

Annual Report 2018

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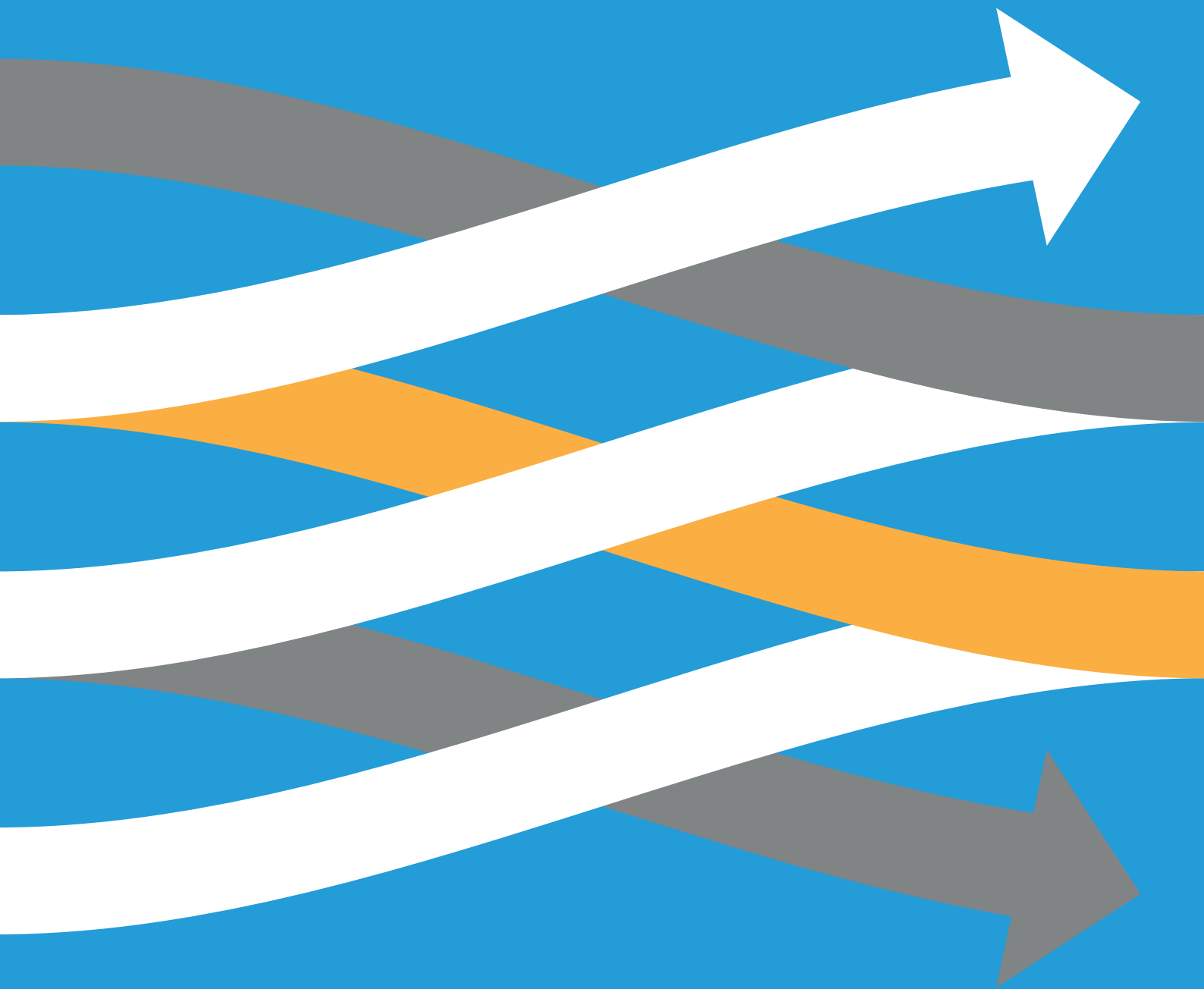


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SOAP CYCLING

— 2018 Year in Review

In 2018, now 6 years into its journey as Asia's largest soap recycling charity, Soap Cycling has continued to expand its reach and impact: processing and providing more soap, distributing and working in more countries, distributing more than ever in Hong Kong, and empowering more people.



MORE SOAP

In 2018, we distributed over 24,500 kg of reprocessed bar soap from Hong Kong and Shenzhen, over 612,500 bars, enough for 51,041 kids for a year — an almost 100% increase from 2017. Each bar saved from the landfill represents a donation of time, money, and passion for saving lives and saving our planet's fragile resources.



MORE GLOBAL

We broke new ground in 2018 by distributing to 9 different countries around Asia and even reaching refugee camps in Uganda, and Cameroon. By leveraging our dedicated team, our operational experience and passionate student interns, our model of empowerment is now spreading to new markets like China and Singapore.



