

pedals for progress

Putting used bikes to good use



2013 Annual Report

January 1, 2013 - September 30, 2013

Pedals for Progress | 86 East Main Street | High Bridge, NJ 08829

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.

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Further information about Pedals for Progress is available at www.p4p.org. This includes pdf copies of our audited financial statements, the required IRS Form 990 reporting, and information about our 501(c)(3) nonprofit tax exempt status.

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
PO Box 312
High Bridge, NJ 08829-0312
Phone: 908.638.4811

Mission Statement

“To supply economic development aid by recycling bicycles and sewing machines in the U.S. and shipping them to the people of the developing world.”



Pedals for Progress, a New Jersey nonprofit corporation, 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 (EIN: 223-122003). A six-member unpaid board of trustees oversees a paid staff of 12 and a network of hundreds of volunteers.

In 2013, P4P changed its fiscal year ending September 30 rather than December 31 to better match the operational cash flow. Therefore 2013 was a nine month stub year only running from January 1, 2013 through September 30, 2013. In a full year, P4P has seven positive operational months and five months of very limited activity. Unfortunately in this nine month stub year we had only four operational months (April, May, June, and September) and five non-operational months (January, February, March, July, and August). Changing our fiscal year to end in September, going forward we will have three good cash flow months in the fall before the dismal three cash flow months of winter.

2013 HIGHLIGHTS

Pedals for Progress shipped 4 overseas containers for a total of 2,018 bicycles, 185 sewing machines, and approximately \$2,000 in bicycle parts and accessories, to 3 nonprofit agency partners in 3 developing countries. P4P also made some separate shipments (included in numbers above) of only sewing machines. This brings cumulative donations shipped since 1991 to 138,803 bicycles, 2,586 sewing machines, and over \$12 million in parts and accessories.

We concentrated our collection operations within the New York City and Philadelphia suburbs, which increased our efficiency. Overall, our bike collections were sponsored by approximately 31 community partners in six states.

In late December 2008 P4P received the donation of a 72 acre track of land in Roxbury Township, NJ valued at \$240,000. This gift was in memory of Hans F. and Charlotte M. Stoffel by their children. There is a contract for sale of this property for \$300,000. We had the closing of the sale in October 2013, so the sale of the land will be reflected our 2014 financial statements rather than this year's statements.

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 2013:

- 57 % of the bicycles were shipped to Central American partners, versus 60% the previous year
- 43 % to Africa, versus 12.2% the previous year
- None to Eastern Europe (Albania), versus 12.7% as the previous year

•None% versus 15.1% to Asia (Vietnam) the previous year.



The first shipment of fiscal 2014 planned for October 2013 will to go to Albania. Unfortunately we were not able to secure new bicycle import permits from the Prime Minister of Vietnam in 2013. We hope to ship pallets of sewing machines to Vietnam in the future.

The most critical factor in creating a sustainable, self-financing partnership is shipping costs. We currently consider 5 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 at or below \$15 per bike, with good management, this cost 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

Asia, Central America and the Caribbean, while Africa, Eastern Europe, and the Pacific require subsidies to pay their much higher shipping costs. We are forced at increased cost to use smaller 40 foot containers when shipping to Africa and Eastern Europe. The 45 foot containers to Central America and Vietnam hold 100 more bicycles or 17% more than 40 foot containers used for Africa and Eastern Europe. Eventually overseas distribution success is determined by per unit cost.

Still, we are hopeful that other partner organizations, including several that did not receive bikes in 2013, will pay all or most expenses for new shipments in fiscal



2014, or subsidies will be found to initiate new programs. In 2013, due to decreased donations of bikes, the greater demand for containers was greater than the supply available to ship.

Five Totally 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 22,609 bikes and 180 sewing machines bikes to EcoBici, 39,909 bikes to Nicaragua in total. This program prefers to receive four containers per year yet this year we were only able to ship one. A new independent documentary, (thebicyclecityfilm.com) produced by Greg Sucharew, to document our efforts in Rivas, Nicaragua, was shot in 2012 and 2013 and is expected to be ready for release in 2014.

2. Fundación Integral de Desarrollo Sostenible y Medio Oriente (FIDESMA) in San Andrés Itzapa, Chi-

maltenango, 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 6,880 bikes and 158 sewing machines.

3. WeBikes in Accra, Ghana distributes bicycles locally and regionally for individual economic enhancement. In total, since 2006, WeBikes has received 7,058 bikes and 413 sewing machines. This program also would prefer to receive 4 containers per year but we were only able to deliver two in 2013.

