



Bicycles for Humanity Developing World Partner Agreement

Overview of the B4H Model

Bicycles for Humanity is a global grassroots movement made up of Chapters in the developing and developed world. B4H developed world chapters are free to send the containers of bikes they collect and fund anywhere globally they feel inspired to do so. Traditionally, B4H chapters worked on large projects together, Namibia, Uganda etc. and on projects like this, the chapters generally collected the bikes and raised the funds to ship the container to the closest port city. From there we generally had other partners that picked up the cost of shipping and tax's to the containers final destination. In addition to many chapters supporting Globally Supported Community Initiatives, many other chapters have communities in mind in the developing world and the chapters then tend to fund the container all the way and manage the project on the ground. About 50% of our chapters work on Globally Supported Projects and the rest do their own thing and manage their own projects which is fine. In both cases, the chapters collecting and fundraising know the partners on the ground and are able to communicate with them and work with other chapters or teams to ensure the projects is successful.

Developing World Organization that want Bikes for their community

We receive about 200 requests a year from communities wanting B4H or it's chapters to send bikes to their community. entering new countries or working with people that the chapters do not know can be very difficult and if not careful, full of problems. As a movement we have learned that having solid community partners that are accountable and are invested in the success of the program is critical. Each country has a different tax code for used bikes and containers entering their country and the shipping logistics into new countries can be very difficult and expensive. Since chapters are free to support who they want, we have developed this guideline to assist B4H chapters and new prospective partners. It is very important that both the community in need and the chapter delivering the bikes understand the answers to the following questions. The purpose of this is to invite dialogue and for all to fully understand the challenges faced on new projects. Some of the questions that we suggest need to be addressed are as follows.

1. Who will be responsible for the overall management of the project and for the implementation of the program on the ground in the partner community.
2. Is there a plan in place for the distribution of the bikes, who will receive bikes, are they free or are bikes sold and if so, for how much.
3. Who will support het program on the ground and ensure that bikes are not stolen and who will manage any funds generated from the program.
4. If a profit is realized, what will the funds be used for and how is the decision made re bikes and funds.



5. Entering new countries has a lot of costs, especially if the community is a long way from the port where the container lands. Some of the costs that need to be identified upfront are:

Logistics

What is the closest port city and what is the cost to ship to that port.

What are the tariffs or duties to bring the used bikes into that port and then to the final country.

What is the cost of the inland shipping to truck the container to its final destination.

What is the cost to off load that container and is there a safe place to set up the BEC.

Staffing

Who will oversee the project and what are the goals of the team.

Does the innocent team agree with the distribution plan and be accountable.

Chapters should expect monthly updates, who will send these out and ensure that this keeps happening.

Is the plan that is agreed to signed off and does everyone have a clear understanding of the expectations of all groups.

A plan should be prepared and signed off on by all parties so that everyone is clear and understands the role of the other parties.

Summary

Clarity is the key to any new initiative. For groups approaching B4H Chapters for bikes and to cover the shipping costs, it is important that the chapter understand what they are getting into. It's equally important that the party requesting bikes understand their responsibilities to both the chapter and the community. Again, this document is only a guideline to help those wanting bikes and those chapters delivering bikes to new initiatives to have a better understanding of each parties expectations.