

Shifting Orbits
Foundation

2020

Annual Report



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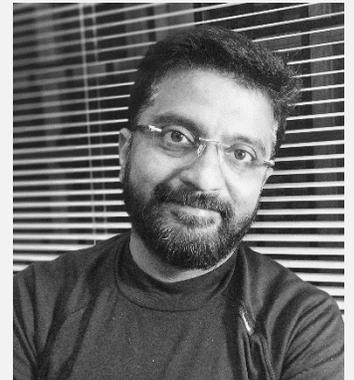
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A note from the President

Dear Friends,

Once again a warm hello and thank you for giving me this opportunity to present to you our second Annual Report.

This year has no doubt been an epic year. Epic in terms of how an invisible microbe brought the entire human race to its knees! It has made all of us question our assumptions and wisdom of everything that we thought we knew. Nature has its own way of teaching us humans in the most unusual way. The biggest learning it has left us with is that it is futile to take care of only yourself when everyone around you hasn't.



With over 78 million families in India struggling with poverty, the implications are loud. Please take care of them too! We at Shifting Orbits Foundation have taken the mandate on ourselves to be the "partners" for these families and make their children's education our single most obsessive mission.

With all the lock-down and unlock downs, we have had our share of trouble in achieving all that we hoped for, but yet we have been able to make progress. With status of Ed Institutes of the entire country in an uncertain state, it's been both a blessing (because it paused the inequity that was growing and gave us the time to cover the grade-gaps for the kids we support) and a curse (Textbook non availability, restrictions on getting kids together for learnings etc.). But we are glad to claim that we ensured that learning does not stop for our orbit shifters!

Thanks to well-wishers like you, Our Year 2 saw us grow our reach from **21 to 78 families**. We now operate from **4 locations** in Bangalore. We also had the honor of getting pre-incubated at **IIM Bangalore NSRCEL** and **Teach for India's InnovatED** incubation programs. Yes – If you haven't noticed it yet – The "sapling" in our cover page has grown from last year's annual report!

Needless to say, none of this would have been possible without our well-wishers encouragement and our donors trust.

With our bigger audacious dream for the future, we once again seek all your well wishes and support in making this dream as much as yours as it is ours!

The orbits are shifting! Help us shift more!

Thank you!

With Gratitude and Regards,

Shekar Hariharan

Shekar Hariharan
Founder and President





**1 IN 5 CHILDREN DON'T
QUITE MAKE IT TO
COLLEGE...NOT BECAUSE
THEY CHOSE NOT TO BUT
THEY WERE UNABLE TO**

WE ARE ON A MISSION TO CHANGE THIS
NARRATIVE

About Shifting Orbits Foundation

What are we trying to do?

We are a nonprofit organization focused on embracing the economically challenged families and providing them a sustained support to continue their children's educational journey.

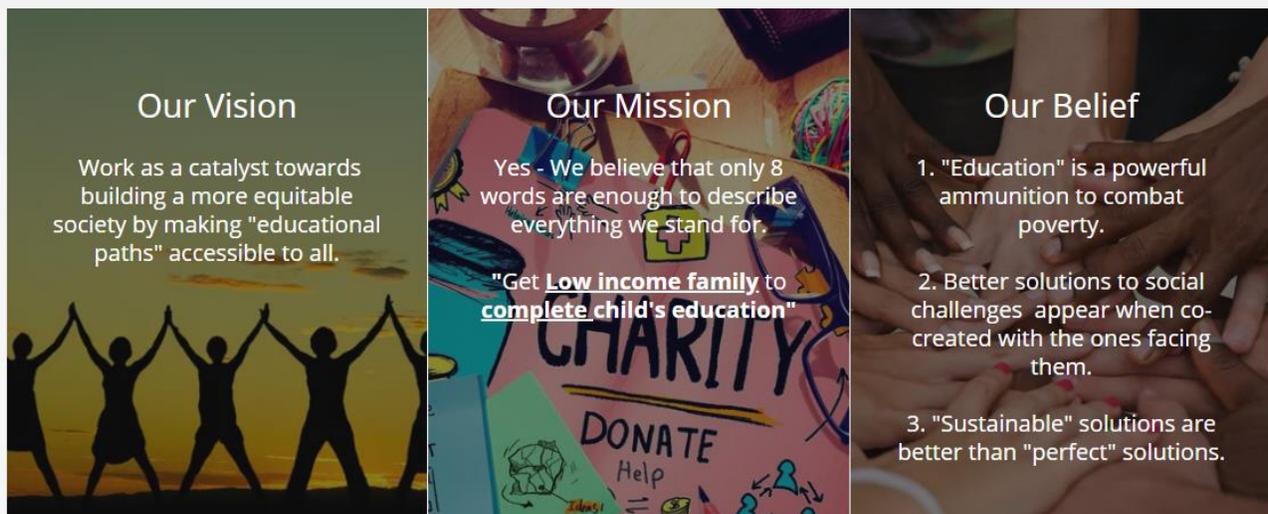
We love to imagine ourselves as the "Uber for the low income family's educational journey"

