# Pedals for Progress 2009 Annual Report

Pedals for Progress I 86 East Main Street I 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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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

**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 underdeveloped 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 ten-member unpaid board of trustees oversees a paid staff of eleven and a network of many hundreds of volunteers.



## 2009 HIGHLIGHTS

This year Pedals for Progress shipped 13 overseas containers for a total of 6,652 bicycles, 311 sewing machines, and approximately \$40,000 in bicycle parts and accessories, to six nonprofit agency partners in five developing countries. This brings cumulative donations since 1991 to 124,724 bicycles, 1,448 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. Our bike collections and container loading sessions were sponsored by approximately 85 community partners in nine states. Outside of our regional footprint, we also had collections in Monroe, Michigan, Northern Vermont, and Cedar Rapids and Dubuque, Iowa. In late December 2008, P4P received the donation of a 70 acre tract 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. We have a contract of potential sale of this tract of land to Dynamic Energy Resources, LLC and we hope they complete their due diligence and complete the sale in 2010.

## **OVERSEAS PARTNERS**

This year, Pedals for Progress focused on a small number of reliable partners able to pay full shipping costs. Of all shipments in 2009:

 $\cdot$  59% of the bicycles were shipped to Central American partners, versus 65% the previous year

 $\cdot$  34% to Africa, versus 28% the previous year



 $\cdot$  7% to Eastern Europe (Moldova), the same as the previous year

The most critical factor in creating a sustainable, selffinancing 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. Shipments to 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 2009, will pay all or most expenses for new shipments in 2010, or that subsidies will be found to initiate new programs. The most notable programs not able to afford shipments in 2009 were: Fundacion Integral de Desarrollo Sostenible y Medio Ambiente (FIDESMA) in Chimaltenango, Guatemala; the Entrepreneurship Institute of Applied and Appropriate Technology (EIAAT) in Uganda; and The Center for Research Training and Program Development (CRTPD) in Kenema, Sierra Leone. Shipping to the more inaccessible regions of the world increases costs significantly. Unfortunately, it is within those regions where one finds the greatest need for affordable transportation.



Constant Surcanu travels to his farm by bicycle daily in Moldova.

## FOUR TOTALLY SUSTAINABLE PARTNERS

1. EcoBici, located in the towns of Rivas and Nandaime in 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 17,476 bikes and 152 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 23,881 bikes and 460 sewing machines.

3. WeBikes in Accra, Ghana distributes bicycles locally

and regionally for individual economic enhancement. In total, since 2006, WeBikes has received 3,845 bikes and 88 sewing machines.

4. Project Okurase in Ghana was a new project started in 2009. With the help of the Clif Bar Family Foundation subsidizing the first shipment, a new revolving fund was established. We shipped two containers in 2009 to Okurase totaling 993 bicycles and 124 sewing machines.

Program requiring some subsidy in 2009

1. Consult Nord, Pelinia, Moldova, in Eastern Europe 955 bikes and 15 sewing machines to date. Consult Nord is a NGO committed to promoting sustainable local economic development, including a new sewing cooperative started this year.

**Recipients of Shipments During 2009** 

1. EcoBici, Nicaragua (2,240 bicycles, 25 sewing machines)

2. CESTA, El Salvador (1,664 bicycles, 147 sewing machines)

3. WeBikes, Ghana (1,287 bicycles, 18 sewing machines)

4. Project Okurase, Ghana (993 bikes, 124 sewing machines)

5. Consult Nord, Moldova (478 bicycles)

6. Co-partners of Campisinas, El Salvador & Guatemala (10 sewing machines).

While our primary goal is to supply environmentally



Volunteer with the arrival of the P4P container in Ghana.

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, such as reforestation projects, donations to a school for the blind in Sierra Leone, donations to orphanages, potable water projects, sanitation projects, recycling efforts.

## 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 195 bicycles and 30 sewing machines collected by the Green Mountain Returned Peace Corps Volunteers of Vermont.



Migdalia and husband Juan hard at work in their home in Nicaragua

We received a generous \$30,000 three year grant from Clif Bar Family Foundation which subsidized the initiation of the new program in Ghana as well as Consult Nord in Moldova.

