

bikes
FOR
THE
WORLD



2006 Annual Report

In 2006, its second year of operations under the sponsorship of the Washington Area Bicyclist Association, *Bikes for the World—BfW*—grew by one-third, delivering 7,697 good-quality second-hand bicycles to 12 non-profit partners in 8 developing countries and in the United States.

In all, an estimated \$320,000 worth of bicycles, spare parts and accessories, and portable sewing machines went directly to overseas partners.

Some 80 community organizations—including faith communities, service groups, businesses, and county and city jurisdictions that provided volunteer time, facilities, and bicycles and other items—contributed to the success of *BfW* in 2006.

MISSION

Bikes for the World was established to benefit people in developing countries by

- providing affordable reconditioned bicycles for personal transport to employment, education, health services and other essential activities; and
- fostering local capacity to repair, maintain, and market bicycles, employing local people.

At the same time, this mission allows *BfW* to provide community service opportunities for Americans, promote public awareness of the value of re-using discarded or no-longer-needed bicycles, and work alongside other international organizations sharing a common concern for environmentally-sustainable community development.

HIGHLIGHTS OF 2006

OVERVIEW

76 bicycle collections sponsored by 71 different organizations with the help of 600+ volunteers collecting, processing, and packing bicycles for shipment.

Opened new channels for bicycle donations through drop-offs at participating local bike retailers and homes of volunteers, and pick-ups at police impound lots, apartment and condominium buildings, and waste transfer stations.

Delivered 7,697 bicycles to 12 non-profit partners in 8 countries and in the United States, growing 30% over the previous year and surpassing by far our original 2006 goal of 6,500 bicycles handled.

Refined collection methods to increase the proportion of wide-tired mountain bikes (decreasing

the proportion of narrow-tired road bikes), responding to overseas partner needs for bicycles to ride on unpaved roads and pathways.

Began a pilot program supporting skills training and employment concentrating on women, shipping 65 portable sewing machines to the Panamanian Association of Goodwill Industries and 17 sewing machines to Fundación Integral Campesina in Costa Rica.

Laid the groundwork for beginning a youth bicycle program in Montgomery County MD, securing grants from Recreational Equipment Inc. (REI) and the Potomac Pedalers Touring Club.



BfW lost one of its two DC area storage sites but continued operations out of its remaining site and at year's end secured a partial substitute, negotiating a 5-year lease from the City of Rockville (MD) on 3,000 square feet of space.

BUILDING LOCAL RELATIONSHIPS

2006 saw the expansion of *BfW*'s network of partners and collection sponsors to 80 community

organizations, businesses, and local jurisdictions.

BfW also expanded relationships with area bicycle shops: by the end of 2006, 17 Washington-area shops were receiving and holding donated bicycles. These shops have also been very generous with new parts and accessories, and have donated a number of high-quality bikes that were abandoned in their repair departments. Many shops also sponsor public bike collections. Bike shop collections accounted for more than 1,000 used bicycles, plus all the extras.

For a second year, *BfW* rescued bikes discarded at the Montgomery County (MD) Waste Transfer Station in Shady Grove. Over the course of the year, 671 serviceable bicycles were taken out of the waste stream and shipped to our overseas partners.

BfW is an active participant in the Arlington-Alexandria Re-

use Network, an informal association of non-profit and for-profit reuse organizations sponsored by the City of Alexandria and Arlington County.

BfW continues its symbiotic relationship with *Art for Humanity*, a Washington-area non-profit that sends donated household items to Honduras for low-income people. *Art for Humanity* uses *BfW*'s storage areas and loading docks, and in return *BfW* is able to use their vehicle and trailer to move bicycles.

Continuing in the tradition of generosity from which *BfW* has benefited over the years, valuable in-kind services for storage and transportation were donated by local businesses, including the West Group, Kaempher Management/Charles E. Smith Company, and The Gardens Retirement Community.

PUBLIC RECOGNITION OF *BIKES FOR THE WORLD*

Written about in *Better Homes & Gardens* (July 2006), and local publications, including the *Reston Connection*, *City Paper*, *Hill Rag*, and the *Washington Examiner*.