Like Uber, we **go to their doorsteps**, be with them **through the journey** and drop them **only at their final destination!**

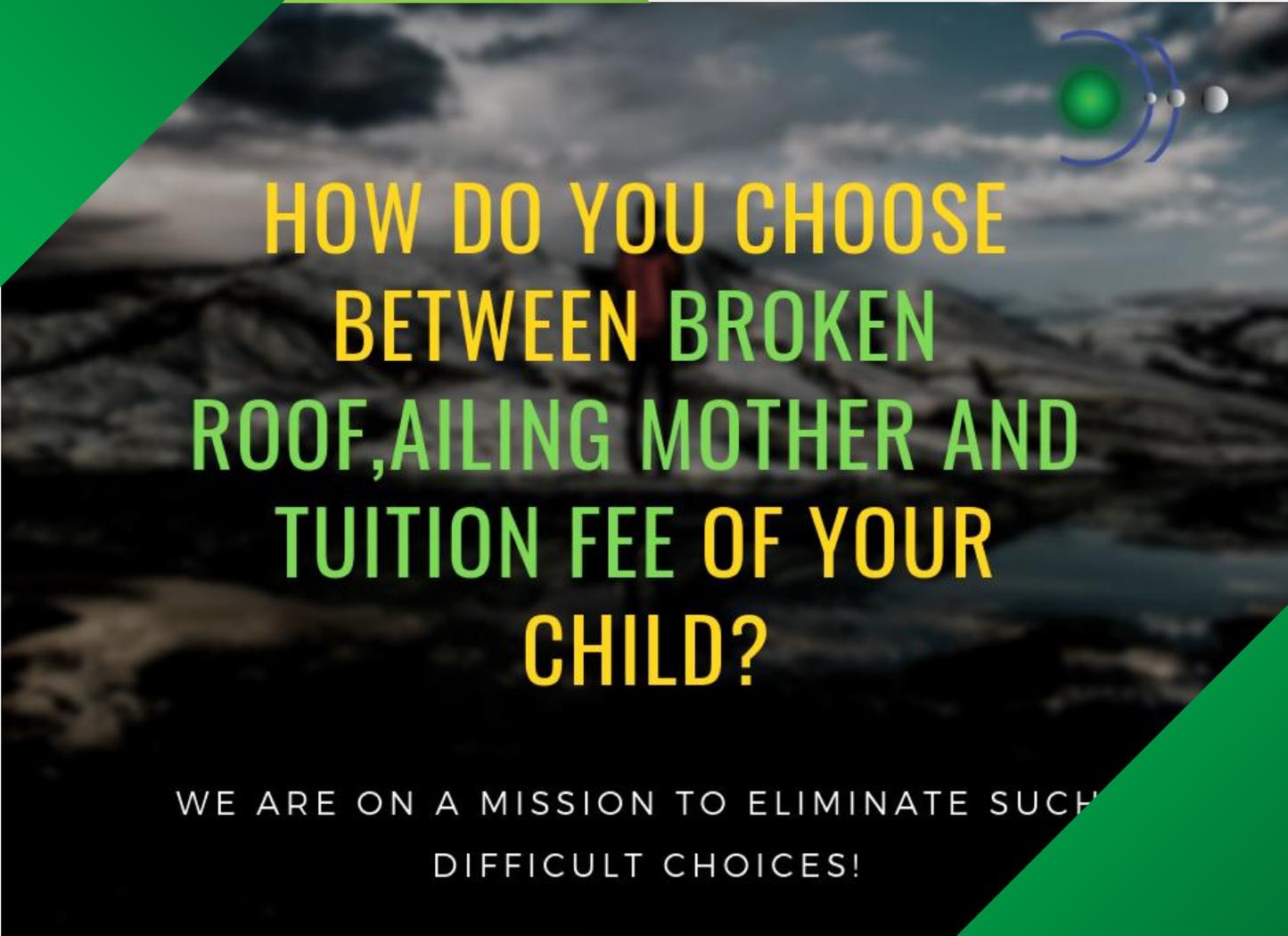
Why are we doing this ?

We strongly believe education is a life altering tool that can help "defeat" the vicious cycle of inter-generational poverty. However we also learnt that continuing this educational journey is an overwhelming ordeal for the economically challenged families! The "cracks" and the "constraints" surrounding their lives are just too many for them to continue keeping their children's "education" as their priority! That's the issue that bothers us deeply!

