



2011 Annual Report



DIRECTOR'S LETTER

This was a big year for Bikes for the World. Despite an unfavorable economy, we maintained our annual production at 9,000 bikes --including shipping our 50,000th bike overall in January of the year and surpassing 58,000 by the end of the year-- and operated in the black for the seventh year in a row. Even more significant, we accomplished this during the year of our transition from a sponsored project of the Washington Area Bicyclist Association to an independent IRS-recognized charity, with our own board of directors, separate audit, full complement of insurance policies, state registrations, etc. As founder and director of the organization, I take great pride in these accomplishments.

Even 58,000 bikes would mean little if there weren't 58,000 stories of people—one for each bike. Out there are ten organizations in nine countries receiving 9,000 bikes every year. A bicycle gets farmer Betty Namugerwa and her produce—bananas, tomatoes, and cabbages—

to market in Uganda. A bicycle gets Odily Sanchez to school in Costa Rica (see story in the July 31, 2011 issue of the Washington Post). Yet another bicycle gets health care delivered to an isolated, anonymous AIDS-afflicted resident in Namibia. And working on bicycles provides income, an opportunity to develop self-discipline, leadership, and a career for Yunusu Kamulegeya, a micro-business owner in Uganda, and Odison Robles, an apprentice mechanic in Panama (see sidebar).

Bikes for the World is a community of people helping people. Thousands of individuals and organizations donate bicycles, hundreds of volunteers—concentrated in the Baltimore-Washington region but increasingly across the nation— constitute the transmission belt for this valuable resource and many dozens of partner institutions and individuals locally and internationally enable and complement our work. The network stretches across bike shop storage, recycling facilities, and suburban garages in Maryland and Illinois, across the globe to the urban streets of Nairobi, Kenya and Panama City, Panama, to the rural roads of Uganda, Costa Rica and the Philippines, helping disadvantaged individuals become more productive. By promoting jobs, education, and healthcare, and bringing people into the market, we help craft a better world. It is a grand mission and this 2011 annual report is intended to share with you how that mission is accomplished.

Keith Oberg
Director



🚲 **Trends in collections and donations.** Bikes for the World maintained the pace of past years —holding a record number of collections, partnering with a growing number of bicycle retailers, and channeling nearly 9,000 bicycles—the same as in 2010—to partners at home and abroad.

- BfW gathered **10,093** bikes in collections—holding nearly 1,500 over to 2012.
- BfW shipped a record number of bikes overseas in 2011. In addition to **8,893** bikes shipped in our own name, we shipped another **3,500+** bikes collected and processed by the Working Bikes Cooperative in Chicago, to Bikes for the World partners, as part of a growing partnership with Working Bikes.
- Reflecting an emerging trend as BfW expands collections beyond its mid-Atlantic base, more than 350 bikes came from distant parts of the United States during 2011, including Dallas TX, Cleveland OH, and Morgantown WV. Sewing machines remained a minor part of our program. BfW collected a mere 57 sewing machines, which were shipped to Costa Rica (14), Panama (20) and Uganda (23).

OVERVIEW

🚲 **BfW incorporated as an independent non-profit.** It's about time! After six years under the wing of our friends at the Washington Area Bicyclist Association, and pursuant to a November 2010 resolution of the WABA board of directors, Bikes for the World became a separate, independent non-profit organization in 2011. Key dates were:

January 23 -- first BfW board of directors meeting

February 10 -- Articles of incorporation filed in the District of Columbia

March 20— Bikes for the World opens independent bank account

April 1 – Bikes for the World takes over payroll

April 29 – IRS letter confirming our 501 (c) (3) non-profit, charitable status

May 6 – WABA formally transfers project financial assets to Bikes for the World

EL SALVADOR



KENYA



PHILIPPINES



🚲 **New and renewed overseas partners.** Bikes for the World added three new overseas partners, in the Philippines, El Salvador, and South Africa. And BfW renewed lapsed relationships with partners in Guatemala and Namibia.

🚲 **Combined Federal Campaign application.** BfW was accepted as an eligible charity for the 2012-13 Combined Federal Campaign. This was a gratifying endorsement and confirmation of the potential for BfW to achieve a higher level of activity and impact in coming years. BfW volunteers will be staffing space at agency charity fairs and other events in late 2012 --look for the table with a bicycle! **Our CFC number is 21964!**

🚲 **Enhanced bicycle storage.** We had to find a replacement for our long-term facility at Tysons Corner (now a Washington Metro construction site) or we faced dramatic cutbacks in operations—storing bicycles is a messy and space-consuming business. Thanks to public sector and private sector support, we were offered and accepted two sites in Northern Virginia that have put us on sound footing, at least for the short term. Fairfax County VA provided a low-cost one-year lease for use of the un-heated old gymnasium at the former Lorton Prison, where we have almost 10,000 square feet of space. The other storage site was leased at no cost by Vulcan Materials, a private property owner in Springfield VA, where we relocated our five 40-ft trailers from the Tysons site. The endorsement of the Fairfax County board of supervisors was instrumental in both cases. These sites, like the Tysons site, are slated for redevelopment and we will probably have to move again in two or three years. We're already looking for another Northern VA location.

Meanwhile we continue to operate our long-standing storage site at the King Farm Farmstead Park in Rockville MD. BfW hopes to negotiate a long-term lease for this facility from the City of Rockville.

Using all three sites, the enhanced storage capacity allowed us store bikes for shipment during the winter when the inflow of bicycles declines. At the end of 2011, we had some 1,500 bikes in storage to ship in early 2012.



🚲 **Thursday Volunteer Night.** Bikes for the World continues to host “volunteer night” every Thursday afternoon and evening at the Rockville King Farm facility. We invite youth groups and individuals interest in volunteer opportunities to pitch in with bicycle rehabilitation and preparation for shipping. [VIDEO](#)

🚲 **Diverting usable bicycles from the Montgomery County MD waste stream.** Bikes for the World renewed its agreement with the Montgomery County Solid Waste Department to remove usable bikes and bicycle-related items from the County’s waste transfer site at Shady Grove, conveniently located across the street from King Farm. A dedicated fenced area, signs, and supervision by the site’s staff ensure minimal loss to scavenging and the recovery of an amazing

number of bicycles discarded by the County’s affluent population. In 2011, BfW recovered **1,851 complete bikes**—a 42% increase over the previous year’s 1304 bikes--along with many wheels, saddles, pedals, and other bicycle parts, weighing about **56,000 lbs.** (that’s 28 tons!!!). To ensure regular pick-up by Bikes for the World, the County made a modest financial contribution out of a dedicated waste reduction fund.

🚲 **The valuable and dedicated BfW staff.** BfW maintained a staff of three during the year—founder and director Keith Oberg, office manager Yvette Hess, and operations manager Nick Colombo. The organization is fortunate to have talented and flexible professionals as the operational side of BfW expands. Yvette has evolved to be a skilled videographer, as you can see by her work on our website and Facebook page. Nick, hired in late 2010, became operations manager during 2011 and is assuming responsibility for logistics.