Listed prominently in the *Reuse Directory* published jointly by the City of Alexandria and Arlington County.

Benefited from numerous instances of "viral marketing," contributing to the strong growth in bike donations, collection sponsorships, and unsolicited publicity in the local, cycling, and national press.

BIKES FOR THE WORLD'S PARTNERS IN 2006

In its second independent year, *Bikes for the World* increased the number of international organizations to which it donated bicycles, from seven to eight. It also diversified its shipping destinations moving away from a concentration in Central America and the tsunami-affected Sri Lanka, to a more balanced distribution, with more bikes going to Africa. It expanded its experimentation with assistance to US-based programs. It also began collecting and shipping portable sewing machines.

In 2006, 38% of *BfW* bicycles went to five organizations in three African countries: Ghana,

the Gambia, and Namibia. This compares to a modest 7% of bikes going to Africa in 2005.

Still, Central America remained the largest beneficiary of *BfW* shipments, receiving 42.5% of *BfW*'s 2006 production, or 3,316 bicycles. And the largest single recipient of *BfW* donations remained Goodwill Panama in Central America, which received 1,814 bicycles, more than half of the Central American total.

Africa THE GAMBIA

Bikes for the World began the year completing a logistically challenging “load-out” of a combined book-bike shipment at the warehouse of Books for International Goodwill (BIG), a project of the Parole (MD) Rotary Club.

BIG discovered that books are so heavy that they could fill only 60% of a 40-foot container without exceeding weight limits. When BIG consulted its African

partners about items other than books they might want, the most common response was “BIKES!” Thus began a collaboration that culminated in a joint shipment to the **Fajara Rotary Club** in Banjul, the Gambia.

The shipment was loaded at BIG's warehouse in Waysons Corners MD, 30 miles distant from *BfW*'s closest storage site. The Parole Rotary Club helped make it possible by completing the year's largest collection nearby (see *Collections*, below). Using a forklift, BIG loaded pallets of books along the length of the 40' container. *BfW* and Parole Rotary volunteers then placed two layers of bicycles—240 in all—atop the books.

The books and bikes were distributed in rural schools by the Gambian Ministry of Education. Unfortunately, we have not gotten promised feedback from the Fajara Rotary Club, so we can't be sure of the project's impact.



NAMIBIA

The **Bicycle Empowerment Network Namibia (BENN)** has been a wonderful partner. BENN received a shipment of 428 mostly adult bicycles from *BfW* in May 2006 to support its rural health and micro-business efforts. The bicycles went primarily to volunteers who deliver home-based health care to poor rural inhabitants, in particular those with AIDS. It also provides bicycles to laborers and self-employed

to enable them to work and earn more, and walk less. BENN continues to grow and has received more used bikes from the Canadian-based Bicycles for Humanity network, as well as some new bikes donated by an American bike supplier. For further information, visit: www.benbikes.org.za/namibia.

GHANA

Village Bicycle Project (VBP): 1,782 bikes.

BfW's relationship with the Village Bicycle Project (VBP) has continued to prosper. VBP, a joint American-Ghanaian initiative headed by former Peace Corps volunteer David Peckham, provides bicycles, training, and specialized bicycle tools to groups throughout Ghana. The focus is on strengthening bike repair and maintenance skills in rural community

development programs. For further information, visit: www.pcei.org/vbp



Shape Lives Foundation (SLF): 443 bikes

SLF works with the US-based Blessing Basket Project, a “fair trade” program that purchases handmade straw baskets directly from producers in Nyariga, in northern Ghana. The Blessing Basket Project funded transport for a shipment of *BfW* bicycles that were sold inexpensively to basket makers. For the first time, they could bring their baskets to a central facility and be paid for them

immediately, replacing a slow and inefficient system of delivery and payment. With the money earned from selling the bicycles, the community began construction of a long-desired health clinic. For further information, visit: www.shapelives.kabissa.org

Asante Akim Multi-Purpose Telecentre (AAMTC): 483 bikes. AAMTC markets bicycles in Patriensa and adjoining communities in central Ghana, to support income-generating and educational activities. Bike sales raise funds for the operation of AAMTC computer training and health care activities.

