Empowering Access to Higher Education through a Circular Economy Solution

“Education is the cornerstone of liberty.”
- Eleanor Roosevelt

2018
Welcome from President, CEO and First Scholarship Recipient

Dear Friends,

EALgreen’s mission is to lower the financial barriers to a college education. Student debt exceeded $1.5 trillion in 2018 with the average student owing more than $28,000 at graduation. More than 10 percent of these borrowers will default never able to overcome the burden with which they began their professional lives. EAL helps to minimize this burden. With donated inventory, materials and supplies, our organization generates both funding for student financial aid and savings for colleges across the U.S. During 2018, we proudly launched a California-based operation to partner with corporate and educational partners on the West Coast.

The idea behind EAL is unique and without precedent. Developed as a supply-chain enterprise, EAL provides a solution for surplus inventory providing donors an efficient channel to meet Corporate Responsibility and Sustainability goals without increasing charitable giving budgets. Powering its own circular economy, EAL redirects “like new” surplus materials to a growing and diverse network of 50 environmentally-minded campuses. Colleges and universities are like small cities. Our partners use EAL’s inventory of products and supplies to lower their operating costs. Savings are paid forward to students in the form of tuition discounts. Once a year, EAL makes additional contributions in the form of cash awards to participating institutions providing even more resources to help students graduate with less debt.

When EAL began 37 years ago, neither the business world nor higher education could have predicted the extraordinary levels to which surplus inventory or student debt would grow. But for the 17,447 students who graduated with little or no debt and for donor partners who have embraced a new kind of corporate philanthropy, EAL exemplifies a solution that works. We invite you to explore our 2018 Impact Report dedicated to the extraordinary students’ whose lives have been transformed by achieving EAL’s mission this year.

Thank you for your generosity and support!

Claudia Freed, President and CEO and 1st EAL Scholarship Recipient

EAL creates scholarships and educational opportunities for financially disadvantaged students at post-secondary institutions through placement of donated inventory and other resources.

– EALgreen Mission

Visit www.EALgreen.org for more information
A Feel Good Commencement Story of Impact Made Possible by EALgreen

The higher education journey of hard work and sacrifice culminates in a single, once-in-a-lifetime ceremony; BUT students’ bills must be paid in full for the honor of participating in Commencement.

Students who wouldn’t be able to wear caps and gowns to Graduation.

- 41 Students
- 3 of the 41 students owed just $100.
- The largest bill = $741
- Average = $366

$15,007.73

A special scholarship distribution from EAL

Financial aid directors frequently share acknowledgement letters from students. Many paint amazing stories about the impact of EAL’s mission. Whether happy, sad or triumphant, EAL Scholars share stories of gratitude for EAL’s contribution to achieving their dreams.

EAL coordinates a circular economy business model that generates funding for student scholarships while providing self-sufficiency for its own nonprofit operations. To date, EAL has awarded $24.4 million in assistance to students.

Dear EALgreen
Board of Directors...

Faculty member, Mrs. Darlene Swanson, would call my name at least once or twice a year since I left school in 2013—one class short of graduation—to become a Navy SEAL. I was always floored by how much she cared. EALgreen know that you are donating to an institution that truly cares about the success of their students.

Alexander – Criminal Justice

When I received the email that EALgreen was paying the balance on my account, I was caught off guard and lost for words. I went to my apartment and cried.

Goldene – Multimedia Communication

Because of your gift, I am one step closer to fulfilling that dream and being in my own classroom educating the future of America. Thank you again for your generosity.

Makaila – Elementary Education

This donation was so helpful for me because I am paying for my entire education on my own. Olivet is a great school, but student loans are a huge problem for my generation making it hard to start a family or life in general. EAL has helped alleviate some of that stress, and I greatly appreciate it.

Andrew – Civil and Architectural Engineer

Because of your donation, I will be able to graduate in May. I want to work in family services with children affected by abuse and neglect. I, myself, was raised in foster care. You are helping me change my family history as its first college graduate.