🚲 **Expanding Communications and Outreach.** As 2011 ended, BfW was poised to select a professional website design and development firm, the end product of a competitive selection process.



🚲 **Expanding the Board and Strengthening Governance.**

Becoming a stand-alone entity and facing an increasing workload while meeting prudent budget restraints has imposed a greater workload on the board, along with a need for specialized skills. Beginning with five members, the board elected a sixth member, Ted Haynie, late in the year, and initiated a board search to bring additional board members aboard in early 2012.

🚲 **Financial Update.** For the seventh year in a row, BfW operated in the black, with a diversified income base comprising

- individual donations accompanying bikes
- on-line and mail fundraising with individual donors
- shipping fees paid by international partners
- sale of collectible BMX and vintage road bikes deemed less suitable for overseas use
- corporate and faith community donations, and
- fundraising events such as the Takoma Park Alternative Gift Fair.

🚲 **Conclusion.** Bikes for the World at the end of 2011 is building toward a national scale, coming out of the year with a growing web of relationships, ample storage space, surplus inventory on hand, a solid financial and institutional base, poised to set a record pace and production level in 2012—and **BIG IDEAS** for future growth.



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 2011

Bikes for the World's mission is to send used bicycles and spare parts to partner institutions to aid in human development in several ways. In 2011 we shipped over 12,500 bikes to nine non-profit partners in eight countries in Africa, the Caribbean Basin, and the Pacific.

Of that number, Bikes for the World in its own name shipped nearly 9,000 bikes to seven non-profit organization partners in six countries in Africa, the Caribbean Basin, and the Pacific (see Table 1). More than half—56.6%—went to Central America and the Caribbean. More than a third—35.6%—went to Africa. A little over 7% went to the Philippines and the remainder to qualifying programs in the United States.

In addition, with 3,541 bikes loaded by Chicago-based Working Bikes, Bikes for the World placed another seven containers with Bikes for the World partners in El Salvador, Panama, Namibia, and Uganda. This relationship with Working Bikes is described separately, below.

Bikes for the World added three new partners and renewed two lapsed partnerships in 2011. New partners included Bikes for the Philippines, with an initial focus on cycle-to-school, enabling children living far away to remain as students; Centro Salvadoreño de Tecnología Apropiable (CESTA) / Friends of the Earth El Salvador, and Bicycle Empowerment Network, South Africa. Bikes for the World renewed two partnerships at the Eco-Bici/Asociación Peronia Adolescente (Guatemala) and the Bicycle Empowerment Network Namibia (BENN).

The Collaboration with Working Bikes

Working Bikes approached Bikes for the World in 2008 to collaborate on some shipments. Since then, Bikes for the World has placed more than 10,000 of the Chicago group's bicycles with overseas projects. Here's how it has worked: Bikes for the World identifies and qualifies overseas recipient groups, secures a commitment from Working Bikes to load a container, and arranges for shipping; Working Bikes loads the container; and Bikes for the World prepares shipping documents and subsequently shares all project information with Working Bikes. Cost-sharing takes place on a case-by-case basis, involving a combination of Bikes for the World, Working Bikes, and overseas partners' contributions.

BfW is pleased to support Working Bikes in this way. Together, both organizations better meet their common mission of providing second-hand bikes to competent partner organizations for community development overseas. And the partner agencies benefit from a larger and more consistent supply of material assistance.

By the end of 2011, more than 15 shipments have been completed under this arrangement, including deliveries to BfW partners in Costa Rica, El Salvador, Ghana, Namibia, Panama, and Uganda. Bikes for the World now ships the vast majority of the Chicago group's "production."

PROGRAM SUMMARIES: Central America/Caribbean Basin

Panamanian Association of Goodwill Industries (Goodwill Panama)

Bikes for the World's oldest partner, Goodwill Panama offers professional training to young people and adults with disabilities, along with basic labor and vocational training in production workshops in areas such as bicycle repair, blacksmithing, plumbing, baking, gardening and landscaping, beauty, and sewing.

The agency operates as a social enterprise; only two percent of its revenue comes from financial donations. Income is earned through the following commercial activities: repair and retail sales of bicycles, wheelchairs, and other donated goods; manufacture and retail sale of iron doors; a small restaurant and catering service; and packaging and assembly. Goodwill Panama also earns money placing apprentices in these vocational fields to work for up to four months with local private firms, under the Alliance with Commerce and Industry program.

Over the last seven years, Goodwill Panama has received the largest number of BfW donations—close to 15,000 bikes—making the bike effort one of the agency's largest vocational and income-generating activities. For further information, visit www.goodwillpanama.org.

[VIDEO>>](#)



Odison Robles
Goodwill Panama
Workshop supervisor

Come Christmastime, things get busy at partner Goodwill Panama, and especially in the bicycle mechanic training and employment program. The season's demands — more bikes in operating condition, ready to be sold to workers and families flush with cash from year-end bonuses — keep senior apprentice and apprentice supervisor Odison Robles under sustained pressure. His supervisory responsibilities multiply with the work load, mentoring as many as eight apprentice mechanics (compared to an average of five at any one time during the other eleven months of the year).

The surge in sales at this time happens for a combination of reasons. Christmas, of course, is a time in Christian cultures when families purchase gifts, and a bicycle is a prized possession for anyone, young or old, whether for work, recreation or transportation to school. Year-end is when salaried workers also receive a "thirteenth month" payment from employers, facilitating the purchase of a big-ticket item like a bicycle. Vacations and the dry, temperate weather in Panama during this season provide the time and ideal conditions for bicycle-riding.

Bikes for the World Beneficiary Odison Robles continued...

Goodwill Panama has earned a reputation for offering reliable bicycles at affordable prices. These are sold in its Panama City store — where it trains salespeople — or throughout the country via a partnership with the Rotary club network and with small merchants. Almost ten percent of Goodwill Panama's annual budget for job training and employment services, job placement, and post-employment is supported through the sale of bicycles. This covers scholarships and salaries — such as for Odison and his peers.

Odison has come a long way. Growing up in Alcalde Diaz, Villa Victoria — a rural zone on the outskirts of Panama City where, according to Goodwill Panama director Angel Diaz, “the conditions of life aren't the best” — Odison had dropped out of school, despite his parents' pleas, and showed no interest in school or doing anything constructive with his life. Desperate because of the boy's general rebelliousness, his parents brought the 14-year old to Goodwill Panama.

There they registered Odison in the Goodwill Vocational Education Center, where young people with special needs receive vocational education in the metal-working shop in the morning, complemented with primary and secondary education in the afternoon. Odison began in the bike shop, where he absorbed the basic technical skills and developed self-confidence, self-discipline, and the ability to work with others. After less than two years, repairing bicycles and little by little picking up additional metal-working and (equally important) interpersonal skills, he became *supervisor* of the apprentices.