4. Programi i Alternativave Sociale Stimuluese (PASS) in Albania was a new project started in 2012. With the help of the Clif Bar Family Foundation and the Soros Foundation subsidizing the first shipment, a new revolving fund was established. 1,465 bikes shipped to date.

5. Vinh Long Union of Friendship (ViUFO) in Vinh Long Vietnam, supported by the Dariu Foundation of Switzerland received its initial container in 2011 and has now received 1,135 bicycles. While we cannot at this moment ship bicycles, we are seeking for the first time permission to ship sewing machines and hope to make a large shipment of sewing machines in early fiscal 2014.



New Partner:

VerdeBici based in San Jose Costa Rica received its first container of bikes in July 2013. The group's initiative is to create greater accessibility to bikes as basic transportation for the poor and also as income generating as rentals to tourists.

Program requiring subsidy in 2013 and going forward

1. Entrepreneurship Institute of Technology (EIT) 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 2,286 bikes and 188 sewing machines. P4P was unable to supply a container to them in 2013. Not only is the actual shipping cost double any other program, the government also highly taxes imported goods.



Stand Alone Sewing Machine Recipients

1. RUDA, Cameroon (15 sewing machines)
 2. El Caño, Dominican Republic (13 sewing machines)
- 20 sewing machines remained in inventory on September 30, 2013.

Recipients of Bicycle Shipments during Fiscal 2013

1. EcoBici, Nicaragua (565 bicycles, 6 sewing machines)
2. WeBikes, Ghana (864 bicycles, 132 sewing machines)
3. VerdeBici, Costa Rica (589 bikes, 19 sewing machines)

616 bicycles remained in inventory on September 30, 2013.

Sewing Machine Only:

1. Rural Development Through Action (RUDA), Cameroon (15 sewing machines) located in Limbe, Cameroon, plans to create skills-training programs for orphans and vulnerable children (OVC) and women in need of economic opportunities. P4P is proud to be aligned with yet another nonprofit, non-governmental organization that supports community development and shares practical ways in which people can address both environmental and human-rights issues.
2. Cooperativa de Costura de El Caño (CCC), Dominican

Republic (13 sewing machines) is a project created by students from the Northeastern University's Social Enterprise Institute in conjunction with MOSCTHA (Socio-Cultural Movement for Haitian Workers) in order to increase employment opportunities, technical skills, and income, in the rural community of El Caño, located in the Monte Plata region of the Dominican Republic. Northeastern students created CCC during their Social Innovation Consulting Project in El Caño.

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, finance a breadth of community development activities.

CORPORATE HELP

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

We received a \$10,000 grant from Clif Bar Family Foundation which subsidized the collection of bicycles from domestic police stations and a portion of our shipping costs.

FedEx continues to deliver the bicycles collected by the Green Mountain Returned Peace Corps volunteer organization based in Burlington Vermont to NJ at no cost.

We are very thankful for the support of these companies and institutions and the recognition they have given 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.

We thank Jackie Johnson & Holcomb Farms in W. Granby, CT collected 104 bikes and 21 sewing machines. Henry Hanson, who with the Vineland NJ Rotary Club collected 98 bicycles and 20 sewing machines. WHO Ramsey New Jersey, collected 124 bikes and 13

sewing machines. These are just some of many volunteers who helped make 2013 a successful year.

Somewhere between corporate help and key volunteers we need to mention the incredible work of Liz Sweedy of the Morris County New Jersey Municipal Utilities Authority as 291 bicycles were collected during the first nine months of 2013.

FINANCES



Pedals for Progress, like most companies in the United States, faced economic hardships in 2013. We raised a cash total of \$144,178.10 that did not exceed our cash requirements. Margin contraction due to lower volumes in 2013 caused serious financial headwinds. We reduced our operational expenses to the lowest total possible with cash spending of \$198,464.47. With improving economic conditions, our trustees believe cash flow improvement will be seen in 2014.

The largest line item in our income is traditionally the donations with bicycles. Cash donations accompanying bike donations generated \$29,573 or \$14.65 with each of the 2,018 bikes collected. Strong individual donations exceeded dollars with bikes and totaled \$62,247.50. Cash donations with sewing machines were recorded separately and garnered \$2,932 with the 185 machines donated.

Fiscal 2013 is a stub nine month year ending on September 30, 2013. Hereafter our fiscal year will run October 1st to September 30th.

PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2013. 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 continuing high cost of diesel fuel greatly affected our overall operational costs.

