



# pedals for progress™

Putting used bikes to good use.

# 2006 Annual Report

# 15 YEARS



# 100,000 Bikes



86 EAST MAIN STREET • HIGH BRIDGE, NJ 08829



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Mateo Patzan - owner of the 100,000th bicycle collected by Pedals for Progres. San Andres de Iztapa, Guatemala

**15**  
YEARS

## Mission Statement

Pedals for Progress envisions a day when:

1. North America recycles over half of the 5 million used bicycles discarded each year, as well as unused parts and accessories for reuse overseas.
2. Poor people in developing countries have bicycles to get to work, obtain services, and meet other needs.
3. The bicycle is an effective tool for self-help in all developing countries.
4. Trade regulations enhance international commerce in bicycles and parts.
5. Policy makers in developing countries respect and support non-motorized transportation.

Our objectives are:

1. To enhance the productivity of low-income workers overseas where reliable, environmentally sound transportation is scarce, by supplying reconditioned bikes at low cost.
2. To promote in recipient communities the establishment of self-sustaining bicycle repair facilities, employing local people.
3. To provide leadership and innovation throughout North America for the recycling of bicycles, parts, and accessories.
4. To reduce dramatically the volume of bicycles, parts, and accessories flowing to landfills.
5. To foster environmentally sound transportation policies that encourage widespread use of bicycles worldwide.
6. To foster in the North American public an understanding of and a channel for responding to the transportation needs of the poor in developing countries.

Approved 12/08/96

**P**edals for Progress rescues unwanted American bicycles, and puts them to productive use overseas. Pedals for Progress is a not-for-profit charity incorporated under the laws of New Jersey and registered with the Internal Revenue Service as a tax-exempt charity under section 501 (c) 3 of the federal tax code. An eight-member unpaid board of trustees oversees a small staff and a network of several hundred volunteers.

### Highlights

During 2006, Pedals for Progress completed its 15th year of production, within 17 shipments P4P shipped 8,961 bicycles, and 203 sewing machines, and approximately \$100,000.00 in bicycle parts and accessories, to eight non-profit agency partners in seven developing countries, bringing its cumulative donations since 1991 to 103,692 bicycles, 793 sewing machines, and \$10.8 million in parts and accessories; intensified domestic collection operations New Jersey / Pennsylvania and New England regions, sponsoring bike collections and container loading work sessions with approximately 73 community partners in 7 states; Comparing this year's new domestic footprint with the same area from the previous year a 11.5% growth in bicycles collected.

**Overseas Partners:** During the year, P4P focused on a smaller number of reliable partners able to pay full shipping costs. Shipments in 2006 went to 7 groups in 6 countries, compared to 8 partners in 7 countries during the previous year. More than 84% of bicycles shipped went to Central and South American partners and 16% to two African partners ( Ghana & Uganda). The most critical factor in creating a sustainable self financing partnership is shipping costs. We currently consider five partnerships as 'sustainable,' i. e., recipient organizations capable of paying for successive shipments over three or more consecutive years. Experience has proven that when the shipping cost are below \$10 per bike, with good management, the shipment costs are low enough to sustain a self financing partnership. Hence, without charitable donations, grants or other funding Pedals For Progress is limited to working primarily in Central America, with Eastern Europe, Africa and the Pacific require subsidies to be able to pay the much higher shipping costs. In 2006 there was a reduction in sustainable partnerships from seven to five. Still, we are hopeful that other partner organizations, such as Moldova which did not receive bikes during the current year, will pay all or most expenses for new shipments during the coming year.

