

Shifting Orbits
Foundation

2022

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 **fourth Annual Report**.

Its sometimes surprises us that we are in our 5th year of operations, and it still feels as if we just started. It's been tremendous learning for us as an organization as we bravely navigated the pandemic and still managed to keep our ship sailing high. The smiles and the happiness that we see in our children makes it all look so much worth it!



This year saw 23 of our batch of 2027 take on their first public exam (Grade 10) and they made us all proud. We had a 100% pass rate with over third of them scoring above 80%. It was our litmus test since this was the first batch that has gone through our core program (Astivaaram) that addresses the learning gaps of G8-10 students. Our heartfelt thanks to the students and the wonderful pool of teachers who made this happen.

This year, we also ventured into a scaled version of our program in our two rural centers – Bangalore and Kerala intending to impact around 160+ students. While the Kerala rural center project is a success and we are seeing immense benefits and interest emerging, the one in Bangalore rural did not work as expected. We learnt that a strong leadership support is essential for success. In this case, the college we partnered with was unable to provide a strong support for the program.

Thanks to well-wishers like you, Our Year 4 now supports over **300+ families**. We now operate from **7 locations** (covering 10+ communities) in Bangalore and Rural Kerala. We now have 22 staff – all with a unified dream of doing everything possible to support our future leaders with their education.

Now my favorite part – If you haven't noticed it yet – The “sapling” in our cover page from 4 years before has now become a “full tree”.

We are hopefully a **Kalpavriksha** now! (*a wish-fulfilling divine tree in Indian religions, like Hinduism, Jainism, Buddhism, and Sikhism*)

Needless to say, none of this would have been possible without our well-wisher's encouragement and our donor's 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!

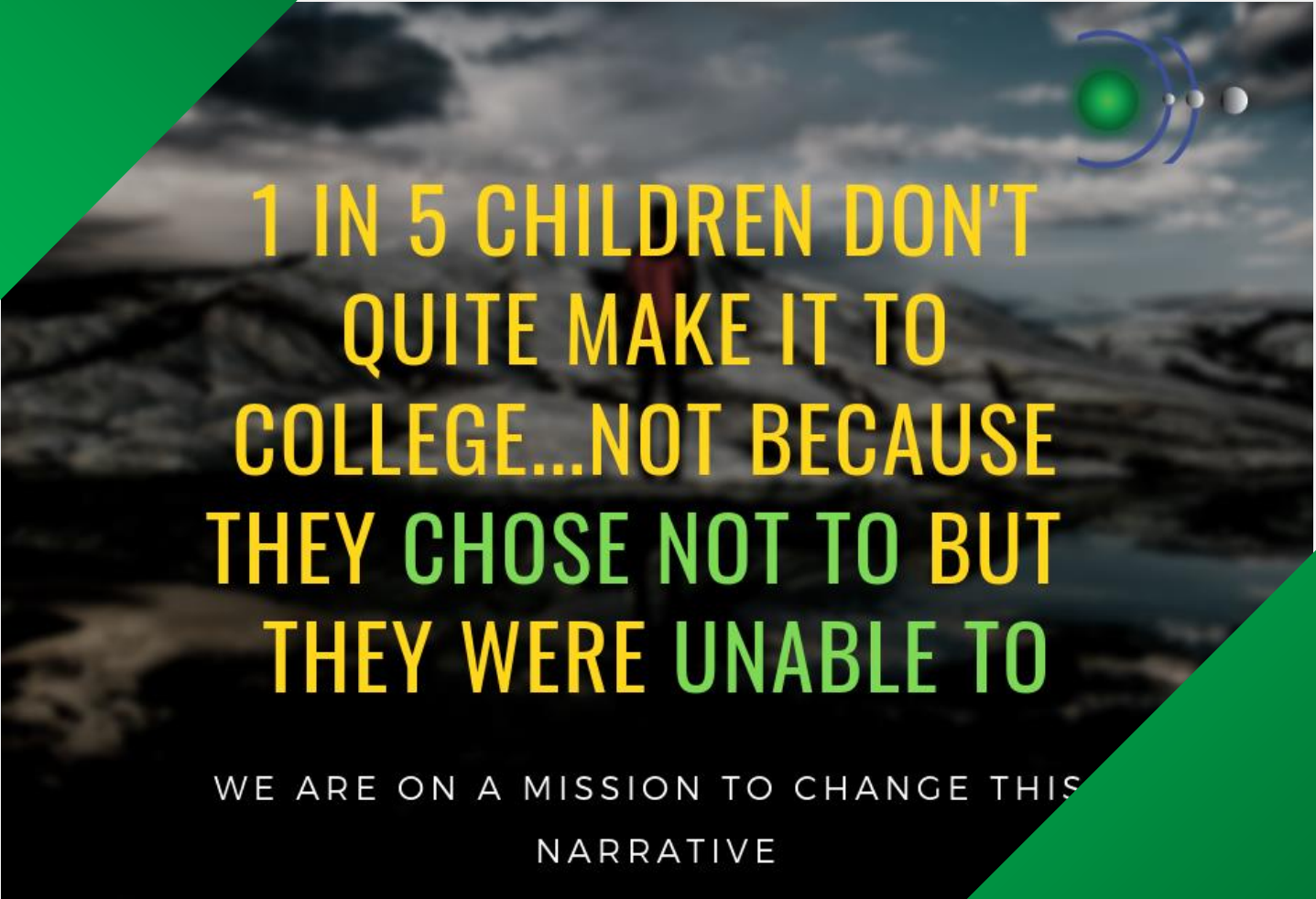
Thank you!