We have for years requested a minimum \$10 donation with each bicycle. Our cost to collect each bicycle is now closer to \$18 per bicycle. P4P considered raising our minimum donation but it is unreasonable at this time. The organization needs to raise more funds to afford the escalating costs.

P4P saw a reduction of bike donations in spring 2013. Spring 2013 collection season produced one fewer container than the spring of 2012. While the stock market has done very well, the common working person has not. The bicycles that we are collecting tell an interesting story. The bicycles collected this spring were the highest quality bikes that we have ever collected. The most common brand name was Trek and we collected over 80% mountain bikes in the adult bikes. The vast majority of bikes we collected were originally sold in a bike shop for a relatively high price. P4P collected almost no lesser quality mass merchandise bikes that are sold at big box stores like Walmart. This indicates that we collected bikes primarily from the upper class that purchase higher-quality items and who have not been as significantly impacted by the lingering recession. We collected almost no bikes from the middle class that is still struggling. Therefore we had the highest quality bikes ever but our volume was reduced.

Pedals for Progress developed partnerships worldwide to diversify relationships and reduce the risk of events in one country or region negatively affecting our operations. Since reduction of transportation costs is doubtful, we are seeking sponsorships to supplement our African and other high-cost partnerships. Partner programs in Central America, which have a landed cost of under \$15 per bike, are successful financially and require no further subsidies to continue shipments. P4P inland partners in Eastern European and African will fail to succeed without continued financial support. International shipping costs in these regions run from \$16 per bike to as high as \$38 (Uganda).

Shipping the sewing machines within bicycles shipments makes the delivery of these heavy objects affordable. Our bicycle partners however have limited needs of sewing machines. The challenge is to find the funding for delivery of machines to small sewing programs like CCC in the Dominican Republic or get them delivered very inexpensively. Most new potential sewing projects require only twenty to thirty machines and because of the small volume they previously required air freight that is very expensive developed in 2013 the capacity to ship by boat individual pallets of sewing



machines at a very reasonable cost. This low cost way to ship will allow us to expand our small standalone sewing machine projects globally.

GOALS FOR 2014

During fiscal 2014, Pedals for Progress plans to ship approximately 4,000 bicycles and 300 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 2014, P4P will strive to have sufficient inventory of bicycles, parts, and accessories to supply all of our core self-sustaining partnerships. We plan to expand the new sewing machine project in Dar es Salaam Tanzania into a bicycle project. We are planning a new bicycle and sewing machine program in the small town of Grozesti, Moldova.

Pedals for Progress' 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. Increasing production requires more staff for attending poten-

tial collections and more vehicles on the road. The operational costs of producing the bicycles and sewing machines are significant. P4P is unable to accept bicycles without an accompanying cash donation; this limits production. Most large charities do not like to give money for operational expenses, but in our case it is the collection efforts which produce the product which we deliver. In many ways, you can think of P4P as a trucking company. Every trip in the truck produces more bicycles and sewing machines, our products. These products make the difference globally by helping the people in need.

Pedals for Progress is 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.



PROFIT & LOSS
January - September 2013

	<u>Jan - Sep 13</u>
Ordinary Income/Expense	
Income	
Antique Bikes	25.00
Contributions - Cash w/Bikes	29,573.00
Contributions - Civic Groups	7,586.00
Contributions - Corp/Foundation	10,313.45
Contributions - Individuals	62,247.90
Contributions - Religious Org.	2,820.62
Contributions - Sewing Machines	2,932.00
In Kind Contributions Received	185,907.00
Interest Income	3.63
Merchandise Sales	40.00
Miscellaneous Income	1,891.50
Revolving Funds	26,745.00
Total Income	<u>330,085.10</u>
Expense	
Bank Service Charges	14.28
Collection Expense	7,364.23
Computer Equipment	174.27
Credit Card Fees	1,066.77
Dave's Mileage	475.32
Depreciation Expense	503.00
In Kind Contributions Shipped	153,201.00
Insurance	
Business Owners	521.00
D&O Liability	1,106.00
Worker's Comp	3,467.00
Total Insurance	<u>5,094.00</u>
Interest Expense	1,660.00
Licenses	
State Fees	375.00
Total Licenses	<u>375.00</u>
Merchandise Cost	349.27
Office Supplies	1,554.18
Parts & Tools	345.00
Payroll Expenses	
Labor Assessment	70.43
Office Salaries	17,753.23
Officers' Salaries	62,883.42
Outside Services	447.50