MORE LOCAL

We remain committed to helping our fellow Hongkongers in need. 2018 saw a massive expansion for our local distribution of bottled amenities to disadvantaged groups in our own backyard such as the homeless, refugee, and elderly poor populations in an effort to make Hong Kong a better place to live, both for the environment and the people.



MORE IMPACT

Through our innovative new MEY social employment program 27 individuals were employed as helpers at our warehouse, working 574 hours and earning almost \$60,000 HKD in wages. MEY was created as a platform to connect our stakeholders and volunteers to the issues different disadvantaged groups are facing in our neighbourhood.

CHAIRMAN'S MESSAGE

— *Mr David Bishop*



Dear Soaperheros!

2018 was a year of transition for Soap Cycling in several ways. When I started Soap Cycling, it was primarily meant to be a local pedagogical tool, allowing my HKU students to apply what they learned in a real-life, impactful setting. But that experiential education model meant we allowed a lot of inefficiency to occur, even if sometimes that meant stymieing the company's growth.

In 2017 our team made the decision to clean up some of those inefficiencies, and to turn Soap Cycling into HK's "next great charity." We began the long process of formalizing many of our processes, leading to much better service for our HK partners, as well as significant increases in local impact.

But it has also meant a rapid growth in our overseas opportunities. Soap Cycling has become a clear thought leader in the sustainable hospitality space, particularly with our publication of *The Complete Guide to Soap Recycling*, the first-of-its-kind manual on all things related to soap recycling. This year we have supported similar organizations in the US, Europe, and across Asia, and hope to have several new Soap Cycling locations open in 2019.

As part of the "transition" motif, after 7 years with me at the head of Soap Cycling, it was also time for a change in leadership. I stepped down as chairperson, and as "full circle" evidence of Soap Cycling's leadership development, the role is being filled by Justen Li, one of our first student interns. Out of all our impact over the past 7 years, having a former student take over as our leader makes me more proud than anything else. It's evidence of our leadership model, which we hope to scale across Asia to develop other future leaders.

Things are looking very bright for Soap Cycling as we transition from small, student-run charity to thought-leading multinational social enterprise. Thank you for all your support, and stay tuned. A lot more is on the way!

Sincerely,
David Bishop
FOUNDER & CHAIRMAN



2018 by the Numbers



Collection



16,302 kg

Soap Bars Collected in HK*

8,600 kg

Soap Bars Collected in CN*

8,473 kg

Bottles Collected

33,375 kg

Total Soap Bars & Bottles Collected

— Collected from over 120 hotels



Volunteering & Interns

	Student Interns	Volunteers	Volunteer Sessions
Hong Kong	31	3,325	119
China	17	1,500	46
Singapore	8	50	1
Total	56	4,875	166

MEY Program



56,452

MEY Wages Paid (HKD)



574

MEY Hours Worked



27

MEY Workers

*HK = Hong Kong, CN = China, SG = Singapore



Distribution

18,069 kg

Soap Bars distributed from HK*

6,500 kg

Soap Bars Distributed from CN*

50 kg

Soap Bars Distributed from SG*

24,619 kg

Soap Bars Distributed in Total
— Enough for 51,041 kids for a year.



17,903

Hygiene Kits Distributed



272 liters

1-liter bottles distributed



30,175

50 ml Bottles Distributed



873 kg

Plastic Recycled



11

Countries Distributed to

Hong Kong, China, Philippines, Cambodia, Singapore,
Nepal, Thailand, Myanmar, Cameroon, Uganda and Indonesia.



PROGRAM HIGHLIGHTS

— The MEY (美) Program

Soap Cycling was incredibly fortunate in 2018 to recruit a hardworking and passionate team of elderly from our neighborhood, Kwai Chung, to kick off our signature program of 2018.

The MEY (美) program allows Soap Cycling to leverage its already substantial impact in the sustainability and WASH space to create employment opportunities for disadvantaged groups such as the elderly, special needs, homeless, and minority youth populations. Although originally focused on providing employment opportunities to local elderly and minority youth, the 2018 saw Soap Cycling diversify our sources of workers to encompass

other groups such as special needs adults and the homeless.

In all, the inaugural year for the MEY (美) program saw us employ 27 workers for 574 hours worked and pay \$56,000 HKD in wages. Our MEY (美) workers not only help us to connect with the local people of Hong Kong and understand their problems, they also are a huge boost to our manpower, letting us process ever more quantities of life-saving hygiene and sanitation

amenities for the less fortunate.

Overall, Soap Cycling's MEY (美) program has created a platform that offers a high-level of community interaction and exposure to people from all walks of life in HK. It provides employment and training opportunities to those suffering from lack of opportunities and enriches Hong Kong as a whole as it increases community engagement and raises awareness of sustainability ([MEY \(美\) Program Spring Update](#))



Providing employment to those suffering from lack of opportunities.