With Gratitude and Regards,

Shekar Hariharan

Shekar Hariharan
Founder and President



A satellite in orbit over a mountainous landscape. The satellite is depicted with a green core and blue orbital rings. The background shows a dark, cloudy sky over a rugged, mountainous terrain.

**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.


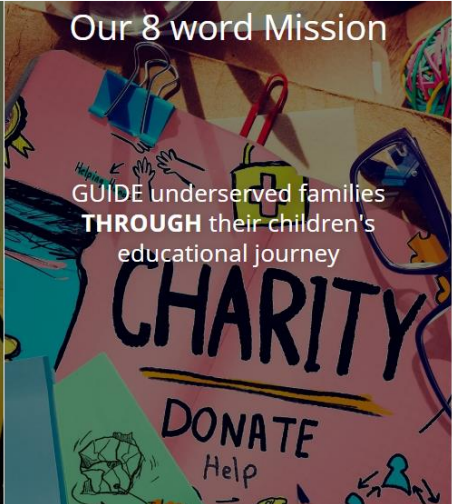
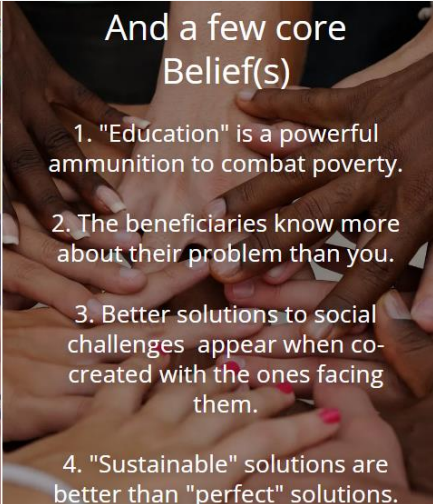
We love to imagine ourselves as the "Uber for the low income family's educational journey"

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

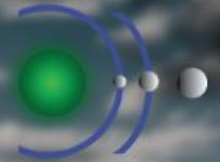
Why are we doing this ?

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

<p>Our 7 word Vision</p> <p>Eradicate inter-generational poverty by creating catalysts within</p> 	<p>Our 8 word Mission</p> <p>GUIDE underserved families THROUGH their children's educational journey</p> 	<p>And a few core Belief(s)</p> <ol style="list-style-type: none">1. "Education" is a powerful ammunition to combat poverty.2. The beneficiaries know more about their problem than you.3. Better solutions to social challenges appear when co-created with the ones facing them.4. "Sustainable" solutions are better than "perfect" solutions. 
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Simply put -We are on a mission to do "everything" possible to support low-income families with their children's education



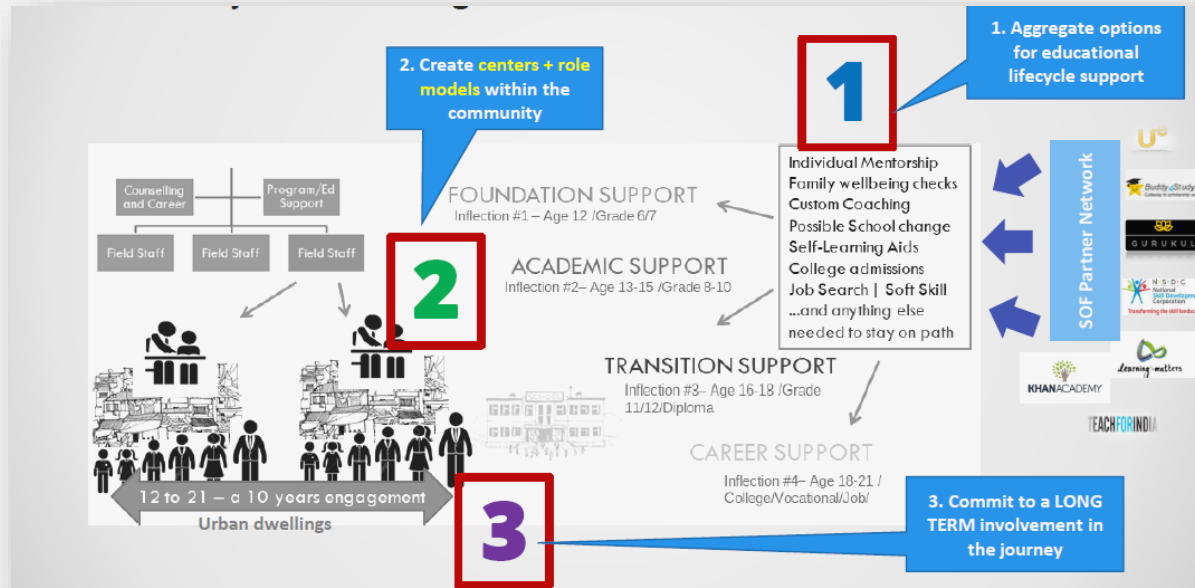
HOW DO YOU CHOOSE BETWEEN BROKEN ROOF, AILING MOTHER AND TUITION FEE OF YOUR CHILD?

WE ARE ON A MISSION TO ELIMINATE SUCH
DIFFICULT CHOICES!