LaRita – Criminal Justice

Your generosity doesn’t only lift the burden off me, but also off of my family. I am incredibly grateful for everything that you do and for your generosity.

Zach – Pastoral Ministry

Financial Aid Director with Imagination:
Greg Bruner
Olivet Nazarene University

Visit www.EALgreen.org for more information
EALgreen began its journey with a donation of two motors from Chicago’s own leading global industrial supply company. Through this partnership, W. W. Grainger, Inc. extends its significant impact on the business world to the lives of students who are seeking to achieve their dreams through higher education. This model flourishes for all those involved. So much so that EALgreen recently established a second fulfillment center in California to bring the benefits of EAL’s mission to west coast students and their families. The wonderful products available allow EAL’s campus partners to complete projects cost-effectively while underwriting scholarships for students with financial need. Partners say they “Think EAL first.” Products in high demand by EAL’s IHE partners include consumables and project-based fixed assets.

Black Box is an industry leader of “Everything you need to build, manage, optimize and secure your network.” IHEs eagerly order Black Box products to equip their information technology departments.
Selected Corporate Partners’ Profiles and Sample Inventory Items

During the 80 years of AFX’s journey from founder to present, the company demonstrates an entrepreneurial spirit and a commitment to energy efficiency and earth-friendly best practices. It’s a natural collaboration to partner with EAL. “When you consider lighting, be original, be bold, be environmentally smart. Choose AFX.”

Blue Cross Blue Shield serves as a pioneer in the health care industry and as both a founder and role model in the corporate responsibility movement in Chicago and beyond. During 2018, Blue Cross Blue Shield partnered with EAL by donating gently used bins to collect recyclables. These receptacles went from homes in offices to new homes on college and university campuses.

A fortunate introduction provided an opportunity for Lennox, one of the HVAC’s industry leaders to incorporate product donations into its supply chain and management of out-of-date inventory. This first-time innovative collaboration between EAL and Lennox embraces new ways of thinking about marketing, manufacturing and smart technology that make it possible to extend the life of major items of equipment through repurposing.
Creating Impact with Our Partners in Higher Education

<table>
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<tr>
<th>PARTNER COLLEGES</th>
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<tbody>
<tr>
<td>PARK UNIVERSITY</td>
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<tr>
<td>ROOSEVELT UNIVERSITY</td>
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<td>Yeshiva Derech Chaim</td>
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<td>Davenport University</td>
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<td>Lubbock Christian University</td>
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<tr>
<td>Calumet College of St. Joseph</td>
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<tr>
<td>Jacksonville College of Nursing</td>
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<tr>
<td>Beloit College</td>
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<tr>
<td>Tiffin University</td>
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<tr>
<td>TRINITY INTERNATIONAL UNIVERSITY</td>
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<tr>
<td>Danville Area Community College</td>
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<tr>
<td>JUDSON UNIVERSITY</td>
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<tr>
<td>Gwynedd Mercy University</td>
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<td>GRACELAND UNIVERSITY</td>
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<tr>
<td>BLACKHAWK COLLEGE</td>
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<tr>
<td>Ashland University</td>
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<tr>
<td>William Penn University</td>
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<tr>
<td>Roberts Wesleyan College</td>
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<tr>
<td>Olivet Nazarene University</td>
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<tr>
<td>Bethel College &amp; Seminary</td>
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<tr>
<td>Houghton College</td>
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<tr>
<td>Maryville College</td>
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<tr>
<td>Lakeland College</td>
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<tr>
<td>Dominican University</td>
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<tr>
<td>Monmouth College</td>
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<tr>
<td>St. Augustine College</td>
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<tr>
<td>BUTLER University</td>
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<tr>
<td>Trinity Christian College</td>
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<tr>
<td>Otterbein University</td>
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<tr>
<td>Capital University</td>
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<tr>
<td>Olivet College</td>
</tr>
<tr>
<td>Elmhurst College</td>
</tr>
<tr>
<td>McPherson College</td>
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<tr>
<td>NORTHLAND COLLEGE</td>
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<tr>
<td>SAmbrose University</td>
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<tr>
<td>SAIC School of the Art Institute of Chicago</td>
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<tr>
<td>Madonna University</td>
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<tr>
<td>Rio Grande Baptist Bible College and Theological Seminary</td>
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<tr>
<td>Lee University</td>
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<tr>
<td>Manhattan School of Music</td>
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<tr>
<td>NORTH PARK UNIVERSITY CHICAGO</td>
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<tr>
<td>Quincy University</td>
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</tbody>
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Visit [www.EALgreen.org](http://www.EALgreen.org) for more information
2018 Higher Education Partners’ Locations

