



TAP CANCER OUT

2021

ANNUAL REPORT



A WORD FROM OUR EXECUTIVE DIRECTOR

To all Tap Cancer Out Stakeholders and Supporters,

After a difficult 2020, it was amazing to get back on the road and onto the mats in 2021. Aside from forgoing our West Coast cities (Phoenix and San Diego) which typically take place early in the year, we were able to host a full complement of 18 tournaments and 4 Sub-Only Showcases in 2021. We were finally able to see the full potential of our community to create impact welcoming 2,780 transacting fundraisers onto our mats to generate more than 20,000 donations and raise nearly \$1.5 million. Our team also “hit the road” literally, uprooting our families and moving Tap Cancer Out headquarters to the Carolinas!

Even though we’ve been at this for a decade, each year we reach new heights, explore new ideas, and celebrate new accomplishments. One of my favorite things to do in this letter is to highlight many of the “firsts” we experienced in the previous year, and 2021 had no shortage of them. In 2021 we launched our first Spring Tour, combining our 2019 “Mini Tour” featuring Charlotte and Baltimore events, Atlanta (which used to be in the fall), as well as our flagship Connecticut tournament with five new cities. Of those five new cities, three of them exceeded \$58,000 (beyond a goal of \$40,000) with Colorado Springs setting the all-time first-year tournament record raising more than \$110,000 and Dallas not far behind with \$89,000.

Our individual fundraisers went ALL OUT in 2021. Eleven (11) fundraisers raised more than \$10,000, led by Rich Byrne, a black belt from Hamptons BJJ who raised an absolutely astounding \$65,770 at our Connecticut BJJ Open. Thomas Herrera was also only the third fundraiser to ever exceed \$20k in a year, having raised \$25,980 and vowing to exceed that mark in 2022! AJ Diaco from Garden State was our Top Overall Youth Fundraiser having raised \$10,316.

All of this incredible work by our fundraisers and donors helped us not only fulfill our \$1,045,000 commitment to our nine beneficiary organizations, but give an additional \$155,000. In total we donated \$1.2 million to 20 beneficiaries!

2021 was a big year of changes, firsts, and reaching new heights, and we can’t wait to see what 2022 has in store. Thank you all from the bottom of our hearts for your continued support through the good times and bad. We wouldn’t be here without you.

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.

OUR VISION

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





OUR BENEFICIARIES

Our 2020 - 2021 beneficiaries are a diverse group of world-changing organizations. While most of our gifts support cancer-based research grants, we also want our funds to help in ways not often thought of by those who have never experienced cancer face to face. This can include things like covering costs to allow a family to travel to get treatment or sending them to the mountains of North Carolina where they can experience the healing power of adventure.

We were honored to present our 9 primary beneficiaries with \$1,045,000 million in gifts which funded 19 different grants and special programs. Thanks to the amazing work of our fundraisers and the generosity of our donors, we were able to provide an additional \$155,000 in spot donations to 11 additional beneficiaries!



