



# Pedals for Progress

## 2008 Annual Report

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

# 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. 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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## 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 significant. 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 Apropiable (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

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, Cholon-alta, Kyrgystan 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.



*Sewing machines ready for P4P in Pennsylvania*



*Greg Sucharew filming sewing machine recipient, Sierra Leone*

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

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- 2





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)



*P4P Sewing machine at work in Siera Leone*

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, Kygrystan (25 sewing machines)
10. We also had one shipment of 12 sewing machines to 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.
11. The shipment of fifteen sewing machines to Quebrada Honda, Nicaragua and the four sewing machines to Uganda was accomplished by including them among the shipment of bicycles to those countries

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



*Juan Carlos & Migdalia at work in their home business in Nicaragua*

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





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.



At the CRTPD warehouse in Kenema, Sierra Leone

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.



Another satisfied customer in Nicaragua

## 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 Hammett 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

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 4





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



*Wine tapper in Sierra Leone*

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



*Bicycle mechanic in Sierra Leone*

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](http://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](mailto:pdls4@comcast.net), or [bev@p4p.org](mailto:bev@p4p.org).

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High Bridge, NJ 08829-0312  
tel 908.638.4811



## Pedals for Progress - Financial Report

(Audit Copy is available upon request.)

### Profit & Loss as of December 31, 2008

#### Ordinary Income/Expenses

(continued)

Income	
Antique Bikes	2,480.00
Contributions - Cash w/Bike	79,623.22
Contributions - Civic Groups	8,600.23
Contributions - Corp./Foundation	23,060.00
Contributions - Individuals	66,771.52
Contributions - Religious Org.	9,168.00
Contributions - Sewing Machines	3,220.00
Donated Services	36,720.00
Events Income	2,970.50
In Kind Contributions Received	560,332.31
Investment Income	1,948.82
Merchandise Sale	1,822.81
Miscellaneous Income	0.00
Revolving Funds	64,243.64
<b>Total Income</b>	<b>858,960.85</b>
Expenses	
Bank Service Charges	537.18
Collection Expense	16,706.08
Credit Card Fees	328.57
Dave's Mileage	821.59
Dues & Subscriptions	1,360.70
Depreciation Expense	2,567.00
Events Expense	1,360.70
Finance Charges	66.33
In Kind Contributions Shipped	310,148.95
Insurance	
Business Owners	508.00
Commercial Vehicle	1,538.00
D & O Liability	1,388.18
Life Insurance	620.00
Worker's Comp	1,966.00
<b>Total Insurance</b>	<b>6,050.16</b>
Licenses and Permits	
State Fees	25.00
Licenses and Permits - Other	325.00
<b>Total Licenses and Permits</b>	<b>350.00</b>
Merchandise Cost	4,050.87
Office Supplies	2,388.35
Other Expenses	75.00
Parts & Tools	946.08
Payroll Expenses	
Labor Assessment	50.37
Office Salaries	38,633.00
Officer's Salaries	84,750.00
Outside Services	546.50
Payroll Taxes	10,681.67
Retirement Expenses	12,644.96
<b>Total Payroll Expenses</b>	<b>147,306.50</b>
Postage & Delivery	6,166.87
Printing & Reproduction	8,676.87
Professional Fees	
Accounting	6,447.50
Professional Fees - Other	9,000.00
<b>Total Professional Fees</b>	<b>15,447.50</b>
Rent	21,600.00
Services Donated	36,720.00
Shipping & Packing	67,308.34

Telephone	
Internet Service	1,332.35
Telephone - Other	3,284.82
<b>Total Telephone</b>	<b>4,617.17</b>
Travel	
Travel - Expenses	14,168.40
<b>Total Travel</b>	<b>14,168.40</b>
Utilities	527.09
<b>Total Expenses</b>	<b>669,534.62</b>
<b>Net Ordinary Income</b>	<b>189,426.62</b>
Other Income/Expenses	
Other Income	
Interest Income	12.00
<b>Other Income</b>	<b>12.00</b>
<b>Total Other Income</b>	<b>12.00</b>
<b>Net Other Income</b>	<b>5,320.43</b>
<b>Net Income</b>	<b>189,438.62</b>

#### Balance Sheet as of December 31, 2008

Assets Dec 200

Current Assets	
Checking/Savings	
P4P Capital Campaign Acct. #2 UBS	27,510.15
UBS Bank Checking Acct.	874.28
Wachovia - Checking 8047	2,358.37
Wachovia P4P Capital 8050	7,190.27
Wachovia - Savings 8063	13,302.11
<b>Total Checking/Savings</b>	<b>51,235.18</b>
<b>Total Current Assets</b>	<b>51,235.18</b>
Fixed Assets	
Accum. Dep - Equipment	-44,424.49
Equipment	48,897.54
Land	244,512.00
<b>Total Fixed Assets</b>	<b>248,985.05</b>
Other Assets	
Inventory	950.00
<b>Total Other Assets</b>	<b>950.00</b>
<b>Total Assets</b>	<b>301,170.23</b>
Liabilities & Equity	
Equity	
Retained Earnings	111,731.61
<b>Net Income</b>	<b>189,438.52</b>
<b>Total Equity</b>	<b>301,170.23</b>
<b>Total Liabilities &amp; Equity</b>	<b>301,170.23</b>

## 2008 Contributors & Sponsors

### \$5,000 +

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## 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 High School  
Bridgewater-Raritan Education Association  
& Eisenhower School  
Bristol Community College Roteract 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  
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School  
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First Baptist Church of Westfield  
First Presbyterian Church of Port Jervis  
First United Methodist Church  
of Sommerville  
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 Troup 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 Kimberly 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  
Bogota and St. Anasatsia's Church, Teaneck  
PYC Group St. Andrew's Presbyterian Church  
Reflect 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 Stoudsburg  
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. Bridgets 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 Orang  
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



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