



2010 ANNUAL REPORT



Director's Letter

In 2010, Bikes for the World re-confirmed its status as the nation's largest bicycle reuse program, holding nearly 100 collections and shipping over 9,000 bikes to overseas partners. Each bike empowered an individual and a family to become more productive.

Helping to make this possible was the creation of a new, part-time position –office and volunteer manager—filled by Yvette Hess, a narrowing of the focus of our Rockville Youth Bike Project to collecting and delivering bikes, and continued operation of two storage sites in complementary locations in suburban Maryland and Virginia.

The year also saw Bikes for the World began its transition from being a sponsored project of the Washington Area Bicyclist Association to full independence as a non-profit agency. The first steps toward this included authorization by the WABA board, preparation of draft articles of incorporation, an application to the IRS for separate charitable status, and naming of an initial Bikes for the World board. We look forward to completion of the transition in 2011.

I extend a big THANK YOU to all those who make up our broad support base. Between the person who donates a bicycle and the ultimate beneficiary in a developing country—the reason we do all of this—are a whole chain of actors. Each link of the chain was necessary to make 2010 a year of accomplishment. So thanks to *our many individual volunteers* and *our 92 institutional partners* up and down the Eastern Seaboard who collected and loaded bikes on our behalf, to *our sister organizations and partners in Chicago and elsewhere in the United States* who collected bikes independently and channeled them through us, and to *our partners abroad* who applied these bikes in productive employment, health, and education projects. Details on all of these unfold in the pages that follow.

Keith Oberg, Director



Police impound lots are a growing source of donated bikes.

Overview

- BfW donated 9,009 bikes in 2010, slightly more than the 2009 total, a welcome achievement in light of the nation's current economic difficulties. These bikes went to non-profit partners abroad – to partner organizations in five developing countries (Barbados, Costa Rica, Panama, Ghana, and Uganda) – and to half a dozen local programs including our very own Rockville Youth Bike Project.
- In addition, we continued a pilot effort donating a modest number of sewing machines in the shipments to Costa Rica, Panama, and Uganda.
- An estimated \$400,000 worth of bicycles, spare parts and accessories, sewing machines, and other equipment went directly to overseas partners.
- To gather and deliver this material, we conducted 97 collection events in six states and the District of Columbia; picked up a record number of bikes at a local transfer station; and expanded our pick-ups at bike shops and apartment buildings.
- A total of 92 community organizations—faith communities, service groups, schools, scout troops, businesses, and county and city jurisdictions—provided bicycles and other items, volunteer time collecting, prepping and loading bicycles, and storage facilities.
- In 2010, we passed many milestones, including our 16th annual collections with two local partners—the Herndon Friends Meeting (Herndon VA) and St John the Evangelist Catholic Church (Columbia MD). Yes, they've been collecting bikes since 1995!!
- This year saw BfW expand its partnership with the Working Bikes Cooperative, a sister organization in Chicago IL, placing bikes collected and loaded by Working Bikes with partners abroad selected by Bikes for the World.
- BfW continued to make use of the storage facilities at the King Farm Farmstead Park, while continuing efforts to obtain a long-term storage site in Northern Virginia.



Nick Colombo, Bikes for the World's new operations manager, and "2006-2010 Outstanding Volunteer" Phil Ruth, unload a truck after another big collection.

- A Thursday "volunteer night" was instituted to offer additional student service learning and adult volunteer opportunities at the BfW storage facility at King Farm.

- A part-time office manager (Yvette Hess) was hired in March and a full-time operations manager (Nick Colombo) was hired in September, replacing Rockville Youth Bike Project director Mike McMillion, who resigned to start his own bike sales and service business in SW Virginia.

- BfW operated in positive financial territory for the sixth year in a row, with a diversified income base principally of (1) donations accompanying the donation of bikes, (2) donations from individuals and faith communities, and (3) payments from receiving partners for shipping, supplemented by smaller percentages from one contract, two fundraising events, and limited sales of collectible BMX and vintage road bikes deemed less suitable for overseas use.

- 2010 marked the last full year of BfW's fruitful and collaborative relationship with our fiscal sponsor, the Washington Area Bicyclist Association. In November 2010, the WABA board authorized BfW to begin steps leading to

full autonomy by June 30, 2011. By the end of 2010, BfW had prepared draft articles of incorporation and a draft application for IRS 501 (c) (3) status. The partnership with WABA over six years provided BfW with the support and structure which has been instrumental in implementing our mission of providing inexpensive and reliable transportation to the world's neediest; some 50,000 second-hand bicycles from Americans were sent during this period to aspirational men, women, and children in developing countries. The collaboration has been an encouraging example how like-minds of good heart can collectively accomplish more than either alone. We are deeply grateful for the opportunity that WABA provided to grow BfW into a strong, independent organization.



Inside a shipping container destined for Uganda, BfW director Keith Oberg hands a prepped bike to long-time volunteer Craig Annear for proper placement. A typical shipment holds more than 500 compacted bicycles, making the operation as cost-effective as possible.

Mission and Purpose

The Mission of Bikes for the World is to:

Make quality used bicycles and parts affordable and available to lower-income people in developing countries, to enhance their lives and livelihoods through better transport.

Generate skilled employment in bicycle repair and maintenance overseas, and to provide satisfying and educational environmental and humanitarian community service opportunities for volunteers in the United States.

The purpose of Bikes for the World as set forth in the Articles of Incorporation is to:

Benefit disadvantaged individuals, particularly but not exclusively in developing regions of the world, through providing affordable used and new bicycles and related items for productive purposes including access to work, education, and health care. And in so doing, provide donation and community service opportunities to Americans, raising public awareness and capacity to act regarding environmental, transportation, and poverty issues.

Bikes for the World Partners in 2010

Bikes for the World provides valuable support for human development in the form of used bicycles and spare parts to its overseas and local U.S. partner institutions. As in past years, BfW retained its international focus, with 97 percent of bikes going abroad to five non-profit organization partners in five countries in Africa and the Caribbean Basin (see Table 1).

Recipients were agencies in Panama (1,979), Costa Rica (1,970), Ghana (1,918) and Uganda (1,861), followed by Barbados (1,013). Three percent, or 268 bicycles, were distributed within the United States.

