



# 2018–2019 ANNUAL IMPACT REPORT



## A MESSAGE FROM OUR EXECUTIVE DIRECTOR

Now, more than ever, ZENworks Yoga is a powerful force to improve the physical and mental health of students in Northeast Ohio. As I reflect back on all we've accomplished throughout the 2018-2019 school year, I am filled with so much pride and gratitude. Our mission is to make a big impact on improving the lives of disadvantaged children and families, and with the help of our wonderful yoga instructors, the ZENworks staff, and so many supportive donors and community partners, we are certainly achieving those ambitions!

When I started ZENworks Yoga almost 10 years ago, the focus was entirely on in-school yoga programs for students, but as we've grown and worked with students and schools, we've come to see that Northeast Ohio is extremely unique, and the need is much broader than we could have imagined. The program is constantly evolving with input from the communities we serve, and our innovation has made us a leader and role model for other in-school programs across the nation.

We've adapted our program to meet new-found challenges students face more than ever before. We were awarded funding to expand our online content, and adapted our programs so all students, teachers, and families in our scholarship schools are granted FREE access to online programs throughout the entire school year. We began hosting workshops for educators, helping teachers understand how they can integrate yoga and mindfulness program into the school day to improve learning conditions for their students, and center themselves.

As we work to ensure organizational sustainability, we've increased in-person classes for our existing scholarship schools and added educator workshops for those in the community. We've reached more stakeholders than ever before, and are making more opportunities for corporations to provide scholarships for schools. We are continuing our close partnership with Cleveland State University's Department of Psychology and are able to apply evidence-based research to our curriculum development.

While we work our way into the 2019-20 school year, even more progress has been made. We've continued our commitment to Cleveland Metropolitan Schools, and were approved as a community based service provider for Say Yes to Education. We've expanded our reach to include inner-ring suburb schools in Euclid City Schools and Maple Heights City Schools, growing our influence and reach across in Northeast Ohio. We've added more opportunities for families to connect, offering more family resources than ever before. The dynamic support of the program empowers and encourages students for lifelong success.

As we strive to advance our mission and improve health and education equality for all, we have a continued commitment to expanding in-school programs within the schools we serve. We're aspiring towards reaching teachers outside of the schools we serve, knowing that educators have a profound effect on student outcomes. We are refining our family and community engagement strategies to support families and members of the community we personally serve. We will be giving continued support to online programming, aiming to make it more accessible for all schools and families. And of course, all of this is possible because of contributions from the community. Thank you for your dedication to our mission.



Sonya Patel,  
Founder and Executive Director, ZENworks Yoga

## OUR MISSION

To provide access to yoga and mindfulness programming for children and families in underserved schools and community organizations.

## OUR PROGRAMS



### IN-SCHOOL PROGRAMMING

reaches more than 3,000 students on a weekly basis. Each group receives 20 sessions.



### ONLINE PROGRAMMING

is available to all students, teachers, and families in the schools we serve.



### TEACHER PROGRAMMING

offers professional development and support to the educators that shape students' lives.



### FAMILY PROGRAMMING

offers after-school programs to inspire students and families to take time to stop, breathe and reset together.

