Pedals for Progress
2008 Annual Report
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. An eleven-member unpaid board of trustees oversees a paid staff of nine and a network of many hundreds of volunteers.

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Greg Sucharew, Videotographer
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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.
**2008 HIGHLIGHTS**
Pedals for Progress shipped 13 overseas containers for a total of 6,628 bicycles, 176 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 117,892 bicycles, 1,126 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 93 community partners in nine states. Outside of our regional footprint, we also added collections in Monroe, Michigan, Cedar Rapids, and Dubuque, Iowa.

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 is in memory of Hans F. and Charlotte M. Stoffel by their children.

**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 2008:
- 65% of the bicycles were shipped to Central American partners, versus 59% the previous year
- 28% to Africa, versus 27.7% the previous year
- 7% to Eastern Europe (Moldova), versus 5.5% the previous year
- No bicycles to the Caribbean versus 7.8% the previous year

The most critical factor in creating a sustainable, self-financing partnership is shipping costs. We currently consider seven 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 $10 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 Central America and the Caribbean, while Africa, Eastern Europe, 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 2008, will pay all or most expenses for new shipments in 2009, 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.

**Four 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 15,236 bikes and 127 sewing machines bikes to EcoBici.

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 22,217 bikes and 314 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 12,961 bikes and 137 sewing machines.

4. Fundación Integral de Desarrollo Sostenible y Medio Ambiente (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 5,197 bikes and 78 sewing machines.

Three Partners Requiring Small Subsidies
1. WeBikes in Accra, Ghana distributes bicycles locally and regionally for individual economic enhancement. In total, since 2006, WeBikes has received 2,568 bikes and 70 sewing machines.

2. 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 1,413 bikes and 137 sewing machines.

3. Center for Research Training and Program Development (CRTPD) in Kenema, Sierra Leone, West Africa, 938 bikes and 30 sewing machines in 2008: CRTPD was created to help influence income generation potential of the populace. The bikes are being distributed to merchants, farmers, school children and help support various Community Projects.

Newest Overseas Bike Program
1. Consult Nord, Pelenia, Moldova, Eastern Europe, 477 bikes and 15 sewing machines in 2008: Consult-Nord is a NGO committed to promoting sustainable local economic development. On December 28, 2008 it received its first shipment. Consult-Nord President Constantin Bândiu and Peace Corps volunteer, Darren Enterline, will work with other community members to prepare the bikes for sale in the spring of 2009.

Three New Stand Alone Sewing Machine Programs
1. SOS Kinderhoff, Cholpon-ata, Kyrgyzstan Central Asia, 25 sewing machines: Peace Corps volunteer Roberto Hernandez opened a sewing cooperative to deal with the endemic unemployment of single women with children in Cholpon-ata. This program was funded by an International Monetary Fund grant.

2. Malaba Youth Center, Malaba, Uganda, East Africa, 4 sewing machines: Peace Corps volunteer Erin Lewis received an initial four sewing machines in late 2008 from the EIAAT in Kampala. Sewing machines from P4P help tailoring students in Malaba, Uganda gain marketable skills. The Malaba youth center caters to both in- and out-of-school youth in Malaba, on the Uganda-Kenya border. Youth in this area are at especially high risk for HIV/AIDS, particularly those who drop out of school and do not have job opportunities. Vocational training programs, including tailoring training assisted by P4P, help young people gain skills that they can use to generate income while keeping themselves safe and avoiding risky behaviors.

3. Fabretto Children Foundation, Quebrada Honda, Nicaragua, Central America, 15 sewing machines: Fabretto Children Foundations goal is to ship twenty-five sewing machines and twenty-five bicycles to this poor community. The sew-
ing machines will be used to teach youth girls who attend the Fabretto Program to sew in order to create job opportunities, including four manual foot pedal machines. The machines were delivered through our partner EcoBici in Rivas.