Now 17, Odison as *supervisor* plays a central role in the orientation and training of youths entering Goodwill Panama's workshop apprentice and career development program. New entrants begin with the repair of bicycles, becoming familiar with the components of bicycles and the simple hand tools required to assemble and dis-assemble them. They develop skills at following directions, working as part of a team, and taking on responsibility. Depending upon their interests and qualifications, apprentices move on to related areas, including wheelchair repair and soldering/metal-working putting together ornamental grill work for security doors, gates, and fences. Graduates can be placed by Goodwill with private firms through a four-month apprenticeship, establish their own businesses, or seek employment on their own. Over the last 18 months, Odison has mentored 20 apprentices.

With his achievements in diverse areas of metal working, and confidence growing with the responsibility of mentoring younger youth, Odison will soon move on. When he turns 18, he will be eligible for the corporate placement program. One day, perhaps, he could own his own metal-working business.

Odison continues to live with his mother and two brothers in Alcalde Diaz. He reports regularly fixing his siblings' bikes and those of neighbors, making himself a respected figure in the community, and is happy with his daily labor within the Goodwill workshop.

Thanks to Bikes for the World, Goodwill Panama, and individuals like Odison, there are some 15,000 individuals in Panama making use of the power of the bicycle to improve their lives.

PROGRAM SUMMARIES: Central America/Caribbean Basin

Costa Rica: Fundación Integral Campesina (FINCA)

For 30 years, San Jose-based FINCA has mobilized savings and provided credit and investment capital for micro-enterprise development in marginal communities across Costa Rica. In 2011, Bikes for the World delivered an unprecedented 2,539 bicycles to FINCA Costa Rica, making it the single largest recipient of bikes during the year. 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 traditionally been supported by Peace Corps volunteers. For further information on FINCA and the BfW-FINCA Costa Rica collaboration, visit

www.fincacostarica.org.

For a video on the collaboration, visit the U.S. State Department public diplomacy website or

www.america.gov/bikes.html



Barbados: Pinelands Creative Workshop (PCW)

The Pinelands Creative Workshop is a community-based cultural, educational, and community development program that has been serving residents of Pinelands, the public housing district of Bridgetown, the capital of Barbados, since 1977.

Among many activities, PCW runs a bike sales and service workshop for the community, training and employing three young people in bike mechanics. The shop generates income for the institution to support community service programs ranging from Afro-Caribbean performing arts activities with local youth to Meals on Wheels for elderly shut-ins. In 2011, Bikes for the World donated 1,015 bikes and a significant volume of spare parts. For background on the PCW program, visit www.pinelandscreative.org



An article appeared in the Washington Post documenting the path of several bicycles from Washington DC area donors to recipients in the impoverished Caribbean coastal communities of the Talamanca region of Costa Rica.

For the July 31, 2011 Washington Post story and photos, visit www.washingtonpost.com/.../bikes.../g1QA7jgHgI_story.html



PROGRAM SUMMARIES: Central America/Caribbean Basin

El Salvador: Centro Salvadoreño de Tecnología Apropiada (CESTA)

CESTA is El Salvador's longest-standing and most-prestigious environmental advocacy organization, founded in 1980, a member of Friends of the Earth International since 1991, and led by Ricardo Navarro, a recipient of the 1995 Goldman Environmental Prize. CESTA currently has 3,100 members spread among 27 local groups. CESTA's core national campaigns focus on solid wastes, forestry and marine issues, and sustainable transportation. Advocacy campaigns in these areas are supported by four "eco-centers" where appropriate technologies are developed and put into practice. One such center is a central bicycle service and sales operation in the capital suburb of San Marcos, which is self-supporting and generates surplus income for other activities. CESTA received one shipment arranged by Bikes for the World in 2011—500 bicycles collected, packed, and shipped by the Chicago-based Working Bikes.



Guatemala: Asociación Peronia Adolescente

Eco-Bici is a program of Asociación Peronia Adolescente, a non-profit serving at-risk youth in Peronia, a low-income neighborhood of Guatemala City. Most of the people in

Peronia are recent migrants, driven from the countryside by years of civil war and poverty. Many sections of the neighborhood have no access to potable water or electricity; unemployment and underemployment is high. Economic, recreational, and cultural opportunities for the growing youth population are limited.

Drug-dealing and gang activity is rampant. Amidst this challenging environment, Peronia Adolescente has created an annual cultural festival, highlighting youth performing and visual art talent, and Eco-Bici,

providing skills training, employment, and affordable transportation in the form of low-priced reconditioned used bicycles. In 2011, Bikes for the World shipped one container, holding 530 bikes, renewing a relationship which had lapsed after 2007 owing to difficulties in securing Customs clearance. We hope to continue shipments at a modest pace in subsequent years.

PROGRAM SUMMARIES: Africa

Ghana: Village Bicycle Project

The Village Bicycle Project (VBP), run by former Peace Corps volunteer David Peckham in partnership with Ghanaian bike mechanics and 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 such as 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 countrywide private-sector infrastructure to support bicycle transportation. To this end, VBP sells tools at subsidized prices and regularly involves local mechanics in rural training courses.



BfW's relationship with VBP dates to 2005 and in its seven years has provided over 10,000 bicycles, making VBP one of BfW's largest

programs and making BfW one of the Ghanaian program's largest supporters. In 2011,

however, due to bottlenecks in the field, VBP requested and took delivery of only one shipment of 513 bicycles. We intend to return to previous levels in 2012.

VBP receives bicycles from other bicycle donors, including Bikes Not Bombs (Boston MA), Seattle Bike Works (Seattle WA), and Re-Cycle (United Kingdom), as well as Chicago-based and BfW sister program Working Bikes Cooperative. Together over the last decade, these programs have shipped more than 110 containers, holding more than 50,000 bikes, to VBP. We are proud and honored to participate in this network of bicycle reuse collectors and shippers on behalf of indigenous bike development programs in West Africa and agree that bicycles can improve the lives of many of the impoverished majority of the world's people. For further information, visit www.villagebicycleproject.org.



PROGRAM SUMMARIES: Africa

Namibia: Bicycle Empowerment Network Namibia (BENN)



The Bicycle Empowerment Network Namibia (BENN) has grown dramatically since Bikes for the World's initial shipment, in early 2006, as a result of the donation of thousands

of bicycles from the Canadian-based Bicycles for Humanity (B4H) Network and California's Mikes's Bikes. The demand for affordable bicycles, both for community health work and for essential academic and employment access, is enormous, and BENN approached Bikes for the World in 2011 seeking additional shipments. BENN supports a nationwide network of independent Bicycle Empowerment Centers (BECs), supporting primary health care delivery for the country's large HIV and AIDS-afflicted population and serving the rural population and economic activity more generally. A secondary focus has been employment generated through the founding of rural bicycle sales and service businesses. During 2011, Bikes for the World arranged to ship BENN two containers of bikes collected, packed, and shipped by Working Bikes. For info, visit www.benbikes.org.za/namibia/.