ILLINOIS
Danville Area Community College
Danville
Dominican University
River Forest
Elmhurst College
Elmhurst
Judson University
Elgin
North Park University
Chicago
Olivet Nazarene University
Bourbonnais
Quincy University
Quincy
Robert Morris University
Chicago
Roosevelt University
Chicago
School of The Art Institute of Chicago
Chicago
Trinity Christian College
Palos Heights
Trinity International University
Deerfield
University of Saint Mary of the Lake
Mundelein

INDIANA
Bethel College
Mishawaka
Butler University
Indianapolis
Calumet College of St. Joseph
Whiting
Grace College/Theo. Sem.
Winona Lake
Saint Mary’s College
Notre Dame

IOWA
Faith Baptist Bible College
Ankeny
and Theological Seminary

KANSAS
McPherson College
McPherson

MICHIGAN
Davenport University
Grand Rapids
Madonna University
Lionia

NEBRASKA
Nebraska Indian Community College
Macy

NEW YORK
Houghton College
Houghton College
Manhattan School of Music
Lamoni

OHIO
Ashland University
Ashland
Capital University
Columbus
Defiance College
Defiance
Ohio Northern University
Ada

PENNSYLVANIA
Gwynedd-Mercy University
Scranton
Yeshivath Beth Moshe
Scranton

TENNESSEE
Lee University
Cleveland
Maryville College
Maryville

TEXAS
Jacksonville College
Jacksonville
Lubbock Christian University
Lubbock

VERMONT
Southern Vermont College
Bennington (Closed)
Sterling College
Craftsbury Common

WISCONSIN
Beloit College
Beloit
Lakeland University
Sheboygan
Northland College
Ashland

Visit www.EALgreen.org for more information
The Case for EAL's mission

The world as we know it is facing significant demands for new ideas and new solutions. Resources must be focused on alleviating poverty, lack of education, lack of access to health care. And each of these major crises are reaching a demand for attention simultaneously. This tremendous challenge also provides business with an opportunity to create a new economy in which social entrepreneurship plays a significant role. EALgreen originates its own contribution to these challenges as it implements its mission to assist students with financial need to graduate with less debt. The EAL model supports sustainability in multiple ways. Goals 4, 12 and 17 of the United Nations SDGs and the circular economy’s opportunity to think in terms of the impact on people and planet as well as profit.

Visit www.EALgreen.org for more information
How the Model Works: Inventory and Monetary Awards

**HOW IT WORKS**

**INVENTORY SCHOLARSHIPS**

- Corporate Donor with excess inventory donates to EALgreen
- EALgreen ships product to EALgreen Fulfillment Center
- EALgreen’s IHE Partner orders donated products on-line
- EAL ships products to campus
- EALgreen tracks Partner savings on-line
- Financial Aid selects students
- Financial Aid awards EALgreen Scholarships

Celebrating 10 Years of Direct Cash Scholarships

- $800,000
- $600,000
- $400,000
- $200,000


Visit [www.EALgreen.org](http://www.EALgreen.org) for more information
Featured EAL Scholars and Mission Impact

Olivet has gone out of its way to bring in Social Workers who have experience within a variety of fields providing an understanding of what the job entails. Hearing these experiences has helped me know that every day is different in the life of a Social Worker.”

