



PEDALS FOR PROGRESS
SEWING PEACE
2021 ANNUAL REPORT
10/01/20 to 09/30/21
www.p4p.org
86 East Main St
P.O. Box 312
High Bridge, NJ 08829



Pedals for Progress, a New Jersey nonprofit corporation, empowers sustainable economic development by recycling bicycles and sewing machines from the U.S. 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 twelve-member unpaid board of trustees oversees a paid staff of 4 and a network of hundreds of volunteers.

2021 HIGHLIGHTS

Pedals for Progress was born in February 1991. We celebrated our 30th birthday in February 2021.

Pedals for Progress shipped 6 containers and 2 LCL (Less than Container Load) shipments for a total of 2,814 bicycles, and 408 sewing machines, to 7 nonprofit agency partners in 7 developing countries. This brings cumulative donations shipped since 1991 to 162,439 bicycles, 5,242 sewing machines.

We concentrated our collection operations within the New York City and Philadelphia suburbs increasing our efficiency. Our bicycle and sewing machine collections were sponsored by 15 community partners in seven states.



2021 Shipments

Recipients of Fiscal 2021 Bicycle Container Shipments

1. Association Défi et Révolution de la Vie Rural (DRVVR), Togo (976 bicycles and 100 sewing machines in 2 shipments)
2. Norbert and Friends Foundation, Arusha, Tanzania, (444 bicycles and 43 sewing machines)
3. Fundación Integral de Desarrollo Sostenible y Medio Oriente (FIDESMA), San Andres Ixtapa, Guatemala (417 bikes and 28 sewing machines)
4. PASS, Tirane, Albania (474 bikes and 50 sewing machines)
5. Rwanda Wildlife Conservation Association (503 bikes and 43 sewing machines)

Started the year 10/1/20 with 684 bicycles in inventory.

Ended the year 9/30/21 with 315 bicycles remaining in inventory.

2021 Total Shipped: 2,824, Total Collected: 2,445

Bicycle Shipments by Region

	Fiscal 2021	Fiscal 2020
Africa	68%	50%
Asia	0%	25%
Central America	15%	0%
Eastern Europe	17%	25%

Recipients of Fiscal 2021 Sewing Machine LCL Shipments

1. Rising Hope Foundation for Change, Cameroon (72 sewing machines)
2. Village Care Initiatives, Sierra Leone (72 sewing machines)

See above for sewing machines shipped in containers with bicycles.

Started the year 10/1/20 with 83 sewing machines in inventory.

Ended the year 9/30/21 with 73 sewing machines in inventory.

2021 Total Shipped: 408, 2021 Total Collected: 398

Sewing Machines Shipments by Region

	Fiscal 2021	Fiscal 2020
Africa	81%	64%
Asia	0%	10%
Central America	7%	0%
Eastern Europe	12%	26%

OVERSEAS PARTNERS

During the year, Pedals for Progress focused on a small number of reliable partners for the majority of our shipments.

The most critical factors in creating a sustainable, self-financing partnership are shipping costs and effective administration by our overseas partners. We currently consider 3 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. Overseas distribution success is determined by per unit cost. Landlocked countries remain beyond our reach due to excessive inland transportation costs. Domestic shipping is also expensive; our domestic inland trucking costs to get shipments to port have more than doubled in the last five years.

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.

Still, we are hopeful that other partner organizations, including some that did not receive bikes in 2021, will pay all or most expenses for new shipments in fiscal 2022, or subsidies will be found to initiate new programs. In 2021, due to decreased donations of bikes due to Covid-19, the demand for containers was greater than the supply available to ship.



San Andrés Itzapa, Chimaltenango, Guatemala

CONTINUING PARTNERS

- Albania: Programii Alternativave Sociale Stimuluese (PASS), Social Stimulating Alternative Program, Tirana
- Cameroon: Rising Hope for Change, Limbe
- Guatemala: Fundación Integral de Desarrollo Sostenible y Medio Oriente (FIDESMA), San Andrés Itzapa, Chimaltenango
- Rwanda: Rwanda Wildlife Conservation Association, Kigali
- Tanzania: The Norbert and Friends Foundation, Arusha
- Togo: Association Défi et Révolution de la Vie Rurale (DRVVR), Vogan
- Uganda: The Mityana Open Troop Foundation, Mityana

Uganda



Cameroon

Togo



NEW PARTNER 2021

Rwanda Wildlife Conservation Association, Kigali, Rwanda. With a generous grant from an anonymous donor, we were able to ship a container with 503 bicycles and 43 sewing machines in 2021.