Uganda: Prisoners Support Organization (PSO)

BfW began shipments to the PSO—then the Women Prison Support Organization—in 2007. PSO's goal is to prepare prisoners—initially only women but now all prisoners—for re-entry into society. This process begins with training and counseling in the months preceding their release and 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 support the program. In 2011, PSO received 2,454 bikes from Bikes for the World, the second-highest single number received by any partner. As finances permit, PSO plans to purchase land and build a center to:

- provide training in bicycle repairs, tailoring, computers, 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.

For further information, visit www.psouganda.org.

PROGRAM SUMMARIES: Asia



Bikes for the Philippines (BfP) — New Partner in 2011

Bikes for the Philippines was established to (1) reduce the dropout rate of school children who have to walk long distances to school (and especially during the challenging transition to high school), and (2) reach out to dropouts to help them complete a high school equivalency program. It accomplishes this result by saving time and energy for travel, and by building self-esteem by improving school performance and increasing opportunities for earnings.

In July 2011, Bikes for the World made an initial shipment of 458 bicycles to Bikes for the Philippines. These bikes were received in Manila, the nation's capital, and were reconditioned there by volunteers including members of the Philippine military.

Although it was started as a cycle-to-school program, BfP is much more; EDUCATION, ENTREPRENEURSHIP, AND ENVIRONMENT are key values of the BfP program. For all these reasons, the project has become a catalyst for community participation and development in the initial project area of Baclayon, Bohol and is attracting attention throughout the Philippines.



Table 1: Country Summary / Bikes Shipped

COUNTRY	2005	2006	2007	2008	2009	2010	2011	TOTALS (#)	TOTALS (%)
AFGHANISTAN	0	0	0	40	0	0	0	40	0.1%
BARBADOS	484	894	915	1,432	935	1013	1,015	6,652	11.4%
COSTA RICA	884	890	1,820	1,820	1,400	1,970	2,539	11,323	19.3%
GAMBIA	0	240	0	0	0	0	0	240	0.4%
GHANA	439	2,728	1,864	3,249	1,345	1,918	513	12,056	20.6%
GUATEMALA	442	485	451	0	0	0	530	1,908	3.3%
HAITI	452	0	0	0	0	0	0	452	0.8%
HONDURAS	57	127	0	263	156	0	5	608	1.0%
NAMIBIA	0	428	0	0	0	0	0	428	0.7%
PANAMA	1,781	1,803	2,345	2,360	2,643	1979	954	13,865	23.7%
PHILIPPINES	0	0	0	0	0	0	556	556	0.9%
SRI LANKA	1,309	0	0	0	0	0	0	1,309	2.2%
UGANDA	0	0	456	936	2,343	1,861	2454	8,050	13.7%
USA	11	71	71	164	129	268	327	1,041	1.8%
OTHER	0	31	0	37	0	0	0	68	0.1%
TOTALS (#)	5,823	7,697	7,922	10,301	8,951	9,009	8,893	58,596	
TOTALS (%)	10%	13%	14%	18%	15%	15%	15%	100%	100.0%
ANNUAL GROWTH RATE		32%	3%	30%	-13%	1%	-1%		

**these numbers do NOT include shipments sent through sister organization Working Bikes out of Chicago

PROGRAMS WITHIN THE UNITED STATES

During 2011, BfW promoted youth interest in biking and bike safety through several continuing Washington DC-area programs, including the Rockville Youth Bike Project (Rockville MD) as well as programs run by Phoenix Youth Bikes (Arlington VA), Bikes for Tykes and Teens (Fairfax VA), Immanuel Church-on-the-Hill (Alexandria VA), and a joint Christmas bike project in Baltimore supported by two local churches.

Rockville Youth Bike Project

The Rockville Youth Bike Project completed its fifth year in 2011. RYBP operates out of two 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 both supports the primary mission of BfW to ship bikes to developing countries and benefits the host community by promoting safe bicycling in Rockville and providing community service opportunities. Currently, it consists of:

The TERRIFIC/Earn-a-Bike program, in cooperation with the City of Rockville Department of Recreation and Parks. Open to all Rockville children in grades 1-5, candidates who complete six or more responsible actions, verified by a parent or mentor, can 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 certificates or recognition from the Rockville City Council at a public ceremony. RYBP collects and reconditions the bicycles, then fits and awards them to recipients at King Farm. In 2011, 27 children earned bikes through the TERRIFIC program.

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 opportunities to help students meet state high school graduation volunteer requirements. The students dedicated more than 1,000 hours of qualifying volunteer time. Work takes place after school, 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 helped to load the 40’ shipping containers with about 500 bikes each in which bikes are sent to overseas partners. Containers loaded during 2011 at King Farm were shipped to Barbados, Uganda, Ghana, and Panama.

PROGRAMS WITHIN THE UNITED STATES

During 2011, RYBP also donated 20 reconditioned bikes to CASA de Maryland, for individuals participating in the Montgomery County day laborers service program. These bicycles were to provide transportation to individuals traveling to and from the day laborers center in Derwood MD, where they received basic education in literacy, English, and budgeting, and where employers seeking temporary workers could find and hire them.

Other Local Programs

Through the donation of un-reconditioned bicycles, Bikes for the World supports programs serving under-privileged youth in the greater Baltimore-Washington region. During 2011, Bikes for the World donated a total of 80 bicycles to four local gifting programs. These were:

- Bikes for Tykes and Teens (Alexandria VA, serving children in the Route 1 corridor of Fairfax County) – 34 bikes
- Community Helping Others (Vienna VA) – 10 bikes
- Immanuel Church-on-the-Hill (Alexandria VA) – 15 bikes
- Baltimore (MD) Christmas Bike Project – 21 bikes

For many years, Bikes for the World has enjoyed a close relationship with Phoenix Youth Bike Shop, an after-school earn-a-bike program serving teens in Arlington VA. Phoenix empowers local youth to become social entrepreneurs by facilitating their direct participation in a financially and environmentally sustainable non-profit bike shop serving the Arlington community. Its programs train youth in bike mechanics, business operations, and social entrepreneurship, as well as offering planned rides. Despite having donated bikes to Phoenix in previous years, BfW did not donate any bikes to Phoenix in 2011. We anticipate resuming a modest number of donations in 2012.



BIKES FOR THE WORLD COLLECTIONS IN 2011

There were **113 sponsors** during 2011, collaborating in over 100 collections, a record level of participation by the volunteer community heavily concentrated in the Washington – Baltimore corridor but ranging into Pennsylvania, West Virginia and Texas. The sponsors included Boy Scout and Bar Mitzvah projects, faith-based institutions, and schools, bike shops and community service organizations such as Rotary and Kiwanis clubs.

High points of the year included Hagerstown, MD, **Otterbein United Methodist Church's eighth straight collection** of more than **200 bikes**; and the **17th annual bike collections** of two faith organizations-- **St John the Evangelist Catholic Church/St John's United Methodist-Presbyterian Church** (Columbia MD), and the **Herndon Friends Meeting** (Herndon VA). Since beginning—in 2005 for Otterbein, in the fall of 1995 for St John the Evangelist and the Herndon Friends—each church has collected more than 2,000 bicycles, with individual events ranging upwards of 200 or more bikes (Otterbein collected almost 400 one year alone!!). Many thanks to long-time event managers Cindy Brown (Otterbein), Tom McCarthy (St John the Evangelist), and Paul Murphy (Herndon Friends). The sustained support of these individuals and their communities has enabled BfW to pilot its efforts, gather experience, and grow to the point where it is for the sixth straight year the nation's largest bicycle reuse program, and now poised to “go national.”