Recipients of Shipments During 2008
1. EcoBici, Nicaragua (2,139 bicycles, 15 sewing machines)
2. CESTA El Salvador (1,092 bicycles, 43 sewing machines)
3. CRTPD, Sierra Leone (938 bicycles, 30 sewing machines)
4. FIDESMA, Guatemala (523 bicycles, 6 sewing machines)
5. EcoTec, Nicaragua (521 bicycles)
6. Consult Nord, Moldova (479 bicycles, 15 sewing machines)
7. WeBikes, Ghana (470 bicycles)
8. EIAAT, Uganda (458 bicycles, 36 sewing machines)
9. S.O.S.Kinderhoff, Kyrgyzstan (25 sewing machines)
10. We also had one shipment of 12 sewing machines to Guatemala delivered courtesy of Airline Ambassadors.

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.

CORPORATE HELP
Corporate sponsorships are very important to our mission and our success. Easton 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 263 bicycles collected by the Green Mountain Returned Peace Corps Volunteers of Vermont.

A thank you to Deloitte Consulting in Parsippany, NJ. Deloitte sponsored a “Deep Dive” strategy session with 30 of their professional business analysts. We are working to implement a number of the suggestions which came from the one day event.

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 delivered to Nicaragua.
shipped to Ghana.

We received a generous grant from Clif Bar Company through the Clif Bar Family Foundation which paid for the initiation of the new program in Sierra Leone. We would also like to give our deepest gratitude to Alexander Durst who donated frequent flier miles so that we could obtain tickets for staff to visit Kenema in January 2009.

CNN named our president, David Schweidenback, a 2008 Hero in July. There was a video about our efforts on CNN for an entire week in July. We received a huge amount of national and international attention because of this honor. We are very thankful for the support of these companies 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. Pedals for Progress thanks, in particular Eric and Helaine Neiman, Andrew Sucharew and Anthony Arno, who were instrumental in collecting, warehousing and loading the New Jersey containers shipped overseas.

Once again we also need to thank our most productive volunteers, Ernie Simpson, Doc Hammert and friends in Gettysburg, Pennsylvania. With Ernie in his late 80’s, they continue to repair and process hundreds of bikes every year. Dick Swisher donated his time to repair and refurbish 85 of the sewing machines shipped in 2008.
We thank Tim Weitzel of Dubuque, Iowa, who collected and delivered 251 bicycles to New Jersey and David McKay Wilson with the Westchester County Bicycle Club who collected 219 bicycles and ten sewing machines in one morning.

FINANCES
We, like most companies in the United States, faced economic hardships in 2008. We raised a total of $261,908.54 which was less than our expenses leaving us with a $60,756.74 loss for fiscal 2008. The spike in the cost of diesel fuel during the spring, followed by a 50% reduction in bicycle donations during the fall collection season, September through November, hampered volume. The largest line item in our income is the donation with bicycles. On the positive side, cash donations accompanying bike donations generated $12.40 per bike collected, but with very light volume. Strong individual donations totaled $66,771.52, another all-time high.

Large corporate donations continue to decline in the current economic environment.

We received the in late December the donation of a 72 a. tract of land donated by the family of Hans F. Stoffel and Charlotte M. Stoffel in their memory. This is by far the greatest value of any donation ever received being valued at $240,000. We are in the process of determining which portions of this land might be able to be developed. There are steep slopes and wetlands involved but there is still value. With the value of the donated land included it has taken our operational loss to a net gain of the year of $189,438.62.

PROGRAM CHALLENGES
Pedals for Progress faced substantial challenges in 2008. 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 diesel fuel greatly affected our overall operational costs.

Pedals for Progress saw a reduction of income in 2008, 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. 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 2009, at least the political situation will be less uncertain and the American consumer will rebound resuming new bicycle purchasing. Bike shops are reporting good sales. 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. Eastern European and 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).

GOALS FOR 2009
It is expected during 2008 that Pedals for Progress will ship approximately 8,000 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 2009, 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 2009. We have, with help of the Clif Bar Family Foundation, established a strong partnership in Sierra Leone. We feel that we should be able to expand upon the initial successes and have multiple shipments annually going forward.

We intend to repay the loan of $65,000 borrowed in 2008 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 storage 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.

We are 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. 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 - Financial Report

(Audit Copy is available upon request.)

