

Shifting Orbits
Foundation

2021

Annual Report



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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 third Annual Report.

247 million children were impacted when COVID-19 resulted in the closure of over 1.5 million schools across India. 600 days of school shutdown amounting to almost 14000 hours of learning loss have practically stalled any form of education or learning that was prevalent in the country – if not for all - but for majority of the nation's children.

What happened between 2020 and 2021 is bound to have repercussions felt in 2027 and beyond.

All this means, we have a huge responsibility ahead of us. The parents of the family we support are looking at us for helping their children sail through these turbulences. And WE WILL!

Thanks to all your support, we did not let the school shutdown stop the learnings for any of the 100+ orbit shifters. 10,000+ hours of tutoring support were provided collectively across our 5 centers through both physical and virtual (for most of the year) channels. We also had the opportunity to venture into our first rural center in Kerala through partnership with a local NGO. The center added another 140+ students to our family and gave us a chance to experiment with our remote delivery of educational support.

Thanks to well-wishers like you, Our Year 3 also saw us grow our reach from **78 to 240+ families**. We now operate from **5 locations** (covering 10+ communities) in Bangalore and Rural Kerala. We now have 14 staff – all with a unified dream of doing everything possible to support our future leaders with their education.

Yes – If you haven't noticed it yet – The "sapling" in our cover page has grown further from last year's annual report!

Needless to say, none of this would have been possible without our well-wisher's 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.

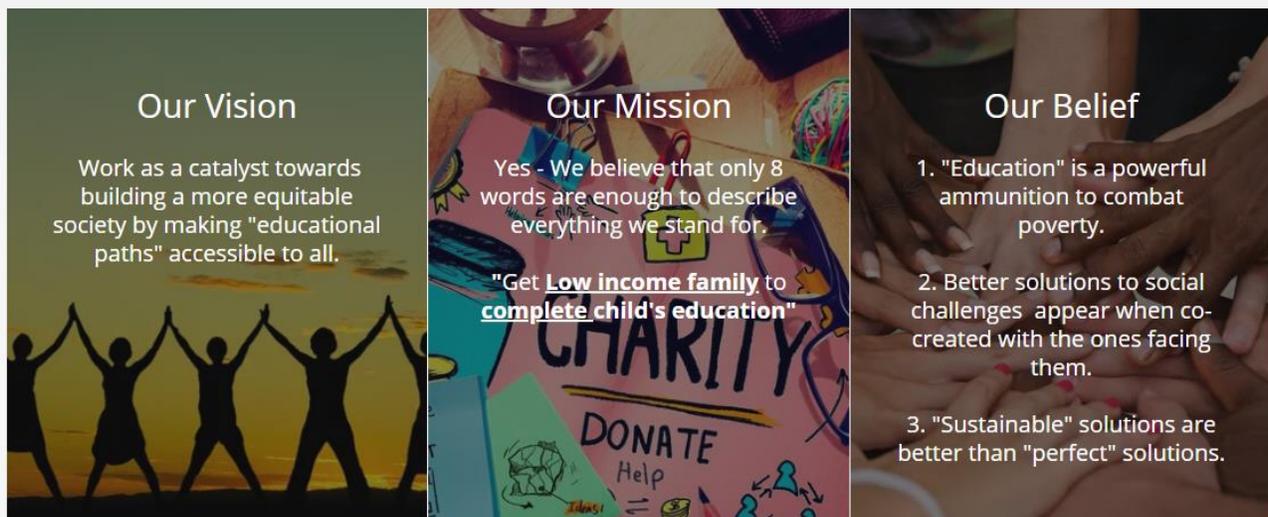
We love to imagine ourselves as the "Uber for the low income family's educational journey"

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

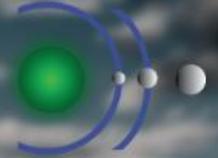
Why are we doing this ?

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 support low-income families with their children's education



