



TAP CANCER OUT

2020

ANNUAL REPORT

A WORD FROM OUR EXECUTIVE DIRECTOR



To all Tap Cancer Out Stakeholders and Supporters,

There's not an Executive Director on planet earth that didn't write a letter like this one, explaining the difficulties our nonprofit faced in 2020. The pandemic flipped the nonprofit world upside down, literally, forcing all of us to pivot our organizations in ways we've never thought of before in order to continue creating impact in the world.

2020 actually started off fantastic, adding our newest staff member Becky Thomas as our VP of Marketing and Operations. You may recognize her as one of our most dedicated volunteers, but my kids recognize her as their mom! We hosted our first ever Phoenix BJJ Open welcoming over 300 competitors and raising more than \$55,000. The following week we hosted our 6th annual San Diego BJJ Open, which set new records for competitors (650) and funds raised (\$161,000). As we geared up for our Connecticut BJJ Open, which was shaping up to exceed every metric we've ever measured, the world shut down.

We had to postpone (and eventually cancel) all our remaining 2020 tournaments. BJJ Academies had to close temporarily, and many of them permanently. Our nonprofit, dependent upon in-person, indoor grappling events that attracted large crowds, was certainly in the crosshairs. However, behind every great nonprofit is a great Board of Directors steering it towards success. On a daily basis, for the better part of the spring and summer of 2020, I was working with our Board to determine what our next steps were, how we can pivot, and ultimately, how we would survive this difficult stage of our evolution.

Thankfully, we were able to host four Sub-Only Showcases with extensive health and safety protocols in Connecticut, Charlotte, Philadelphia, and Massachusetts. Our Showcase fundraisers did a tremendous job raising \$166,000 across the four events (far more than we ever imagined). We also created Global Grappling Day - a virtual event that would allow anyone, anywhere to safely support Tap Cancer Out through the sport they loved. 359 fundraisers in 12 countries raised \$276,000 - if you told me in January that this would happen in December, I would have never believed you.

Ultimately, Tap Cancer Out survived 2020 thanks to the support of its community—Board members, competitors, fundraisers, volunteers, and of course, donors—and that's to no one's surprise. Tap Cancer Out is not just a few employees. Tap Cancer Out is the community that supports it. We are you, you are us, and we are so thankful to have your support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jon Thomas'.

Jon Thomas
Founder and Executive Director

OUR MISSION

To motivate and empower the Brazilian Jiu-Jitsu community to raise awareness and funds for cancer fighting organizations.



TAP CANCER OUT

OUR VISION

To give every grappler the opportunity to fight for those in the fight of their lives.



TAP CANCER OUT





OUR BENEFICIARIES

INTRODUCING A NEW BENEFICIARY FORMAT



NINE BENEFICIARY PARTNERS IN 2020!

After our gift of \$870,000 to Alex's Lemonade Stand Foundation in 2019, we decided to change our tradition of one singular beneficiary to a multi-beneficiary platform. This would allow us to create a wider range of impact not only through research but also by providing training, survivorship support, prevention, and even a little adventure.

Our 2020 - 2021 beneficiary partners include:

- Alex's Lemonade Stand Foundation
- American Brain Tumor Association
- American Cancer Society
- Breast Cancer Alliance
- Camp Sunshine
- Colorectal Cancer Alliance
- Conquer Cancer Foundation
- Cure Cervical Cancer
- First Descents

2020
YEAR IN
REVIEW



SUBMISSION-ONLY SHOWCASES

CONNECTICUT - CHARLOTTE - PHILADELPHIA - MASSACHUSETTS

Global health concerns meant that we were only able to host two tournaments (in San Diego, CA and Phoenix, AZ in late January). However, in the fall of 2020 we were able to host four Sub-Only Showcases with unique health and safety protocols to keep everyone as safe as possible. We worked with local academies and smaller venues to host the minimalistic events, allowing only staff, competitors and coaches (no spectators), while streaming each match live and free for family and friends to watch from the comfort of their homes.

Since our BJJ community had so few opportunities to safely compete in 2020, the response to our Showcases was fantastic. 230 competitors joined us with an incredible 191 of them fundraising, an 83% participation rate! The average fundraiser raised \$869, which is nearly double the typical average. In all, our Sub-Only Showcases raised \$165,988.

SUB-ONLY SHOWCASE
FUNDS RAISED **\$166k**

SUB-ONLY SHOWCASE
FUNDRAISERS **191**

SUB-ONLY SHOWCASE
DONATIONS **2,920**

TAP CANCER OUT 2020 GLOBAL GRAPPLING DAY

— ROLLING FOR A REASON ON —

DECEMBER 12TH, 2020

ONE DAY. ONE PARTNER. ONE HOUR.

Fighting for Those in the Fight of their Lives

As many organizations did, in 2020 we had to find ways to pivot from our traditional tournament format to something different where grapplers could still roll for a reason, but do so in as safe a manner as possible. We also wanted to find a way to get the global Brazilian Jiu Jitsu community involved in a Tap Cancer Out event. This had always been a challenge because of how location-based our tournaments are. We hoped Global Grappling Day could be the answer to both of these issues!

