

Pedals for Progress

2007 Annual Report



Pedals for Progress

Pedals for Progress recycles unwanted American bicycles and sewing machines, and ships them to economic development projects in the developing world. Pedals for Progress (P4P) is a nonprofit 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. A seven-member unpaid board of trustees oversees a paid staff of nine and a network of many hundreds of volunteers.

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Moldovan partner Andrei Rusanovschi and P4P collection coordinator Gary Michel hard at work.

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.

2007 HIGHLIGHTS

Pedals for Progress shipped 17 overseas containers with a total of 7,622 bicycles, 160 sewing machines, and approximately \$40,000 in bicycle parts and accessories, to eight nonprofit agency partners in seven developing countries. This brings cumulative donations since 1991 to 111,314 bicycles, 953 sewing machines, and over \$11 million in parts and accessories.

We reached these numbers while concentrating our collection operations within the New York City and Philadelphia suburbs, which increased our efficiency. Overall, our bike collections and container loading sessions were sponsored by approximately 79 community partners in nine states. Outside of our regional footprint, we also added collections in Cedar Rapids, and Dubuque, Iowa.

OVERSEAS PARTNERS

During the year, Pedals for Progress focused on a small number of reliable partners able to pay full shipping costs. Of all shipments in 2007:

- 59% of the bicycles were shipped to Central American partners, versus 84% the previous year
- 27.7% to Africa, versus 16% the previous year
- 5.5% to Eastern Europe (Moldova)
- 7.8% to the Caribbean (Jamaica)

The most critical factor in creating a sustainable, self-financing partnership is shipping costs. We currently consider six 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 costs are below \$10 per bike, with good management, this is low enough to sustain a self-financing partnership. Without charitable donations, grants or other funding, Pedals for Progress is limited to working primarily in Central America, the Caribbean, and Eastern Europe, while Africa and the Pacific require subsidies to pay their much higher shipping costs.

Still, we are hopeful that other partner organizations, including several that did not receive bikes in 2007, will pay all or most expenses for new shipments in 2008, or subsidies will be found to initiate new programs. Shipping to the more inaccessible regions of the world increases costs significantly.

However, it is within these regions where one finds the greatest need for affordable transportation.

Six Sustainable Partners

1. EcoBici in Rivas, and Nandaime, Nicaragua markets bicycles to low-income users in the many small towns of the southern Pacific coast region of Nicaragua. Surplus funds are invested in small-scale, rural, community development projects. Since 1992, Pedals for Progress has shipped a total of 13,087 bikes and 112 sewing machines bikes to EcoBici.



A favorite in the EcoBici shop in Rivas, Nicaragua.

2. Centro Salvadoreño de Tecnología Apropiada (CESTA) in San Salvador, El Salvador promotes environmentally sound transportation, provides youth recreation, offers bike mechanic training, small enterprise assistance, and municipal solid waste management. In total, since 1995, CESTA has received 21,125 bikes and 271 sewing machines.

3. Ecología y Tecnología (EcoTec) in Jinotepe, Carazo, Nicaragua is a small business promoting environmentally sound transportation in urban and rural areas of the coffee-growing highlands. In total, since 1998, EcoTec has received 12,440 bikes and 137 sewing machines.

4. Fundación Integral de Desarrollo Sostenible y Medio Oriente (FIDESMA) in San Andrés Itzapa, Chimaltenango, Guatemala is distributing bicycles locally and regionally for individual economic enhancement. FIDESMA uses the income generated from operations to support agricultural extension and other community services in this highland indigenous community. In total, since 1999, FIDESMA has received 4,674 bikes and 72 sewing machines.

5. Rural 21 in Stefan Voda, Moldova is a community enterprise supporting small businesses, farming, and access

to school and health services in this impoverished region of Eastern Europe's poorest country. In total, since 2002, Rural 21 has received 1,815 bikes and 25 sewing machines.

6. WeBikes in Accra, Ghana distributes bicycles locally and regionally for individual economic enhancement. In total, since 2006, WeBikes has received 2,098 bikes and 70 sewing machines.

Two New Partners

1. Entrepreneurship Institute of Applied and Appropriate Technology (EIAAT) in Uganda promotes job creation by training skilled workers, specifically teaching technical work-related skills, and by providing ongoing consultation to small businesses created by graduates. In total, since 2006, EIAAT has received 995 bikes and 101 sewing machines.

2. Ewarton Community Action Committee in St. Catherine, Jamaica is a community organization initiating and implementing plans and programs for the ongoing and sustained development of Ewarton. Donations from Jamaica Returned Peace Corps volunteers and Pedals for Progress funded their first container of 600 bikes and six sewing machines, which arrived during the fall of 2007.