In fact, it already is. During 2011, Bikes for the World's **#1 volunteer, Phil Ruth**, brought in 150 bicycles from Pedal Power, a sister group in Mansfield TX; and many of these bikes went the following week to the Philippines (see Bikes for the Philippines, above). In Bucks County PA, the Pennswood Residents Association, assisted by the George School and Newtown Friends School, conducted its fifth annual collection, with more than 150 bikes donated. Many thanks to George Kurz and his crew, and to son-and-father team Andrew and Keith Grover, who came over from Tinton Falls NJ to assist in processing, and contribute additional bikes collected in northern NJ. (Many thanks, too, to BfW operations manager Nick Colombo for getting up before 5 am to make sure the truck was running and for undertaking the three-hour+ journey.)

Other long journeys in our benefit included those of former Northern VA bike shop owner and now Iowa resident John Brunow, who on returning to the area to remove some remaining personal items, picked up bikes and spare parts in Cleveland en route, from our friends at the Ohio City Bicycle Cooperative; and once again, Phil Ruth, who brought in bikes and valuable spare parts from Positive Spin, a community bike shop in Morgantown WV.

COLLECTION SITES AND SPONSORS

Washington DC (14)

Alice Deal Middle School; Busboys and Poets; Capitol Hill Bikes; Georgetown Day School; Lovin' Life Ministries; Sidwell School; Washington Ethical Society; Whole Foods Market – Georgetown; Whole Foods Market -- P Street; Whole Foods Market – Tenleytown; William Penn House; World Bank, Inter-American Development Bank and International Monetary Fund; WUSA

Maryland (61)

Baha'i Community of Greenbelt; Bethesda Jewish Congregation (Jacob Schechter's Bar Mitzvah); Bike Doctor – Arnold; Bike Doctor – Waldorf; BSA Troop #457 Eagle Service Project (Tyler Rodriguez) –Rockville; BSA Troop #582 Eagle Service Project (William Holl)—New Windsor; Carl Henn Memorial Ride –King Farm; Carroll Creek Rotary Club – Frederick; Chevy Chase Elementary School Town of Chevy Chase; Congregation Beth El –Bethesda; Cumberland Rotary Club; Emmanuel United Methodist Church – Laurel; Evergreen Cove Holistic Learning Center – Easton; Gensler (and employee Joel Esguerra) at Fiesta Filipiana – Timonium; Glenwood Elementary School; Green Acres School (Gideon Blum)—Rockville; Hagerstown Quarterly; Harford County Earth Day; Holy Cross Hospital – Silver Spring; Kehilat Shalom – Gaithersburg; Knights of Columbus San Juan Bosco Council #14726 – Frederick; Landon School – Bethesda; Linden Linthicum United Methodist Church – Clarksville; Living Faith Lutheran Church – Rockville; M-NCPPC Prince George's County Parks; Office of Student Life, International Club, and Gateway Program of Montgomery College – Germantown; Gateway Program of Montgomery College – Rockville; National Institute of Health Bicycle Commuter Club; Oakdale Emory United Methodist Church – Olney; Olney Rotary Club & Sherwood High School Interact Club; Otterbein United Methodist Church—Hagerstown; Potomac Rotary Club & Wootton High Interact Club; Potomac Swim and Tennis; Potomac United Methodist Church; Race Pace Bicycles at Howard Community College Greenfest –Columbia; REI Rockville; REI Rockville (Friends of Guatemala Returned Peace Corps Volunteer Group); REI Timonium; Funds for the Future of Our Children Social Action For Everyone Interfaith – King Farm; Sandy Spring Friends School; St John's Catholic Church & St John's UM-Presbyterian Church Wild Lake Interfaith Center – Columbia; St Paul's Lutheran Church and Lutherville Bike Shop; St Paul's Catholic Community Knights of Columbus Damascus; Stop Swap and Save – Westminster; Takoma Park Middle School Difference Makers; Temple Emanuel (Max Finkel & Zach Dubin); Temple Shalom; Upcounty Youth Advisory Board; Waldorf Kiwanis Club; St Joseph's Catholic Community at Wesley Freedom United Methodist Church; Whole Foods Market -- Bethesda; Whole Foods Market -- Friendship Heights; Whole Foods Market – Kentlands; Whole Foods Market – Rockville; Whole Foods Market -- Silver Spring; Woodlin Elementary School PTA

New Jersey (1) : Andrew Grover & Family – Tinton Falls

Pennsylvania (1) : Pennswood Village Residents Association in partnership with the George School and Newtown Friends Meeting – Newtown

Virginia (34)

Alexandria Volunteer Office “Big Event”; Bike Virginia – Dublin; Bishop O'Connell High School – Arlington; BSA Troop #106 Eagle Service Project (Michael Saracco); BSA Troop #1509 Eagle Service Project (Thomas Gigure); BSA Troop #827 Eagle Service Project (Aaron Jorgensen); BSA Troop #913 Eagle Service Project (Matthew Lee); Burgundy Farm Country Day School – Alexandria; Church of Latter Day Saints Volunteer Fair – McLean; City of Falls Church Recycling Office; Environmental Collection and Arlington Recycling Event (ECARE); Faith Chapel Presbyterian Church – Lucketts; Falls Church Recycling Office; Father Julius J Cilinski #10947 St Andrew of the Apostle – Burke; Herndon Friends Meeting; Hunters Woods Elementary School PTA – Reston; LL Bean –McLean; Loudoun Out Loud/ Loudoun Earth Day; Earth Day at Market Common Clarendon – Arlington; Mt Olivet United Methodist Church – Hamilton; Oasis Bike Works – Fairfax; R4 Collection Day –Reston; REI Baileys Crossroads; REI Fairfax; Reston Town Center Grand Prix; South Run Recreational Center – Springfield; Spokes Etc – Vienna; Springfest at Fair Lakes Fair Lakes League – Fairfax; St Mary of Sorrows Catholic Church – Fairfax; St Peters in the Woods Episcopal Church – Fairfax; Temple Bnai Shalom (Ian Lefcourt bar mitzvah) – Fairfax Station; Temple Rodef Shalom (Mitzvah service project) – Falls Church; The Potomac School – McLean; Trinity United Methodist Church – Alexandria; Warrenton Rotary Club

PARTNERING WITH BICYCLE RETAILERS

BfW continued to expand relationships with area bicycle retailers, drawing upon the initiative of BfW office manager Yvette Hess and pick-ups by operations manager Nick Colombo, director Keith Oberg, and volunteers Craig Annear, Jen Trujillo, Rich Robinson, Phil Ruth, and Woody Woodrich. In 2011, **21 Washington-Baltimore area retailers served as drop-off locations** for donations to BfW, an increase from 15 in 2010 and 12 in 2009. Five others hosted BfW bike collections. In addition to serving as donation drop-off sites, these and other bike shops were very generous in donating used spare parts, excess inventory, and bikes abandoned in their repair departments. Bike shop collections are increasing; **more than 1,000 bikes** were donated through this channel during 2011 and we expect to better track our progress—and see it grow—in years to come.