Central America and The Caribbean

PANAMA

Panamanian Association of Goodwill Industries (Goodwill Panama): 1,814 bikes

Goodwill Panama runs a vocational education, rehabilitation, and employment program for the physically and mentally disabled. The bike effort is now Goodwill Panama's largest such vocational program, where bikes are reconditioned and sold at affordable prices in low-income communities. Funds generated support vocational training and employment, including the establishment and operation of a sewing program using 65 used sewing machines supplied by *BfW*.



COSTA RICA

Fundación Integral Campesina (FINCA): 890 bikes

For more than 20 years, FINCA (<http://www.fic.or.cr>) has mobilized savings and provided credit and investment capital for micro-enterprise development in marginal communities of Costa Rica. *BfW* bicycles (and 17 sewing machines in 2006) are channeled through FINCA's extensive rural network, benefiting FINCA's micro-business owners and workers, especially women and young people just starting out.

GUATEMALA

Servicios EcuMénicos de Formación Cristiana en Centro América (SEFCA): 485 bikes
SEFCA's "Eco Bici," a community-owned youth-run bike shop, refurbishes

and sells used bicycles for local transportation in the Ciudad Peronía neighborhood of Guatemala City. It received its second shipment during 2006.

HONDURAS

Art for Humanity, a US-based non-profit: 127 bikes
Art for Humanity, based in Arlington VA (www.zzapp.org/art-forhumanity.org), ships donated household items to Honduras for direct distribution to the poor. Self-employment activities are an important component of the program. *BfW* bicycles capitalize small sales and service enterprises and provide low-income individuals with transportation to work and school.

BARBADOS

Pinelands Creative Workshop: 894 bikes
The Pinelands Creative Workshop (www.pinelandsbarbados.org) is a 30-year-old cultural,

educational, and community development program in the Pinelands section of Bridgetown, the capital of Barbados. Pinelands runs a bike sales and service workshop for the local community. It trains and employs young people in bike mechanics, generating income to support Afro-Caribbean performing arts activities with local youth, Meals on Wheels for elderly shut-ins, and other service programs.

United States

BfW donated small numbers of bikes—especially road bikes suitable for paved surfaces—to several local programs. These include the **University of Maryland's "The Engaged University"** summer youth program in Hyattsville MD, in collaboration with the **Latin American Youth Center/MD** (50 bikes), and **Project Hope and Harmony**, a project of **Reston Interfaith** working with day laborers in Herndon VA (20

bikes). The common theme was to provide bikes for productive purposes—for access to work and school.

MID-ATLANTIC AREA OPERATIONS

Collections

BfW completed 76 collections taking in more than 8,000 bicycles in 2006—more events and more bikes than in the first year as a WABA project, and many more than earlier years as Pedals for Progress, a New Jersey-based network. Collections were hosted by more than 70 different organizations—schools, churches, synagogues, scout troops, and community groups of all types. Sponsor volunteers—who make the enterprise work—"compacted" bikes donated at these events—removing

pedals, lowering seats, and turning and rotating handlebars—for efficient storage and packing. The full list of partners appears in Annex 4.



Without these sponsoring groups and the individual efforts of hundreds of volunteers, *BfW* would not be possible. Sustained sponsorship is key to our growth. Standout efforts over the years include:

The Herndon (VA) Friends Meeting and St. John the

Evangelist Catholic/St John's United Methodist-Presbyterian (Columbia MD) both sponsored their 11th annual bike collections, going back to 1996. Over the years, HFM has brought in nearly 1,800 bikes, augmented with more than 200 from the Herndon Police. In Columbia, beginning on a below-zero night in December 1995 picking up bikes one at a time at donors' homes, St John's collection manager Tom McCarthy and the Columbia-based churches have collected more than 1,500 bikes for overseas development!