FINANCES

2021 was a turbulent but good year for Pedals for Progress finances. We started fiscal 2021 in a strong financial position with a strong balance sheet. Our operating income relies on four primary income streams: cash donations with bikes and sewing machines, cash donations from the twice-annual solicitation, corporate donations, and revolving funds and fees from our international partners. The pandemic has reduced the number of collections and lowered the number of bikes and sewing machines collected. However, 2021 donations at collections and 2021 other donations are greater than in 2020. Thankfully, the solicitations have exceeded expectations again in 2021. Direct corporate donations have been decreasing over the past twenty years due to a focus on employee matching programs. As a category, corporate donations also exceeded budget expectations largely due to David's efforts with a historic donor. Our sustaining international partners are expected to reimburse Pedals for Progress for the cost of containers or LCL shipments. These are categorized as "revolving funds": the partners save income to pay for successive shipments. This category met expectations as the number of containers shipped to sustaining partners met the plan. Overall 2021 operating income exceeded budget.

Operating expenses include four large categories: employee and officers compensation, shipping and packing, collections expenses, and office rent. In 2021, employee and officer's compensation exceeded budget largely due to the addition of the Vice President of Operation. Shipping and packing expenses were higher than expected largely due to the increased cost of shipping and fuel. Collection expenses, office rent, and all remaining minor expenses categories met expectations.

P4P in 2021 had a few extraordinary items. P4P has a conservative investment policy. 2021 was a good period for stocks, bonds, and mutual funds as they generally increased in value. These generated other income for P4P as did some of the stock donations. The other extraordinary item was the 2020 PPP loan from the US government, which was forgiven.

Overall, 2021 exceeded financial expectations for P4P.

Balance sheet and profit and loss statements are attached.

CORPORATE DONORS



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



General Pallet, at no cost, supplies the specialized pallets required for international shipping of SP sewing machines.

We are very thankful for the support of these organizations 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, Drew & Bree Decker, and Daryl Detrick with the Warren Hills Regional HS Chess Club for all of their volunteer hours helping to pack outgoing shipments. A special thanks to Michael Sabrio for managing at bike collections and taking over the Webmaster duties. We thank our Tinkerers Dennis Smyth and Mary O'Brien for their excellent work refurbishing many of the sewing machines we shipped.

We especially thank these collectors:

Jerry Agasar with the Newtown Rotary Club: 103 bikes and 27 sewing machines

Casey Walsh with Faith Lutheran Church: 402 bikes and 2 sewing machines

Liz Sweedy with the Morris County NJ Municipal Utilities Authority: 316 bicycles

Joanne Heidkamp with the Green Mountain RPCVs: 138 bikes and 115 sewing machines

Mark Call with the Rotary Club of Norristown: 84 bikes and 7 sewing machines

2021 COLLECTION SPONSORS

Aidan Montalbine
Bernardsville United Methodist Church
Chester County PA Solid Waste Authority
Colts Neck Reformed Church
Congregation Beth El – Ner Tamid, Broomall, PA
Delmar Reformed Church
Eddie Kelly
Emmanuel Bible Church, Schooley’s Mountain, NJ
Fair Lawn Rotary Club
Faith Lutheran Church
Green Mountain Returned Peace Corps Volunteers, VT
Long Island Returned Peace Corp Volunteers
Memorial United Methodist Church, Avon, CT
Morris County Municipal Utilities Authority
New Dover United Methodist Church
Newtown Rotary Club
Odessa-Middletown Rotary
Passaic County Office of Solid Waste & Recycling
Raritan Valley NJ Habitat for Humanity
Rotary Club of Branchburg
Saint Andrew’s Presbyterian Church Youth Group, Lebanon, PA
Saint John’s Memorial Episcopal Church, Ramsey
Saint Joseph Church, Bogota
Saint Stephen’s United Church of Christ, Perkasio, PA
St. Andrew’s Presbyterian Church Youth Group
St. Rose of Lima Roman Catholic Church
Totowa Public Library
Vineland Rotary
Westfield, Rotary Club

PROGRAM CHALLENGES

Pedals for Progress faced substantial challenges in 2020. We started out with an excellent fall collection season and anticipated an even stronger spring 2020 collection season. Unfortunately, we were shuttered for the entire spring season because of the Covid-19 pandemic. We have a lot of ground to make up to resupply our program partners we were unable to ship to during 2020.