The six sustainable partnerships are:

**Centro Salvadoreño de Tecnología Apropiable (CESTA), San Salvador, El Salvador,** an environmentally sound transportation, bike mechanic training/small enterprise, youth recreation, and municipal solid waste management; this organization receive 35% of our 2006 production. 3,142 bicycles and 62 sewing machines and 20,023 bicycles since 1995, and 256 sewing machines since 2000

**EcoBici, Rivas & Nandaime, Nicaragua,** EcoBici markets bicycles to low-income users in the many small towns of the southern Pacific coast region, using surplus funds to fund small-scale rural community development projects; 2,154 bicycles and 17 sewing machines in 2006 and 11,979 bicycles and 112 sewing machines since 1992. this program has asked to not receive any more sewing machines because of the exorbitant high tax being imposed on the importation.

**Ecología y Tecnología (EcoTec), Jinotepe, Carazo, Nicaragua,** is a small business promoting environmentally-sound transportation in urban and rural areas of the coffee-growing highlands; 1,588 bicycles and 17 sewing machines in



Ugandan man transporting weekly provisions.

2006 and since the first shipment in 1998, 11,374 bikes and 137 sewing machines.

**Fundación Integral de Desarrollo Sostenible y Medio Ambiente (FIDESMA), San Andrés Itzapa, Chimaltenango, Guatemala,** is distributing bicycles locally and regionally for individual economic enhancement and using the income generated from its operations to support agricultural extension and other community services in this highland indigenous community. This effective but small program, has taken one container per year since 1999, received 577 bicycles this year with 20 sewing machines for a grand total of 4,139 bicycles and 90 sewing machines since 1999.

**Rural 21, Stefan Voda, Moldova,** community enterprise supporting small business, farming, and access to school 1



and health services in this impoverished region of Eastern Europe's poorest country. While this program did not receive a container in 2006, it is considered active and we do have plans for a shipment in April of 2007. 1,336 bicycles have been shipped since 2002.



Sewing workshop in the House of the Woman in Nandiamé, Nicaragua

**Biikira Health Center, Koytera, South Buganda, Uganda,** BHC provides primary health care services and health education through an extensive network of volunteer health workers, 930 bikes and 56 sewing machines this year for a grand total since 2004 of 2,313 bicycles and 61 sewing machines.

**WEBikes, North Accra & Takoradi Area, Ghana** is a new project just receiving its 1st container of 540 bicycles and 31 sewing machines on December 10th 2006.

**The Homes of Hope Project in San Marcos Ecuador** took one shipment of 50 bicycles. Ecuador has always been a country with a set of the most restrictive import laws. We wish we had finally found a way to establish a partnership in the country. It is doubtful that they will be able to change law prohibiting the importation of used goods.

The 'profits' generated by our partners finance a breadth of community development activities. In the case of EcoBici and EcoTec, surplus funds finance small-scale rural community development projects selected and implemented by representative community organizations. These include construction of health clinics, community potable water systems, and schools, and the planting of community wood lots.

Additionally in 2006 P4P continued sourcing bicycles from the Ellsworth Correctional Facility (ECF), Ellsworth Kansas. ECF inmates have reconditioned a growing number of bikes over the last few years, which were distributed solely

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within Kansas. P4P has partnered with Ellsworth inmates, with the assistance of the local Post Rock Jaycee chapter, to recondition and ship bikes directly to P4P partners overseas. Such an arrangement benefits both the prison which obtains an outlet for surplus production of this inmate skills training and rehabilitation activity and P4P, which obtains a further source of usable bikes. During 2006, Ellsworth shipped one containers holding 440 bicycles, to the CESTA in El Salvador.

This year, as every year since 1995, we received an enormous amount of spare parts and accessories from our larger sponsor Bell Sports. It is the generosity of Bell Sport which gives us the needed materials to ship with the bikes so that our partner overseas can repair all the bikes and have other necessary items such as pumps, locks or generators and lights. We have in our warehouse enough new tires and inner tubes to supply all of our shipments in 2007.

P4P again made use of its relationship with FedEx, which permitted P4P to receive bicycles collected in Burlington VT. The Green Mountain Returned Peace Corps volunteers of Vermont collected and processed over 400 bikes during 2006. FedEx is limiting its charitable freight in 2007 and it is unlikely we will be able to rely on them for getting our bikes



Awards given to our dedicated volunteers at the 15th Anniversary Celebration

from Vermont in the future.

