

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.

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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

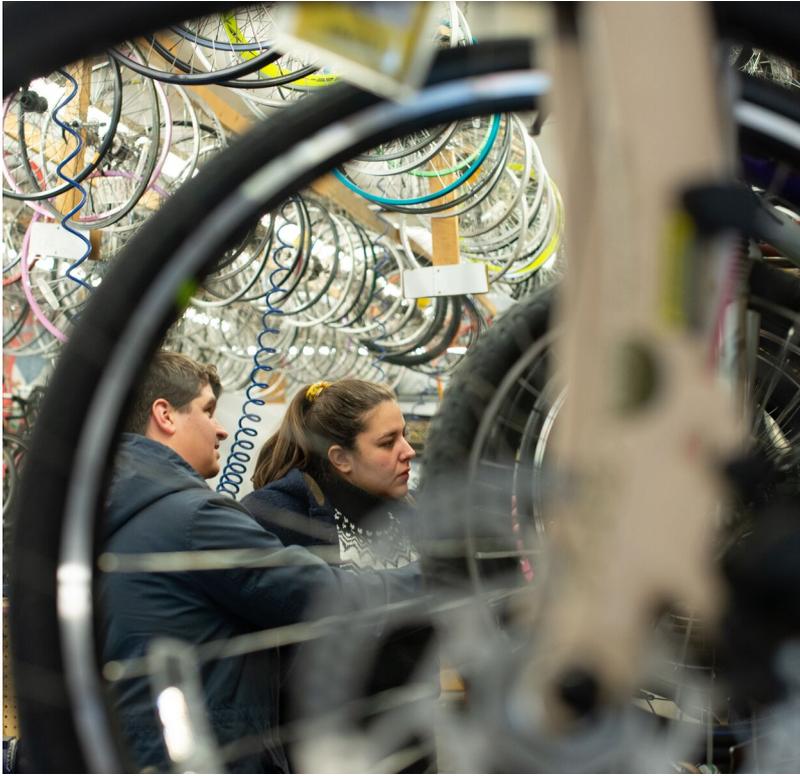
6,588

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



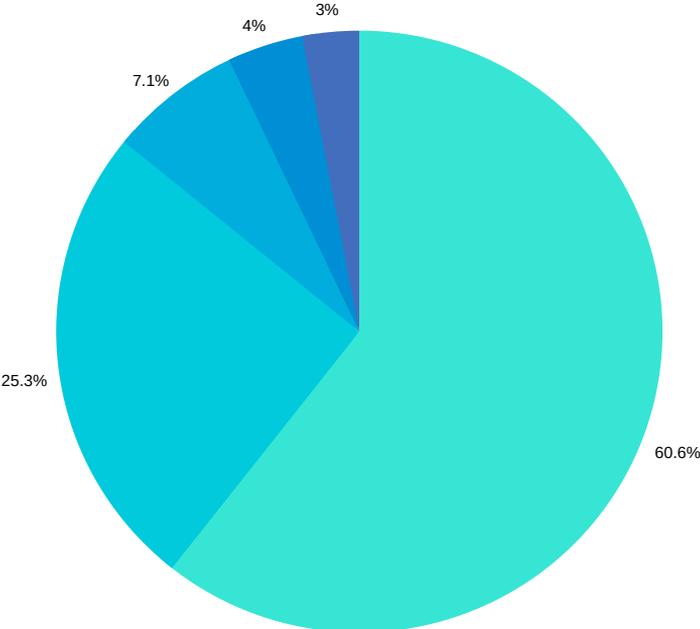
7,013
VALET BIKES PARKED

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

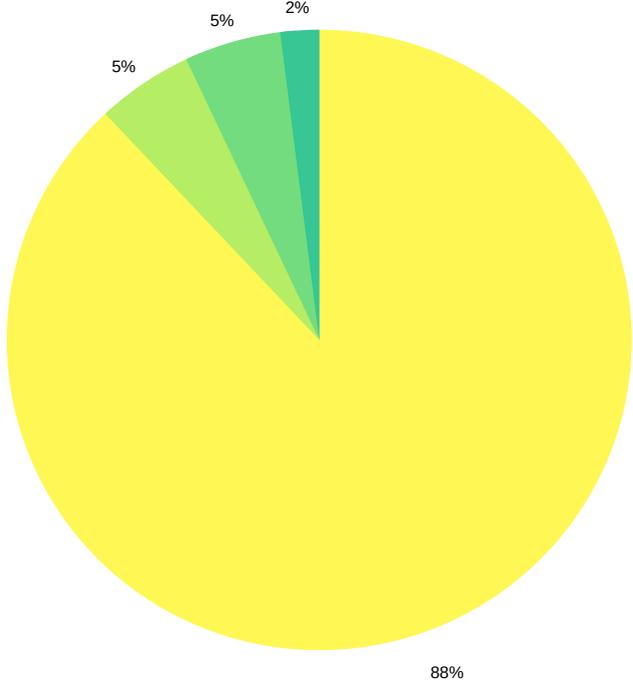
-Tami (Ogden), *when asked how her new bike would benefit her.*

FINANCIALS

TOTAL OPERATING BUDGET - \$1,047,390



REVENUES



EXPENSES

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

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

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.*

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