we were thrilled to build on our first year’s gift of $210,000 by presenting a gift for $350,000 at the end of 2017. We also presented an additional gift of $30,000 to Alex’s Lemonade Stand Foundation due to funds raised in 2017 for our San Diego tournament taking place in 2018. The cumulative gift was a 48% total increase year over year, bringing our total funds donated all-time to $911,000.

Our gift to the Pancreatic Cancer Action Network directly funds 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.
THE ATMOSPHERE AND ENERGY
WERE INFECTIOUS.
SO POSITIVE & UPLIFTING!

IT WAS THE
BEST RUN
JIU-JITSU TOURNAMENT
I’VE EVER BEEN TO.”

JOHN S.
COMPETITOR & FUNDRAISER
2017
YEAR IN REVIEW
2017 was a year of massive growth for our tournaments. Not only did we see year-over-year growth in every metric for our four legacy tournaments, we also added a 5th tournament in Buffalo, NY. Our total tournament series grossed $410,931 in funds raised, a 66% increase YoY, which resulted in approximately an $82,000 average per tournament. We nearly doubled the number of transacting fundraisers at 865, an increase of 87% over 2016. We also welcomed 2,413 competitors, an increase of 60% over the previous year, which is impressive considering we only added one new event.
For years our supporters have reached out to ask how they could help. For those that aren’t in the northeast, joining us at one of our tournaments is difficult. So in response, we created our Grapplethon program—individually hosted BJJ open mat/seminar style events (with raffles, food, and fun) that encourage participants to fundraise on our behalf.

Seven Grapplethons were hosted on our behalf in 2017 in New Jersey, Texas, Pittsburgh, New York, Virginia, Las Vegas, and even Vancouver (Canada). Combined they encouraged 28 transacting fundraisers and 346 generous donors to raise an additional $28,373.

We’re really excited about the opportunity Grapplethons provide to connect us with our supporters around the globe, giving every grappler the opportunity to fight for those in the fight of their lives.

**GRAPPLETHONS**

**7 CITIES — 2 COUNTRIES — $28,000+ RAISED**

For years our supporters have reached out to ask how they could help. For those that aren’t in the northeast, joining us at one of our tournaments is difficult. So in response, we created our Grapplethon program—independently hosted BJJ open mat/seminar style events (with raffles, food, and fun) that encourage participants to fundraise on our behalf.

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**FUNDS RAISED $28K**  **FUNDRAISERS 28**  **DONATIONS 346**
Fundraising is vital for us to support the infrastructure of Tap Cancer Out and, ultimately, our beneficiaries. 2017 saw us conclude our partnership with the Pancreatic Cancer Action Network with a goal of $300,000 donated. Ultimately we were able to donate $350,000 to PanCan as well as an additional $30,000 to Alex’s Lemonade Stand.

Overall we saw a 61% increase in year-over-year donations received to $469,326 from $272,450 in 2016, in part from the addition of a fifth tournament but more so because of an increase in the percentage of fundraising competitors (vs paid competitors) at our tournaments as well as the increase in effectiveness of those fundraisers. In other words, more competitors are choosing to fundraise and they’re getting much better at it too.
FUNDRAISERS

It’s a special sign of commitment to our cause when an individual fundraises on our behalf. Our top ten individual fundraisers of 2017 generated an incredible $53,142. In total we had 865 transacting fundraisers, an 87% increase from last year.