Table 1: Country Summary / Bikes Shipped

Country	2005	2006	2007	2008	2009	2010	Totals (#)	Totals (%)
Afghanistan	0	0	0	40	0	0	40	0.1%
Barbados	448	894	915	1,432	935	1,013	5,637	11.3%
Costa Rica	884	890	1,820	1,820	1,400	1,970	8,784	17.7%
Gambia	0	240	0	0	0	0	240	0.5%
Ghana	439	2,728	1,864	3,249	1,3345	1,918	11,543	23.2%
Haiti	452	0	0	0	0	0	452	0.9%
Honduras	57	127	0	263	156	0	603	1.2%
Namibia	0	428	0	0	0	0	428	0.9%
Panama	1,781	1,803	2,345	2,360	2,643	1,979	12,911	26.0%
Sri Lanka	1,309	0	0	0	0	0	1,309	2.6%
Uganda	0	0	456	936	2,343	1,861	5,596	11.3%
USA	11	71	71	164	129	268	714	1.4%
Other	0	31	0	37	0	0	68	0.1%
TOTALS (#)	5,823	7,697	7,922	10,301	8,951	9,009	49,703	
TOTALS (%)	12%	15%	16%	21%	18%	18%	100%	100.0%
Annual Growth From preceding year.		32%	3%	30%	13%	1%		

During 2010, BfW placed an additional seven containers loaded by Working Bikes and holding 3,541 bikes with partner organizations overseas which were vetted by Bikes for the World. Containers from Chicago went to above-mentioned BfW partners in Panama and Uganda. Shipments also went to a sixth partner, Bicycle Empowerment Network in Namibia (which Bikes for the World last shipped to in 2006), and to a new, seventh partner in El Salvador, the Fundación Salvadoreña para la Salud y el Desarrollo Humano (FUSAL). BfW—which identified the recipient organizations and handled all shipping arrangements—is pleased to support Working Bikes in this way, which enables both organizations to better meet their common mission of providing second-hand bikes to competent partner organizations for community development overseas.

A container in the process of unloading in Uganda; it can get a little chaotic disgorging 500 bikes!



Ghana: Village Bicycle Project (VBP)

BfW's relationship with the Village Bicycle Project (VBP) dates to early 2005, and continues to prosper, highlighted by a June 2010 visit to the DC area by VBP's director, former Peace Corps volunteer David Peckham. Some 1,918 bikes (four container shipments) were donated in 2010. VBP, a joint American-Ghanaian initiative founded and headed by Peckham in partnership with Ghanaian trainers Samson Ayine and George Aidoo, provides bicycles, training, and specialized bicycle tools to development workers and individual entrepreneurs throughout Ghana.

The principal focus is on providing bicycles and strengthening bike maintenance and riding skills among rural community development workers like teachers, extension agents and nurses to support programs providing education, health, and agricultural extension services. Many of these programs enjoy the support of Peace Corps volunteers. A second focus is to build a country-wide private sector infrastructure to support bicycle usage. To this end, VBP introduces tools at subsidized prices and regularly involves local mechanics in rural training courses.

BfW is one of several NGOs in a network supporting VBP. Other donors include Bikes Not Bombs (Boston MA), Seattle Bike Works (Seattle

WA), and Re-Cycle (United Kingdom), as well as Working Bikes Cooperative. Together these programs have shipped more than 110 containers, holding more than 50,000 bikes, to VBP over the last decade. We are proud and honored to participate in this network of bike collectors and shippers on behalf of indigenous bike development programs and agree—that bicycles improve the lives of many of the impoverished majority of the world's people... For further information, visit www.villagebicycleproject.org.

Uganda: Prison Support Organization (PSO) formerly the Women Prisoners Support Organisation

First initiated in 2007, BfW during 2010 donated four shipments holding 1,861 bikes, and coordinated transport of two additional containers gathered and loaded by Working Bikes. During the year, Bikes for the World also hosted Irene Nadunga, PSO's executive director, who made a presentation on the PSO program to BfW supporters.

PSO works closely with the Ugandan Ministry of Justice to prepare prisoners—initially only women but now men as well—for re-entry into society. This process begins with training and counseling in the months preceding their release



Seventeen-year-old Juma Maganga operates a small bike sales and repair shop in the local market in Bwaise, 45 km from the Ugandan capital of Kampala. His niche is buying inexpensive, low-quality bikes in Kampala, and stripping spare parts for resale. Juma also works part-time reconditioning bikes at the Prisoners Support Organization bicycle center, a 10-minute bike ride away in Kamwokya. Bwaise, Kamwokya, and the surrounding region are densely populated, with a huge demand for bicycles.

Juma dropped out of school three years ago—not because he wanted to, but because he had to earn a living. Raised in a poor household, things got worse when Juma's father deserted the family, leaving the 14-year-old eldest child and his mother to fend for themselves and a younger brother.

Juma got his start helping to unload containers of used bicycles coming in to the PSO center. Talented and ambitious, he acquired basic skills and began reconditioning bikes. Eventually, with PSO's help, he set up his own shop. As Irene Nadunga, PSO's director put it, "He is always there to help off-load shipments, where he can buy a few bikes and spare parts. Then he fixes them and sells them at his shop."

Odison Robles,
supervisor at
Goodwill Panama's
bike workshop.



and also includes direct financial support, as resources permit, after release. The bicycle project is a growing initiative which enhances the overall program's impact. Bikes are sold on credit and at a deep discount to ex-prisoners, and at affordable prices to the general public, to help defray program expenses. With proceeds from these sales, PSO plans to purchase land and build a center to:

- provide training in bicycle repairs, tailoring, computer, and other life skills to ex-prisoners and unemployed youth (both male and female);
- support target beneficiaries in accessing markets, schools, and health centers;
- partner with other community-based organizations that promote the use of bikes; and
- increase bike sales to the local population and bike rentals to foreign visitors.

These are high-cost shipments which face challenging logistics. Arriving in the Indian Ocean port of Mombasa, Kenya, containers must clear this country's requirements and subsequently transit overland by truck to inland Uganda. To its credit, PSO covers the bulk of the

expenses, and given its relationship and credibility with the Ministry of Justice, has succeeded in having most Customs duties waived. For further information, visit www.psouganda.org.

Panama: Panamanian Association of Goodwill Industries (Goodwill Panama)

The largest single recipient of BfW donations over the years is Goodwill Panama, the flagship of Latin American partners of Goodwill International. 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 vocational program, in which bikes are reconditioned and sold at affordable prices in low-income communities. BfW shipped four containers holding 1,979 bikes and a few sewing machines in 2010, while coordinating another shipment loaded by Working Bikes. Funds generated support vocational training and employment, including a sewing program. For further information on Goodwill Panama, visit www.goodwillpanama.org.



A girl receiving a bike in Playa Dominical, Costa Rica.