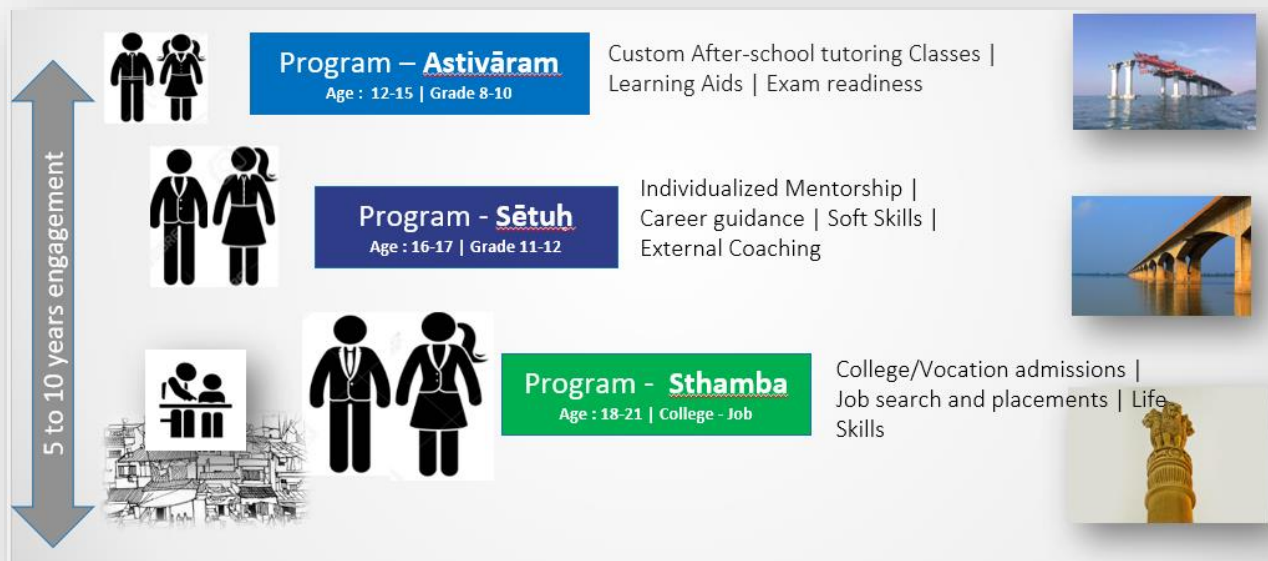
About Shifting Orbits Foundation

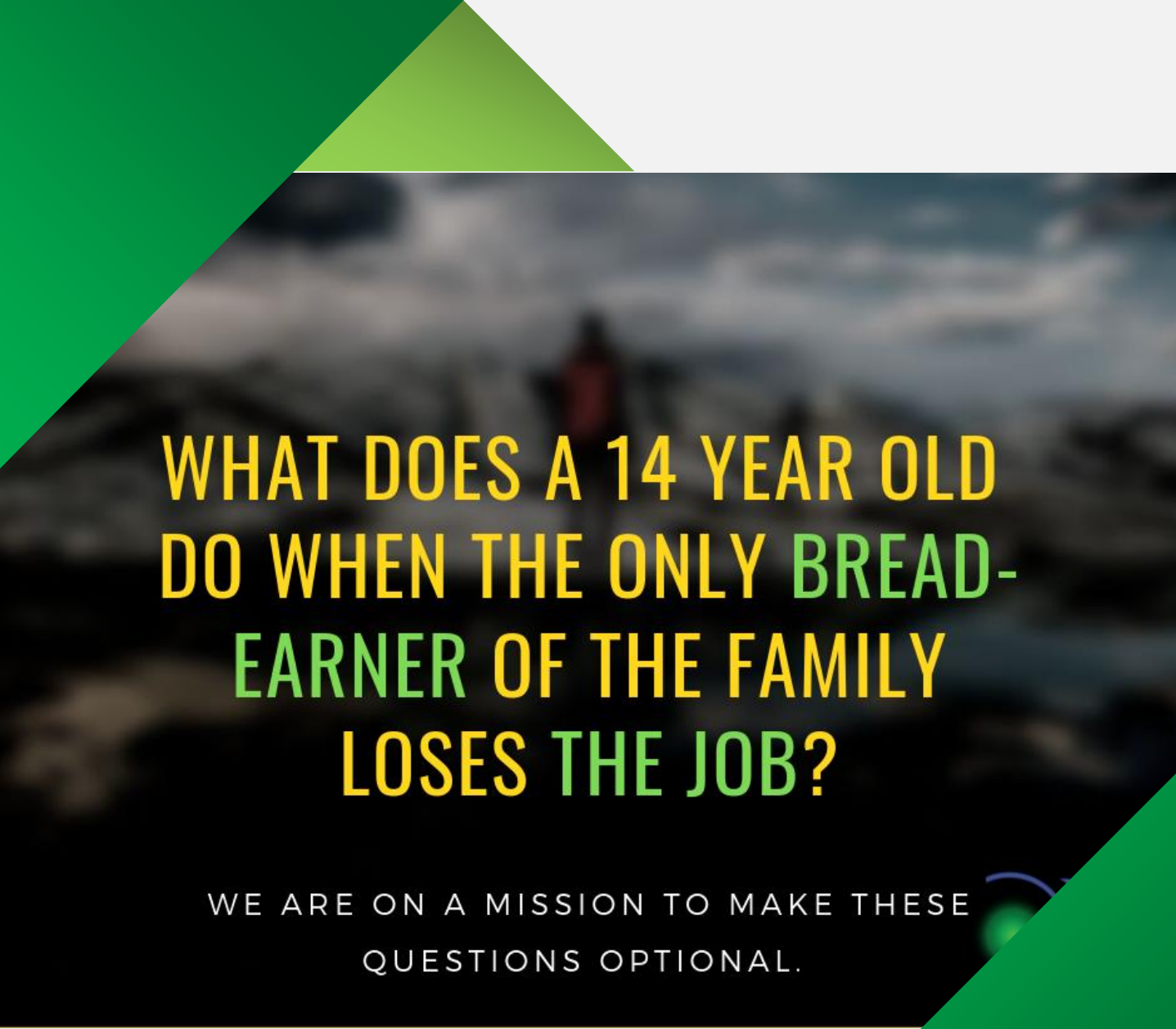
Our Approach

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



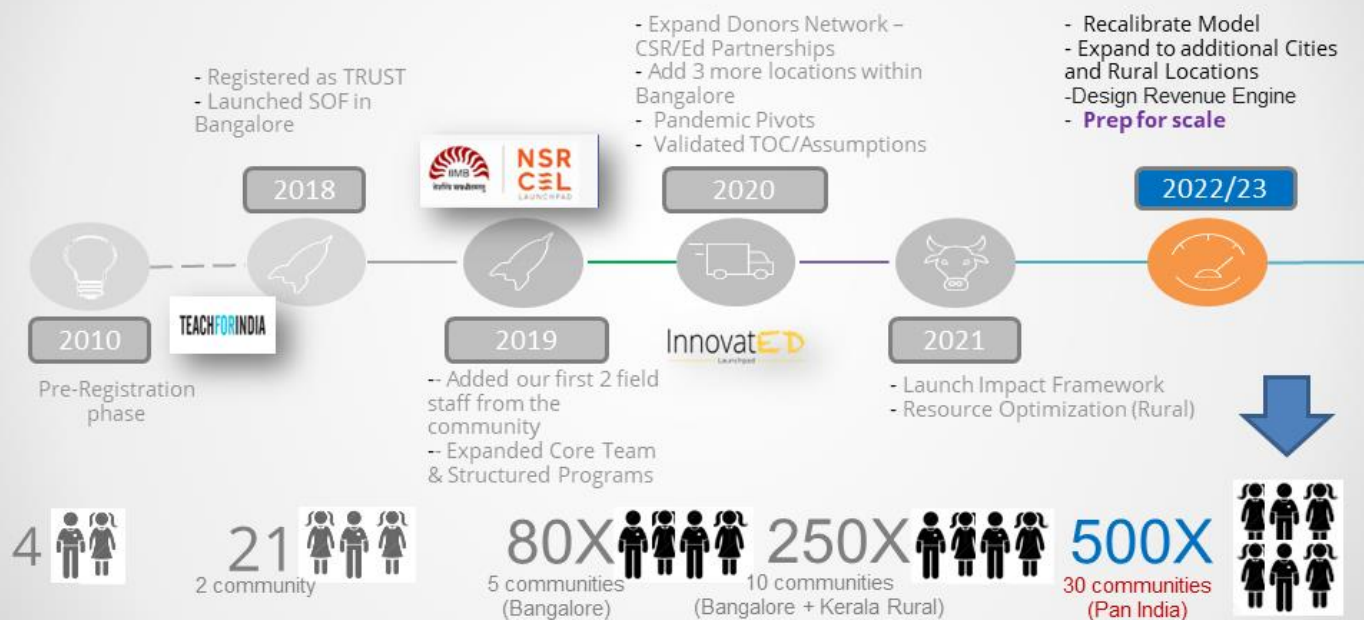


WHAT DOES A 14 YEAR OLD DO WHEN THE ONLY BREAD- EARNER OF THE FAMILY LOSES THE JOB?

WE ARE ON A MISSION TO MAKE THESE
QUESTIONS OPTIONAL.

Our Impact so far and road ahead

Progress so far and dreams 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.