ZENworks supports the student through access and community engagement

## OUR IMPACT



**3,500**  
STUDENTS



**800**  
TEACHERS



**20**  
SCHOOLS

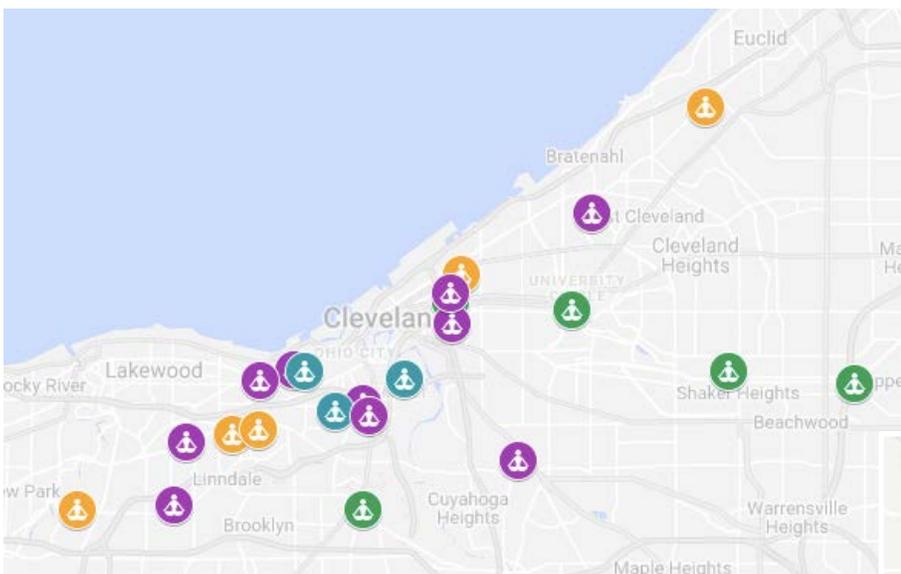
**10,744 MINUTES**  
OF ONLINE  
PROGRAMS UTILIZED

# THE POWER OF WORDS

Transcending gender, race, and socioeconomic status, yoga provides a fun, non-competitive way for students to pause, breathe, and reset. Students say the program makes them feel...

STRONG PEACEFUL  
COMFORTABLE HAPPY  
FUN HEALTHY AWESOME  
SAFE CALM NICE  
ENERGETIC GOOD FOCUSED  
REFRESHED CREATIVE COOL BETTER  
CONFIDENT RELAXED KIND

## OUR PRESENCE



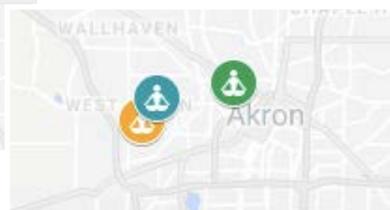
### 2018-2019 SCHOOL YEAR PROGRAM

**IMMERSION SCHOLARSHIP SCHOOLS**  
at least 4 hours of programming

**EMERSON SCHOLARSHIP SCHOOLS**  
between 2-3 hours

**NEW SCHOLARSHIP SCHOOLS**

**SELF-SUSTAINED PROGRAMS**



2019-2020 map can be found at [www.zenworksyoga.com](http://www.zenworksyoga.com)



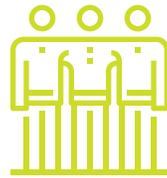


## STUDENTS SAID



79%

said yoga helped  
in life



62%

said yoga helped  
work together with  
teammates



64%

said yoga helped  
focus and pay  
attention more



70%

said yoga  
helped calm down  
when upset



72%

said they will use  
yoga in the future



*It's the breathing  
because it makes  
all my feelings just  
go away*

- SECOND-GRADE STUDENT



\*BASED ON 2018-2019 SCHOOL YEAR STUDENT AND TEACHER DATA



## TEACHERS SAID



**85%**

can get more teaching minutes in



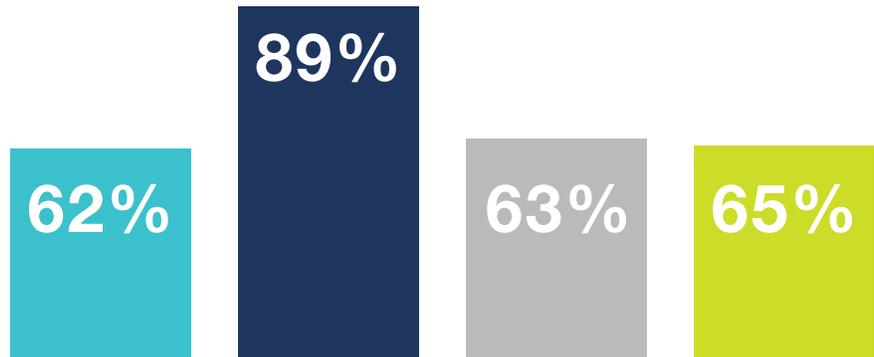
**68%**

better able to connect to with their students



**93%**

personally benefitted from the yoga sessions



“my students can often/almost always ...”

notice feelings

recognize and identify many different emotions

respect other peoples' feelings

be kind to themselves and others



*With yoga, it's a time that they can reach for that emotional support to make them take a step back, and pause and think about what has happened and they can move on.*