Among the collection sponsors celebrating their tenth annual bike collections were Trinity United Methodist Church (Alexandria VA), netting 60 bikes for a grand 10-year total to almost 1,000 bikes, St. Mary's Catholic Church (co-sponsoring with Burke Presbyterian and Accotink Unitarian Churches), and the Landon School (Bethesda MD).

The Arlington County Recycling Office (Arlington VA) is also a long-term sponsor. Annual collections in Arlington date to 1995. Beginning in 1999, they came under County sponsorship on a twice-annual basis, continuing at 100-150 bikes yearly (and sometimes more) through 2006, with no fall-off in donations. The spring 2006 collection, managed by Eagle Scout candidate Iain Shields, netted 152 bikes, and the fall event brought in another 120 bikes, for a decade-long total approaching 2,000 bikes.

Other long-time partners include the Cumberland (MD) Rotary, which carried out its fifth annual bike collection in May (66 bikes) and the City of Falls Church (VA) Recycling Office, which has sponsored collections twice-yearly since 2000.

We welcomed some enthusiastic new partners, as well. The Parole (MD) Rotary Club, in

conjunction with the Broadneck High School Interact Service Club, set a new single collection record: more than 436 bicycles. Other first-time partners also produced outstanding results:

- Eagle Scout candidate Jay Salus (Silver Spring MD): 200 bikes
- First Evangelical Lutheran Church (Ellicott City): 189 bikes
- Georgetown Day School (Washington DC): 142 bikes
- Bikes for Africa at Bush Hill Presbyterian Church (Alexandria VA): 142 bikes
- Eagle Scout candidate Scott Davidson (Fredericksburg VA): 130 bikes
- Carroll Creek Rotary Club (Frederick MD): 108 bikes (in the pouring rain!)
- Rosa Parks Middle School (Olney MD): 101 bikes (also amidst

considerable precipitation)

- Ashburn (VA) Presbyterian Church: 81 bikes

Further afield, *BfW* sponsored a first-ever collection in North Carolina (with the PAVE Consulting Group, Winston-Salem), bringing back more than 100 bikes.

Other Sources of Bicycles and Spare Parts

Community-sponsored one-day bike collections remained the major source of bicycle donations, but *BfW* continued to seek other sources of unwanted bicycles. Several large apartment complexes, their community bike storage rooms choked with abandoned bicycles, contracted with *BfW* to

remove abandoned bikes. The police departments of Arlington County (VA) and the Towns of Herndon and Vienna donated bikes from their burgeoning impound lots.

Perhaps most significantly, *BfW* was able to increase the number of usable bikes from the Montgomery County (MD) Waste Transfer Station. County staff had previously approached *BfW* seeking a reliable partner for the continuous flow of unwanted bicycles. By year's end, *BfW* had removed almost 700 bicycles from the County waste stream. In exchange for this service, *BfW* was paid \$5 (later \$6) for each bicycle.

Other sources during 2006 included local bike shops (see list at the end of Annex 4), which accepted bike donations on *BfW*'s behalf; drop-offs at the homes of several volunteers; and a collaboration with Washington Gas Light Company, whereby the company solicited bike

donations from staff, transferred them to *BfW*, and covered *BfW* shipping expenses.

These activities did not always generate funding (for example, the police impound lots), but they yield tangible benefits: boosting collection numbers, tapping surplus labor and transport capacity during weekdays, producing a better mix of bikes, and reducing the number of bikes that end up in landfills and dumps.

BfW also continued to receive donations of new parts from several sources, including a valuable donation of 1000 new 26" mountain bike tires from the Wavecrest Corporation, and several installments of surplus spare parts & accessories from The Bicycle Connection (Timonium MD).

The Sewing Machine Initiative

BfW's portable sewing machine initiative picked up steam in 2006, guided by *BfW* steering committee member Hellen Gelband. More machines were shipped, particularly to Goodwill Panama and FINCA Costa Rica. In Panama, Goodwill used the 65 sewing machines shipped, and income from the sale of bikes, to begin a sewing training program (with a separate building completed the following year). FINCA Costa Rica distributed the 17 sewing machines received to several women's groups receiving assistance from the program. Both groups requested additional sewing machines for 2007.

