

*A Proposal to the
Solar Community Housing Association
For Nonprofit Fiscal Sponsorship of*

A Davis Community Bike Collective



April 02, 2009

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Davis Bike Collective 501(c)(3) Business Plan

The Davis Bike Collective is a nonprofit, volunteer-run community organization with the mission of nurturing a culture of cycling. We teach do-it-yourself bicycle repair and provide the space, tools, used parts, and basic materials necessary to keep a bike in working order or revive a bike from disrepair. We are dedicated to community-building and aim to foster a safe space for all people to learn the Zen of bicycle maintenance. We emphasize sustainable practices through the reuse of bike parts and other materials to divert local waste streams from landfills.

We are not a retail bike shop – our focus is education to empower a community of confident and committed cyclists. We actively encourage biking for utility, for health, for recreation, and for global environmental responsibility. Our shop is for everyone: for those who cannot afford retail service, for students who need to repair a flat, and for those serious gear heads who want to tune their own ride. We ask patrons to donate, trade, or volunteer according to their ability and inclination, and we never turn anyone away for lack of funds.

The center of our operation is a community bike repair space and tool-share. We have a wide range of bike-specific tools available for our patrons, and our new location will provide plenty of indoor and outdoor work space. We have a core of dedicated volunteers who maintain regular open shop hours during which they are available to teach patrons proper tool use and bicycle repair and maintenance procedures. The emphasis is on education, not repair service. At our new location we plan to extend our volunteer base by engaging, training, and managing the many community members who have expressed interest in volunteering. Over time, as we expand our volunteer base, we can extend our open shop time from twelve to thirty hours per week or more.

We actively volunteer at a number of community events, fairs, and festivals, focused on bike safety, health, sustainability, and community. As our cooperative venture grows we envision expanding our involvement in the community through projects such as: a community bike share project, mobile bike repair resources, community bike swap meets, all-season bicycle training, bike safety education, and bike education programs for kids.

Financial Strategy

For the first year of operation, the major source of revenue for the Davis Bike Collective will be seed funding from individuals and organization making up the community we serve in Davis, California. We will solicit donations from a wide cross-section of the Davis community and expect donations ranging from five dollars to five thousand dollars.

Our first priority is to leverage social networks and local cycling organizations to pursue large donations from individuals with an interest in community building, cycling, or cooperative ventures. Already, we have four donors committed to a total of \$4,500 seed funding. Specifically, we plan to pursue individual donors through connections in: cooperative housing projects, bicycle organizations, social philanthropy groups, faith communities, and university networks. We will also pursue funding from local organizations, institutions, and businesses, including but not limited to UC Davis, the City of Davis, Davis Bicycles!, the Davis Bicycle Club, and the Davis Food Co-Op.

Current Financial Status

Current Assets	Mar 2009
Tools and Equipment	\$ 7,000
Cash	\$ 4,800
Total Assets	\$ 11,800

Projected Day-to-Day Patron Contributions April 2009-Mar 2010

Average Patron Contribution ¹	\$ 8
<i>for tool use and service</i>	\$ 2.40
<i>for used parts</i>	\$ 5.60
Weekly Open Hours ²	15
Patron Visits per Open Hour ³	3
Monthly Income from Patron Contributions	\$ 1,440
Annual Income from Patron Contributions⁴	\$ 17,280

¹ Data for income and patronage from 2008 yields \$10/patron average

² For 2008 we averaged 15 open hours per week

³ Data estimates we served 700-900 patrons over 8 months in 2008

⁴ Estimated at 48 weeks per year

Financial History and Projections

	Apr 2008 - Mar 2009	Apr 2009 - Mar 2010	Apr 2010 - Mar 2011	Apr 2011 - Mar 2012
Income				
Individual Donations ¹	\$ -	\$8,000	\$4,000	\$2,000
Institutional Grants ²	\$ 2,500	\$4,000	\$2,000	\$1,000
Patron Contributions ³	\$ 4,942	\$17,280	\$28,800	\$30,720
Fundraiser Events	\$ 2,550	\$3,000	\$3,000	\$3,000
Total Income	\$ 9,992	\$32,280	\$37,800	\$36,720
Expenses				
Lease ⁴	\$ -	\$17,525	\$15,022	\$15,022
Utilities	\$ -	\$900	\$1,000	\$1,000
Insurance ⁶	\$ -	\$500	\$500	\$500
Accounting ⁵	\$ -	\$1,200	\$1,200	\$1,200
Tools and Equipment	\$ 175	\$2,500	\$3,000	\$3,000
Infrastructure	\$ 2,150	\$4,000	\$1,000	\$1,000
Community Outreach	\$ 1,525	\$3,000	\$3,000	\$3,000
Org Development	\$ 420	\$500	\$500	\$500
Total Expenses	\$ 4,270	\$30,125	\$25,222	\$25,222

