Empowering Access to Higher Education through a Circular Economy Solution

“By 2030, nobody talks about the circular economy; it’s just the economy.”

– Leaanne Kemp, CEO, Everledger
Welcome from President, CEO and First 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

Dear Friends,

The mission of EALgreen remains indispensable. As I write to you, the world confronts a health pandemic inflicting incalculable loss of life and economic opportunity on us all. EAL’s generous donors and educational partners together with our dedicated Board members and professional staff persist to ensure safe and healthy operations. For EALgreen, “Education is job #1”.

As the world struggles with the impact of the Covid-19 virus, we at EALgreen recognize the need to help financially-vulnerable students through support of the colleges and universities they attend. Committed to continuing to operate our unique business model, we are determined to bridge the financial chasm separating those students who can afford an education or those who cannot.

Developed by two entrepreneurs motivated to “pay it forward,” EAL’s business model embraces innovation. Built as a supply-chain solution for managing excess inventory, EAL redirects like new, scratched, and dented materials to a growing network of diverse campuses. Savvy institutions stretch budgets by lowering their infrastructure operating costs through partnership with EAL. In addition, these fiscally-progressive colleges engage a Circular Economy designed to support the environment. Savings generated through collaboration are paid forward to students as financial aid, in the true spirit of EAL. The Board also authorizes monetary distributions—11 times thus far—for campus partners to award as additional scholarships for eligible students making it possible for them to limit the amount of debt they must accept on their way to a degree.

EAL proudly contributed more than $3.9 million in financial aid during 2019. In total, 907 students advanced their academic goals with EAL’s assistance. We introduce you to a cohort of EAL Scholars from across the nation in the pages of this Impact Report.

These amazing students deserve a world where prosperity and opportunity abound – regardless of social class. As a society, we must not surrender to the pandemic’s ruinous effort to derail the planet or our lives. Certainly not the lives of those students charged with building the next version of the world we share.

EALgreen enters the third decade of the 21st century with audacious plans to grow its community of supply chain experts, philanthropists and product donors. We will continue to fulfill the mission and the principles upon which EALgreen was founded 38 years ago.

Thank you for your generosity and support!

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

Visit www.EALgreen.org for more information
Education Transforms Lives

**BY THE NUMBERS**

EALGREEN’S IMPACT 2019

**907 STUDENTS**

FROM **50 COLLEGES AND UNIVERSITIES**

$**3,378 AVERAGE SCHOLARSHIP**

**DEGREES EARNED**

STEM, Health Sciences, Accounting, Sports Management, Criminal Justice, Advanced Manufacturing, Marketing & Communications and Elementary Education

**DIVERSITY**

- 555 FEMALE
- 352 MALE
- 472 INVENTORY SCHOLARSHIPS
- 435 CASH SCHOLARSHIPS
- 184 FRESHMEN
- 244 SOPHOMORES
- 188 JUNIORS
- 291 SENIORS

**FOR MANY EAL SCHOLARS, A SCHOLARSHIP MAKES IT POSSIBLE TO ATTEND COLLEGE.**

**AMERICAN INDIAN OR ALASKA NATIVE**

- BLACK OR AFRICAN AMERICAN
- HISPANIC/LATINO OF ANY RACE
- MULTI-RACIAL
- NATIVE HAWAIIAN OR PACIFIC ISLANDER
- WHITE

**EAL CAMPUS PARTNERS**

INCLUDE FOUR-YEAR LIBERAL ARTS COLLEGES, HEALTH SCIENCE UNIVERSITIES, COMPREHENSIVE UNIVERSITIES, NATIVE AMERICAN COLLEGES, COMMUNITY COLLEGES, MUSIC CONSERVATORIES, HEALTH SCIENCE UNIVERSITIES AND GRADUATE SCHOOLS IN 18 STATES ENROLLING STUDENTS FROM ACROSS THE COUNTRY.

**SINCE 1982, 18,336 EAL SCHOLARS RECEIVED FINANCIAL ASSISTANCE TO OBTAIN A COLLEGE EDUCATION, GRADUATE WITH LESS DEBT AND BECOME CONTRIBUTING MEMBERS OF SOCIETY.**

Visit [www.EALgreen.org](http://www.EALgreen.org) for more information
EALgreen welcomed Clarke as a first-time donor of items that support the delivery of STEM programs across multiple academic disciplines. Clarke’s items offer opportunities for savings to those ordering for lab sciences of liberal arts campuses as well as special focus institutions like health sciences. EAL was delighted to affiliate with a company that expresses such a direct commitment to sustainability: We recognize that every action we take, big or small, can directly impact the environment and significantly affect future generations. — J. Lyell Clarke III, President & CEO.