GOALS FOR 2007

Summary

- Institutional development: establish formal steering committee and consider whether to become an independent non-profit entity.
- Operational stability: secure long-term storage and shipping site(s).
- Program growth: expand sponsored collections to more than 80 individual events and channel more than 8,000 bikes to beneficiary programs.
- Mission expansion: initiate local youth program in Rockville MD.

Comments

During 2006, *BfW* made progress toward all four of these goals, but more progress is needed in 2007. Regarding institutional development, the least progress took place. A decision on becoming independent is on hold with the earliest possible date for independent operation fixed at December 2008. Further evaluation is anticipated during 2007.

Progress in the storage area has been significant. With the securing of a 5-year lease on a 3,000-square foot barn at the historic King Farm in suburban Maryland, *BfW* for the first time has a long-term storage and shipping site. Even so, to maintain and expand current operations, *BfW* must identify a new site in Northern Virginia to effectively cover local collections.

BfW collections and bikes increased from 69 and more than 6,000 in 2005, to 76 and 7,697 in 2006. This makes reaching a goal of 80 collection events and surpassing 8,000 bikes in 2007 achievable.

Finally, with the signing of a lease on the King Farm barn and cottage, and securing of supplemental grant funding from REI and the Potomac Pedalers Touring Club, *BfW* successfully laid the groundwork for launching the Rockville Youth Bike Project in early 2007. Steps to raise additional funds, and to realize potential synergies and ease possible tensions between the international and domestic programs, will necessarily take place over the course of the year. The Rockville location will serve as a secondary storage and international shipping site for *BfW* during this first year.

ANNEX I

Acknowledgements

Bikes for the World is grateful to the Washington Area Bicyclist Association (WABA) for its sponsorship during *BfW*'s second year of operations.

I as *BfW* director want to express my special appreciation to key volunteers and steering committee members **Craig Annear, Nick Griffin, and Jerry Rogers**, who shouldered a major share of collection-managing, truck-driving, and "container loading-leading"; steering committee member **Hellen Gelband**, who managed numerous collections and edited our annual report and end-of-year letter; **David Boynton**, who did all bookkeeping and data entry; steering committee

member and webmaster **Ben Slade**; Hagerstown MD-resident **Phil Ruth**, who spearheaded our expanding bike pick-up efforts at bike shops, police impound lots, and waste transfer stations in Maryland and Northern Virginia; professional environmentalists and volunteer truck-drivers **Mark Sajbel** and **Antonio Bravo**, who stepped in at critical times to bring hundreds of bikes back from distant collections to our storage sites; and **Griffin LeNoir** for formatting the Annual Report.

Many thanks to the **West-Group** and **Charles E Smith Company/Kaempfer Management** for the in-kind donation of valuable space for the storing and shipping of bicycles. The two sites—one in Northern Virginia and the other in Washington DC—enabled *BfW* to more efficiently cover collections, as well as

to have greater storage capacity and flexibility in handling the often-unpredictable inflow of bicycle donations.

Many thanks as well to donors **Recreational Equipment Inc. (REI)** and the **Potomac Pedalers Touring Club (PPTC)**, whose generous support received in late 2006 enabled *BfW* to launch the Rockville Youth Bike Project in early 2007.

Finally, thanks as well to **The Gardens Retirement Community**, Fairfax VA, for making its 15' box truck available at no charge, for transporting bikes, complementing *BfW*'s commercial truck rental arrangements.

*-Keith Oberg, Director
Bikes for the World*

ANNEX 2

Steering Committee (during 2006)

Craig Annear, McLean VA
Antonio Bravo, Falls Church VA
Hellen Gelband, Takoma Park MD
Nicholas Griffin, Washington DC
James Kolb, Washington DC
Charles Monfort, Arlington VA
Keith Oberg, Arlington VA
Jeff Peel, Washington DC
Gerard Rogers, Falls Church VA
John Shettel, Olney MD
Ben Slade, Chevy Chase MD

ANNEX 3

Donors

\$5,000+

International Monetary Fund
Civic Participation
Committee
Recreational Equipment Inc.
(REI)

