

Integrated Peace Arts

Annual Report 2015



Aikido, Tai Chi, Yoga, QiGong, Meditation, Weight Loss

2015 Letter:

2015 was a year of transition for us, but it was also a year of doing a lot of good in our community. I suspect many of our members do not know exactly how busy we are and what we do, so I thought this was a good opportunity to provide some information.

In 2014, we completed the formation of a nonprofit organization and moved our special needs program within it. We were able to continue the mission of making Aikido accessible to all people, including those with special needs.

Then in mid 2015 we moved the bulk of our programs into the nonprofit. We also moved locations and are operating without any partners, as we are no longer with the Shaolin group. So with the extra times available in our space, we launched Tai Chi, Qi Gong and Yoga classes along with our Mindful Life Weight Loss groups. I would like to thank Jason for his legal help to extricate us from the old lease at 77 Tarrytown Rd. We were being squeezed to accept the space with the Irish Dancers upstairs, and we never would have been able to launch these programs in such an environment.

Jennifer also completed her Yoga teacher training and started up her meditation classes again, but this time with Yoga as the preliminary practice. Generally, we are looking to add quality teachers similar

level to those we attend seminars with in Aikido. At present, Kim is teaching 4 classes per week, Matt Fass 1 class, Jennifer 2 classes per month.

We are actively adding Yoga workshops with high level teachers to benefit our entire community. Coming up, we have master teacher Athina Pride running a 6 week workshop "Yoga for a Pain Free Body and Stress Free Mind." We feel that this will be of particular benefit to martial artists looking to prevent injury, improve flexibility, and relax. We continue to be on the lookout for other such crossover programs.

As we are offering all programs ourselves, we were able to launch an aggressive family discount program, whereby once a family exceeds \$100/month, all of their additional programs are 50% off. We feel that health and wellness are family issues, and we want to make it possible for all members of the family to partake of these profound practices. We remain sensitive to the economic pressures of our times, and try to help families afford our services.

Current Programs:

For the well established Aikido program, we made good progress. Early in the year, Aikido journal Germany published an article by Stefan about his 3 year visit to our dojo. Also, 8 dojo members traveled to Virginia for a seminar with Mark Larson Sensei that all felt was extremely valuable.

In September I taught a class at the TAA east coast Gasshuku in Virginia. Then Nathalis traveled to Hoa Sensei's dojo to take his third dan test. He skipped second dan as per a conversation we had with Aikikai headquarters in Tokyo, and was tested on the complete Iwama weapons system. Hoa Sensei reported that his test was solid. Joseph also had a solid shodan exam in December during a seminar with Wolfgang Baumgartner Sensei.

From Sept to Dec, we had regular classes with Allesandro Tittarelli Sensei, 7th dan under Hitohiro Saito and chief instructor of his Italian federation. He provided quite a bit of insight along the way, and we also had Chris Picardo from the Brown Aikido Club in Rhode Island visit during his classes as well.

For most of the year we also worked with the JCCA, a local group home for children who were not able to find suitable foster homes. The program settled the children down and improved their health as well.

We have offered our programs off site. I was teaching Aikido at a private school in New Rochelle throughout the fall / winter.

Our weight loss program has seen members shrink back from obesity level BMI's and retreat from the early stages of diabetes. However, we have seen some confusion on the part of new clients. While our other programs naturally impart the importance of discipline, those interested in weight loss alone have a hard time grappling with the subject. Their alternatives have typically been Weight Watchers and Overeaters Anonymous, which do not have the same rigor. As a result, for the coming year we are integrating the Mindful Life Weight Loss program more closely with the other exercise and meditative disciplines.

For the past year, we have run the Mindful Life Weight Loss group in New Rochelle, NY every Tuesday afternoon. We have coached a group of people free of charge. We have not turned anyone away for lack of ability to pay. Members of this group struggle with diabetes, hypertension, gout, and other obesity related illnesses.

We have also added a meal delivery service focusing on unprocessed foods, which is more consistent with Yoga, Aikido and the meditative traditions. This type of food is difficult to come by in Westchester County, so it may be useful across all programs.

We did have two EFT Tapping sessions for weight loss, which were helpful and we are exploring the corporate wellness market to determine the extent it can be useful.

Kim offered a yoga class to the White Plains Girl Scouts, and the yoga for kids program is off to a good start, with classes held on Wednesdays at 4:50 pm and we are looking to add classes Tues / Thurs.

Our space continues to host the Chan Meditation Group once per month on Sundays. They teach Zen meditation by donation.

In December we sent four meditation instructors to the Open Door Medical Centers throughout the county, to teach a meditation class to help with stress reduction in medical personnel.

Free classes given and need based discounts in 2015:

Aikido	\$5,550*
Yoga	\$30
Weight loss	<u>\$5,740</u>
Total	\$11,330

*Excludes free materials given such as Gi's and wooden sword/staff for training.