Our Vision, Mission and Belief



Simply put - We are on a mission to do "everything" possible to get low-income families complete their child's education

The background of the central text area is a dark, atmospheric image of a landscape, possibly a mountain range or a city at night, under a cloudy sky. A satellite with a green core and blue orbital rings is visible in the upper right corner of this area. The text is centered and uses a mix of yellow and green colors.

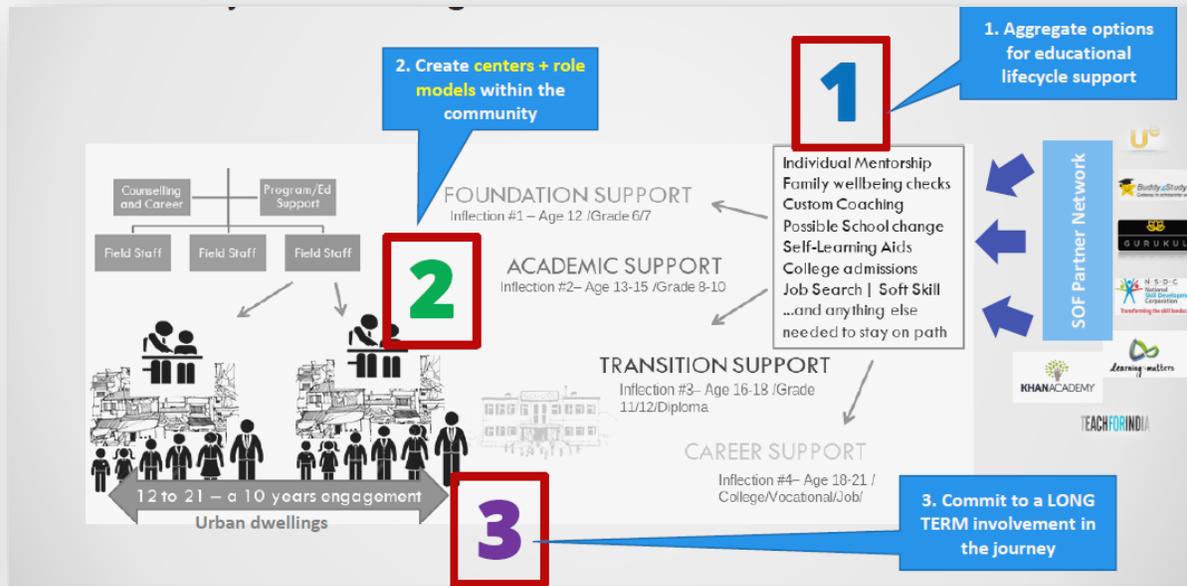
HOW DO YOU CHOOSE BETWEEN BROKEN ROOF, AILING MOTHER AND TUITION FEE OF YOUR CHILD?

WE ARE ON A MISSION TO ELIMINATE SUCH
DIFFICULT CHOICES!