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

- Bicycle Escape (Frederick MD)
- Bicycle Space (Washington DC)
- Capitol Hill Bikes (Washington DC)
- Griffin Cycle (Bethesda MD)
- Recreational Equipment Inc. -- and especially its outlets in Baileys Crossroads VA, Fairfax VA, Rockville MD, Timonium MD, and College Park MD

Participating Bike Shops

- ◇ Big Wheel Bikes (Bethesda)
- ◇ Bike Doctor (Arnold MD)
- ◇ Bikenetics (Falls Church VA)
- ◇ Bikes of Vienna (Vienna VA)
- ◇ Bike Rack (Washington DC)
- ◇ Bob's Bike Shop (Poolesville MD)
- ◇ City Bikes (Adams Morgan/DC, Capitol Hill/DC & 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)
- ◇ Revolution Cycles (Rockville MD)
- ◇ Silver Cycles (Silver Spring MD)
- ◇ Spokes Etc. (Ashburn VA, Vienna VA & Alexandria VA -- Belle View Blvd)
- ◇ Village Skis & Bikes (Woodbridge VA)

OTHER COMMUNITY AND BUSINESS SUPPORT

Public sector assistance constitutes the third leg of the “tripod” of support enabling Bikes for the World to operate successfully.

The City of Rockville (MD) provides the lease of valuable space at the King Farm Farmstead Park, for storage of bicycles (a barn) and a workshop (in a heated cottage), where the Rockville Youth Bike Project operates and some of Bikes for the World’s shipments originate.

Fairfax County (VA) leases the old gymnasium at the former Lorton Prison, providing nearly 10,000 square feet of un-heated space (the bicycles don’t seem to mind).

The **Solid Waste Departments of Fairfax County (VA) and Montgomery County (MD)** put aside bicycles tossed out by resident, for Bikes for the World to sort and select, saving many usable bicycles and spare parts for productive use. Montgomery County donates an additional per bike fee, out of a dedicated waste reduction fund, to defray Bikes for the World’s operational costs in removing the bikes and stripping useful parts.

Arlington County (VA) and the **City of Falls Church (VA)** regularly include Bikes for the World in their bi-annual multi-commodity recycling events—Arlington’s “Environmental Collection and Recycling Event” or “ECARE,” and Falls Church’s “Environmental Extravaganza.” In 2011, Bikes for the World collected more than 300 bikes at these four events.

The police departments of Arlington and Fairfax Counties, the Cities of Falls Church, Rockville, and Cumberland (MD), and the Town of Vienna (VA), along with American, George Washington, and Georgetown Universities, also donated bikes to Bikes for the World in 2011.

Other businesses that provided valuable services or products during 2011:

- **Whole Foods Market**--hosted eight simultaneous collections staffed by Bikes for the World volunteers at eight MD and DC locations and made a substantial financial donation to our cause.
- **Reliable Hauling** (Arlington VA)—passed on high-quality bikes donated by customers.
- **TurboHaul** (Beltsville MD)—provided valuable transportation services for multiple collections.
- **Vulcan Materials**—donated surface space for the placement of five Bikes for the World 40’-foot trailers constituting our Springfield, VA storage and shipping site.
- **Race Pace Bicycles** provided space behind the store for a 28-foot trailer, used for storing bikes dropped off for Bikes for the World, and for the Baltimore Christmas Bike project.

PUBLIC RECOGNITION FOR BIKES FOR THE WORLD

Bikes for the World was recognized in a number of ways in 2011. During the Society of Behavioral Medicine's annual meeting in April, the Society's Physical Activity Special Interest Group presented Bikes for the World with its "Local Innovator Award" for the inventive combination of promotion of physical exercise with recycling and assisting others.

National / Regional News

The most significant article of 2011 was in the Metro section of the [Washington Post](#) (July 31, 2011) documenting the path of several bicycles from Washington DC area donors to recipients in the impoverished Caribbean coastal communities of the Talamanca region of Costa Rica.

Other national coverage included the **USA TODAY** (May 16, 2011) Snapshot feature on the front page of the print copy, and online.

A loading of a container to Uganda was captured on video and included in the Martin Luther King coverage on [WUSA](#) and then in April BfW appeared on [WUSA's 11pm newscast](#) after supporting a collection at Broadcast House.

[Parks Rec N Roll](#) A short segment was produced by County Cable Montgomery featuring a local Eagle scout leadership service project

[Timonium Patch](#) Lutherville Bike Shop featured in business story and promotes partnership with Bikes for the World.

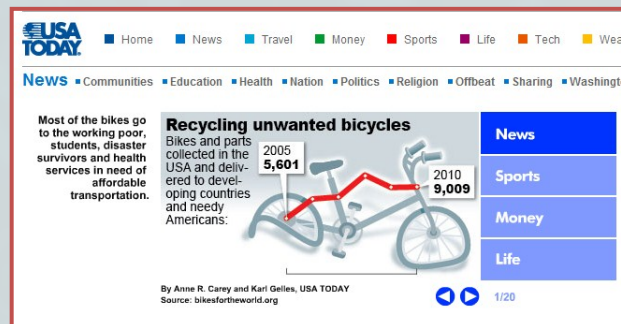
International News

Our Bikes for the Philippines program received a lot of attention in the Philippines, through the outstanding efforts of Bikes for the Philippines director Joel Uichico. Among the coverage:

[Buhay Pinoy](#) Philippines TV, Joel Uichico describes how Bikes for the Philippines began and the partnership between Bikes for the World.

[Lifestyle Inquirer](#) Philippines. An article written about how Bikes for the Philippines began.

Starweek Magazine – Manila, the Philippines, also featured Joel Uichico and the Bikes for the Philippines program.



Local Collections

Our local partners excelled in securing collection event coverage, both on-line and print, including numerous mentions on Patch, Gazette, Potomac Almanac, Baltimore Sun, etc. The following list includes some of our collections that received media attention in 2011

[Rockville Gazette](#) Montgomery County Upcounty Youth Collection

[Rockville Gazette](#) Social Action For Everyone Collection

[PRWEB](#) Pennswood Village Collection

[Reston Patch](#) Chalk 4 Peace, Hunters Woods Elementary School Collection

[Timonium Patch](#) Lutherville Bikes Collection

[Silver Spring Patch](#) Woodlin Elementary School in partnership with Community Service Day

[Frederick Gazette](#) Knights of Columbus San Juan Bosco Council No. 14726 Collection

GOALS FOR 2012



As a newly independent entity, Bikes for the World faces new challenges as it considers options for refining its mission and expanding its operations to a national plane. Looking ahead to 2012, here are the most important objectives:

- Enhanced communications, including a new website.
- A record donation year drawing upon more collections, institutional sources (apartment buildings, police impound lots, waste transfer stations), and partnerships with bicycle retailers, community bike shops, and other programs around the country.
- New overseas partnerships in Africa, including Kenya, Sierra Leone, Swaziland, and one other country to be identified over the course of the year.
- Continued institutional consolidation including more board members, adoption of a formal personnel policy and other administrative advances.
- Establishment of a local youth earn-a-bike program in Washington DC.

