

# 2018 ANNUAL REPORT

BICYCLE COLLECTIVE



"I'm very grateful to receive a bike. I think the Bicycle Collective is a great way for people like myself to get back to a stable way of life."

**-MATTHEW (Salt Lake)**, a *Bikes for Goodwill* recipient on his thoughts when he received his bike.



# CONTENTS

04

Mission of the Bicycle Collective

05

Letter from the Board Chair

06

Locations

08

Our Impact

19

Financials

20

Our People





## MISSION

The mission of the Bicycle Collective is to promote cycling as an effective and sustainable form of transportation, recreation, and as a cornerstone of a cleaner, healthier, and safer society. The Collective provides refurbished bicycles and educational programs to the community, focusing on children and lower income households.

## LETTER FROM THE BOARD CHAIR

Dear Friends,

2018 was an exciting year for the Bicycle Collective and a chance to focus on both our fundamentals and our future.

Our programming remained strong throughout the year, led by our army of volunteers and benefiting from revamped standards for our Bikes for Goodwill program and a focus on consistency across each of our locations: Ogden, Salt Lake, Provo, and St. George. That overhaul effort was carried through to our retail and administrative practices as well – our operations are now more consistent across every shop than ever before.

We also adopted our first strategic plan! This was a significant exercise that drew input from volunteers, staff, and long-time supporters in the communities we serve. I encourage you to review the plan available on our website. It will guide investments and growth for years to come.

We expect great things in the coming years. The Collective's leadership is concentrating on financing and building a new headquarters in Salt Lake, becoming an employer of choice for our beloved staff, and strengthening community partnerships, old and new, through a more structured, thoughtful grant schedule. 2018 was about shoring up our base to provide a stable platform to build on. We're stronger than ever and we have a clear vision for our future. Here we go!

Sean Murphy  
Chair of the Board of Directors



# FOUR LOCATIONS



"The Bicycle Collective has been an amazing organization and group of people to work with. My whole family is outfitted [with bikes] now! Thank you so much, I have learned a ton!"

**-TRAVIS (St. George)**, a *Bikes for Goodwill* recipient that was able to volunteer his time to earn bikes for himself and his family.



# OUR IMPACT

**1,502**  
BIKES GIVEN  
AWAY TO THE COMMUNITY



**5,256**  
BIKES DONATED  
TO OUR BIKE SHOPS



"I wanted a bike since I got here from Mexico...now I can bike to school with my friends. Thank you very much!"

*-An **11 year-old youth** from Park City on their thoughts when we provided them with a bike.*