Barbados: Pinelands Creative Workshop (PCW)

A total of 1,013 bikes in two shipments were donated by BfW in 2010. The Pinelands Creative Workshop is a 34 year-old cultural, educational, and community development program in the Pinelands section of Bridgetown, the capital of Barbados. Pinelands trains and employs young people in bike mechanics to further vocational education. Moreover, it runs a bike sales and service workshop for the local community, generating income to support community service programs ranging from Afro-Caribbean performing arts activities with local youth, to Meals on Wheels for elderly shut-ins. During 2010, a professional anthropologist, Dr. Chris Annear, visited Pinelands and came away impressed with the critical community development role that PCW played in the community. For more information, visit www.ourpcw.tripod.com/

Costa Rica: Fundación Integral Campesina (FINCA)

Some 1,970 bikes in four shipments were donated to FINCA in 2010, one more shipment than in 2009. For nearly 30 years, FINCA has

mobilized savings and provided credit and investment capital for micro-enterprise development in marginal communities across Costa Rica. The bicycles donated by BfW are channeled through FINCA's extensive rural network, with proceeds benefiting FINCA's target populations: micro- business owners and workers, women and youths. The BfW effort has been traditionally supported by Peace Corps volunteers. Also in 2010, BfW coordinated an additional shipment of 500 bikes from Working Bikes. For further information on FINCA and the BfW-FINCA Costa Rica collaboration, visit www.fincacostarica.org. Also visit the U.S. State Department's public diplomacy website or www.america.gov/bikes.html.

El Salvador: Salvadoran-American Humanitarian Foundation (SAHF) and Fundación Salvadoreña para la Salud y el Desarrollo Humano (Salvadoran Foundation for Health and Social Development) (FUSAL)

FUSAL is a Salvadoran nonprofit agency with more than 25 years experience providing health and education services to the country's rural poor. SAHF, based in Miami FL, is its U.S. fundraising and logistics arm. A primary means



Goodwill Panama is Bikes for the World's largest recipient of donated bicycles, receiving nearly 13,000 bikes and a quarter of our shipments, 2005–2010.

of underwriting these efforts has been to channel in-kind donations of medical and other surplus U.S. goods. In 2009, SAHF approached BfW seeking to incorporate bicycles into its program. Its goal was to incentivize and reward school attendance for students living at a significant distance from school, and hence judged at greater risk of abandoning their studies. The gifting of a bicycle sought to simultaneously reward the recipients' scholarship and provide a practical tool to ease pressures to drop out. Subsequent discussions with SAHF and FUSAL moved the project concept beyond BfW donations to also incorporate local entrepreneurial activity involving the reconditioning and servicing of bicycles. A first shipment to FUSAL in 2009 of 561 bicycles was coordinated by BfW involving bikes collected and loaded by Working Bikes. Bikes for the World arranged for another two shipments in 2010. For information, visit www.sahf.org, or www.fusal.com.

Namibia: Bicycle Empowerment Network Namibia (BENN)

In 2010, Bikes for the World resumed a relationship with BENN dating back to an initial shipment in 2006, placing a container of 428 bikes from Chicago's Working Bikes. BENN supports a network of more than 50 community

and individual bike shops throughout this arid southwestern African nation. A primary focus has been supporting the delivery of health care, particularly for the country's large HIV and AIDS-afflicted population. A secondary focus has been employment generated through the founding of rural bicycle sales and service businesses, and the expansion of bicycle ownership and use among the rural and urban poor. BENN has benefited from substantial support from other North American bicycle reuse groups, including the Bicycles for Humanity network, and California's Mikes's Bikes. For info, visit www.benbikes.org.za/namibia/

UNITED STATES

During 2010, BfW promoted youth interest in biking and bike safety through several Washington DC programs, including our Rockville Youth Bike Project (Rockville MD) as well as programs run by Phoenix Youth Bikes (Arlington VA), VeloCity Bicycle Cooperative (Alexandria VA), Bikes for Tykes and Teens (Fairfax VA), and a joint Christmas bike project in Baltimore supported by two local churches. Overall, these programs received 268 bikes from BfW during the year.

Rockville Youth Bike Project

The Rockville Youth Bike Project completed its fourth year in 2010. RYBP operates out of two

Driver putting on the seal before removing a loaded container at King Farm.



buildings at the historic King Farm Farmstead, including an all-weather cottage containing an office and workshop, and an unheated 3,000 square foot barn used for storage of bicycles and parts. RYBP simultaneously supports the mission of BfW to ship bikes to developing countries and benefits the host community by promoting safe bicycling in Rockville. The three programmatic pillars of the RYBP, described below, are: (1) student service learning, (2) TERRIFIC/earn-a-bike program, and (3) bike and pedestrian safety training provided by BfW under contract with the City of Rockville.

— **Student Service Learning (SSL) activities, assisting the BfW international program.** In cooperation with the Montgomery County Volunteer Office and the Montgomery County Public Schools, RYBP provides —student service learning opportunities to help students meet state high school graduation volunteer requirements. During 2010, RYBP engaged an estimated 80 students who dedicated more than 1,000 hours of qualifying volunteer time. Work took place during after-school hours, on Saturdays, during spring break, and over the summer vacation. Student volunteers learned a wide range of mechanical problem-solving and teamwork skills, participated in prepping bikes for shipping overseas, stripping useful parts from frames destined for recycling, and participated in volunteer crews loading four 40' shipping containers.

A regular Thursday volunteer night was initiated, as well as occasional Saturday sessions. During 2010, the RYBP loaded containers at King Farm, destined for Barbados, Uganda, Ghana, and Panama.

BfW, in conjunction with the RYBP, recovered more than 1,304 complete bikes and many wheels, saddles, pedals, and other bicycle parts, weighing 44,220 lbs (that's over 22 tons!!!) from the Montgomery County waste stream. To achieve this, RYBP and BfW staff and volunteers made effective use of the RYBP location across the street from the Shady Grove Waste Transfer Station.

— **The TERRIFIC/Earn-a-Bike program, in cooperation with the City of Rockville Department of Recreation.** Open to all Rockville children in grades 1-5, candidates must complete six or more responsible actions, verified by a parent or mentor, to earn a reconditioned bicycle, new helmet, and new lock. Fulfilling the requirements proves that they are —TERRIFIC— Trustworthy, Earnest, Respectful, Responsible, Involved, Fair, Industrious, and Caring. Awardees also receive a certificate awarded during a meeting of the Rockville City Council. RYBP collects and reconditions the bicycles, then fits and awards them to recipients at the King Farm location. This year saw the number of bikes awarded nearly double to 50 from 27 bikes in 2009.

Taken at the Pennswood Community collection held in Newtown PA in October 2010. Photo taken by Warren Witte, Pennswood Village resident.



