



## 2022 YEAR-END REPORT

# GLOBAL FINANCIAL RESULTS

### COMBINED TOTALS

GROSS REVENUE (\$USD)

**\$56,243,129**

VALUE IN KIND (\$USD)

**\$5,714,524**

NETT REVENUE (\$USD)

**\$44,703,783**

### USA TOTALS

GROSS REVENUE (\$USD)

**\$51,831,178**

VALUE IN KIND (\$USD)

**\$5,263,113**

NETT REVENUE (\$USD)

**\$41,100,243**

### CANADA TOTALS

GROSS REVENUE (\$USD)

**\$3,236,370**

VALUE IN KIND (\$USD)

**\$369,932**

NETT REVENUE (\$USD)

**\$2,542,375**

### INTERNATIONAL TOTALS

GROSS REVENUE (\$USD)

**\$1,175,581**

VALUE IN KIND (\$USD)

**\$81,479**

NETT REVENUE (\$USD)

**\$1,061,165**



# 2022 YEAR-END REPORT

## COMBINED TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$2,089,262	\$1,223,461
CASH DONATIONS	
Gross (\$USD)	
\$1,078,533	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$3,463,263	\$2,752,571
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$528,339	\$334,393
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$1,523,444	\$1,439,777
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$1,429,440	\$1,317,842
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$4,953,350	\$3,620,781

WORKPLACE GIVING	
Gross (\$USD)	
\$518,705	
SPONSORSHIPS	
Gross (\$USD)	
\$5,891,516	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$26,908,589	\$20,648,608
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$1,641,263	\$1,383,955
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$590,575	\$417,660
DUNKIN DONUTS	
Gross (\$USD)	Nett (\$USD)
\$872,076	\$679,319
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$4,497,973	\$3,169,950



# 2022 YEAR-END REPORT

## USA TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$1,772,996	\$978,606
CASH DONATIONS	
Gross (\$USD)	
\$724,415	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$2,908,186	\$2,304,446
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$528,339	\$334,393
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$1,482,044	\$1,412,177
DUNKIN DONUTS	
Gross (\$USD)	Nett (\$USD)
\$1,429,440	\$1,317,842
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$4,708,950	\$3,461,051

WORKPLACE GIVING	
Gross (\$USD)	
\$120,282	
SPONSORSHIPS	
Gross (\$USD)	
\$5,567,489	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$25,641,675	\$19,718,858
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$1,641,263	\$1,383,955
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$566,627	\$400,455
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$631,441	\$512,581
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$4,108,031	\$2,863,693



# 2022 YEAR-END REPORT

## CANADA TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$190,960	\$119,581
CASH DONATIONS	
Gross (\$USD)	
\$108,975	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$263,244	\$198,808
OVER THE EDGE	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TIP A COP	
Gross (\$USD)	Nett (\$USD)
\$41,400	\$27,600
DUNKIN DONUTS	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
SIGNATURE EVENTS	
Gross (\$USD)	Nett (\$USD)
\$176,272	\$128,641

WORKPLACE GIVING	
Gross (\$USD)	
\$77,767	
SPONSORSHIPS	
Gross (\$USD)	
\$296,930	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$1,214,199	\$897,214
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$240,635	\$166,738
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$369,188	\$293,410



# 2022 YEAR-END REPORT

## INTERNATIONAL TOTALS

### REVENUE BREAKDOWN

MERCHANDISE SALES	
Gross (\$USD)	Nett (\$USD)
\$125,305	\$125,274
CASH DONATIONS	
Gross (\$USD)	
\$245,143	
TORCH RUN EVENTS	
Gross (\$USD)	Nett (\$USD)
\$291,834	\$249,317
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)
\$68,127	\$31,089

WORKPLACE GIVING	
Gross (\$USD)	
\$320,656	
SPONSORSHIPS	
Gross (\$USD)	
\$27,097	
POLAR PLUNGE	
Gross (\$USD)	Nett (\$USD)
\$52,716	\$32,537
PLANE PULL	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
COP ON TOP	
Gross (\$USD)	Nett (\$USD)
\$23,948	\$17,205
TRUCK CONVOY	
Gross (\$USD)	Nett (\$USD)
\$0	\$0
OTHER EVENTS	
Gross (\$USD)	Nett (\$USD)
\$20,753	\$12,847



# 2022 YEAR-END REPORT

## USA TOTALS

### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	42
Average number of Full Time Employees dedicated to LETR	21.5

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	30
Average percentage of SO Program Revenue derived from LETR	19%

## CANADA TOTALS

### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	8
Average number of Full Time Employees dedicated to LETR	28.2

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	4
Average percentage of SO Program Revenue derived from LETR	20%



## 2022 YEAR-END REPORT

### INTERNATIONAL TOTALS

#### LETR / SO INTERACTION

#### DEDICATED LETR LIAISONS

Number of Programs with a dedicated LETR Liaison	7
Average number of Full Time Employees dedicated to LETR	11.8

#### PERCENTAGE OF SO PROGRAM REVENUE FROM LETR

Number of Program Responses	2
Average percentage of SO Program Revenue derived from LETR	5%