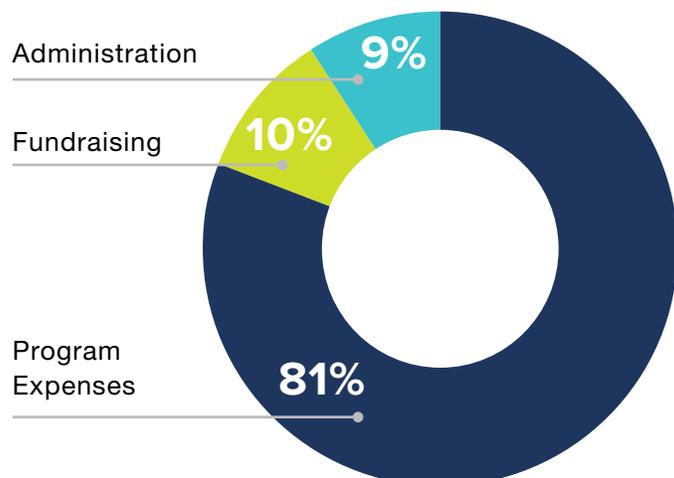
– SECOND-GRADE TEACHER



\*BASED ON 2018-2019 SCHOOL YEAR STUDENT AND TEACHER DATA

## FINANCIAL SUMMARY

For fiscal year 7/1/2018-6/30/2019



## REVENUE AND SUPPORT

Contributions & Grants	\$49,610
Fundraising Events	\$28,712
Program Service Fees	\$34,217
<b>Total Revenue</b>	<b>\$112,539</b>

## PROGRAMS AND OPERATING EXPENSES

Program Services	\$105,183
Fundraising	\$13,446
General & Administration	\$11,951 *
<b>Total Expenses</b>	<b>\$130,579</b>

## NET ASSETS

Beginning of Fiscal Year	\$34,193	per Balance Sheet - Unrestricted Net Assets
Change in Net Assets	\$(18,040)	Net Loss
<b>Total Net Assets</b>	<b>\$16,153</b>	

\* includes depreciation expense of \$4,928

The financial data is presented using the accrual method of accounting, which provides a historical, accurate overview of receipts, expenses, and earnings.

## CORPORATE AND FOUNDATION CONTRIBUTIONS

### 2018-19

Abington Foundation  
 Char & Chuck Fowler Foundation  
 Cleveland Foundation  
 Cyrus Eaton Foundation  
 Thomas White Foundation  
 Jakprints  
 Rock the House Entertainment  
 The Studio Cleveland  
 Spark Hotels

### 2019-20

Bicknell Fund  
 Martha Holden Jennings Foundation  
 Lululemon USA  
 Dwellworks

Visit [zenworksyoga.com](http://zenworksyoga.com)  
 for the list of all  
 individual and community  
**ZENmakers**



## SCHOOL SCHOLARSHIP PROGRAM

As a school sponsor, 100% of your monthly contribution directly to support yoga and mindfulness programs serving students, teachers, and families of schools in underserved communities throughout the Greater Cleveland and Akron area. Your scholarship provides essential life skills and helps build resilience to maintain physical and psychological wellness.

## BOARD OF DIRECTORS

### **TAMMY OLIVER**

Board President, Director of Project Development, Cleveland Metroparks

### **MEGAN JOHNSTON**

Vice President, Managing Director, Operations at Breakthrough Schools

### **KATHLEEN MURPHY**

Secretary & Treasurer, Assistant Vice President and Controller, Cleveland State University

### **LARAUN CLAYTON**

Program Director, Volunteers of America Ohio and Indiana

### **DANA DESANTIS**

Founder + Marketing Consultant, Brand Love LTD

### **SUZANNE HANSELMAN**

Partner, BakerHostetler

### **VICKI MCDONALD**

Communications Manager, JumpStart Inc.

### **SONYA PATEL**

Founder and Executive Director, ZENworks Yoga

To become a school sponsor, visit [zenworksyoga.com](http://zenworksyoga.com) or for more information email [sonya@zenworksyoga.com](mailto:sonya@zenworksyoga.com).



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