Responding the needs and expectations of customers, AFX is advancing the use of sustainable LED lighting solutions with the focus of enhancing the performance and quality of light in any space illuminated by AFX products.

In addition to EAL’s direct contributions, we learned that our campus partners and EAL Scholars (see Troy Hoita’s story on page 9) were involved in many thoughtful and innovative activities to offer solutions to confronting the pandemic.
EALgreen’s journey to become a supply chain solution, a social enterprise model and a philanthropic partner—a triple-bottom investment—was driven by its partnership with W.W. Grainger, the first donor and continuing stakeholder. A pioneer in the field of corporate social responsibility and the evolution of the concept of the circular economy, it was the partnership with Grainger that served as the catalyst for EAL to embrace its role in reverse logistics as a robust compliment to its founding mission to assist students who are pursuing a degree in higher graduation so that they are able to graduate with as little debt as possible. Within the past year, EAL has begun to engage those taking positions on campuses that include Sustainability as part of the title. This allows these campus leaders to integrate EAL’s metrics into their efforts to decrease the carbon footprint and to quantify that they are active participants in the work to reuse, repurpose and recycle.

Black Box intends to be the easiest and best place for the higher education community and other market segments to create solutions that optimize communications and infrastructure networks.

Since this 2019 Impact Report is scheduled to publish during the pandemic, we want to share a thumbnail of what EALgreen is doing to respond to the crisis through which we are all living. First, EAL collected Personal Protective Equipment and made donations to the health departments serving the areas where EAL’s two fulfillment centers operate.
Colleges and Universities Making a Difference in the Circular Economy

PARTNER COLLEGES

Welcoming EALgreen's 2019 New Partners

Visit www.EALgreen.org for more information
Growing EAL’s Higher Education Network of Partnerships

Visit www.EALgreen.org for more information
HOW IT WORKS
INVENTORY SCHOLARSHIPS

Expanding the College Network

EAL began building the relationships on college and university campuses in the offices of the buildings and grounds or facilities team. The ability to work with authorized users is only limited by our shared imagination to consider who on campus can benefit from saving money on supplies and equipment while growing financial aid resources for students whom the colleges and universities strive to assist. EAL’s affiliations on campus over nearly four decades continue to grow to assist other administrative and faculty offices including even one law school! Come meet new stakeholders!

Sustainability

EAL celebrates and strengthens the sustainability achievements of its campus partners... Beloit’s launch of The Powerhouse, a first-of-its-kind sustainable design interlacing student life spaces with recreational facilities that connects campus and community... Eight Association for the Advancement of Sustainability in Higher Education Meals including Gold for Northland and Silver for Beloit, Carleton and Maryville... each partner with an administrator who identifies and provides visibility to activities that strive to make positive choices for the environment throughout the campus including the earth-friendly procurement decisions made possible through a national network of partnerships with EALgreen.

Student Workshops and the Arts

Ashley Lamb, the Metal Shop Manager for the School of the Art Institute, met EAL when she joined the School of the Art Institute. Last summer she became a Board member for the Student Shop Managers Consortium, she described the benefits of an EAL partnership in a blog that goes to 400 SSMC colleagues. This act of sharing brought EAL to the attention of multiple new prospective partners and was the original contact leading to Carleton College joining the EAL network.

Advancement

EAL partnerships qualify as long-term: often 10, 20 and even 30 years. These enduring affiliations are frequently valued at more than a million dollars in products and financial support. We’re building a network-wide list of advancement colleagues. If we haven’t already reached out to identify the administrator that would be most interested in EAL’s role as a donor, we will be inviting you to designate a contact soon.

