



TAP CANCER OUT

2022

ANNUAL REPORT



A WORD FROM OUR EXECUTIVE DIRECTOR

To all Tap Cancer Out Stakeholders and Supporters,

Make no mistake, I'm no runner. While my Tap Cancer Out journey actually started when my wife and I trained for (and completed) a half-marathon in support of the Leukemia & Lymphoma Society, that was famously our first and last road race longer than a 5K. So the gap between Usain Bolt and myself is...big. But when I think of our 2022 and the lead up to it, I imagine Usain Bolt preparing for the Olympics. He most certainly starts training years out, pushing a little harder and harder each run, getting a little bit better and better each day, until it's time to perform on racing's biggest stage. And at that point, he's in prime form.

I'm getting to how I'm EXACTLY like Usain Bolt...trust me! :o)

2020 was a very difficult for us, as it was for all nonprofits and live event companies (we're lucky enough to be BOTH!). But by late 2020 we were hosting small scale Sub-Only Showcases. By 2021 we were back hosting our tournaments. But it wasn't until 2022 that we were able to deploy the vision we originally planned for 2020 - a full calendar of 20 tournaments across 14 US States - punctuated by Global Grappling Day where we unite the BJJ community around the globe. 2020 was supposed to be "the" year. But after a tumultuous period, the stars finally aligned.

Like Usain Bolt coming off the blocks in the 100 meters, our 2022 started fast and ultimately broke all sorts of records, including total fundraised at events, most competitors/fundraisers in a year, highest grossing single tournament, and most fundraisers over \$10,000 (13!!) earning a trip to San Diego on our TCOasis BJJ retreat. Our friend Rich Byrne led the way again this year with \$19,920 raised for Global Grappling Day and Robby Warford from New England United took home the Top Youth Fundraiser of the Year with \$15,700 raised. All of these tremendous efforts helped us provide a \$1.4 million series of gifts to our 10 primary beneficiaries and 4 secondary beneficiaries who received spot donations.

2022 put us back on track and we can't thank our #TCOArmy enough for their continued 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.

OUR VISION

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



Photo courtesy of Christopher's Haven



Photo courtesy of CureCervicalCancer

OUR BENEFICIARIES

Our 2021 - 2022 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 funding a mobile HPV Testing & Treatment Clinic in Kenya or sending them to a serene lakeside retreat where they spend a week with fellow families sharing a similar cancer journey.

We were honored to present our 10 primary beneficiaries with \$1,200,000 million in gifts which funded 24 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 \$100,000 in spot donations to 4 additional beneficiaries for a total of \$1.3 million donated!



PRIMARY BENEFICIARIES

- ✓ Alex's Lemonade Stand Foundation - \$250,000
- ✓ American Brain Tumor Association - \$125,000
- ✓ Camp Sunshine - \$100,000
- ✓ Christopher's Haven - \$75,000
- ✓ CureCervicalCancer - \$100,000
- ✓ Dana Farber Cancer Institute - \$100,000
- ✓ First Descents - \$150,000
- ✓ Isabella Santos Foundation - \$100,000
- ✓ Pink Ribbon Girls - \$50,000



THE SIDNEY KIMMEL
COMPREHENSIVE CANCER CENTER
AT JOHNS HOPKINS

Division of Pediatric Oncology

ISABELLA SANTOS
FOUNDATION
Beat Cancer. Grow Hair. Live My Dreams.