	<u>Jan - Sep 13</u>
Payroll Taxes	
Taxes - EE	15,043.09
Taxes - ER	6,737.38
Payroll Taxes - Other	304.09
Total Payroll Taxes	<u>22,084.56</u>
Retirement Expense	8,983.62
Total Payroll Expenses	<u>112,222.76</u>
Postage and Delivery	4,180.94
Printing and Reproduction	9,376.70
Professional Fees	
Accounting	1,300.00
Professional Fees - Other	6,608.00
Total Professional Fees	<u>7,908.00</u>
Real Estate Taxes	9,048.00
Rent	11,250.00
Shipping & Packing	22,895.79
Telephone & Internet	
Telephone	1,520.78
Telephone & Internet - Other	14.89
Total Telephone & Internet	<u>1,535.67</u>
Travel	
Travel Expenses	896.03
Total Travel	<u>896.03</u>
Utilities	175.26
Total Expense	<u>351,665.47</u>
Net Ordinary Income	-21,580.37
Other Income/Expense	
Other Income	1,320.00
Other Income	1,320.00
Total Other Income	<u>1,320.00</u>
Net Other Income	<u>1,320.00</u>
Net Income	<u><u>-20,260.37</u></u>



Pedals for Progress - Balance Sheet
 September 30, 2013
 (Audit Copy is available upon request.)

2013 Collection Sponsors

	<u>Sep 30, 13</u>
ASSETS	
Current Assets	
Checking/Savings	
First Allied Money Market	10,527.34
Peapack-Gladstone-Checking-3240	2,807.41
Peapack-Gladstone-Savings-3232	9,659.16
US Bank	865.72
Total Checking/Savings	<u>23,859.63</u>
Accounts Receivable	
Accounts Receivable	1,600.00
Total Accounts Receivable	<u>1,600.00</u>
Total Current Assets	25,459.63
Fixed Assets	
Accum. Dep - Equipment	-49,401.49
Equipment	52,250.54
Land	270,560.26
Total Fixed Assets	<u>273,409.31</u>
Other Assets	
Inventory	38,405.70
Prepaid Insurance	6,212.00
Total Other Assets	<u>44,617.70</u>
TOTAL ASSETS	<u>343,486.64</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accrued Expense	-3,140.00
Accrued Expenses	105,232.01
Accrued Interest Expense	1,749.00
Deferred Liability	9,944.00
Mortgage Payable	45,780.00
Total Other Current Liabilities	<u>159,565.01</u>
Total Current Liabilities	<u>159,565.01</u>
Total Liabilities	159,565.01
	<u>Sep 30, 13</u>
Equity	
permanently Restricted Net Asse	10,411.00
Retained Earnings	199,740.82
Net Income	-26,230.19
Total Equity	<u>183,921.63</u>
TOTAL LIABILITIES & EQUITY	<u>343,486.64</u>

Asbury United Methodist Church
 Bernardsville United Methodist Church
 Bicycle Touring Club of North Jersey
 Bound Brook Rotary Interact
 Branchburg Rotary Club
 Care One at Cresskill
 Church of the Holy Spirit Youth Group
 COFACE
 Colts Neck Reformed Church
 Community Church of Harrington Park
 Cranford Rotary Club
 Fair Lawn PM Rotary Club
 First Reformed Church of Hawthorne
 First United Church of Somerville & Boy Scout Troop 84
 Flemington Presbyterian Church & Flemington Rotary Club
 Jackie Johnson with support from Holcomb Farm
 Long Island Returned Peace Corps Volunteers
 Metuchen Rotary Club & 1st Presbyterian Church
 Middletown NJ Woman's Club
 Middletown-Odessa Rotary Delawre
 Morris County MUA
 Morristown High School Interact Club
 New Dover United Methodist Church
 Norristown Rotary & Norristown Area High School
 Pascack Hills High School Environmental Club
 Pennington Presbyterian Church Mission Committee & Hopewell
 Valley Central High School
 Project Aware, Madison High School Environmental Club
 Randal Miller
 Rotary Club of the Stroudsburgs
 Rotary Clubs of Livingston
 South Brunswick Education Association
 St Andrews Presbyterian Church PYC Group
 St Thomas More Discipleship Ministry of St Thomas More Parrish
 St. Johns Memorial Episcopal Church
 Taylor Poosikian, an Eagle Scout project
 Temple Shalom

Visit our website:
www.p4p.org
 for more information

2013 Contributors

\$100+

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\$500+

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\$1000+

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\$10,000+

Clif Bar Family Foundation, John Alexander & Jane Divinski

2013

3,598 bikes and 277 sewing machines
shipped around the world.



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Putting used bikes to good use.

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