Photo Credits: Yvette Hess, Warren Witt, Hellen Gelband, Nick Colombo, Ann Jackson, Timothy Uichico, Nick Griffin, CESTA, Goodwill Panama, FINCA Costa Rica, Village Bicycle Project, BEN Namibia, and Bikes for the Philippines.

ANNEX 1: Acknowledgements

Bikes for the World has enjoyed tremendous support from individuals and institutions along the Eastern Seaboard. Most of these institutions are mentioned at some point in this annual report. However, in particular, Bikes for the World would like to express its appreciation to:

- the Washington Area Bicyclist Association for its sustained support and sponsorship beginning in 2005 and ending this year with our formal “graduation”.
- Fairfax County (VA), Vulcan Materials Inc., and the City of Rockville (MD), for their respective and valuable contributions of storage and work space. The three sites, two in Northern VA and one in suburban MD—the former Lorton Prison gymnasium, a parking lot for our trailers in Springfield, and a former barn in suburban Maryland— complemented each other nicely, providing greater overall storage capacity and flexibility in handling volunteer needs as well as the often unpredictable inflow of bicycle donations, enabling BfW to efficiently cover collections across the increasingly traffic-congested Washington-Baltimore region.
- Montgomery County (MD) for its financial support and access to bicycles entering the waste stream at the Shady Grove Waste Transfer Station.

BfW also expresses its appreciation to 2011 key volunteers, who shouldered a major share of collection, managing, truck-driving, and “container load-leading” chores during the year. including:

- members of our initial board of directors: chairman Nick Griffin, secretary Craig Annear, Hellen Gelband, Keith Oberg and Treasurer George Tyler;
- 2011 volunteer of the year Bob Evans.
- 2006-2010 five-year “outstanding volunteer” Phil Ruth.
- Volunteers Rich Robinson and Woody Woodrich, who regularly picked up bikes and spare parts from supporting bike shops across the Metro region, and Jimmy Hall, who managed multiple collections.
- Paul Schulwitz, who providing fundraising support through on-line marketing of collectible BMX bikes.

ANNEX 2

2011 Board of Directors

Chairman: Nicholas Griffin, Washington DC

Chief Operating Officer: Keith Oberg, Arlington VA

Secretary: Craig Annear, McLean VA

Treasurer: George Tyler, Arlington VA

Member: Hellen Gelband, Takoma Park MD

Member (elected 12/2011): Ted Haynie, Solomons MD

ANNEX 3: DONORS

\$5,000+ Donors

- Williams Sloane Jelin Foundation
- Janice Olsen
- Jon Oberg
- International Monetary Fund



\$1,000+ Donors

- Alternative Gifts of Greater Washington
- Ernst & Gertrude Ticho Foundation
- George & Elisabeth Kurz
- Mathew & Anita Kattapuram
- Rotary Club of Carroll Creek (Frederick MD)
- St John the Evangelist Catholic Church (Columbia MD)
- Joan Challinor
- Seamus McHugh
- Andrew Laitman
- Shepard Farrar
- Whole Foods Market

\$500+ Donors

- | | |
|--------------------------|---|
| • Carol & Jim Branscome | • Jeffrey & Patricia Pukatch |
| • Cumberland Rotary Club | • Michael Replogle |
| • Taylor Diaz | • Richard Robinson |
| • Lindsay Frost | • St Mary's Catholic Church (Burke VA) |
| • Lann Herzog | • St Clare Seifert |
| • Elizabeth Hilder | • Trudie Thompson |
| • Mark Kolva | • Wesley Freedom Methodist Church (Eldersburg MD) |
| • Alison Mendoza | • Kirby Wilcox |
| • William Nickel | • Joel Wittenberg and Mary Ann Ek |
| • Shannon Pedersen | |

\$100+ Donors

Annella Auer; John Babcock; Jaia Barrett ; Laura Barcella; Norris Barsky; Ann Bauer & Steven Woodbury; Susan Becker; Bridge Capital Solutions; Philip Brooks; Claudyne Brown; Espey & Deborah Browning ; Ron & Elise Buck; Burke Presbyterian Church; Thomas Calhoun; Rachel & George Canty; Roberto Chavez; Jack & Anne Clough; Lucy Colman; Comcast; Michael Cullinan; Jeff Davis & Susan Levine; Dennis Dineen; Ryan Donahue; James Dooley ; Michael Dreeben; Tom Dunlap; James Everhart; Arlene & Hal Fleming'; Ashley Gable; John Garrison; Kathy Geer; Georgetown Day School ; Jeffrey Goldberg; Carol Goodloe; David Granite; Jo Grant; Green Acres School; Ken Green & Beth Yingling; Nicholas Griffin; Muriel Grim; Keith Grover; Gretchen Hall; James Hall; Marcia Harrington; Chester Hartman & Amy Fine; Dwight & Diane Henn; Jo Henn; Joan Henn; Herndon Friends Meeting; Glenn Hoffman; William Holl; Dale Hunt; Tim & Anne Hunt; John Hutchinson; Judith Jacobs; Marilyn Jacobs; Mildred Kriemelmeyer; Paul Kristapovich; Jona Lai & Matthew Green; Langley Hill Friends Meeting; Marylou Leonard; Renee Levi; Lori & Clifford Levine; Mike Lidell; Laurie Lindberg; Elizabeth Lippmann ; Mark Lot; is; Jerry Lutes; Barry MacDonald; Tom McCarthy; Alexander Mann; Joel Martinez; Gregory Michaels; Matthew Mickelson ; David Miller; William & Jamie Moffit; Kathy Moreland; Jeanne Morency ; Kathryn Mott; Amy Muhlbaum; Dave Muhlbaum ; Tim Mulligan; Warren Nelson; Marybeth Norris; Steve Ogelthorpe ; Carlos Ovalle ; Jorge & Kathleen Perez-Lopez; Kristen Powell; Deborah Prigal; Michele Rapp; Ed Reardon; Richard & MaryRuth Reis; Marty Reisinger; Jessica Robin; Lisa ; obinson & Joel Edelman; Jeanne Rowan; Sandy Rothberg; Jeffrey Saxe; Genevieve Schechter; Stephen Schneider; George Schutzer; Daniel Segal; Alexander Seitz-Wald; Nicholas Sementelli; Catherine Shaw; Neil Sigmon; Laurence Silverman; Ben & Alix Slade; John Smallwood; Robert Smiley; Kathy Smith; Diane & Steve Sockwell; Nancy Sol; mon ; Sharon Spivey; Steeple People Sunday School (Otterbein Methodist Church, Hagerstown MD); Patrick Szymanski; Temple Rodef Shalom; Doug Terrell; April Thomp; on; Sandy Thompson; Bryce Tennant; Barbara Tobler; Lorraine Trexler; Phil True; Cesario Uy; Richard Weisman; Laura Wilson ; Suzanne Witmer; Tim & Mary Yeaney; Michael Zeldin & Amy Rudnick; Beatriz Zobel