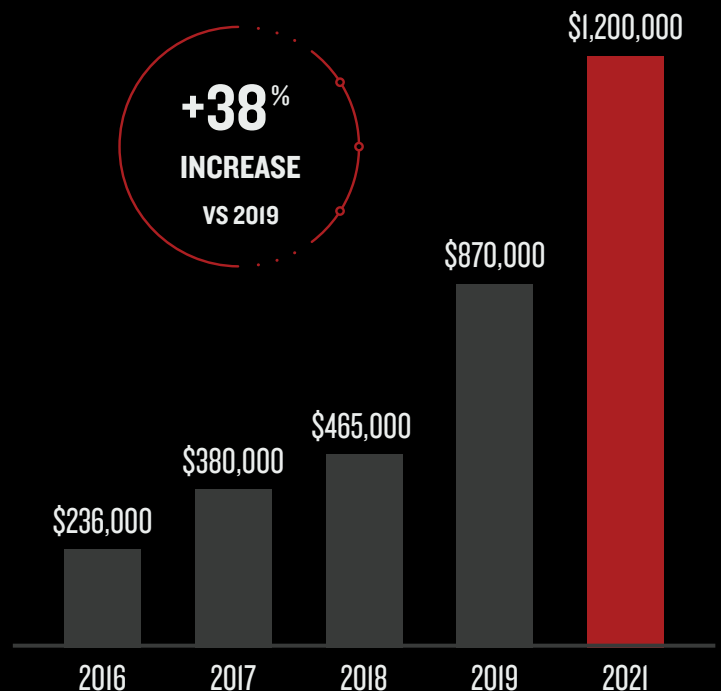
PRIMARY BENEFICIARIES

- ✓ Alex's Lemonade Stand Foundation - \$275,000
- ✓ American Brain Tumor Association - \$100,000
- ✓ American Cancer Society - \$100,000
- ✓ Breast Cancer Alliance - \$150,000
- ✓ Camp Sunshine - \$100,000
- ✓ Colorectal Cancer Alliance - \$55,000
- ✓ Conquer Cancer Foundation - \$115,000
- ✓ Cure Cervical Cancer - \$50,000
- ✓ First Descents - \$100,000



ADDITIONAL BENEFICIARIES

- ✓ Leukemia & Lymphoma Society - \$35,000
- ✓ Pancreatic Cancer Action Network - \$35,000
- ✓ St. Baldrick's Foundation - \$35,000
- ✓ Johns Hopkins Pediatric Oncology Department - \$15,000
- ✓ Cancer Outreach Foundation - \$5,000
- ✓ Dana Farber Cancer Institute - \$5,000
- ✓ Fisher House San Antonio - \$5,000
- ✓ Head for the Cure - \$5,000
- ✓ Livestrong at the YMCA Virginia - \$5,000
- ✓ Stephen G Cancer Foundation - \$5,000
- ✓ Waves 4 Women - \$5,000







2021 YEAR IN REVIEW |



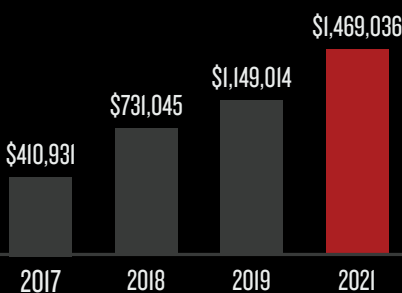
TOURNAMENTS

Charlotte, NC | Baltimore, MD | Miami, FL | Atlanta, GA | Dallas, TX | Colorado Springs, CO | Minneapolis, MN
 Kansas City, MO | South Norwalk, CT | Raleigh, NC | Winter Haven, FL | Austin, TX | Cincinnati, OH | Nashville,
 TN | Chicago, IL | Jacksonville, FL | Philadelphia, PA | Danvers, MA

After hosting only six events in 2020, we were thrilled to get back to a full complement of Tap Cancer Out BJJ Open tournaments! In total we hosted 18 tournaments across 15 US states, attracting 6,138 competitors and grossing \$1,469,036 in funds raised. More than 45% of our competitors fundraised (2,780) garnering 20,901 donations. All of these metrics are records for Tap Cancer Out. The tour was highlighted by our first visit to Colorado Springs where we raised more than \$115,000, a far cry from our initial goal of \$40,000! Connecticut and Massachusetts continued to pace our events with more than \$240,000 raised at each event.