2017 TOP FUNDRAISERS

<table>
<thead>
<tr>
<th>Number</th>
<th>Name</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>FRED MACALUSO</td>
<td>$11,220</td>
</tr>
<tr>
<td>2</td>
<td>HRITHIK SANGANI</td>
<td>$7,396</td>
</tr>
<tr>
<td>3</td>
<td>MILIND SANGANI</td>
<td>$6,808</td>
</tr>
<tr>
<td>4</td>
<td>DAVID KIM</td>
<td>$4,745</td>
</tr>
<tr>
<td>5</td>
<td>ALYSON ALBERINO</td>
<td>$4,295</td>
</tr>
<tr>
<td>6</td>
<td>ANDREW HATHEWAY</td>
<td>$4,058</td>
</tr>
<tr>
<td>7</td>
<td>LUCIAN WOOD</td>
<td>$3,890</td>
</tr>
<tr>
<td>8</td>
<td>MATT DESANCTIS</td>
<td>$3,829</td>
</tr>
<tr>
<td>9</td>
<td>BLAISE WOOD</td>
<td>$3,536</td>
</tr>
<tr>
<td>10</td>
<td>CHRIS BLOCK</td>
<td>$3,363</td>
</tr>
<tr>
<td></td>
<td>TOTAL</td>
<td>$53,142</td>
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NUMBER OF TRANSACTING FUNDRAISERS

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>245</td>
</tr>
<tr>
<td>2016</td>
<td>462</td>
</tr>
<tr>
<td>2017</td>
<td>865</td>
</tr>
</tbody>
</table>

+87% INCREASE
Our success, ultimately, is fueled by our generous donors. More than 8,600 individual gifts were donated to Tap Cancer Out in 2017. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

**2017 TOP DONORS**

$4,000 AND UP
- ESTATE OF CLAIRE BATEN
- FRED MACALUSO
- J-TECK USA

$2,000 TO $9,999
- DIGITSU
- ELTON FAMILY FOUNDATION
- SAN DIEGO FOUNDATION
- MERCK FOUNDATION

$1,000 TO $1,999
- INKIFY
- NAHME CHOEIR
- KAREN O’CONNOR
- JOHN KIM
- ELMER PALMA
- MIKE WEAVER
- HASMUKH PAREKH
- ABHISHEK PAREKH

$500 TO $999
- SARAH THOMAS
- COLLEEN SJOGREN
- STEVE ROBINSON
- CHRISTOPHER KIM
- WOOD MACKENZIE INC
- FEAL GOOD FDN
- BLANCHARD FDN
- JESSICA HAMILTON
- KEITH GARLAND
- JOSEPH HUGHES
- TERRENCE BOORMAN
- JAMES INGRAM
- ABIN THAMPY
- GEORGE PAVLONNIS
- STEVE CHRISTENSON
- MICHAEL PASQUARELL
- BRENDAY MOORE TYLER

THOMAS HALL
- MARLENE-LOVE RAMOS-GAJEENTHAN
- WESLEY RUST
- PHILIP FICO
- NAHME CHOEIR
- ANALGESIC SOLUTIONS
- RUSS & SHAUNA KUNKEL
- ALLEN HARRIS
- MIKE MITRANK
- PAMELA NUMME
- LOU KAUCIC
- GREEN STREET FUND
- NCDSA ASSOCIATION
- PATSY KAHN
- TROY TOULON
- SHANE BALDERSTON
- CARIN CANALE
In 2017 we were fortunate to receive two grants intended to invest in Tap Cancer Out’s infrastructure to host more events and make an ever larger impact in the fight against cancer in 2018 and beyond.

**Starbucks “Upstanders Challenge Season 2” Winner**
**Amount: $25,000**

The contest marked the release of Season 2 of Upstanders—Starbucks’ original series highlighting ordinary people doing extraordinary things to create positive change—awarding more than half a million dollars in grants to nonprofits making a difference in their communities.

**The Kingsbury Fund**
**Amount: $30,000**

The foundation supports organizations involved with arts and culture, education, the environment, animal welfare, health, human services, and community economic development.
AWARDS

Alex’s Lemonade Stand Foundation 2017 Top Fundraiser

In November of 2017 we finalized our partnership with Alex’s Lemonade Stand as our beneficiary organization for 2018 and 2019. Our $30,000 gift, which was given at the end of 2017 for funds raised leading up to our San Diego BJJ Open in January of 2018, earned us an ALSF Top Fundraiser award.