- 01. First MEY showcase session at KF L&L Elderly Centre (March).
- 02. Soap Cycling elderly MEY worker 梁太 volunteers with Soap Cycling HKU intern Adrian Shun at an HKEX corporate volunteer session (May 2).
- 03. Volunteers of all ages from Ernst & Young HK pose with elderly MEY workers from Kwai Fong to celebrate a job well done processing used hotel soap and bottled amenities (June 9).
- 04. As our MEY workers grew in their knowledge and understanding of our operations and mission, Soap Cycling started developing more complex team building activities for corporate clients. The negotiation game, first run with RBC at their Central office, involves MEY workers teaching young people negotiating skills that they can use in the office (July 8).
- 05. A new supply of MEY (美) workers and partner, the Nesbitt Centre in Sai Ying Pun, provides highly functioning adults with special needs to help run our sessions (October 14).
- 06. MEY workers alongside volunteers from PwC (September 6).

2018 MEY (美)
PROGRAM STATS

27
MEY workers employed

574
MEY hours worked

56,452
MEY wages paid (HKD)



PROGRAM HIGHLIGHTS

— Foreign Distribution

The need for soap to prevent diseases such as diarrhea, pneumonia, and tuberculosis is critical in many countries of the developing world. Working with NGO partners and individuals, Soap Cycling has shipped over 2.5 million bars of soap to help bolster WASH programs and hardworking communities. In 2018 alone, we shipped over 24,500 kg or 612,500 bars of this life-saving resource to 11 countries outside of Hong Kong.

- One of our largest soap distribution partners in the Philippines, International Care Ministries, invited Soap Cycling to check out their operations on the island of Bohol this past June. Here's a [writeup](#) of the trip which includes great feedback and a firsthand look at the impact that greater access to soap can have on the lives of Filipinos.
- Although the Philippines is Soap Cycling's largest downstream distribution market historically, 2018 saw new efforts to expand our reach to disadvantaged communities across Asia. These efforts bore fruit last summer when we, with the support of our logistics partner, Kuehne+Nagel, were able to ship almost 3 tons of soap to our partner in Cambodia, Eco Soap Bank. With this soap in hand, they reached over 10,000 students in 27 schools to provide much-needed soap and handwashing education.
- This past summer a group of students from HKU distributed Soap Cycling soap to schools in Mae Sot on the Thai-Burma border. Mae Sot, a border town straddling Thailand and Myanmar, is a hotbed of human trafficking and exploitation in the region. An estimated 100,000 displaced people live on either side of the border and lack access to basic services.
- In the fall of 2018, Soap Cycling launched a new campaign to recognize some of our most impactful volunteers. The #BeASoaperHero initiative seeks to encourage travelers to developing countries to take our reprocessed soap along in their luggage

01. Our charity partner, Eco Soap Bank, distributing our soap in Cambodia.
02. Board members, David Bishop and Jon Pedersen, alongside HKU students, distributing soap to a local school in Bohol, Philippines (Aug 10).
03. Soap Cycling's GM, Pat Davis, poses with a group of ICM beneficiaries holding reprocessed Soap Cycling soap at a church in Jagna, Bohol (June 16).
04. Taken by our lovely Soaper Hero, Priscilla Welch, during one of her many distributions efforts for Soap Cycling (April 8).
05. HKU students distributing soap to a local school in Bohol, Philippines (Aug 10).



Recipient	Country	Soap (kg)
International Care Ministries	Philippines	9,570
Eco Soap Bank	Cambodia	2,700
Individuals	Philippines	1,550
Soap Cycling Singapore	Singapore	720
Zone One Tondo	Philippines	440
HKU Bohol Service Trip	Philippines	440
Kilos Bayanihan	Philippines	440
MACE Bohol	Philippines	110
HKIS	Cambodia	38
Connecting Myanmar	Myanmar	20
ISF	Thailand	18
Buddies for Life	Cambodia	13
Mingde HKU	China	5
Impact for Peace	Nepal	5





PROGRAM HIGHLIGHTS

— Local Distribution

2018 saw huge gains across the board for our local distribution capabilities. We tripled the number of partnering charities in Hong Kong accepting our hygiene kits, 1 liter bottles, and 50 ml bottles that we collect and reprocess from local hotels.

- A new initiative, distributing refillable 1 liter bottles that are regularly refilled at local housing estates saw its first taste of success with regular distributions in Tuen Mun housing estates.
- To boost Soap Cycling's capacity to process liquid soap, the warehouse team is working on more efficient and sophisticated ways to drain the smaller amenity bottles and fill up the larger 1-liter bottles. This will also be a major driver to create a more efficient and better MEY worker employment.