## Profit & Loss as of December 31, 2008

### Ordinary Income/Expenses

<table>
<thead>
<tr>
<th>Income</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Antique Bikes</td>
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<td>Contributions - Cash w/Bike</td>
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<td>Contributions - Civic Groups</td>
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<td>Contributions - Corp/Foundation</td>
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<td>Contributions - Individuals</td>
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<td>Contributions - Religious Org.</td>
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<td>Contributions - Sewing Machines</td>
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<td>Donated Services</td>
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<td>Events Income</td>
<td>2,970.50</td>
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<td>In Kind Contributions Received</td>
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<td>Investment Income</td>
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<td>Merchandise Sale</td>
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<td>Miscellaneous Income</td>
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<table>
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<tr>
<th>Expenses</th>
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<td>Bank Service Charges</td>
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<td>Collection Expense</td>
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<td>Credit Card Fees</td>
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<td>Dave's Mileage</td>
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<tr>
<td>Dues &amp; Subscriptions</td>
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<tr>
<td>Depreciation Expense</td>
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<td>Events Expense</td>
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<td>Finance Charges</td>
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<tr>
<td>In Kind Contributions Shipped</td>
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<td>Insurance</td>
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<td>Business Owners</td>
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<td>Commercial Vehicle</td>
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<td>D &amp; O Liability</td>
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<td>Life Insurance</td>
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<td>Worker’s Comp</td>
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<td>Licenses and Permits</td>
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<td>State Fees</td>
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<td>Licenses and Permits - Other</td>
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<td>Total Licenses and Permits</td>
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<td>Merchandise Cost</td>
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<td>Office Supplies</td>
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<td>Other Expenses</td>
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<td>Parts &amp; Tools</td>
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<td>Payroll Expenses</td>
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<td>Labor Assessment</td>
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<td>Office Salaries</td>
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<td>Office’s Salaries</td>
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<td>Outside Services</td>
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<td>Total Payroll Expenses</td>
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<td>Postage &amp; Delivery</td>
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<td>Printing &amp; Reproduction</td>
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<td>Professional Fees</td>
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<td>Accounting</td>
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<td>Professional Fees - Other</td>
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<td>Total Professional Fees</td>
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<td>Rent</td>
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<td>Services Donated</td>
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<tr>
<td>Shipping &amp; Packing</td>
<td>67,308.34</td>
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### Balance Sheet as of December 31, 2008

#### Assets

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<thead>
<tr>
<th></th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Checking/Savings</td>
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<tr>
<td>P4P Capital Campaign Acct. #2 UBS</td>
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<td>LBS Bank Checking Acct</td>
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<tr>
<td>Wachovia - Checking 8047</td>
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<tr>
<td>Wachovia P4P Capital 8050</td>
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<tr>
<td>Wachovia - Savings 8063</td>
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<tr>
<td>Total Checking/Savings</td>
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<td>Total Current Assets</td>
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<td>Fixed Assets</td>
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<td>Accum. Dep - Equipment</td>
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<tr>
<td>Equipment</td>
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<tr>
<td>Land</td>
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<td>Total Fixed Assets</td>
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<td>Other Assets</td>
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<td>Inventory</td>
<td>950.00</td>
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<td>Total Other Assets</td>
<td>950.00</td>
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<tr>
<td>Total Assets</td>
<td>301,700.23</td>
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<tr>
<td>Liabilities &amp; Equity</td>
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<tr>
<td>Equity</td>
<td>301,700.23</td>
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<tr>
<td>Retained Earnings</td>
<td>111,731.61</td>
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<td>Net Income</td>
<td>189,438.52</td>
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<td>Total Equity</td>
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<tr>
<td>Total Liabilities &amp; Equity</td>
<td>301,700.23</td>
</tr>
</tbody>
</table>

#### Liabilities & Equity

- **Current Liabilities & Equity**: 301,700.23
- **Total Liabilities & Equity**: 301,700.23
2008 Contributors & Sponsors

$5,000 +
Donald & Marcia Bisenius, Clif Bar Family Foundation, Davara Industrial Center, First Presbyterian Church of New Vernon, International Monetary Fund, Redlich Horwitz Foundation

$1,000 +

$500 +

$100 +
2008 Contributors & Sponsors (Continued)