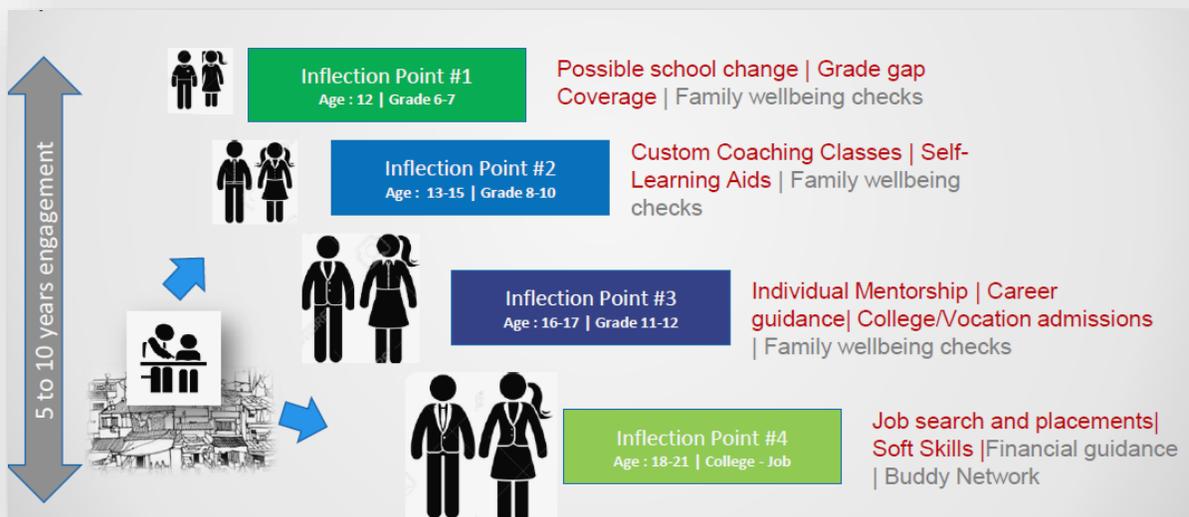
About Shifting Orbits Foundation

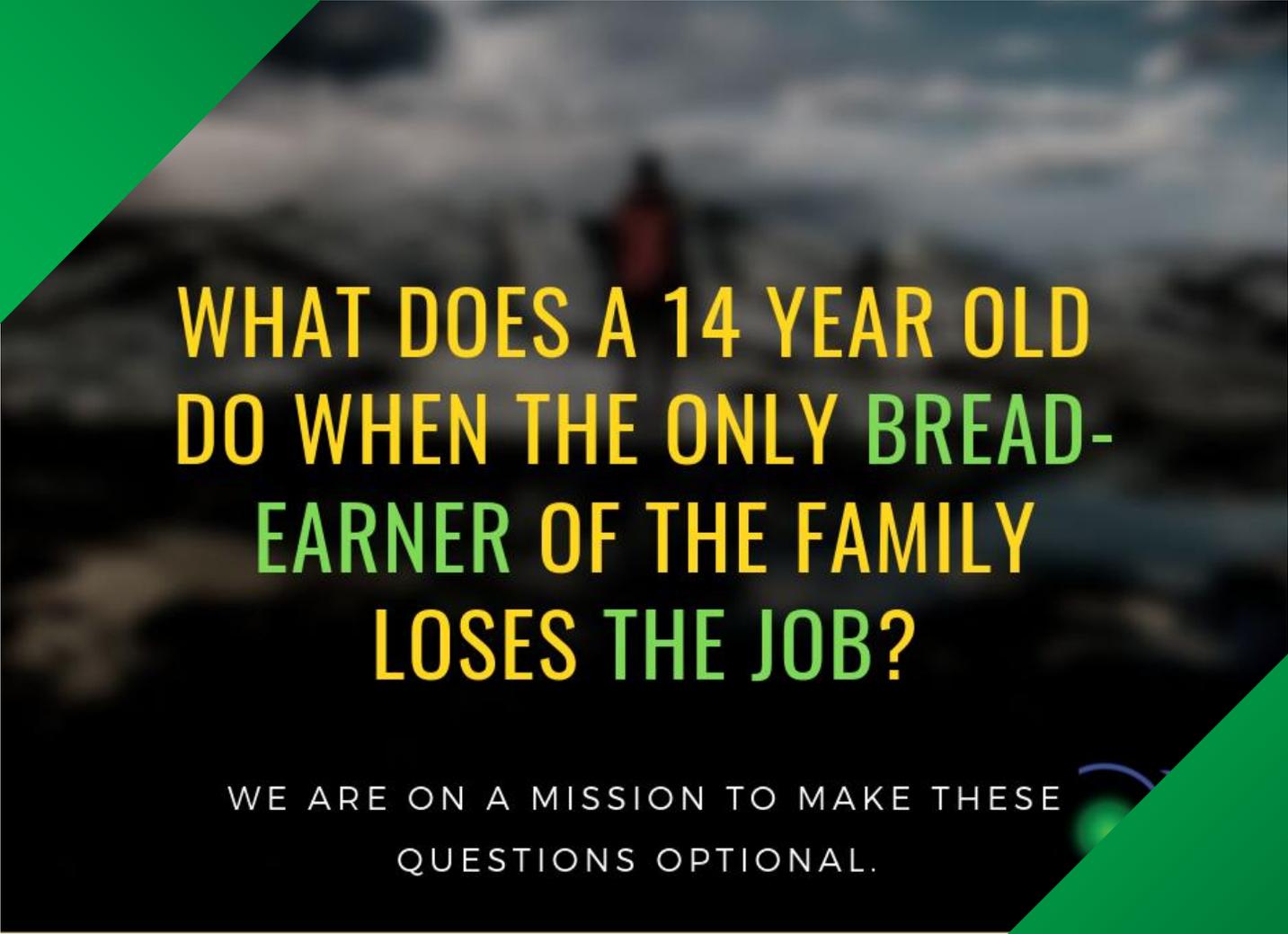
Our Approach

We start on the premise that we are ill equipped to understand any problem that we ourselves don't face, no matter how empathetic we may think we are. Also we strongly believe in a long term involvement where we are with the family for anywhere between 5 to 10 years. Once inducted we start a series of **Human Centered Design Iterations** with the family to solve EVERY hurdle that might impair the ability of their child to complete their education. We do this by either connecting them to existing solutions or funding them.



