

2012 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.

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Jocob Bukowski, Warehouseman
Michael Buckley, warehouseman

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.

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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."



Guatemala



Guatemala

PEDALS FOR PROGRESS 2012 ANNUAL REPORT

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 10 and a network of many hundreds of volunteers



Ghana

2012 HIGHLIGHTS

Pedals for Progress shipped 7 overseas containers for a total of 3,769 bicycles, 316 sewing machines, and approximately \$5,000 in bicycle parts and accessories, to 6 nonprofit agency partners in 6 developing countries. P4P also made a separate shipments (included in numbers above) of only sewing machines. This brings cumulative donations shipped since 1991 to 137,273 bicycles, 2,386 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 60 community partners in nine states. Outside of our regional footprint, (Hartford Connecticut to Harrisburg Pennsylvania and Albany New York to northern Delaware) we also had collections in Northern Vermont, and Eastern 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 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 expect the final closing of the sale in 2013. There are a number of large expenses recorded in the 2012 profit loss statement (\$24,327) which will only be paid when the land is sold.

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 2012:

60 % of the bicycles were shipped to Central American partners, versus 40.8% the previous year

12.2 % to Africa, versus 33% the previous year

12.7 % to Eastern Europe (Albania), versus 12.6% as the previous year

15.1% versus 13.6 % to Asia the previous year.

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 to use smaller 40 foot containers when shipping to Africa and Eastern Europe. African and Eastern European programs pay more for shipping a container and get a considerably smaller container than the containers used to Central America and Vietnam. 45 foot containers to Central America and Vietnam hold 100 more bicycles or 17% more than 40 foot containers. 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 2012, will pay all or most expenses for new shipments in 2012, or subsidies will be found to initiate new programs. In 2012, due to decreased donations of bikes, there was greater demand for containers than we had the capacity to ship. The autumn collection season was historically low due to the controversies leading up to the national elections and then the month of November was totally lost due to the destruction of Hurricane Sandy.

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

1

for Progress has shipped a total of 22,044 bikes and 192 sewing machines bikes to EcoBici, 39,354 bikes to Nicaragua in total. This program prefers to receive four containers per year yet this year we were only able to ship two. A new independent documentary, (thebicyclecityfilm.com> produced by Greg Sucharew, to document our efforts in Rivas, Nicaragua, was shot in 2011 and 2012



Albania

and will be ready for release in 2013.

- 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 24,457 bikes and 536 sewing machines.
- 3. Fundación Integral de Desarrollo Sostenible y Medio Oriente (FIDESMA) in San Andrés Itzapa, Chimaltenango, Guatemala is distributing bicycles locally and regionally for individual economic enhancement. FIDESMA uses the income generated from operations to support agricultural extension and other community services in this highland indigenous community. In total, since 1999, FIDESMA has received 6,880 bikes and 158 sewing machines.
- 4. WeBikes in Accra, Ghana distributes bicycles locally and regionally for individual economic enhancement. In total, since 2006, WeBikes has received 6,194 bikes and 347 sewing machines. This program also would prefer to receive 4 containers per year but we were only able to deliver one in 2012. We had planned to ship to

them near the end of the autumn collection season but due to the hurricane we just were not able to collect those bicycles.

5. Programi i Alternativave Sociale Stimuluese (PASS) in Albania was a new project started in 2011.

With the help of the Clif Bar Family Foundation and the Sorros Foundation subsidizing the first shipment, a new revolving fund was established. 1,465 bikes shipped to date.

6. Vinh Long Union of Friendship (ViUFO) in Vinh Long Vietnam, supported by the Dariu Foundation of Switzerland received its initial container in 2012 and has now received 1,135 bicycles.

Program requiring subsidy in 2012 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. Was unable to supply a container to them in 2012 P4P. Not only is the actual shipping cost double any other program, the government also highly taxes imported goods.

Stand Alone Sewing Machine Recipients.

In July we shipped 70 sewing machines to International Rural Development (IRD) which in turn shipped them to Guatemala. P4P was able to deliver the sewing machines at very low cost to the IRD warehouse in Baltimore Maryland.

Recipients of Shipments During 2012

- 1. EcoBici, Nicaragua (1, 141 bicycles, 11 sewing machines)
- 2. WeBikes, Ghana (458 bicycles, 125 sewing machines)
- 3. FIDESMA, Guatemala (545 bikes, 32 sewing machines)
- 4. PASS, Albania (479 bikes)
- 5. CESTA, El Salvador (576 bicycles, 76 sewing machines)
- 6. Vinh Long Union Friendship, Vietnam (570 bikes)



Nicaragua

Sewing Machine Only:

IDR, Guatemala (70 sewing machines)

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



Ghana

many of the bicycles they receive.

