



TAP CANCER OUT

2024

ANNUAL REPORT



A WORD FROM OUR EXECUTIVE DIRECTOR

To all Tap Cancer Out Stakeholders and Supporters,

Even the smallest goldfish believes he's the biggest if you put him in a small enough bowl. I hope that made sense!

Heading into 2024 it was time we found a way onto the world's stage. We had hosted more than 100 events in our lifetime with some events exceeding 900 competitors, but it was still too common of an occurrence to talk to academy owners or BJJ practitioners in markets where we did not host events who had never heard of us, or selfishly, me!

As if the jiu-jitsu gods heard our plea, the inaugural Craig Jones Invitational was announced, and we knew we **HAD** to be the choice as their Primary Charity Partner. We reached out to Craig, his business partner Seth, and anyone else in the B-Team stratosphere to make our case. Simply put, for there to be an event that would change the sport forever—aiming for equal fighter pay **AND** making a difference in the world by donating to a charity partner—they just had to partner with “THE” Brazilian Jiu-Jitsu Nonprofit, Tap Cancer Out...and we made it happen!

Additionally, we had to get on the IBJJF's radar. They're the biggest jiu-jitsu organization in the world, yet they did not have a charity partner! Thanks to an introduction from our friend and Ambassador Bernardo Faria, the IBJJF hosted us at their 2024 Jiu-Jitsu Con / Masters World event (just days after CJI) where we were able to meet hundreds of supporters from around the globe.

Between JJCON and CJI, we had reached exponentially more grapplers around the world and received a total of \$500k in contributions from the Fair Fight Foundation (CJI's charitable organization), our friend Rich Byrne (CEO of KASAI Grappling), and a third Anonymous donor. **This gave us momentum heading into a record-setting Fall TCO BJJ Open Tour** where we increased registration by nearly 15%, fundraising by more than 5%, and overall year-over-year revenue by nearly 10%, allowing us to both fulfill our \$1.5 million gift to our beneficiaries and invest in the infrastructure of our organization - earmarking two full-time positions to be added in 2025 which would nearly double our staff.

Each year never ceases to amaze me, and 2024 was no different. So what would 2025 have in store? We literally can not wait to see.

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 First Descents

A photograph of a meeting in progress. A man in a blue suit is seated at the head of a large wooden conference table, smiling towards the camera. Several other people are seated around the table, some facing away from the camera. The room has large windows in the background, and various items like laptops, notebooks, and coffee cups are on the table.

Our visit to Memorial Sloan Kettering's Cancer Center to tour their Melanoma Research Center and chat with Dr. Michael Postow, Chief of the Melanoma Service.

OUR BENEFICIARIES

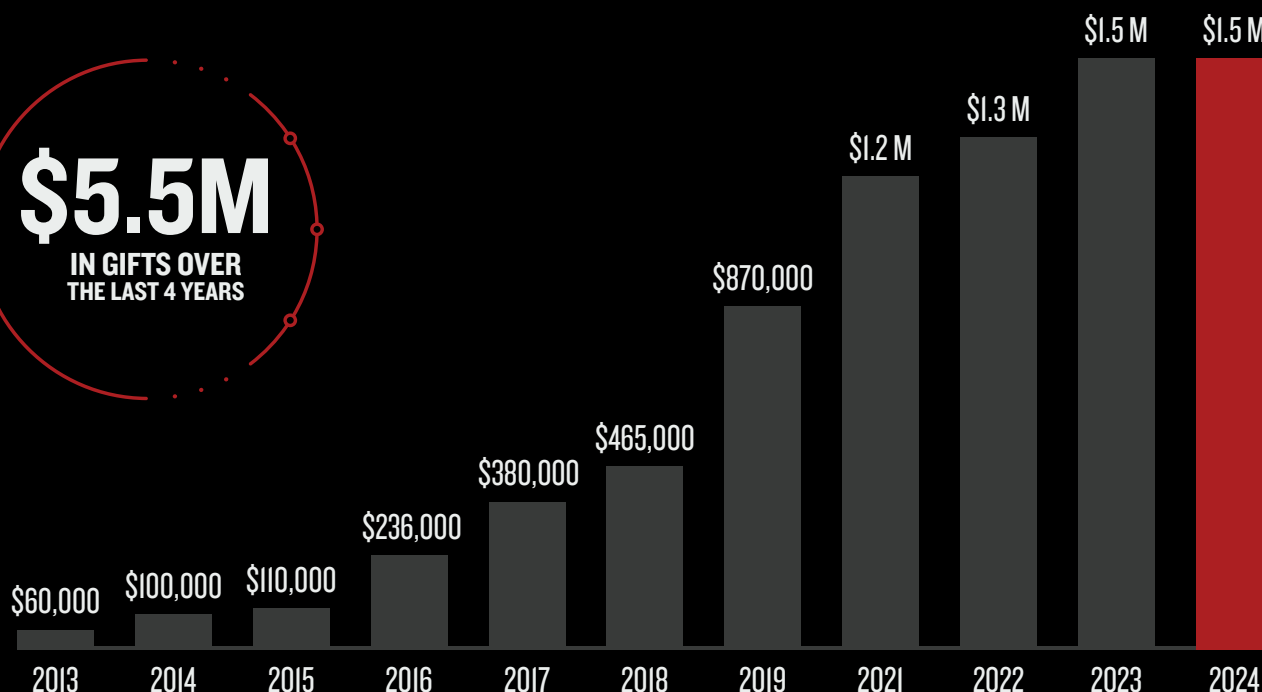
For the first time since we switched to a multi-beneficiary group in 2020, our roster of beneficiaries remained unchanged from 2023 to 2024. Each and every partnership was fruitful and impactful, and we felt we had so much more impact to create with this special group of world-changing organizations.