In late August 2020, we became operational once again and had a very productive September. 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. Though the quality of bikes was higher than ever, our volume was significantly down due to the pandemic.

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 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. However, our bicycle partners need relatively few sewing machines. The challenge is to find the funding to deliver machines to small sewing programs like the Mityana Open Troop Foundation in Uganda or to get them delivered very inexpensively. Most new sewing projects require only two pallets of machines. Due to that low volume, initial shipments were previously shipped via air freight, which 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 shipping allows us to expand our small standalone sewing machine projects globally.



Tanzania

GOALS FOR 2022

During fiscal 2022, Pedals for Progress plans to ship approximately 3,600 bicycles and 600 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.

Pedals for Progress challenges are financial, not supply-side driven. With more funding, we can collect significantly more bikes 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 that produce the product 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 people in need help themselves.

2021 Board of Trustees

Jamie Acosta

Jerry Agasar

John Alexander, Treasurer

Daryl Detrick

Ann Fitzgerald

Sarah Jannsch

Richard Millhiser, Chair

David Schweidenback, President & CEO

Casey Walsh

Andrew Williams

Bob Zeh, Secretary

Staff

David Schweidenback, President and Founder

Gary Michel, Vice President, In-kind Donations

Alan Schultz, Vice President, Operations

Lori Smith, Office Manager

Michael Sabrio, Webmaster

Robert Delghiaccio, Warehouseman

Will Reisen, Warehouseman

Troy Thompson, Warehouseman

Max VanOrden, Warehouseman

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

To receive our newsletters or information on how to collect bikes and/or sewing machines, contact lori@p4p.org. To request a donation of a container of bicycles or sewing machines, contact Dave at dschweidenback@gmail.com.

2021 Donors

\$10,000+

Leo & Helen Hollein

\$5000+

Susan B. Alden, K & E Jones Family Trust, Sherman Carll & Jane Tant, The Alexander Divinski Family Trust, Andrew & Emily Williams

\$1000+

Andrew Aprill, Chad & Cecilia Bardone, Biovid, Ernest & Marilyn Businelli, ExxonMobil Foundation, Anne Fitzgerald, Jack & Donna Haughn, Sarah Jannsch, Johnson & Johnson Foundation, Gary & Mary Kamplain, Amy & Bruce Meighan, Richard Millhiser, David Schweidenback & Geraldine Taiani, Jon Sides, Wais Family Fund, Mark Wheeler III, Ronald W. Subber & Martha C. Wood Charitable Fund

\$500+

Anonymous, Susan Ritchie-Ahrens, William Alexander, John & Jane Fisher, John & Scarlet Gorton, The Barbara A. Kelly Charitable Gift Fund, Margreet Ryan, Therese & Eric Shick, Joseph Brooks Smith, Elizabeth Thompson, Janet & Eric Thompson, Carol Weismann, Warren County Habitat for Humanity