Between Year 2 and 4 - We expanded to 250+ families across 10 locations in Bangalore and Rural Kerala

Now in Year 5 - We are looking to impact 500+ families across PAN India while recalibrating our model with our learnings and preparing for scale in the coming years.

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!



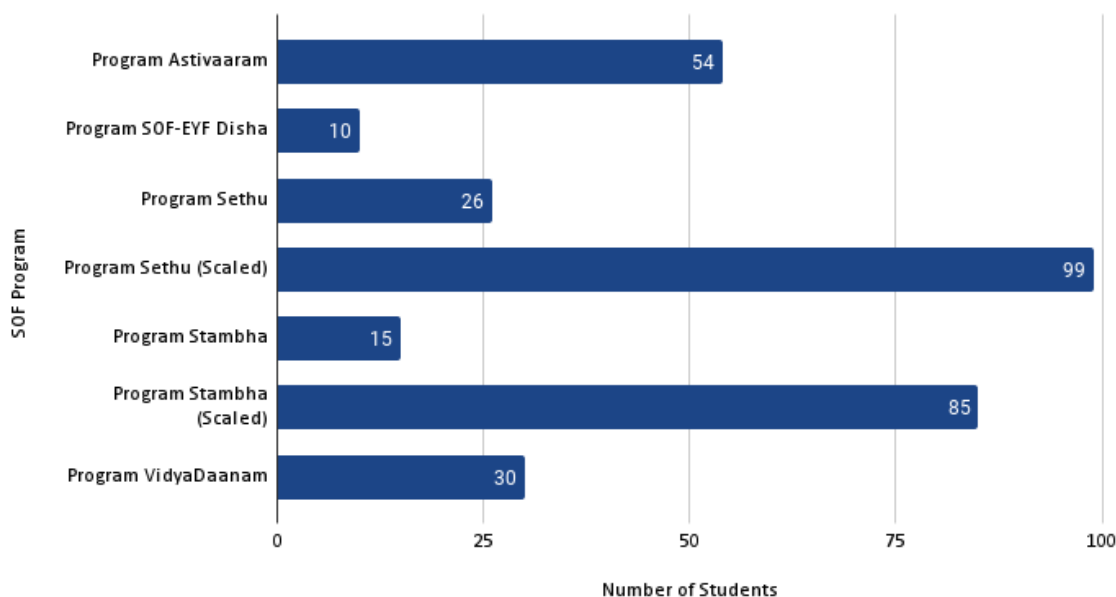
WHAT DO YOU DO IF YOU GET TO
KNOW YOUR CHILD HAS TALENT
FOR SPORTS AND NOT
ACADEMICS? WILL YOU ENROLL
FOR COACHING INSPITE OF YOUR
LIMITED FUNDS?