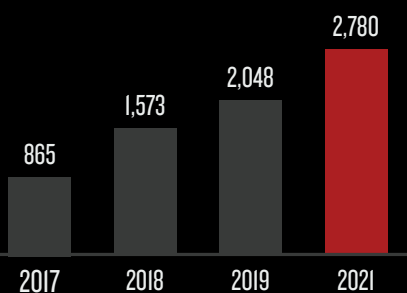
TOURNAMENT
FUNDS RAISED

+27%
INCREASE



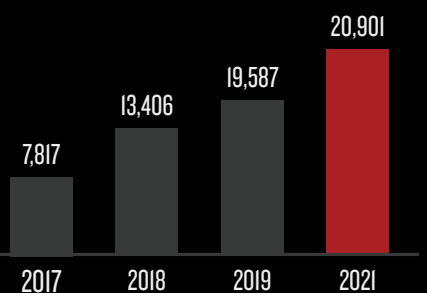
TOURNAMENT
FUNDRAISERS

+35%
INCREASE



TOURNAMENT
DONATIONS

+7%
INCREASE





SUB-ONLY SHOWCASES

4 CITIES - 71 MATCHES - \$121,487 RAISED

After helping keep Tap Cancer Out afloat in 2020, our Sub-Only Showcases returned to four cities in 2021—New Haven, CT, Austin, TX, Chicago, IL, and Philadelphia, PA. In total the four events raised \$121,487, averaging a little more than \$30k per tournament. Thanks to the all-in nature of our Showcases, we had an impressive 81% fundraising participation rate, with 115 of our 142 competitors raising funds, averaging more than \$1,000 raised per fundraiser (more than any previous year). They also sold a little more than \$12,000 in spectator tickets. Sadly, 2021 will be the final year of our Showcase series, but we'll remember them fondly!

AVERAGE RAISED PER
FUNDRAISER **\$1,056**

SUB-ONLY SHOWCASE
FUNDS RAISED **\$121K**

SUB-ONLY SHOWCASE
FUNDRAISERS **115**



GLOBAL GRAPPLING DAY



After an incredibly successful debut in 2020, Global Grappling Day returned on December 11th, 2021. We weren't sure what to expect in terms of results from the event in 2021 since we were able to host a near full tournament schedule allowing many of our supporters to fundraise on behalf of Tap Cancer Out already. But the potential of schools getting involved to host their own GGD events as well as the addition of Team Fundraising and a Top Fundraising Team award had us excited for the possibilities!

Though Global Grappling Day didn't hit the heights it did in 2021, we were thrilled with the results. 406 registrants took part from 6 countries and 41 U.S. States + Puerto Rico. In total the event raised \$177,277 in total, which equates to \$690 raised per transacting fundraiser (well above our tournament average of \$565 in 2022), including \$31,247 raised on the day of the event (\$5k more than in 2020).

Dan Champion repeated as our Top Overall Fundraiser, exceeding the \$10k mark for the second time raising \$10,339. That puts Dan's 2-year Global Grappling Day total to more than \$22,000!! Nitro BJJ out of Brewster, NY, was our Top Fundraising Team hosting an amazing event full of giveaways and raffles, ultimately raising \$9,191 as a team! 14 team members fundraised with five of them raising \$500 or more.