\$1,000+

Alternative Gifts of Greater
Washington
Anonymous
Thrivent Financial for
Lutherans
Ebb Point Foundation
Barbara Heatly
Todd Kupferman
William Nickel
Joel Wittenberg & Mary Ann
Ek
Joy Norris

\$500-\$999

Immanuel Presbyterian
Church
St. Mary's Church
Carol & Jim Branscome
John VonRosenberg

\$100-\$499

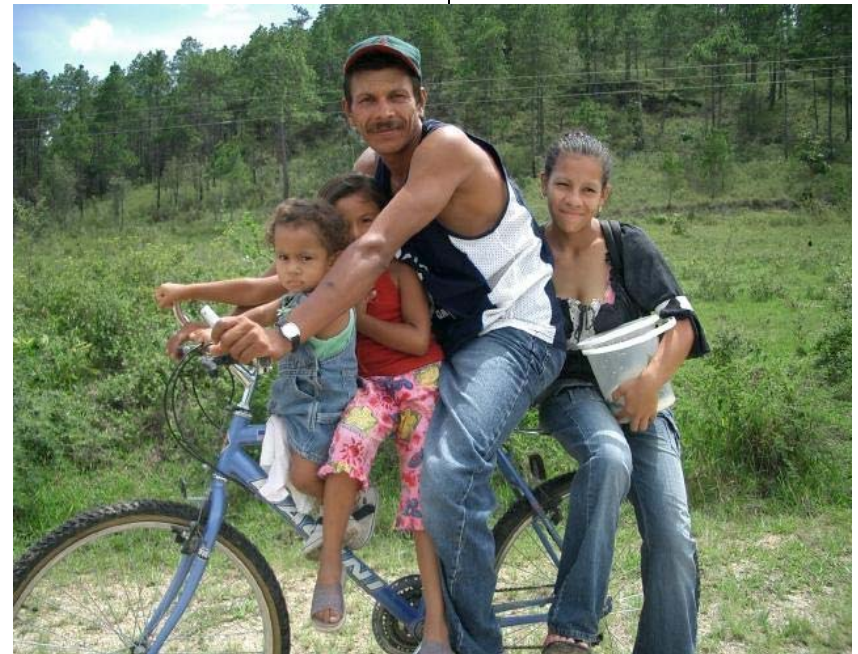
Louis Arcilla
Richard Aronoff
Bill Arvidson
Angela Atwood-Moore
Jaia Barrett

Ann Bauer & Steven
Woodbury
Judith Bell
Janet Bickel
Jonathan Bloom
Gary Boughan
Kay Boughan
Kimberly Boughan
Lyle & Diane Brenneman
Burke Presbyterian Church
Thomas Calhoun & Thelma
Triche
Roberto Chavez
Steven Cimino
Kevin Costello
Carol Cox
Nita Davidson
Vera Dean
Mary Dickie
Downtown Franklin
Association
Kristin Eckart
Joel Edelman
Erika Elvander
James Everhart
Good Shepherd Catholic
Church
Carol Goodloe
Stephen & Victoria Gravini
Peter & Carol Harnik
James Harris
Kevin & June Harris

Chris Hornback
Susan Hunt
Melissa Hunter-Kilmer
Mary Hynes
Judith Jacobs
Ann Jackson
Janice Kaplan
Kathleen Killion
Julie Simon-Knoll
Steven Koster
Carl Kurz
Langley Hill Friends Meeting
Dolores Libera
Phil Loar
Maritime Autowash
John A. Martin
Pat & John McCracken
Evan McDonnell
Jim McDonald
C. Miller
David & Nancy Miller
Fred and Ann Mills
Catherine Mock
K.T. Monahan
Charles & Barbara Monfort
Jeanne Morency
Kathryn Mott
Timothy Mulligan
Zoltan & Aubrie Nagy
James & Judith Nelson
Warren Nelson
Scott Newsham

Thomas Olson
Margarita Ossorio
Gregory Pleimling
Richard Robinson
Lana Rosenberg
Rotonda Condominium Unit
Owners Association
Jeffrey Saxe
James Schad
Steven Schneider
Saint Seifert
Alan Severn
Janette Shaffer
Neal Sigmon