Recipient	Soap (kg)	Hygiene Kits	Liquids (l)
Sunshine Action	409	8,180	654
Impact HK	279	5,580	540
Lady MacLehose Center	35	700	56
Food Grace	25	500	40
Refugee Union	25	500	40
Discovery Bay Typhoon Mangkhut Relief	19.6	258	21
HKFYG	13	258	21
Feeding HK	0	0	1,400
Ronald McDonald House Charities	0	0	63.5
Youth with a Mission	0	0	53
Wai Ji Christian Service	0	0	14
Foodlink	0	0	14



In 2018, Soap Cycling has recycled almost 900 kg of plastic recovered from hotel bottled amenities, collecting over 8,000 kg of bottles from 35 hotel partners in Hong Kong.

Patrick Davis

GENERAL MANAGER



Notes

Bottle Amenities

Starting in January 2018, Soap Cycling began collecting discarded amenity bottles. To date, 8,715 kg of discarded hotel amenity bottles have been collected, reprocessed and distributed locally to disadvantaged groups in Hong Kong such as the elderly poor, homeless, and refugee populations.

01. A young beneficiary poses with a refillable 1 liter bottle of liquid amenities received from Soap Cycling as part of its regular distributions with Youth With a Mission in Tuen Mun (Jan 7, 2019).
02. Our elderly MEY workers have also developed specialized skills particularly for bottled amenity processing that have helped us to maintain productivity against rising amounts of collections (September 8).
03. 120 kg of plastic recovered from draining hotel bottled amenities for distribution to local disadvantaged groups (June 24).
04. An elderly housing estate resident shows off his refillable 1 liter bottle of liquid amenities (Jan 7, 2019).

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Soap Cycling
China



SOAP CYCLING CHINA

Now in its second year of operation, Soap Cycling China has established itself as the largest soap recycling charity in Mainland China.

On the sustainability side, Soap Cycling China recruited over 80 new hotel partners, from Beijing to Hainan. On the sanitation and hygiene side, the biggest milestone was our first distribution to Yunnan province. At over 3,000 kg or 75,000 bars, it is the largest single distribution yet for our China operations.

Now collecting from over 100 hotels

across China, from Guangzhou to Shanghai to Beijing, last year saw new milestones in collections (8,600 kg), distributions (6,500 kg) and volunteers (1,500 from 50 volunteer sessions). Apart from the soap metrics, Soap Cycling also made its first step toward developing regular educational soap distribution trips with its nearby academic partner, CUHK-Shenzhen. A team of brave and passionate undergraduate students made the inaugural trip as part of our Soap Angel program to deliver much-needed soap and hygiene education to rural schools in Yunnan province.

The Stats

Soap collected
8,600 kg

Soap distributed
6,500 kg

Number of volunteers
1,500

Number of events
46

Number of interns
17



- 01. Students at a school in 龍陵縣 take a break from class to pose with the Soap Angel instructors after a workshop on proper soap usage (December).
- 02. CUHK student interns posing outside of a school in Pingda Township (December).
- 03. An HKU student distributing soap to a young Guangxi resident during China service trip (March 13).
- 04. A young Guangxi resident posing during a China service trip (March 13).

SOAP CYCLING SINGAPORE

Soap Cycling Singapore celebrated its first ever foreign distribution in 2018, sending 50 kg of soap collected from local luxury hotels and reprocessed by volunteers to Indonesia.

The event was a great opportunity for the SCSG interns to raise awareness of our mission, make new sponsorship contacts, and inspire positive change in the community

One of our oldest and most supportive hotel partners, Hilton Worldwide, invited the Soap Cycling Singapore team to the Singapore Conrad to present to gathered media about our efforts over

the years. Soap Cycling founder, David Bishop, made the trip down and joined two current SCSG interns in presenting about our mission and collaboration with Hilton as well as demonstrate our current processes to gathered media attendees.

In October Soap Cycling Singapore sponsor LUSH invited the intern team to join their first ever charity showcase. A vibrant, varied, and interactive event, it brought together LUSH representatives from across Asia, charities, students, and the media for a two-day exposition of LUSH's social sector efforts and innovative new products.

The Stats

Soap distributed
50 kg

Number of volunteers
50

Number of events
1

Number of interns
8



01. Soap Cycling Singapore's sustainability advisor and 2018 fall interns pose with their handiwork after a successful showcase event at the Singapore Arts Centre on October 5.
02. Soap Cycling Singapore 2018 spring interns celebrating after a successful 50 pax volunteer event with international law firm Clifford Chance (March 10).
03. Reprocessed soap prepared by Booz Allen Hamilton distributed to local schoolchildren during an NUS OCIP trip to Pekanbaru, Indonesia (April 13).
04. Soap Cycling Singapore interns, Jing Wen and Ryan, display their handiwork cleaning and packaging Hilton soap for downstream distribution to disadvantaged communities throughout southeast Asia.