— **Bike and pedestrian safety training in the Rockville public and private elementary schools, under contract to the City of Rockville, MD.** This bike safety program was conducted onsite at elementary schools within the city limits, working with physical education instructors. Students in grades K-2 received instruction on basic pedestrian safety principles, while those in grades 3-5 received helmet-fittings and a orientation regarding cycling —rules for the road. During the spring of 2010, RYBP's director/trainer Mike McMillion worked with teachers in six schools conducting 45 days of classes involving nearly 2,500 different students. Fifty-eight novice students received individual attention sufficient to learn to successfully ride a bicycle. Evaluations of this program by the teachers were consistently and overwhelmingly positive. For example:

The program was excellent...It has always been both a productive and fun experience for the students. Mike McMillion and Ian Chamberlain were excellent. They are knowledgeable of bike and pedestrian safety and skillful at communicating this knowledge to the students. Additionally, they were always organized and on time. (Brian Chang, Twinbrook Elementary School)

Mike McMillion and Ian Chamberlain have done an outstanding job of relaying the importance of staying safe as pedestrians and on bicycles... Each...demonstrated that they care a lot about the children at our school through their actions with the pedestrian and bicycle safety education program. [Both] are very punctual while arriving to school early in the morning and staying as late as needed to help teach each class. [Both] came prepared each day for the lessons with visual aids, video clips, notes, bicycle equipment, cones, arrows, stop signs and chalk. [Both] demonstrated a terrific ability to adapt to unforeseen issues that arose, such as assemblies, testing and inclement weather conditions without any perceivable frustration...Mike has a fantastic knack for working with elementary school children. It's like he knows exactly what they are feeling or thinking. This translates into great management skills as well as an ability to communicate lesson objectives smoothly and clearly. Mike also has a great ability to make kids laugh. He is goofy and fun at times but never loses sight of helping kids learn what it means to stay safe as a pedestrian or while riding a bicycle. Mike is a true professional and very dedicated to this program. (Rob Atkins, Farmland Elementary School)



Taken at the Pennswood Community collection held in Newtown PA in October 2010. Photo taken by Warren Witte, Pennswood Village resident.



Other Local Programs

VeloCity, Alexandria VA

During 2010, BfW collaborated with the recently-founded VeloCity enterprise and its summer youth program to collect usable bikes from the City of Alexandria Police Department impound lot, which typically contains a number of abandoned but serviceable bicycles. VeloCity was able to obtain 110 bikes for its program, including the gifting of some bikes to local youths, others for public sale, and the remainder stripped for usable parts.

Bikes for Tykes and Teens, Alexandria VA

A similar initiative was conducted by BfW in

collaboration with Bikes for Tykes and Teens. The group obtained a dozen children's bikes for this project gifting reconditioned bikes to low-income children in the Route 1 corridor of Fairfax County.

Phoenix Youth Bikes, Arlington VA

Phoenix Bikes empowers local youth to become social entrepreneurs by supporting their direct participation in a financially and environmentally sustainable non-profit bike shop serving the Arlington community. Their programs train youth in bike mechanics, business operations, and social entrepreneurship, as well as offering planned rides. During the year, BfW donated 75 bikes to Phoenix, a slight increase over 2009, and in addition sold several higher-end road bikes

on consignment to help defray international shipment costs and other general operations.

Baltimore Christmas Bike Project

Sponsored by the Potomac United Methodist Church and St John the Evangelist Catholic Church, the "Christmas bike" project gifts refurbished bicycles, helmets, and locks to children from low-income households in Baltimore MD. BfW donated 20 and 28 BMX bicycles, respectively, from Bikes for the World collections held at the two churches. BfW retains the bulk of the donations, mostly adult bikes, for shipment abroad in our usual programs.



Ann Jackson and her crew, including Pedal Pushers Bike Shop owner and host Rod Reddish, celebrate the end of a successful collection in Severna Park MD.

Bikes for the World Collections in 2010

Locally-sponsored bike collections continued to be the major source of donated bicycles during 2010. BfW completed 97 collections during 2010, hosted by 92 different organizations, ranging from schools, churches, synagogues, scout troops, businesses to community groups of all types. At these events, individual volunteers gather bikes and donations and “compact” donated bikes—removing pedals, lowering seats, and turning and rotating handlebars—to slim profiles for efficient storage and packing later into international shipping containers.

Collections are the heart of the BfW business model. Without these partnerships, BfW could not function efficiently or with such success. Local collections make it easy for potential

donors to bring bikes, and the volunteers supplied by the local sponsor contribute essential labor to make the collection, prepping, and shipping function go smoothly. Sponsorship by a local entity provides a further incentive for the community to donate their bikes. A full list of institutional partners appears in Annex 4.

Our collection basin is the mid-Atlantic region. The inner core consists of the Washington DC-Baltimore metropolis and an outer ring is comprised of Annapolis MD, Fredericksburg VA, Warrenton VA, Hagerstown MD, and Frederick MD. A third ring features collections during 2010 in Bucks County PA, Cherry Hill NJ, Newark DE, the MD Eastern Shore, Tidewater Virginia, North

Apartment buildings
comprise a growing
percentage of donations.
Here, BfW director Keith
Oberg compacts bikes
for fitting into his van
and trailer.



Carolina, and Cumberland
MD/Morgantown WV.

Collections brought in
approximately 7,000 of the
9,009 donated bicycles collected
and shipped during 2010,
averaging upwards of 80 bikes
per event. Most collections net
fewer, with the average
typically skewed upward by a
few large events. The faith
community of churches and
synagogues is the foundation of
our collection network. Some of
our largest events in 2010 were
church-sponsored, including
the largest (for the second year
in a row) at **Hagerstown, MD's
Otterbein United Methodist
Church** where 243 bikes were
donated at its sixth annual
collection. Local volunteer Phil
Ruth, who works closely with
Otterbein, hosted a follow-on
collection at the city public
works location, and garnered a
further 156 bikes. (We are
wondering when Hagerstown
will run out of bikes available
for donation.) Other successful
collections from the faith
community included:

- St Andrew the Apostle
Catholic Church (Clifton VA)
– 110 bikes at its 10th annual
bike collection;
- St Mary's Catholic Church
(Fairfax VA) co-sponsoring
with Burke Presbyterian and
Accotink Unitarian Churches
– 129 bikes at their 14th
annual bike collection
- Wesley Freedom United
Methodist Church/St Joseph's
Catholic Community
(Eldersburg MD) – 88 bikes at
their 10th annual joint bike
collection.
- Trinity United Methodist
Church (Alexandria VA) –86
bikes -- putting it at more than
1,000 bikes collected since
1997;
- St Paul's Lutheran Church,
Lutherville MD;
- Good Shepherd Catholic
Church, Alexandria VA.