Future Areas:

Given our larger staff of instructors, we are looking to offer parallel programs such as life and health coaching and well as spiritual coaching for those who are interested. There may be several possible instructors available. Kim has been working with individual clients coaching them in mindfulness-based tools. She has offered this service at reduced rates and sliding scale to those in need and in underserved areas.

We are open to expanding our programs into the corporate arena to focus on stress reduction and weight loss.

We are attempting to grow according to our imperative to benefit people using the profound principles as described in our corporate mission, using the skills of the people in our orbit who are willing to contribute.

Steve Kanney

Programs:

Aikido



Aikido is a traditional Japanese Martial Art that teaches compassion as the foundation for self defense. Conflicts are best resolved before violence erupts. The goal is not to defeat an opponent, but to change their spirit in a positive way. But should violence begin, Aikido teaches strategies such as returning the hostility to the attacker in the form of a throw or pin. The philosophy of Aikido can be used in all areas of life.

Aikido Westchester NY is affiliated with the main Aikido headquarters in Tokyo and follows in the powerful lineage of Morihiro Saito Sensei. Our Westchester dojo is supervised via the Takemusu Aikido Association.

Aikido Westchester NY is conveniently located with its own parking facility to serve the lower Westchester County region in areas such as Yonkers, New Rochelle, White Plains, Mount Vernon and the Bronx.

Tai Chi



Tai Chi and Chi Gung are the martial arts that is best known for its health benefits. But to gain the greatest health benefit, understanding the martial aspects can be very helpful. The slow movements allows one to inspect the same stances and postures as used in Aikido, and importantly develop the muscle memory to use these stances as needed. For this reason, the combination of both practices is quite useful for some.

Through in depth study of the movements and postures, one develops patience from which a deeper understanding and many benefits accrue. One finds the maximum efficiency and effectiveness is self defense, and can apply the same efficiency to other endeavors. Better health and happiness tend to be side effects as well.

Qi Gong



This formless style of QiGong (Energy Cultivation), is a manifestation of an ancient, Asian martial art. By using our simple, non-violent methods for independent practice, students can easily optimize their life experience on a daily basis. As we practice, our inner forces and consciousness will begin to harmonize by connecting with Qi (Chi),universal life-force energy, and noticeable change in us, should begin to occur.

This energy emanates from the Tao, the "Greater Consciousness", and reaches us through Nature.

QiGong instills in us the ability to engage directly with the flow of this dynamic force, which we can come to feel, see, sense and use for many purposes. QiGong can provide us with healing, strong immunity, greater creativity, balance, and heightened I.Q. "Special" abilities may also emerge in us. Evolution is enhanced through proper practice, and access to Universal Wisdom becomes ever more possible. We can also open-up hidden, innate talents, and put harmony, peacefulness and clarity within our reach. From our efforts, strong inner Chi can improve our personal relationships, move us intuitively toward better life choices, and even act as a shield or "buffer", when we are faced with potential danger.

Yoga



YOGA FOR A PAIN FREE BODY AND A STRESS-FREE MIND with ATHINA PRIDE

A 6-week sequence of yoga classes to help eliminate pain and discomfort in the whole body with special focus on tight and overworked muscles. The first five classes will cover the following key areas: the lower and upper back, neck and shoulders, feet, knees, legs and hips, hands, wrists, arms and chest. Each class will incorporate somatic movements to strengthen and realign the body, yin yoga to stretch tight fascia and muscles to improve flexibility, repetitive movements to increase strength and energy, and yoga nidra (guided relaxation) to relax the nervous system and mind. The last session will focus on restorative type yoga postures using the floor and the wall, and a longer Yoga Nidra session. Students will learn how to avoid unhealthy habitual movements and postural patterns in their bodies that tend to cause pain and discomfort, and will learn new take-home techniques to help them eliminate pain and stress. During these sessions we will also attune to the chakras (energy centers) that correspond to the different parts of our body. The end result will be a pain free body and a stress free mind. 6-Week Series on Saturdays

Still Mind Sequence - Open Level

In this slow, breath centered class you will quiet your mind and strengthen your body. The focus is on developing greater body/breath awareness, developing a sense of self-compassion, and allowing a space for relaxation and release. Students are encouraged to honor their bodies and practice at a pace that is comfortable to them. Modifications of poses are given. All levels are welcome.

Integral Yoga

This is a full Integral Yoga class encompassing pranayama, asana, chanting, and a generous yoga nidra (final relaxation). Students are guided along the path of yoga as a spiritual and physical discipline. This class is the perfect antidote to a long, stressful day. All levels are welcome.

Meditation

Jnanaprabha Jennifer Bobbe (RYT-200) will teach a full Integral Yoga basic class incorporating a complete yoga practice. The class is appropriate for all levels including new beginners. The goal of the class is an "easeful body, peaceful mind, useful life." It is intended as preparation for seated meditation and we will take this opportunity to engage in an optional seated meditation practice immediately following class.