We benefited from our ongoing relationship with FedEx, which shipped to our main storage facility 90 bicycles and 8 sewing machines collected by the Green Mountain Returned Peace Corps Volunteers of Vermont.

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 domestic bicycle production costs. We hope this grant will be renewed in 2013. We also received a grant of \$10,000 from Thule Group to support our ongoing projects.

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 Tim Weitzel and Key Trucking of Dubuque, Iowa, who collected and delivered 289 bicyclesand 8 sewingmachinestoNewJersey. Charles Hughesof Albany NY who collected 12 bikes and 64 sewing machines. Tyler D'Agostino's Eagle Scout Project collected 180 bikes. Jackie Johnson & Holcomb Farms in W. Granby, CT collected 120 bikes and 34 sewing machines. Henry Hanson, who with the Vineland NJ Rotary Club collected 181 bicycles and 20 sewing machines and Jerry Agasar with the Newtown PA Rotary Club which collected 134 bikes and 18 sewing machines. David McKay Wilson with the Westchester County Bicycle Club who collected 109 bicycles one morning but averaged \$20 per bike donation. Dan Matyola & Kip Bateman of the Branchburg Rotary Club 103 bikes and 9 sewing machines. Warren Rorden and the Westfield Rotary Club 116 bikes. Devon Smith of the South Brunswick Education Association who collected 78 bikes and 9 sewing machines. These are just some of many volunteers who helped make 2012 a successful year.

FINANCES

We, like most companies in the United States, faced economic hardships in 2012. We raised a total of \$265,438.75 that fortunately did exceed our cash expenses.

The real estate taxes and legal expenses recorded of \$24,327 create cash liabilities that will only be paid at the time of the Roxbury land sale. These added non-cash expenses turned a cash profit of \$10,090.17 into a non-cash loss of \$14,239.83 for fiscal 2012. There were serious headwinds facing the organization in 2012 but with improving economic conditions we believe further improvement will be seen in 2013. We reduced our operational expenses significantly bringing our expenses to the lowest total possible and still be operational spending \$254,742.58.

The year was especially difficult with our average bikes per collection dropping down to 57, traditionally we have been in the mid-80s. The fixed cost of running a Bike collection is paid for by the donations with the 1st 40 bicycles. Dropping from the 80s to 57 bikes per collection cut our operational profit margins. Furthermore the number of collections was reduced to only 60 as many of our collection partners took a year off due to the economy. We are forecasting an improvement in 2013 as the economy improves.

The largest line item in our income is traditionally the donations with bicycles. Cash donations accompanying bike donations generated \$46,456.50 or \$12.32 with each of the 3,861 bikes collected. Strong individual donations exceeded dollars with bikes

3

and totaled\$118,640.12 an all-timehigh. We recorded separately cash donations with sewing machines, which garnered \$3,090. with each of the 338 a machines donated.

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

PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2012. 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 continu-



ing 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 impossible at this time. The organization needs to raise more funds to afford the escalating costs.

Pedals for Progress saw a reduction of bike donations in 2012. Spring 2012 collection season was a significant improvement over 2011 shipping one extra full container more than the previous year. The autumn collections were sparse and poorly attended, I believe in part due to the very contentious national election. Anecdotally, so many people told us that they would wait until after the election.

When we got to November, which is our fourth best production month of the year, we were totally devastated by Hurricane Sandy. We lost a full month of production, probably two containers of bicycles. Continuing collections into December is not an option. It is too cold, the holiday season is approaching, and December collections are just not worthwhile. It is hoped that with the economy rebounding and national bicycle sales rising again, it will produce extra bicycles for P4P to recycle and the collections which were canceled in November we will be able to add into our spring 2013 collections.

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 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, which have a landed cost of under \$15 per bike, are successful financially and require no further



subsidies to continue shipments.

Eastern European and African inland partners cannot 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. We have to date successfully found a way to afford the transportation for small standalone sewing machine projects. The challenge is to find the funding for delivering the machines such as with the IRD to Guatemala or get them delivered very inexpensively. Most new potential sewing projects require only twenty to thirty machines and because of the small volume they must be airfreighted, which can be very expensive. Where bicycle shipments are mostly self-funded, we continually need to fundraise to afford sewing machine co-op start-up costs.

GOALS FOR 2013

It is expected during fiscal 2013 that Pedals for Progress

will ship approximately 3,000 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 2013, Pedals For Progress will strive to have sufficient inventory of bicycles, parts, and accessories to supply all of our core self-sustaining partnerships. It is hoped that we might perhaps have enough bicycles to start a new program in Tanzania. The initial shipment has been postponed entirely due to lack of production in the fall of 2012.