PROGRAM HIGHLIGHTS

— Cycling for Soap Cycling: Kaiping

Cycling for Soap Cycling, our annual student-organized cycling distribution trip took 25 Soap Cyclers to experience the culture, culinary delights, beautiful scenery of Mainland China during Easter.

2018 saw us head west to Kaiping (開平), just a few hours across the Pearl River near Jiangmen (江門). Taking 25 brave students and stakeholders across the border, we cycled through amazing landscapes and ate amazing food. We also met over 200 local schoolchildren to distribute soap, talk about our mission, and also become friends.



01. Soap Cyclers pose with new friends in front of 賣樹中學 (March 30).
02. Soap Cyclers pose next to one of the many historic diaolou 碉樓 found in the Kaiping area during a morning cycle (March 31).
03. Soap Cycling GM, Pat Davis, poses with two local secondary school students in Kaiping, Guangdong (開平廣東) after a lecture and activity about sustainability, leadership education, and social enterprise (March 30).
04. Soap Cyclers meet and greet with secondary students at 賣樹中學 in Kaiping, Guangdong. The students were eager to meet their foreign guests and hear about Soap Cycling's mission and operations in China (April 1).



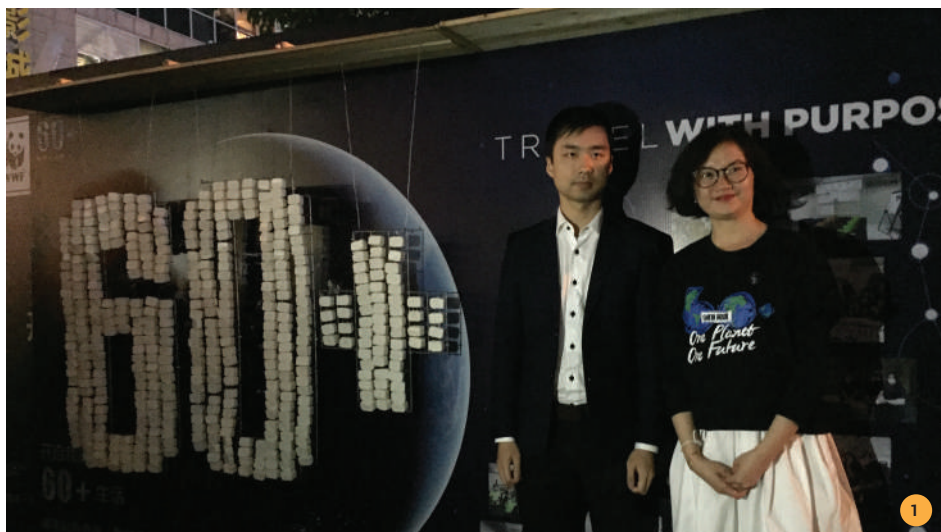
EVENT HIGHLIGHTS

— Part 1

Beyond volunteering events, Soap Cycling engages with the community in numerous other ways throughout the year. Here follows some of these highlights.



01. Besides recycling, Soap Cycling focuses on education about sustainability, and we encourage people to develop a green lifestyle. In March, we took part in WWF's event "Earth Hour 60+" with Hilton in Shenzhen, China. We used the soap we recycled and reprocessed to make an artwork display at Costal City – a major shopping mall (March).
02. Soap Cycling elderly MEY 美 workers join our interns to help distribute refillable 1-liter bottles of liquid amenities to elderly housing estate residents in Tuen Mun (December 2).
03. Soap Cycling seeks to provide leadership learning opportunities to local undergraduate students. We also strive to engage secondary students in our operations to inculcate them with the values of sustainability and giving back to their local community. On April 3, Soap Cycling welcomed a group of American International School students to help process soap and learn about our operations.
04. On May 2, Soap Cycling's MEY workers made their first trip outside the warehouse to facilitate a volunteer session at HKEX in Central. Before the event, Soap Cycling treated the elderly and interns together for a nice Yamcha in Shek Tong Tsui.



EVENT HIGHLIGHTS

— Part 2

01. Soap Cycling elderly MEY (美) worker 阿梁 hand out hygiene kits packed with upcycled hotel hygiene amenities to local elderly together with Google and local charity Food Grace (食德好) in Shek Lei (June 28).
02. HKU interns hosting a Soap Cycling booth during HKU's Service Fair in November.
03. On July 7, Soap Cycling broke new ground north of the border with a massive volunteer session at the Li & Fung Panyu offices south of Guangzhou. With over 150 participants, it was Soap Cycling China's largest volunteer session to date.



To follow along with our events and happenings, subscribe to our [blog](#) and follow us on [social media](#).

SOAP CYCLING

— In the Media

We are grateful for all the positive publicity we have received throughout 2018.



South China Morning Post

GUIDE TO SOAP RECYCLING

We seek to make the concept of recycling soap as common as recycling cans around the world. On this journey we seek to empower others who share our vision by providing insights, best practices and relevant data. We do so through our guide “The Complete Guide to Soap Recycling” which is available for free on our website.