GLOBAL GRAPPLING DAY
FUNDS RAISED **\$177K**

GLOBAL GRAPPLING DAY
FUNDRAISERS **406**

AVERAGE RAISED PER
FUNDRAISER **\$690**



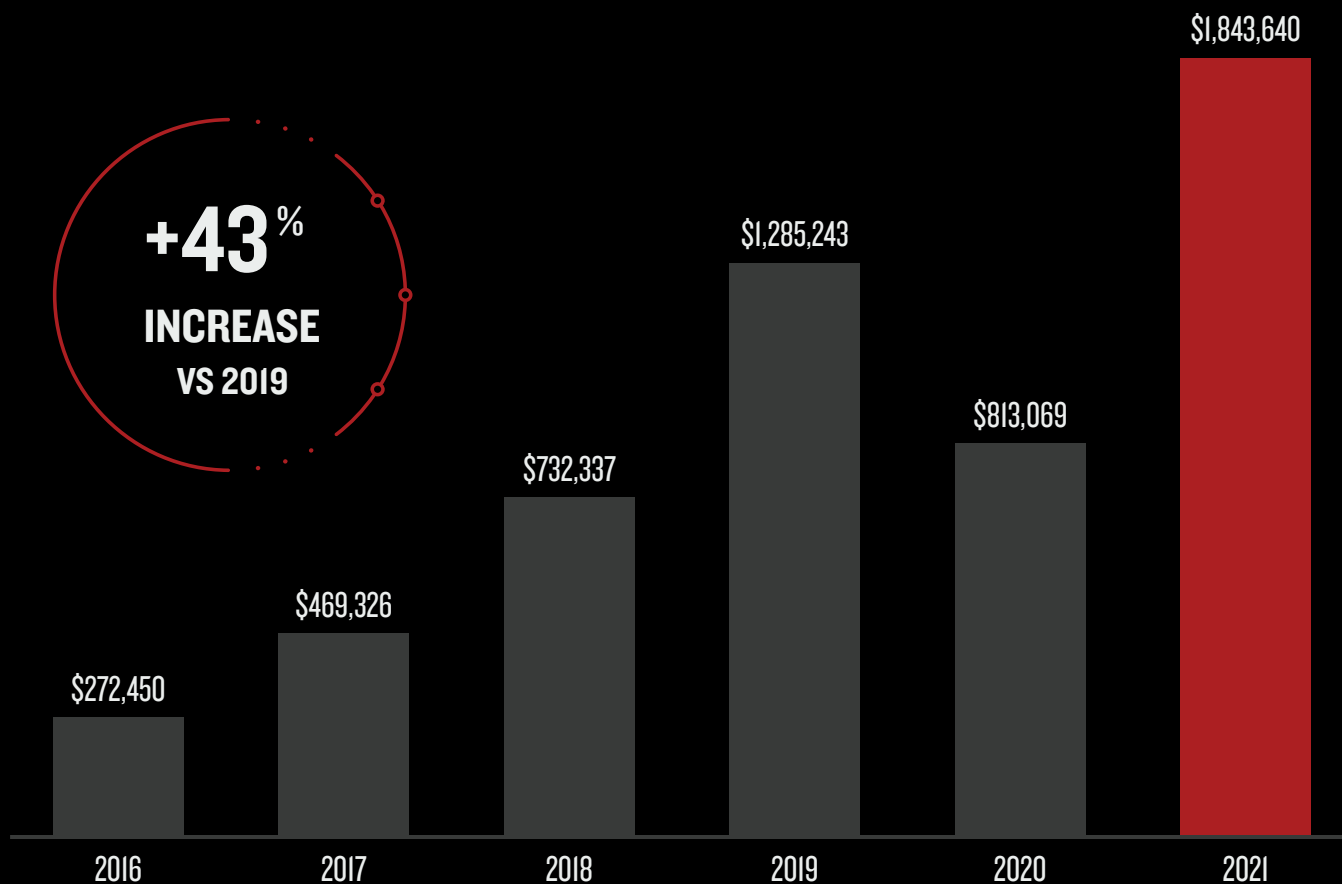




YEARLY EVENT FUNDS RAISED

Fundraising is vital for us to support both our beneficiaries and the infrastructure of Tap Cancer Out to allow us to continue hosting our fundraising events that continue to grow each year. In 2021 we were able to host 18 Tournaments, 4 Sub-Only Showcases, along with Global Grappling Day, fueling the \$1.2 million we gave to our beneficiaries!

Overall we saw a 43% increase in donations received versus 2019 (the last year we were able to host a full schedule of tournaments) from \$1,285,243 to \$1,853,140 thanks to the addition of our Spring Tour which increased our tournament schedule from 13 in 2020 to 18 in 2021. The average raised per fundraiser increased for the 5th straight year hitting an impressive \$565 per fundraiser. In total we received 24,860 event-based donations, a 23% increase over 2019.