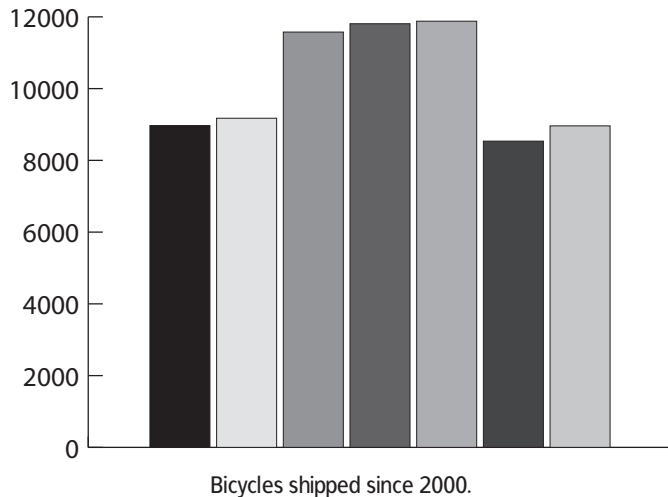
P4P hosted two fund-raising events during 2006. In March we had our 15th Anniversary Celebration at Raritan Valley Community College. Through a silent auction we raised close to \$2,000 to help with springtime shipping costs for our shipment to Uganda. In November we had a Jump for Jazz benefit concert in Manhattan. We hope to host more social fund-raising events in 2007.

Pedals for Progress depends on the efforts of volunteers, several hundred of them, to publicize and staff collections,

compact the bicycles coming in, bring the bikes back to the trailers, and eventually load them into containers bound for our partner agencies overseas. Pedals for Progress would like to thank in particular Alex Goggin-Callahan, Andre and Greg Sucharew, Bob and Tim Walsh and Adam Fisher who were instrumental in the warehousing and loading of the New Jersey containers shipped overseas.

Once again we also need to thank our most productive volunteer, Ernie Simpson of Gettysburg Pennsylvania. In his late 80s he continues to produce many hundreds of repaired and processed bicycles every year. And if that were not enough, Ernie also collected and repaired over half of the sewing machines shipped during 2006. In addition, Tim Weitzel and the Optimist Club of Dubuque Iowa collected 179 bikes for P4P in 2006.

**Finances:** P4P strengthened its financial situation in 2006 by shrinking for footprint into our core collection area. We continue to need to strengthen our grant writing and a host more public events as fund-raisers. Significantly donations accompanying bike donations generated \$10.94 per bike collected. A strong current of individual donations helped us to be positive for 2006. A very significant rise in corporate donations over the previous year also helped our overall finances. P4P continued to generate strong local publicity.



Notwithstanding advances in production and operational efficiency, Pedals for Progress faced substantial challenges in 2006. Our organization is in many ways a trucking company, being the lightning rod between the donors and the recipients. Doubling of the cost of diesel fuel greatly effected our overall operational costs from the bicycle collection to its final delivery overseas, it all runs on diesel fuel. Although the price of diesel fuel is now falling it was at its height through seven eighths of our collection year.

Above all, financial constraints of not completing our capital campaign yet have held the organization back. The capital campaign to build a New Jersey shipping facility showed greatly improved growth (19% gain) yet this still far from complete.



Women participating in the year long sewing course at FIDESMA.

Our current shipping facility is a group of inadequate, unheated storage trailers situated on rented property. The purchase of our own warehouse facility will decrease our domestic costs by elimination the cost of paying rent while increasing our revenues by having a drop-off point where people can bring their bicycles year round. For a small organization the capital campaign is a huge undertaking but this is the critical factor to our long term existence.