In 2024 we were honored to present our 10 primary beneficiaries with \$1,500,000 million in gifts which funded 24 different grants and special programs. Additionally we were able to add an 11th beneficiary at the end of 2024—Memorial Sloan Kettering's Cancer Center—to be part of our 2025 series of gifts. Our work with MSK in New York City will support their Melanoma Research division.



PRIMARY BENEFICIARIES

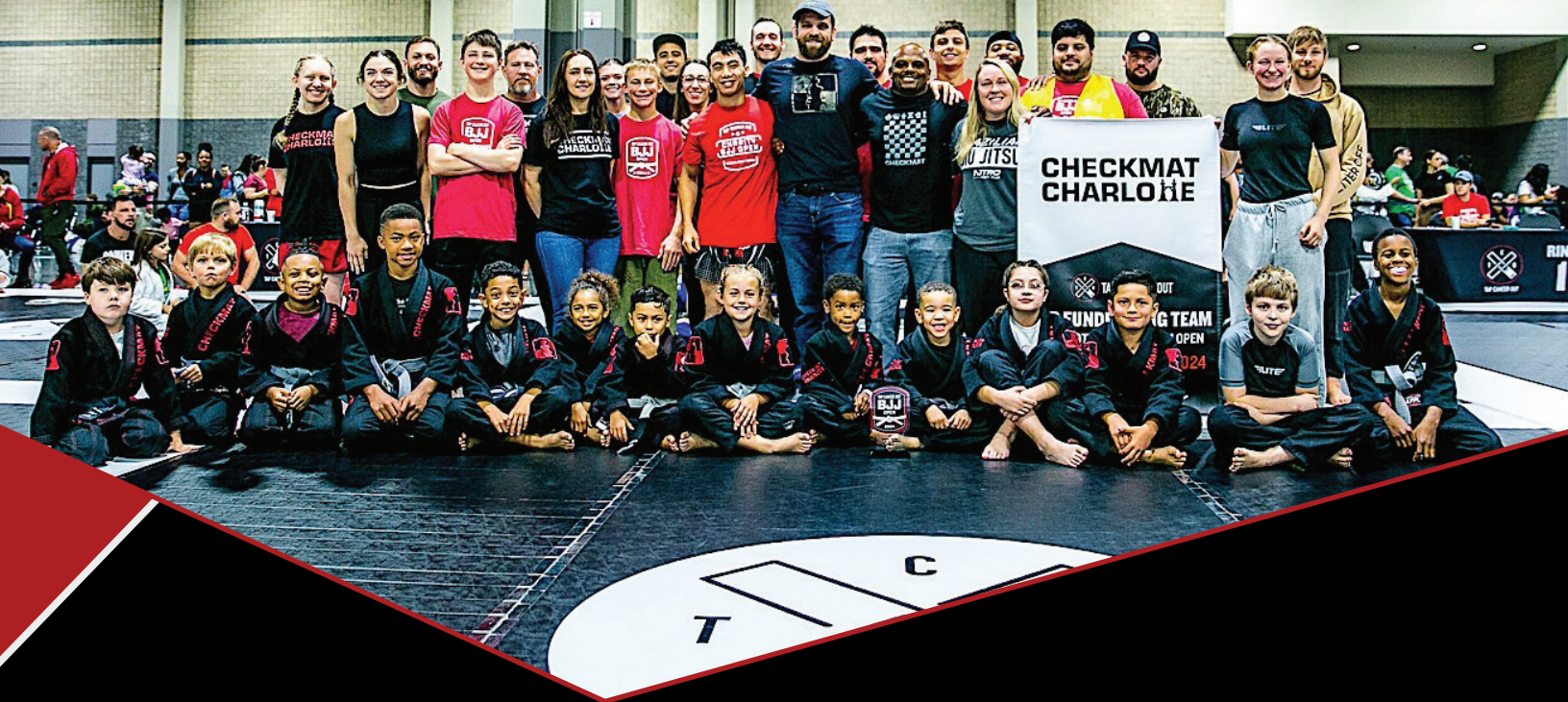
- ✓ Alex's Lemonade Stand Foundation - \$250,000
- ✓ American Brain Tumor Association - \$125,000
- ✓ Camp Sunshine - \$150,000
- ✓ Christopher's Haven - \$150,000
- ✓ CureCervicalCancer - \$120,000
- ✓ First Descents - \$175,000
- ✓ Isabella Santos Foundation - \$150,000
- ✓ John's Hopkins Pediatric Oncology - \$150,000
- ✓ Little Pink Houses of Hope - \$120,000
- ✓ The Tom Coughlin Jay Fund - \$110,000