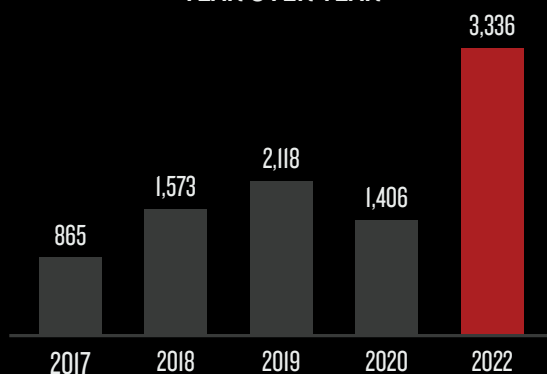




TOP FUNDRAISERS

It's a special sign of commitment to our cause when an individual fundraises on behalf of Tap Cancer Out. Our top ten individual fundraisers of 2021 generated an incredible \$187,574, thanks to our top fundraiser, Rich Byrne, who raised \$65,770. In total, we had 3,336 transacting fundraisers, a 36% increase over 2019. We also welcomed 9 new individuals in 2021 into the \$10k Club, with both Dan Champion and Benjamin Simon being the first two individuals to raise more than \$10k in consecutive years and Thomas Herrera becoming only the third fundraiser to raise more than \$20k in a single year. AJ Diaco from Garden State BJJ was our Top Overall Youth Fundraiser having raised \$10,316.

OF TRANSACTING FUNDRAISERS
YEAR OVER YEAR



2021 TOP FUNDRAISERS

1.	Richard Byrne - Hamptons Jiu Jitsu	\$65,770
2.	Thomas Herrera - Freyas BJJ	\$25,980
3.	Shannon Schade - Revolution BJJ	\$14,670
4.	Benamen Simon - Brazilian Top Team	\$13,545
5.	Duston Mixon - RCJ Machado San Antonio	\$13,031
6.	Adam Danielson - Jitsu Academy	\$12,711
7.	Brian Howe - Blue Wave BJJ	\$11,020
8.	Robert Gathings - Great Grappling	\$10,341
9.	AJ Diaco - Garden State BJJ	\$10,316
10.	Chris Andrews - Monument Jiu Jitsu	\$10,187



TOP DONORS

At the core of our impact is the generosity of our donors. More than 26,000 individual gifts were donated to Tap Cancer Out in 2021—twice as many as in 2020. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

OVER \$20,000

ANONYMOUS DONOR
KINGSBURY TRUST
RICHARD BYRNE

OVER \$5,000

ANONYMOUS DONOR
ANTHONY DIACO
BENJAMEN SIMON
KM FOUNDATION
THOMAS HERRERA
TOM GAHAN
VASILIA PETERSON

OVER \$2,000

BETTY TUPPENY
BEVERLY ALLEN
CALIFORNIA RESOURCES
CORPORATION
COLE ALLEM
DAVID LEFKOWITZ
DAWN CHAMPION
ELECTRIC BOAT
EMMA SHIELDS
ERNIE TEITELL
MELYSSA MONAHAN
MICHAEL DROGIN
MICHAEL LAMONSOFF

THE HIGHTOWER FOUNDATION
VINCENT LONGTIN
ZACHARY BLOCKER

OVER \$1,000

ADAM WEBB
ALEX NICKLA
ALLISON DAVI
AMANDA MCQUADE
AMY WATTS
BPOA UNION
BRUCE WEINER
CATHY NAYLOR
CHARLES WYNKOOP
CHRISTINE DUGAN
CLIFF SCOTT
CRUSER MITCHELL
CYBER SOC
DAVID GONZALEZ
DAN COLLIN
DANA DIFIORE
DAVID MANLOWE
DAVID WAILL
DENNIS MCGINNIS
DEVYN FENNELL
ETHAN NEWELL
FCM CARES

GIANERNESTO BERNARDI
GREG NEWELL
GREGG CAVALIERE
HVAC MASTERS, INC.
JACQUELYN CASH
JEFF KOREK
JEFF RUSSELL
JEFFREY DIMASCIO
JIM FLYNN
JOHN CHOLISH
JOHN DOE
JOHN KIM
JOHN THOMAS MACY
JOHN WINKLE
JONATHAN OHLER
KEITH ALGEO
KELLY HERRERA
LEE HILLMAN
MARC SCHORR
MARCHO FARMS
MARIA ELIZABETH DIACO
MARTINE SCHOENWETTER
MATT JAMES
MATTHEW KEENEY
MICHAEL COMPARATO
MICHAEL ELSHAMY
MICHAEL GROSS