P4P is working to develop a strategy to successfully develop partnerships in other regions, and thereby diversify its relationships and reduce the risk that events in one country or region might negatively affect its operation. Since it is not possible to lower the transportation costs it is imperative that sponsorships are developed to supplement African and high-cost partnerships. Partner programs in Central America which have a landed cost per bike of under \$10 are successful financially and require no further subsidy to continue shipments. African partners cannot succeed financially without continued financial support because to the high international shipping costs over \$18 per bike and sometimes as high as \$30 (Uganda).

An agreement was signed with Ewarton Community Action Committee in Jamaica and we have hopes of shipping the first shipment in early 2007. We also have potential new partnerships during the upcoming year in Potosí, Bolivia, Marcala, Honduras and Irbil, Iraq.

*Goals for 2007:* During the coming year, Pedals for Progress will consolidate operations in the greater New York City/Philadelphia suburbs, centered on its main storage and shipping facility in Glen Gardner NJ.

The administration has purposely shrunk our footprint in order to become more cost-effective. It is much more cost-effective to have a well managed well-run collection, in 2006 we averaged 93 bikes per collection. In 2007 we will continue to work to increase our economies of scale while continuing to provide our overseas partners with the number of bicycles they need. It is expected during 2007 that P4P will ship approximately 11,000 bicycles and 250 sewing machines.

In February 2007 we will be opening the Institute of Applied & Appropriate Technology in Kampala, Uganda. It will provide technical instruction in sewing, metal work and bicycle repair. The purpose of this Institute shall be the advancement of job creation and skilled worker education, attempting to enhance the income generating capacity of the graduates through the teaching of specific technical work-related skills and to provide on going consultation in small business development to the skilled craftsmen trained.

During 2007 Pedals For Progress will continue to have sufficient supplies of containers of bicycles, parts and accessories to supply all of our core lucrative self sustaining partnerships and with enough margin to open some new programs. The consolidation of Pedals For Progress allows P4P to manage our domestic operation more effectively. As an organization we need to complete the first capital campaign and have a

permanent storage facility before we attempt domestic collection expansion into other areas.

For Further Information Detailed, regularly updated info about Pedals for Progress collections and sponsors in the United States, and partner projects overseas, is available at [www.p4p.org](http://www.p4p.org).

Request our newsletter InGear, or information on how to; (1) collect bikes or, (2) request a donation of a container of bicycles, parts and accessories, by contacting:

**Pedals for Progress**  
**Box 312, High Bridge NJ 08829-0312**  
**tel. 908.638.4811 fax 908.638.4860**  
**e-mail: [pdls4@comcast.net](mailto:pdls4@comcast.net)**



Jorge Luis from San Andres de Iztapa, Guatemala supports his family by selling ice cream from his P4P bicycle.

## P4P CURRENT PROGRAMS

Centro Salvadoreño de Tecnología Apropiable (CESTA), San Salvador, EL SALVADOR	20,023 (1995-2006)
EcoBici, Rivas, NICARAGUA	11,979 (1992-2006)
Ecotecnología (Ecotec), Jinotepe, NICARAGUA	11,374 (1997-2006)
Fundacion Integral de Desarrollo Sostenible y Medio Ambiente (FIDESMA), Chimaltenango, GUATEMALA	4,139 (1999-2006)
Biirkira Heath Center, Koytera, UGANDA	2,313 (2004-2006)
Rural 21, Stefan Voda, MOLDOVA	1,336 (2002-2005)
WEBikes, GHANA	480 (2006)
Homes of Hope Project, San Pablo, ECUADOR	50 (2006)
<b>15 years, 30 countries: Grand Total: 103,692</b>	