2008 Collection Sponsors

ACLA - Egg Harbor
America on Wheels
Asbury United Methodist Church
Barnert Temple Social Action
Berkeley Heights Public School
Bikesport
Blooming Glen Mennonite Church
Boy Scout Troop 43
Boy Scout Troop 109
Boy Scout Troop 166
Branchburg Rotary Club
Branford Rotary Club
Barnes & Noble
Bridgewater-Raritan Education Association
& Eisenhower School
Bristol Community College Rotaract Club
Brookdale Baptist Church
Brookfield Baptist Church
Calvary Presbyterian Church of Allenwood
Cascade Fall Cleanup Days
Church of the Holy Spirit Youth Group
Church of St. Mary’s
Church of the Messiah
Clinton Kiwanis
Colts Neck Reformed Church
Community Church of Harrington Park
Congregation B’Nai Israel
Congregation Kehilat Shalom
Council Rock High School South
Cub Scout Pack 55 & St. James Church
Cranford Rotary Club
Don Bosco Prep High School
Ellen Shakespeare
Environmental Committee of the Willow School
Fair Lawn PM Rotary Club
Faith Lutheran Church
First Baptist Church of Westfield
First Presbyterian Church of Port Jervis
First United Methodist Church
of Somerville
Flemington Jewish Community Center
Flemington Presbyterian Church
Gettysburg Rotary Club
Good Samaritan Ministry Our Lady of the Mount
Halters Cycles
Haddonfield Rotary Club
Happauge Middle School
Hallworth Boy Scout Troop 73
Hempstead HS Octagon Club
Hopewell Central Valley High School
IHS Episcopal Church
Indiana Midday Rotary Club
Indiana Mills Memorial Student Council
Interact Club of Morristown High School
Jackie Johnson with support from Holcomb Farm
Johnathan D. Krist Foundation
Johnson Farm
Kiwanis Club of Phil-Mont
Lawrence Hopewell Trail
Long Hills Township Girl Scout Troop 1642
Long Island Returned Peace Corps Volunteers
Lower Valley Presbyterian Church
Mamaroneck United Methodist Church
Mannington Mills
McNamara Park
Medford Vincentown Rotary
Memorial United Methodist Church
Metuchen Rotary Club & First Presbyterian Church
Middlesex County Board of Chosen Freeholders and Middlesex County DSWM
Middlesex County Academy Chapter of the National Honor Society
Montclair Kimberley Academy
Montclair Verona Rotary
Moravian College
Morris County MUA
Mount Sinai Congregational Church UCC
Board of Outreach
Mountainside Rotary Club
New Dover United Methodist Church
New Hope Cyclery
New Hope – Solebury Quaker Meeting
Newtown Rotary Club
Nitschmann Middle School
Ocean City/Upper Township Noon Rotary Club
Parsippany Rotary Club
Pascack Hills High School Environmental Club
Pennington Presbyterian Church
Public Discipleship of St. Joseph’s Church
Pogota and St. Anasatsia’s Church, Teaneck
PYC Group St. Andrew’s Presbyterian Church
Reflector Youth Ministry Central Presbyterian
Church Chambersburg
Reformed Church of Bronxville
Returned Peace Corps Volunteers of Vermont
Ridgewood Rotary Club
Rotary Club of Audubon, Haddon Twp.
Oaklyn & Interact Club of Haddon Twp HS
Rotary Club of Norristown
Rotary Club of Stoudburg
Somerset Hills Kiwanis
South Amboy/Sayreville Rotary Club
South Orange Environmental Commission
St. Bernard’s Church and Middle School
Youth Group/Christian Service Commission
St. Bridges Church
St. John United Church of Christ
St. Philomena’s Church
St. Thomas More Church
Stewart Collision
String of Pearls Congregation
Sussex County YMCA
Temple Beth El Hillsborough Brotherhood
Temple B’nai Abraham
Temple Emanu-El
Tenafly Rotary Club
Tohickon Middle School
Township of West Orange & West Orange Public Library
UMASS-Dartmouth
Unitarian Universalist Church Titusville
Vertex, Inc. & PSGV
Viking Volunteers
Village School Ecology Club, Great Neck
Vineland Breakfast & Lunch Rotary Clubs
Vorhees High School
Warren Hills SAVE & Chess Clubs
West Windsor Bicycle & Pedestrian Alliance
Westchester Cycle Club
Westfield Rotary Club
West Orange Rotary Club
Woman’s Club of Middletown
Xavier High School
ZAGNY