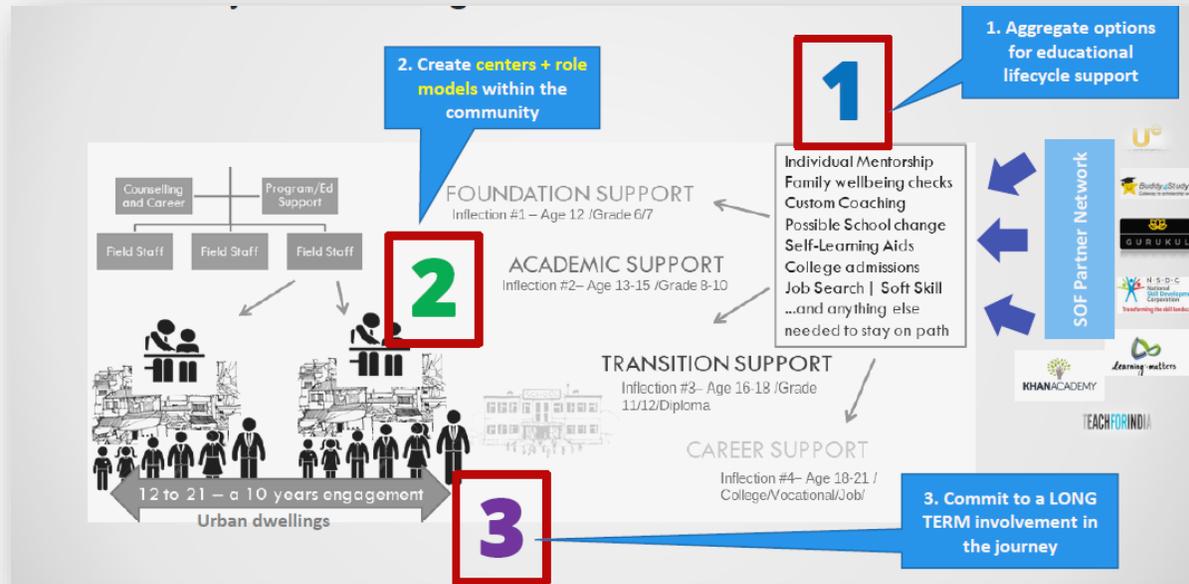
HOW DO YOU CHOOSE BETWEEN BROKEN ROOF, AILING MOTHER AND TUITION FEE OF YOUR CHILD?

WE ARE ON A MISSION TO ELIMINATE SUCH
DIFFICULT CHOICES!