Recipients of Shipments During 2007

1. EcoBici, Nicaragua (1,709 bicycles)
2. WeBikes, Ghana (1,617 bicycles, 39 sewing machines)
3. CESTA El Salvador (1,102 bicycles, 15 sewing machines)
4. EcoTec, Nicaragua (1,084 bicycles)
5. Entrepreneurship Institute of Applied and Appropriate Technology, Uganda (927 bicycles, 11 sewing machines)
6. Ewarton Community Action Committee, Jamaica (600 bicycles, six sewing machines)
7. FIDESMA, Guatemala (535 bicycles, 11 sewing machines)
8. Rural 21, Moldova (479 bicycles, 15 sewing machines).
9. We also had two shipments for a total of 63 sewing machines to El Salvador and Guatemala delivered courtesy of Airline Ambassadors. [Note: Airline Ambassadors International (AAI) is a 501(c)(3) nonprofit organization affiliated with the United Nations and recognized by the U.S. Congress. AAI began as a network of airline employees using their pass privileges to help others in their home communities and abroad. Normally, we could only get our sewing machines to locations where we have bicycle programs. With this new collaboration, there is the likelihood we will be able to have sewing machine programs independent of our much larger bicycle programs. The first sewing machine shipment of 2008



A P4P bike on the main street in Stefan Voda, Moldova

is already planned, with Airline Ambassadors delivering 16 sewing machines to the Philippines. Again this year we were prohibited from shipping any sewing machines into Nicaragua because of the high import tax placed on them.]

While our primary goal is to supply environmentally sound transportation to communities and stimulate the greater movement of goods and services, our partners often generate extra funds from the bikes we ship them. These windfall funds, in turn, can finance a breadth of community development activities. In the case of EcoBici and EcoTec in Nicaragua, surplus funds helped to finance the construction of health clinics, community potable water systems, schools, and the planting of community wood lots. In the case of the EIAAT in Uganda, surplus funds support a school where a variety of income generating skills, including bicycle mechanics and sewing are taught.



A P4P bike collection in full swing in Iowa.

CORPORATE HELP

Corporate sponsorships are very important to our mission and our success. Bell Sports once again supplied Pedals for Progress with a vast variety of new parts including thousands of new tires and tubes. These help our partners refurbish many of the bicycles they receive.

We also benefited from our ongoing relationship with FedEx, which shipped to our main storage facility 285 bicycles collected by the Green Mountain Returned Peace Corps Volunteers of Vermont.

On June 23rd, Goldman Sachs sent a crew of employees donating their time through their Community TeamWorks Program, and loaded the container of bicycles that was shipped to Jamaica.

And we received a generous grant from Clif Bar & Company through the Clif Bar Family Foundation.

We are very thankful for the support of these companies and the recognition they give us.

KEY VOLUNTEERS

Pedals for Progress depends on the efforts of volunteers, several hundred of them, to publicize and work collections, prep bikes for shipping, help us warehouse bikes, and eventually load them into containers bound for our partner agencies overseas. Pedals for Progress thanks, in particular, Andrew Sucharew, Anthony Arno, and Bill Gross who were instrumental in collecting, warehousing and loading the New Jersey containers shipped overseas.

Once again we also need to thank our most productive volunteer, Ernie Simpson and his friends in Gettysburg, Pennsylvania. In their late 80's, they continue to repair and process hundreds of bikes every year. On top of which, Ernie also collected and repaired over half of the sewing machines we shipped in 2007.

We thank Jackie Johnson and Holcomb Farms, Connecticut, who sponsored the largest bicycle collection of the year netting 360 bicycles, and Tim Weitzel of Dubuque, Iowa, who collected and delivered 285 bicycles to New Jersey.



Ugandan partner Charles Mulumata and Ernie Simpson in Gettysburg, PA.

FINANCES

We modestly improved our income for 2007, raising a total \$327,108.42 in donations. But sharp spikes in expenses, due primarily to the high price of oil and diesel fuel, caused us to post a loss of -\$26,393.39 for fiscal 2007. The Capital Campaign also received a \$23,397.50 restricted donation, which further exacerbated the year-end loss, as it can't be counted toward income. Large corporate donations continue to decline, but on the positive side, cash donations accompanying bike donations generated \$11.80 per bike collected, an all-time high. Strong individual donations totaled \$65,796.81, another all-time high. And merchandise sales for the year were \$2,894.35, also our best ever.

