

PEDALS FOR PROGRESS / SEWING PEACE 2017 ANNUAL REPORT 10/01/16 to 09/30/17 www.p4p.org



86 East Main St, P.O. Box 312, High Bridge, NJ 08829









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Pedals for Progress, a New Jersey nonprofit corporation, empowers sustainable economic development by recycling bicycles and sewing machines from the US and shipping them to motivated people 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: 22-3122003). A five-member unpaid board of trustees oversees a paid staff of 4 and a network of hundreds of volunteers.

2017 HIGHLIGHTS

Pedals for Progress shipped 7 containers and 6 LCL shipments for a total of 3,644 bicycles, and 533 sewing machines, to 9 nonprofit agency partners in 8 developing countries. This brings cumulative donations shipped in the last 25 years since 1991 to 152,009 bicycles, 3,983 sewing machines.

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 40 community partners in seven states.

At the very end of 2015 we filed a DBA (doing business as) with the State of New Jersey and took on the additional name "Sewing Peace". The creation of this name for our sewing machine program has allowed the sewing machine collection and shipments to grow on its own without the need of relying upon bicycle collections and bicycle shipments. We still do at times do them in conjunction but it other times when we are doing a specific sewing machine event the name Sewing Peace is much more conducive and from a marketing perspective more successful. This marketing plan worked exactly as expected and in 2017 we saw a 55% increase in the number of sewing machines collected.

OVERSEAS PARTNERS

During the year, Pedals for Progress focused on a small number of reliable partners for the majority of our shipments. Of all bicycle shipments in 2017:

- 29% of the bicycles were shipped to Central American partners, versus 48% the previous year
- 28% to Eastern Europe, versus 28% the previous year
- 43% to Africa, versus none the previous year

Of all sewing machines shipments in 2017:

- 2% of the sewing machines were shipped to Central American partners, versus 7% the year before
- 5% were sent to Eastern Europe versus 34% the year before
- 93% were sent to Africa versus 48% the year before

The most critical factor in creating a sustainable, self-financing partnership is shipping costs and effective administration's overseas distributing the bikes. We currently consider 5 partnerships as sustainable, i.e., capable of paying for successive shipments. Experience has proven that when the shipping costs are at or below \$15 per bike or \$10 per sewing machine, 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, and Eastern Europe require subsidies to pay their higher shipping costs. Eventually overseas distribution success is determined by per unit cost. Landlocked countries remain beyond our reach due to excessive in land transportation costs. The same is true here at home, our domestic inland trucking costs to get shipments to the port have more than doubled in the last five years.

Still, we are hopeful that other partner organizations, including some that did not receive bikes in 2016, will pay all or most expenses for new shipments in fiscal 2017, or subsidies will be found to initiate new programs. In 2016, due to decreased donations of bikes, the demand for containers was greater than the supply available to ship.

CONTINUING 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 25,569 bikes and 194 sewing machines bikes to EcoBici, 42,879 bikes to Nicaragua in total.
- 2. 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 9,409 bikes and 274 sewing machines.
- 3. WEBike in Accra, Ghana, distributes bicycles locally and regionally for individual economic enhancement. In total, since 2006, WEBike has received 9,578 bikes and 556 sewing machines.
- 4. Programi i Alternativave Sociale Stimuluese (PASS) in Albania was a project started in 2012. PASS was established in 2002 with the goal of encouraging community action and raising public awareness of local social and environmental issues in the Albanian capital city of Tirana. We have now shipped 5,408 bikes shipped to date as well as 200 sewing machines.
- 5. She Can Foundation in Dar es Salaam, Tanzania. We shipped 4 pallets containing 143 sewing machines with the assistance of the Clif Bar Family Foundation Grant, which brings our cumulative total to 217 sewing machines. The SCF facilitates the socio-economic, health, and situational development of marginalized women and young girls.

NEW PARTNERS

- 1. The Mityana Open Troop Foundation, Mityana, Uganda: sewing machines to be given to our vocational project graduates as start-up tools to enable them to start their own workshops: 137 sewing machines.
- Education Care Africa, Liberia, is a social enterprise project aimed at empowering young women and single mothers to sustain themselves and better support their children's education through engagement in tailoring services: 70 sewing machines shipped.
- 3. Stiftung Solarenergie (The Solar Energy Foundation) Addis Ababa, Ethiopia, aspires to train marginalized women in tailoring and sewing so they can create their own source of income and become self-sustained citizens: 72 sewing machines.