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. Increasing production requires more staff for attending potentialcollections and more vehicles on the road. The operational costs of producing the bicycles and sewing machines are significant. We are unable to accept bicycles that do not have 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 we are a trucking company and it is those miles in the trucks, which produces the product that makes the difference and helps the people in need.

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.



4

Pedals for Progress - Balance Sheet December 31,2012

(Audit Copy is available upon request.)

	Dec 31, 12
ASSETS	
Current Assets	
Checking/Savings	45.007.00
First Allied Money Market Peapack-Gladstone-Checking-3240	15,027.33 9,222.00
Peapack-Gladstone-Cnecking-3240 Peapack-Gladstone-Savings-3232	4,126.66
US Bank	1,000.00
Total Checking/Savings	29.375.99
iotal Checking/Savings	29,375.9
Accounts Receivable	
Accounts Receivable	10,342.00
Total Accounts Receivable	10,342.00
Total Current Assets	39,717.99
Fixed Assets	
Accum. Dep - Equipment	-48,897.49
Equipment	48,897.54
Land	270,560.26
Total Fixed Assets	270,560.3
Other Assets	
Inventory	5,699.70
Prepaid Insurance	4,891.00
Total Other Assets	10,590.70
TOTAL ASSETS	320,869.00
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accrued Expenses	60,874.0
Deferred Liability	9,944.00
Mortgage Payable	45,869.00
Total Other Current Liabilities	116,687.0
Total Current Liabilities	116,687.0
Total Liabilities	116,687.0
Equity	
permanently Restricted Net Asse	10,411.00
Retained Earnings	208,010.82
Net Income	-14,239.83
Total Equity	204,181.99
TOTAL LIABILITIES & EQUITY	320,869.00



Bette Bass, Long Island Returned Peace Corps Volunteers

PROFIT & LOSS January - December 2012

Antique Bikes 935.00 Total Payroll Expenses 145,827 Contributions - Cash w/Bikes 46,456.50 Contributions - Civic Groups 1,1014.00 Postage and Delivery 4,623 Contributions - Corp/Foundation 28,918.31 Printing and Reproduction 12,166 Contributions - Individuals 118,640.12 Professional Fees Contributions - Religious Org. 7,325.24 Accounting 500 Contributions - Sewing Machines 3,090.00 Legal Fees 6,608 In Kind Contributions Received 226,709.00 Professional Fees - Other 6,101 Interest Income 147,64 Merchandise Sales 130.00 Real Estate Taxes 17,719 Miscellaneous Income 1,961.00 Rent 15,200 Realized Gain -100.00 Shipping & Packing 35,716 Revolving Funds 46,362.50 Telephone & Internet Roxbury Land Sale 0,31 Internet Service 118 Total Income 481,805.75 Telephone & Internet Collection Expense 11,995.13 Travel Expenses 4,635 Credit Card Fees 2,206.39 Dave's Mileage 867.67 Utilities 301 Insurance 8045.51 Total Travel 5,6385.16 Utilities 300 Net Ordinary Income -24,581 Insurance -24,581 Morker's Comp 4,074.00 Other Income		Jan - Dec 12		Jan - Dec 12
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Roxbury Land Sale	Revolving Funds	46,362.50		,
Total Income	Roxbury Land Sale	0.31		118.80
Expense	Total Income	481,805.75		2,406.42
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Collection Expense 11,995.13 Travel Expenses 4,635 Computer Equipment 2,785.37 Total Travel 4,635 Credit Card Fees 2,206.39 Utilities 301 Dave's Mileage 867.67 Utilities 301 In Kind Contributions Shipped 227,318.00 Total Expense 506,387 Insurance Business Owners 390,00 Net Ordinary Income -24,581 D&O Liability 1,421.16 Other Income/Expense -24,581 Worker's Comp 4,074.00 Other Income/Expense 10,342 Interest Expense 89.00 Total Other Income 10,342 Licenses 89.00 Net Other Income 10,342 State Fees 615.00 Net Income -14,239 Merchandise Cost 454.67 Net Income -14,239 Merchandise Cost 454.67 Office Supplies 1,553.29 Parrs & Tools 241.50 Parrs & Tools 24,068.77 Office Salaries 67,448.09 Outside Services 585.50	-	223.42	Travel	
Computer Equipment	Collection Expense	11,995.13		4.005.44
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Total Payroll Taxes 36,666.69				
	Total Payroll Taxes	36,666.69		

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