2024 YEAR IN REVIEW



TOURNAMENTS

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

In 2024 we spanned the country yet again to host a full compliment of Tap Cancer Out BJJ Open tournaments! In total we hosted 20 tournaments across 16 US states, attracting 8,309 competitors and grossing \$2,085,480 in funds raised. More than 46% of our competitors fundraised (3,839).

Massachusetts was the keystone again, exceeding \$325k fundraised while setting a NEW RECORD for most registrants with 928 - the first time we've ever exceeded 900. While we were a little bit down on the total funds raised across our tournaments year-over-year, we were still excited to see more people competing and more people fundraising than ever before.

TOURNAMENT
FUNDS RAISED

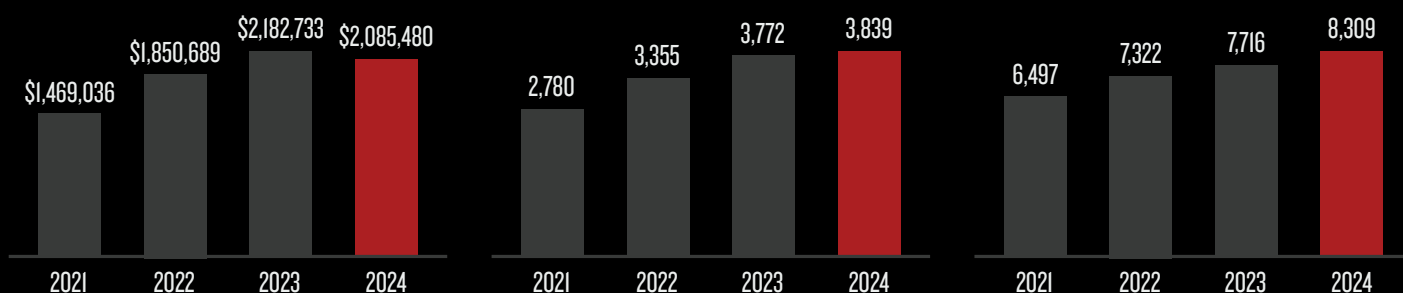
-4%
DECREASE

TOURNAMENT
FUNDRAISERS

+2%
INCREASE

TOURNAMENT
COMPETITORS

+8%
INCREASE



GLOBAL GRAPPLING DAY

Now in it's fifth year, Global Grappling Day not only unites grapplers from all over the planet, but is on track to become our largest and most impactful event of the year. We made a concerted effort in 2024 to get as many academies and individuals involved in Global Grappling Day than ever before, and our efforts certainly paid off in record-breaking fashion!



19 academies raised over \$5k including two academies exceeding \$20k raised: Bairro BJJ Academy (Canada) which raised \$24,586 and Garden State BJJ (New Jersey, USA) which raised \$58,633, taking home yet another Top Fundraising Team award and bringing their lifetime total to more than \$130,000!!