Our Interventions through the journey of the child

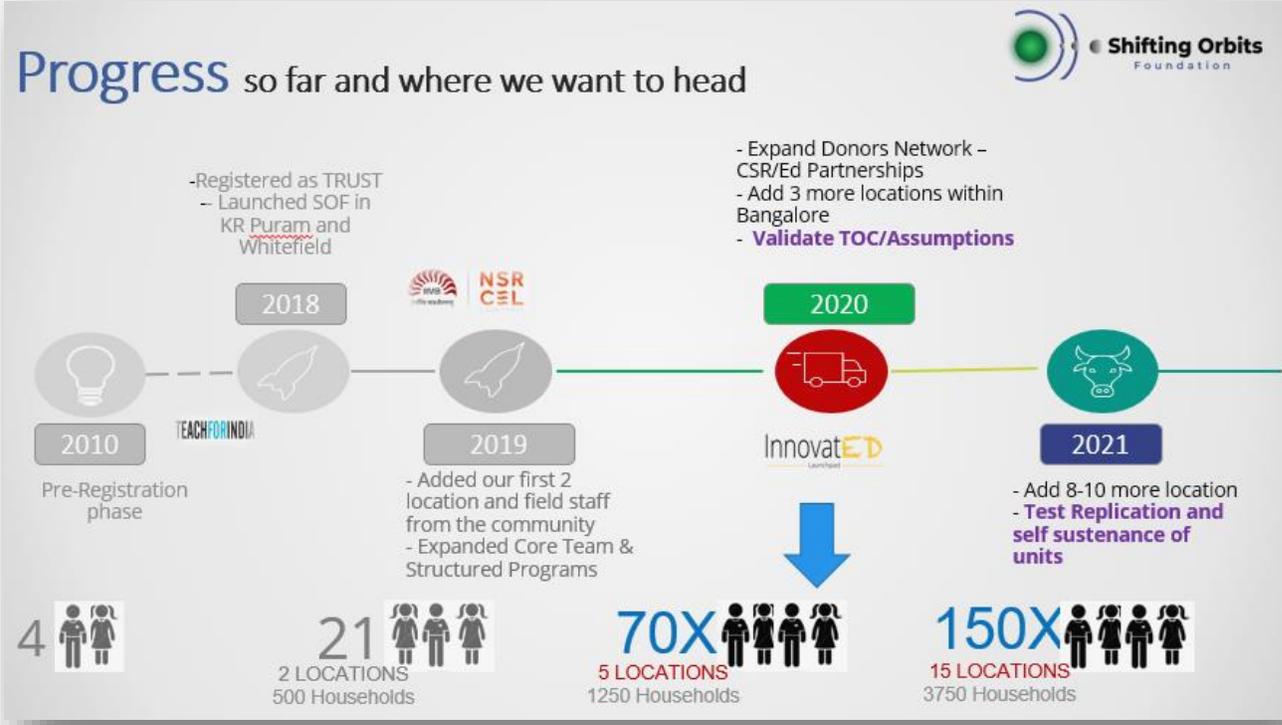




WHAT DOES A 14 YEAR OLD DO WHEN THE ONLY BREAD- EARNER OF THE FAMILY LOSES THE JOB?

WE ARE ON A MISSION TO MAKE THESE
QUESTIONS OPTIONAL.

Our Impact so far and road ahead



We strongly believe **that the only metrics** that matters to us is the "destination" that we dream for each of our cohorts. In fact we call each of our cohorts NOT by the year of them joining us, but the year they will graduate and get their job!

Our Year 1 journey had 21 families who had embraced us for helping them in their child's educational journey.

In Year 2 - We are now covering 70+ families across 5 locations in Bangalore. The children's age range from 12 to 20 and are currently studying in different grades / schools and colleges. Hopefully our "satellite centers" staffed with our own alumni/teachers from the community will soon start playing the role of "force-multipliers" and uplift the 250-200 households in each of the communities we touch!

Our interventions at this point includes taking over full/partial finances of their school expenses, bi-monthly progress check with schools and parents, training and supporting hand-picked tuition teachers/field staff in filling the ed-gaps and lastly mentoring/ counselling sessions with both parents and children. We are also constantly in talks with partner organizations on providing other services like "financial umbrella" (Insurance, Saving Plans and access to low interest loans), Career Awareness, Re-skilling and more that will help families stay on the path towards educating their child!

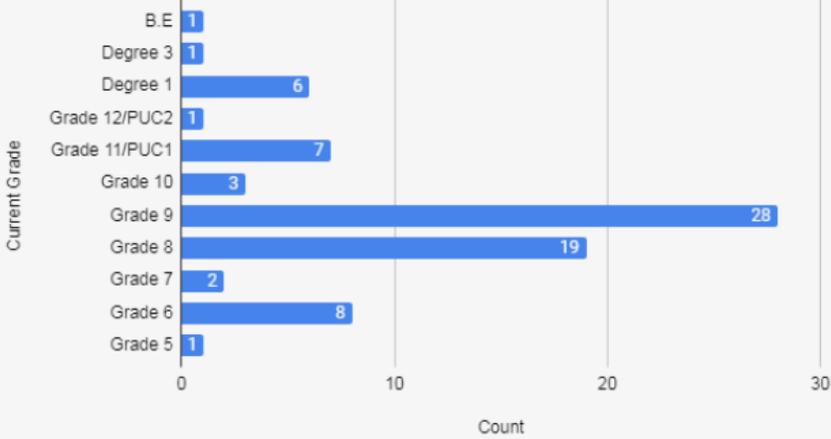
A person is seen from behind, standing on a beach looking out at the ocean under a cloudy sky. In the top right corner of the image, there is a logo consisting of a green sphere with three blue curved lines around it, and two smaller white spheres to its right.