# Pedals for Progress - Financial Report

Audit Copy is available upon request

## Profit & Loss as of December 31, 2006

	Jan - Dec 06
Ordinary Income/Expenses	
<b>Income</b>	
Antique Bikes	1,185.00
Contributions - Cash w/Bike	99,462.10
Contributions - Civic Groups	5,024.74
Contributions - Corp./Foundation	49,237.00
Contributions - Individuals	52,742.06
Contributions - Religious Org.	5,093.50
Contributions - Sewing Machines	1650.00
Donated Services	19,440.00
Events Income	3,373.00
In Kind Contributions Received	496,625.61
Investment Income	291.26
Merchandise Sale	1006.92
Miscellaneous Income	0.00
Revolving Funds	97,409.96
<b>Total Income</b>	<b>832,541.15</b>
<b>Expenses</b>	
Advertising	1,207.50
Bank Service Charges	1,211.00
Collection Expense	22,688.88
Computer Equipment	0.00
Credit Card Fees	528.29
Depreciation Expense	2,366.00
Events Expense	1,428.17
In Kind Contributions Shipped	525,450.61
Insurance	
Business Owners	523.00
Commercial Vehicle	1,674.00
D & O Liability	1,339.03
Life Insurance	620.00
Worker's Comp	1,654.00
<b>Total Insurance</b>	<b>5,810.03</b>
Licenses and Permits	
State Fees	225.00
Licenses and Permits - Other	129.00
<b>Total Licenses and Permits</b>	<b>417.00</b>
Merchandise Cost	647.60
Miscellaneous	0.00
Office Supplies	3,147.89
Payroll Expenses	
Labor Assessment	0.00
Office Salaries	29,605.60
Officer's Salaries	90,048.66
Outside Services	604.00
Payroll Taxes	9,672.99
Retirement Expense	7,792.85
<b>Total Payroll Expenses</b>	<b>137,724.10</b>
Postage & Delivery	5,369.28
Printing & Reproduction	9,896.59

## Profit & Loss (continued)

	Jan - Dec 06
Professional Fees	
Accounting	5,450.00
<b>Total Professional Fees</b>	<b>5,450.00</b>
Rent	21,000.00
Services Donated	19,440.00
Shipping & Packing	85,502.45
Telephone	
Internet Service	1,383.69
Telephone - Other	3,192.17
<b>Total Telephone</b>	<b>4,575.86</b>
Travel	
Entertainment	352.58
Travel - Other	1,605.17
<b>Total Travel</b>	<b>1,957.75</b>
Utilities	630.82
<b>Total Expenses</b>	<b>856,449.82</b>
<b>Net Ordinary Income</b>	<b>-23,908.67</b>
Other Income/Expenses	
Other Income	
Interest Income	2,327.04
Other Income	528.91
<b>Total Other Income</b>	<b>2,855.95</b>
<b>Net Other Income</b>	<b>2,855.95</b>
<b>Net Income</b>	<b>-21,052.72</b>

## Balance Sheet as of December 31, 2006

Assets	Dec 2006
Current Assets	
Checking/Savings	
P4P Capital Campaign Acct. #1	21,087.84
P4P Capital Campaign Acct. #2	61,300.26
Unity Bank - 08 Acct.	5,463.86
Unity Bank - 24 Acct.	18,766.32
<b>Total Checking/Savings</b>	<b>106,618.28</b>
<b>Total Current Assets</b>	<b>106,618.28</b>
Fixed Assets	
Accum. Dep - Equipment	-39,172.49
Equipment	46,856.59
<b>Total Fixed Assets</b>	<b>7,684.10</b>
Other Assets	
Inventory	23,823.00
<b>Total Other Assets</b>	<b>23,823.00</b>
<b>Total Assets</b>	<b>162,613.35</b>
Liabilities & Equity	
Equity	
Retained Earnings	159,178.10
Net Income	-21,052.72
<b>Total Equity</b>	<b>138,125.38</b>
<b>Total Liabilities &amp; Equity</b>	<b>138,125.38</b>

## 2006 Contributors & Sponsors

### \$10,000 +

Redlich Horwitz Foundation, The International Foundation, William Sloan Jelin Foundation

