



2019 YEAR-END REPORT

GLOBAL FINANCIAL RESULTS

COMBINED TOTALS

GROSS REVENUE (\$USD)

\$65,659,858

VALUE IN KIND (\$USD)

\$4,729,018

NETT REVENUE (\$USD)

\$53,206,772

USA TOTALS

GROSS REVENUE (\$USD)

\$59,240,909

VALUE IN KIND (\$USD)

\$3,146,569

NETT REVENUE (\$USD)

\$47,681,093

CANADA TOTALS

GROSS REVENUE (\$USD)

\$5,290,971

VALUE IN KIND (\$USD)

\$1,221,197

NETT REVENUE (\$USD)

\$4,527,903

INTERNATIONAL TOTALS

GROSS REVENUE (\$USD)

\$1,127,979

VALUE IN KIND (\$USD)

\$361,252

NETT REVENUE (\$USD)

\$997,776



2019 YEAR-END REPORT

COMBINED TOTALS

REVENUE BREAKDOWN

| MERCHANDISE SALES | |
|-------------------|--------------|
| Gross (\$USD) | Nett (\$USD) |
| \$2,698,916 | \$1,742,764 |
| CASH DONATIONS | |
| Gross (\$USD) | |
| \$1,323,473 | |
| TORCH RUN EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$3,412,122 | \$2,741,427 |
| OVER THE EDGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$876,445 | \$471,838 |
| TIP A COP | |
| Gross (\$USD) | Nett (\$USD) |
| \$2,623,889 | \$2,461,829 |
| TRUCK CONVOY | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,582,333 | \$1,455,819 |
| SIGNATURE EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$5,568,741 | \$4,464,938 |

| WORKPLACE GIVING | |
|------------------|--------------|
| Gross (\$USD) | |
| \$468,638 | |
| SPONSORSHIPS | |
| Gross (\$USD) | |
| \$7,954,366 | |
| POLAR PLUNGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$26,726,977 | \$20,126,759 |
| PLANE PULL | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,831,392 | \$1,532,899 |
| COP ON TOP | |
| Gross (\$USD) | Nett (\$USD) |
| \$965,496 | \$838,649 |
| DUNKIN DONUTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,056,079 | \$828,805 |
| OTHER EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$8,570,991 | \$6,794,567 |



2019 YEAR-END REPORT

USA TOTALS

REVENUE BREAKDOWN

| MERCHANDISE SALES | |
|-------------------|--------------|
| Gross (\$USD) | Nett (\$USD) |
| \$2,536,651 | \$1,646,273 |
| CASH DONATIONS | |
| Gross (\$USD) | |
| \$821,211 | |
| TORCH RUN EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$2,776,937 | \$2,180,513 |
| OVER THE EDGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$876,445 | \$471,838 |
| TIP A COP | |
| Gross (\$USD) | Nett (\$USD) |
| \$2,545,654 | \$2,392,509 |
| DUNKIN DONUTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,582,333 | \$1,455,819 |
| SIGNATURE EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$4,831,221 | \$3,900,572 |

| WORKPLACE GIVING | |
|------------------|--------------|
| Gross (\$USD) | |
| \$182,832 | |
| SPONSORSHIPS | |
| Gross (\$USD) | |
| \$7,663,705 | |
| POLAR PLUNGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$25,604,176 | \$19,178,028 |
| PLANE PULL | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,809,982 | \$1,519,739 |
| COP ON TOP | |
| Gross (\$USD) | Nett (\$USD) |
| \$848,030 | \$748,534 |
| TRUCK CONVOY | |
| Gross (\$USD) | Nett (\$USD) |
| \$698,393 | \$544,923 |
| OTHER EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$6,463,338 | \$4,974,597 |