WHAT DO YOU DO IF YOU GET TO
KNOW YOUR CHILD HAS TALENT
FOR SPORTS AND NOT
ACADEMICS? WILL YOU ENROLL
FOR COACHING INSPITE OF YOUR
LIMITED FUNDS?

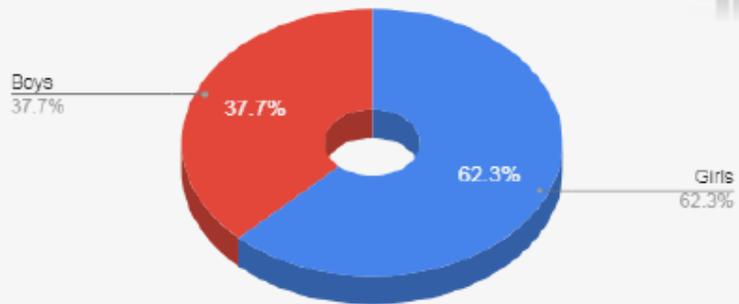
WE ARE ON A MISSION TO MAKE THAT A
POSSIBILITY!

All about our cohorts

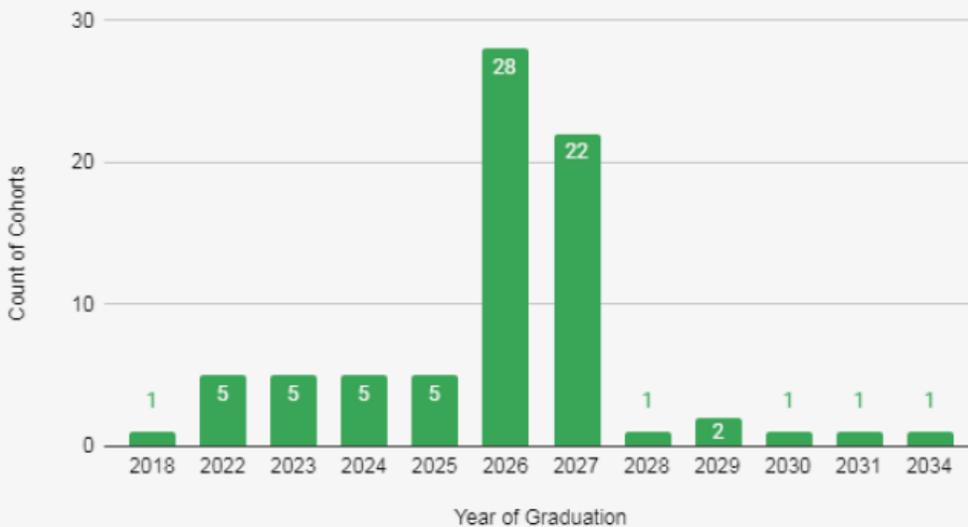
Distribution of Beneficiaries across Grades



Gender Split



Count of Cohorts vs Year of Graduation



Our First Graduate/Alumni



As a principle, we try not to publish or broadcast photos of our cohorts until we get them to their destination. Hence John is all you will get to meet at the moment!

Financials – Audited Reports (FY 2019-20)

SHIFTING ORBITS FOUNDATION

INCOME & EXPENDITURE A/c FOR THE YEAR ENDED 31st MARCH, 2020

EXPENDITURE	AMOUNT	INCOME	AMOUNT
To			
Program Expenses:		Donations	3,54,471
Education fee	2,56,275		
Coaching/Mentoring Charges	17,500		
Learning Aids	8,364		
Travelling expenses	4,083		
Conveyance	1,695		
Non Program Expenses:			
Legal & Professional charges	42,800		
Incubation expenses	13,455		
Printing & Stationary	4,360		
Software charges	4,714		
Bank Charges	2,025		
Repairs & Maintenance	1,450		
Travelling expenses	1,440		
Other expenses	2,965		
		Excess of expenditure over income	6,656
TOTAL	3,61,127	TOTAL	3,61,127

As per our Report of even date

For Sreedar Mohan & Associates

Chartered Accountants

Firm Reg. No.: 0127229

V.V. Mohan Reddy

V.V. Mohan Reddy

Partner

Membership No. : 217578

Place: Hyderabad

Date: 01/10/2020

For Shifting Orbits Foundation

Shekar Hariharan

Trustee



For SHIFTING ORBITS FOUNDATION

Authorized Signatory

Financials – Audited Reports (FY 2019-20)