We held our first gala in October of 2007, a fundraising event to make up some much needed income. While it was a wonderful evening introducing us to a new group of potential donors, attendance was less than anticipated, and therefore not the financial success we had hoped. But having done it once, we believe with some adjustments we can be successful with this in the future. We can also count on holding smaller events, which we've done successfully in the past, and should do again on a regular basis. But due to the gala, the Event line-item on the income and expense side of the Profit Loss statement posted a loss of -\$18,030.92.

PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2007. Our organization is in many ways a trucking company that links bike donors to overseas recipients. Transportation costs account for over 25 percent of our total expenses, and every mile from collection point to final destination depends on diesel fuel. So, the rising cost of oil greatly affected our overall operational costs.

In October, we could no longer afford the salary of a second full-time administrator, so we were forced to cut back the role of Vice President Reykha Bonilla from full-time staff to part-time Web Management. Reykha was being trained to become the successor to the presidency. So it's a great loss to the organization that we were unable to afford her meager salary. People who work in the nonprofit sector usually earn much less than their counterparts in the for-profit sector, yet they willingly work for less because they believe in the work. Reykha cares deeply about our work, but she needs and deserves a steadier paycheck. We hope to get her back.

Pedals for Progress saw a reduction of income in 2007, in great part, I believe, because there has been so much bad news from the war, a pessimistic media, corporate staff reductions, the sub-prime mortgage crisis, and a presidential campaign that started almost a year ahead of normal. This affected all charities during the year including ours. Several groups that had run bicycle collections decided to take a year off. It is hoped that by the spring of 2008, at least the political situation will be less uncertain and the American consumer will be more optimistic.

Above all, financial constraints of not yet completing our Capital Campaign have held the organization back. The Capital Campaign to build a New Jersey shipping facility grows, but slowly. Only \$23,397.50 was donated to this effort in 2007. Our current shipping facility is a group of unheated storage trailers situated on rented property. Having our own warehouse facility will decrease our domestic costs by eliminating rent, while increasing our revenues by having a year-round bicycle drop-off. For a small organization, the Capital Campaign is a huge undertaking, but this is critical to our long-term existence.

Pedals for Progress is developing new partnerships in other regions to diversify relationships and reduce the risk of events in one country or region negatively affecting our

operations. Since it isn't possible to reduce transportation costs, we are seeking sponsorships to supplement our African and other high-cost partnerships. Partner programs in Central America and the Caribbean, which have a landed cost of under \$10 per bike, are successful financially and require no further subsidies to continue shipments. African and inland partners cannot succeed without continued financial support. International shipping costs in these regions run from \$15 per bike to as high as \$30 (Uganda).



Recipient of P4P sewing machine courtesy of Airline Ambassadors.

GOALS FOR 2008

It is expected during 2008 that Pedals for Progress will ship approximately 9,000 bicycles and 200 sewing machines. Collection sites where we send our personnel will be limited to the greater suburbs of New York and Philadelphia. Bicycles collected outside this region need to be delivered to our New Jersey warehouse by the collection sponsors.

During 2008, Pedals For Progress will continue to have sufficient inventory of bicycles, parts, and accessories to supply all of our core self-sustaining partnerships, and enough to open one or two new programs. We expect to increase our shipments to Moldova in 2008 from the current one container every two years to several containers annually. We have distinct possibilities of opening new programs in the Republic of Georgia, Sierra Leone, and Honduras, if initial funding can be found.

We intend to repay the loan of \$30,000 borrowed in 2007 from the Capital Campaign. In order to expand our organization, and control more of our expenses, we need to complete the Capital Campaign and have a permanent facility. Our challenges are financial, not supply-side driven. With more funding we can collect significantly more bikes just within our current footprint, and initiate more programs internationally. With a permanent facility, we can reduce our overhead considerably, while at the same time have additional means to raise funds, collect donations, and streamline our already very efficient operating model.

We are actively seeking more members for the Board of Trustees. We simply need more help with the fundraising duties necessary to both our short-term and long-term success. And having more trustees is vital to our success.

Further information about Pedals for Progress is available at www.p4p.org. To receive our newsletter [InGear](#), or information on how to collect bikes, or to request a donation of a container of bicycles, contact pdls4@comcast.net, or bev@p4p.org.

Pedals for Progress, Box 312
High Bridge, NJ 08829-0312
tel 908.638.4811 / fax 908.638.4860



In January 2008, P4P Founder and President Dave Schweidenback (center) and Collection Coordinator Gary Michel (right) went to Accra, Ghana to visit WeBike, one of P4P's newest partners.

Pedals for Progress - Financial Report

(Audit Copy is available upon request.)