We aspire to give prospective hygiene solution providers and recyclers the tools and know-how to successfully establish similar entities and scale operations in their communities. Every day thousands of children die from diseases that can be largely prevented simply by washing with soap and other hygiene solutions. Soap is one of the most efficient and cost-effective lifesaving tools ever invented, yet, every year millions of life-saving bars of soap are discarded. By recycling and redistributing this soap, we can get it into the hands of those who need it the most.

Soap Cycling was started as a tool to empower students at The University of Hong Kong, but has since become a multinational charity with impact all over the world. We work with the hospitality industry to collect, process, and distribute lightly used soap bars and bottled amenities, which then are distributed to disadvantaged communities around the world, particularly Asia.

Here at Soap Cycling we are frequently contacted by prospective soap recyclers and other entities who have questions around the way we operate, and how individuals or organizations may go about replicating aspects of our practices in order to establish hygiene solutions and operations in their own region or country. By creating and providing this guide we can do so in an effective and transparent manner.

This document will continuously evolve in the quest to become a fullfledged guide and provide up-to-date valuable insight on everything relevant to hygiene solutions, soap recycling, and more. Soap Cycling is also currently contemplating creating an association to unite all types of entities working on hygiene solutions, as we believe that together we are greater than the sum of our parts, and by doing so we can make a deeper and more profound impact on the world.

For any inquiries please don't hesitate to contact us, whether you would like to join the association, provide feedback, specify input that you would want added to the guide, or if you have any questions. Similarly, if you're a prospective recycler or hygiene solution provider with additional inquiries, then contact us and we will do our utmost to help you get started.



The Complete Guide to Soap Recycling

NEXT PAGE

Soap Cycling's Key
Corporate Supporters



SOAP CYCLING'S KEY CORPORATE SUPPORTERS

We are extremely grateful to the following organizations who generously provided much-needed support in 2018.



Soap Cycling would not be able to achieve any of the tremendous impact created in 2018 without the continued and committed support of the Chow Tai Fook Charity Foundation. Our founding sponsor has allowed Soap Cycling to touch countless lives both through the donation of reprocessed soap to disadvantaged populations and by providing a platform for over 10,000 Hong Kong people to volunteer over the past 5 years. Soap Cycling is indeed very grateful for their support and excited about where the next years will take us with the Foundation supporting our mission.



The Ming Fai Group donated tremendous amounts of support to our China operations in 2018 as Soap Cycling was able to scale up our operations and spread to hotels throughout China. Ming Fai's space in Shenzhen hosted over 1,500 volunteers and saw almost 9,000 kg of soap collected from Beijing to Chongqing to Fuzhou. More importantly, with the support of Ming Fai, Soap Cycling was able to ship out a record amount of soap to schoolchildren in Yunnan (6,500 kg) in 2018. Ming Fai's support is crucial to allowing Soap Cycling to expand rapidly in the China market.



Credit Suisse remained one of Soap Cycling's most important corporate supporters. Over 350 Credit Suisse volunteers joined Soap Cycling in 2018 to reduce hospitality waste, help those in need, and give our student interns a unique opportunity to become leaders. Always up for a challenge, several important and innovative Soap Cycling events were tested on Credit Suisse volunteer teams in 2018, including our Hygiene Games competition-style teambuilding activity and our new fabric upcycling workshops.



Soap Cycling was honored to once again be awarded a grant through the LUSH Charity Pot Foundation. The 2018 project was focused on our Singapore operations, which are expanding fast. LUSH also invited our Soap Cycling Singapore interns to participate in their inaugural LUSH Charity Showcase in October, providing our interns with a unique experience to network and spread awareness of our mission to new audiences.



The first half of 2018 saw an important milestone for the Hilton-Soap Cycling relationship: we broke 30,000 kg of soap collected from Hilton properties across 5 countries since our partnership began. That's 750,000 bars - or enough soap to supply 60,000 kids with a life-saving resource for a year. Apart from the soap, 118 Hilton volunteers contributed their time in Hong Kong and Shenzhen to make 2018 an impactful year for Soap Cycling.



Hong Kong Round Table continued its generous support of Soap Cycling by providing funding to help revamp our warehouse and start a new fabric upcycling project. As Soap Cycling's volunteer numbers continue to expand and we recruit new categories of workers to join the MEY 美 program, our warehouse space desperately needed an overhaul to keep it safe and productive for volunteers and workers. Hotel linens are a particularly wasteful aspect of hospitality operations with an estimated 20 tons of linens discarded monthly. With the help provided by community partners like HKRT, new categories of hospitality waste can be collected and upcycled in Hong Kong.