\$100+

Caroline Achey Edwards, Jamie & Marilyn Acosta, Jerry Agasar, James Allen, Anonymous, Anonymous, Robert Atlee, John Azzoli, Richard Barrett, Margaret & Donald Beatty, Deborah Behler – Muscoot Farm, John Benedetto, Lawrence Bergstresser, Robert & Karen Berk, Valerie & George Billy, Joan Bradley, Bristol-Myers Squibb Foundation, Joe & Patricia Caracappa, Church of Nativity, Michael & Robin Wagner-Birkner, Rob & Susan Craig Brown, Susan & Robert Buler, Lisa Burns & Henry Chamberlain, Mateusz Buszko, Donovan Carbaugh, Regina Carola, Sarah Classen, Harry & Ann Colby-Cummings, Thomas Conk, John & Katherine Flint Coppinger, David & Natalie Corbett, Sharon & Frank D'Agostino, Janet Davis Travis, Michael Diener, Pat & Les Deotte Giving Fund, Daryl & Christine Detrick, Kevin Dolan, Richard & Darlene Donat, Benjamin Donley, Eugene & Barbara Dougherty, James Doyle & Leah Healey, Corrine & Robert Errico, Elizabeth & Mitchell Ferges, Allen & Betty Fidler, Jon & Marilyn Fineman, Anita Flanagan, Martha Fleischer, Grace Forsythe, Carolyn Gallaher, William Garvey, General Pallet LLC, Carolyn & Robert Gerdes, Mary Giglio & Peter Ciesielski, Sherwood Guernsey II, Roger Gutzwiller, Raymond & Retha Haas, Carole Haines, Martha & Mark Hall, Natalie Hall, Ann Harper Fender, Elizabeth Harrington-Howes, Elizabeth Henderson, Stuart Herrmann, Wendy Hess, Virginia & Thomas Holian, Reverend Ann Holt, Daniel & Barbara Hotko, Kevin & Susan Hubbard, John & Linda James, David Johnson, Alice Kee & Jonathan Horiuchi, Linda & Michael Husar, Edward Keyser, Leah Kinnear, Erick & Sarah Kinsel,

John & Carol Kissane, Barbara Klein, Josefa Klein, Dr. Paul Kleinman, Edith Konopka, William & Catherine Krauss, Linda Kulick, Jennifer Kushinka, Needham & Marylou Langston, Kathleen Lathrop, Kathleen & James Letko, Sheryl Litchfield, Joseph Logan, Silvi & Olavi Luell, Kathleen Lynn, Patricia Lynn, Edward Maher, Albert Martin, Virginia & Milton McDonnell, Jill & Robert McGinnis, Michael & Maureen McLaughlin, Lex & Dorothy McMillan, Steve & Heidi Messner, David Miles, David & Wisitsee Monahan, Lucy Montalbine, Thomas & Karen Montalbine, Rebecca & Andrew Moody, Douglas & Donna Mooney, Samuel & Joyce Moulthrop,

Cynthia Mullin-Zemo, Major Benjamin Newton, A. Hirotoshi & Sumie Nishikawa, Cynthia Norman, Mary & John Nosek, Christine & Jefferson Osborn, Susan & Ronald Ostberg, Kristina & Robert Oswald, Paul Parent, Mark & Susan Pavlin, Gregory Pearson, Phoenix Giving Fund, Luis Pi-Sunyer, Cathleen & Gary Plefka, Porter Family Fund, Janet M. Powers Fund, Presbyterian Women, Robert & Ruth Prigge, David & Laurie Pringle,

Charles & Lucy Putnam, C. David Redding, John Reid, Evelyn & David Reuter, Cecile Sullivan Rohrbach, Louis & Francoise Rollmann, Virginia & Warren Rorden, Rosenstein Family Fund, Marjorie Rappaport Rozman,

Sheldon & Mary Ann Schafer, Roy & Marilyn Schmidt, Alan Schultz, Lovato Shaw, John & Janet Silliman, Ann Skudlark, Jonathan Slawson, Kathryn Slawson, Nicole Smith, Dennis & Kathleen Smyth, David Stalknecht, Linda Stamato, Robert Stewart, Judy & Craig Strong, Mary & John Sullivan, Nancy-Jo Taiani, Donald & Dolores Treich, Judy Tukuafu, Michiel E. Ultee & Patricia L. Dedert Fund, Margaret Urich, John Wafer, Casey Walsh, Warde Giving Fund, Barbara Waters, Tim & Nancy Weil, William White, Jane & Philip Wilson, Mary Wojchik, Arthur Woolf, Christine Worny & Marvin Cohen, Judson & Patsey Yeo-Ramaker, Robert & Carol Zeh