MICHAEL PAASCHE
MICHAEL STOLLER
MICHELLE'S KITCHEN &
CATERING
NIZAR ALIBHAI
PARISH MUNIFICENT
PAUL J BOWES
PHILIPP FLORIN
PUBLIC CONSULTING GROUP
RAZWAN RAJA
RICHARD GREENSPAN
RICHARD WALD
RICK GALINDO
ROB PILEGGI
RUBEN SANCHEZ
RUSSEL GRIFFIN
RYE POLICE ASSOCIATION
SANDLER ANDREW
SCOTT HABERMAN
SETH TAVOLARO
SHAHID SIDDIQ
SHANNON SCHADE
SHAWN KERNS
STEVEN FEAGIN
TRACY SYNAN
WILLIAM AND LINDA QUICKEL

The background image shows a martial arts competition, likely Taekwondo, with two athletes in white uniforms sparring. A crowd of spectators is visible in the background. The entire image is overlaid with a semi-transparent red filter. The text 'TAP CANCER' is partially visible at the bottom right.

2021 STATEMENT OF FINANCIAL ACTIVITIES

Please note, this Statement of Financial Activities for fiscal year 2021 and the data presented throughout this Annual Report have not been independently audited by our accounting firm and are subject to change.

Tap Cancer Out Inc.
Statement of Financial Activities
Years ended December 31, 2021 to December 31, 2018

	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>
Revenue:				
Corporate Contributions	\$ 1,910,736	\$ 813,070	\$ 1,285,444	\$ 773,242
Tournament Registrations	\$ 343,188	\$ 48,788	\$ 245,319	\$ 168,650
Merchandise Sales	\$ 181,204	\$ 62,675	\$ 110,324	\$ 84,242
Spectator Revenue	\$ 54,221	\$ 15,064	\$ 98,537	\$ 42,481
Monthly Recurring Donations	\$ 10,000	\$ -	\$ -	\$ -
Grants	\$ 35,424	\$ 60,000	\$ 23,500	\$ 40,000
Total Gross Receipts	\$ 2,534,774	\$ 999,597	\$ 1,763,123	\$ 1,108,615
Other Types of Income				
Other Revenue	\$ -	\$ 17,630	\$ -	\$ 3,033
Total Revenues	\$ 2,534,774	\$ 1,017,227	\$ 1,763,123	\$ 1,111,648
Expenses:				
Cost of Goods Sold				
<u>TOURNAMENTS</u>				
Security	\$ 480	\$ -	\$ 200	\$ -
Streaming Production Services	\$ 2,545	\$ 13,963	\$ -	\$ -
Audio Visual Lighting Expenses	\$ 14,881	\$ 4,311	\$ 17,561	\$ -
Table Chair Linen Rentals	\$ 1,510	\$ -	\$ 2,819	\$ -
Mats	\$ -	\$ 19,166	\$ 5,142	\$ -
Referee Fees	\$ 65,804	\$ 10,800	\$ 37,996	\$ 28,795
EMT Fees	\$ 4,265	\$ 3,603	\$ 4,217	\$ 2,446
Venue Fees	\$ 78,652	\$ 12,979	\$ 43,365	\$ 29,522
Bracketing Manangement Fees	\$ 12,700	\$ 1,200	\$ 5,825	\$ 5,610
Insurance	\$ 571	\$ 125	\$ 2,439	\$ 6,270
Merchandise Not for Resale	\$ 81,982	\$ 19,055	\$ 37,450	\$ 33,837
Supplies	\$ 7,312	\$ 4,111	\$ 5,865	\$ 7,139
Postage / Shipping	\$ 2,033	\$ 224	\$ 10,802	\$ 2,370
Meals	\$ 22,388	\$ 2,531	\$ 11,376	\$ 9,781
Lodging	\$ 39,618	\$ 4,530	\$ 21,225	\$ 15,503
Travel	\$ 22,606	\$ 4,167	\$ 12,774	\$ 21,447
Marketing - Print	\$ 21,933	\$ 10,595	\$ 11,386	\$ 7,151
Marketing - Digital	\$ 106,706	\$ 22,794	\$ 67,915	\$ 46,029
Professional Fees	\$ 6,137	\$ 6,227	\$ 8,695	\$ 4,345
Labor	\$ -	\$ -	\$ -	\$ 480
Medals & Trophies	\$ 21,931	\$ 5,567	\$ 13,735	\$ 11,520
Tournament Director Fees	\$ 28,300	\$ 5,200	\$ 12,800	\$ 10,525
Transportation	\$ 22,812	\$ 6,197	\$ 12,412	\$ 5,517
Photography/Videography	\$ 8,390	\$ 2,250	\$ 13,360	\$ 1,000
Total Cost of Tournaments	\$ 573,556	\$ 159,592	\$ 359,360	\$ 249,287