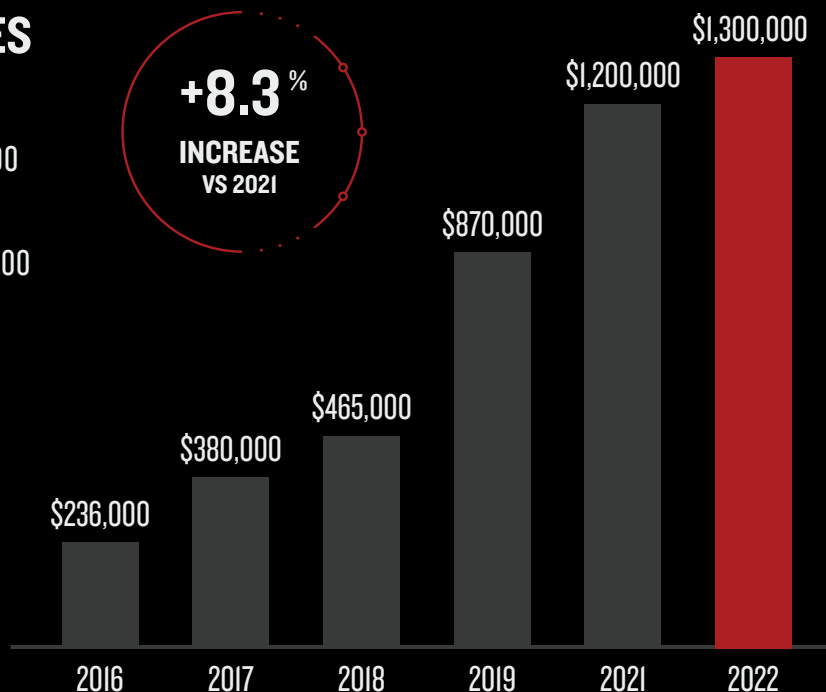
Christopher's Haven
A home for kids when cancer hits home.

PINK
RIBBON
GIRLS



ADDITIONAL BENEFICIARIES

- ✓ Leukemia & Lymphoma Society - \$30,000
- ✓ Pancreatic Cancer Action Network - \$30,000
- ✓ St. Baldrick's Foundation - \$30,000
- ✓ Koenig Childhood Cancer Foundation - \$5,000







2022 YEAR IN REVIEW



TOURNAMENTS

Phoenix, AZ | San Diego, CA | Charlotte, NC | Baltimore, MD | Miami, FL | Atlanta, GA | Dallas, TX | Denver, CO | Minneapolis, MN | Detroit, MI | New Haven, CT | Raleigh, NC | Winter Haven, FL | New Orleans, LA | Austin, TX | Nashville, TN | Chicago, IL | Jacksonville, FL | Philadelphia, PA | Danvers, MA

For the first time ever, 2022 hosted a completely full schedule of Tap Cancer Out BJJ Open tournaments! In total we hosted 20 tournaments across 14 US states, attracting 7,322 competitors and grossing \$1,850,689 in funds raised. More than 45% of our competitors fundraised (3,355) generating 27,760 donations. All of these metrics are records for Tap Cancer Out. The tour was highlighted by our first visit to Detroit and our return to Phoenix, San Diego, and New Orleans! Massachusetts broke nearly every record we have, for the first time exceeding \$350k raised in a single event. What a weekend and what a way to end the Tour season!

TOURNAMENT
FUNDS RAISED

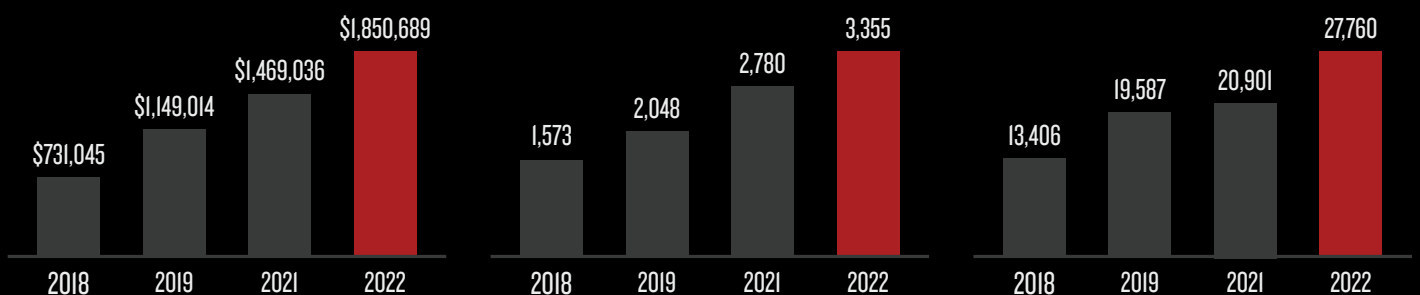
+26%
INCREASE

TOURNAMENT
FUNDRAISERS

+21%
INCREASE

TOURNAMENT
DONATIONS

+32%
INCREASE



GLOBAL GRAPPLING DAY

Now in it's third year, Global Grappling Day has become one of our top performing events in the entire calendar, and a perfect way to wrap up the year by uniting the entire BJJ community in the fight against cancer. After learning so much in 2021 about how teams were coming together to celebrate the day, we worked hard to create toolkits and put together a framework that would support both academies and individuals alike from across cultures and oceans.