2021 Collection Sponsors

Eddie Kelly
Rotary Club of Branchburg
St. Rose of Lima Roman Catholic Church
St. Andrew's Presbyterian Church Youth Group
Chester County Solid Waste Authority
Sponsored by Newtown Rotary Club
Passaic County Office of Solid Waste & Recycling
Bernardsville United Methodist Church
Fair Lawn Rotary Club
Colts Neck Reformed Church
Faith Lutheran Church
Long Island Returned Peace Corps Volunteers with United Church of Christ
New Dover United Methodist Church
Delmar Reformed Church
Aidan Montalbine
Saint Joseph Church
Memorial United Methodist Church
Raritan Valley Habitat for Humanity with Habitat Youth Council
Congregation Beth El - Ner Tamid
Green Mountain Returned Peace Corps Volunteers
St. Stephen's United Church of Christ
Vineland Rotary
Morris County Municipal Utilities Authority
Odessa-Middletown Rotary

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12/08/21

Accrual Basis

Pedals for Progress 2
Profit & Loss
 October 2020 through September 2021

Oct '20 - Sep 21

Ordinary Income/Expense	
Income	
Contributions - Cash w/Bikes	33,579.00
Contributions - Civic Groups	281.04
Contributions - Corp/Foundation	17,958.14
Contributions - Individuals	122,499.18
Contributions - Religious Org.	2,375.00
Contributions - Sewing Machines	8,260.00
Interest Income	54.71
Investment Income	766.43
Revolving Funds	35,890.00
Total Income	221,663.50
Expense	
travel expense	2,772.10
Reconciliation Discrepancies	0.01
Advertising	135.00
Bank Service Charges	605.15
Collection Expense	11,193.21
Computer Equipment	1,843.55
Credit Card Fees	1,358.61
Dave's Mileage	853.37
Insurance	
Business Owners	2,519.04
Worker's Comp	2,731.00
Total Insurance	5,250.04
Licenses	
Permits	1,233.72
State Fees	230.50
Licenses - Other	0.00
Total Licenses	1,464.22
Merchandise Cost	994.46
Office Supplies	1,664.89
Payroll Expenses	
Labor Assessment	0.00
Office Salaries	30,206.49
Officers' Salaries	73,079.33
Outside Services	
Payroll Preparation Fee	581.45
Total Outside Services	581.45
Payroll Taxes	
Taxes - EE	930.96
Taxes - ER	8,350.93
Total Payroll Taxes	9,281.89
Retirement Expense	15,459.00
Payroll Expenses - Other	0.00
Total Payroll Expenses	128,608.16
Postage and Delivery	3,213.45
Printing and Reproduction	9,113.69
Professional Fees	
Bookkeeper	1,367.50
Accounting	2,845.00
Website Authoring	228.00
Total Professional Fees	4,440.50
Rent	16,350.00
Shipping & Packing	36,823.82

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12/08/21

Accrual Basis

Pedals for Progress 2
Profit & Loss
October 2020 through September 2021

	Oct '20 - Sep 21
Telephone & Internet	
Telephone & Internet	2,090.98
Total Telephone & Internet	2,090.98
Utilities	170.99
Total Expense	228,946.20
Net Ordinary Income	-7,282.70
Other Income/Expense	
Other Income	
Other Income	19,700.00
Unrealized Gain/Loss	9,057.80
Total Other Income	28,757.80
Other Expense	
SUSPENSE	0.00
Total Other Expense	0.00
Net Other Income	28,757.80
Net Income	21,475.10

Pedals for Progress 2

Balance Sheet

As of September 30, 2021

	Sep 30, 21
ASSETS	
Current Assets	
Checking/Savings	
Peapack-Gladstone-Checking-3240	5,395.54
Peapack-Gladstone-Savings-3232	16,215.50
First Allied Mutual Funds	34,461.83
Total Checking/Savings	56,072.87
Accounts Receivable	
Accounts Receivable	840.00
Total Accounts Receivable	840.00
Total Current Assets	56,912.87
Fixed Assets	
Accum. Dep - Equipment	-51,674.49
Equipment	53,550.54
Tools	25.50
Total Fixed Assets	1,901.55
TOTAL ASSETS	58,814.42
LIABILITIES & EQUITY	
Equity	
Retained Earnings	37,339.32
Net Income	21,475.10
Total Equity	58,814.42
TOTAL LIABILITIES & EQUITY	58,814.42