The Li & Fung Foundation has always been one of our most innovative and enthusiastic corporate volunteering teams. In 2018, 117 Li & Fung employees joined Soap Cycling in Hong Kong and Shenzhen to create a more sustainable and healthier world. Our first on-site MEY 美 session was held at their Lai Chi Kok offices in March, proving that the elderly still have much to contribute to society. Apart from the Foundation itself, Li & Fung Beauty also raised money internally to support Soap Cycling and its local impact initiatives, such as bottled amenity upcycling and distribution.



Trinseo doubled down on their generous support from 2017 by sponsoring our MEY 美 social employment initiative for 2018-2019. In 2018, Soap Cycling paid over \$50,000 HKD in wages to local elderly, special needs, homeless, and minority youth. Trinseo's support helps us to focus on providing engaging and empowering employment opportunities to those left out of Hong Kong's winner-takes-all employment market.



Soap Cycling was honoured to receive its first BlackRock Gives grant in 2018 to support our new MEY 美 program to provide employment opportunities to the less fortunate in Hong Kong. BlackRock also sent us 38 volunteers to help out at our warehouse and even practice our new MEY 美 teambuilding games ahead of our first corporate teambuilding session.



Eurofragrance maintained their position as our cornerstone corporate sponsor in Singapore. Not only providing office space for our registered entity, EF also let Soap Cycling Singapore store over 700 kg of soap in their warehouse for distribution and processing throughout 2018.

Sustaining Corporate Partners:

Goldman Sachs; DBS; Morgan Stanley; HKEX; PwC; and Expedia.

We are thankful to all our partners and supporters. For an extensive list, visit www.soapcycling.org/partners.

SOAP CYCLING'S KEY CHARITY PARTNERS



HandsOn

Soap Cycling could not achieve its mission in 2018 without help from HandsOn Hong Kong. Since the partnership began in 2017, HoHK has grown to become our biggest single source of volunteers (683 in 2018). Their hard work and dedication have helped us to keep moving our soap to people who need it.



Starting late last year, Soap Cycling had an experiment. Long tired of flaky or undependable volunteers, HoHK took matters into their own hands by inquiring as to whether we could hire some of Impact HK's beneficiaries to help us with hotel soap collections. Ka Man and A Seng turned out to be a match made in heaven as Soap Cycling was able to smooth out its collection protocols and Impact HK got two paying jobs for their clients.



Seeking additional manpower help and additional community outreach opportunities, Soap Cycling turned to a new MEY program recruit, the Nesbitt Centre. Residents of the Nesbitt Centre turned out to be great workers. What's more is that they are very interested in the processes, and not only do they ask questions and remain engaged, but also do a great job at the tasks at hand.



YWAM and Soap Cycling joined together late last year to bring more life-saving and money-saving 1-liter bottles for distribution to elderly and families living the Sam Shing Estate in Tuen Mun. The winter weather was cold and maybe a bit tough on our elderly volunteers, but the MEY crew is always ready to make the world a better place. The bottles are given in exchange for a 20 HKD deposit.



Since its founding in 2012, Soap Cycling has maintained a committed focus on serving the needs of Hong Kong's youth by providing unique and transformative leadership education opportunities. This has largely been made possible through the Social Venture Management Internship Course at HKU, which has provided Soap Cycling with over 220 student interns, contributing over 25,000 hours, to date.



Foundation for Shared Impact has provided Soap Cycling with much needed support, such as fundraising events, marketing and communication efforts, hosting us at their coworking space located in Shek Tong Tsui, and more. With their help, we are able to scale effectively and fill the gaps in our business operations.



SOAP CYCLING

— Team Members

We're a diverse and well-integrated team who are all excited and committed to developing Soap Cycling into Asia's next great charity.



David Bishop
FOUNDER & CHAIRMAN



Justen Li
DIRECTOR



Jon Pedersen
DIRECTOR



Marcel Thureau
DIRECTOR



Stanley Pang
DIRECTOR



Patrick Davis
GENERAL MANAGER



CK Li
CHINA MANAGER



Matthew Mo
WAREHOUSE MANAGER



Charlotte Breyer
ADVISER



Ming Chan
ADVISER

Q&A Pat Davis General Manager

Q Where do you see Soap Cycling going in the next 5 years?

A We do have our international expansion projects. China is growing quite rapidly. Singapore is established, but we're trying to build that up more. We have several other expansion projects. I think we're definitely going to expand our footprint across the globe.

Here in Hong Kong, we have kind of already saturated the hotel market so we're looking into other products such as bottled amenities, sheets, and work programs for the disabled, homeless, and elderly.

Soap Cycling doesn't operate like a normal charity, so we basically make all of our funding from corporations. We have no personal donations, so building that kind of community awareness and community support is the next phase.

Q What's the first thing you do every day?

A The first thing, I always go to cha chaan teng for breakfast. I usually get oatmeal, egg sandwich, coffee. Cha chaan teng is one thing I miss when I leave Hong Kong. They're just so convenient, so fast. They're all the same but they're all different and crazy. I try to get the day going and check sports scores.