Overall 587 (100+ more than '23) registrants took part from 5 countries and 46 U.S. States + Puerto Rico. In total the event raised \$314,889 (nearly \$100k more than '23), which equates to \$967 raised per transacting fundraiser, including \$38,346 raised on the day of the event and another \$34,000+ AFTER!

Damian Patan-Gay from Bairro BJJ in Canada was our Top Individual Fundraiser having raised \$14,553 (\$20k in Canadian dollars!) making him our first TCOasis earner / Top Fundraiser from outside the US. A testament to the reach and impact of Global Grappling Day.

GLOBAL GRAPPLING DAY
FUNDS RAISED **\$314K**

GLOBAL GRAPPLING DAY
PARTICIPANTS **587**

AVERAGE RAISED PER
FUNDRAISER **\$967**





CRAIG JONES INVITATIONAL

CRAIG JONES INVITATIONAL
FUNDS RAISED

\$500K

As soon as Craig Jones himself announced that he'd be putting on a never-been-done-before grappling event pitting 32 of the best fighters in the world in two divisions with a winner-take-all purse of \$1,000,000 all while simultaneously supporting charity, we KNEW we had to be a part of it.

Not only would Tap Cancer Out be the beneficiary of the Craig Jones Invitational's charity gift, distributed by their charity arm aptly named the Fair Fight Foundation, two of our most generous donors threw their hat in the ring and agreed to match whatever the Fair Fight Foundation donated to Tap Cancer Out.

Through direct donations to the Fair Fight Foundation, ticket sales, sponsorships and apparel purchases, Tap Cancer Out was presented with a gift from the Fair Fight Foundation of \$166,666 - the largest single gift ever received. Additionally, Rich Byrne—CEO of KASAI—and an anonymous donor matched it, resulting in a grand total of \$500,000 raised! Said Seth Belisle, Founder of the Fair Fight Foundation, "We are honored to support Tap Cancer Out with this charitable donation and know that funds will be put to swift and effective use to further their inspiring mission. Our charitable impact is made possible by our sponsors and the millions of fans and viewers who believe in CJI and share our belief that Jiu-Jitsu is a global force for good."

We can't stop expressing our extreme gratitude for this gift and this opportunity to put Tap Cancer Out on the world's stage. The gifts are transformational for TCO, allowing us to accelerate our ambitious goals over the next 3-5 years and continue to give every grappler the opportunity to fight for those in the fight of their lives.