Scholarship Impact

[Bar chart showing the impact of scholarships from 2015 to 2019, with a total of $2,500,000]
Meet Our EAL Scholars

Daniela Aponte  
Hometown: Chicago, IL  
Gwendolyn Brooks College Preparatory Academy  
Beloit College  
Wisconsin  
Learning towards the Arts

Kathryn Ruotsi  
Hometown: Gurnee, IL  
Warren Township High School  
Calumet College of St. Joseph  
Indiana  
Elementary Education

Asa CrossDog  
Hometown: Sioux City, IA  
Flandreau Indian School  
Nebraska Indian Community College  
Nebraska

Makenzie Snyder  
Hometown: Toulon, IL  
Stark County High School  
Blackhawk College East Campus  
Illinois  
Environmental Sciences and Natural Resources

Alex Santillan  
Hometown: Oswego, IL  
Oswego East High School  
North Park College  
Illinois  
Business & Economics with a focus in Marketing and Sports Management

My sophomore year of nursing will be one of those “I know where I was” moments because of the COVID-19 pandemic. In addition to suddenly not being able to go to class and studying on-line as of March 23, I will also remember working for 585 Rockin’ Burger Bar in Rochester to prepare family-style meals for carry out and trays of food for donation to the ICU/2400 staff at Unity Hospital in Greece, New York.

— Troy Hoita  
Churchville, New York  
Roberts Wesleyan College

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

<table>
<thead>
<tr>
<th>Scholarship Type</th>
<th>University</th>
<th>City</th>
<th>Program</th>
<th>Scholarship Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>EAL Scholarship</td>
<td>Olivet College</td>
<td>Battle Creek, Michigan</td>
<td>Mekenzie Lamb</td>
<td>15 years of experience including seven as a US Marine and positions as personal trainer and fitness instructor to the study of chiropractic medicine. The opportunity to share in receiving the first EAL Scholarship awarded to SCUHS makes it easier to commit to the rotations required to complete my degree when I simply don’t have enough time to hold down another job.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Southern California University of Health Sciences</td>
<td>Christopher Netley</td>
<td></td>
<td>I bring 15 years of experience including seven as a US Marine and positions as personal trainer and fitness instructor to the study of chiropractic medicine. The opportunity to share in receiving the first EAL Scholarship awarded to SCUHS makes it easier to commit to the rotations required to complete my degree when I simply don’t have enough time to hold down another job.</td>
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<td>EAL Scholarship</td>
<td>Olivet College</td>
<td>Mekenzie Lamb</td>
<td></td>
<td>The 2018 valedictorian of his Humboldt Senior High School class, Chris chose Mayville College because it was the right fit. &quot;In addition to the EAL Scholarship, the first two years of my academic journey has been assisted by two awards sponsored, separately, by the Maryville’s Dean and the Music Department (I play the Euphonium).&quot; He works on campus during the year and in retail during the summer. “My dream job would be owning my own counseling center and work with clients of all ages.”</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Humboldt, Tennessee</td>
<td>Christopher Léonté Bryson</td>
<td></td>
<td>I want to become a nurse because I have always had an interest in the history of medicine. It has come so far in such a short period of time and continues to change. I find it so fascinating and intriguing to be part of making a difference and expanding my knowledge in the nursing/medical field. The EAL Scholarship helped me to continue my education by providing a moment of relief during the stressful period of managing nursing school and my family’s unanticipated need to relocate.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Elmhurst College</td>
<td>Jessica Moran</td>
<td></td>
<td>I want to teach. Because I’ve benefitted from mentoring and assistance in overcoming obstacles while attending high school, I think I can help kids overcome the challenges they face. I attended Danville High School and once I finish my Associate's degree, I plan to transfer and complete a Bachelor’s degree in Education. The EAL Scholarship makes it easier, financially, for me to finish the first two years and to move on to my junior and senior years.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Olivet Nazarene University</td>
<td>Jessica Parr</td>
<td></td>
<td>I want to become a nurse because I have always had an interest in the history of medicine. It has come so far in such a short period of time and continues to change. I find it so fascinating and intriguing to be part of making a difference and expanding my knowledge in the nursing/medical field. The EAL Scholarship helped me to continue my education by providing a moment of relief during the stressful period of managing nursing school and my family’s unanticipated need to relocate.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Danville Area Community College</td>
<td>Justin Henderson</td>
<td></td>
<td>I want to teach. Because I’ve benefitted from mentoring and assistance in overcoming obstacles while attending high school, I think I can help kids overcome the challenges they face. I attended Danville High School and once I finish my Associate’s degree, I plan to transfer and complete a Bachelor’s degree in Education. The EAL Scholarship makes it easier, financially, for me to finish the first two years and to move on to my junior and senior years.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Sterling College</td>
<td>Avery Cisné</td>
<td></td>
<td>With an academic journey focused on sustainability, concern for society and a desire to bring cohesion to the whole, Avery welcomes the opportunity to receive a scholarship from EALgreen. “Environmental stewardship to me is being aware,” Avery reflected. “Being aware of our impact on the land, but also on each other. Being aware of the voices which aren’t usually heard. Being aware of natural systems and acting with intent in regards to anthropogenic systems.” He is scheduled to graduate with a self-designed major: Food Systems/ Social Justice, Education, Community Studies Concentration in 2021.</td>
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<td>EAL Scholarship</td>
<td>Chicago, Illinois</td>
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</tr>
<tr>
<td>EAL Scholarship</td>
<td>Martinton, Illinois</td>
<td>Jessica Parr</td>
<td></td>
<td>I am not your average college student. I am 34, a wife to an amazing husband, a wildland firefighter, with a less 9-5 schedule has me mostly at home raising our amazing four kiddos (ages about to be 16,14,12 and 7) and for that i am grateful. Yet I also have felt a draw to go back to college to help other children. As a psychology major, I hope to work within the court system with kids to let them know someone is there for them. EAL’s generosity will never be forgotten because with this help I am able to continue my journey. One day I will pay this generous gift forward. Again, I want to say how much this award truly means, even when words just do not seem enough.</td>
</tr>
<tr>
<td>EAL Scholarship</td>
<td>Westlake, Ohio</td>
<td>Natalie Samenuk</td>
<td></td>
<td>I will use my EAL Scholarship to complete my degree in integrated social studies and history. In addition to the scholarship, I have worked on campus as a writing consultant, I chose to attend Capital University after attending Westlake High School because of the friendly students and staff, amazing location and great opportunities. Scholarships help athletes continue to compete, for me that means in track and volleyball, because it means I don’t have to work quite as much. My career ambition is to become a history teacher.</td>
</tr>
</tbody>
</table>

