

## PATHWAYS ABILITIES SOCIETY

### **POLICY: FEE PRICING FOR SERVICES AND PRODUCTS**

**Applies to:** All Personnel

#### **PREAMBLE**

To determine fair and equitable prices to charge customers for various services and products the following policy and procedures have been developed.

#### **POLICY**

All departments that provide goods and/or services to customers are required to meet annually with the finance manager and the executive director to review current pricing practices and/or contract charges. The executive director notifies the board of directors of proposed changes. Service and product prices vary depending on the requirements of each department. Contracts are administered as outlined in the Pathways Abilities Society Contract policy and procedures.

#### **Social Ventures Contracts**

Contracts outline the work and services required by the specific employer and are renewed annually in March or prior to the expiry date. Contract costs are determined based on the wages and benefits of the person or persons being supported, the cost of supplies and materials and an administration charge. Employers are billed monthly.

#### **BikeWays**

Bicycle values are determined using the following information. Value ranges are based on the condition of bike and the quality of the Brand name. Following the general table is a table of prices for specific types to use as a guide. Check for the current value of a bike using the Bicycle Blue Book online (US currency). The condition of each bike is considered when estimating and establishing the price.

<b>Condition</b>	<b>Description</b>	<b>Sale Range</b>
Scrap	Bike has bent or broken frame, fork and extremely worn or pitted headsets. Bike is not able to be ridden, requires extensive repair i.e. missing or no seat, handlebars, brakes, chain disk, brake, etc. These bikes are held for 90 days and sent to a metal recycler.	\$0.00
Fair	Bike is able to be ridden but requires additional work or is of low quality Brand name.	\$25.00 - \$50.00
Good	Bike is able to be ridden and requires little or no work and is a low to medium quality Brand name.	\$51.00 - \$80.00
Excellent	Bike is in exceptional condition and is of medium Brand quality or better.	\$81.00 +

The following is additional general information:

- Bikes that require individual pricing based on researching of the make, model, and bike components are name brand adult and youth bikes, beach cruisers, road bikes, BMX, mountain bikes, highbred bikes and E-bikes.
- Use bicycle [bluebook.com](http://bluebook.com) to look up the Value Guide.
- The Value Guide is in American funds so must be convert to Canadian currency. This works for better quality bikes. Bikes that are listed under the bicycle bluebook include Norco, Trek, Cannondale, Brodie, Gary Fisher, GT, Jamis, KHS, Marin, Specialized, Kona, Nakamura, Raleigh, Loire Garneau, Rocky Mountain, Every day, Electra, Felt, and Yeti.
- E-Bikes are priced by researching the manufacturer's website for suggested pricing.

Not all bikes can be refurbished. Bikes not fit for resale are parted out and reused to fix other bikes being refurbished or sold by the piece.

### Bikes Parts Price List

Bike parts pricing varies depending on the part. Parts not for sale include cable housings, disk brake components and chains.

### Bike Pricing Guide

#### Child's Bikes

Wheel Size	Price	Descriptions
12" – 14" – 18"	\$20.00 - \$25.00	We sell very few children's bikes.
Training wheels	\$15.00	
20" worn	\$40.00	With gears, worn tires, rusty condition
20" new	\$50.00	Clean, near new condition

#### BMX

	Price	Descriptions
Without breaks	\$60.00	
With single or double breaks	\$80.00	
Heavy frame	\$100.00	14mm axel and strong crank set

#### Youth No-Name Bikes

Wheel Size	Price	Description
24" torn	\$60.00	Torn seats, rusty frame
24" newer	\$100.00	Clean, better, or newer condition

## Beach Cruisers

Wheel Size	Price	Description
26"	\$70.00- \$140.00	1 speed Off Brand or Older
26"	\$80.00- \$140.00	Huffy Brand
26"	\$150.00 - \$220.00	Electra 1 speed Electra multi speed

### Adult bikes

Mountain bikes that are spray-painted over or brand name is removed, have less value, but sometimes these bikes have good value to a specific buyer. They can be sold as-is for a fair price.

### Lost and Stolen Bike Program

Bikes reclaimed by the rightful owner must pay a \$25.00 administration fee and provide proof of ownership.

### Bike Repairs

General public bikes repairs are not permitted nor insured except for repairing flat tires for a fee. The fee for a front tire is \$20.00, the rear tires is \$25.00 including the tubes and a tube tire replacement an additional \$10.00.

### Consignment Bikes

Pathways may accept bikes on consignment under the following conditions however is under no obligation to accept a bike; the bikes value is minimally \$175.00, the bike is in good condition and potentially salable, the consigner and BikeWays representative can agree on a sale price, there is space available in the shop, the consigner can provide proof of ownership and for a fee of 30% of the sale price. One bike per consignor may be accepted until it is sold, then a second bike can then be assessed and consigned.

Consignment bikes are only accepted between March 1 and August 31. Any consignment bikes not sold by the end of August must be reclaimed and signed for by the consignor. BikeWays does not store consignment bikes during the off season. No fee is charged to the consignor if the consigned bike does not sell.

Consignment bike sales are sold for cash. A Consignment form must be completed outlining the terms, acknowledging the insurance waiver and sets out the commission fee to be paid to BikeWays upon the sale of the consigned bike.

### Individualized Funding and Home Sharing

Contracts outline the service Pathways Abilities Society agrees to provide to the person. Contract cost factors vary depending on the need of the individual contract or person and the amount of funds available. Costs can be based on employee wages and benefits, supplies, transportation, or a specified monthly stipend amount. All contracts include an administration charge and are renewed prior to the expiry date. Contractors are billed monthly.

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Board Approval

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