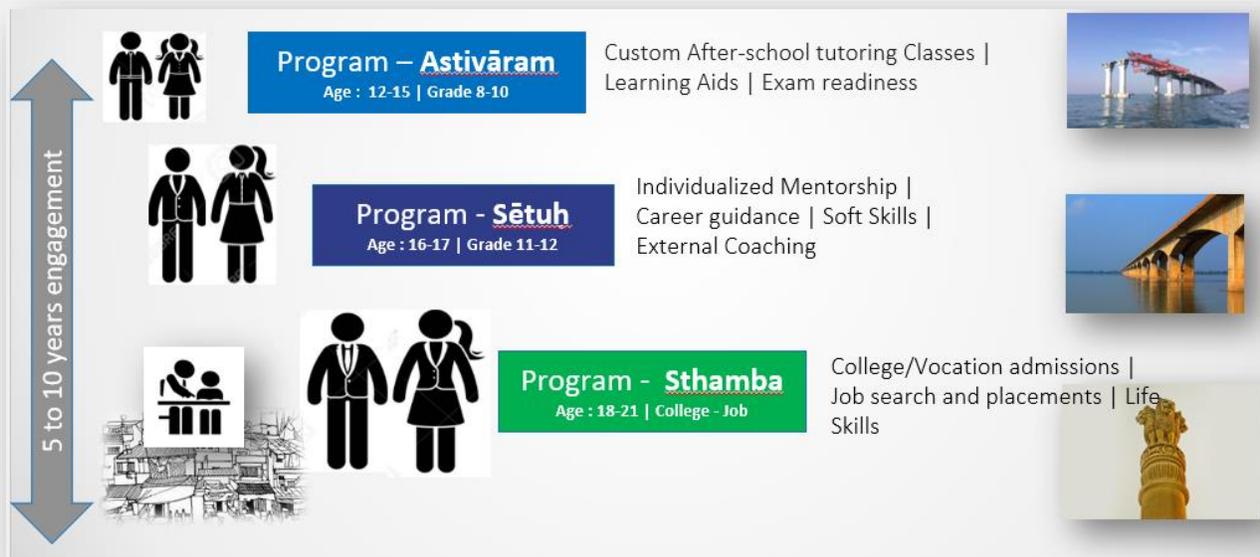
About Shifting Orbits Foundation

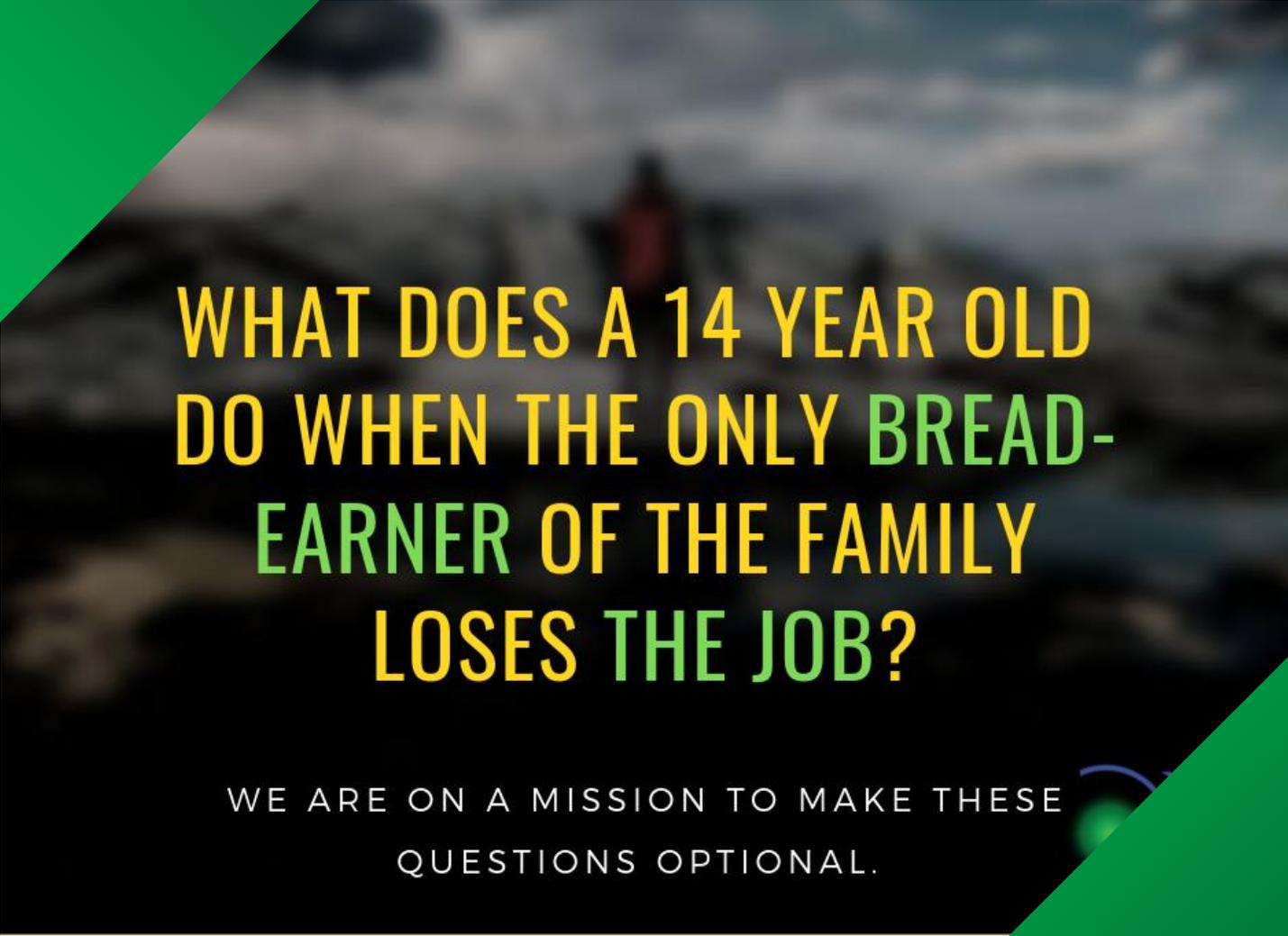
Our Approach

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 Core Interventions through the journey of the child