Christopher Smale
Foundation
John & Betty Smallwood
Robert Smiley
Karen Solomon
John & Chris Sutton
Randy & Barbara Swart
Lorraine Trexler
Philip True
Steven Wagner
Vicki Warren
Washington Gas & Light
Nancy Weil
Kathy White-Wenger
Tim & Mary Yeaney



ANNEX 4

Collection & Loading Sponsors

Maryland (35)

Ann Jackson & Friends,
Severna Park; Boy Scout
Troop #52 Eagle
Community Service
Project(Jay Salus)/City
Bikes, Chevy Chase; Boy
Scout Troop #255 Eagle
Community Service Project
(Derrick Thompson),
Rockville; Boy Scout
Troop #829 Eagle
Community Service Project,
Gaithersburg; Calvary
Lutheran Church, Mt. Airy;
Carroll Creek Rotary Club,
Frederick; Christ Episcopal
Church, Columbia;
Congregation Beth El,
Bethesda; Crusader
Lutheran Church,
Rockville; Cumberland
Rotary Club; First
Evangelical Lutheran
Church, Ellicott City;

Hudson Trail Outfitters,
Gaithersburg; Hudson Trail
Outfitters, Rockville; Landon
School, Bethesda; Linden
Heights United Methodist
Church, Parkville; Linden-
Linthicum United Methodist
Church, Clarksville; National
Institutes of Health Bicycle
Commuter Club, Bethesda;
Olney Rotary Club/Sherwood
High School, Olney; Otterbein
United Methodist Church,
Hagerstown; Our Lady of Mercy
Catholic Church, Potomac;
Parole Rotary Club/Broadneck
High School Interact Club,
Annapolis; Potomac Rotary
Club/T.S. Wootton High School
Interact Club, Rockville;
Recreational Equipment Inc.
(REI), College Park;
Recreational Equipment Inc.
(REI), Rockville; Rosa Parks
Middle School, Olney; St.
Elizabeth's Catholic Church,
Rockville; St. John the
Evangelist Catholic Church/St.
John's United Methodist-
Presbyterian Church, Columbia;
St. Joseph's Catholic
Community/Wesley Freedom

United Methodist Church,
Eldersburg; St. Paul's Catholic
Community, Damascus; St.
Paul's Evangelical Lutheran
Church, Lutherville; St. Paul's
School, Brooklandville;
Takoma Park Bikes; Temple
Shalom Mitzvah Service Day,
Silver Spring; Waldorf Kiwanis
Club; Washington Area
Bicyclist Association/The
Bicycle Place, Silver Spring.

Pennsylvania (1)
Mercersburg Academy

North Carolina (1)
PAVE Creative Group,
Winston-Salem.

Virginia (32)
Ashburn Presbyterian Church;
Arlington County Recycling
Office; Bonzai Sports, Falls
Church; Boy Scout Troop #106
Eagle Community Service
Project (Iain Shields),
Arlington; Boy Scout Troop
#179 Eagle community service
project (Scott Davidson),
Fredericksburg; Boy Scout

Troop #1313 Eagle
Community Service Project
(Matthew Badgett), Reston;
Boy Scout Troop #1400
Eagle Community Service
Project (Andrew Zelms),
Dale City; Burke
Presbyterian Church;
Church of the Nativity,
Burke; City of Falls Church
Recycling Office; Fairfax
County Recycling
Office/Chantilly High
School, Chantilly; Fairfax
County Recycling
Office/Herndon High
School Students Against
Global Abuse, Herndon;
Girl Scout Troop #884 Gold
Award Service Project
(Jessica Luehrs), Herndon;
Good Shepherd Catholic
Church, Alexandria;
Herndon Friends Meeting;
Hudson Trail Outfitters,
Arlington; Hudson Trail
Outfitters, Fairfax;
Immanuel Presbyterian
Church, McLean; Little
River United Church of
Christ, Annandale; Our
Savior's Way Lutheran