Classy Top 100 Fastest Growing Nonprofits of 2017 (#36)

For the third consecutive year we were named to Classy’s Top 100 list, this year reaching the #36 spot after previously being ranked #55 in 2015 and #84 in 2016. 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.
STATEMENT OF FINANCIAL ACTIVITIES
### Statement of Financial Activities

**Years ended December 31, 2017 and December 31, 2016**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>$469,326</td>
<td>$272,450.20</td>
<td>$138,618</td>
<td>$93,337</td>
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<tr>
<td>Merchandise Sales</td>
<td>70,281</td>
<td>$54,686.80</td>
<td>16,888</td>
<td>57,176</td>
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<tr>
<td>Tournament Registrations</td>
<td>108,283</td>
<td>$37,891.15</td>
<td>26,487</td>
<td>21,993</td>
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<tr>
<td>Grants</td>
<td>55,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Revenue</td>
<td>11,227</td>
<td>3,431</td>
<td>1,559</td>
<td>1,288</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>$714,118</td>
<td>$368,459</td>
<td>$183,552</td>
<td>$173,794</td>
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<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>$380,000</td>
<td>236,000.00</td>
<td>$110,000</td>
<td>$100,000</td>
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<tr>
<td>Merchandise</td>
<td>54,874</td>
<td>18,970</td>
<td>25,204</td>
<td>17,579</td>
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<tr>
<td>Merchandise (Not for Resale)</td>
<td>21,227</td>
<td>16,490</td>
<td>8,387</td>
<td>4,580</td>
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<tr>
<td>Professional Services</td>
<td>36,192</td>
<td>42,593</td>
<td>17,579</td>
<td>16,740</td>
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<tr>
<td>Stipends</td>
<td>10,600</td>
<td>10,600</td>
<td>10,600</td>
<td>3,480</td>
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<tr>
<td>Supplies</td>
<td>16,490</td>
<td>19,790</td>
<td>8,387</td>
<td>4,580</td>
</tr>
<tr>
<td>Travel and Transportation</td>
<td>8,972</td>
<td>3,800</td>
<td>2,748</td>
<td>2,268</td>
</tr>
<tr>
<td>Shipping</td>
<td>10,440</td>
<td>3,191</td>
<td>2,308</td>
<td>2,029</td>
</tr>
<tr>
<td>Storage</td>
<td>1,907</td>
<td>2,402</td>
<td>2,501</td>
<td>2,029</td>
</tr>
<tr>
<td>Venue</td>
<td>9,021</td>
<td>6,900</td>
<td>2,079</td>
<td>1,969</td>
</tr>
<tr>
<td>Hardware / Software</td>
<td>18,369</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Advertising</td>
<td>104,717</td>
<td>11,817</td>
<td>2,671</td>
<td>1,871</td>
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<tr>
<td>Insurance</td>
<td>7,428</td>
<td>1,995</td>
<td>1,848</td>
<td>1,178</td>
</tr>
<tr>
<td>Lodging</td>
<td>739</td>
<td>8,160</td>
<td>2,804</td>
<td>1,060</td>
</tr>
<tr>
<td>Food</td>
<td>3,906</td>
<td>2,886</td>
<td>2,373</td>
<td>263</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$685,543</td>
<td>$370,818</td>
<td>$192,128</td>
<td>$168,886</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$28,574</td>
<td>$(2,359)</td>
<td>$(8,576)</td>
<td>$4,909</td>
</tr>
<tr>
<td><strong>Net asset, beginning of year</strong></td>
<td>$747</td>
<td>$3,105</td>
<td>$11,681</td>
<td>$6,772</td>
</tr>
<tr>
<td><strong>Net asset, end of year</strong></td>
<td>$29,321</td>
<td>$747</td>
<td>$3,105</td>
<td>$11,681</td>
</tr>
</tbody>
</table>