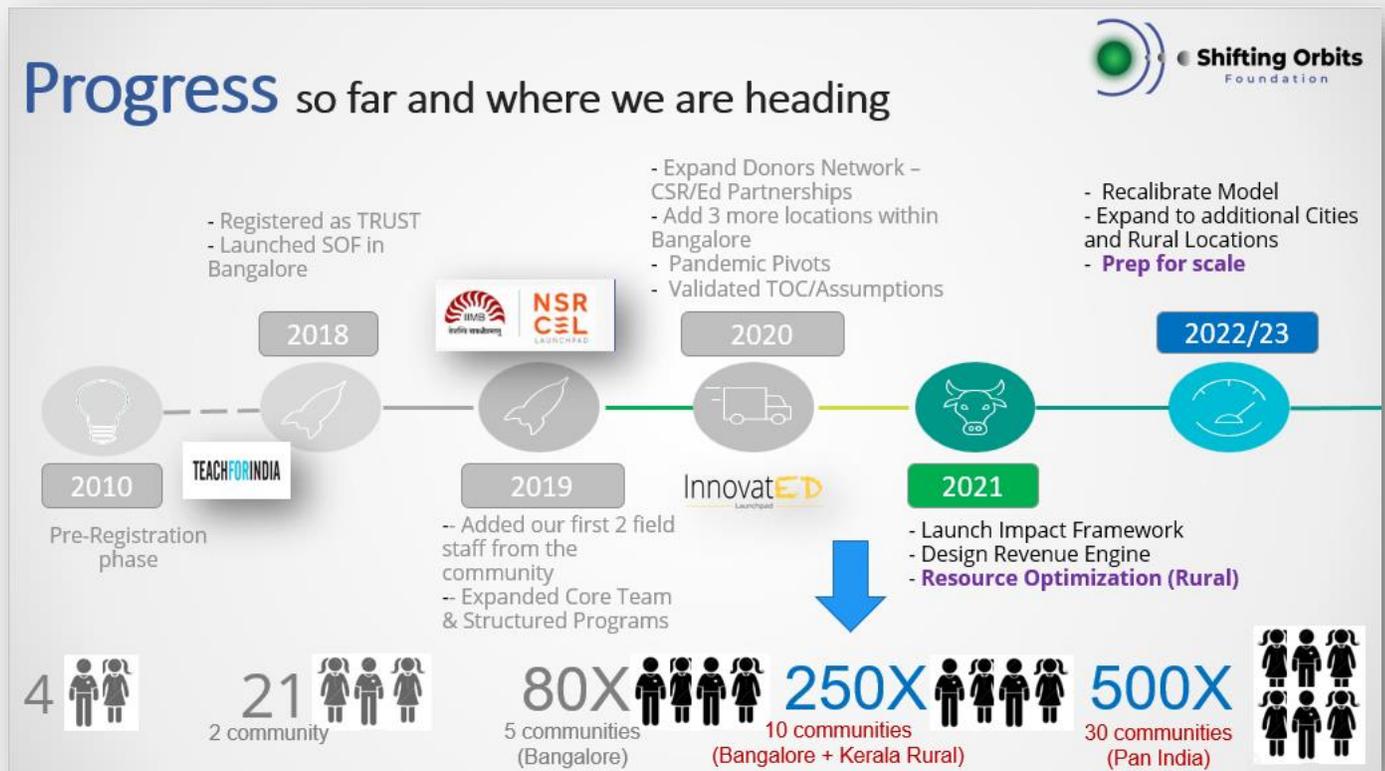




WHAT DOES A 14 YEAR OLD DO WHEN THE ONLY BREAD- EARNER OF THE FAMILY LOSES THE JOB?

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 had 80+ families across 5 locations in Bangalore.

Now in Year 3 - We have 250+ families across 10 locations in Bangalore and Rural Kerala (through our Local NGO Partner). The children's age ranges 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 intervention 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 Career Awareness, skilling and more that will help families get the best towards educating their child!