Also, classes in Chan (Zen) are offered by the Chan Meditation Center monthly on Sundays.

Mindful Life Weight Loss



Holistic & Sustainable Weight Loss Programs

Our programs are rooted in mindfulness to help change your habits in a gentle and sustainable way. We offer three programs: Nutrition/Meal Delivery, Lifestyle Counseling, and Mindful Exercise. Everyone starts with two weeks of individual sessions (15 minutes each either in person or by phone). From there we tailor a plan selecting from the tools below. We discount heavily for participation in more than one of our programs.

How We Are Different

As 85% of people who lose weight gain it back, the CDC recognizes lifestyle change as a key component in sustainable weight loss. Lifestyle decisions originate in the mind, so professionally led counseling is

key. Our programs originated from the mindfulness / counseling disciplines. We are not a big box solution, but very personal and individualized. For many people, the stresses of an impersonal world and a big box culture actually contribute to weight problems.

Financials:

	Jan - Dec 15	Proforma 2015
Ordinary Income/Expense		
Income		
Direct Public Support		
Individ, Business Contributions	2,449.00	2,449.00
Total Direct Public Support	2,449.00	2,449.00
Other Types of Income		
Books	-24.00	-24.00
Gi Sales	50.00	50.00
Miscellaneous Revenue		
Annual Fee	70.00	440.00
Total Miscellaneous Revenue	70.00	440.00
Weapons	0.00	0.00
Other Types of Income - Other	32.00	32.00
Total Other Types of Income	128.00	498.00
Program Income		
Adult Aikido	12,715.00	22,250.25
Aikido JCCA	3,500.00	3,475.00
Aikido Special Needs	1,490.00	1,490.00
Kids Aikido	7,228.00	12,367.36
Mindful Life Weight Loss Groups	2,487.00	2,531.60
Mindful Life Weight Loss Ind	1,010.00	1,010.00
QiGong	-165.25	-265.25
Tai Chi	337.50	337.50
Yoga	-220.00	-582.20
Program Income - Other	345.00	345.00
Total Program Income	28,727.25	42,959.26
Total Income	31,304.25	45,906.26
Gross Profit	31,304.25	45,906.26
Expense		

Advertising	2,464.02	3,109.06
Banking		
Paypal	1.26	1.26
Banking - Other	132.33	171.33
Total Banking	133.59	172.59
Facilities and Equipment		
Rent, Parking, Utilities		
Instruction	12,510.00	7,731.00
Rent, Parking, Utilities - Other	10,582.04	30,880.68
Total Rent, Parking, Utilities	23,092.04	
Yoga Equipment	660.14	
Total Facilities and Equipment	23,752.18	38,611.68
Operations		
Aikido Seminar	1,279.00	1,530.72
Meditation Classes	270.00	1,158.98
Printing and Copying	200.00	200.00
Total Operations	1,749.00	2,889.70
Other Types of Expenses		
Insurance - Liability, D and O	433.92	994.87
Other Costs	500.00	
Total Other Types of Expenses	933.92	994.87
Reconciliation Discrepancies	-5.00	-5.00
Travel and Meetings		
Travel	233.50	233.50
Total Travel and Meetings	233.50	233.50
Total Expense	29,261.21	46,006.40
Net Ordinary Income	2,043.04	-100.14
Net Income	2,043.04	-100.14

Discussion:

While the financial statement above (left) represents the full year of 2015, the primary operations were only present from June 1. Also, the financials were artificially inflated due to the fact that we did not

have to pay any rent for the three months from 5/15 to 8/15. The column titled proforma combines the income statements of the nonprofit with its predecessor and adjusts for move related costs. Specifically, move related expenses are eliminated and the assumed rent is the current rent for the full 12 months.

Note that payments to outside instructors in Yoga and QiGong are applied against revenues under program income. The highlighted column for instruction represents the payments made for the efforts of two board members (Steve Kanney & Kim Gold) for the year 2015. A financial objective for the organization is to become sustainable through offering reasonable compensation to attract instructors in Aikido as well as other disciplines. Sustainability is not just important for this dojo. It sets an important structure for future generations of Aikido instructors, including those from this dojo.

The first stage in making the organization sustainable is to reduce the workload to roughly 20 hours/week for the Aikido Instructor (10-15 hours class time) and simultaneously increase the salary to roughly \$24,000/year. This should be done in addition to paying outside instructors \$50/class, which is the current structure. By providing compensation at roughly this level, the center will have an opportunity to attract quality instruction on an ongoing basis in Aikido as well as other disciplines. The first quarter of this year appears to be demonstrating that our new location, new programs and our advertising discounts as a nonprofit are taking hold. Should current trends continue, our goal should be within reach in the intermediate term.