475 registrants took part from 4 countries and 34 U.S. States + Puerto Rico. In total the event raised \$210,658, which equates to \$780 raised per transacting fundraiser, including \$21,300 raised on the day of the event and another \$20,000+ AFTER the event! Global Grappling Day raised \$127,000+ alone just in the month of December.

Dan Champion was FINALLY bested as our Top Overall Fundraiser by...his teammate Dennis Vos! Dennis raised \$15,911 while Dan continued his impressive efforts raising another \$10,360, helping vault Brazil-021 Chicago to the Top Fundraising Team spot! Fundraisers Rich Byrne and Chris Escobar also exceeded \$10k raised.

GLOBAL GRAPPLING DAY
FUNDS RAISED **\$210K**

GLOBAL GRAPPLING DAY
PARTICIPANTS **475**

AVERAGE RAISED PER
FUNDRAISER **\$780**



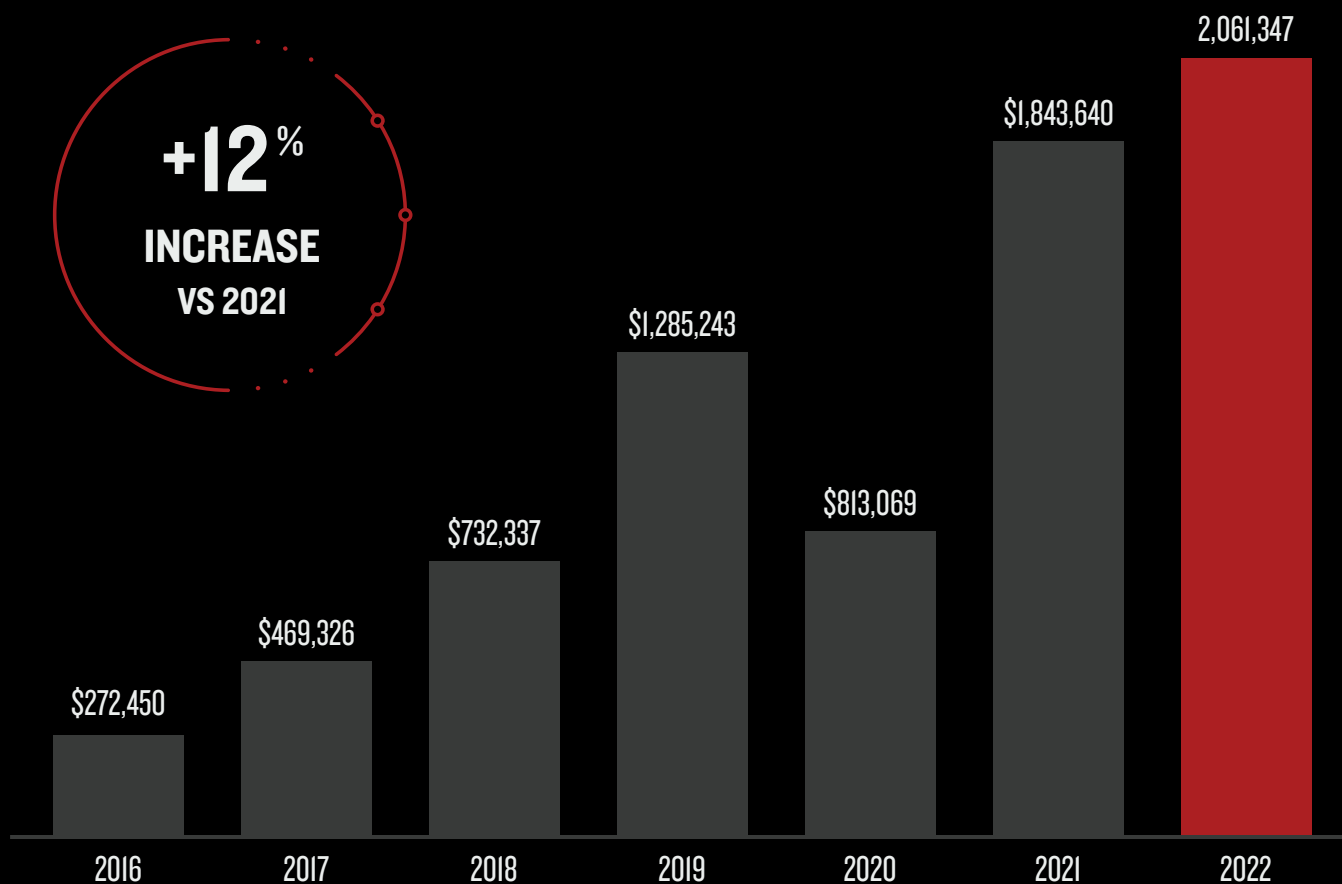




YEARLY EVENT FUNDS RAISED

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 2022 we were able to host 20 Charity BJJ Open tournaments along with our third annual Global Grappling Day, fueling the \$1.3 million we gave to our beneficiaries!

Overall we saw a 12% increase in funds raised versus 2021 from \$1,843,640 to \$2,061,347 thanks to the return of our winter events in Phoenix and San Diego, which we squeaked into 2020 but were not able to host them in 2021. In total we received more than 30,000 event-based donations, a 21% increase over 2021.



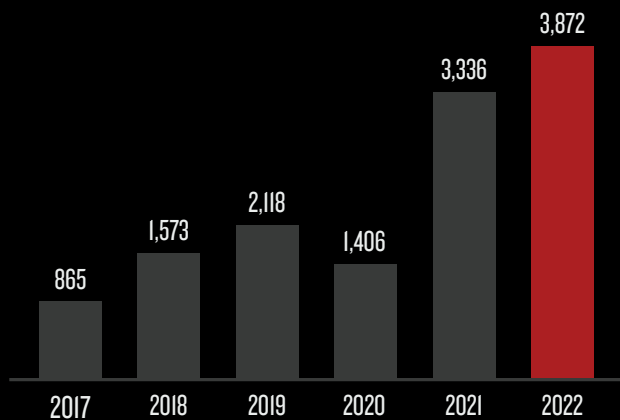


TOP FUNDRAISERS