RECIPIENTS OF BICYCLE CONTAINER SHIPMENTS DURING FISCAL 2017

- 1. EcoBici, Nicaragua (533 bicycles and 12 sewing machines)
- 2. FIDESMA, Guatemala (524 bicycles)
- 3. PASS, Albania (1,006 bicycles and 25 sewing machines)
- 4. WEBike, Ghana (1,581 bicycles and 74 sewing machines)

Started the year 10/1/16 with 590 bicycles in inventory.

Ended the year 9/30/17 with 477 bicycles remained in inventory.

2017 Total Shipped: 3,644 2017 Total Collected: 3,531

RECIPIENTS OF LCL SEWING MACHINE SHIPMENTS DURING FISCAL 2017

- 1. She Can Foundation, Tanzania (74 sewing machines)
- 2. Mityana Open Troop Foundation, Uganda (137 sewing machines)
- 3. Education Care Africa, Liberia (70 sewing machines)

Started the year 10/1/16 with 67 sewing machines in inventory.

Ended the year 9/30/17 with 45 sewing machines in inventory.

2017 Total Shipped: 533 2017 Total Collected: 511

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

We received a \$5,000 grant from Clif Bar Family Foundation, which subsidized the collection of bicycles and a portion of our shipping costs.

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

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

KEY VOLUNTEERS

Pedals for Progress depends on the efforts of volunteers, several hundred of them, to publicize and work collections, prep bikes for shipping, help us warehouse bikes, and eventually load them into containers bound for our partner agencies overseas.

We would like to thank Robert Loftin and Drew and Bree Decker for all of their volunteer hours helping to pack outgoing shipments. Also Michael Sabrio for managing at bike collections and taking over most of the webmaster duties. We thank our tinkerers Dennis Smyth and Simon Rosenstein for their excellent work refurbishing many of our sewing machines.

We especially thank these collectors:

- Liz Sweedy of Morris County NJ Municipal Utilities Authority: 175 bicycles
- Joanne Heidkamp with the Green Mountain Returned Peace Corps Volunteers: 128 bikes, 78 sewing machines
- Warren Rorden with the Westfield Rotary Club: 79 bikes, 6 sewing machines
- Jerry Agasar with the Newtown Rotary Club: 179 bikes, 23 sewing machines
- Nick Nicolay with the Haddonfield Rotary Club: 160 bikes, 8 sewing machines
- Kelli McMahon with the Tohickon MS Team Infinity: 100 bikes, 9 sewing machines
- Bette Bass and Kathleen Ging with the Long Island Returned Peace Corps Volunteers and The Ethical Humanist Society: 138 bikes, 52 sewing machines
- Daryl Detrick with the Warren Hills Regional HS Chess Club: 92 bikes, 37 sewing machines
- · Casey Walsh with Faith Lutheran Church: 96 bikes
- Christine Potts with St John's Memorial Episcopal Church and Upper Saddle River Scout Troop 133: 127 bikes, 15 sewing machines
- Mark Call with the Rotary Club of Norristown, PA: 95 bikes, 10 sewing machines
- Marty Shields with the Pascack Hills HS Environmental Club: 131 bikes, 12 sewing machines
- Jackie Johnson with support from Holcomb Farm: 61 bikes, 39 sewing machines

Thanks also to all the other collectors not listed here.

FINANCES

2017 was a much stronger financial year for Pedals for Progress. The income and expense changes from 2016 to 2017 are positive for the second year in a row. We spent less. Your donations increased. Our production increased. We beat all targets in the 2017 financial plan and expect with your help to do so again in 2018!

Operationally, P4P still needs to collect more bikes with the associated cash donations to break even financially. The great recession impacted the donation of bikes. With the recovery, other charities began to collect bikes. This competition for bikes continues. From 2008–2015 bicycle production decreased. In 2016 and 2017, we turned the corner and bike production increased!

Sewing machine collections continue to exceed all expectations with dramatic growth. Sewing Peace is the fastest growing part of P4P. The operational costs per unit are lower. This is simply because they are smaller. Twenty to thirty sewing machines can be cost effectively shipped anywhere. This is expanding our impact to more places around the globe. We are growing partners and programs in new countries. These partners pay the cost of international shipping.

P4P continues to learn to do more with less, becoming more operationally efficient. Management and the Board will continue to explore new ways to do more with less. Thank you again for your strong donations; they are critical to P4P. Please give generously to P4P in 2018.

PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2017. We have for years requested a minimum \$10 donation with each bicycle. Our cost to collect each bicycle is now closer to \$20 per bicycle. P4P considered raising our minimum donation but it is unreasonable at this time. The organization needs to raise more funds to afford the escalating costs. We continue experiencing competition for the bicycles in our domestic footprint. Previously there were no other organizations collecting bicycles, now there is a plethora of organizations collecting goods of all types including bicycles. Unfortunately most of those bicycles collected are sold for scrap metal to support the mission of the other charities collecting bikes.