Significant publicity was received as a result of articles in the national magazines of the Hudson Institute for Global Philanthropy, League of American Bicyclists, and the Sierra Club. A video produced by Greg Sucharew documenting our project in Sierra Leone was included in the New York City Bicycle Film Festival.

We are very thankful for the support of these compa-

nies and institutions and the recognition they have given us.

## **KEY VOLUNTEERS**

Pedals for Progress depends on the efforts of volunteers, several hundreds 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, Andre Sucharew, and Anthony Arno, who were instrumental in collecting and warehousing bicycles, and loading the containers shipped overseas from New Jersey.

With regret we must mention the passing of our most prolific volunteer **Ernie Simpson** of Gettysburg, PA. In the last fifteen years of his life he collected and processed well over ten thousand bicycles. He was a kind and caring individual who had a deep sincere

drive to help his fellow humans. A veteran of World War Two in Europe, he was a

proud American with not only a local, but a global, vision. And thank you to Dick Swisher, of Gettysburg, PA, who donated his time to repair and refurbish over 100 of the sewing machines shipped in 2009.

We thank Tim Weitzel of Dubuque, Iowa, who collected and delivered 305 bicycles to New Jersey. Eagle Scout extraordinaire Michael Cucco of Wayne, NJ collected 248 bicycles for his Eagle Scout project. Thanks also go to Henry Hanson, who with the Vineland NJ Rotary Club, collected 213 bicycles and David McKay Wilson, who with the Westchester County Bicycle Club, collected 162 bicycles one morning. These are just some of many volunteers who helped make 2009 a successful year. 3

## **FINANCES**

We, like most companies in the United States, faced economic hardships in 2009. We raised a total of \$283,917.87 which slightly exceeded our expenses leaving us with a \$9,368.82 profit for fiscal 2009. While the size of the "profit" is insignificant, the fact that this is the first positive year in three years is significant.

The spring was especially difficult with our average bikes per collection dropping down to 60, but during the fall collection season—September through November-volume returned significantly, up to 72 bikes per collection. We are forecasting an even more productive 2010.

The largest line item in our income is traditionally the



Sewing classes in Moldova

donations accompanying bicycles. Cash donations accompanying bike donations generated \$74,346.78 in total, or \$11.77 with each of the 6,652 bikes collected. Strong individual donations for the first time exceeded dollars with bikes and totaled \$88,333.57 for another all-time high. Also, for the first time this year we recorded separately the cash donations with sewing machines, which garnered \$3,477.61 in total, or \$10.94 with each of the 318 machines donated. However, large corporate donations continue to decline in the current economic environment.

In late December 2008 we received a 70 acre tract f 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. P4P has a contract for the sale of this land but to Dynamic Energy Resources, LLC. This sale, if finalized in 2010, will allow

us to replace the money which was borrowed from the Capital Campaign accounts during the recession, complete the Campaign, and allow P4P to open a new savings account.

## PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2009. 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 the spring of 2009, in great part, I believe, because there



Out for a ride in Rivas, Nicaragua

has been so much bad news from the war, a pessimistic media, corporate staff reductions, the sub-prime mortgage crisis, and a growing recession.

This affected all charities, including ours. Several groups that had run bicycle collections in the past decided to take a year off. During the autumn season we performed closer to our normal levels which potentially indicates a better 2010.

Pedals for Progress is developing new partnerships in other regions to diversify our 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. 4

Partner programs in Central America, which have delivery cost of under \$10 per bike, are successful financially and require no further subsidies to continue shipments. Eastern European and African inland partners, on the other hand, cannot succeed without continued financial support. International shipping costs in these regions run from \$15 per bike to as high as \$30 (Uganda).

Including the sewing machines within our bicycle shipments makes the delivery of these heavy objects affordable. Our bicycle partners, however, have limited need of sewing machines. We have been unable to find a way to afford the transportation for standalone sewing machine projects. Sewing machine collections had an amazing growth in 2009 of 77%, which is not only



Project OCURASE Store in Ghana

maintainable but can continue higher. The challenge is to find the funding for actually delivering the machines. Most new potential sewing projects require ten to twenty machines to start and because of the small volume they must be air-freighted, which can cost up to \$100 each. Requiring the minimum \$10 donation with each sewing machine does not cover air freight costs.