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 2022 generated an incredible \$144,510, thanks to our top fundraiser, Rich Byrne, who raised \$19,920, narrowly edging out Shannon Schade who raised \$18,408. In total, we had 3,872 transacting fundraisers, a 16% increase over 2021. In total, 13 fundraisers exceeded the \$10,000 raised mark, including a number of fundraisers who have reached it now for a second or even third time. Robby Warford from NEU BJJ was our Top Overall Youth Fundraiser having raised \$13,545.

OF TRANSACTING FUNDRAISERS

YEAR OVER YEAR



2022 TOP TEN FUNDRAISERS

1.	Rich Byrne - Hamptons Jiu Jitsu	\$19,920
2.	Shannon Schade - Inversion BJJ	\$18,408
3.	Dennis Vos - Brazil-021	\$16,431
4.	Robby Warford - New England United BJJ	\$15,699
5.	Amelia Mitchell - Torres Martial Arts	\$15,064
6.	Dino Cotilletta - Gracie Sports USA	\$14,062
7.	Chris Andrews - Monument BJJ	\$12,676
8.	Chris Escobar - Unlimited Martial Arts	\$10,915
9.	Benjamin Simon - Brazilian Top Team	\$10,781
10.	George Ivanoff - Bill Brazilian Jiu Jitsu	\$10,552



TOP DONORS

At the core of our impact is the generosity of our donors. For the first time more than 31,000 individual gifts were donated to Tap Cancer Out in 2022. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

OVER \$10,000

COMMONWEALTH ENERGY
BJJ FANATICS
KINGSBURY TRUST
RICH BYRNE

OVER \$5,000

ANDREA BREWSTER
BRYAN BUELIN
HUNKER APPEALS
MICHAEL REARDON
MIKE WEAVER
RYAN MITCHELL
THOMAS HERRERA
UNITED WAY OF MIAMI

OVER \$2,000

ALASKA COMMUNITY FDN
CALIFORNIA RESOURCES
CATHERINE SCOTT
CHRISTOPHER LEE
COLE ALLEN
DONAVAN MOORE
FIDELITY
GRANITE CONSTRUCTION
J THOMAS MACY
JAMES LUEDKE
JASON ZEPP