Two church groups warrant
special recognition for their
long-time support of BfW: **The
Herndon (VA) Friends Meeting
and the combined St. John the
Evangelist Catholic Church/St
John's United Methodist-
Presbyterian Church (Columbia
MD)**. These organizations have
consistently collected bikes
going back to 1995. Both
sponsored their 16th annual
bike collections in 2010. Over
the years, HFM has brought in
over 2,000 bikes; St John's has
brought in more than 1,800.
Collection managers Paul
Murphy (Herndon) and Tom
McCarthy (St John's) have
consistently brought in 100 or
more bikes each year, and both
have introduced BfW to other
collection sponsors, thereby
expanding the number of
collection hosts collaborating
with BfW to benefit the world
community. The continued
participation of our longer term
partners is a key factor in BfW's
success, and we are pleased to
recognize and acknowledge the
individuals and community
organizations which have

contributed over many years to our success.

A significant second community pillar of BfW has been the **Boy Scout** program. In 2010, six young men conducted bike drives as their community service project required for the Eagle badge, the Boy Scouts' highest rank. These include Oakton VA scout Tyler Montanino (114 bikes), and Clarksville MD scout Jeffrey Kipke (134 bikes).

A third collection channel for bicycle donations is through schools. Indeed, this is an area with much potential for growth, given BfW's focus on community service plus environmental and development education. Long-term partners Landon School, Sandy Spring Friend School, the Potomac School, and Montgomery County's Sherwood and Wootton High Schools carried out collections during 2010; the largest (161 bikes donated) took place at Fairfax County's Colvin Run Elementary School.

Service clubs are a fourth significant category of collection partners. Rotary clubs in Olney and Potomac co-sponsored and supported the Sherwood and Wootton High School efforts. In addition, the Cumberland Rotary (175 bikes in 2010) and the Carroll Creek Rotary Club (240 bikes) continue to be major, long-term partners. The Carroll Creek Rotary Club

received the second highest number of bikes donated at any collection in 2010.

Community and government entities comprise a fifth category, featuring local jurisdiction recycling offices in Arlington County (VA), the City of Falls Church (VA), and Montgomery County MD (all going back a decade or more). In addition, the community relations offices of the international financial institutions (the World Bank, the International Monetary Fund, and the Inter-American Development Bank) collected 98 donated bikes in 2010.

The business community is another major source of collection support. Most notable in 2010 were the successful efforts of Recreational Equipment Inc. (9 collections in all, at 5 area stores) netting close to 400 bikes, and Oasis Bike Shop (Fairfax VA). Bike retailers, besides hosting one-day events, are increasingly serving to channel bikes by accepting individual bike donations on BfW's behalf on an on-going basis (see the list at the end of Annex 4).

Other institutional sources of bikes are also increasing in importance. BfW in 2010 successfully approached several large apartment complexes, their community bike storage rooms choked with abandoned bicycles, to solicit bike donations. The

police departments of Arlington County (VA), the Town of Vienna (VA), and the City of Rockville (MD) regularly donate bikes from their impound lots. In 2010, BfW was able to increase the number of recyclables from the Montgomery County (MD) Waste Transfer Station, with over 1,300 usable bicycles salvaged from that County's waste stream. In a win-win arrangement, BfW received a small per-bike payment out of a dedicated County fund for waste reduction.

These community-based collection activities did not always generate funding to support BfW programs (for example, the police impound lots), but they yield significant program benefits: boosting collection numbers, tapping surplus labor and transport capacity during weekdays, producing a better mix of quality bikes, spreading the word about BfW, and reducing the number of bikes that enter the general waste stream.

Sra Luz de la Madrid,
sewing machine
recipient in Panama,
makes children's
clothing for sale.



The Sewing Machine Initiative

BfW's portable sewing machine program began in 2006 with 82 sewing machines delivered, and peaked in 2009 with 110 machines shipped. It enjoyed modest success during 2010, delivering 57 portable sewing machines to three partners: Goodwill Panama received 27 machines (compared to 47 in 2009), FINCA Costa Rica received 17 (40 in 2009), and Uganda received 13 (23 in 2009). We collect and ship sewing machines because—like bicycles—they represent a productive asset for a working person, and because they fit conveniently into the shipping spaces among our packed bicycles. Partners receive sewing machines because they focus on vocational education and employment.



Long-time volunteer Rich Reis staffs the Bikes for the World table at the Takoma Park Alternative Gift Fair (December 2010).

Financial Results in 2010

BfW in 2010 operated in the black for the sixth consecutive year, retaining significant capital for anticipated expenses in becoming an independent program in 2011. BfW is privileged to enjoy a diversified funding base including both earned and grant income. We derive income from (1) "donations with bikes;" (2) individual donations received via on-line and an end-of-year mail appeal; (3) payments from overseas partners for direct costs of shipping and (on occasion) a share of indirect expenses; (4) grants; (5) sales of collectible vintage road and BMX boy's bikes deemed less suitable overseas and with a premium value domestically; (6) limited wholesaling and retailing of high-end road bikes and frames; and finally (7) sales of tee-shirts and scrap metal.

BfW held two modest fundraisers in 2010, further diversifying its fundraising base. For a second year (and the first time as the exclusive beneficiary), BfW was the beneficiary of a charity fundraising auction by the Cirque du Cyclisme, an annual gathering of vintage bicycle aficionados, which netted nearly \$5,000. We also held our own fundraiser, Biketastic, at Vienna VA's Sundry art and coffee house, which yielded over \$1,000. Many thanks to the Cirque's coordinator, Wayne Bingham, for arranging our participation there, and to BfW volunteer Antoine McGrath for conceiving, designing, publicizing, and managing Biketastic.

A group of students from Burgundy Farm School loaded a container at the Bikes for the World facility at King Farm.



Building Local Relationships

Local relationships took on great importance during 2010, with BfW seeking to raise its profile, increase its collections and shipping, and obtain access to new, inexpensive storage space in the land-scarce Washington metropolitan region.

As a result of the hiring of office manager Yvette Hess and operations manager Nick Colombo over the course of the year, and the actions of volunteers such as Phil Ruth and Woody Woodrich, BfW expanded its relationships with local bike shops. Additional shops, including Big Wheel, Revolution, and Silver Cycles, began receiving bike donations and themselves donating usable tires and other spare parts for BfW. One result was a dramatic increase in the number and value of spare parts included in each shipment. Moreover, as noted elsewhere, this process marked a gradual evolution in the source of bikes, from heavy reliance on community bike collections to a more diversified base, which now also features bike shops, drop-offs at volunteer homes, and pick-ups at institutions including multi-family residences and police impound lots.