## GOALS FOR 2010

It is expected during 2010 that Pedals for Progress will ship approximately 7,500 bicycles and 300 sewing machines. Collection sites to which we send our personnel will be limited to the greater areas of New York and Philadelphia. Bicycles collected outside this region need to be delivered to our New Jersey warehouse by the collection sponsors. During 2010, 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 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



Sewing workshop in Ghana

success.

## Pedals for Progress - Financial Report (Audit Copy is available upon request.)

### Profit & Loss as of December 31, 2009

#### Ordinary Income/Expenses

Ordinary Income/Expenses	
Income	
Antique Bikes	628.00
Contributions - Cash w/Bike	74,346.78
Contributions - Civic Groups	2,488.57
Contributions - Corp./Foundation	18,318.52
Contributions - Individuals	88,333.57
Contributions - Religious Org.	12,582.50
Contributions - Sewing Machines	3,477.61
Donated Services	13,520.00
Events Income	1,733.00
In Kind Contributions Received	428,986.00
Interest Income	248.32
Merchandise Sale	1,095.00
Miscellaneous Income	0.00
Revolving Funds	66,790.00
Total Income	712,908.87
	/12,500.07
Expenses	
Bank Service Charges	535.18
Collection Expense	17,775.17
Computer Equipment	123.98
Credit Card Fees	1,096.65
Dave's Milleage	1,478.71
Dues & Subscriptions	296.50
Depreciation Expense	2,566.00
Events Expense	500.00
In Kind Contributions Shipped	418,243.00
Insurance	
Business Owners	757.00
Commercial Vehicle	1,575.00
D & O Liability	0.00
Life Insurance	620.00
Worker's Comp	994.00
Total Insurance	3,946.00
	5,540.00
Licenses and Permits	
State Fees	1,465.00
Licenses and Permits - Other	0.00
Total Licenses and Permits	1,465.00
	_,
Merchandise Cost	1,893.42
Office Supplies	3,728.09
Other Expenses	75.00
Parts & Tools	946.08
Payroll Expenses	
Labor Assessment	54.93
Office Salaries	23,845.00
Officer's Salaries	89,167.00
Outside Services	511.00
Payroll Taxes	10,424.58
Retirement Expenses	14,709.45
Total Payroll Expenses	138,712.26
Postage & Delivery	5,900.92
Printing & Reproduction	10,137.40
Professional Fees	F 000 00
Accounting	5,900.00
Total Professional Fees	5,900.00
Rent	22,050.00
Services Donated	36,720.00
Shipping & Packing	47,013.97
Restricted Cap. Campaign Expense	
LAC	8.00
Land Development	2,414.68
Total Restricted Cap Campaign Expense	

(continued)		
Telephone & Internet		
Internet Service	1,610.86	
Telephone - Other	1,225.81	
Total Telephone	2,836.67	
Travel		
Travel - Expenses	940.34	
Entertainment	165.84	
Total Travel	1,610.86	
Utilities	361.43	
Total Expenses	703,609.20	
Net Ordinary Income	9,924.67	
Other Income/Expenses		
Other Income		
Total Other Income	74.15	
Net Other Income	74.15	
Net Income	9,368.82	

Balance Sheet as of December 31, 2008	
Assets Dec 2009	

Current Assets Checking/Savings First Allied Capital Campaign US BANK Wachovia - Checking 8047 Wachovia P4P Capital 8050 Wachovia - Savings 8063 Total Checking/Savings Total Current Assets	17,410.05 1,409.5 726.12 4,040.39 30,221.39 53,8807.53 53,807.53
Fixed Assets Accum. Dep - Equipment Equipment Land Total Fixed Assets	-46,990.49 48,897.54 270,560.47 272,467.52
Other Assets Inventory Total Other Assets Total Assets Liabilities & Equity Liabilities Current Liabilities	1,977.00 1,977.00 328,252.05
Other Current Llabilities Accrued Expenses Total Current Liabilities Equity	17,713.00 17,713.00
Retained Earnings Net Income Total Liabilities & Equity	301, 170.23 9,368.82 328,252.05

## 2009 Contributors & Sponsors

### \$5,000 +

Donald & Marcia Bisenius, Clif Bar Family Foundation, Jeremy Doppelt

### \$1,000 +

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### \$100 +

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Temple Shalom Religious School, Succa

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"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."



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