The concept was simple - Grab **ONE** partner and roll for **ONE** hour straight on **ONE** day - December 10th, 2020. Our original goal of \$100k was exceeded quickly. Ultimately 359 fundraisers from 12 countries and 38 US States (+ Puerto Rico) raised more than \$276,000 in total, including \$26,315 on the day of the event.

GLOBAL GRAPPLING DAY

FUNDS RAISED **\$276K**

GLOBAL GRAPPLING DAY

FUNDRAISERS

359

GLOBAL GRAPPLING DAY

COUNTRIES

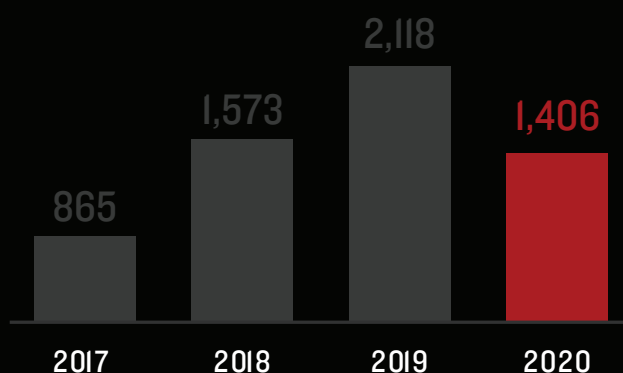
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FUNDRAISERS

It's a special sign of commitment to our cause when an individual fundraises on our behalf. In a difficult year, we here humbled that our top ten individual fundraisers of 2020 generated an incredible \$80,326. In total we had 1,406 transacting fundraisers, a decrease from 2019. However, an impressive feat considering we only hosted 2 tournaments, 4 Showcases, and Global Grappling Day.

TRANSACTING FUNDRAISERS IN 2020



2020 TOP FUNDRAISERS

1	DANIEL CHAMPION	\$12,104
2	JONATHAN CROWLEY	\$11,455
3	MARK PELLON	\$10,884
4	BENJAMEN SIMON	\$10,416
5	DUSTIN MIXON	\$7,230
6	ROBBY WARFORD	\$6,225
7	SHANNON SCHADE	\$5,707
8	CALEB GLUCHOWSKI	\$5,547
9	KATIE SPOO	\$5,403
10	WILLIAM SAMPSON	\$5,353
TOTAL		\$80,326



DONORS

Our success, ultimately, is fueled by our generous donors. More than 13,000 individual gifts were donated to Tap Cancer Out in 2020. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

2020 TOP DONORS

\$2,000 AND UP

THE KINGSBURY TRUST
CHRISTOPHER TAM
BENJAMEN SIMON
JAMESS HONDA
MIKE WEAVER
CALIFORNIA RESOURCES CORP
CHRISTOPHER MAYER
JAMES STENCIL
DAWN CHAMPION
FRED MACALUSO
INTERNATIONAL BROTHERHOOD
OF ELECTRICIANS

\$1,999 TO \$1,000

DAVITA RESTAURANT
ANNA ROTHFUSS
GRANT ALEXANDER
GRETCHEN FOLEY
JOSHUA PRATT
JASON RAMEY

AMFA FIREFIGHTERS
ASHRAF GOMAA
DEBBIE BICKERSTAFF
JAY IERARDI
JENNIFER BARTH
NICHOLAS LEWIS
PANCEA TECHNOLOGIES
SHAWN KERNS
JOSHUA BLAKE
KATHRYN ROVEGNO
SEAN SMORICK
TREVOR WHITE
WILLIAM BUSH
JOAN BEVAN
LISA LOOS
OPEN TEXT

\$999 TO \$500

KEVIN HOSSEINI
GREEN BROOK PBA 398
ETHEL PINTO

PEYTON COUTURE
JOSH OLDFIELD
TITO'S HANDMADE VODKA
ROBIN HERNANDEZ
RYAN CHALOUX
SAMER KHOULI
JASON ELLIOTT
RICHARD SIMMONS
SHAUN HOUSE
ALBERT BEN CURREY
ALI PERVEZ
ANNE LEWIN ARUNDALE
BRODIE KERN
CYNTHIA REECE
DAVE AND JULIA PRIESTER
GRETCHEN DUTCHER
HAROLD MCALONEY
JAMES HOLMES
JOE D'AMICO
JOE MARCHESE
KENNETH KLEEBOERG

MAE NOVAK
MICHAEL BRADLEY
NANCY MATTHEWS
PETER AGUILAR
POWDERLY & SONS PLUMBING
RICHARD GIORDANO
RUTH BILODEAU
WENDY STEADMAN
ALLEN DEPALMA
CAROL ROBERTS
CHRIS FRITSCH
FELIX EZEIR
JEREMY SHILLAIR
PATTI SILVERMAN
TOM DEBLASS
ANDREW LETO
CHARLES CHAMPION
DAVITT DESIGN BUILD
JAMES STAFFAN
NEILSON MURRAY
ROBERT THOMAS