WE ARE ON A MISSION TO MAKE THAT A
POSSIBILITY!

All about our programs and cohorts

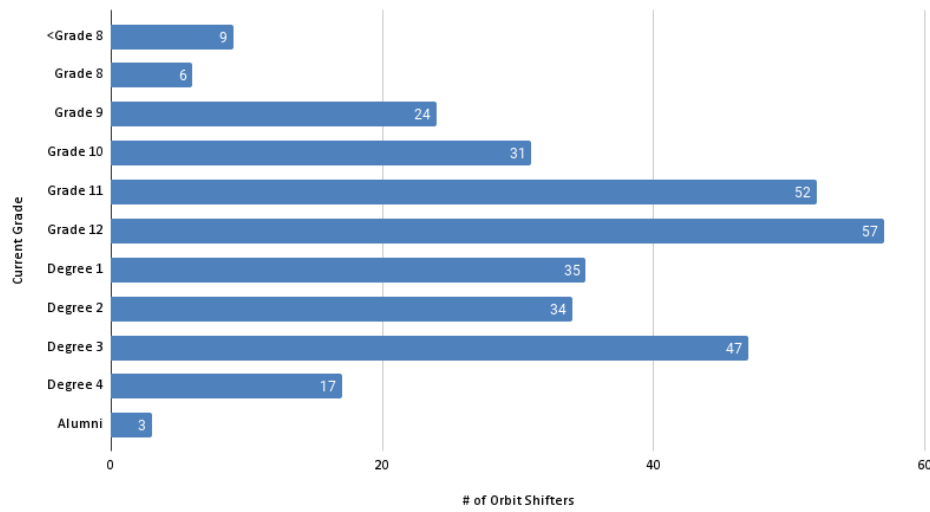
Program Name	Age Group	Program Goals	Program Highlights
Program Astivaaram / Foundation	12 to 14	<ol style="list-style-type: none"> Cover the Learning Gaps (Academic + Skills + Values) Provide access to Resources Plan the Stream/Career Selection 	Tuition Support, Learning Aids, Teacher Support + Value/Skill 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