MARK AMOROSO
MELISSA GAETA
NATHAN JOHNSON
NATIONAL GRID
PAGLIUGHI FAMILY FDN
PATRICK WALSH
PATRICK ANDERSON
PAUL TREFFINGER
RANDY KERR
ROBERT RIMASSA
RICKY MELENDEZ
SHARON BAYLIS
THE HOME DEPOT
TYLER TORRES
VAUNA PETERSON
VONDA DUSKY

OVER \$1,000

ADAM RIOS
ALAKA'INA FOUNDATION
ANDREW MYERSON
ARVIND CHARY
BEN JACOBS
BRIDGIT ESPINOZA
BRYAN COLLINS
CHARLES WYNKOOP
CHLOE TAKALA

CHRIS ANDREWS
CHRIS LOVATO
CHRISTOPHER TAM
COOK ENDOSCOPY
CYBER SOC
DANIEL GILL
DANIEL KACZKA
DAVID GREENE
DAVID SCHWEFLER
DAWN CHAMPION
DEBORAH MONAHAN
DENNIS VOS
DERRYLE KEITH
DIEGO CARRIZALES
DONNA & JOEL SCROGGINS
ELLIOT REED
ERIC CARLSON
ERICA BLOCK
GMS HEATING & COOLING
GREGG CAVALIERE
GREGORY NEWELL
HAROON SHEIKH
HONDA FOUNDATION
INOCENCIO MOLINA
JAMES SCOTT
JAMES STAFFAN
JANICE VOORHEES

JAY LONG
JEFF SAWYERS
JEFF TUNSTALL
JENNY SUVADA
JERROD BAILEY
JIM DAVIS
JODY HERNANDEZ
JOE MONGE
JOHN LOZANO
JOHN MELLINO
JOHN WUNDER
JOHNS GYM LIBERTY HILL
JUDY GRAY
JUSTIN CRAIN
JUSTIN LAURA TANEFF
KARL FALK
KELLY BLAGG
KENNETH JOHNSON
KRISTIE SELBIE
LARS HEDENBORG
MARICELA MATA
MARIO MARTINEZ
MICHAEL CONROY
MICHAEL MURPHY
MICHAEL NIKOLAI
MICHELLE NUNAMAKER
MONTE BROWDER

NATANIA LLERENA
NATHAN LANDREY
NATHAN MCCANN
PAT BATEMAN
PATRICK RHATIGAN
PATTI BUSKING
ROB JASPERSON
ROBERT PILEGGI
ROBIN TUCZAK
RUSSELL JUDD
RYAN MUGFORD
SANDRIN ACERRA
SCOTT ROLSTON
SCOTT'S WORK CREW
SEAN QUINN
SHANNON SCHADE
SHAWN KERNS
SHAWN NUGENT
STAFFORD TOWNSHIP PBA
SUNNY KHIANI
SUZANNE BEALL
T PASCALIDES
TRENT SHIFLETT
TREY CARTER
VICTOR BERRIAL
VICTORIA DOCKERY
WEEKS MARINE

The background image shows a martial arts event, likely Taekwondo, with participants in white uniforms and belts. A man in a black shirt and mask is in the foreground, interacting with two children. In the background, a crowd of people is visible, and a sign with the word "MEDIC" is partially seen. The entire image is overlaid with a semi-transparent red filter.

2022 STATEMENT OF FINANCIAL ACTIVITIES

Please note, this Statement of Financial Activities for fiscal year 2022.
The data presented throughout this Annual Report is published before our
independent audit and are not updated thereafter.

TAP CANCER OUT, INC.**Statements of Financial Position****December 31, 2022**

ASSETS

Current Assets:

Cash and cash equivalents	\$	319,436
Accounts receivable		58
Prepaid expenses		42,446

<i>Total Current Assets</i>		<i>361,940</i>
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Long-Term Assets:

Property and equipment, net		56,312
Operating right of use asset		73,859
Security deposit		2,750

<i>Total Long-Term Assets</i>		<i>132,921</i>
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TOTAL ASSETS	\$	494,861
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LIABILITIES AND NET ASSETS

Current Liabilities:

Accounts payable and accrued expenses	\$	126,542
Current portion of right-of-use operating lease liability		23,872

<i>Total Current Liabilities</i>		<i>150,414</i>
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Long-Term Liabilities:

Right-of-use operating lease liability, net of current portion		52,827
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<i>Total Long-Term Liabilities</i>		<i>52,827</i>
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Net Assets Without Donor Restrictions		291,620
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TOTAL LIABILITIES AND NET ASSETS	\$	494,861
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TAP CANCER OUT, INC.