- At year's end, BfW was in transition, searching for a new site in Northern Virginia for our five 40' trailers used to store bikes and serve as our principal shipping location. Long-time landlord and benefactor West-Group sold its Tysons Corner holdings and in September the new owner gave notice to vacate to make way for new construction.
- BfW participated in Discovery Communication's first-ever Creating Change, benefiting from the concentrated labor of half a dozen of the company's creative professionals. We received a portfolio of work, including a proposal for a new logo, designs for a revamped website, flyers, and much more.
- As noted, BfW collaborated in 2010 with selected area youth projects, acting as a clearinghouse in which we donated bikes more appropriate for domestic use, and often received in return bikes considered more appropriate for overseas. Moreover, at the end of the year we held a joint bike sale with Phoenix Bikes to benefit our respective youth programs.
- We continued our relationship with the City of Rockville, MD, including the fourth year of a

Over the course of 2010, Bikes for the World staff and volunteers picked up more than 1,300 bikes at the Montgomery County (MD) Shady Grove Waste Transfer Station.



five-year lease agreement for storage and office facilities at the King Farm Farmstead. This fruitful collaboration included fulfilling the final year of a three-year contract to provide Pedestrian & Bicycle Safety Education training services in Rockville elementary schools. At the conclusion of the contract, RYBP director and trainer Mike McMillion departed to open a bike shop in southwestern Virginia. Since then, BfW has re-focused the King Farm program on our core international mission and also hired Nick Colombo as overall operations manager, with special responsibility for the King Farm facilities.

- For a sixth straight year, BfW rescued bikes discarded at the Montgomery County (MD) Waste Transfer Station in Shady Grove, under an agreement with the County's Recycling and Waste Reduction program. Over the course of the year, BfW obtained more than 1,300 serviceable bicycles, plus many valuable spare parts including tubes, tires, wheels, saddles, and cranks from the waste stream, representing a 30% jump over the approximately 1,000 bikes rescued in 2009. At an average of more than 30 lbs./bicycle, BfW recycled about 40,000 lbs. of metal.

- BfW also expanded relationships with area bicycle shops, drawing upon the initiative of BfW office manager Yvette Hess and pick-ups by operations manager Nick Colombo and volunteers Craig Annear, Jen Castillo, Rich Robinson, Phil Ruth, and Woody Woodrich. Over the course of 2010, 15 Washington-Baltimore area retailers served as drop-off locations for donations to BfW, an increase from 12 in 2009. Five others hosted a BfW bike collection. In addition to serving as collection points, these and other bike shops were very generous in donating new and used parts and accessories, as well as a number of high-quality bikes abandoned in their repair departments. Bike shop collections appear to be increasing; we estimate that more than 1,000 bikes were donated through this channel during 2010.



Here we are with three Rockville City Council members, recognizing our 50,000th bike shipped, and four years of the Rockville Youth Bike Project at King Farm. BfW's own five-year (2006–2010) and 2010 outstanding volunteers, Phil Ruth and Rich Robinson, are in the middle.

Public Recognition of BfW

BfW and its personnel received significant media coverage in 2010, including:

- Johns Hopkins University released a video on BfW's founder, Keith Oberg, an alumnus of the university's DC-based School of Advanced International Studies.
http://webapps.jhu.edu/jhuniverse/featured/keith_oberg/.
- BfW was featured as one of ten reuse/recycling opportunities on The Daily Green, a consumer's guide to green from GoodHousekeeping.com
<http://www.thedailygreen.com/environmental-news/latest/recycling-oddiities-47090807>
- Director Keith Oberg and local volunteer Fred Schuyler were interviewed on the Montgomery County (MD) cable TV program about volunteering, *Make a Difference*.
- Director Keith Oberg appeared as a guest on *The Meeting Point*, a talk show with Frederick Community College President Dr. Carol Eaton that covers topics of interest to the Carroll County (MD) campus and the broader community.
- *Bicycle Newswire*, an industry on-line distributor of press releases, published our press release on our 40,000th bike shipment (January 13, 2010).

- The new non-profit media organization and social innovation blog *Dowser.org* published an article by April Thompson on the BfW business model, explaining that costs are defrayed primarily by overseas partners paying a portion of shipping costs and domestic bike donors making a \$10 financial donation as well.

<http://dowser.org/magazine/mini-case-study-bikes-for-the-world-charges-donors%E2%80%93and-it-works/> (April 5, 2010)

- Bikes for the World established a Facebook page and a Twitter account. To sign up, visit facebook.com/bikesftworld

- BfW was featured on *Feed Your Good Dog*, a blog about innovative grassroots charities (<http://feedyourgooddog.com/blog/?p=2293>), and on *Whatgives 365*, a daily blog about charities ([http://whatgives365.wordpress.com/2010/05/19/can-your-bike-do- this](http://whatgives365.wordpress.com/2010/05/19/can-your-bike-do-this)). BfW was also selected from 300,000 other posts to be featured on *Freshly Pressed*, the splash page of Wordpress (www.wordpress.com) and garnered over 3,000 hits. (May 19, 2010).

- *The Journal News* of Martinsburg WV published an article on March 18, 2010 explaining the agreement by Berkeley County Solid Waste authority's agreement to put aside thrown-out bikes for Bikes for the World. [http://www.journal- news.net/page/content.detailid/533226.html?nav=5004](http://www.journal-news.net/page/content.detailid/533226.html?nav=5004)

- *Cumberland Times-News* <http://times-news.com/localx1996911548/Wheelmen-volunteers-complete-successful-Bikes-for-the-World-collection-campaign>.

- BfW received regular coverage in the Washington Post community calendars and in smaller daily papers about local collection events, along with mentions in *Spokes*, a monthly newspaper about cycling events in the mid-Atlantic region. Such advertising is an important information source for prospective donors.

- Director Keith Oberg was interviewed for an article on the Arlington County (VA) website www.arlingtoncounty.com

- An article on BfW prepared by Ben Colon, an employee of the McCormick Company, appeared in the corporate newsletter, *McCormick People* (Number 3, 2010).

- An article regarding a BfW collection at Burgundy Farm appeared on the website <http://www.connectionnewspapers.com/article.asp?article=346242&paper=59&cat=104>



Distance is a major factor in students dropping out of school in many parts of the Third World, particularly after graduating from local elementary schools and facing longer distances to regional secondary schools. Close to 2,000 bikes have been provided to rural students in El Salvador.

Goals for 2011

The year 2011 presents significant challenges for BfW:

- Separation and full autonomy from WABA scheduled by mid-year 2011 will require that BfW complete steps including establishing a legal entity, obtaining an IRS 501 (c) (3) status, conceiving and implementing a governance structure including its own board of directors, and managing a variety of support services like insurance, financial management, and accounting.
- In particular, BfW will need to obtain stand-alone donation identification for the Federal government's Combined Federal Campaign and other non-profit funders and evaluators.
- BfW will need to revise, update, and enhance its website.
- BFW will need to find a convenient and inexpensive storage and loading site in Northern Virginia.
- BfW will continue to explore and evaluate additional potential international partners with a goal of eventually adding one or two more.
- BfW will endeavor to build on the momentum from 2010 and increase its bike shipments above 10,000 in 2011.