Number of Students across SOF Program



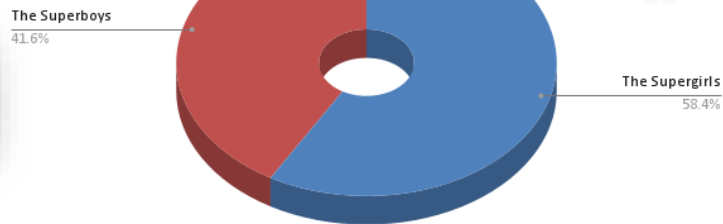
All about our programs and cohorts

of Orbit Shifters vs Current Grade

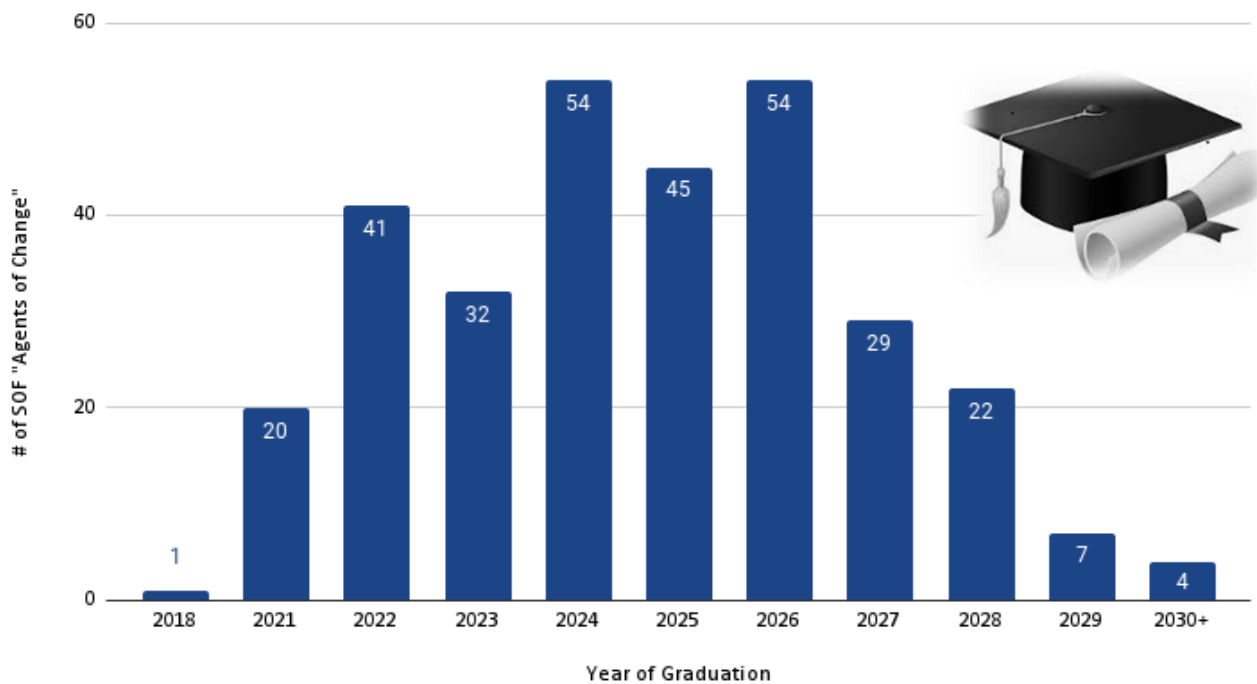


Supergirls vs Superboys

Gender	Count
The Supergirls	184
The Superboys	131



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



Financials – Audited Reports (FY 2021-22)

INCOME & EXPENDITURE A/c FOR THE YEAR ENDED 31st MARCH, 2022

EXPENDITURE	AMOUNT	INCOME	AMOUNT
To			
Program Expenses:		Donations	58,37,135
Education Fees	24,56,117	Interest income	17,688
Coaching / Mentoring charges - Program S	5,12,235		
Learning Aids	3,36,053		
Donation paid	1,45,000		
Infrastructure	1,67,237		
Professional Fees	99,667		
Program Support	6,81,226		
Travel Expense - Program	5,644		
Field Trips/Events	23,292		
Non Program Expenses:			
Other Program Expenses	7,820		
Rent Expense	1,14,000		
Stationery	6,644		
Advertising/Promotional	8,684		
Bank charges	12,393		
Depreciation Expense	4,440		
Dues and Subscriptions	20,000		
Legal Charges	12,500		
Non Program Support	3,58,600		
Software Expenses	15,859		
Travel Expense - Non Program	22,900		
Excess of income over expenditure	8,44,512		
TOTAL	58,54,823	TOTAL	58,54,823

As per our Report of even date

For Pavan Reddy & Associates

Chartered Accountants

Firm Reg. No.:017908S

B Pavan Reddy
B Pavan Reddy

Proprietor

Membership No. :211338

Place: Hyderabad

Date: 17/09/22



For Shifting Orbits Foundation

Shekar Hariharan
Shekar Hariharan
Trustee




Financials – Audited Reports (FY 2021-22)

SHIFTING ORBITS FOUNDATION			
BALANCE SHEET AS ON 31st MARCH 2022			
LIABILITIES	AMOUNT	ASSETS	AMOUNT
Corpus Fund	1,001	Fixed Assets	11,100
Retained Earnings	4,97,347	Less: Depreciation	4,440
Add: Excess of Income over Expenditure	8,44,512		6,660
	13,41,859	Fixed Deposits	36,67,800
Breakfast Services Corpus Fund	3,00,618	Security Deposit	80,000
Contingency Fund	25,000	TDS Receivables	73,248
Kudumba Sahayog Corpus Fund	27,20,484	Bank Balances	7,32,259
Shishubhavan Corpus Fund	71,710		
Provision for expenses	79,976		
TDS Payable	19,319		
TOTAL	45,59,967	TOTAL	45,59,967

<p>As per our Report of even date</p> <p>For Pavan Reddy & Associates Chartered Accountants Firm Reg. No.:017908S</p> <p><i>[Signature]</i></p> <p>B Pavan Reddy Proprietor Membership No. :211338</p> <p>Place: Hyderabad Date: 17/09/22</p>	<p style="text-align: center;">For Shifting Orbits Foundation</p> <p style="text-align: center;"><i>[Signature]</i></p> <p style="text-align: center;">Shekar Hariharan Trustee</p>
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Financials – Audited Reports (FY 2021-22)

Name And Address of the assessee	SHIFTING ORBITS FOUNDATION Villa 144/ Phase 2 Adarsh Palm Meadows Ramagondanahalli Bangalore - 560066	
Status	Trust	
Asst. Year	2021-22	
P Y E	31st March, 2022	
Date of Formation	19-11-2018	
P A N	AAWTS7344D	
RANGE	WARD 1(2)(2), Bangalore	
COMPUTATION OF TOTAL INCOME		
PARTICULARS	AMOUNT	AMOUNT
Donations received	58,54,823	
Less: 15% of donation received	8,78,223	
Application of income	50,10,311	49,76,600
		-
Less: Amount set apart for specific purpose		-
Excess of Income over expenditure		-
		-
Income Tax thereon		-
LESS : TDS		29,760
REFUND DUE		29,760
For Shifting Orbits Foundation		
 Trustee		