SHIFTING ORBITS FOUNDATION
BALANCE SHEET AS ON 31st MARCH 2020

LIABILITIES	AMOUNT	ASSETS	AMOUNT
Corpus Fund	1,001		
General Fund	5,992		
Less : Excess of expenditure over income	(6,656)		
Current Liabilities	2,515	BANK BALANCES:	
Provision for expenses	20,991	- Cash at Bank (ICICI Bank)	23,843
TOTAL	23,843	TOTAL	23,843

<p>As per our Report of even date</p> <p>For Sreedar Mohan & Associates Chartered Accountants Firm Reg. No.:012722S</p> <p><i>V.V. Mohan Reddy</i> V.V Mohan Reddy Partner Membership No.: 217578</p> <p>Place: Hyderabad Date: 01/10/2020</p>	<p>For Shifting Orbits Foundation</p> <p><i>Shekar Hariharan</i> Shekar Hariharan Trustee</p> <p style="text-align: center;">SHIFTING ORBITS FOUNDATION</p> <p style="text-align: center;">For SHIFTING ORBITS FOUNDATION</p> <p style="text-align: center;"><i>Authorized Signatory</i> Authorized Signatory</p>
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Financials – Audited Reports (FY 2019-20)

SHIFTING ORBITS FOUNDATION			
RECEIPTS & PAYMENTS A/C FOR THE YEAR ENDED 31st MARCH, 2020			
RECEIPTS	AMOUNT	PAYMENTS	AMOUNT
<u>Opening Balances:</u>			
- ICICI Bank	6,993	Bank Charges	2,025
		Conveyance	1,895
		Education fee	2,56,275
Donations	3,54,471	Learning Aids	7,524
		Printing & Stationary	4,185
		Coaching/Mentoring Charges	17,500
		Travelling expenses	5,523
		Legal & Professional charges	21,300
		Incubation expenses	13,455
		Repairs & Maintenance	1,450
		Software charges	3,723
		Other expenses	2,965
		<u>Closing Balances:</u>	
		- ICICI Bank	23,843
TOTAL	3,61,464	TOTAL	3,61,464

As per our Report of even date	For Shifting Orbits Foundation
For Sreedar Mohan & Associates Chartered Accountants Firm Reg. No.:012722S	 Shekar Hariharan Trustee
 V.V. Mohan Reddy Partner Membership No. :217578	 For SHIFTING ORBITS FOUNDATION  Authorized Signatory
Place: Hyderabad Date: 01/10/2020	

Our Team and the Board

THE TEAM



**SHEKAR
HARIHARAN**

Founder / CEO



**RAJESHWARI
KRISHNAMOORTHY**

Founder / Operations
and Careers



**RAJAN
THOMAS**

Programs and
Education



**PRABHA
THAKUR**

Counselling
and Skilling

THE REAL TEAM



**PALLAVI
ACHARYA**

UNIT 001
Kadugudi



**AFREEN
TAJ**

UNIT 002
KR Puram



**TEJASHWINI
TELI**

UNIT 003
Imidiahalli



**RAJAGOPAL
G**

UNIT 004
TBD



**VIDHYADHARA
FNDN**

UNIT 005
Dodenakundii

Our Team and the Board

BOARD OF TRUSTEES



SHEKAR
HARIHARAN

President



RAJESHWARI
KRISHNAMOORTHY

Managing Trustee



SANKARAN
KRISHNAN

Treasurer

ADVISORY BOARD



SENTHILVELAN
NAMASIVAYAM

Director
IQVIA(USA)



SHAIENDRA
KUMAR

Co-Founder
FinAtoZ, India



RAM
GANESAN

Director
MarketAxess, Singapore



HEMA
SUBRAMANIAN

Director
IQVIA(Singapore)



WHAT IF YOU HAD THE
POWER TO SHIFT THE
DESTINY?
WILL YOU?

WE ARE ON A MISSION TO ENABLE THAT!
ONLY IT MAY NOT BE JUST YOURS..

www.shiftingorbits.org

Our Donors

THANKS!

Our heartfelt thanks to all our donors, who placed such an immense trust on us and contributed to our cause and made it their own! We assure you, the dents have been made in the universe and we will continue shifting the orbits and the destiny of many more as we go along.