MERCHANDISE

Merchandise	\$ 167,069	\$ 72,150	\$ 65,720	\$ 78,223
Merchant Fees - Merchandise	\$ 4,281	\$ 1,710	\$ 1,812	\$ 2,394
Marketing - Digital	\$ -	\$ -	\$ 1,290	\$ 15,460
Photography/Videography	\$ -	\$ -	\$ 463	\$ 250
Total Cost of Merchandise	\$ 171,350	\$ 73,861	\$ 69,285	\$ 96,327

DONATIONS

Merchant Fees - Donations	\$ 74,484	\$ 34,931	\$ 59,090	\$ 40,905
Total Cost of Donations	\$ 74,484	\$ 34,931	\$ 59,090	\$ 40,905

COST OF OTHER INCOME

Merchant Fees - Spectators	\$ 1,130	\$ 133	\$ 327	\$ -
Merchant Fees - Registrations	\$ 15,077	\$ 2,197	\$ 10,028	\$ 110
Food for Resale	\$ -	\$ -	\$ -	\$ 388
Total Cost of Merchandise	\$ 16,207	\$ 2,330	\$ 10,356	\$ 499

Total Cost of Good Sold	\$ 835,597	\$ 270,714	\$ 498,091	\$ 387,018
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Gross Profit	\$ 1,699,177	\$ 746,513	\$ 1,265,032	\$ 724,630
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Expenses**DEPRECIATION & AMORTIZATION**

Depreciation	\$ 9,324	\$ 9,324	\$ 10,101	\$ 7,310
Total Depreciation & Amortization	\$ 9,324	\$ 9,324	\$ 10,101	\$ 7,310

EQUIPMENT & FACILITIES

Town Car Taxes		\$ 2,383	\$ 2,058	\$ -
Electronics Expense - Hardware	\$ 5,964	\$ 2,426	\$ 4,029	\$ 2,365
Electronics Expense - Software	\$ 17,598	\$ 18,484	\$ 13,026	\$ 10,757
Equipment Expense	\$ -	\$ -	\$ 41	\$ 13
Equipment Expense - Auto	\$ 28,472	\$ 625	\$ 642	\$ 1,723
Total Equipment & Facilities Expense	\$ 52,034	\$ 23,918	\$ 19,796	\$ 14,858

GENERAL & ADMINISTRATIVE

Dental + Vision	\$ -	\$ 1,119	\$ -	\$ -
Healthcare	\$ 23,613	\$ 28,285	\$ -	\$ -
Books, Subscriptions, Reference	\$ 462	\$ 344	\$ 445	\$ 304
Postage, Mailing Service	\$ 14,395	\$ 20,263	\$ 8,733	\$ 11,642
Printing and Copying	\$ 284	\$ 3,479	\$ 252	\$ 61
Supplies	\$ 386	\$ 2,776	\$ 2,037	\$ 1,323
Telephone, Telecommunications	\$ 4,561	\$ 4,469	\$ 3,900	\$ 2,164
Insurance	\$ 2,434	\$ 4,883	\$ 2,616	\$ 1,693
Filing Fees / Gov. Fees	\$ 2,918	\$ 537	\$ 188	\$ 1,212
Miscellaneous Expenses	\$ 594	\$ (148)	\$ 540	\$ -
Storage Fees	\$ 670	\$ 1,473	\$ 403	\$ 2,111
Website	\$ 484	\$ 50,839	\$ 554	\$ 336
Conferences & Training	\$ -	\$ 395	\$ -	\$ 150
Bank Fees	\$ 356	\$ 752	\$ 597	\$ 247
Total General & Administrative Expenses	\$ 51,154	\$ 119,466	\$ 20,264	\$ 21,243