Our Management team and the Board

THE MANAGEMENT TEAM



**SHEKAR
HARIHARAN**
Founder / CEO



**RAJESWARI
KRISHNAMOORTHY**
Founder / Operations



**RAJAN THOMAS
CHOONDAL**
Strategy / Program



**VANDANA
MUDRADI**
Education



**SUNITHA
VIJAYAN**
Careers and Skilling

BOARD OF TRUSTEES



**SHEKAR
HARIHARAN**
President



**RAJESHWARI
KRISHNAMOORTHY**
Managing Trustee



**SANKARAN
KRISHNAN**
Treasurer

Our Management team and the Board

ADVISORY BOARD



SENTHILVELAN
NAMASIVAYAM

Director
IQVIA (USA)



SHAILENDRA
KUMAR

Co-Founder
FinAtoZ (India)



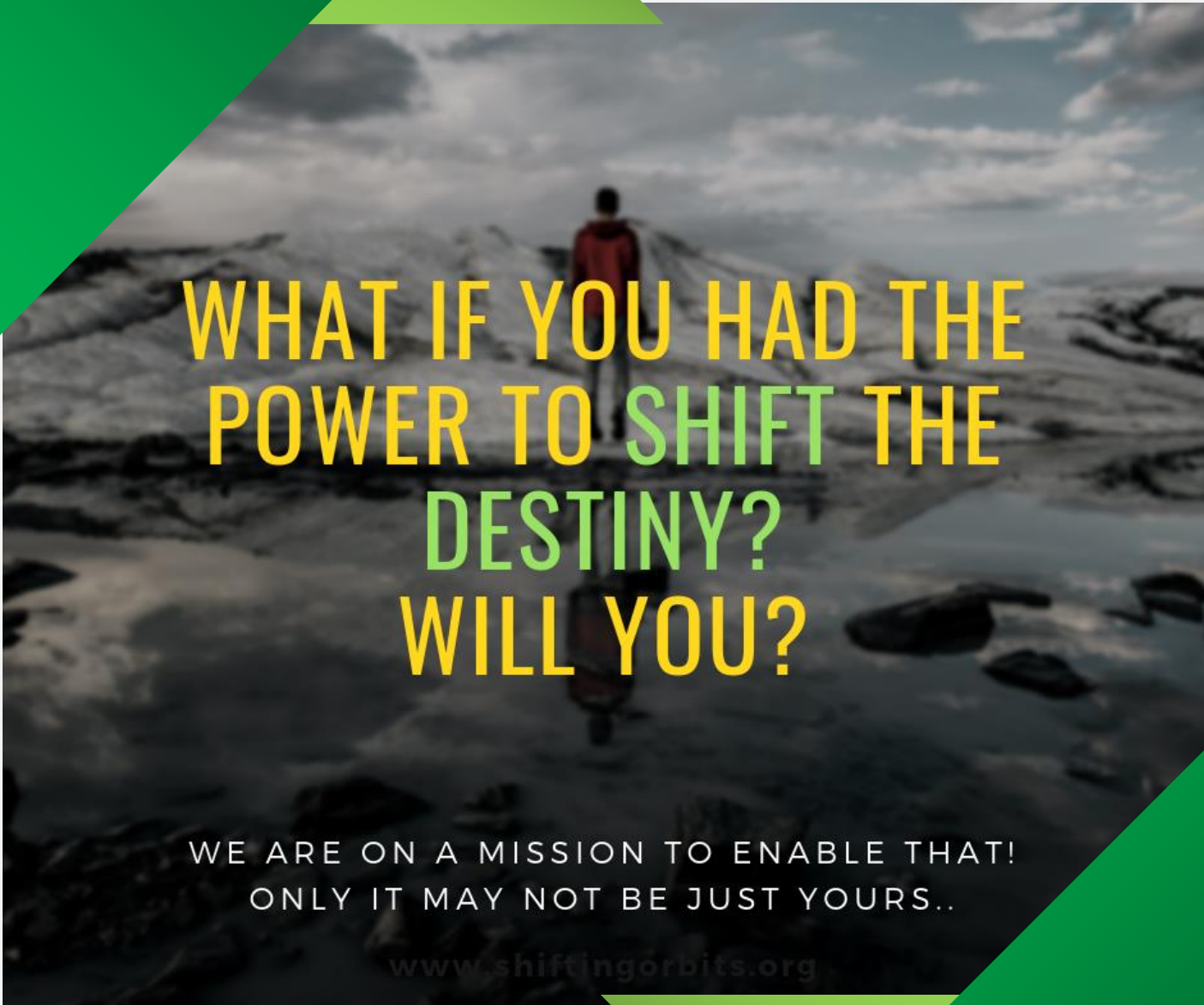
RAM
GANESAN

Investor and Trader
(USA)



HEMA
SUBRAMANIAN

Consultant
(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 are being 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 | Ananthkrishnan T | Balaji Aruru | Ram Ganesan | Venugopal S Iyer | Raman Rajamani | Lakshmi Shanker | Ram | Panjanathan B | Aruna Achanna | Hema Narayanan | Vijaya Sreekumar | Biju Davis | IQVIA | Anil Nair | Sridharan R | Aditya Sankaran | Vibhor Sharma | Pranita | Alstom | Priya Chirayath Padmanabhan | PM Shankar | Puneet Saxena | Vishal Varshney | Shailendra | Ramanan P | Sivagami R | Sheetal Doshi | Rashmi Shreya | Uma Shekar | iValue | Rajkumar H | Ronnee Wankadia | Delnaz Mistri | Poornima Ramaswamy | Frank Antonysamy | Manoj Kabre | Saikumar Chintala | Aparna Vedam | Vaani S | Roshan Thomas | Aditya Annadata