¹ Four donors have already committed a total of \$4,500 seed funding

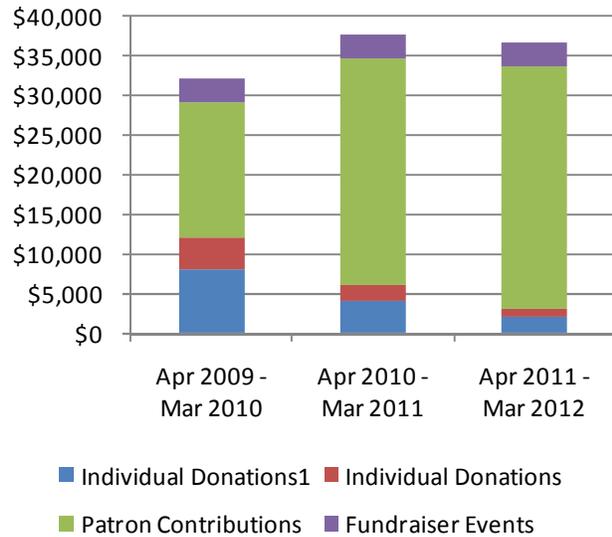
² We will rely less and less on start up grants in year 2 and 3

³ Patron contributions will grow each year as open hours and patronage increase

⁴ Lease costs for year 1 include security deposit

⁵ Insurance and accounting costs reflect quotes from SCHA

During the first year at our new location we will build a strong base of patron contributions from individuals who visit and use our tools and volunteer expertise. Over time, these contributions will form a solid and consistent source of revenue. In 2008, at our previous location and open only twelve hours each week we grossed more than \$1,200 in patron contributions on average each quarter. As our volunteer base grows in our new location we anticipate increasing open shop time from twelve to thirty hours each week, enabling patron contributions to grow to eventually make up the bulk of our revenue.



3 Year Income Projections by Source

In the past we have grossed \$500-\$1000 from evening fundraiser events, and have generally organized two or three such events each year. With the publicity and excitement that will be generated from a move into the community we expect to raise \$2,000 or more through fundraiser events by the end of 2009. We also expect to receive grants from corporations and private foundations with the mission of supporting community service, volunteerism, and sustainable transportation. In our core members of volunteers, we have individuals with experience in development, research, and grant-writing to assist in this process.

Physical Space Details

Address: 421 ½ 4th Street at L Street, Davis

Property Type: Commercial space

Lease Type: One Year

Lease Cost: \$1251.80 (includes water, sewage, and garbage services)

Deposit Amount: \$2503.60 (two months rent)

Square Footage: 1138 sq ft (\$1.10/sq ft)

Estimated PG&E: \$75/mo avg. (\$900 yearly)

The Davis Bike Collective is currently considering the rental of a space in Davis in the small commercial complex at the corner of 4th and L Streets. The space is located roughly behind Bikram Yoga across from the Friends Meeting House and is currently occupied by the Martial Arts Studio on L Street. It consists of a large 740sq-ft main room, a 100 sq-ft side room, and 300 sq-ft of office space. The rental space also includes a bathroom, a window on one end of the main work space, and a roll-up door (to be installed) next to the entrance door in the main workspace at no extra cost.

The proposed space will house the new operations of The Davis Bike Collective. Contents of the space will consist of: the current collection of bicycle repair tools; various organizational cabinets, containing miscellaneous bike parts; an organized assortment of partially completed bicycles and stripped bicycle frames; organized larger bicycle components, e.g. wheels, tires, and forks; mobile workstations; administration equipment; and both an outdoor metal recycling and a bicycle donation bin.

Access to the site will be coordinated by DBC staff members and opening times will be communicated to community members via the website and other means.

Keys to the space will be limited to board members of the organization created from core volunteers, including: Sarah McCullough, Robert McMurry, Darach Miller, Jason Moore, pxl, Efreem Rensi, Chris Salam, Matt Seitzler, Jonathan Woolley, and Jan Wright.



Overhead view of location



Interior view of main room



View from the sidewalk on 4th

Contact Information

The following four people have elected to serve as primary contacts to SCHA for the Davis Bike Collective:

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