ANNEX I: Acknowledgements

Bikes for the World is grateful to the Washington Area Bicyclist Association for its sustained support and continued sponsorship during 2010, our sixth year of operations.

We also express our gratitude and appreciation to departing Rockville Youth Bike Project Director **Mike McMillion**. After three and a half years shaping our presence in Rockville, working with energy and professionalism teaching bike & pedestrian safety, mentoring student service learning volunteers, and contributing to a safer and more widespread cycling culture in the City, Mike has moved on and founded his own bicycle sales and service enterprise in southwest Virginia. If you get to the New River Valley, and need work on your bike, check out Pulaski Bikes.

BfW also expresses its appreciation to 2010 key volunteers, including steering committee members **Craig Annear**, **Nick Griffin**, and **Jerry Rogers**. Special recognitions go to **Phil Ruth**, who was recognized as BfW's outstanding five-year (2006-2010) volunteer, and **Rich Robinson**, who earned the 2010 annual volunteer award. These individuals shouldered a major share of collection, managing, truck-driving, and —container load- leading chores during the year. Also meriting mention are steering committee member **Hellen Gelband**, who managed numerous collections and edited our 2009 annual report and end-of-year letter; and steering committee member and webmaster **Ben Slade**.

Many thanks to the **West-Group** and the **City of Rockville (MD)** for their donations of valuable storage and work space. The two sites on the north and south sides of the Washington metropolitan region—a parking lot for our trailers in Northern Virginia and a former barn in suburban Maryland—complemented each other nicely, providing greater overall storage capacity and flexibility in handling the often unpredictable inflow of bicycle donations on weekends, enabling BfW to efficiently cover collections across the increasingly congested Washington-Baltimore region.

ANNEX 2: 2010 Steering Committee (active)

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

ANNEX 3: Donors

\$10,000+

Anonymous

\$5,000+

International Monetary Fund - Civic Program Advisory Committee

\$1,000-\$4,999

Shirley Brownrigg Charitable Trust, George & Elizabeth Kurz, First Evangelical Lutheran Church, Rotary Club of Vienna Foundation

\$500+

James Anklam, Larry Black, Burke Presbyterian Church, Cumberland Rotary Club, Elizabeth & Thomas Fryer, Peter Harnik, Dwight & Diane Henn, Elizabeth Hilder, Donald Morrow, Otterbein United Methodist Church, Phil Ruth, Sara Southard, St John the Evangelist Catholic Church, Wakefield School, Wesley Freedom United Methodist Church, Joel Wittenberg & Mary Ann Ek.

\$100+

Neetu Agrawal, Eileen & Dennis Bakke, Michele Bennett, Robert & Helen Best, Wayne Bingham, Gary Boughan, James Branscome, Steve & Kathy Bratton, Nancy Breen, Peter & Alice Burr, Grace Carter, James Clarke, Jack & Ann Clough, Eve Coddon, Michelle Cohen, Anne & Josh Collett, Louis & Carole Copeland, Becky Copenhaver, Jacqui Crocetta, Karen Cys, Karl Dahlhauser, Ken Danker, Jeff Davis, Vera Dean, Dennis Dineen, James Dooley, Wendy Dotson, Tom Dunlap, Douglas Dykstra, Ronald Eichner, Carolyn Ferree, Jay Fisette, Richard Foltin, Kathleen Frost, James Funderburgh, Carol Goodloe, Nicholas Griffin, Keith Grover, Maria Guerra, James Hall, Marcia Harrington, Joan Harshbarger, Jo Henn, Joan Henn, Kenna Henn, Margaret Hensler, Glenn Hoffman, Barbara Horrell, Judith Jacobs, Richard Janis, Meghan Keenan, Dennis Kelly, James Kerr, Brian King, David Klinger, Tim Knobloch, Steven Koster, Jim & Ann Kramb, Langley Hill Friends Meeting, Richard LaRoche, David Lee, Andrew Lees, Susan Levine, Robert Linares, Pamela Lindstrom, Betty Londergan, Mark Lotwis, Elizabeth Marvin, Janet Mattson, Barry Macdonald, Dennis McCarthy, Tom McCarthy, David & Nancy Miller, Stephanie Minnock, John Muller, Tim Mulligan, Doug Murphy, Paul Murphy, J.L. Murray, Leah Nash, Otterbein United Methodist Church, Lisa Otterstrom, Willis Parrish, Bruce & Amy Pascal, John Perazich, Greg Pryor, Richard & MaryRuth Reis, Richard Robinson, John & Anne Rollins, Rotary Club of Carroll Creek, Harvey Sachs, Stephen Schneider, S.C. Seifert, Amelia Shachoy, Robert Smiley, Bryant Snee, Diane Sockwell, John & Chris Sutton, Temple Rodef Shalom, Dale Theurer, Arden Travers, Albert & Caroline Turkus, Elena Turner, Valerie VanHollen, Susan Wechsler, Merywen Wigley, Bronwen Williams, Valerie Whipple, Carol Yung, Zaid A. Zaid, Michael Zeldin

ANNEX 4: Collection & Loading Sponsors

Maryland (44)

Adat Shalom Synagogue, Bethesda; Ann Jackson & Friends, Severna Park; Baha'i Community, Greenbelt; Boy Scout Troop #255 Eagle Community Service Project (Ben Murphy), Bethesda/Rockville; Boy Scout Troop #496 Eagle Community Service Project (Philip Kuldell), Poolesville; Boy Scout Troop #555 at St James United Methodist Church, Marriottsville; Boy Scout Troop #702 Eagle Community Service Project (Jeffrey Kipke), Clarksville; Boy Scout Troop #1455 Eagle Community Service Project (Matt Knobloch), Rockville; Carroll Creek Rotary Club, Frederick; Chevy Chase Elementary School Village of Chevy Chase; Congregation Beth El, Bethesda; Crusader Lutheran Church, Rockville; Cumberland Rotary Club; Emmanuel United Methodist Church, Laurel; First Evangelical Lutheran Church, Ellicott City; Georgetown Preparatory School, North Bethesda; Globetrotters 8th Grade Basketball Team, Rockville; Kehilat Shalom Synagogue, Montgomery Village; Knights of Columbus – San Juan Bosco Council #14726 and Bishop McNamara Council #1622, Frederick; Landon School, Bethesda; Melwood of Charles County, Waldorf; Mother Seaton Parish, Germantown; National Institutes of Health Bicycle Commuter Club, Bethesda; Olney Rotary Club/Sherwood High School, Olney; Otterbein United Methodist Church, Hagerstown; Philip Ruth/Hagerstown Quarterly; Potomac Rotary Club/T.S. Wootton High School Interact Club, Rockville; Potomac Swim & Tennis Club; Potomac United Methodist Church; Recreational Equipment Inc. (REI), College Park; Recreational Equipment Inc. (REI), Rockville; Recreational Equipment Inc. (REI), Timonium; St. Ambrose School, Cheverly; St. John the Evangelist Catholic Church/St. John's United Methodist- 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; Sandy Spring Friends School; So What Else, Rockville; Stop, Swap and Save, Westminster; Temple Shalom Mitzvah Service Day, Silver Spring; Waldorf Kiwanis Club; The Bicycle Place, Silver Spring.