### \$1,000 +

Biovid Corp, Scott Callahan & Patricia Goggin, The Colts Neck Reformed Church, Jane Divinski & John Alexander, George T. Duncan Fund, Eileen Fisher, Inc., Fidelity Charitable Gift Fund, Figure Foundation, First Presbyterian Church New Vernon, Gannett Foundation, Inc., D E "Doc" and Sherry Hammett, Donna & Jack Haughn, the John & Susan Dewan Foundation, Robert Keller & Cynthia Norman, Morris County Municipal Utilities Authority, Joanna Nelson, The Park Ridge Rotary Club, Post Rock Jaycees, Raritan Valley Community College, Lynn Ann Ruezinsky, David Schweidenback & Geraldine Taiani, Martha & Ronald Subber, Vanguard Endowment (Landesman Family Fund), Vineland Rotary Charities Foundation-NJ, K. Wesley Freedom United Methodist Church, Leslie Young, Jr.,

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## Collection Sponsors

Action Wheels  
Asbury United Methodist Church  
Baird Community Center & RE/MAX Village Square  
Bikesport  
Blair Academy Community Service  
Blooming Glen Mennonite Church  
Boy Scout Troup 43  
Boy Scouts of America  
Branchburg Rotary Club  
Brookdale Baptist Church  
Catholic Community of St. Charles Borromeo Church  
Church of the Holy Spirit Youth Group  
CIT's of Camp Winewald  
Council Rock High School South  
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Ellen Shakespeare  
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Flemington Presbyterian church  
Girl Scout Association Farmingdale  
Girl Scout Caddette Troupe 980  
Good Samaritan Ministry Our Lady of the Mount  
Halters Cycles  
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Interact Club of Morristown High School  
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Jerome Bernstein  
Lawrence Hopewell Trail  
Long Hills Township Girl Scout Troup 1642  
Long Island Returned Peace Corps Volunteers  
Max Caprarola  
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Morris County MUA  
Mountainside Rotary Club  
Newtown Rotarty Club  
Nitschmann Middle School  
Ocean City/Upper Township Noon Rotary Club

Parsippany Rotary Club  
Pascack Hills High School Environmental Club  
Project Aware Madison High School Environmental Club  
Queenship of Mary Church  
Reflect Youth ministry Central Presbyterian Church  
Chambersburg  
Ridgewood Rotary Club  
Rockville Center Community  
Rotary Club of Audubon, Haddon Twp, Oaklyn & Interact  
Club of Haddon Twp HS  
Rotary Club of Stoudsburg  
Somerset Hills Kiwanis  
Somerville First United Methodist Church  
South Amboy/Sayreville Rotary Club  
St. Bernard's Church and Middle School Youth Group/  
Christian Service Commission  
St. John United Church of Christ  
St. Joseph's Church Bogota & St. Anastasia's Church  
Teaneck  
St. Philomena's Church  
String of Pearls Congregation  
Sussex County YMCA  
Temple Beth El Hillsborough Brotherhood  
Temple B'nai Abraham  
Temple Emanu-El  
Tohickon Middle School  
UMASS - Dartmouth  
Union Catholic High School  
United Methodist Church of Port Washington  
Viking Volunteers  
Vineland Breakfast & Lunch Rotary Clubs  
Wamp Family & Florham Park Community Police Unit  
West Windsor Bicycle & Pedestrain Alliance  
Westchester Cycle Club  
Westfield Rotary Club  
ZAGNY

**15**  
YEARS



Dave accepting the 100,00th bicycle.

15 2006 Celebrating  
& Over 100,000  
YEARS bicycles shipped!



pedals for progress™  
Putting used bikes to good use.

PO Box 312  
High Bridge, NJ 08829-0312  
PH. 908-638-4811  
FAX: 908-638-4860  
EMAIL: [office@p4p.prg](mailto:office@p4p.prg)  
URL: [www.p4p.org](http://www.p4p.org)