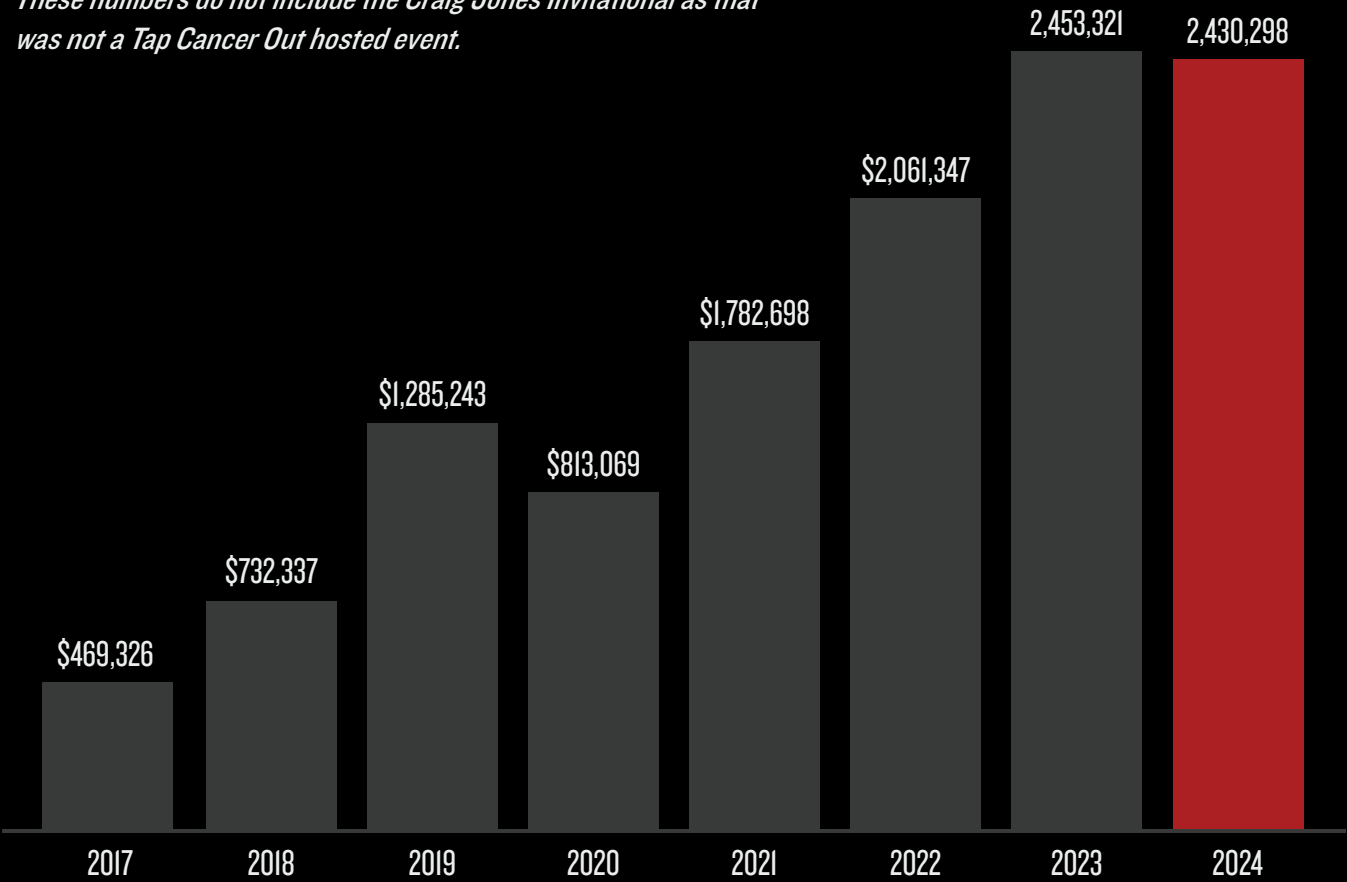


YEARLY EVENT FUNDS RAISED

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 2024 we were able to host 20 Charity BJJ Open tournaments along with our fifth annual Global Grappling Day, fueling the \$1.5 million we gave to our beneficiaries!

2024 was our third consecutive year where we fundraised more than \$2m, though with some challenging headwinds we saw our total decrease year-over-year by less than 1%. That said, we saw 10 of our events increase their fundraising year-over-year along with incredibly strong newcomer cities Long Island and San Antonio raising a combined \$221k+ (versus a combined goal of \$80,000 for first-year cities)!

**These numbers do not include the Craig Jones Invitational as that was not a Tap Cancer Out hosted event.*



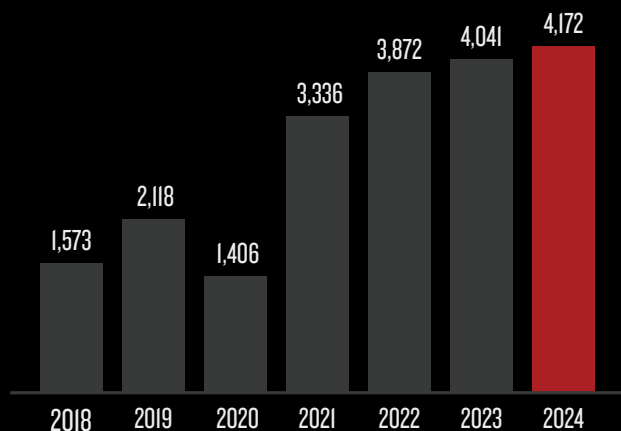


TOP FUNDRAISERS

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 2024 generated an incredible \$153,833! Shannon Schade took home the Top Fundraiser Award for the first time after finishing in the top 3 the last 3 years!! In total 4,172 participants fundraised, a 3% increase over 2023. 38 fundraisers exceeded the \$15,000 raised mark including 10 over \$10k, and for the second consecutive year three fundraisers in the same year exceeded \$20k raised. Robby Warford was yet again our Top Overall Youth Fundraiser having raised \$21,958, while Anthony Muoio, Joseph Jacovino, and Rocco Musto earned a spot in the Top Ten and exceeded \$10k raised as youth competitors.