Occupancy

Town Property Taxes	\$ 113	\$ 100	\$ -	\$ -
Office Rent	\$ 30,486	\$ 22,159	\$ 10,500	\$ -
Utilities	\$ 1,719	\$ -	\$ -	\$ -
Total Occupancy Expenses	\$ 32,318	\$ 22,259	\$ 10,500	\$ -

Office Expenses

Office Furniture & Fixtures	\$ 2,293	\$ 135	\$ 1,890	\$ -
Office Supplies & Moving Expenses	\$ 491	\$ 508	\$ 548	\$ 391
Total Office Expenses	\$ 2,784	\$ 643	\$ 2,438	\$ 391

GRANTS TO BENEFICIARIES

All Beneficiaries	\$ 1,200,000	\$ -	\$ 870,000	\$ 465,000
Total Grants to Beneficiaries	\$ 1,200,000	\$ -	\$ 870,000	\$ 465,000

Payroll Expenses

Salaries	\$ 319,482	\$ 300,198	\$ 135,792	\$ 73,333
Employee Retention Credit	\$ (9,186)	\$ -	\$ -	\$ -
SC Contingency Assessment (DACA)	\$ 24	\$ -	\$ -	\$ -
FICA Tax Expense	\$ 24,406	\$ 22,746	\$ 10,534	\$ 5,419
FUTA Tax Expense	\$ 841	\$ 1,530	\$ 393	\$ 540
Payroll Processing Fees	\$ 512	\$ 621	\$ 598	\$ 360
Total Payroll Expenses	\$ 336,079	\$ 325,095	\$ 147,317	\$ 79,652

Professional Fees

Accounting	\$ 19,500	\$ 9,750	\$ 9,824	\$ 708
Legal	\$ 1,916	\$ 5,892	\$ -	\$ -
Professional Fees - Other	\$ 170	\$ -	\$ 21,517	\$ 4,307
Total Professional Fees	\$ 21,586	\$ 15,642	\$ 31,341	\$ 5,015

Marketing

Marketing - Print	\$ -	\$ -	\$ 266	\$ 751
Marketing - Digital	\$ -	\$ -	\$ 425	\$ -
Marketing - Agency	\$ 68,079	\$ 39,920	\$ 139,075	\$ 113,000
Total Marketing Expenses	\$ 68,079	\$ 39,920	\$ 139,766	\$ 113,751

Travel & Entertainment

Travel	\$ 95	\$ 2,242	\$ 196	\$ 42
Lodging	\$ -	\$ 111	\$ 643	\$ 280
Meals	\$ 1,218	\$ 249	\$ 2,560	\$ 730
Transportation	\$ 137	\$ 1,921	\$ 2,351	\$ 1,470
Travel - Other	\$ -	\$ -	\$ 85	\$ -
Total Travel & Entertainment Expenses	\$ 1,449	\$ 4,524	\$ 5,835	\$ 2,522

OTHER EXPENSES

Interest Expense	\$ (222)	\$ (66)	\$ (82)	\$ -
Total Other Expenses	\$ (222)	\$ (66)	\$ (82)	\$ -

Total Expenses	\$ 1,774,585	\$ 560,723	\$ 1,257,276	\$ 709,741
Change in Net Assets	\$ (75,408)	\$ 185,789	\$ 7,756	\$ 14,889
Net Asset at Beginning of Year	\$ 237,943	\$ 52,154	\$ 44,398	\$ 29,509
Net Asset at End of Year	\$ 162,535	\$ 237,943	\$ 52,154	\$ 44,398