The bicycles collected this year continue to be the highest quality bikes that we have ever collected. The most common brand name was Trek and we collected over 80% mountain bikes in the adult bike category. The vast majority of bikes we collected were originally sold in a bike shop for a relatively high price. P4P collected almost no lesser quality mass merchandise bikes that are sold at big box stores like Walmart. Therefore we had the highest quality bikes ever but our volume was slightly down. Meanwhile sewing machine production was up.

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

Shipping the sewing machines within bicycles shipments makes the delivery of these heavy objects affordable. Our bicycle partners however have limited needs of sewing machines. The challenge is to find the funding for delivery of machines to small sewing programs like She Can Foundation in Tanzania or get them delivered very inexpensively. Most new potential sewing projects require only twenty to thirty machines and because of the small volume they previously required air freight that is very expensive. P4P developed in 2013 the capacity to ship by boat individual pallets of sewing machines at a very reasonable cost. This low cost way to ship will allow us to expand our small standalone sewing machine projects globally, as well as supplying conservation ranger projects with small numbers of mountain bikes when needed. One challenge is identifying the small groups overseas meeting sewing machines.

GOALS FOR 2018

During fiscal 2018, Pedals for Progress plans to ship approximately 4,000 bicycles and 700 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.

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

Pedals for Progress 2017 Board of Trustees

David Schweidenback, Chairman John Alexander, Treasurer Robert Zeh, Secretary Andrew Williams, Assistant Treasurer & Assistant Secretary John Strachan

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David Schweidenback, President and Founder
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Robert Loftin, Warehouseman
Drew Decker, Warehouseman
Tyler Thompson, Warehouseman
Kieran Conant, Warehousman

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

To receive our newsletters or information on how to collect bikes or sewing machines, contact Lori at lori@p4p.org. To request a donation of a container of bicycles or sewing machines, contact Dave at pd4ls@comcast.net.

Pedals for Progress P.O. Box 312 High Bridge, NJ 08829-0312 Lori: 908.638.4811 Dave: 908.638.8893

www.p4p.org

11:58 AM 10/15/17 Accrual Basis

Pedals for Progress Balance Sheet

As of September 30, 2017

	Sep 30, 17
ASSETS	
Current Assets	
Checking/Savings	1 202 01
Peapack-Gladstone-Checking-3240	-1,293.01 14,431.15
Peapack-Gladstone-Savings-3232 First Allied Money Market	14,431.15 2,345.00
First Allied Mutual Funds	18,309.59
	
Total Checking/Savings	33,792.73
Accounts Receivable	
Accounts Receivable	3,420.00
Total Accounts Receivable	3,420.00
Other Current Assets	
Undeposited Funds	-20.00
Total Other Current Assets	-20.00
Total Current Assets	37,192.73
Fixed Assets	
Accum. Dep - Equipment	-51,565.49
Equipment	53,550.54
Total Fixed Assets	1,985.05
Other Assets	22 409 00
Inventory	33,198.00 6,726.00
Prepaid Insurance	6,726.00
Total Other Assets	39,924.00
TOTAL ASSETS	79,101.78
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,275.00
Total Accounts Payable	2,275.00
Other Current Liabilities	
Accrued Expense	6,700.00
Accrued Expenses	800.00
Total Other Current Liabilities	7,500.00
Total Current Liabilities	9,775.00
Total Liabilities	9,775.00
Equity	
Retained Earnings	41,014.15
Net Income	28,312.63
Total Equity	69,326.78
	