Britney Zehr
Muskegon, Michigan
Olivet Nazarene University

Although my family has been helpful, most of my finances have come from work causing me to truly appreciate the education I have been receiving at Faith. I see (the EAL Scholarship) as a gift to use and enjoy as it allows me to further my education.

Malisa Bounkhong
Tripoli, Iowa
Faith Baptist Bible College and Seminary

The best part of my college experience is the relationships that I have formed. I truly feel that I’m getting the most out of my experience.

Emelina Mancha
Crete, Illinois
Olivet Nazarene University

It is a shared family dream for me to pursue a college education.

Bonny Alejandro Figueroa Chavez
El Cajon, California
Lakeland University

When I met my MSM teacher, I knew I had to study with her—we clicked instantly. After my MSM audition, I remember feeling that I could make this place my home. Opening my acceptance and the generous scholarship made my dream a reality. There is no way to describe that feeling in words...maybe that’s why I play music.

Liana Hoffman
Coral Springs, Florida
Manhattan School of Music

I know without the financial assistance of the EAL Scholarship, I would not be able to pursue my academic goals, influence my peers or continue to participate in my leadership roles at QU. I am extremely grateful.

Kadiatou Bah
Chicago, Illinois
Quincy University

Lee University requires us to complete 80 hours of community service to graduate. Though it is a requirement I really do enjoy helping people in my local community. My favorite thing to do is attend Urban Outreach with SLC at Lee. It’s a weekend with my classmates dedicated to service in cities near ours.

Stephanie Little
Elkton, Florida
Lee University

I think one of the most amazing experiences of college is meeting many new people and making lifelong friends. I volunteered with Habitat for Humanity and was involved by volunteering on some Saturday mornings to help with building a Habitat house or working on other construction projects for people in the Pembroke community.

Soren Johnson
Wheaton, Illinois
Olivet Nazarene University

Please visit our website www.ealgreen.org to learn how your institution can become part of the EAL network that creates positive outcomes in the community.

For more information, please call us at 630-690-0010 or contact us at info@ealgreen.org
## 2017 – 2018 Financial Statements

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>DIFFERENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>$3,647,625</td>
<td>$3,302,577</td>
<td>$345,048</td>
</tr>
<tr>
<td>Investment income</td>
<td>$2,089</td>
<td>$1,294</td>
<td>$795</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>$3,649,714</td>
<td>3,303,871</td>
<td>$345,843</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>$2,923,305</td>
<td>$2,696,127</td>
<td>$227,178</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$268,256</td>
<td>$252,033</td>
<td>$16,223</td>
</tr>
<tr>
<td>Administration</td>
<td>$249,448</td>
<td>$218,311</td>
<td>$31,137</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$3,441,009</td>
<td>$3,166,471</td>
<td>$274,538</td>
</tr>
<tr>
<td><strong>NET ASSETS OR FUND BALANCES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue less expenses</td>
<td>$208,705</td>
<td>$137,400</td>
<td>$71,305</td>
</tr>
<tr>
<td>Total assets at end of year</td>
<td>$1,938,624</td>
<td>$1,706,383</td>
<td>$232,241</td>
</tr>
<tr>
<td>Total liabilities at end of year</td>
<td>$67,967</td>
<td>$44,431</td>
<td>$23,536</td>
</tr>
<tr>
<td>Net assets/fund balances at end of year</td>
<td>$1,870,657</td>
<td>$1,661,952</td>
<td>$208,705</td>
</tr>
</tbody>
</table>

For a complete copy of EALgreen’s 990 Tax Form, please visit [www.ealgreen.org](http://www.ealgreen.org)

“What gets measured gets improved.”
– Peter Drucker
“If you want to grow, find a good opportunity. Today, if you want to be a great company, think about what social problem you could solve.”

– Jack Ma

“The flexibility provided by EAL is incredibly helpful and very much appreciated—we have very few funds that can be used this way.”

– Daniel A. DiBiasio
President,
Ohio Northern University