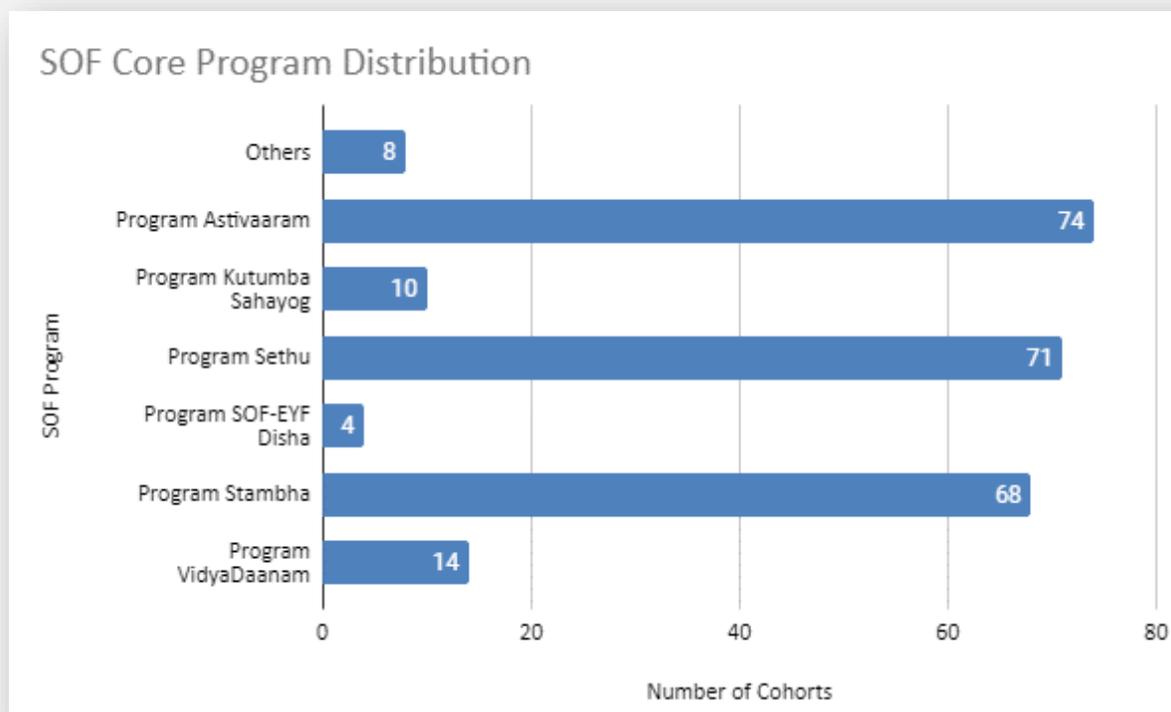


WHAT DO YOU DO IF YOU GET TO
KNOW YOUR CHILD HAS TALENT
FOR SPORTS AND NOT
ACADEMICS? WILL YOU ENROLL
FOR COACHING INSPITE OF YOUR
LIMITED FUNDS?

WE ARE ON A MISSION TO MAKE THAT A
POSSIBILITY!

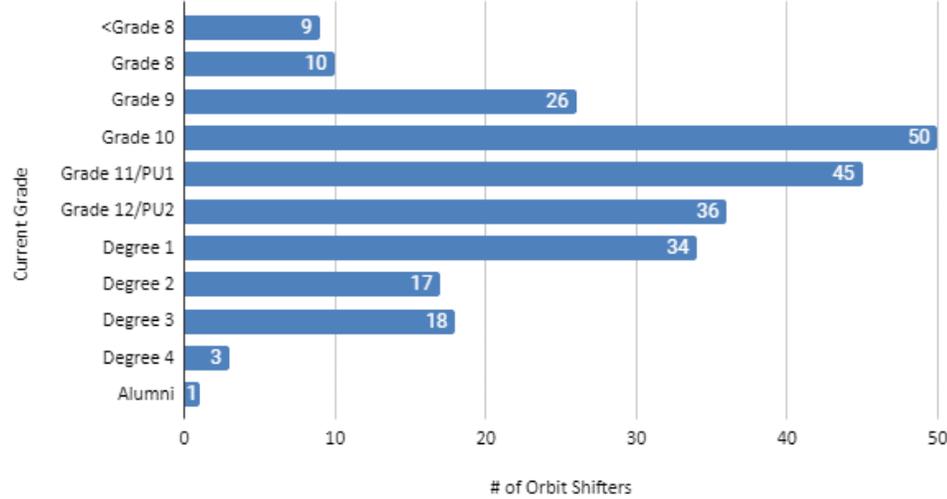
All about our programs and cohorts

Program Name	Age Group	Program Goals	Program Highlights
Program Astivaaram / Foundation	12 to 14	<ol style="list-style-type: none"> Cover the Learning Gaps (Academic + Skills + Values) Provide access to Resources Plan the Stream/Career Selection 	Tuition Support, Learning Aids, Teacher Support + Value/Skill Add classes
Program Sethu / Bridge	15 to 16	<ol style="list-style-type: none"> Develop Communication and Personality Refine the Career Plans for higher studies Plan and Execute the College Admissions 	School/College Fee, Group Mentorship, Career Readiness, Communication
Program Sthamba / Pillar	17 to 21	<ol style="list-style-type: none"> Develop Personality, Life and Soft Skills Plan for Job Readiness Plan the Job Placements and Giving Back 	College Fee, College Admissions, Job Readiness, Individualized Mentorships
Program SOF-EYF Disha	15 to 21	<ol style="list-style-type: none"> Sponsorship of scholar students for PU and above Constant value addition through corporate mentors and exposure opportunities 	EY Foundation runs a program called DISHA to sponsor and assist students with finances as well as through constant guidance. SOF helps nominating our students and helping them secure these scholarships
Program Kutumba Sahayog	15 to 21	<ol style="list-style-type: none"> Help bread-earners reskill and get back to organized work Assist the family with ration and medical needs for 3 months Take over the sponsorship of their children's education 	3 month support for families impacted by any pandemic followed by ed sponsorship of promising students from such families
Program Aashraya /Shelter	12 to 21	<ol style="list-style-type: none"> Ensure that the family impacted by contingencies is able to bounce back Provide Wage supplement, Child Care and Medical assistance for interim period of turbulence 	In view of pandemic and the disruption it creates - This is a program to set aside corpus for any unplanned medical expenses, Wage loss, Child Care in the event that the families we support get impacted
Program VidyaDaanam	5 to 21	<ol style="list-style-type: none"> Ensure that donors have an option of helping their own contractors and housekeeping staff. 	This is a ed-sponsorship program for corporates/donors for helping their own housekeeping staffs, drivers and other contractors who have a strong desire to educate their children. The sponsorships are mixed with general public in agreed ratio to cater to a larger section of needy families. SOF takes care of screening/administrating and providing additional support services