Church, Ashburn; Potomac School, McLean; Recreational Equipment Inc. (REI), Baileys Crossroads; Recreational Equipment Inc. (REI), Fairfax; Reston Town Center Grand Prix; St. Mary's Catholic Church, Fairfax; St. Peter's-in-the-Woods Episcopal Church, Fairfax; Father Julius J. Cilinski Council #10947 Knights of Columbus, Clifton; Temple B'nai Shalom, Fairfax Station; Trinity United Methodist Church, Alexandria; Unitarian-Universalist Church of Arlington; Warrenton Rotary Club; Washington Gas Company, Springfield; Wheels for Africa/Bush Hill Presbyterian Church, Alexandria.

Washington DC (6)

Alice Deal Junior High School; Community Relations Departments of the Inter-American

Development

Bank/International Monetary Fund/World Bank; Georgetown Day School; Institute of Medicine's Community Service Volunteers; St. Mark's Episcopal Church; Temple Sinai.

Thanks to the following bike shops for serving as *BfW* bike donation sites:

- Bikes@Vienna, Vienna VA
- Bob's Bikes, Poolesville MD
- City Bikes, Washington DC and Chevy Chase MD
- Hudson Trail Outfitters, Rockville MD, Fairfax VA, and Arlington VA
- Pedal Pushers, Severna Park MD
- Race Pace Bicycles, Ellicott City and Columbia MD
- Recreational Equipment Inc. (REI), Fairfax VA, Baileys Crossroads VA, Rockville MD, and College Park MD
- Spokes, Etc., Alexandria/Belle Haven and Vienna VA

For further information, contact:

Bikes for the World
3108 17th Street North
Arlington, VA 22201
Tel-fax 703-525-0931
info@bikesfortheworld.org
www.bikesfortheworld.org



Annex 5: Bikes for the World Financial Statement for 2006

Ordinary Income/Expense	
Income	
Contributed Income	
Corporate contributions	
Business	550.00
Faith Communities	2,770.00
Civic Group	8,400.00
Total Corporate contributions	11,720.00
Corporate grants & sponsorships	
Sent to Deferred	-5,000.00
Corporate grants & sponsorships - Other	5,000.00
Total Corporate grants & sponsorships	0.00
Gifts in kind	309,020.00
Individual contribution	
Individual Non-Bike	21,000.00
Donations With Bikes	52,570.19
Total Individual contribution	73,570.19
Total Contributed Income	394,310.19
Earned Revenue	
Miscellaneous sales	462.00
Gov agency contracts	1,704.00
Gross sales - inventory	75.00
Interest on savings	153.62
Other revenue	1,072.73
Program service fees	68,722.59
Sales of antiques, collectibles	22,855.90
Total Earned Revenue	95,045.84
Total Income	489,356.03
Cost of Goods Sold	
Cost of Donated Goods	2,514.18
Cost of Inventory Sold	63.28

Total Cost of Goods Sold	2,577.46
Gross Profit	486,778.57
Expense	
Sales Expense	347.35
Contract services	
Accounting fees	8,887.93
Total Contract services	8,887.93
Facility & equipment expenses	
Equipment rental & maintenance	6,073.87
Office rent	1,200.00
Facility & equipment expenses - Other	54.35
Total Facility & equipment expenses	7,328.22
Non-personnel expenses	
Books, subscriptions, reference	125.00
Postage & delivery	1,454.43
Printing & copying	3,631.05
Supplies	3,384.71
Telephone & telecomm	903.60
Total Non-personnel expenses	9,498.79
Other expenses	
Mileage	1,579.68
Advertising	537.72
Bank charges & credit card disc	232.96
Other costs	546.34
Total Other expenses	2,896.70
Payroll Expenses	45,485.40
Shipping services	57,374.00
Travel & meetings expenses	27.69
Total Expense	131,846.08
Net Ordinary Income	354,932.49
Other Income/Expense	
Other Expense	
Donated Bicycles Shipped	306,298.25
Total Other Expense	306,298.25
Net Other Income	-306,298.25
Net Income	48,634.24