2019 YEAR-END REPORT

CANADA TOTALS

REVENUE BREAKDOWN

| MERCHANDISE SALES | |
|-------------------|--------------|
| Gross (\$USD) | Nett (\$USD) |
| \$151,376 | \$85,905 |
| CASH DONATIONS | |
| Gross (\$USD) | |
| \$459,835 | |
| TORCH RUN EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$259,962 | \$223,876 |
| OVER THE EDGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$0 |
| TIP A COP | |
| Gross (\$USD) | Nett (\$USD) |
| \$78,058 | \$69,144 |
| DUNKIN DONUTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$0 |
| SIGNATURE EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$473,361 | \$364,359 |

| WORKPLACE GIVING | |
|------------------|--------------|
| Gross (\$USD) | |
| \$50,104 | |
| SPONSORSHIPS | |
| Gross (\$USD) | |
| \$269,151 | |
| POLAR PLUNGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$1,007,565 | \$848,963 |
| PLANE PULL | |
| Gross (\$USD) | Nett (\$USD) |
| \$21,410 | \$12,850 |
| COP ON TOP | |
| Gross (\$USD) | Nett (\$USD) |
| \$78,443 | \$62,275 |
| TRUCK CONVOY | |
| Gross (\$USD) | Nett (\$USD) |
| \$357,687 | \$283,882 |
| OTHER EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$2,084,019 | \$1,797,559 |



2019 YEAR-END REPORT

INTERNATIONAL TOTALS

REVENUE BREAKDOWN

| MERCHANDISE SALES | |
|-------------------|--------------|
| Gross (\$USD) | Nett (\$USD) |
| \$10,889 | \$10,586 |
| CASH DONATIONS | |
| Gross (\$USD) | |
| \$42,427 | |
| TORCH RUN EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$375,223 | \$337,037 |
| OVER THE EDGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$0 |
| TIP A COP | |
| Gross (\$USD) | Nett (\$USD) |
| \$177 | \$177 |
| DUNKIN DONUTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$0 |
| SIGNATURE EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$264,159 | \$200,008 |

| WORKPLACE GIVING | |
|------------------|--------------|
| Gross (\$USD) | |
| \$235,702 | |
| SPONSORSHIPS | |
| Gross (\$USD) | |
| \$21,510 | |
| POLAR PLUNGE | |
| Gross (\$USD) | Nett (\$USD) |
| \$115,236 | \$99,768 |
| PLANE PULL | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$310 |
| COP ON TOP | |
| Gross (\$USD) | Nett (\$USD) |
| \$39,022 | \$27,840 |
| TRUCK CONVOY | |
| Gross (\$USD) | Nett (\$USD) |
| \$0 | \$0 |
| OTHER EVENTS | |
| Gross (\$USD) | Nett (\$USD) |
| \$23,633 | \$22,412 |



2019 YEAR-END REPORT

USA TOTALS

LETR / SO INTERACTION

DEDICATED LETR LIAISONS

| | |
|---|-----|
| Number of Programs with a dedicated LETR Liaison | 44 |
| Average number of Full Time Employees dedicated to LETR | 5.1 |

PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

| | |
|--|-----|
| Number of Program Responses | 36 |
| Average percentage of SO Program Revenue derived from LETR | 25% |

CANADA TOTALS

LETR / SO INTERACTION

DEDICATED LETR LIAISONS

| | |
|---|------|
| Number of Programs with a dedicated LETR Liaison | 10 |
| Average number of Full Time Employees dedicated to LETR | 10.4 |

PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

| | |
|--|-----|
| Number of Program Responses | 9 |
| Average percentage of SO Program Revenue derived from LETR | 13% |



2019 YEAR-END REPORT

INTERNATIONAL TOTALS

LETR / SO INTERACTION

DEDICATED LETR LIAISONS

| | |
|---|------|
| Number of Programs with a dedicated LETR Liaison | 5 |
| Average number of Full Time Employees dedicated to LETR | 15.4 |

PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

| | |
|--|----|
| Number of Program Responses | 1 |
| Average percentage of SO Program Revenue derived from LETR | 6% |