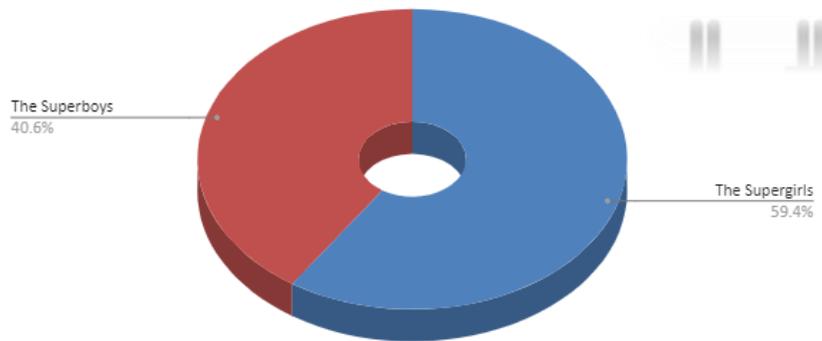


All about our programs and cohorts

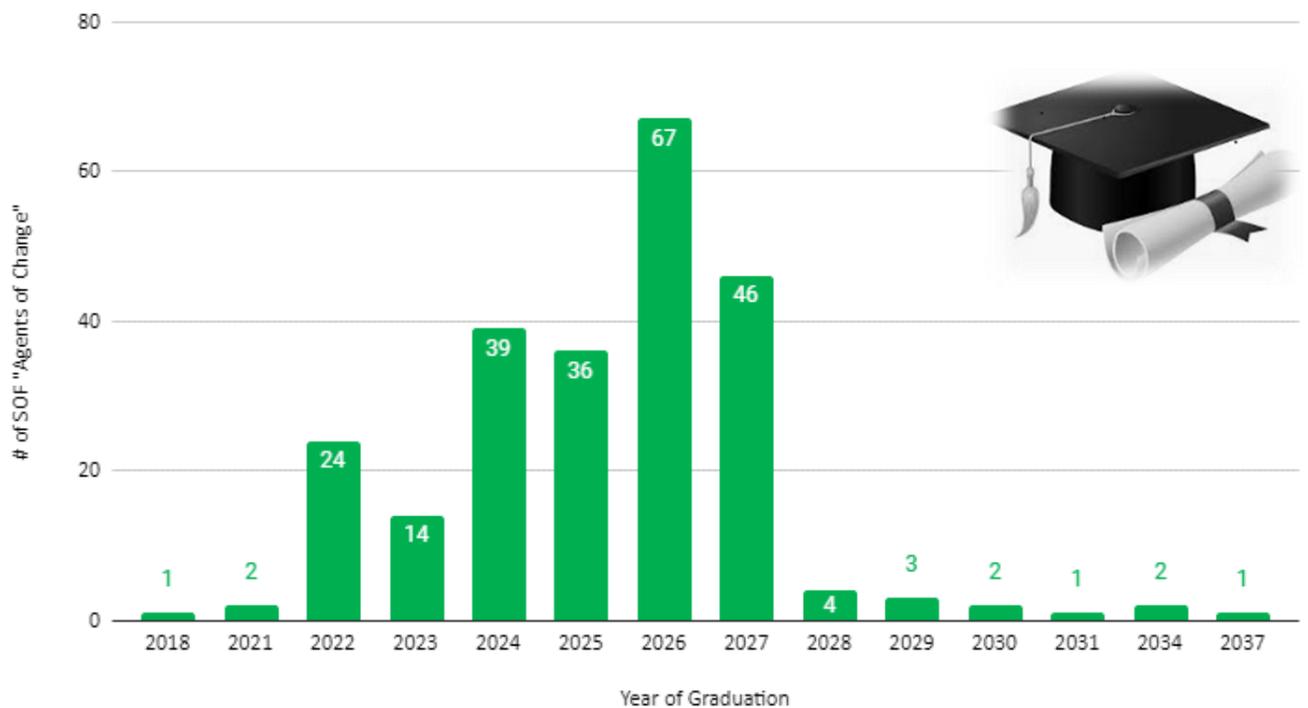
of Orbit Shifters vs Current Grade



Supergirls vs Superboys



of SOF Graduates (Our catalysts) to be launched across years



Financials – Audited Reports (FY 2020-21)