**970**  
KIDS BIKES FOR  
GOODWILL GIVEN AWAY

**532**  
ADULT BIKES FOR  
GOODWILL GIVEN AWAY







# 345

## YOUTH PROGRAM PARTICIPANTS



# 6,588

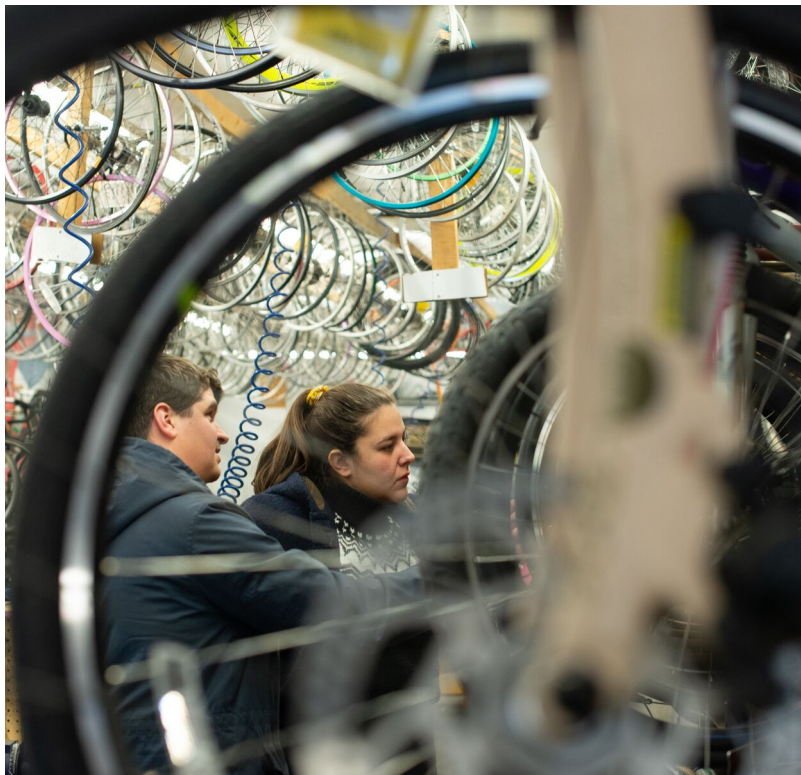
## COMMUNITY MEMBERS SERVED IN OUR BIKE SHOPS



"I love the Bicycle Collective organization. It is such a blessing to college students like myself, to whom biking is an important way to save money and stay fit. It can be challenging to keep a bike in good condition when you don't have access to your parents garage anymore, the Bicycle Collective provides a place to use tools and get supplies at wonderful prices. Also, the employees there are always the best."

**-Clark (Provo),** *a college student sharing his appreciation for the Bicycle Collective.*





**2,007**  
BIKES SOLD  
IN OUR SHOPS

**\$187**  
AVERAGE SALE PRICE  
OF A BIKE IN OUR SHOPS





"I really love the community of volunteers involved with the Collective. These are amazing people from all walks of life that share a great common goal and are amazing at sharing their time, knowledge and passion for cycling."

**-TC (Salt Lake)**, *a dedicated core volunteer and instructor on his experience as a volunteer.*



**2,034**  
VOLUNTEERS SERVED  
IN OUR SHOPS

**16,980**  
HOURS COMPLETED BY  
VOLUNTEERS IN OUR SHOPS





**7,013**  
**VALET BIKES PARKED**

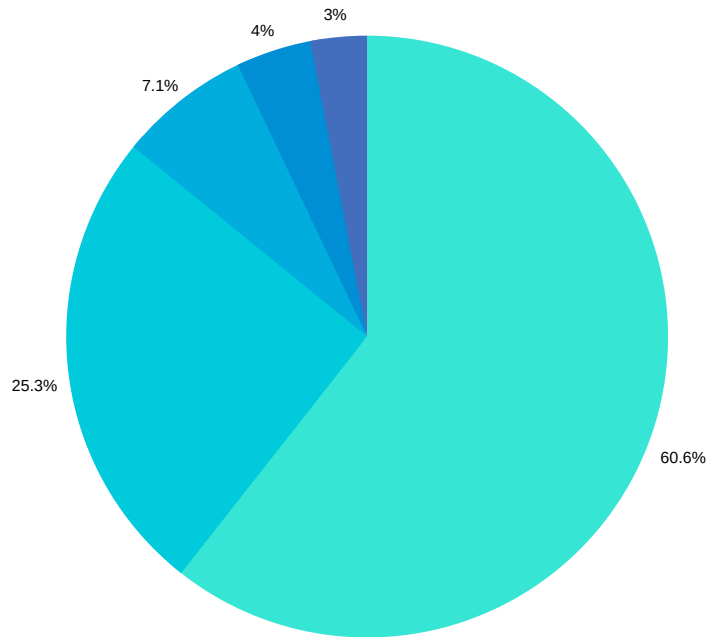


"Thank you so much for helping me get a bike. It will be my livelihood to get to and from work."