Profit & Loss as of December 31, 2007

Ordinary Income/Expenses

(continued)

Income	
Antique Bikes	625.00
Contributions - Cash w/Bike	89,864.86
Contributions - Civic Groups	2,768.50
Contributions - Corp./Foundation	30,018.50
Contributions - Individuals	65,796.81
Contributions - Religious Org.	10,153.27
Contributions - Sewing Machines	1,735.00
Donated Services	58,297.50
Events Income	40,896.49
In Kind Contributions Received	398,506.26
Investment Income	00.00
Merchandise Sale	7,689.99
Miscellaneous Income	0.00
Revolving Funds	77,560.00
Total Income	783,912.18
Expenses	
Advertising	1,207.50
Bank Service Charges	573.66
Collection Expense	25,997.42
Computer Equipment	39.94
Credit Card Fees	560.60
Depreciation Expense	2,685.00
Events Expense	58,927.41
In Kind Contributions Shipped	391,347.26
Insurance	
Business Owners	3,000.00
Commercial Vehicle	508.00
D & O Liability	1,538.00
Life Insurance	620.00
Worker's Comp	2,087.00
Total Insurance	9,129.86
Licenses and Permits	
State Fees	215.00
Licenses and Permits - Other	779.90
Total Licenses and Permits	994.90
Merchandise Cost	4,795.64
Miscellaneous	2,260.15
Office Supplies	2,189.27
Payroll Expenses	
Labor Assessment	38.92
Office Salaries	40,266.50
Officer's Salaries	91,666.66
Outside Services	544.50
Payroll Taxes	10,032.63
Retirement Expenses	9,897.50
Total Payroll Expenses	152,446.71
Postage & Delivery	4,672.54
Printing & Reproduction	8,122.61
Professional Fees	
Accounting	5,840.00
Total Professional Fees	5,840.00
Rent	21,000.00
Services Donated	40,920.00
Shipping & Packing	71,561.82

Telephone	
Internet Service	1,849.15
Telephone - Other	3,639.34
Total Telephone	5,488.49
Travel	
Entertainment	234.92
Travel - Other	4,758.79
Total Travel	4,993.71
Utilities	319.23
Total Expenses	815,626.00
Net Ordinary Income	-31,713.82
Other Income/Expenses	
Other Income	
Interest Income	3,529.48
Other Income	1,790.95
Total Other Income	5,320.43
Net Other Income	5,320.43
Net Income	-26,393.39

Balance Sheet as of December 31, 2007

Assets Dec 2007	
Current Assets	
Checking/Savings	
P4P Capital Campaign Acct. #2 UBS	60,743.21
UBS Bank Checking Acct.	558.56
Wachovia - Checking 8047	1,288.33
Wachovia P4P Capital 8050	9,937.23
Wachovia - Savings 8063	18,257.23
Total Checking/Savings	90,784.56
Total Current Assets	90,784.56
Fixed Assets	
Accum. Dep - Equipment	-41,857.49
Equipment	48,897.54
Total Fixed Assets	7,040.05
Other Assets	
Inventory	13,907.00
Total Other Assets	13,907.00
Total Assets	111,731.61
Liabilities & Equity	
Equity	
Retained Earnings	138,125.00
Net Income	-26,393.39
Total Equity	111,731.61
Total Liabilities & Equity	111,731.61

2007 Contributors & Sponsors

\$10,000 +

The Landesman Family Fund, David Schweidenback & Geraldine Taiani

\$5,000 +

Andrew & Tricia Aprill, Margaret & Roger Greenway, Redlich Horwitz Foundation, International Monetary Fund

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 Bristol Community College Roteract Club
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 Rotary Club of Audubon, Haddon Twp,
 Oaklyn & Interact Club of Haddon Twp HS
 Rotary Club of Stoudsburg
 Somerset Hills Kiwanis

South Amboy/Sayreville Rotary Club
 St. Bernard’s Church and Middle School
 Youth Group/Christian Service Commission
 St. Bridgets Church
 St. John United Church of Christ
 St. Joseph’s Church Bogota &
 St. Anastasia’s Church Teaneck
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 Temple Beth El Hillsborough Brotherhood
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 Temple Emanu-El
 Tenafly Rotary Club
 Tohickon Middle School
 Township of West Orange & West Orang
 Public Library
 UMASS-Dartmouth
 Unitarian Universalist Church Titusville
 Viking Volunteers
 Village School Ecology Club, Great Neck
 Vineland Breakfast & Lunch Rotary Clubs
 Vorhees High School
 Warren Hills SAVE & Chess Clubs
 West Windsor Bicycle & Pedestrain Alliance
 Westchester Cycle Club
 Westfield Rotary Club
 West Orange Rotary Club
 Woman’s Club of Middletown
 Xavier High School
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