SHIFTING ORBITS FOUNDATION

INCOME & EXPENDITURE A/c FOR THE YEAR ENDED 31st MARCH, 2021

EXPENDITURE	AMOUNT		AMOUNT
To			33,26,932
Program Expenses:		Donations	5,863
Education fee	11,65,589	Intrest income	
Coaching/Mentoring Charges	4,03,327		
Learning Aids	1,59,193		
Infrastructure	1,96,161		
Program support	4,35,142		
Field Trips / Events	10,087		
Non Program Expenses:			
Covid lockdown support expenses	92,000		
Legal & Professional charges	91,533		
Depreciation	7,400		
Software charges	17,467		
Bank Charges	4,565		
Advertising /promotional	13,873		
Infrastructure	8,291		
Other expenses	6,656		
Rent	48,500		
Reserve for Rural Education Centre	1,75,000		
Excess of income over expenditure	4,98,011		
TOTAL	33,32,795	TOTAL	33,32,795

As per our Report of even date

For Pavan Reddy & Associates

Chartered Accountants

Firm Reg. No. 017908S

B Pavan Reddy

Proprietor

Membership No. :211338

Place: Hyderabad

Date: 15/11/2021



For Shifting Orbits Foundation

Shk

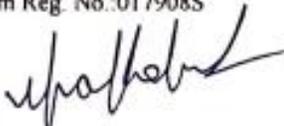
Shekar Hariharan

Trustee



Financials – Audited Reports (FY 2020-21)

SHIFTING ORBITS FOUNDATION			
BALANCE SHEET AS ON 31st MARCH 2021			
LIABILITIES	AMOUNT	ASSETS	AMOUNT
Corpus Fund	1,001	Fixed Assets	18,500
		Less: Depreciation	7,400
			11,100
General Fund (664)		Fixed Deposits	6,50,000
Add: Excess of Income over Expenditure	4,98,011	TDS Receivables	43,488
	4,97,347	Other receivables	4,896
Reserve for rural center expenses	1,75,000	BANK BALANCES:	
Provision for expenses	79,923	- Cash at Bank (ICICI Bank)	51,833
TDS Payable	8,046		
TOTAL	7,61,317	TOTAL	7,61,317

<p>As per our Report of even date</p> <p>For Pavan Reddy & Associates Chartered Accountants Firm Reg. No.:017908S</p> <p></p> <p>B Pavan Reddy Proprietor Membership No. :211338</p> <p>Place: Hyderabad Date: 15/11/2021</p>	<p style="text-align: center;">For Shifting Orbits Foundation</p> <p style="text-align: center;"></p> <p style="text-align: center;">Shekar Hariharan Trustee</p>
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Financials – Audited Reports (FY 2020-21)

SHIFTING ORBITS FOUNDATION

RECEIPTS & PAYMENTS A/C FOR THE YEAR ENDED 31st MARCH, 2021

RECEIPTS	AMOUNT		AMOUNT
<u>Opening Balances:</u>			
- ICICI Bank:	23,843	Bank Charges	4,565
		Education fee	11,65,589
Donations	32,80,444	Learning Aids	1,59,193
Interest income	3,967	Computers	18,500
		Coaching/Mentoring Charges	3,38,864
		Covid lockdown support expenses	92,000
		Legal & Professional charges	91,533
		Rent	48,500
		Software charges	17,467
		Infrastructure	2,04,452
		Other expenses	6,656
		Program support	4,35,142
		Advertising /promotional	13,873
		field trip/events	10,087
		Fixed Deposits	6,50,000
		<u>Closing Balances:</u>	
		- ICICI Bank	51,833
TOTAL	33,08,254	TOTAL	33,08,253

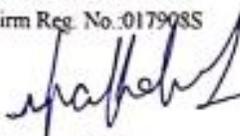
As per our Report of even date

For Shifting Orbits Foundation

For Pavan Reddy & Associates

Chartered Accountants

Firm Reg. No.:0179085



B Pavan Reddy

Proprietor

Membership No. :211338




Shekar Hariharan

Trustee



Place: Hyderabad

Date: 15/11/2021

Our Team and the Board

THE TEAM



**SHEKAR
HARIHARAN**

Founder / CEO



**RAJESHWARI
KRISHNAMOORTHY**

Founder / Operations
and Careers



**RAJAN
THOMAS**

Strategy / Program
and Technology



**VANDANA
MUDRADI**

Education / Skilling
and Counselling

THE REAL TEAM



**AFREEN T
KR PURAM,BLR**



**SOWBHAGYA
KR PURAM,BLR**



**RAJAGOPAL G
KADUGUDI.BLR**



**PALLAVI A
KADUGUDI.BLR**



**DAYANAND R
IMDHALLI.BLR**



**TEJASHWINI
IMDHALLI.BLR**



**MANJU H
KERALA**

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

Investor and Trader
USA



HEMA
SUBRAMANIAN

Director
IQVIA(USA)