OF TRANSACTING FUNDRAISERS

YEAR OVER YEAR



2024 TOP TEN FUNDRAISERS

1.	Shannon Schade - Inversion BJJ	\$27,294
2.	Robby Warford - New England United BJJ	\$21,958
3.	Brian Jones - Pica Pau Jiu Jitsu	\$20,318
4.	Damian Paton-Gay - Barrio BJJ	\$14,553
5.	Joseph Jacovino - Technique BJJ	\$13,360
6.	Anthony Muoio - Black Wolf Martial Arts	\$13,028
7.	Rocco Musto - Carlson Gracie Plant City	\$11,568
8.	George Segarra - Renzo Gracie UWS NYC	\$11,041
9.	Bryan Beulin - Monument BJJ	\$10,441
10.	Chris "Nacho" Andrews - Monument BJJ	\$10,270



TOP DONORS

At the core of our impact is the generosity of our donors. More than 34,000 individual gifts were donated to Tap Cancer Out in 2024. While every single gift is cherished, we like to recognize those gifts that help us dream even bigger.

OVER \$10,000

BUCHANAN FAMILY FDN
KASAI GRAPPLING
TITO'S VODKA
ANONYMOUS DONORS

OVER \$5,000

ADAM POLKINGHORN
ALL JERSEY SYSTEMS
BILL BASS FDN
BRYAN BUELIN
CAN DUMAN
GRETCHEN FOLEY
MATTHEW MOLLOY
MUSTO FAMILY
MIKE WEAVER
VERTICAL BRIDGE REIT
ANONYMOUS DONORS

OVER \$2,000

A-TEX PEST MANAGEMENT
ALEX LOUBERE
BYRON DIVINS
CANADIAN NATIONAL
RAILWAY COMPANY
CHRIS ULBRICHT
COCA COLA CONSOLIDATED

COMMUNITY FOUNDATION
FOR GREATER ATLANTA
CONSTELLATION
D.R. BY J
GALLERIA LIGHTING
HONDA FOUNDATION
JACK SMITH
JAMES LUEDKE
JESSE JAROSZ
JIM AND LISA BAER
JOHN GENTILE JR
JOHN THOMAS MACY
KRISTEN ROLSTON
MATTHEW SAYLOR
MCKYNZEE ALVARADO
MELYSSA MONAHAN
MERCK GIVES BACK
PETER & JOANNE POWERS
PHILLIPS 66
SARAH MUOIO
TOWN FAIR TIRE FDN
WISHLIST FOUNDATION
ANONYMOUS DONORS

OVER \$1,000

ADAM FELT
AMY WAITE
ANDRE PENNINGTON
BEN WELSH
BENJAMIN COSNER
BRIAN BARLOW
BRYAN HEJL
CAROLYN COFFEY
CASEY LEE
CATHERINE STERLING
DANIEL TAVARES
DONNA MURPHY WALLACE
ELLIS HOSPITAL
ERIC HUANG
EFCO USA
FRANK FICHERA
GREATER MICHIGAN ORAL
SURGEONS & DENTAL
IMPLANT CENTER
GUY DENOMMEE
HOME DEPOT
JACOVINO'S LAWCARE
JAMES LAW
JAMIE AND MARGI BELL
JASON NAPOLSKI
JEANINE PATTEN-COBLE

JENNIFER KAZ
JENNIFER WENTWORTH
JOANNE KILLION
JOLLY JOHNS KEEP YOU
TRUCKING FUND
JUDY GRAY
KARA BURNS
KASI HOWARD
KATE & SCOTT WILLIAMS
KEVIN HOSSEINI
KEVIN W. AND SUSAN H.
DEESING CHARITABLE FUND
KINDBOM FAMILY
FOUNDATION
KRASSI IOVTCHEVA
KRISTA HOSMER
KRISTINA CAFAGNO
MARC MAKELY
MARC TAUB
MARIO CIABARRA
MELISSA ANDREKUS
MIKE AND JAMIE HOLTO
MIKE HICKS
MITER CHARITABLE FDN
NATHAN LANDREY
NEIL WEBBER

NHAN LE
PEGGY BUTTERS
PREMIER CUSTOM
BUILT CABINETRY
RAYMOND CHAPARRO
RICHMOND ANG
RUTH CALAS
SANOFI
SHAWN WOODARD
SHELIA BAKER
SUZI HOLLIS
TRAVIS ROWLAND
VICTOR C.
VINCENT MARSHALL
WES GUCKERT
WOLF STRUCK
ZACHARY MARTIN
ANONYMOUS DONORS