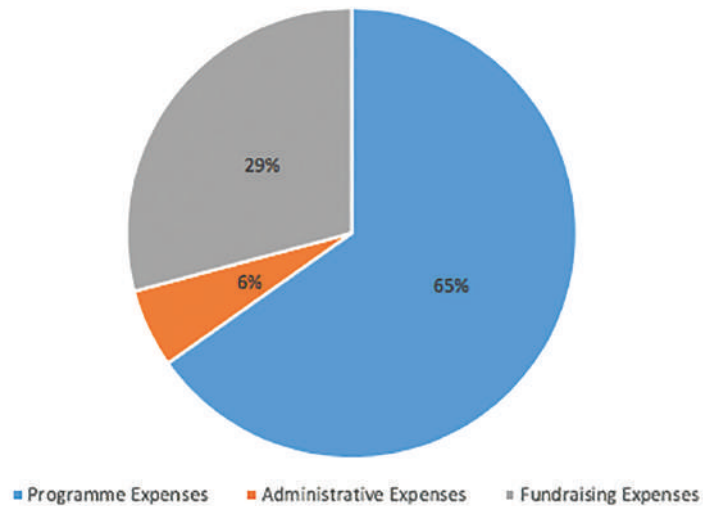
Q If you got to dine with anyone, dead or alive, who would you choose to dine with and where would you take them to?

A I'm a big reader. I'm reading James Clavell right now, your classic writer in Asia, I would take him out to eat, maybe just at a local cha chaan teng or something.

SOAP CYCLING

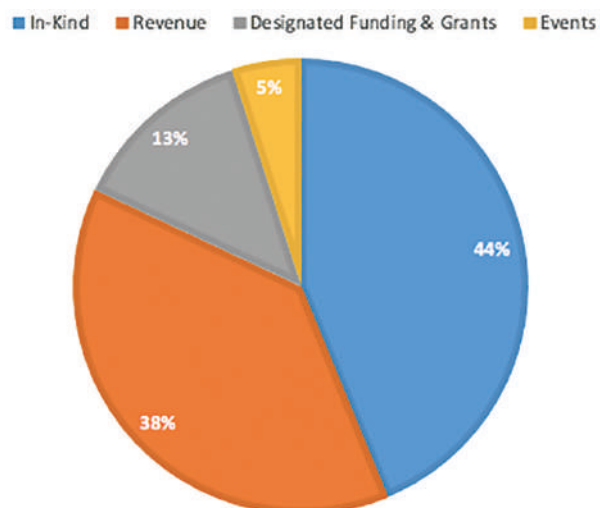
— Finances

2018 Total Expenditure: \$1,304,784



Program Expenses: \$1,210,834
Fundraising Expenses: \$20,380
Administrative Expenses: \$73,570

2018 Total Income: \$1,735,683



In-Kind: \$736,743
Revenue: \$642,851
Designated Funding & Grants: \$220,000
Events: \$82,492
Personal: \$53,597

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CONTACT US

Soap Cycling has established itself on the Hong Kong nonprofit scene as an innovative and impactful start-up. The challenge for the years to come will be to scale up our impact to save more lives, and develop a sustainable business model, all while finding new ways to reduce hotel waste and develop the next generation of socially-minded leaders.

We are working very hard to turn Soap Cycling into a fully self-sustained social enterprise, and over the past year most of our revenue has been generated internally from bespoke services we provided to corporate partners.

But in order to usher in the next five years of our growth, we need your help. Please consider donating to help scale up Soap Cycling's MEY (美) Program, and help us bring a more beautiful future to Hong Kong and its youth!

If you are...

- A hotel which hopes to reduce the waste of used soap and promote your brand image;
- A corporate or public entity who wants to make a contribution;
- A corporate team looking for a fun and easy team building event while simultaneously supporting a charity;
- A nonprofit organization that may have synergies with Soap Cycling's endeavours; or
- An individual keen on giving back to society and devoting your time and manpower or money for a valuable and important cause.

...then please contact Soap Cycling at: info@soapcycling.org



Website

www.soapcycling.org



Email

info@soapcycling.org



Address

Warehouse: 1704-05 World Peace Centre, 55 Wo Tong Tsui Street, Kwai Chung
Mailing Address: Peak Impact, 15B1 Cheung Fat Industrial Centre, 9 Hill Road, Sai Wan



Social Media

LinkedIn: <https://www.linkedin.com/company/soap-cycling/>
Twitter: Soap_Cycling
Facebook: SoapCycling
Wechat: SoapCycling

We always strive for improvement in everything that we do, and we therefore sincerely welcome and value your feedback on everything related to Soap Cycling and its activities. You can provide anonymous feedback, lodge a complaint, or compliment by visiting www.soapcycling.org/contact and filling in the form.