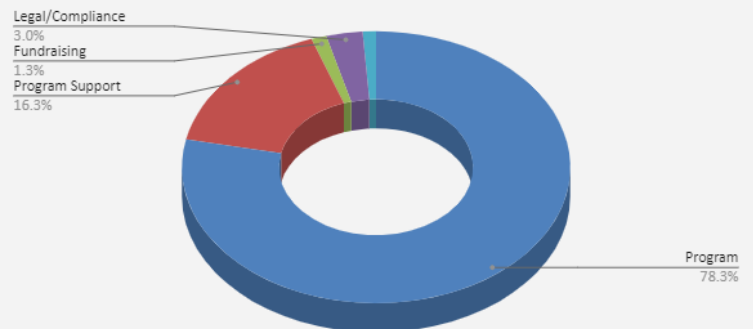
Split of our donor base FY2018 to FY2022

Donor Category	FY2018-2019	FY2019-2020	FY2020-2021	FY2021-2022
Corporate			Rs. 2,855,704.00	Rs. 8,466,210.00
Foundation/Scholarships			Rs. 3,000.00	Rs. 2,000.00
Individual	Rs. 5,000.00	Rs. 43,200.00	Rs. 85,503.00	Rs. 161,000.00
Individual/HNI	Rs. 26,000.00	Rs. 217,970.00	Rs. 341,993.00	Rs. 724,455.00
Trustees	Rs. 2,000.00	Rs. 93,300.00	Rs. 7,700.00	Rs. 25,785.00
Grand Total	Rs. 33,000.00	Rs. 354,470.00	Rs. 3,293,900.00	Rs. 9,379,450.00

The story of your contributions



For EVERY 1 rupee that SOF gets



Category	Sub Category	FY2018-2019	FY2019-2020	FY2020-2021	FY2021-2022
Program	Admin				
	Ed Fees	Rs.26,000.00	Rs. 256,275.0	Rs. 1,125,589.10	Rs. 2,616,464.44
	EdSupply Support				Rs. 89,866.00
	Field Trips/Events/Gifts			Rs. 2,222.00	Rs. 21,376.00
	Grocery Support				Rs. 325,650.00
	Infrastructure			Rs. 223,329.51	Rs. 176,787.00
	Learning Aids		Rs. 8,364.00	Rs. 159,193.34	Rs. 333,972.20
	Legal and Finance Charges			Rs. 55,550.75	Rs. 80,105.00
	Others			Rs. 97,000.00	Rs. 1,088.00
	Professional Services				Rs. 42,400.00
	Prog Mngmt				Rs. 71,675.00
	Program Support			Rs. 421,315.00	Rs. 586,248.00
	Rentals				Rs. 168,921.29
	Salary (Program Staff)			Rs. 313,905.31	Rs. 562,309.00
	Stationary / Printing		Rs. 250.00		Rs. 5,904.00
	Travel/ Fuel		Rs. 5,778.20	Rs. 5,000.00	Rs. 7,094.00
	Tuition/Coaching Fees			Rs. 17,500.00	Rs. 64,900.00
Program Total		Rs.26,000.00	Rs. 288,167.2	Rs. 2,468,005.01	Rs. 5,113,359.93
Non-Program	Admin		Rs. 1,450.00	Rs. 130.00	
	Field Trips/Events/Gifts				Rs. 5,000.00
	Fundraising and Promotions		Rs. 16,420.00	Rs. 13,873.00	Rs. 28,684.00
	Infrastructure			Rs. 1,248.00	
	Legal and Finance Charges		Rs. 22,800.00	Rs. 78,200.00	Rs. 82,338.90
	Others			Rs. 750.00	
	Professional Services			Rs. 198,820.00	Rs. 369,200.00
	Prog Mngmt				
	Rentals			Rs. 45,000.00	Rs. 108,500.00
	Stationary / Printing		Rs. 4,110.00	Rs. 480.00	
	Trainings			Rs. 500.00	
	Travel/ Fuel		Rs. 1,440.00		Rs. 300.00
Webhosting/ Email /Platform		Rs. 3,723.43	Rs. 18,966.78	Rs. 14,473.21	
Non-Program Total			Rs. 49,943.43	Rs. 357,967.78	Rs. 608,496.11
Grand Total		Rs.26,000.00	Rs. 338,110.6	Rs. 2,825,972.79	Rs. 5,721,856.04

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

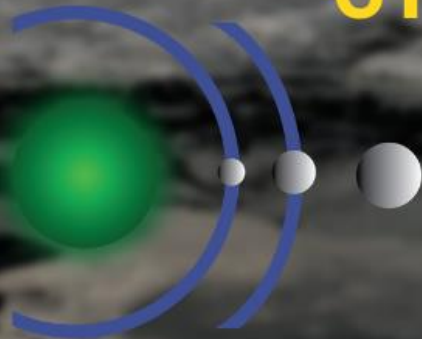
We want to

- 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

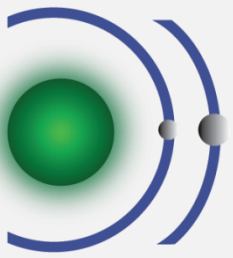
VISIT US @ WWW.SHIFTINGORBITS.ORG TO SEE HOW YOU CAN **DONATE**



SHIFTING ORBITS FOUNDATION



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



Shifting Orbits
Foundation

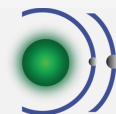
2022

Annual Report



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Foundation