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 N | Lakshmi and Ganesh Ramaswamy | Jaya and P Ambikapathy | Arun Hallur | Prabhala Padmanabhan | Kritika and Pawan Singh | PC Hariharan | K Prabhakaran | K Shankaran | K Bhaskaran | Krish Subramaniam | Lavanya P | Raman Ojha | Abhishek Goyal | Karthikeyan S | Neethi Ullas | Uma Mani | Sivaram Mayilnathan | Sarvana Sadhish K | Pushpa Thantry | 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 BWC | Anil Nair | Sridharan R | Aditya Sankaran | Vibhor Sharma | Pranita | Alstom | Priya Chirayath Padmanabhan | PM Shankar | Puneet Mohan Saxena | Vishal Varshney | Shailendra | Ramanan P | Sivagami R | Sheetal Doshi | Rashmi Shreya | Uma Shekar | iValue | Rajkumar H | Ronnee Wankadia | Delnaz Mistri

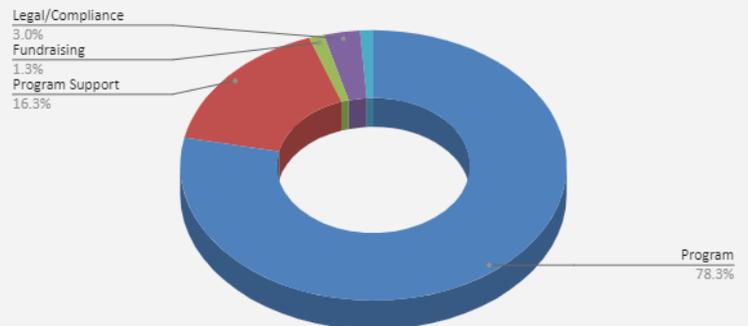
Split of our donor base FY2018 to FY2020

<i>Donor Category</i>	FY2018-2019	FY2019-2020	FY2020-2021
Corporate			Rs. 2,855,704.00
Foundation/Scholarships			
Individual	Rs. 5,000.00	Rs. 43,300.00	Rs. 85,503.00
Individual/HNI	Rs. 26,000.00	Rs. 166,500.00	Rs. 286,001.00
Trustees	Rs. 2,000.00	Rs. 144,670.00	Rs. 66,692.00
Grand Total	Rs. 33,000.00	Rs. 354,470.00	Rs. 3,293,900.00

The story of your contributions



For EVERY 1 rupee that SOF gets



Category	Sub Category	FY2018-2019	FY2019-2020	FY2020-2021	
Program	Ed Fees	Rs. 26,000.00	Rs. 256,275.00	Rs. 1,125,589.10	
	Field Trips/Events			Rs. 5,274.00	
	Infrastructure			Rs. 197,786.51	
	Learning Aids		Rs. 8,364.00	Rs. 159,193.34	
	Legal and Finance Charges			Rs. 55,550.75	
	Others			Rs. 97,000.00	
	Program Support			Rs. 421,315.00	
	Salary (Program Staff)			Rs. 313,905.31	
	Stationary / Printing		Rs. 250.00		
	Travel/ Fuel		Rs. 5,778.20	Rs. 5,000.00	
	Tuition/Coaching Fees			Rs. 17,500.00	Rs. 64,900.00
	Program Total		Rs. 26,000.00	Rs. 288,167.20	Rs. 2,445,514.01
Non-Program	Admin		Rs. 1,450.00	Rs. 130.00	
	Field Trips/Events				
	Fundraising and Promotions		Rs. 16,420.00	Rs. 13,873.00	
	Infrastructure			Rs. 26,791.00	
	Legal and Finance Charges		Rs. 22,800.00	Rs. 78,200.00	
	Others			Rs. 750.00	
	Stationary / Printing		Rs. 4,110.00	Rs. 480.00	
	Trainings			Rs. 500.00	
	Travel/ Fuel		Rs. 1,440.00		
	Webhosting/ Email /Platform		Rs. 3,723.43	Rs. 18,966.78	
Non-Program Total			Rs. 49,943.43	Rs. 139,690.78	
Grand Total		Rs. 26,000.00	Rs. 338,110.63	Rs. 2,585,204.79	

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

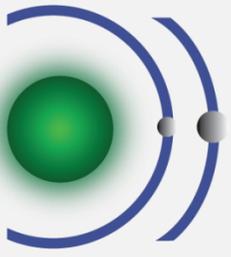
- Extend our reach to **600+ families** in next **3-5 years**
- Force-multiply our impact by **adding paid staff** from our own alumni and their family members
- Develop a **scalable model** for open source replication

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

2021

Annual Report



Connect With Us!

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