



## 2020 YEAR-END REPORT

# GLOBAL FINANCIAL RESULTS

### COMBINED TOTALS

GROSS REVENUE (\$USD)

**\$43,890,155**

VALUE IN KIND (\$USD)

**\$2,234,899**

NETT REVENUE (\$USD)

**\$35,301,500**

### USA TOTALS

GROSS REVENUE (\$USD)

**\$41,054,619**

VALUE IN KIND (\$USD)

**\$1,850,266**

NETT REVENUE (\$USD)

**\$32,860,152**

### CANADA TOTALS

GROSS REVENUE (\$USD)

**\$2,142,427**

VALUE IN KIND (\$USD)

**\$330,016**

NETT REVENUE (\$USD)

**\$1,822,387**

### INTERNATIONAL TOTALS

GROSS REVENUE (\$USD)

**\$693,109**

VALUE IN KIND (\$USD)

**\$54,617**

NETT REVENUE (\$USD)

**\$618,961**



# 2020 YEAR-END REPORT

## COMBINED TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$1,628,390	\$822,098
CASH DONATIONS	
Gross (\$USD)	
\$805,797	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,261,327	\$1,809,964
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$150,178	\$115,304
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$278,790	\$246,310
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$119,877	\$119,760
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,810,260	\$2,363,154

WORKPLACE GIVING	
Gross (\$USD)	
\$444,239	
SPONSORSHIPS	
Gross (\$USD)	
\$6,091,758	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$25,748,498	\$19,516,976
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$495,413	\$422,462
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$48,106	\$46,733
DUNKIN DONUTS	
Gross (\$USD)	Nett (\$USD)
\$583,717	\$499,150
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,423,805	\$1,997,796



# 2020 YEAR-END REPORT

## USA TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$1,491,142	\$737,111
CASH DONATIONS	
Gross (\$USD)	
\$609,948	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$1,845,219	\$1,446,175
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$150,178	\$115,304
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$244,859	\$212,826
DUNKIN'	
Gross (\$USD)	Nett (\$USD)
\$119,877	\$119,760
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,540,705	\$2,174,089

WORKPLACE GIVING	
Gross (\$USD)	
\$138,759	
SPONSORSHIPS	
Gross (\$USD)	
\$5,866,608	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$24,865,753	\$18,774,582
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$495,413	\$422,462
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$48,106	\$46,733
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$419,217	\$372,751
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,218,835	\$1,823,044



# 2020 YEAR-END REPORT

## CANADA TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$75,629	\$50,278
CASH DONATIONS	
Gross (\$USD)	
\$174,898	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$190,108	\$177,964
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$33,931	\$33,484
DUNKIN'	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$257,684	\$181,166

WORKPLACE GIVING	
Gross (\$USD)	
\$49,205	
SPONSORSHIPS	
Gross (\$USD)	
\$151,739	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$881,506	\$741,155
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$164,500	\$126,399
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$163,228	\$136,098



# 2020 YEAR-END REPORT

## INTERNATIONAL TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$61,619	\$34,709
CASH DONATIONS	
Gross (\$USD)	
\$20,951	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$226,000	\$185,825
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
DUNKIN DONUTS	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$11,871	\$7,898

WORKPLACE GIVING	
Gross (\$USD)	
\$256,275	
SPONSORSHIPS	
Gross (\$USD)	
\$73,411	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$1,239	\$1,239
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$41,743	\$38,654



# 2020 YEAR-END REPORT

## USA TOTALS

### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	#REF!
Average number of Full Time Employees dedicated to LETR	#REF!

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	0
Average percentage of SO Program Revenue derived from LETR	#REF!

## CANADA TOTALS

### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	#REF!
Average number of Full Time Employees dedicated to LETR	#REF!

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	#REF!
Average percentage of SO Program Revenue derived from LETR	#REF!



# 2020 YEAR-END REPORT

## INTERNATIONAL TOTALS

### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	#REF!
Average number of Full Time Employees dedicated to LETR	#REF!

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	#REF!
Average percentage of SO Program Revenue derived from LETR	#REF!