Statements of Activities

Year Ended December 31, 2022

REVENUES, GAINS AND OTHER SUPPORT

Contributions	\$ 2,249,719
Event revenue, net of discounts	688,105
Employee retention tax credit	59,277
Gain on disposal of assets	4,376
Investment loss	(3,168)
Other income	500
<i>Total Revenues, Gains and Other Supports</i>	<i>2,998,809</i>

EXPENSES

Program	2,284,975
Management and general	238,702
Fundraising	384,394
<i>Total Expenses</i>	<i>2,908,071</i>

<i>CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS</i>	<i>90,738</i>
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<i>NET ASSETS WITHOUT DONOR RESTRICTIONS, BEGINNING</i>	<i>200,882</i>
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<i>NET ASSETS WITHOUT DONOR RESTRICTIONS, ENDING</i>	<i>\$ 291,620</i>
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TAP CANCER OUT, INC.

Statement of Functional Expenses

December 31, 2022

	Program Services	Management and General	Fundraising	TOTALS
<u>PERSONNEL</u>				
Salaries	\$ 109,374	\$ 106,157	\$ 106,157	\$ 321,688
Payroll taxes	8,401	8,154	8,154	24,709
Benefits	10,115	9,818	9,818	29,751
<i>Total</i>	<i>127,890</i>	<i>124,129</i>	<i>124,129</i>	<i>376,148</i>
<u>OTHER EXPENSES</u>				
Grants	1,300,000	-	-	1,300,000
Professional fees - accounting	-	11,000	-	11,000
Professional fees - other	-	3,633	-	3,633
Event expenses:				
Venue fees	85,414	-	-	85,414
Merchant fees	104,003	-	-	104,003
Lodging and travel	177,186	-	-	177,186
Supplies	293,271	-	-	293,271
Contract services	152,008	-	-	152,008
Meals	23,029	-	-	23,029
Insurance	564	-	-	564
Advertising	-	-	144,230	144,230
Postage and shipping	7,083	-	-	7,083
Miscellaneous	2,700	-	-	2,700
Office expense	-	23,777	-	23,777
Telephone	-	6,477	-	6,477
Occupancy	11,827	11,826	11,826	35,479
Marketing	-	-	89,631	89,631
Insurance	-	4,330	-	4,330
Equipment and technology	-	39,797	-	39,797
Data processing	-	1,074	-	1,074
Bank fees	-	1,030	-	1,030
Lodging and travel	-	7,887	-	7,887
Miscellaneous	-	3,742	-	3,742
Depreciation and amortization	-	-	14,578	14,578
<i>Total</i>	<i>2,157,085</i>	<i>114,573</i>	<i>260,265</i>	<i>2,531,923</i>
<i>TOTAL EXPENSES</i>	<i>\$ 2,284,975</i>	<i>\$ 238,702</i>	<i>\$ 384,394</i>	<i>\$ 2,908,071</i>

TAP CANCER OUT, INC.

Statements of Cash Flows

Year Ended December 31, 2022

OPERATING ACTIVITIES

Change in net assets	\$	90,738
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation and amortization		14,578
Gain on sale of fixed assets		(4,376)
Operating lease		2,841
Change in operating assets:		
Accounts receivable		(58)
Prepaid expenses		(42,446)
Change in operating liabilities:		
Accounts payable and accrued expenses		(14,564)
<i>Cash Flows From Operating Activities</i>		<i>46,713</i>

INVESTING ACTIVITIES

Proceeds from sale of property		4,990
Purchases of fixed assets		(15,369)
<i>Cash Flows From Investing Activities</i>		<i>(10,379)</i>

<i>NET CHANGE IN CASH AND CASH EQUIVALENTS</i>		<i>36,334</i>
<i>CASH AND CASH EQUIVALENTS, BEGINNING</i>		<i>283,102</i>
<i>CASH AND CASH EQUIVALENTS, ENDING</i>	<i>\$</i>	<i>319,436</i>