**-Tami (Ogden)**, *when asked how her new bike would benefit her.*

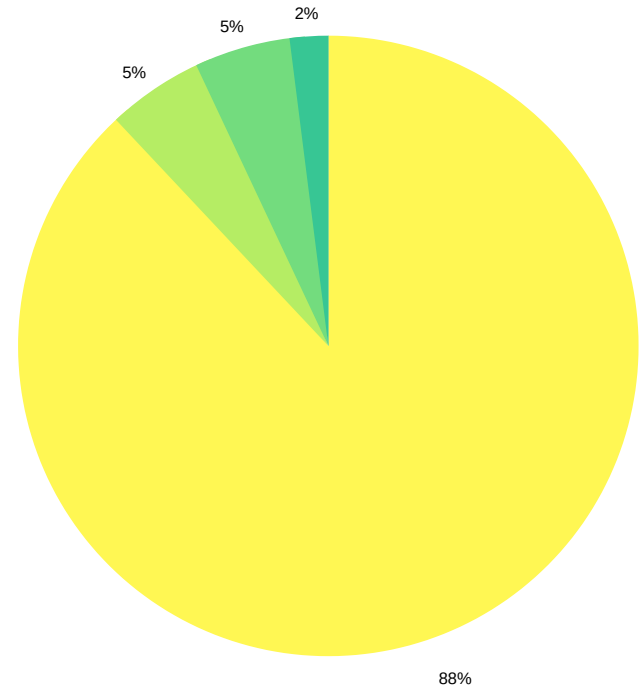
# FINANCIALS

**TOTAL OPERATING BUDGET - \$1,047,390**



## REVENUES

COMMUNITY BIKE SHOPS \$630,941	EVENT FUNDRAISING \$46,098
IN-KIND DONATIONS \$258,560	PROGRAMMING FEES \$33,661
FOUNDATIONS & CORPORATE DONATIONS \$78,130	



## EXPENSES

PAYROLL & PPROGRAMS \$922,895	FUNDRAISING & MARKETING \$21,554
ADMINISTRATIVE COSTS \$54,695	FACILITY EXPENSE \$53,724

# OUR PEOPLE

## 2018 Staff

**Clint Watson** - Executive Director  
**Danielle Stiff** - Ogden Director  
**Sam Warrick** - Salt Lake Director  
**Austin Taylor** - Provo Director  
**Judith Rognli** - St. George Director

## Our Supporters

**Community Foundation of Utah**  
**Concannon Family Foundation**  
**Glassman Foundation**  
**James Cower Admirative Trust**  
**Katherine Dumke and Ezekiel R Dumke Jr.**  
**Foundation**  
**Miller Family Philanthropy**  
**Salt Lake City Regional Development Authority (RDA)**  
**Sorensen Legacy Foundation**  
**Wells Fargo Foundation**

## 2018 Board Members

**Sean Murphy** - Chair  
**Will Deutschman** - Vice Chair  
**Heidi Goedhart** - Treasurer  
**Tim Shea** - Secretary  
**Andrew Butterfield**  
**Dannielle Larkin**  
**Jack Moran**  
**Jim O'Callaghan**  
**Lulu Avila**  
**Shawn Teigen**  
**Shelley Reynolds**  
**Thayne Harbaugh**



# **OUR PEOPLE CONTINUED...**

## **Our Partners**

**Authority of Salt Lake City -- Sunrise Metro  
Boys and Girls Club of Utah County  
Branch (LDS, serving GEO Care correctional facility)  
BYU English Language Center  
CASA (Court Appointed Special Advocates)  
Catholic Community Services of Utah  
Center for Women and Children in Crisis  
Community Action Services and Food Bank  
Community Connection Center  
Cottages of Hope  
Deseret Industries and LDS Employment Services  
Dove Center  
First Step House  
Food and Care Coalition  
Fourth Street Clinic  
Fresh Start  
Habitat for Humanity Utah County  
Healthcare for Homeless Veterans  
House of Hope Utah  
Housing Authority of Salt Lake  
International Rescue Committee  
JourneyUp Mentor Project**

**Lake County Aging and Adult Services  
LDS Transitional Services  
Odyssey House of Utah  
Provo City School District  
Refugee Action Network  
Root for Kids  
Salt Lake County Health Department  
Salvation Army  
Southwest Behavioral Health Center Cedar City  
St. George Drug Court  
Switchpoint Community Resource Center  
The Road Home  
Utah Community and Refugee Partnership Center  
Utah County 4-H  
Utah Foster Care  
Utah Health and Human Rights  
Ventures  
Veteran's Affairs Medical Center (VA)  
Volunteers of America, Utah  
Wasatch Mental Health  
Washington County Court Support Services  
Washington County School Counselors  
Weber Human Services  
Weigand  
Work Force Services**

"We don't all speak the same language, but we all speak bike."

**-Ikaika (Provo Director)**, *a quote that serves as an important reminder of the power of a bike.*