ANNEX 4: FINANCIAL STATEMENT

Income

Accrual Basis January through December 2011

Contributions

Civic Groups.....	8,855.00
Corporation/Business.....	1,029.50
Faith Communities.....	3,599.75
Individuals.....	68,340.97
Individuals w/bikes.....	47,402.90
Total Contributions.....	129,228.12

Interest275.46

Other Revenue

Tool Sales.....	1,851.20
Bike Sales.....	34,615.23
Miscellaneous Sales.....	39.95
Recycle Materials.....	1,319.25
Tee Shirts.....	753.00
Total Other Revenue.....	38,578.63

Program

Waste Reduction Contract.....	11,168.00
Total Program.....	11,168.00

Restricted Income.....700.00

Shipping Income.....123,452.60

Total Income.....303,402.81

FINANCIAL STATEMENT

Expense

Accrual Basis January through December 2011

Administration

Advertising & Publicity.....	4,032.25
Bank Charges.....	1,025.60
Books & Magazines.....	121.44
Insurance.....	1,415.32
Licenses & Fees.....	850.00
Office Equipment.....	70.50
Office Rent.....	350.00
Postage & Delivery.....	3,654.65
Printing & Copying.....	813.42
Supplies.....	1,670.15
Telephone & Internet.....	3,892.86

Total Administration.....17,896.19

Contract Service

Accounting.....	4,840.00
Contract Labor	1,100.00
Legal.....	549.15

Total Contract Service.....6,489.15

Facilities & Equipment

Disposal Service.....	35.65
Fuel.....	2,926.77
Mileage.....	7,098.30
Parking & Tolls.....	177.85
Space Rent.....	500.00
Supplies.....	2,055.91
Supplies Out.....	2,778.73
Tools.....	1,585.21
Tools Out.....	4,273.92
Vehicle Rental.....	6,294.31

Total Facilities & Equipment.....27,726.65

Shipping Expenses.....108,738.24

Salaries & Wages

Employee Salaries.....	98,733.04
Health.....	1,621.00
Payroll Expenses.....	6,474.70

Total Salaries & Wages.....106,828.74

Total Expense.....267,678.97

Net Income.....35,723.84

ANNEX 5: BALANCE SHEET

Assets

Current Assets:

Cash (Note 2).....	165,490
Accounts receivable (Note 2).....	33,844
Contributions receivable (Note 2).....	12,695
Prepaid expenses.....	1,759
Total Current Assets.....	213,788

Other Assets:

Inventory (Note 2)	82,500
Total Assets.....	296,288

Liabilities and Net Assets

Current Liabilities

Accounts Payable.....	6,052
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Net Assets:

Unrestricted (Note 2)	288,191
Temporarily restricted (Notes 2 and 5).....	12,695
Total Net Assets.....	290,236
Total Liabilities and Net Assets.....	296,288

ANNEX 6: Notes to Financial Statements

December 31, 2011

Note 1. Organization:

Bikes for the World (the “Organization”) was incorporated on February 10, 2011 under the laws of the District of Columbia as a not for profit organization. Its mission is to make affordable, good quality used bicycles available to low income people in developing countries and provide satisfying environmental and humanitarian community service opportunities for volunteers in the United States. The Organization began operations on April 1, 2011. Prior to its incorporation, Bikes for the World was a program of the Washington Area Bicyclist Association a nonprofit organization that promotes cycling and safety.

Note 2. Summary of Significant Accounting Policies:

Method of Accounting

The financial statements have been prepared on the accrual basis of accounting.

Cash Equivalents

The Organization considers all short term investments with original maturities of three months or less to be cash equivalents. The Organization’s demand deposits with financial institutions at times exceeded federally insured limits. The Organization has not experienced any losses in such accounts and management believes the Organization is not exposed to any significant credit risks.

Inventory

Inventory is recorded at fair market value and consists of donated bicycles that are available for distribution to developing countries. The inventory balance at December 31, 2011 was \$82,500.

Accounting for Uncertainty in Income Taxes

The Organization has adopted the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740-10, Income Taxes, which prescribes measurement and disclosure requirements for current and deferred income tax positions. It is management’s belief that the Organization does not hold any uncertain tax positions.

Notes to Financial Statements

Note 2. Summary of Significant Accounting Policies: (continued)

Contributions

The Organization recognizes contribution revenue when an unconditional pledge is made or when cash is received if a pledge was not made. Contributions received are reported as unrestricted, temporarily restricted, or permanently restricted, based on donor intent, in-kind contributions consisting of donated bicycles, bicycle spare parts and accessories, portable sewing machines and hand tools suitable for use in a bicycle shop. In kind contributions are recorded at fair market value.

Classes of Net Assets

The Organization is required to report its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Unrestricted net assets are net assets not subject to donor imposed stipulations. These funds are available for general operating purposes.

Temporarily restricted net assets are contributions with donor-imposed time and/or program restrictions. These temporary restrictions require that resources be used for specific purposes and/or in a later period or after a specified date. Temporarily restricted net assets become unrestricted when the time restrictions expire or the funds are used for their restricted purposes and are reported in the accompanying statement of activities as net assets released from restrictions. This method of accounting is also followed when the restrictions on contributions are met in the same period that the contributions are received.

Permanently restricted net assets must be maintained by The Organization in perpetuity. There were no permanently restricted net assets at December 31, 2011.

Functional Allocation of Expenses

The allocation of the costs of providing various programs has been summarized on a functional basis in the accompanying statement of functional expenses. Accordingly, certain indirect costs have been allocated to program and supporting activities based on management's estimate of effort devoted to these activities.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United State of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Notes to Financial Statements

Note 2. Summary of Significant Accounting Policies: (concluded)

Subsequent Events

The Organization has evaluated all subsequent events through January 12, 2012, which was the date the financial statements were available to be issued. No subsequent events requiring disclosure were identified based on this evaluation

Note 3. In Kind Contributions:

The estimated fair market value of equipment contributions included in the financial statements for the year ended December 31, 2011 is as follows:

Bikes	\$ 555,120
Sewing Machines	1,420
Total	\$ 556,540

The Organization has received approximately 2,500 hours of service from unpaid volunteers and donated storage space for which no value has been assigned.

Note 4. Tax Status:

The Organization has been recognized as exempt from federal income tax by the Internal Revenue Service under the provision of Section 501 (c)(3) of the Internal Revenue Code, and is classified as an organization that is not a private foundation.

Note 5. Temporarily Restricted Net Assets:

At December 31, 2011 temporarily restricted net assets were available for the following purpose:

Bikes Program	\$ 2,045
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