Please visit our website [www.ealgreen.org](http://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

Visit [www.EALgreen.org](http://www.EALgreen.org) for more information
## 2018–2019 Audited Financial Statements

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</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>$5,052,190</td>
<td>$3,647,625</td>
<td>$1,404,565</td>
</tr>
<tr>
<td>Investment income</td>
<td>$9,403</td>
<td>$2,089</td>
<td>$7,314</td>
</tr>
<tr>
<td>Total revenue</td>
<td>$5,061,593</td>
<td>$3,649,714</td>
<td>$1,411,879</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>$3,856,253</td>
<td>$2,923,305</td>
<td>$932,948</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$279,202</td>
<td>$268,256</td>
<td>$10,946</td>
</tr>
<tr>
<td>Administration</td>
<td>$308,214</td>
<td>$249,448</td>
<td>$58,766</td>
</tr>
<tr>
<td>Total expenses</td>
<td>$4,443,669</td>
<td>$3,441,009</td>
<td>$1,002,660</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>$617,924</td>
<td>$208,705</td>
<td>$406,219</td>
</tr>
<tr>
<td>Total assets at end of year</td>
<td>$2,523,487</td>
<td>$1,938,624</td>
<td>$584,863</td>
</tr>
<tr>
<td>Total liabilities at end of year</td>
<td>$34,906</td>
<td>$67,967</td>
<td>&lt;$33,061&gt;</td>
</tr>
<tr>
<td>Net assets/fund balances at end of year</td>
<td>$2,488,581</td>
<td>$1,870,657</td>
<td>$617,924</td>
</tr>
</tbody>
</table>

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

“If you have come to help me, you are wasting your time. But if you have come because your liberation is bound with mine, then let us work together.”
– Unknown Aboriginal Woman, shared by the World Bank
Leadership

“You cannot get through a single day without having an impact on the world around you. What you do makes a difference, and you have to decide what kind of difference you want to make.”

– Jane Goodall

“MBU is just thrilled with EALgreen! (The partnership is) recognized as an essential partnership to meet the financial needs of both the students and the university.”

– Maranatha Baptist University

“We sure do treasure the work you do with us.”

– Olivet Nazarene University

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