New Jersey (2)

Bret Harte Elementary School, Cherry Hill; Grover Family, Tinton Falls.

North Carolina (3)

Cape Fear Academy, Wilmington; PAVE Creative Group, Winston-Salem; Bryce Tennant, Durham.

Pennsylvania (2)

Mercersburg Academy; Pennswood Village Social Concerns Committee, Newtown.

Virginia (34)

Arlington County Office of the American Red Cross in the National Capital Region; Arlington County Recycling Office Environmental Collection and Recycling Event (ECARE); Arlington Volunteer Network; Bishop O'Connell High School, Arlington; Boy Scout Troop #113 Eagle Community Service Project (Tyler Montanino), Oakton; Boy Scout Troop #647 Eagle Community Service Project (Jonathan Carolla), Arlington; Burgundy Farm Country Day School, Alexandria; Burke Presbyterian Church; Cirque du Cyclisme Leesburg; City of Falls Church Recycling Office; Colvin Run Elementary School,

Vienna; Father Julius J. Cilinski Council #10947 Knights of Columbus, Clifton; Good Shepherd Catholic Church, Alexandria; Haymarket Bicycles/Haymarket Earth Day; Herndon Friends Meeting; Howard Gardner School, Alexandria; Oasis Bike Works, Fairfax; Potomac School, McLean; R4 Collection Day (Reduce, Reuse, Recycle Reston!); Recreational Equipment Inc. (REI), Baileys Crossroads; Recreational Equipment Inc. (REI), Fairfax; Reston Town Center Grand Prix; St. Mary's Catholic Church, Fairfax; St. Mary's Catholic Church, Fredericksburg; St Peter's in the Woods Episcopal Church, Fairfax Station; South Run Recreational Center, Springfield; Springfest at Fair Lakes, Fairfax; STOP, SWAP, AND SAVE, Chesterfield; Temple B'nai Shalom, Fairfax Station; Temple Rodef Shalom, Falls Church; Trinity United Methodist Church, Alexandria; Village Skis & Bikes, Woodbridge; Wakefield School, The Plains.

Washington DC (5)

Alice Deal Junior High School; Community Relations Departments of the Inter-American Development Bank/International Monetary Fund/World Bank; Hasna 2010 Cyprus Friendship Program; St Alban's Episcopal Church; Washington International School.

Vermont (1)

The Greenwood School, Putney

West Virginia (1)

Earth Vibe Productions, Shepherdstown

Thanks to the following bike shops for serving as BfW bike donation drop-off sites during 2010:

- Bikes of Vienna (Vienna VA)
- Bike Rack (Washington DC)
- Bob's Bike Shop (Poolesville MD)
- City Bikes (Washington DC and Chevy Chase MD)
- Haymarket Bicycles (Haymarket VA)
- Oasis Bike Works (Fairfax VA)
- Pedal Pushers (Severna Park MD)
- Race Pace Bicycles (Ellicott City MD, Columbia MD, and Owings Mills MD)
- Spokes Etc. (Vienna VA and Alexandria VA, Belle View Blvd)
- Village Skis & Bikes (Woodbridge VA)

We also want to thank the following businesses for their support:

- Griffin Cycle (Bethesda MD)
- Recreational Equipment Inc. (Seattle WA)
- Reliable Hauling (Arlington VA)

ANNEX 5: Profit and Loss Statement for 2010

Accrual Basis January through December 2010

Income

Fundraising - Auction.....	5,091.00
Contributions	
Civic Groups	11,477.80
Corporation/ Business.....	20,503.99
Faith Communities	4,512.00
Individuals	29,378.29
Individuals w /bikes	43,783.10
Restricted.....	378.00
Total Contributions.....	115,124.18
Interest.....	2,123.05
Other Revenue	
Bikes	17,598.04
Miscellaneous Sales.....	246.87
Recycle Materials.....	470.71
Tee Shirts.....	471.00
Total Other Revenue	18,786.62
Program	
Safety Education.....	10,890.00
Waste Reduction Contract.....	8,220.00
Shipping	
Shipping Income	100,987.98
Shipping Expense	(84,431.95)
Total Shipping - net	16,556.03
Total Program.....	35,666.03
Total Income	171,699.88

Expense

Administration

Advertising / Publicity	1,480.25
Bank Charges	244.73
Licenses & Fees	55.00
Mailing Service	2,554.02
Office Rent	2,500.00
Postage & Delivery	3,134.16
Printing & Copying	1,489.82
Rockville Youth Bike Project	20.41
Sales Tax	19.80
Supplies	2,411.95
Telephone & Internet	3,698.39
Travel & Conferences	109.42
Total Contributions	17,717.95

Contract Service

Accounting	700.00
Computer Programming	579.95
Contract Labor	800.00
Total Contract Service	2,079.95

Facilities/Equipment

Equipment Rental	756.10
Fuel	1,087.43
Parking	4.00
Supplies Out	218.00
Tools	402.46
Tools Out	0.00
Vehicle Rental	6,057.37
Total Facilities/Equipment	8,525.36

Program Administration (WABA)15,651.08

Salaries & Wages95,995.68

Total Expense.....139,970.02

Net Income31,729.86

Annex 6: Balance Sheet

December 31, 2010

ASSETS

Current Assets

Checking/Savings

Petty Cash - Rockville17.91

Wachovia CD.....1,754.20

Wachovia Checking.....49,609.01

Wachovia Saving Acct 12465.....122,567.40

Total Checking/Savings173,948.52

Accounts Receivable

Accounts Receivable4,461.42

Total Accounts Receivable4,461.42

Other Current Assets

Un-deposited Funds18,564.25

Inventory - Donated Bicycles.....19,500.00

Total Other Current Assets38,064.25

Total Current Assets.....216,474.19

TOTAL ASSETS.....216,474.19

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable3,440.00

Total Accounts Payable3,440.00

Other Current Liabilities

Due to-from WABA.....3,386.53

Total Other Current Liabilities3,386.53

Total Current Liabilities.....6,826.53

TOTAL LIABILITIES6,826.53

Equity

Net Assets-Restricted4,216.28

Net Assets-Unrestricted.....173,701.52

Net Income31,729.86

Total Equity209,647.66

TOTAL LIABILITIES & EQUITY216,474.19