**Financial Planning for Community Bike Shops**

Alliance for Biking & Walking

Mutual Aid Conference Call

**Date & Time:**

Wednesday, March 20, 2013

4:00 p.m. to 5:00 p.m. EST

**Facilitator:**

Mike Samuelson

**Description:** Financial planning and fundraising are challenging for all advocacy groups, but it can be particularly difficult for community bike shops, which deal with the seasonal increases and decreases of ridership as well as the cost of purchasing parts and tools. Join leaders from three community bike shops as they discussed the key concepts of financial planning and give examples of how their shops have created stable funding streams.

**Panelists:**

* Momoko Saunders, Bike Farm, Portland, OR
* Rambod Behnam, Bikerowave, Los Angeles, CA
* Nathan Wilkes, Yellow Bike Project, Austin, TX

**Agenda:**

**4:00 p.m.**

*Call structure, guidelines and introduction from Jeremy*

**4:05 – 4:40 p.m.**

*Insight from panelists*

**Momoko**

* What is financial planning in the context of bicycle collectives?
* What kinds of things do we plan for?
  + to start a bike collective
  + move to a commercial space
  + buy new tools
* Why is it important to track your funding and shop traffic?
* Resources - tools that make financial planning easier
  + google docs (forms, spreadsheets) ([Here](https://docs.google.com/forms/d/1X6ksgk-4EcDOocvCeNwpZld9oxihLOW2jGOnJlTuGV0/viewform) is an example of a sales log google doc)

**Ram bode**

* Perks for retaining membership
* Break even point
* Moving to a new space

**Nathan**

* Working with the City and Unconventional Financing
* Lessons from YBP Austin
  + *Where we were and are*: Building, financially, volunteers, what led to our success
  + *Long term space*: What it means to a community bike shop (underpinning of organization health - financial and otherwise)
  + *Working with the City to get space*: Benefits of the partnership, Space, land available, leases.
  + *Unconventional Financing*: Microloans, other options

**4:40 – 4:58 p.m.**

*Questions and discussion – facilitated by Mike*

**4:58 – 5:00 p.m.**

*Alliance announcements from Mike*

**Call follow-up:**

The Alliance will e-mail all call participants with a Tip Sheet, highlighting the content of the call, within one week. A recap will be posted on the People Powered Blog and the audio of the full call will also be uploaded to the Alliance’s Online Resource Library.

Please provide any feedback or how we can improve future Mutual Aid Calls by contacting [Mike@PeoplePoweredMovement.org.](mailto:Mike@PeoplePoweredMovement.org.%20)

37 participants on call

What are costs that people might not expect when starting a bike collective? (besides tools/space)