Senthil Namashivayam | Lakshmi and Ganesh Ramaswamy | Jaya and P Ambikapathy | Arun Kumar Hallur | Prabhala Padmanabhan | Kritika and Pawan Singh | PC Hariharan | K Prabhakaran | K Shankaran | K Bhaskaran | Krish Subramaniam | Lavanya Prabhakar | Raman Ojha | Abhishek Goyal | Karthikeyan Sivakumar | Neethi Ullas | Uma Mani | Sivaram Mayilnathan | Sarvana Sadhish K | Ravivarman | Bhavya Sekhar | Nidish Narayanan | Srinivasan | Ananthakrishnan T | Balaji Aruru | Ram Ganesan | Venugopal S Iyer | Raman Rajamani | Lakshmi Shanker | Ram | Panjanathan B | Aruna Achanna | Hema Narayanan | Vijaya Sreekumar | Biju Davis | IQVIA | Rotary

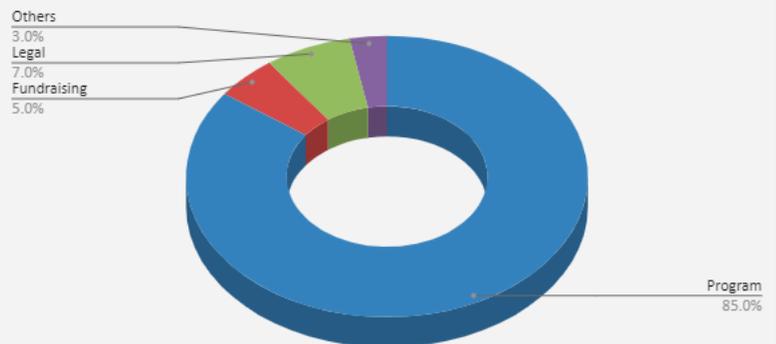
Split of our donor base 2018 to 2020 (data up to Oct 2020)

Donor Category	FY2018-2019	FY2019-2020	FY2020-2021
Corporate			Rs. 1,525,891.00
Individual	Rs. 5,000.00	Rs. 67,300.00	Rs. 79,405.00
Individual/HNI	Rs. 26,000.00	Rs. 142,500.00	Rs. 100,000.00
Trustees	Rs. 2,000.00	Rs. 144,670.00	Rs. 62,692.00
Grand Total	Rs. 33,000.00	Rs. 354,470.00	Rs. 1,767,988.00

The story of your contributions



For EVERY 1 rupee that SOF gets



Data for 2020-2021 is only from April 2020 to Oct 2020

Category	Sub Category	FY2018-2019	FY2019-2020	FY2020-2021	
Program	Ed Fees	Rs. 26,000.00	Rs. 256,275.00	Rs. 636,763.00	
	Infrastructure			Rs. 130,741.51	
	Learning Aids		Rs. 8,364.00	Rs. 63,203.34	
	Legal and Finance Charges			Rs. 16,068.00	
	Others			Rs. 97,000.00	
	Program Support			Rs. 118,723.75	
	Salary (Program Staff)			Rs. 65,674.50	
	Stationary / Printing		Rs. 250.00		
	Travel/ Fuel			Rs. 5,778.20	
	Tuition/Coaching Fees			Rs. 17,500.00	Rs. 64,900.00
	Program Total		Rs. 26,000.00	Rs. 288,167.20	Rs. 1,193,074.10
Non-Program	Admin		Rs. 1,450.00	Rs. 130.00	
	Fundraising and Promotions		Rs. 16,420.00	Rs. 10,173.00	
	Infrastructure			Rs. 26,237.00	
	Legal and Finance Charges		Rs. 22,800.00	Rs. 28,400.00	
	Professional Services			Rs. 84,620.00	
	Rentals			Rs. 15,000.00	
	Stationary / Printing		Rs. 4,110.00	Rs. 170.00	
	Trainings			Rs. 500.00	
	Travel/ Fuel		Rs. 1,440.00		
	Webhosting/ Email /Platform		Rs. 3,723.43	Rs. 10,042.60	
Non-Program Total			Rs. 49,943.43	Rs. 175,272.60	
Grand Total		Rs. 26,000.00	Rs. 338,110.63	Rs. 1,368,346.70	

Your role in our journey

1 in 5

children from low income family may not make it to Grade 10 or higher unless we do something about it!

We are on a mission to eliminate this proportion



HELP US DO MORE

We want to

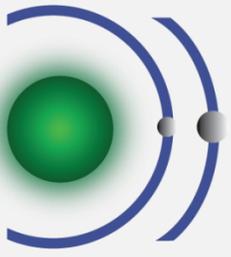
- Extend our reach to **600+ families** in next **3-5 years**
- Force-multiply our impact by **adding paid staff** from our own alumni and their family members
- Develop a **scalable model** for open source replication

VISIT US @ WWW.SHIFTINGORBITS.ORG TO SEE HOW YOU CAN **DONATE**



SHIFTING ORBITS FOUNDATION

A FOR-PURPOSE NON-PROFIT FOCUSED
ON PROVIDING SUSTAINED SUPPORT TO
FAMILIES FOR THEIR CHILDREN'S
EDUCATION.



Shifting Orbits
Foundation

2020

Annual Report



Connect With Us!

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