TOTAL LIABILITIES & EQUITY	79,101.78

11:57 AM 10/15/17 Accrual Basis

Pedals for Progress Profit & Loss October 2016 through September 2017

	Oct '16 - Sep 17
Ordinary Income/Expense	
Income Antique Bikes	260.00
Contributions - Cash w/Bikes Contributions - Civic Groups	33,153.00 3,459.60
Contributions - Corp/Foundation	18,989.15
Contributions - Individuals Contributions - Religious Org.	89,896.04 4,830.00
Contributions - Sewing Machines In Kind Contributions Received	6,312.00 174,696.00
Interest Income	12.46
Investment Income Merchandise Sales	398.84 40.00
Revolving Funds	51,970.55
Total Income	384,017.64
Expense *Payroll Expenses	50.49
Bank Service Charges Collection Expense	250.58 14,136.33
Computer Equipment	333.00
Credit Card Fees Dave's Mileage	990.00 1,078.39
Depreciation Expense Fund Raising	822.00 375.00
In Kind Contributions Shipped Insurance	153,377.00
Worker's Comp	6,610.00
Total Insurance	6,610.00
Licenses Permits	610.00
State Fees	310.77
Total Licenses Merchandise Cost	920.77 998.26
Office Supplies Parts & Tools	1,772.12 120.00
Payroll Expenses	
Labor Assessment Office Salaries	0.00 15,852.35
Officers' Salaries Outside Services	64,821.65
Payroll Preparation Fee	497.00
Total Outside Services	497.00
Payroll Taxes Taxes - EE	63.71
Taxes - ER	6,723.40
Total Payroll Taxes	6,787.11
Retirement Expense Payroll Expenses - Other	10,391.97 0.00
Total Payroll Expenses	98,350.08
Postage and Delivery Printing and Reproduction	3,210.01 5,214.68
Professional Fees Bookkeeper	1,512.50
Accounting Professional Fees - Other	7,670.00 6,700.00
Total Professional Fees	15,882.50
Realized Loss	4,541.00
Rent Shipping & Packing	16,200.00 35,552.60
Telephone & Internet Telephone & Internet	2,321.23
Telephone & Internet - Other	53.00
Total Telephone & Internet	2,374.23
Travel Travel Expenses	704.27
Travel - Other	8.00
Total Travel Utilities	712.27 286.84
Total Expense	364,158.15
Net Ordinary Income	19,859.49
Other Income/Expense	.,
Other Income Unrealized Gain/Loss	8,453.14
Total Other Income	8,453.14
Net Other Income	8,453.14
Net Income	28,312.63

2017 Donors, Pedals for Progress and Sewing Peace

\$10,000+

Leo and Helen Hollein

\$5000+

Jon and Diane Claerbout Clif Bar Family Foundation The Alexander Divinski Family Trust

\$1000+

Chad & Cecilia Bardone, Carolyn Bargman, Biovid, Sherman Carll, CCG Facilities Integration, Inc., Colts Neck Reformed Church, Roseanne & John Clark, ExxonMobil Foundation, First Church in Hartland Congregational, Robert & Laura Hockett, Elliott & Kathleen Jones, Gary & Mary Kamplain, Cecilie Mary Mota, Kermit Leslie Young, Jr., Magers Charitable Gift Fund, David Schweidenback & Geraldine Taiani, South Brunswick Education Association, Wais Family Fund, Andrew Williams & Emily Winand

\$500+

Aetna Foundation, Susan Bliss Alden, James & Jean Allen, Carolyn Bargman, Richard & Nancy Barrett, Berkeley Heights BOE Governor Livingston High School Student Activity, Donald & Marcia Bisenius, Patricia Dedert & Mike Ultee, Economic Concepts, Inc., ExxonMobil Foundation, The Jack & Pauline Freeman Foundation, Inc., John & Jill Gower, Cathy & Michael Mosman, Arlene Dorothy Siebel, Thomas & Nancy Tarbutton, Y.E.S. Phogg Phoundation, W. Mark Wheeler, III, Ronald Widman & Cathleen Macysyn, Jim Winzenburg

\$100+

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2017 Collection Sponsors, Pedals for Progress and Sewing Peace

Westfield Rotary Club

Blooming Glen Mennonite Church Jr. High Youth Fellowship

Saint Joseph Church

Newtown Rotary Club & Council Rock High School North Interact Club

First United Methodist Church of Somerville

The Rotary Club of Haddonfield

Blair Academy

Tohickon Middle School's Team Discovery

Will Sussis

Long Island Returned Peace Corps Volunteers with the Ethical Humanist Society

Temple B'Nai Abraham

Fair Lawn Rotary Club

Hobmob.com & Town of Secaucus

Warren Hills Regional High School Chess Club

Faith Lutheran Church

Rotary Club of Woodstown

Clinton Sunrise Rotary Club

St. Andrew's Presbyterian Church Youth Group

Curious-On-Hudson

Zion Lutheran Church

St. John's Memorial Episcopal Church with Upper Saddle River Boy Scout Troop 133

Rotary Club of Norristown

New Dover United Methodist Church

Rachel Abrahamson, Alyssa Tweaddale, Kaitlyn Amuso, Cecilia Milbrandt, and Jackie Johnson with Support From Holcomb Farm

Asbury Park Rotary Club

South Brunswick Education Association

Pascack Hills High School Environmental Club

Rachel Shepps

Rotary Club of Gettysburg

Thomas Walsh Eagle Scout Project

Flemington Presbyterian Church

Rotary Club of the Palisades

Rotary Club of Branchburg

Memorial United Methodist Church

Green Mountain Returned Peace Corps Volunteers

St. Stephen's United Church of Christ

pedals for progress™
Putting used bikes to good use

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